

Press release

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Dräger is growing

- Solid order intake and net sales growth (net of currency effects)
- Net sales forecast for fiscal year 2019 raised
- Earnings after nine months still negative

Lübeck – Drägerwerk AG & Co. KGaA's order intake and net sales increased in the first nine months of 2019 (net of currency effects).

Order intake grew by 3.5 percent (net of currency effects) in the first nine months of the year. In nominal terms, order intake climbed by 4.4 percent to EUR 2,016.1 million (9 months 2018: EUR 1,931.2 million). Orders rose particularly in Europe and the Americas, but remained at the prior-year level in the Africa, Asia, and Australia region. Dräger's net sales rose by 8.9 percent (net of currency effects) in the first nine months of 2019. In nominal terms, order intake climbed by 9.8 percent to EUR 1,898.8 million (9 months 2018: EUR 1,729.1 million). Net sales were up across all regions, with the sharpest increases recorded in the Americas as well as the Africa, Asia, and Australia region.

“Our net sales development in the first nine months of 2019 looks very decent. This is also due to the fact that the first half of 2018 was impacted by delivery problems and that we started into 2019 with good orders on hand,” said Stefan Dräger, Chairman of the Executive Board of Drägerwerk Verwaltungs AG. “The increase in order intake in the third quarter provides a good foundation for the upcoming year-end business.”

Third quarter 2019

Dräger's order intake rose by 4.3 percent in the third quarter of 2019 (net of currency effects). There was a significant increase in net sales in Europe, however a decline was recorded in the Americas and the Africa, Asia, and Australia regions (net of currency effects). In the third quarter, Dräger's net sales were up 6.4 percent on the prior-year quarter (net of currency effects). Dräger recorded growth across all of its regions. Earnings before

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interest and taxes (EBIT) came to EUR 9.3 million (Q3 2018: EUR -4.4 million), at an EBIT margin of 1.4 percent (Q3 2018: -0.7 percent). Earnings after taxes stood at EUR 3.7 million (Q3 months 2018: EUR -5.4 million).

Earnings after nine months

All in all, Dräger generated Group earnings before interest and taxes (EBIT) of EUR -2.9 million (9 months 2018: EUR -41.0 million) in the first nine months of the year. The EBIT margin stood at -0.2 percent (9 months 2018: - 2.4 percent). Earnings after taxes stood at EUR -10.9 million (9 months 2018: EUR -34.7 million).

Outlook

Given the dynamic net sales development over the first nine months of 2019, Dräger expects to generate net sales growth of 4.0 to 6.0 percent in fiscal year 2019 (net of currency effects). The full-year EBIT margin will remain within the range of 1.0 to 3.0 percent.

Further information is available in the financial report at draeger.com.

Disclaimer

This press release contains statements on the future development of Dräger Group. These forward-looking statements are based on the current expectations, presumptions, and forecasts of the Executive Board as well as the information available to date. They were compiled to the best of the company's knowledge. Dräger does not provide any warranty nor assume any responsibility for the future developments and results described above. These are dependent on a number of factors. They entail various risks and contingencies outside of the company's influence and are based on assumptions which could prove to be incorrect. Dräger does not assume any responsibility for updating the forward-looking statements contained in this report. This does not infringe any legal stipulations on the adjustment of forecasts. Please go to Investor Relations / Definitions of financial indicators at www.draeger.com for information on alternative performance measures used.

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Key figures for third quarter 2019 (€ million)	Q3 2019	Q3 2018	Change	Net of currency effects
Order intake	695.7	657.4	+5.8 %	+4.3 %
Net sales	662.9	613.3	+8.1 %	+6.4 %
Europe segment	359.3	339.3	+5.9 %	+5.3 %
Americas segment	129.6	116.6	+11.1 %	+9.3 %
Africa, Asia & Australia segment	174.0	157.3	+10.6 %	+6.9 %
<i>Additional information</i>				
<i>Net sales, medical products</i>	406.9	376.0	+8.2 %	+6.1 %
<i>Net sales, safety products</i>	255.9	237.3	+7.9 %	+6.9 %
EBIT	9.3	-4.4		
EBIT margin	+1.4 %	-0.7 %		
<i>Additional information</i>				
<i>EBIT margin, medical products</i>	-1.3 %	-3.7 %		
<i>EBIT margin, safety products</i>	5.7 %	4.0 %		

Key figures for the first nine months of 2019 (€ million)	9M 2019	9M 2018	Change	Net of currency effects
Order intake	2,016.1	1,931.2	+4.4 %	+3.5 %
Net sales	1,898.8	1,729.1	+9.8 %	+8.9 %
Europe segment	1,027.5	984.1	+4.4 %	+4.7 %
Americas segment	381.2	317.7	+20.0 %	+17.4 %
Africa, Asia & Australia segment	490.1	427.3	+14.7 %	+12.3 %
<i>Additional information</i>				
<i>Net sales, medical products</i>	1,168.9	1,080.2	+8.2 %	+7.1 %
<i>Net sales, safety products</i>	729.9	648.9	+12.5 %	+12.0 %
EBIT	-2.9	-41.0		
EBIT margin	-0.2 %	-2.4 %		
<i>Additional information</i>				
<i>EBIT margin, medical products</i>	-2.8 %	-5.2 %		
<i>EBIT margin, safety products</i>	4.1 %	2.3 %		
Employees	14,790	14,233		

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