



# Q3 Conference Call Drägerwerk AG & Co. KGaA

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Lübeck, October 29, 2020

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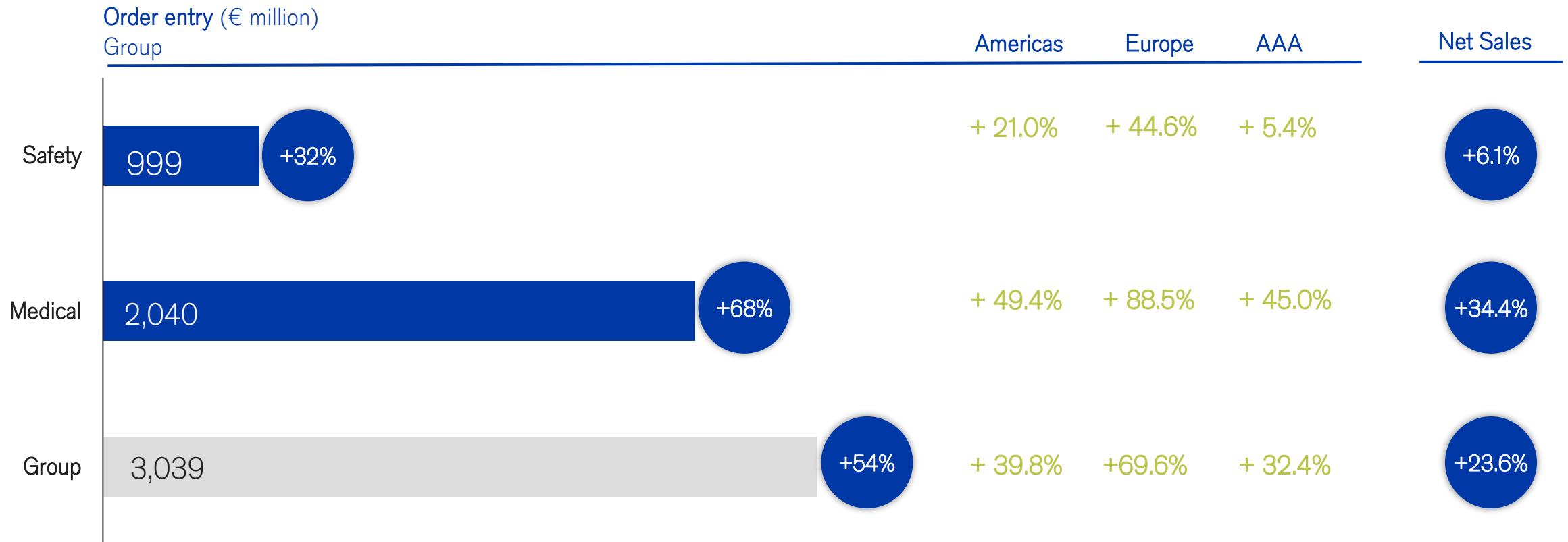
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Interim financial reports as well as preliminaries are not audited.

# Business Highlights

- Corona pandemic boosts 2020 order entry for intensive care medical products as well as light breathing protection in safety. Q3 demand softer than in Q2, but still on high levels. “Non-Covid” product areas continue to be negatively affected by the deteriorating economic environment.
- Agreement with the German Government to reduce the amount of ventilators to be delivered.
- Continuing high net sales development in Q3. Margins remain on high level.
- Production ramp-up to meet increased COVID demand. High focus on managing critical supply chain.
- Large order for FFP masks from the U.K. government in Q3. Production site for N95 masks in the US started production.
- Issuance of ~EUR75m note loan (Schuldschein Darlehen) ongoing.
- Middle to upper end of FY 2020 guidance expected. Net sales growth 14 – 22 % (net of currency effects), EBIT-margin 7 – 11 %.

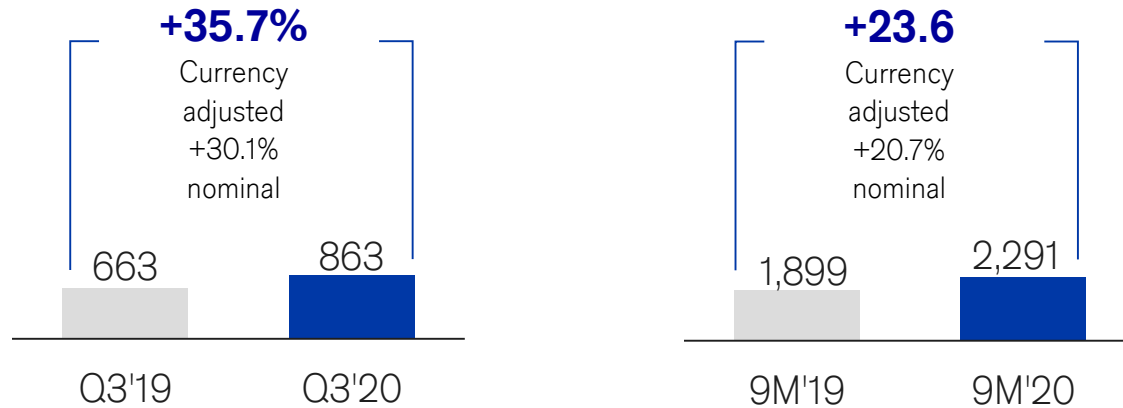
# Order Development in 9M



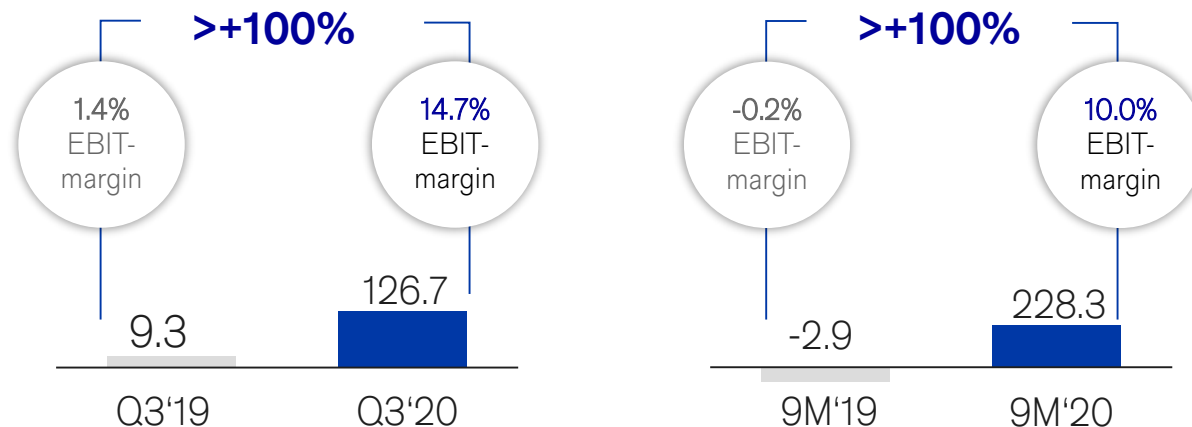
Growth rates are net of currency effects

# Business development Group

## Net Sales



## EBIT

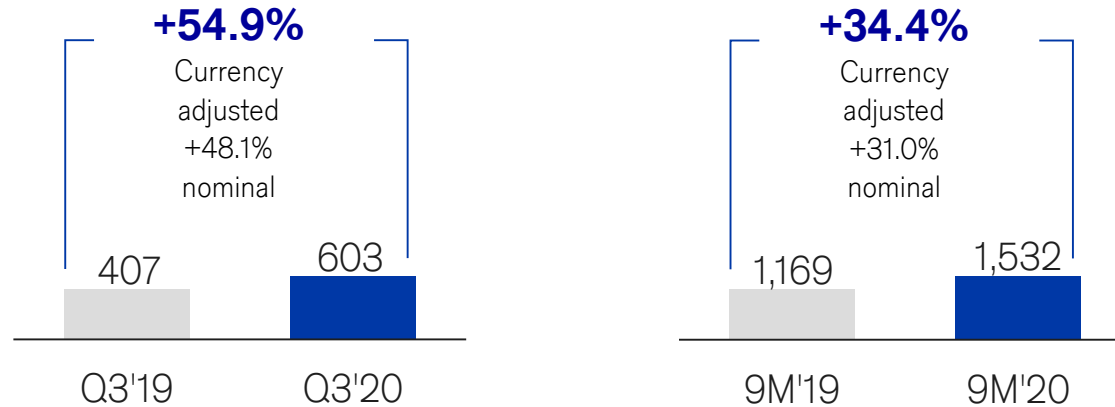


Order entry	9M 2019	9M 2020	fx-adj.
Europa	1,096.7	1,848.7	69.6
Americas	388.6	509.5	39.8
AAA	530.8	681.0	32.4
<b>Group</b>	<b>2,016.1</b>	<b>3,039.2</b>	<b>54.1</b>

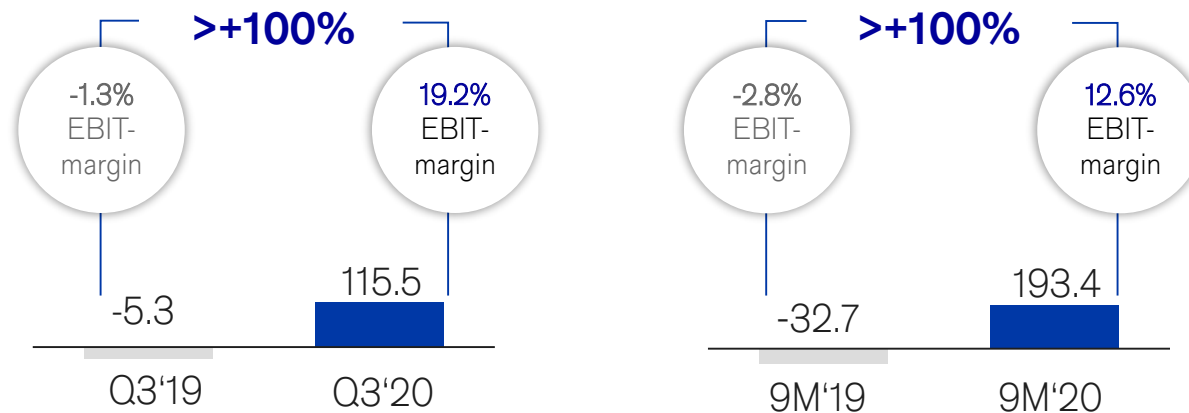
- Strong order entry in the first nine months driven by high demand for COVID-19 relevant products.
- Higher 9M gross margin (47.5%), mainly due to higher net sales volume, high production utilization and positive mix-effects.
- Functional expenses FX adjusted +7.1% (nominal: +5.7%).
- Negative impact from FX on EBIT-margin (~ -1pp.).
- FY guidance: net sales growth 14 – 22 % (net of currency effects), EBIT-margin 7 – 11 %

# Business development Medical

## Net Sales



## EBIT

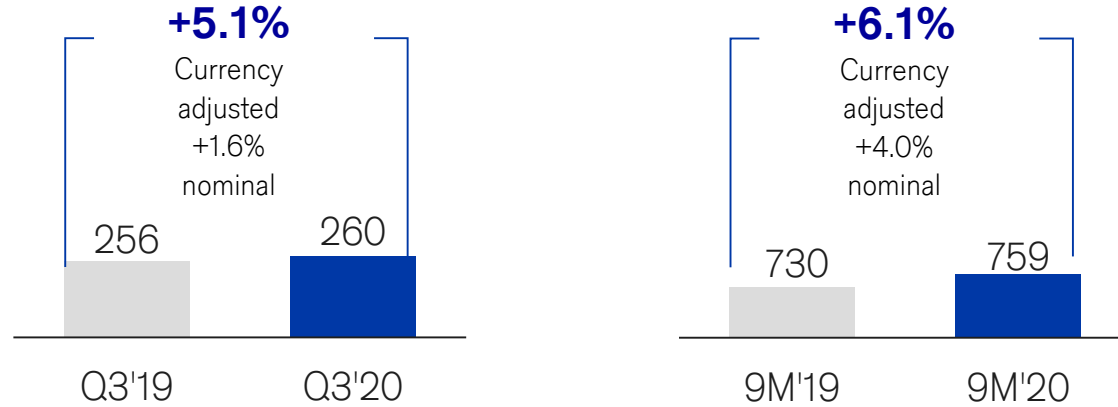


Order entry	9M 2019	9M 2020	fx-adj.
Europa	625.2	1,171.5	88.5
Americas	256.5	357.9	49.4
AAA	362.9	510.4	45.0
Medical	1,244.6	2,039.8	67.8

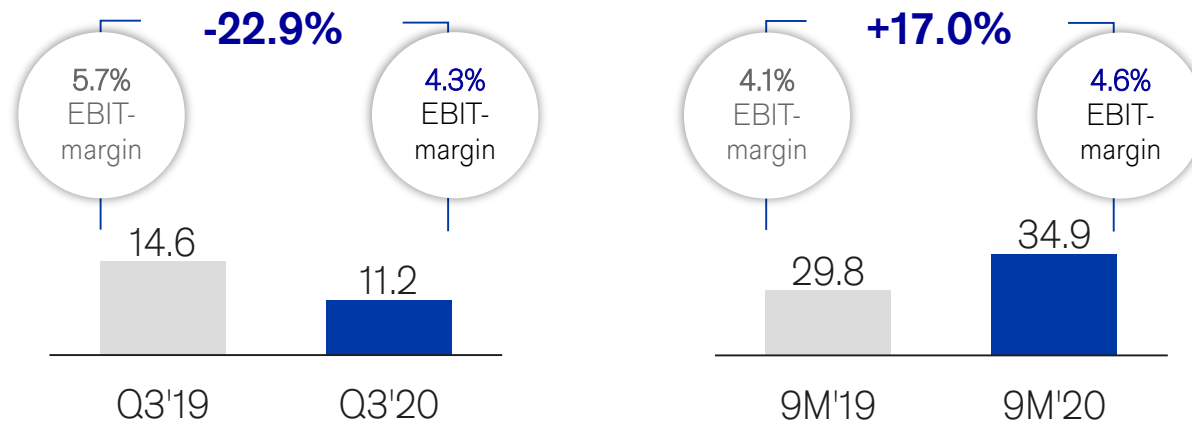
- COVID-19 drives exceptional high demand for ventilators. Strong demand for Patient Monitoring and Consumables.
- Higher gross margin (increase +6.1pp.) mainly due to volume-related depression effects in production and positive country and product mix.
- Negative impact from FX on EBIT-margin.

# Business development Safety

## Net Sales



## EBIT



Order entry	9M 2019	9M 2020	fx-adj.
Europa	471.5	677.2	44.6
Americas	132.0	151.6	21.0
AAA	167.9	170.6	5.4
<b>Safety</b>	<b>771.4</b>	<b>999.4</b>	<b>32.0</b>

- Strong increase in demand for light breathing protection (FFP masks).
- Economic downturn and oil price development headwind going forward.
- Higher 9M gross margin (increase +2.9pp.) mainly due to a positive product mix and a higher net sales volume.
- Only slight negative impact from FX on EBIT-margin.

# Key figures

	9M 2019	9M 2020	Change
	€ million	€ million	%
Cashflow (from operating activities)	77.4	93.7	21.0
Investments	88.1	113.4	28.7
Cash and cash equivalents <sup>1</sup>	196.3	213.0	8.5
Net financial debt <sup>1</sup>	150.8	491.7	>+100
<i>Net financial debt<sup>1</sup> / EBITDA<sup>2</sup></i>	<i>0.7</i>	<i>1.2</i>	
<i>Capital employed<sup>1</sup></i>	<i>1,431.7</i>	<i>1,525.8</i>	<i>6.6</i>
<i>ROCE (EBIT<sup>2</sup> / Capital employed<sup>1</sup>)</i>	<i>7.0%</i>	<i>19.5%</i>	
Net Working Capital <sup>1</sup>	630.9	735.7	16.6
Equity ratio	39.8	31.0	
Headcount <sup>1</sup>	14,790	15,441	4.4

<sup>1</sup> Values as of reporting date

<sup>2</sup> EBITDA and accordingly EBIT of the last twelve months



# Outlook 2020

Middle to upper end of net sales and EBIT guidance range

## EXPECTATIONS FOR FISCAL YEAR 2020

	2019	2020e
Net sales	5.9% (net of currency effects)	14.0 - 22.0 % (net of currency effects)
EBIT margin	2.4%	7.0 - 11.0 % <sup>1</sup>
Dräger Value Added	EUR -32.7 million	EUR 110 - 260 Mio.

<sup>1</sup> Based on exchange rates at the start of fiscal year 2020



# Questions & Answers

# Financial calendar

Dräger publishes preliminary results approximately 2 weeks before the dates of the quarterly reports. Preliminary results for the full year are published in January.

- March 4, 2021                      Final 2020 figures -  
Conference call
- April 29, 2021                      Report for the first three months 2021  
Conference call
- May 7, 2021                          (Virtual) Annual shareholders' meeting, Lübeck, Germany 2021  
Conference call
- July 29, 2021                          Report for the first six months 2021  
Conference call
- October 28, 2021                      Report for the first nine months 2021  
Conference call

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# Thank you

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