



Conference call
Interim report
January 1 to March 31, 2018

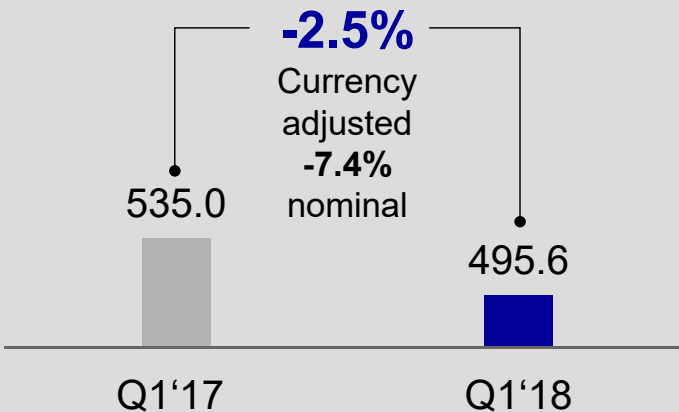
Lübeck, April 26, 2018

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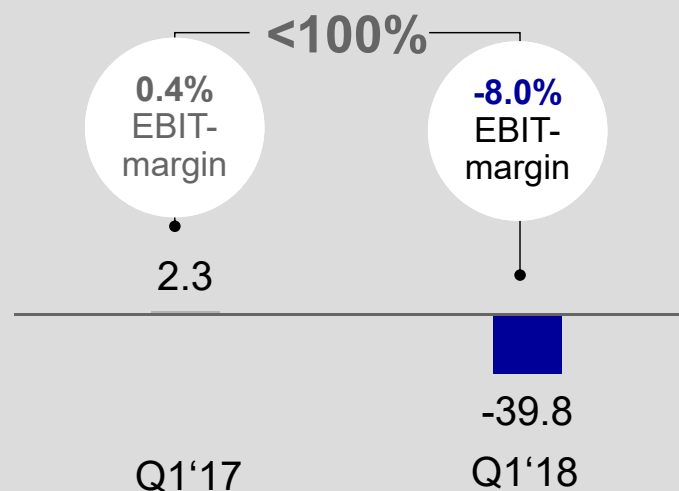
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Interim financial reports as well as preliminaries are not audited.

Net Sales



EBIT



- Strong negative FX effects burdening the top-line and earnings.
- Positive cc order intake in Q1: +2.6% (nominal: -2.8%).
- Order book above prior year's level. Pick up in net sales development expected for the coming quarters.
- Net sales lagging behind order development.
- Lower quarterly gross margin (-3.5 pp), mainly due to lower volume, mix and FX.
- Functional expenses increased as planned (cc +6.6%).
- No significant one-offs during the quarter.
- FY Guidance: top-line guidance unchanged, but lower end of the EBIT-margin guidance more likely.

Order development in Q1



Order entry (€ million)

Group	Order entry (€ million)	Growth rate	Medical	Safety	Net Sales Group
America	110	+1.6%	+2.2%	+0.4%	-0.8%
Africa, Asia, Australia	169	+9.3%	+13.9%	-3.7%	-4.0%
Europe	342	-0.3%	+0.4%	-1.2%	-2.5%
Group	621	+2.6%	+4.9%	-1.4%	-2.5%

Growth rates are net of currency effects

Business development Q1 Group



	3M 2017	3M 2018	Change
	€ million	€ million	%
Order Intake	639.4	621.4	-2.8
<i>% growth (FX adjusted)</i>	5.4%	2.6%	
Net Sales	535.0	495.6	-7.4
<i>% growth</i>	0.5%	-7.4%	
<i>% growth (FX adjusted)</i>	-1.1%	-2.5%	
Gross Profit	240.4	205.1	-14.7
<i>Gross margin</i>	44.9%	41.4%	-3.5pp
<i>Functional Expenses</i>	-237.3	-244.0	-2.8
<i>% of Net Sales</i>	-44.4%	-49.2%	
EBIT	2.3	-39.8	>100
<i>EBIT Margin</i>	0.4%	-8.0%	-8.4pp
Net Profit	-0.7	-29.0	>-100
DVA	68.4	28.6	-58.2

Functional Expenses



	3M 2017	3M 2018	Change	Change net of FX
	€ million	€ million	%	%
<i>R&D</i>	-56,0	-62,0	10,7	14,5
<i>% of Net Sales</i>	<i>-10,5%</i>	<i>-12,5%</i>		
<i>Sales & Marketing</i>	-137,0	-137,8	0,6	5,5
<i>% of Net Sales</i>	<i>-25,6%</i>	<i>-27,8%</i>		
<i>Administration</i>	-45,9	-45,7	-0,4	3,2
<i>% of Net Sales</i>	<i>-8,6%</i>	<i>-9,2%</i>		
<i>SG&A</i>	-182,9	-183,5	0,3	4,9
<i>% of Net Sales</i>	<i>-34,2%</i>	<i>-37,0%</i>		
Other operating income	-1,6	-1,5		
<i>Functional Expenses total</i>	-237,3	-244,0	2,8	6,6
<i>% of Net Sales</i>	<i>-44,4%</i>	<i>-49,2%</i>		
Headcount ¹	13.352	13.866	3,8	

¹ Values as of reporting date

Key Figures



	3M 2017	3M 2018	Change
	€ million	€ million	%
Cashflow from operating activities <i>in % of EBIT</i>	27.8 <i>>100%</i>	-24.9 <i>63%</i>	>-100
Investments	18.0	20.7	15.5
Cash and cash equivalents ¹	207.2	204.2	-1.5
Net financial debt ¹ <i>Net financial debt¹ / EBITDA²</i>	18.0 <i>0.07</i>	12.4 <i>0.06</i>	-31.0
<i>Capital employed¹</i> <i>ROCE (EBIT² / Capital employed¹)</i>	1,218.6 <i>12.7%</i>	1,245.8 <i>9.1%</i>	2.2
Net Working Capital ¹	538.4	567.7	5.4

¹ Values as of reporting date

² EBITDA and accordingly EBIT of the last twelve months

EXPECTATIONS FOR FISCAL YEAR 2018

	2017	2018e	Current forecast
Net sales (net of currency effects)	3.3%	+2.0 - +5.0 % (net of currency effects)	Confirmed
EBIT margin	6.1%	4.0 - 6.0%*	Confirmed*

* based on exchange rates at the start of the year 2018;

Due to the restrained business development in the first quarter and currency effects, the EBIT margin is likely to come out in the lower range of the guidance.

Assumptions for FY 2018 Guidance

- Downside risk of strong market interruptions, e.g. caused by rising political protectionism, not reflected in guidance.
- Continuously strong top-line development in AAA Region. Continued growth in North America. Return to growth in Central- / South America. After a strong 2017, growth in the Europe Region expected to be more towards the lower end of the guidance range.
- Positive growth in both product areas, with a stronger top-line growth for safety offerings.
- Higher functional expenses due to investments to support future growth. Increase of R&D budget to EUR 245 – 260 million. SG&A ratio stable.



Business development Q1

Segments



	Order entry	Net sales	Net sales	EBIT	EBIT-
	Δ in %*	€ million	Δ in %*	€ million	margin
					%
Europe	-0.3	287.6	-2.5	-8.7	-3.0
America	1.6	93.5	-0.8	-17.8	-19.0
Africa, Asia, Australia	9.3	114.5	-4.0	-13.2	-11.6
Group	2.6	495.6	-2.5	-39.8	-8.0
<i>Medical</i>	<i>4.9</i>	<i>309.9</i>	<i>-2.8</i>	<i>-36.7</i>	<i>-11.8</i>
<i>Safety</i>	<i>-1.4</i>	<i>185.7</i>	<i>-2.0</i>	<i>-3.1</i>	<i>-1.7</i>

* net of currency effects

Business development

Segments



	Europe		Americas		Africa, Asia, Australia		Dräger Group	
	Q1 2017	Q1 2018	Q1 2017	Q1 2018	Q1 2017	Q1 2018	Q1 2017	Q1 2018
	€ million	€ million	€ million	€ million	€ million	€ million	€ million	€ million
Order entry	347.6	341.5	124.7	110.5	167.1	169.4	639.4	621.4
Net Sales	298.9	287.6	107.5	93.5	128.6	114.5	535.0	495.6
EBITDA	14.9	1.5	0.6	-12.5	7.3	-7.9	22.8	-18.8
EBIT	5.1	-8.7	-4.7	-17.8	2.0	-13.2	2.3	-39.8
EBIT-margin	1.7	-3.0	-4.4	-19.0	1.5	-11.6	0.4	-8.0
Capital Employed ¹	548.1	580.2	302.6	290.4	367.9	375.2	1,218.6	1,245.8
ROCE ^{1,2}	17.3	13.3	4.7	-3.1	12.4	7.6	12.7	9.1
DVA	55.3	54.8	-6.6	-29.5	19.7	3.3	68.4	28.6

¹ Values at due date

² EBIT of the last twelve months

Business development

Medical



	Q1 2017	Q1 2018	Change	Change
	€ million	€ million	%	% (FX adj.)
Order entry	405.2	401.5	-0.9	4.9
Europe	197.9	196.4	-0.7	0.4
America	83.7	74.7	-10.8	2.2
Africa, Asia, Australia	123.6	130.4	5.5	13.9
Net Sales	336.4	309.9	-7.9	-2.8
Europe	174.7	167.2	-4.3	-3.3
America	68.9	62.1	-9.8	2.8
Africa, Asia, Australia	92.8	80.6	-13.1	-6.1
EBIT	-7.1	-36.7	> -100	
EBIT-margin	-2.1	-11.8		

Business development

Safety



	Q1 2017	Q1 2018	Change	Change
	€ million	€ million	%	% (FX adj.)
Order entry	234.1	220.0	-6.0	-1.4
Europe	149.7	145.1	-3.0	-1.2
America	40.9	35.8	-12.6	0.4
Africa, Asia, Australia	43.5	39.0	-10.3	-3.7
Net Sales	198.6	185.7	-6.5	-2.0
Europe	124.1	120.4	-3.0	-1.4
America	38.6	31.4	-18.8	-7.2
Africa, Asia, Australia	35.8	33.9	-5.4	1.3
EBIT	9.5	-3.1	> -100	
EBIT-margin	4.8	-1.7		

Cash-flow statement



	3M 2017	3M 2018	Change
	€ million	€ million	%
Group net profit	-0,7	-29,0	>-100
Change in inventories	-43,8	-68,7	-56,7
Change in receivables	113,7	104,5	-8,1
Change in payables	-19,1	-33,9	-77,2
Depreciation and amortization	20,4	21,0	2,6
Other operating cash flow items	-42,7	-18,8	56,0
Operating cash flow	27,8	-24,9	>-100
Investing cash flow	-12,2	-16,0	-31,0
Free cash flow	15,6	-40,9	>-100
Financing cash flow	-31,3	-1,9	94,1
Change in cash¹	-15,7	-42,7	>-100
Cash and cash equivalents²	207,2	204,2	-1,5

¹ Change in cash and cash equivalents, i.e. without any effect of exchange rates

² Values as of reporting date

- March 8, 2018 - Analysts' meeting
- April 26, 2018 - Report for the first three months 2018
Conference call
- May 4, 2018** - Annual shareholders' meeting, Lübeck, Germany
- July 26, 2018** - Report for the first six months 2018
Conference call
- October 30, 2018** - Report for the first nine months 2018
Conference call

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