

**WE MAKE
DIGITIZATION
POSSIBLE**

Investor Relations Presentation
3rd quarter 2018

We make digitization possible

From the sensor to service



**Disposal
site**

Hotel

Bank

Hospital

Stadium

Logistics

**Power
plant**

Office building

Airport

Industrial estate

Central station

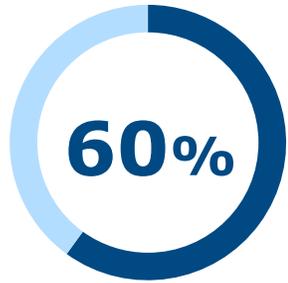
**Shopping
center**

Police

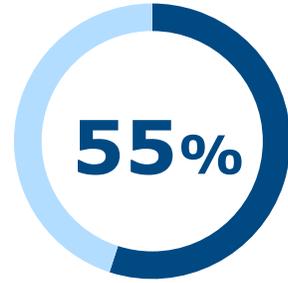
Waterworks

Tuned to the pulse of the digital future

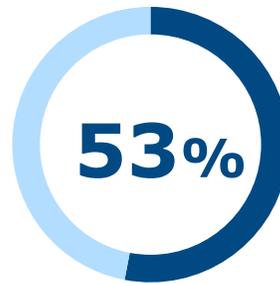
What benefits do our customers expect from digitization?



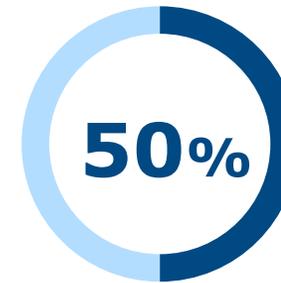
Revenue increases



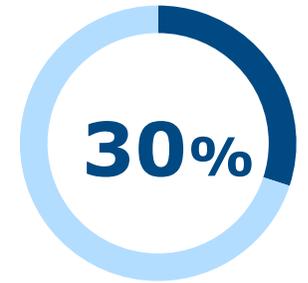
Productivity gains



Cost reduction



New information acquisition



New products, improved customized product offer

Who we are

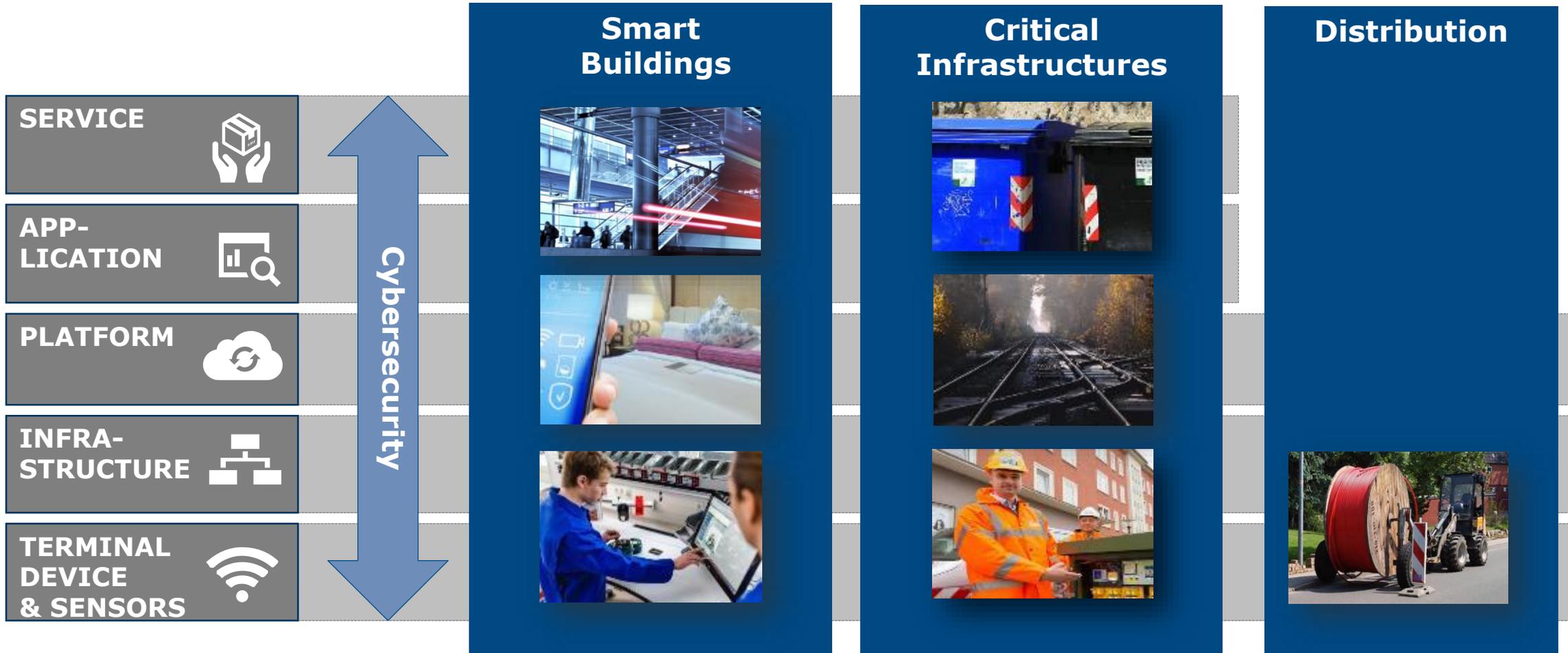
euromicron AG is a medium-sized technology group

<p>Our target market: The Internet of Things (IoT)</p> 	<p>1,865 Employees **</p> 
<p>1998 IPO on the Prime Standard 7,176,398 registered shares Market capitalization ~ 40 Mio. €</p> 	<p>Our IoT solutions: Vertical integration From the sensor to service</p>  <p>Solutions from a single source: from the shop floor to buildings to the Smart City</p>
<p>Rooted in Germany, with international focus: Represented in 11 countries Active in more than 50 countries</p> 	<p>Sales* 332.9 Million €</p> 
<p>Specialized in the fields of</p> <ul style="list-style-type: none">▪ Digital Buildings▪ Smart Industry▪ Critical Infrastructures 	<p>Equity ratio** 28.2%</p> 



Our structure

Vertical integration in three segments



9 months 2018

Structural deficits lead to weaker than expected Group sales and operating EBITDA



Operating cash flow improved by EUR 11.7 million



Working capital ratio (after factoring) declined by 3.1 percentage points



Order backlog for continuing core business (EUR 140.6 million) up EUR 1.1 million from previous year



Forecast for fiscal year 2018 adjusted



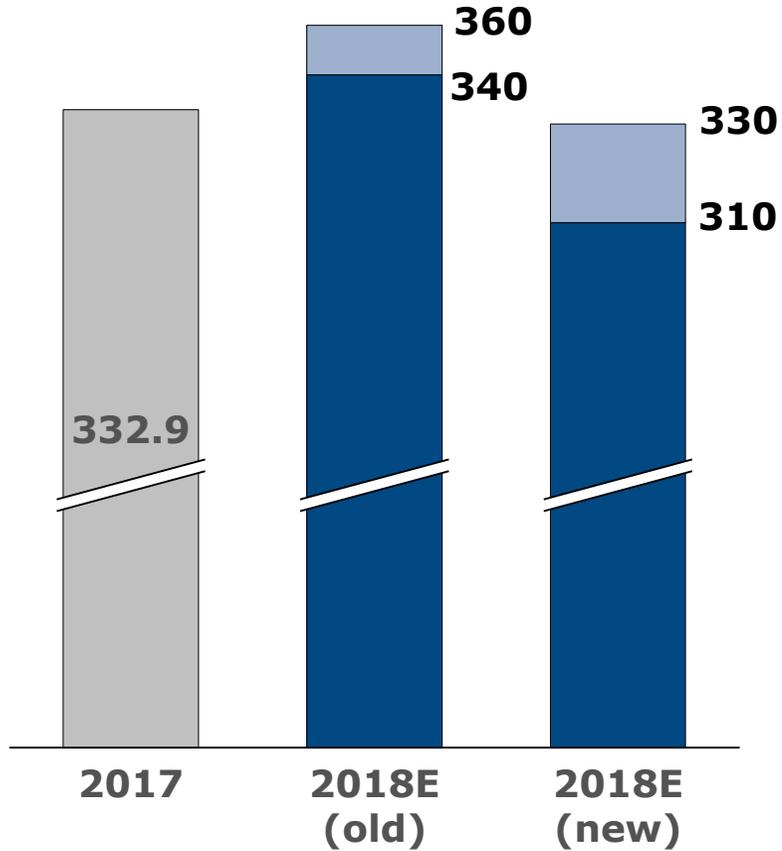
Essential topics 2018

- 1) Winning the Europe-wide radio broadcasting competition of Südwestrundfunk (SWR)**
- 2) Smart Building Solutions Concept of MICROSENS**
Digitalisation of Building Automation with Intelligent Network Components
- 3) Change in the Executive Board**
May 2018: Jörn Trierweiler takes over responsibility for "Operations, Strategy and IT" from Jürgen Hansjosten
- 4) Changes on the Supervisory Board**
June 2018: Dr. Martina H. Sanfleber and Klaus Peter Frohmüller are appointed to the Supervisory Board and assume office of Rolf Unterberger and Dr. Alexander Kirsch
- 5) 20 years euromicron AG**
- 6) InnoTrans 2018**
euromicron Group showcases solutions for creating intelligent transport infrastructures
- 7) DB Station&Service AG extends video surveillance master agreement**
- 8) euromicron AG intensifies transformation process**
Structural adjustments lay solid foundation for profitable growth

Outlook 2018

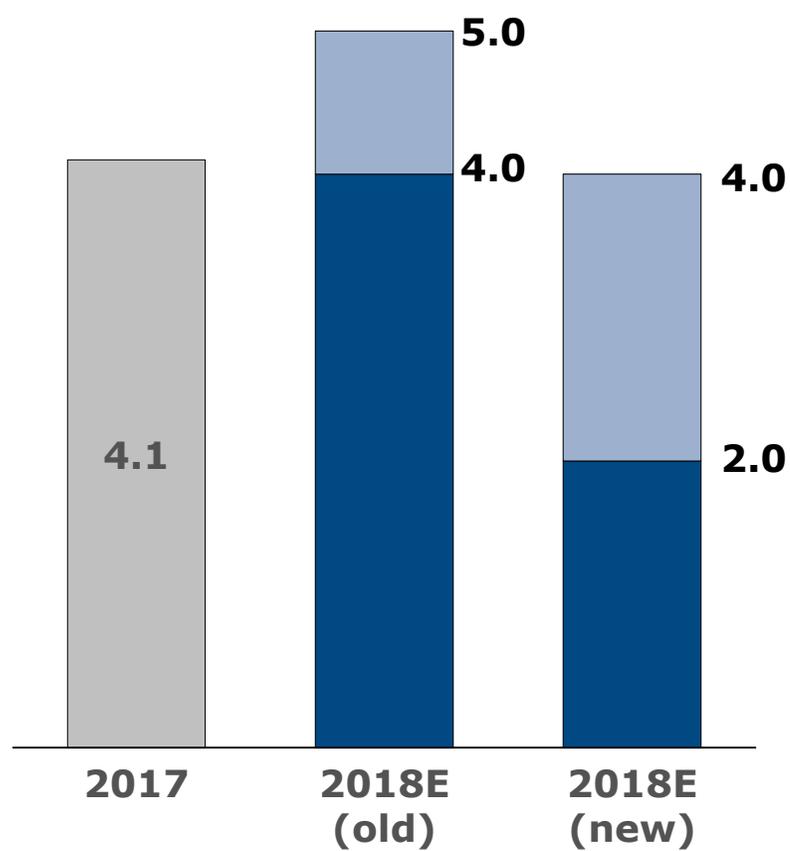
Sales

(in million EUR)



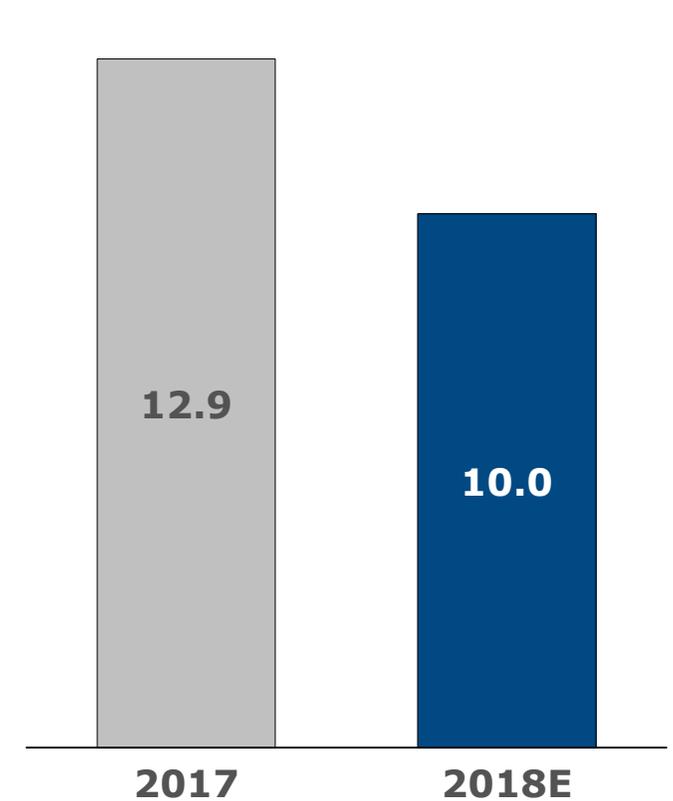
EBITDA margin (operating)

(in %)



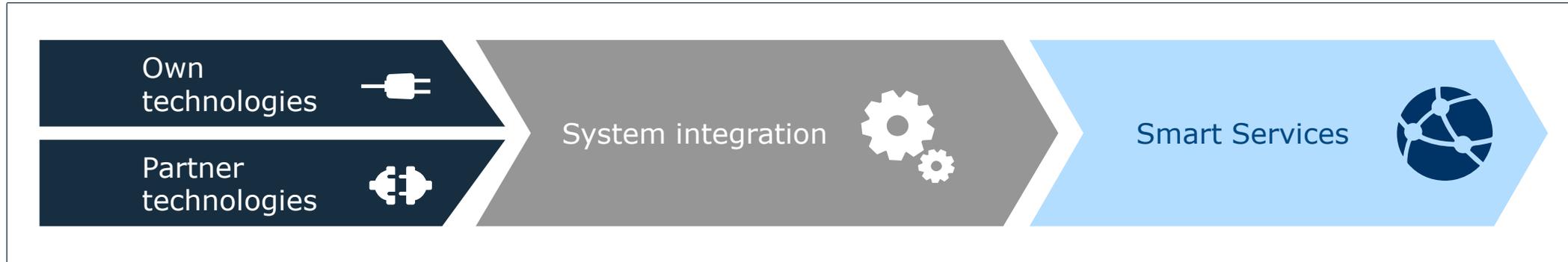
Working Capital Ratio

(in %)



Our positioning

We plan, implement and operate digitized networks



Building management system



Intelligent control can save energy - up to

40 %



40 billion €

German industry companies are investing annually in industry 4.0 applications by 2020.



Over five years, over 80% of the companies will have digitized their value chain.

Digital Buildings



Smart Industry

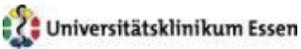
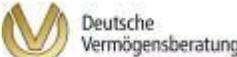


Critical Infrastructures



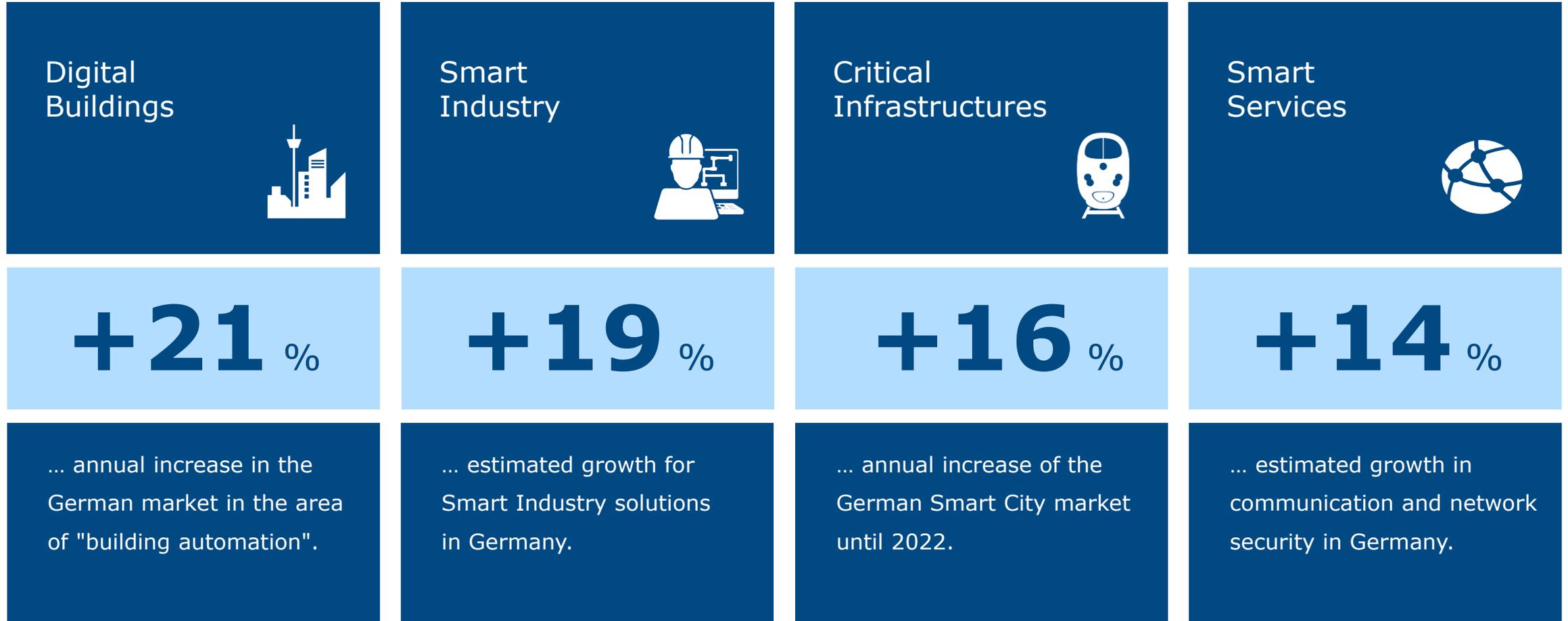
Extract of our customer projects

20 years experience with future

Transport, traffic and logistics 	        
Public sector, Health Care 	      
Carrier and utilities 	        
Industrie and retail 	       
Construction and facilities 	       
Banking and Insurance 	       

Tuned to the pulse of the digital future

The growing connectivity offers euromicron in Germany an enormous market potential



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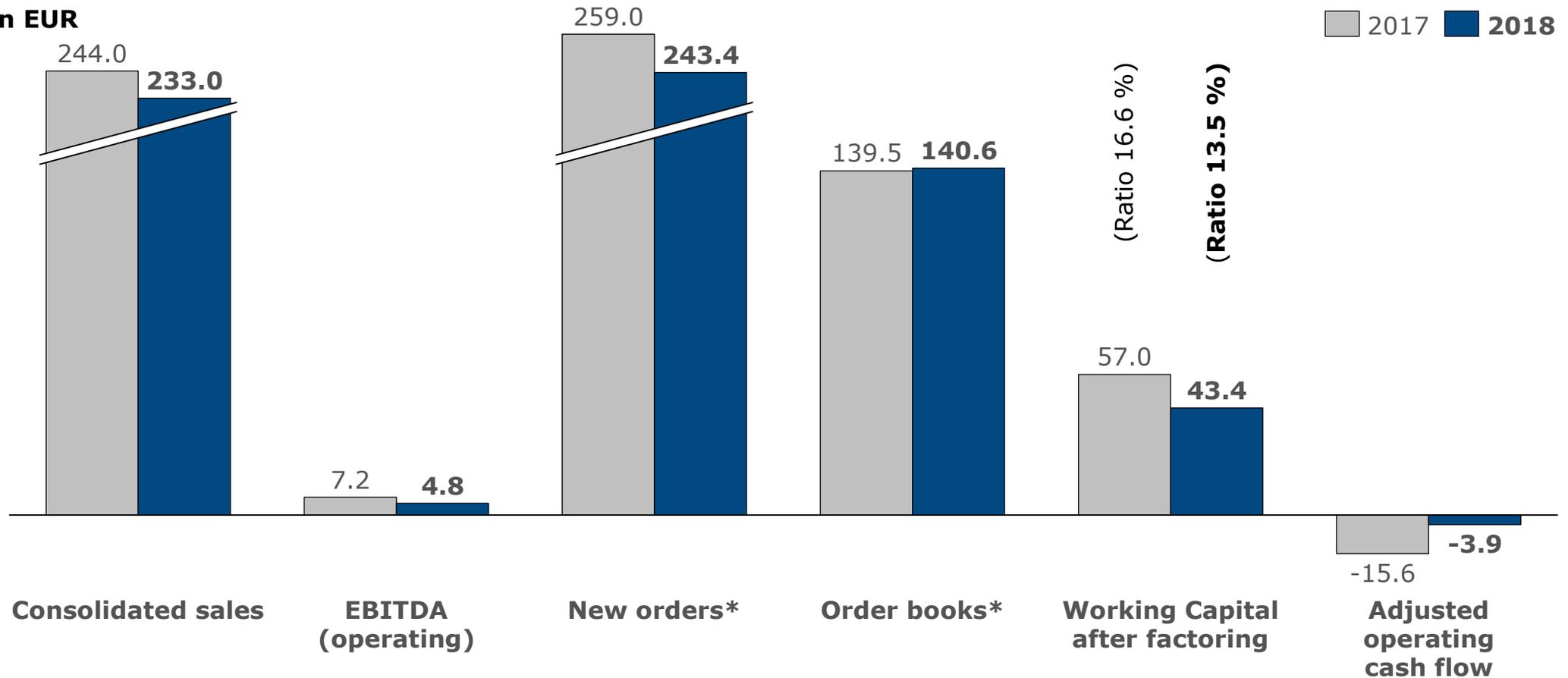
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9 months 2018

in million EUR

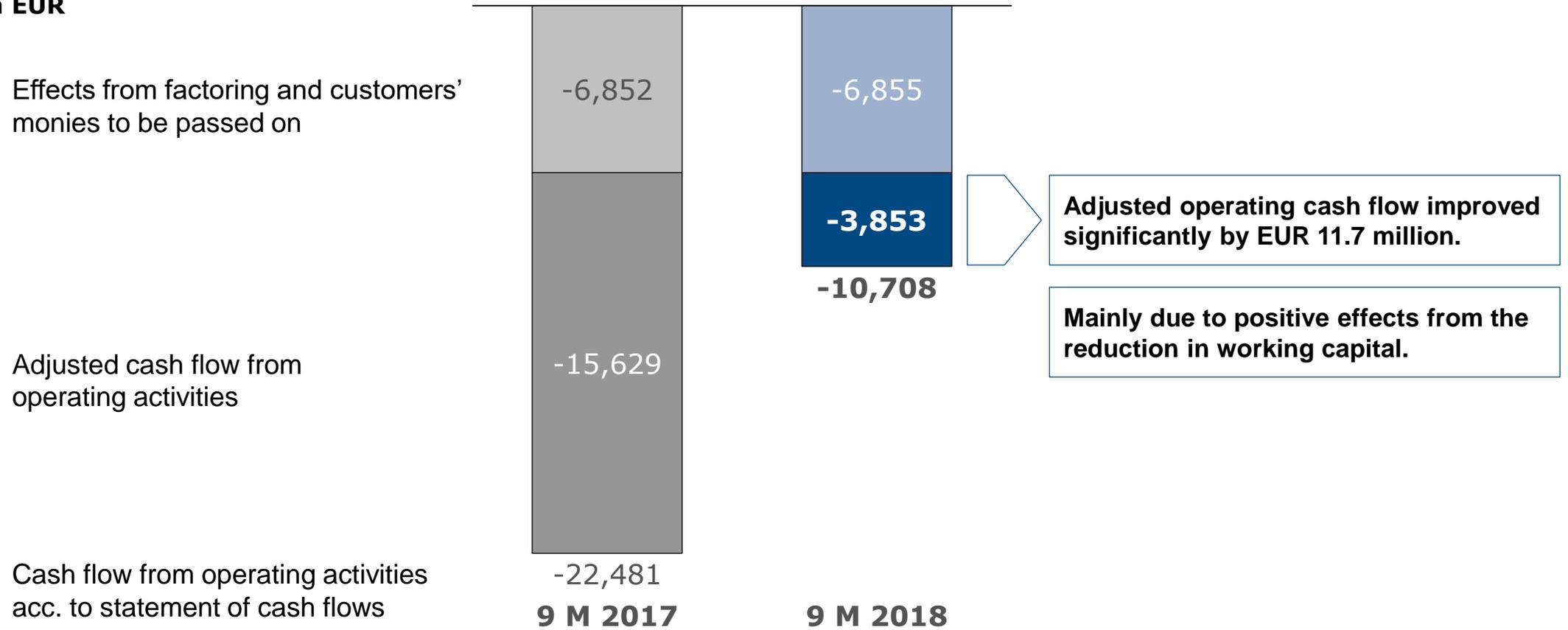


* Continuing core business operations (excluding divisions that have since been closed or sold in the meantime)

9 months 2018

Cash flow development (Sept 30, 2018)

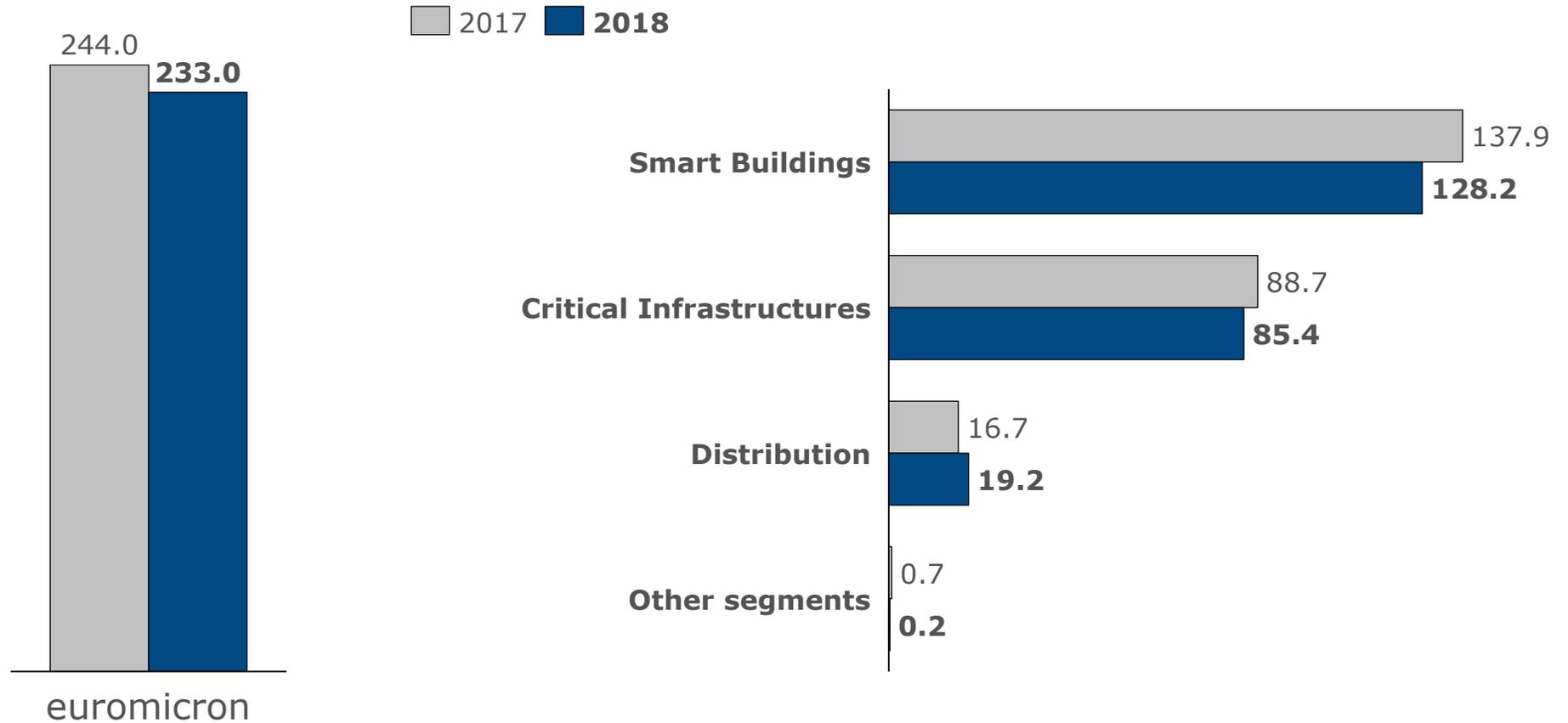
in million EUR



9 months 2018

Sales by segments (Sept 30, 2018)

in million EUR

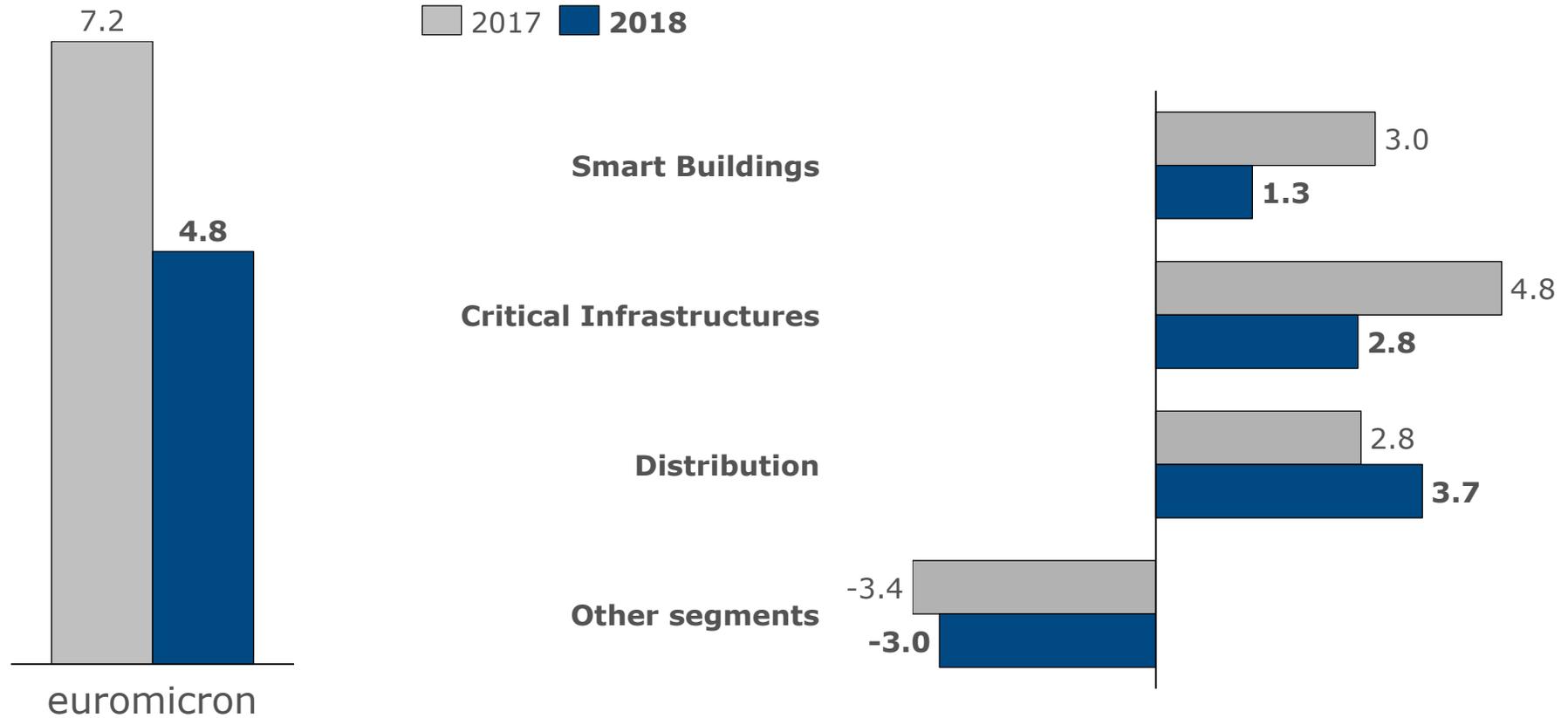


* The segments are showing external sales.

9 months 2018

EBITDA operating by segments (Sept 30, 2018)

in million EUR



9 months 2018

Working Capital (after factoring) by segments (Sept 30, 2018)

