Leading and shaping change – Focus on technology
Armin Papperger, CEO
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Rheinmetall Group
On track for the best year in Rheinmetall’s history

Order entry* in €bn

Sales in €bn

Operating result in €m

<table>
<thead>
<tr>
<th>Year</th>
<th>Order entry*</th>
<th>Sales</th>
<th>Operating result</th>
</tr>
</thead>
<tbody>
<tr>
<td>2017</td>
<td>3.0</td>
<td>5.9</td>
<td>400</td>
</tr>
<tr>
<td>2018 Guidance</td>
<td>5.0</td>
<td>6.2</td>
<td>447</td>
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*Defence only
Rheinmetall Group

Markets have acknowledged operational development

- Share price RHM
- Margin
- Sales

2013-to date
- Margin: +9.4pp
- Sales: ~40%
- Share price: >100%

Restructuring Phase
- 2013: -2.6
- 2014: 3.4
- 2015: 5.5
- 2016: 6.3
- 2017: 6.8
- 2018c: >7

One Rheinmetall Phase I
- 10 initiatives addressing culture and cooperation

One Rheinmetall Phase II
- Focus on technologies

Rheinmetall Technology Cluster

Focus on technology

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Top five technology clusters identified

**Automation**
- Advanced assistant systems for driving, sensing, protection, and weaponing

**Digitalization**
- New, digitalized vehicle architectures
- Virtual prototyping and digital twins
- System / health monitoring, predictive maintenance, logistics

**Next Sensors**
- New LiDAR* / Radar sensors
- Resistant to jamming / spoofing
- Next generation IR sensors

**E-Mobility**
- Hybrid drive
- E-drive
- Micro mobility

**Artificial Intelligence**
- AI supported technologies to handle complex situations
- for decision support
- for information superiority

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*R LiDAR = light detection and ranging

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Automation – combining existing skills for new solutions

**Existing demonstrators with already realized functionalities**
- MULE Function
- Follower Function
- Networks
- Drive-by-wire
- Teleoperation
- Emergency Breaking
- Traffic Signs
- Multi-Target Tracker
- Force-Feedback
- Sensor/Weapon/Stabilization
- Fire Control
- Target Recognition & Tracking, Weapon Assignment (ZZW)

- 90 engineers and scientists
- Multiple sites
- Aligned under the umbrella of ONE Rheinmetall
Rheinmetall Technology Cluster

**Next Sensors – combining existing skills for new solutions / markets**

**Defence**
- Radar based on Active Electronically Scanned Array (AESA)
- Target markers, range finders, laser illuminators, projection systems
- High res. daylight cameras, HD IR arrays, enhanced SWIR, dual-color IR, gated viewing, hyperspectral imaging

**Stabilized Platforms**
- Stabilized Electro-Optical Sighting System, Multi Sensor Platform, FIRST, etc.

**Automotive projection**
- Miniaturized radar module with enhanced security features
- Build LiDAR competency
- IR arrays for night vision, Gated Viewing for improved weather performance

- New sensor concepts for future applications based on existing core competencies
- 150 engineers and scientists
- Multiple sites
- Aligned under the umbrella of ONE Rheinmetall

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**E-Mobility as an example of existing cooperation**

- Electrical traction/Drive units
- Energy storage systems
- Periphery systems and components
  - E-Motor housing
  - Battery tray
  - Heat-pump system
  - Electrified climate compressor
  - Electrified coolant pump

- **Pass-Car E-mobility**
  - E-traction unit
  - Battery pack
  - Control unit

- **Micro E-mobility**
  - Electrical drive unit
  - Battery Pack
  - Control unit

- **Electrification**
  - Electrified vacuum pumps
  - Electrified refrigerant compressor
  - Electrified heat-pump

80+ employees are working on E-mobility solutions
ONE Rheinmetall

Pedelec – An example of an existing cooperation

Future vision

Technology as the integrating bracket

We are an integrated technology group for mobility and security!
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