

VARTA AG

Quarterly Financial Statement – Q1 2018

Investor Presentation



Dr. Michael Pistauer
Vorstand VARTA AG

Content



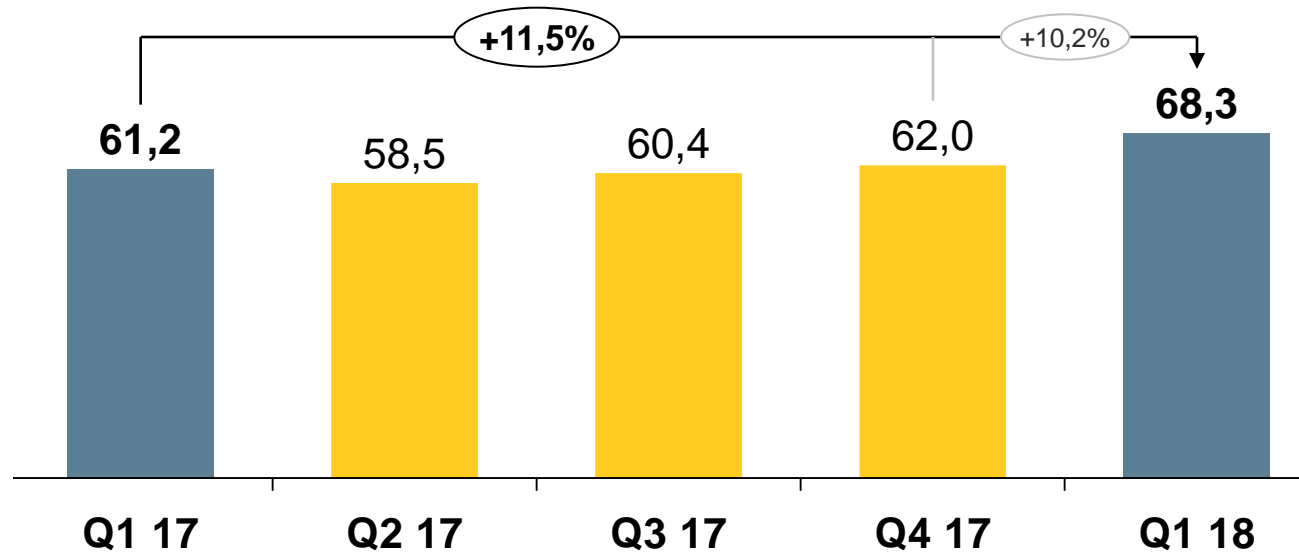
1. Net Sales
2. Net Sales by Region
3. Adj. EBITDA
4. EBIT
5. Consolidated Result
6. Total Assets
7. Trade Working Capital
8. Net debt
9. Equity
10. Cashflow
11. Segment Reporting
12. Outlook
13. Contact Details

Net Sales



Growth of 11% q-o-q

Net Sales in mEUR
and change q-o-q in %



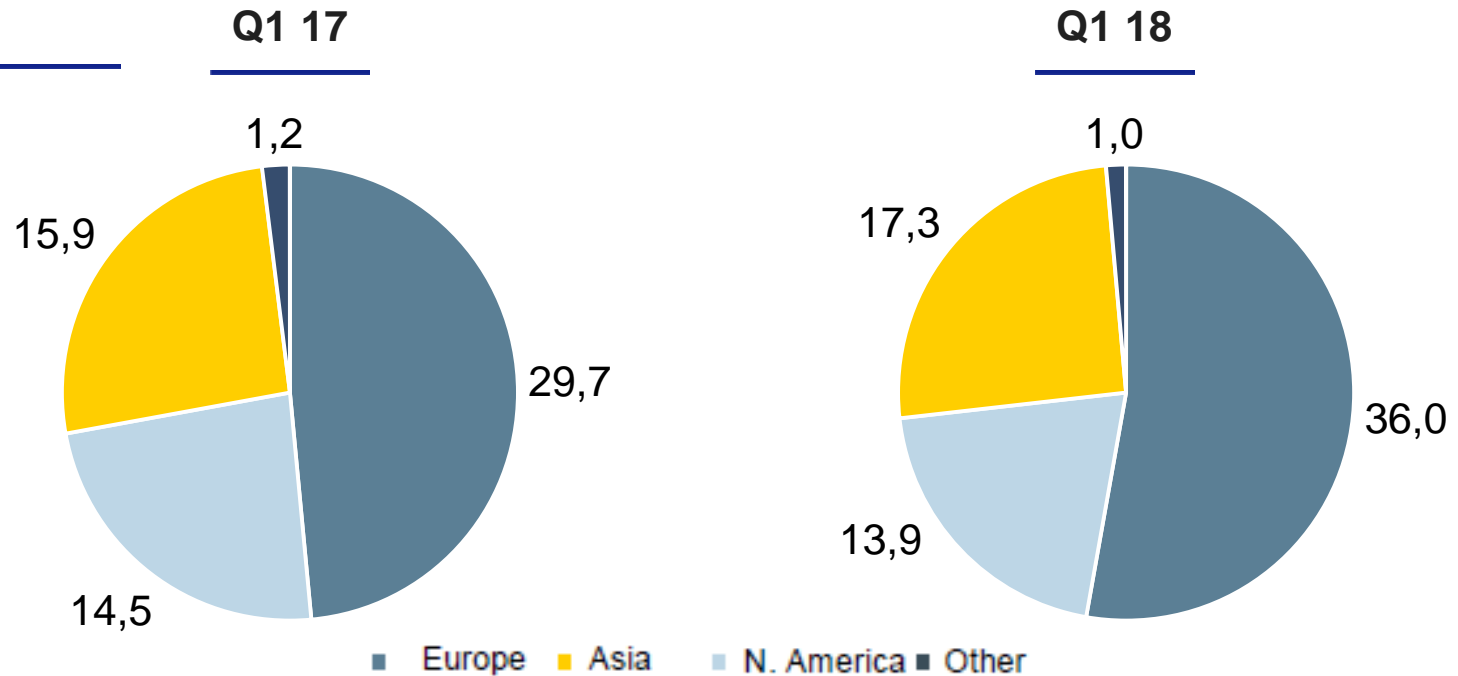
Highlights

- Growth in all segments
- Development mirrors continuous concentration on growth strategy

Net Sales per Region



Net Sales per Region
in mEUR



Highlights

- Growth of 21% in European markets reflects strong development of P&E sales
- Growth of about 9% in Asian markets shows increased demand for small lithium-ion batteries
- N. America sales-decrease inflicted by strong EUR vs USD

Microbatteries



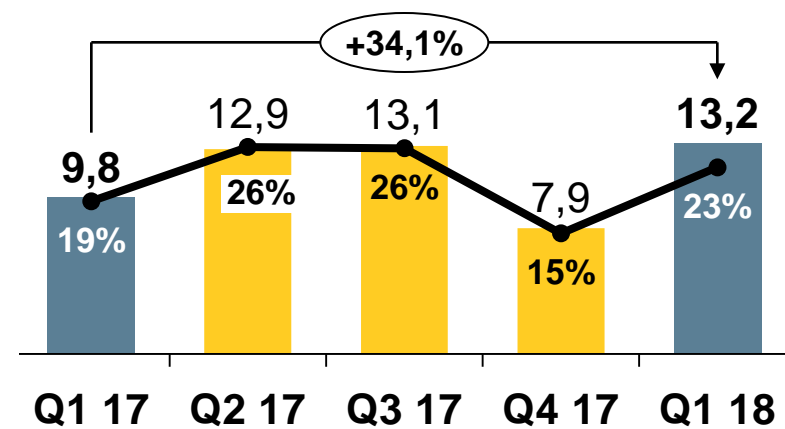
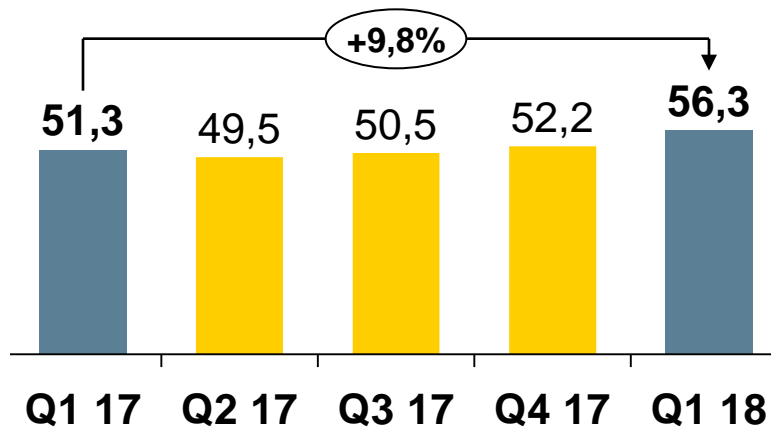
Continuous growth and economies of scale effects

In mEUR

In % of Net sales

Net sales

(Adj.) EBITDA



Highlights

- Growth in sales, mostly influenced by hearing aid batteries and small lithium-ion cells
- Growth reflects strong demand from markets
- EBITDA margin with 23% clearly over 20% hurdle

Power & Energy

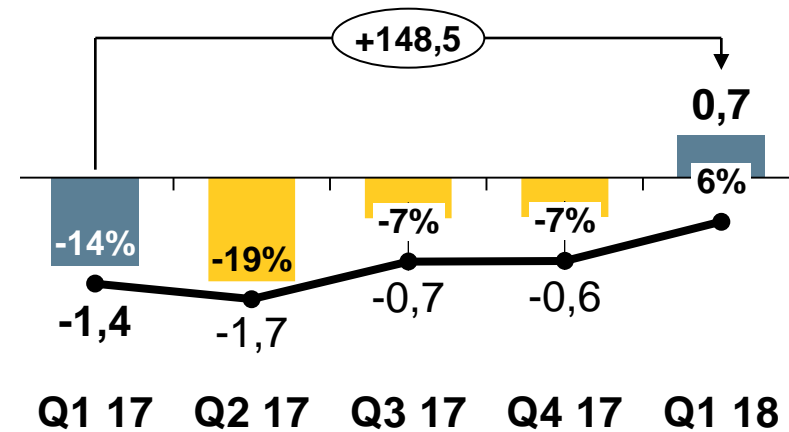
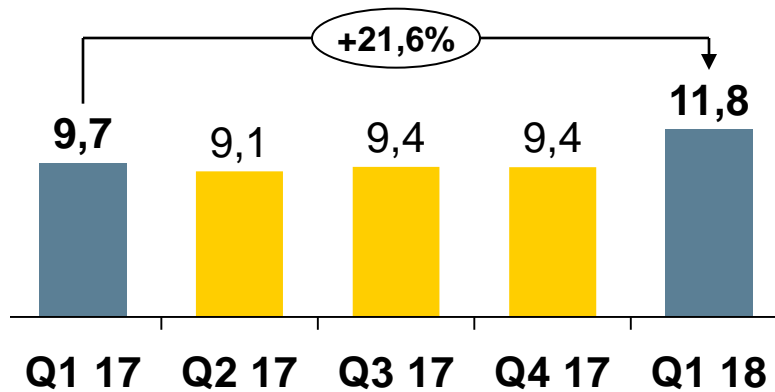


Continuous growth and positive in EBITDA

In mEUR
In % of Net sales

Net sales

(Adj.) EBITDA



Highlights

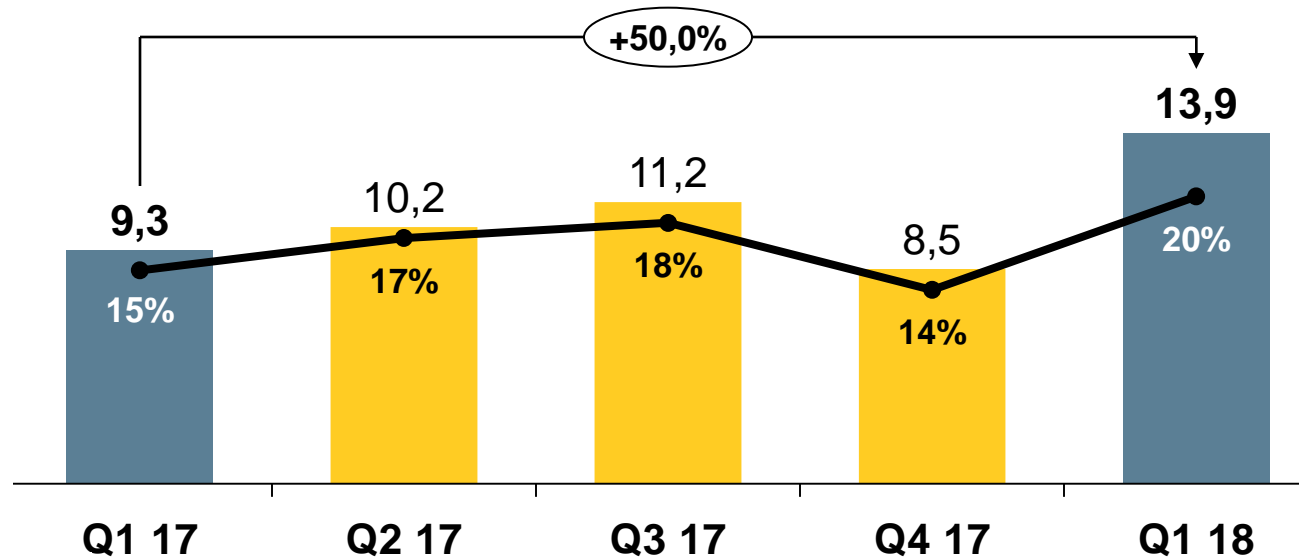
- Growth reflects strong demand for storage solutions
- Goal of changing from negative to positive EBITDA achieved

Adj. EBITDA



Over proportional growth in adjusted EBITDA

Adj. EBITDA in mEUR and
in % of Net Sales



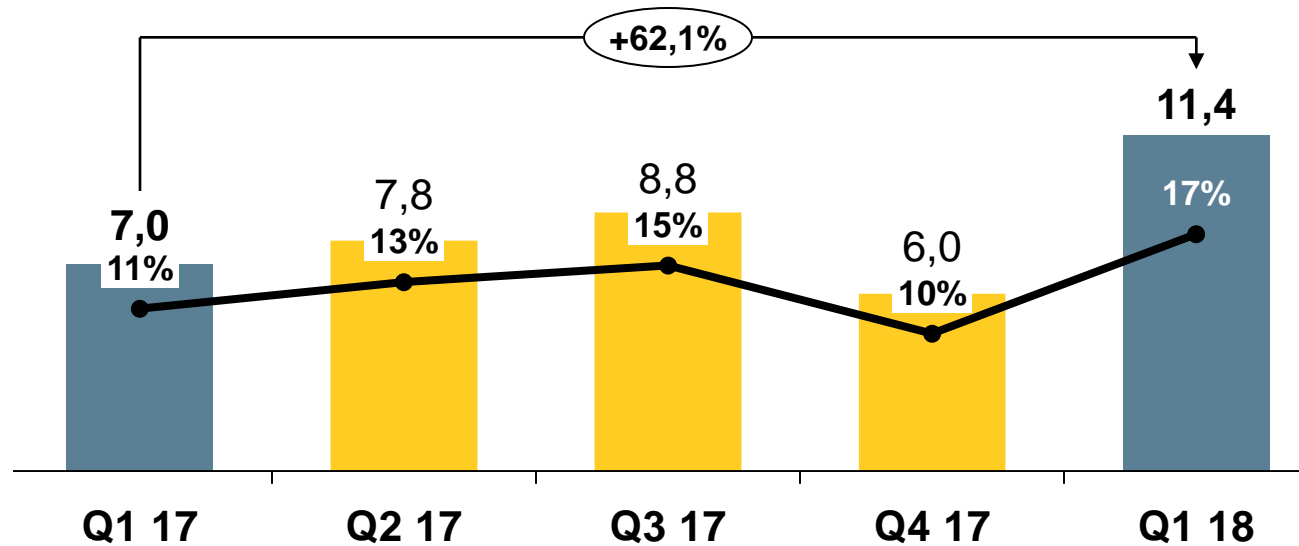
Highlights

- Economies of scale business lets adjusted EBITDA grow by 50,0%
- Adjusted EBITDA margin with 20,3% over the 20 % margin hurdle
- Reflects strategy of continuous concentration on high margin growth

Adj. EBIT



Adj. EBIT in mEUR and
in % of Net Sales



Highlights

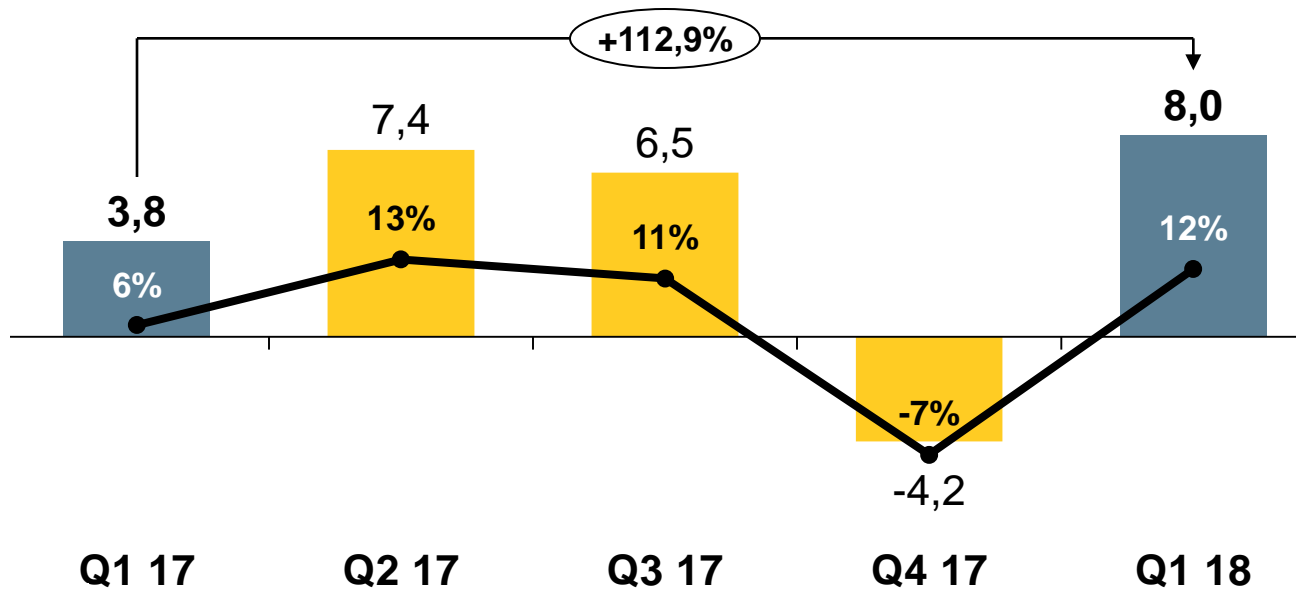
- 2018 shows two digit EBIT margin level
- EBIT reflects concentration on strengthening paybacks of capex spending

Consolidated Result



More than doubled, in comparison to Q1 2017

Consolidated result in
mEUR and in % of Net Sales



Highlights

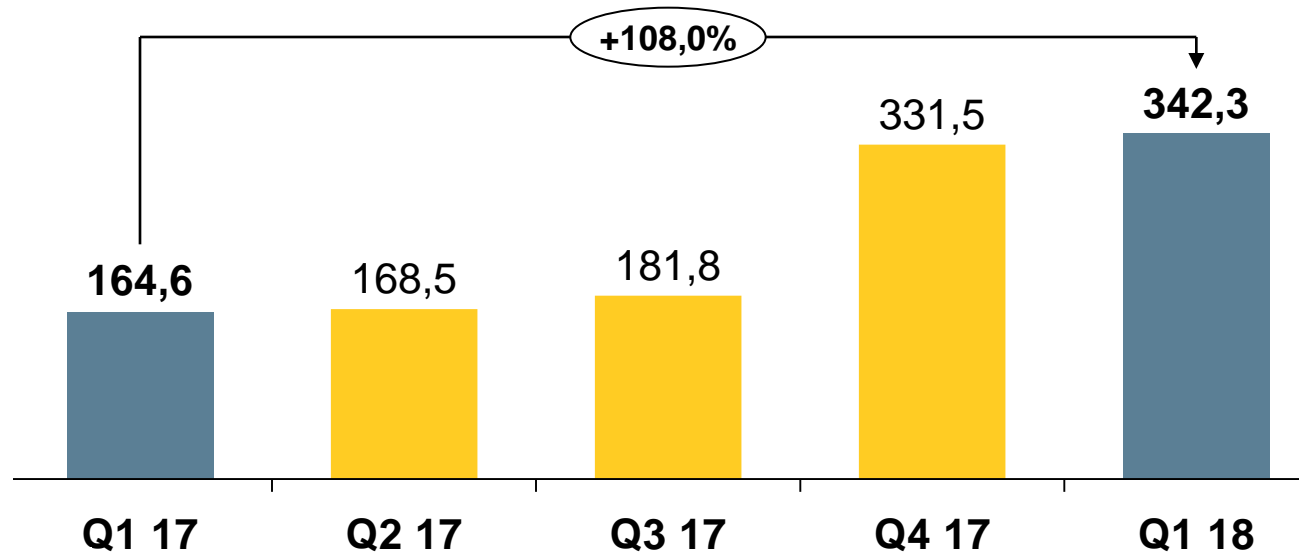
- Taxrate in 2018 slightly reduced in comparison to 2017
- Development of consolidated result reflects Strategy – of concentration on over proportional development of results

Total Assets



IPO effects and high results shape development of total assets

Total Assets
in mEUR



Highlights

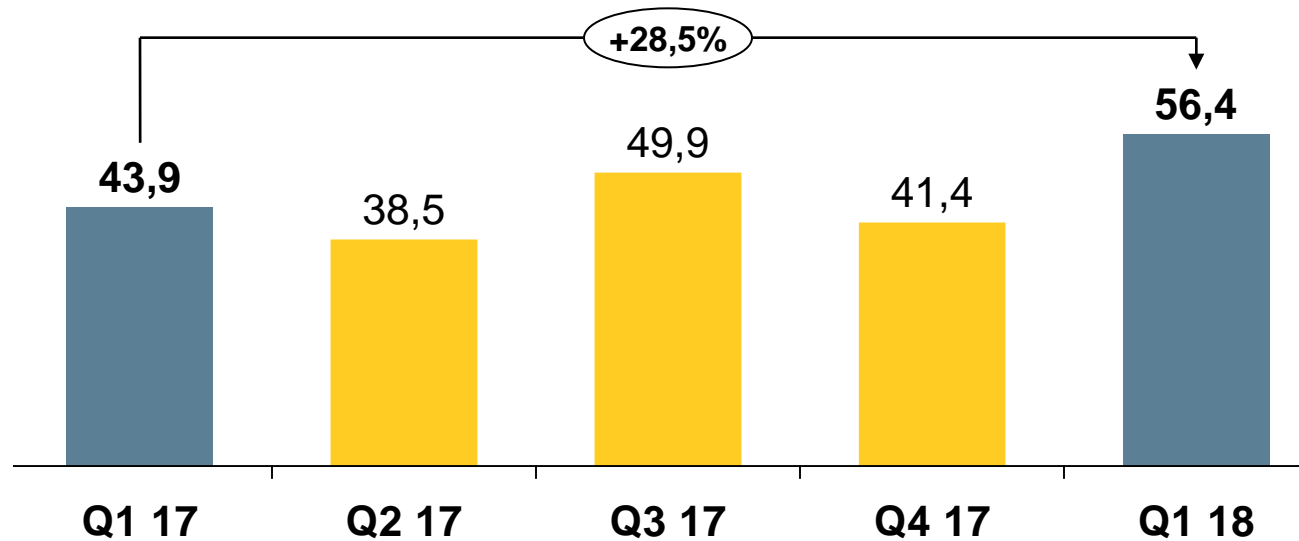
- Net Proceeds of around 178 mEUR shape balance sheet in 2017 and Q1 2018
- Net Cash position of over 117,6 mEUR

Trade Working Capital



TWC ratio higher

Trade Working Capital in mEUR
and in % of Net Sales



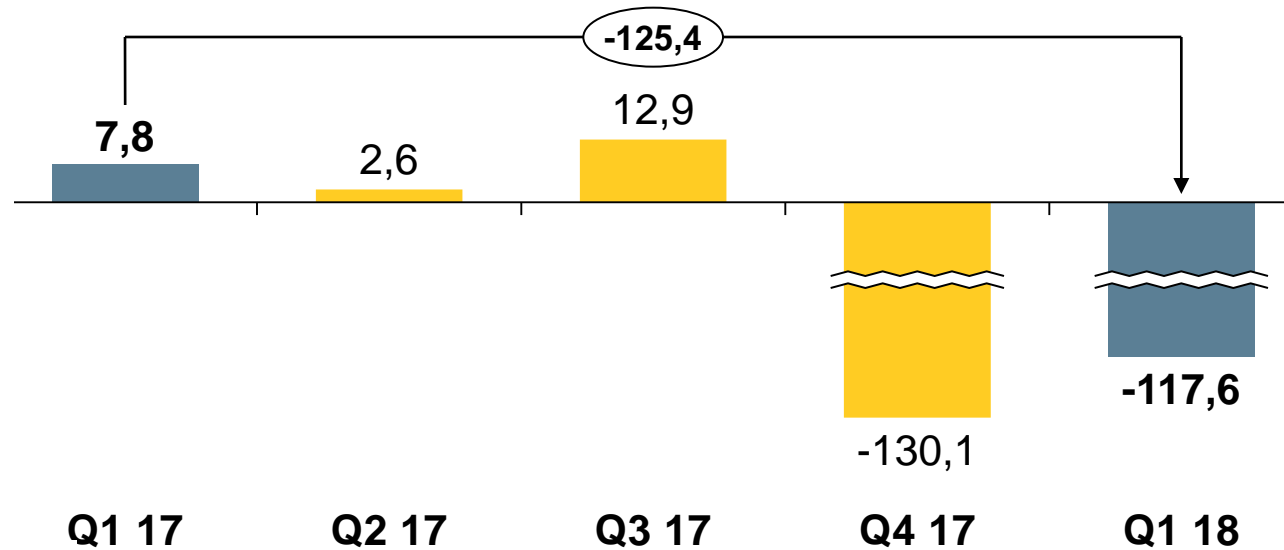
Highlights

- TWC significantly higher than 2017
- TWC impacted by development of inventories
- Inventories rose to 56,4 mEUR to enable deliverability in 2018 - following strong market demand

Net Debt



Net Debt
in mEUR



Highlights

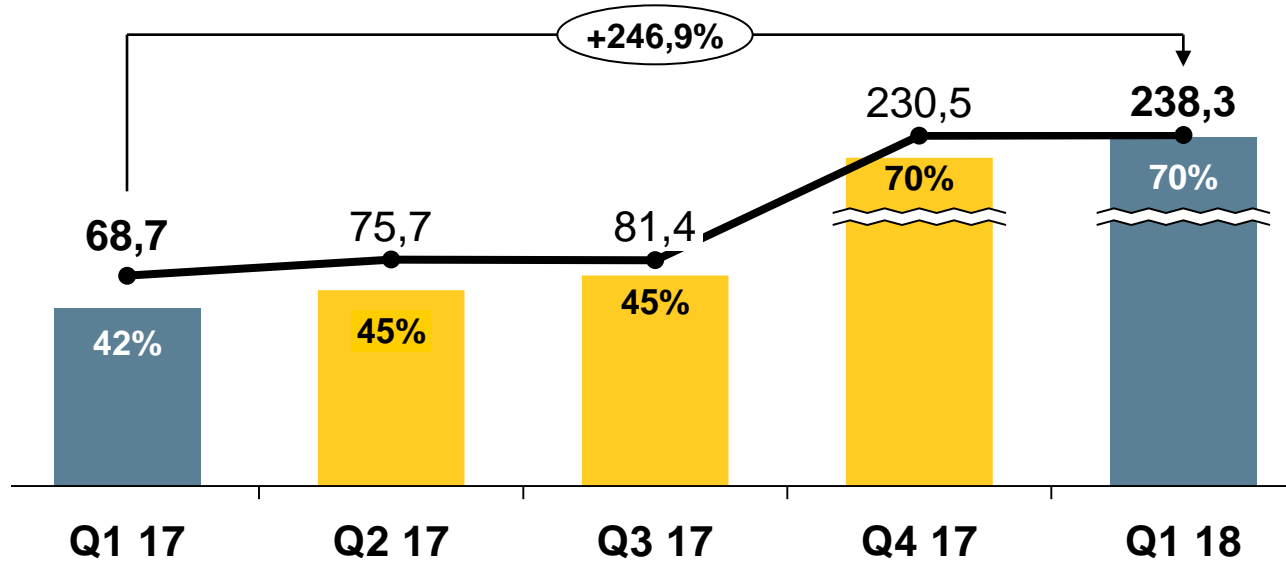
- IPO proceeds and positive results in 2017 and Q1 2018 shape Net Debt
- Net Cash position of over 117,6 mEUR at the end of Q1 2018

Equity



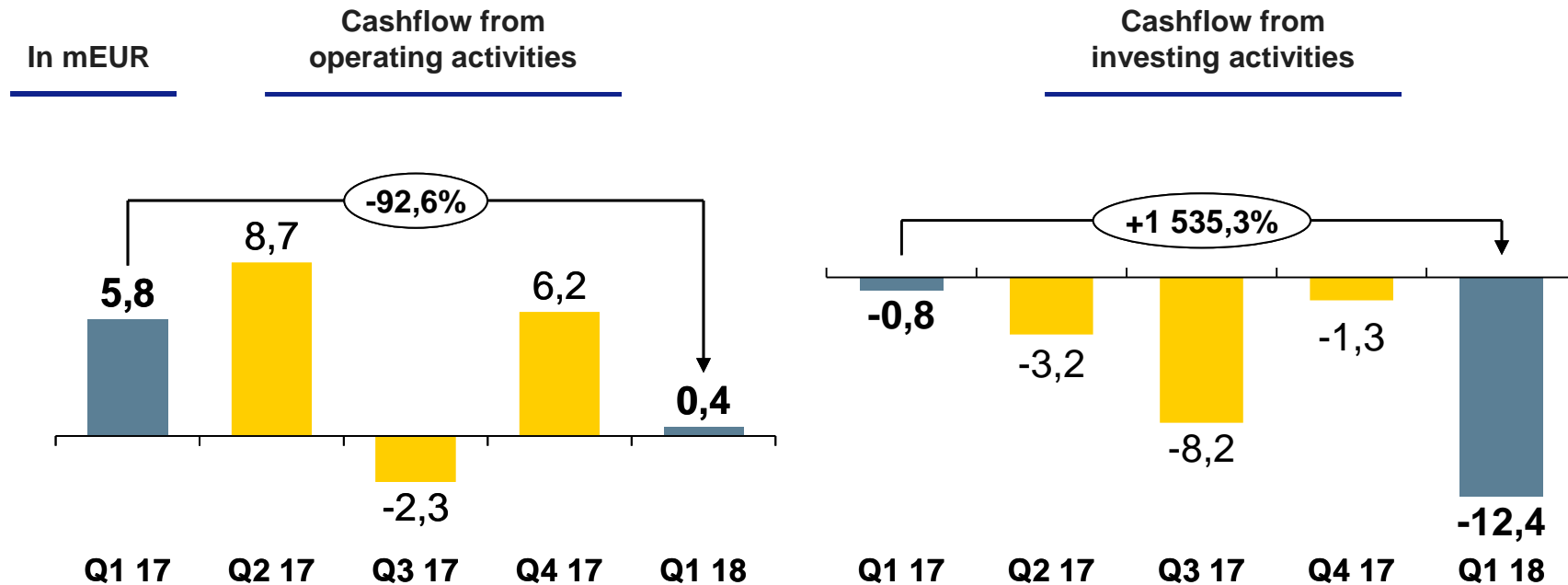
Positive results and IPO let equity ratio boost

Equity in mEUR and
in % of total assets



Highlights

- Equity Ratio increased to 70% due to IPO and the positive development of the results



Highlights

- Cash Flow from operating activities highly affected by one time effects of development of inventories
- Investments in capacity increase at highest level

Outlook

2018

Highlights

- Business is expected to continue on it's growth path
- Overall sales are expected to show a significant growth over the course of the next year (at constant exchange rates)
- A significant increase over the previous year is expected for 2018's adjusted EBITDA – because of economies of scale

Contact Investor Relations

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Financial Calendar

24.04.2018	Interim report Q1 2018
19.06.2018	Annual General Meeting
28.08.2018	Interim report half year results 2018
25.10.2018	Interim report Q3 2018