



Investor presentation

German Equity Forum 2008



R. STAHL at a glance

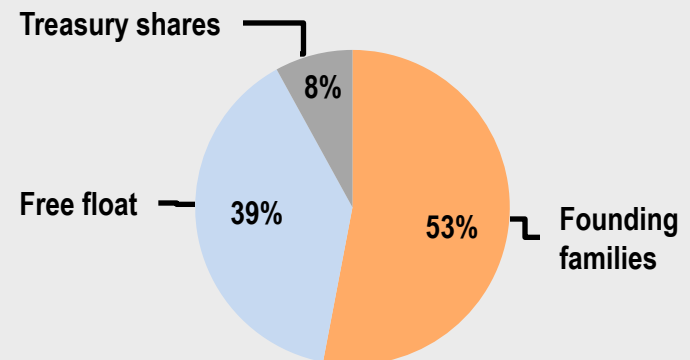


Sector	Safety technology for hazardous areas like chemical plants, oil and gas installations, pharmaceutical factories, etc.
Market share	Some 12%, no. 2 in the world market
Staff	Some 1,300 employees worldwide (without apprentic.)

Key Data 2007

Sales	EUR 212m
Pre-tax earnings (EBT)	EUR 24.6m
Trading volume	~ TEUR 200/day

Shareholder structure





Your Safety – Our Reality





Principles of explosion protection



Electro mechanics

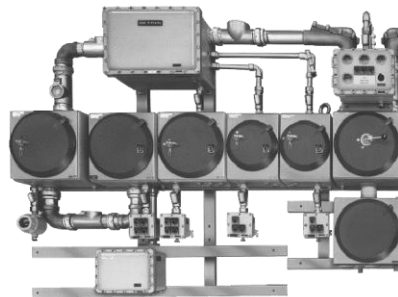
Separating sparks and explosive gas/mixture through spark source containment

2 standards worldwide

IEC
Europa



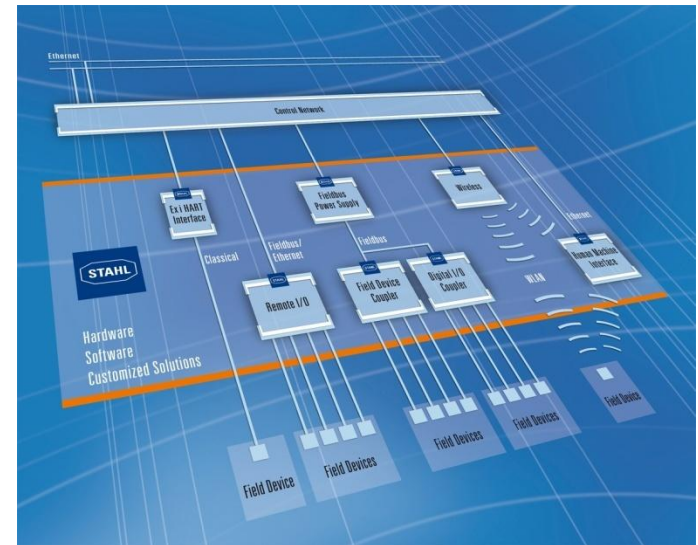
NEC
USA



Electronics

Avoiding igniting spark formation with electronics solutions (intrinsic safety)

worldwide standardised

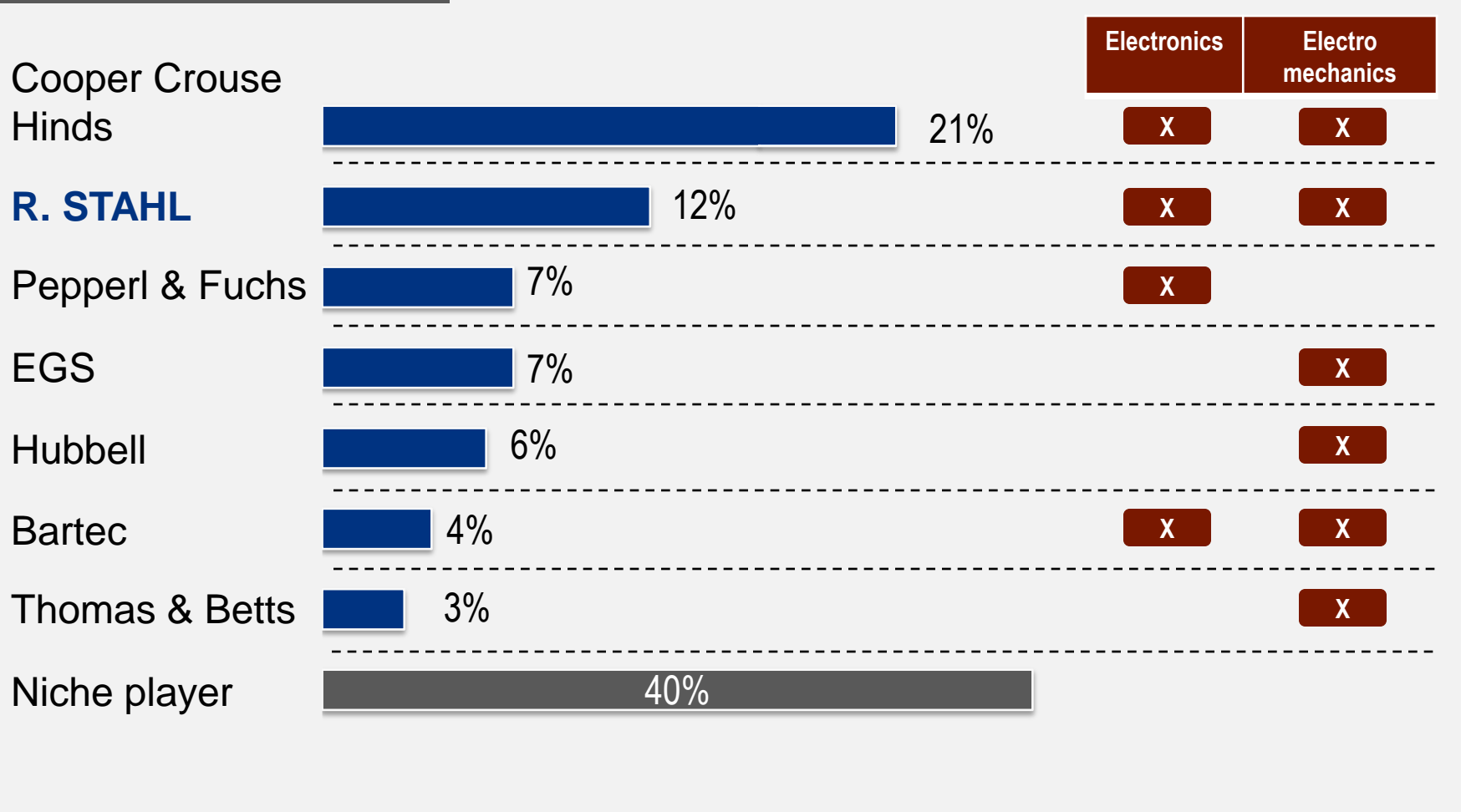




Market shares*



Market volume: EUR 1.7bn



* at EUR 1 = US \$ 1,47 (as of Dec. 2007)



Stable market environment

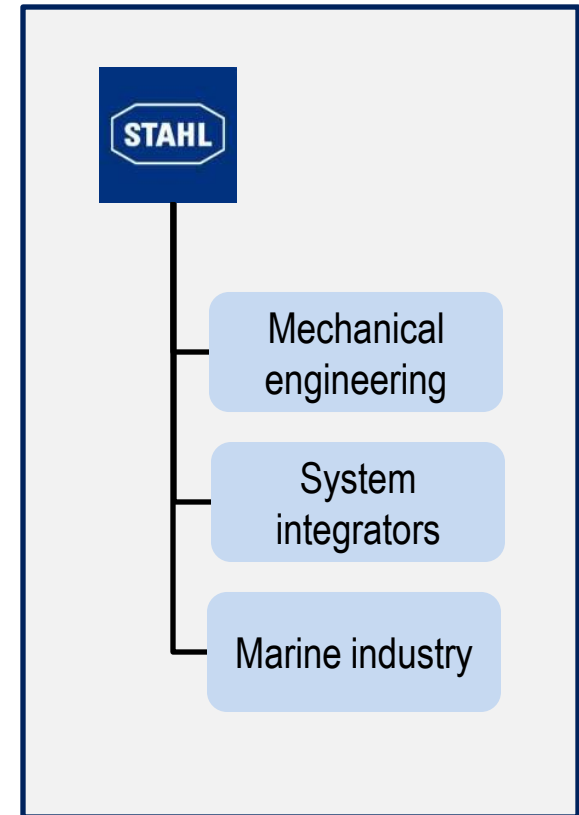
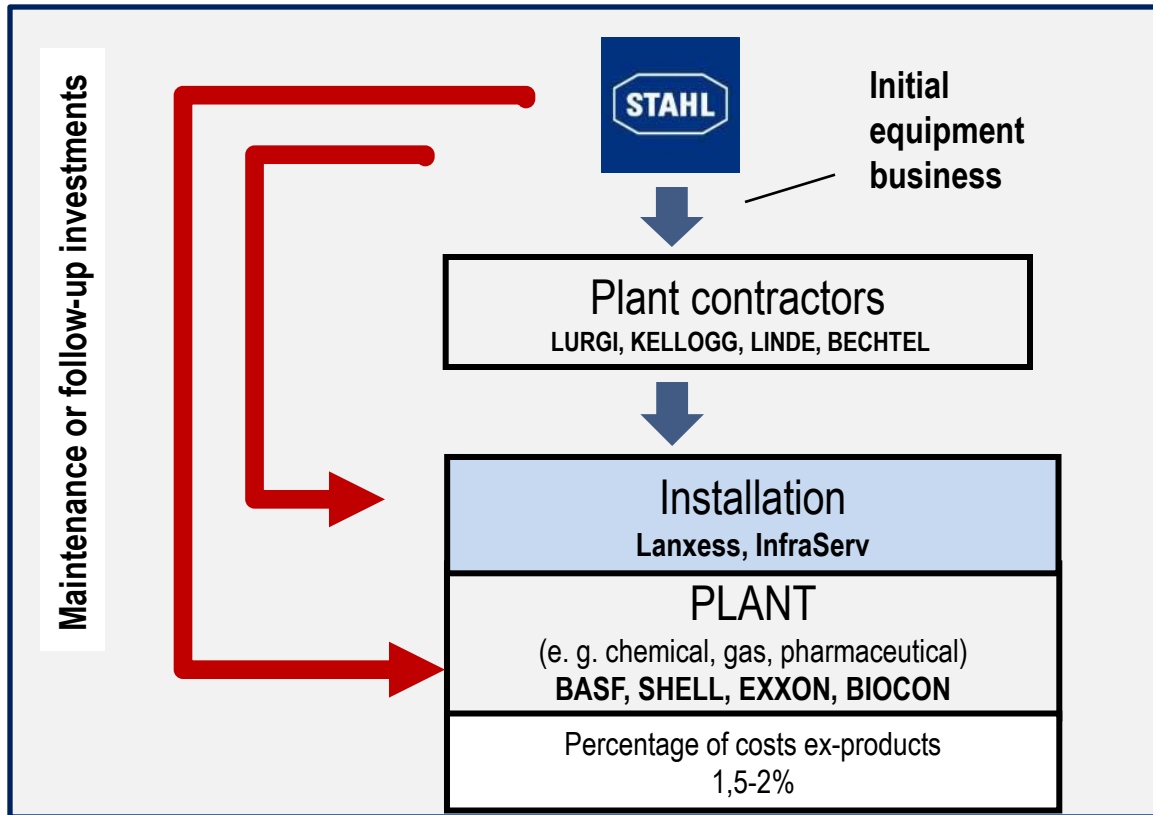
market barriers



<p>I. Suppliers Little dependency</p>	<p>III. Competition/Market barriers High barrier to market entry:</p> <ul style="list-style-type: none">- Internationally strict standards- Approval process through independent testing agencies- wide product range- Small quantities per order
<p>II. Customers No customer contributes more than 3% of the sales volume</p>	<p>IV. Technical Substitution Electrotechnology is substituted partially/ to a limited extend by electronics</p> <p>→ R. STAHL has both technologies</p>



Distribution channels



85%

15%

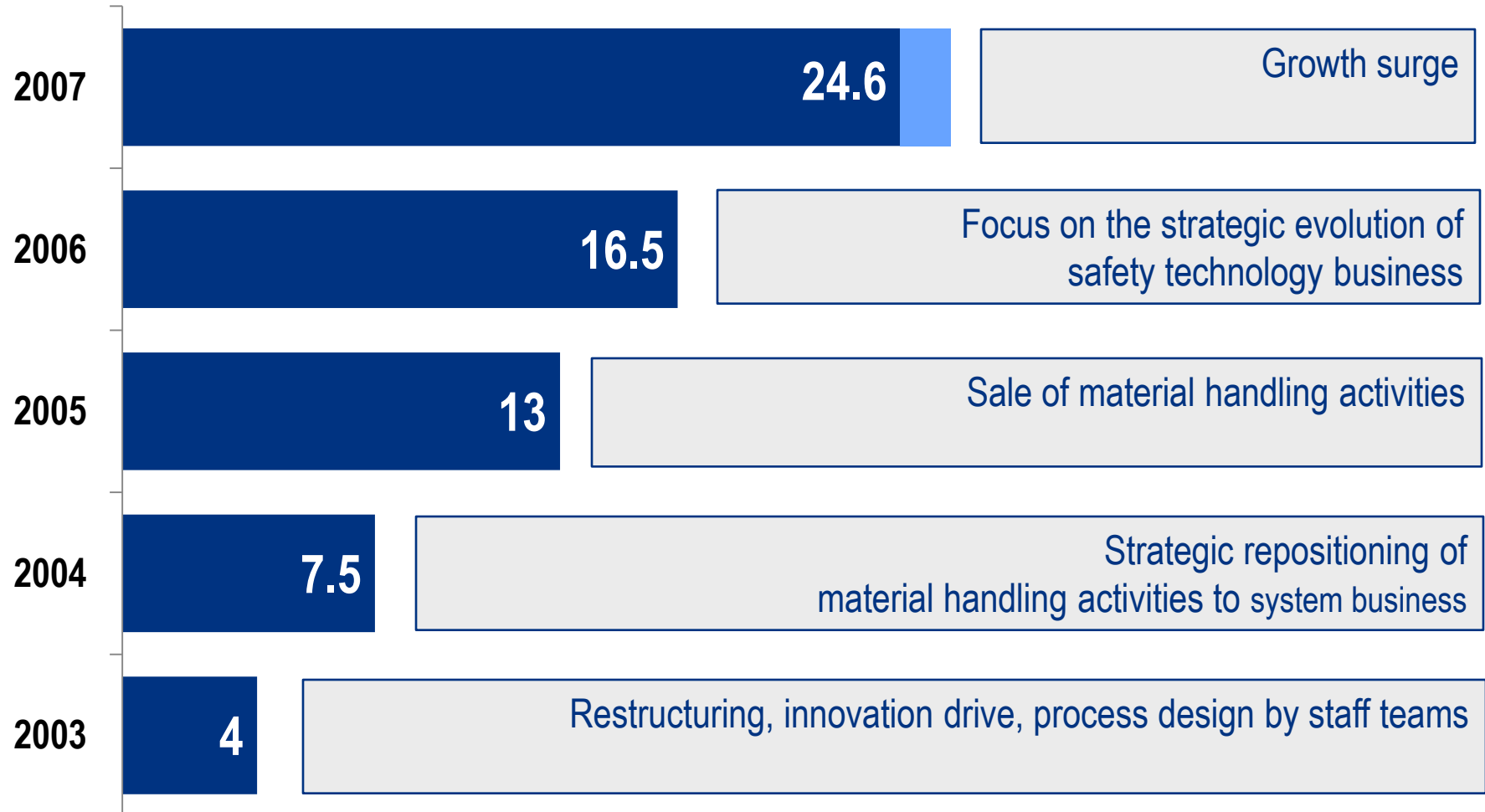


R. STAHL evolution

EBT with milestones



In EURm





Stable 3rd quarter 2008



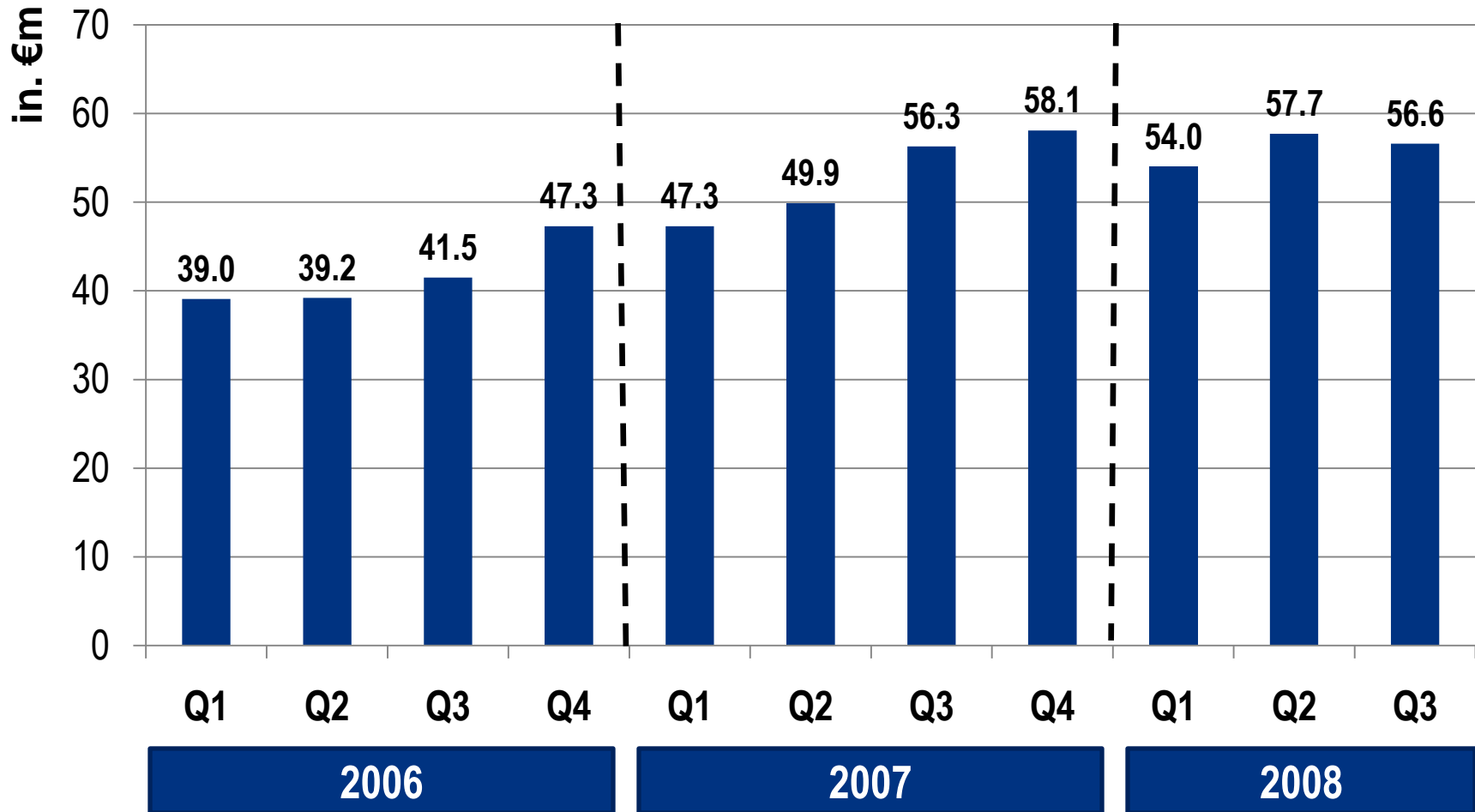
Figures Q3/2008



In €m	1-9/2008	1-9/2007	Changes
Sales	168.3	153.5	9.7%
Order income	166.4	166.6	--
EBT, operational	18.1	16.3	10.8%
(incl. 1.5 €m for IT divestment)	18.1	(17.8)	(1.5%)

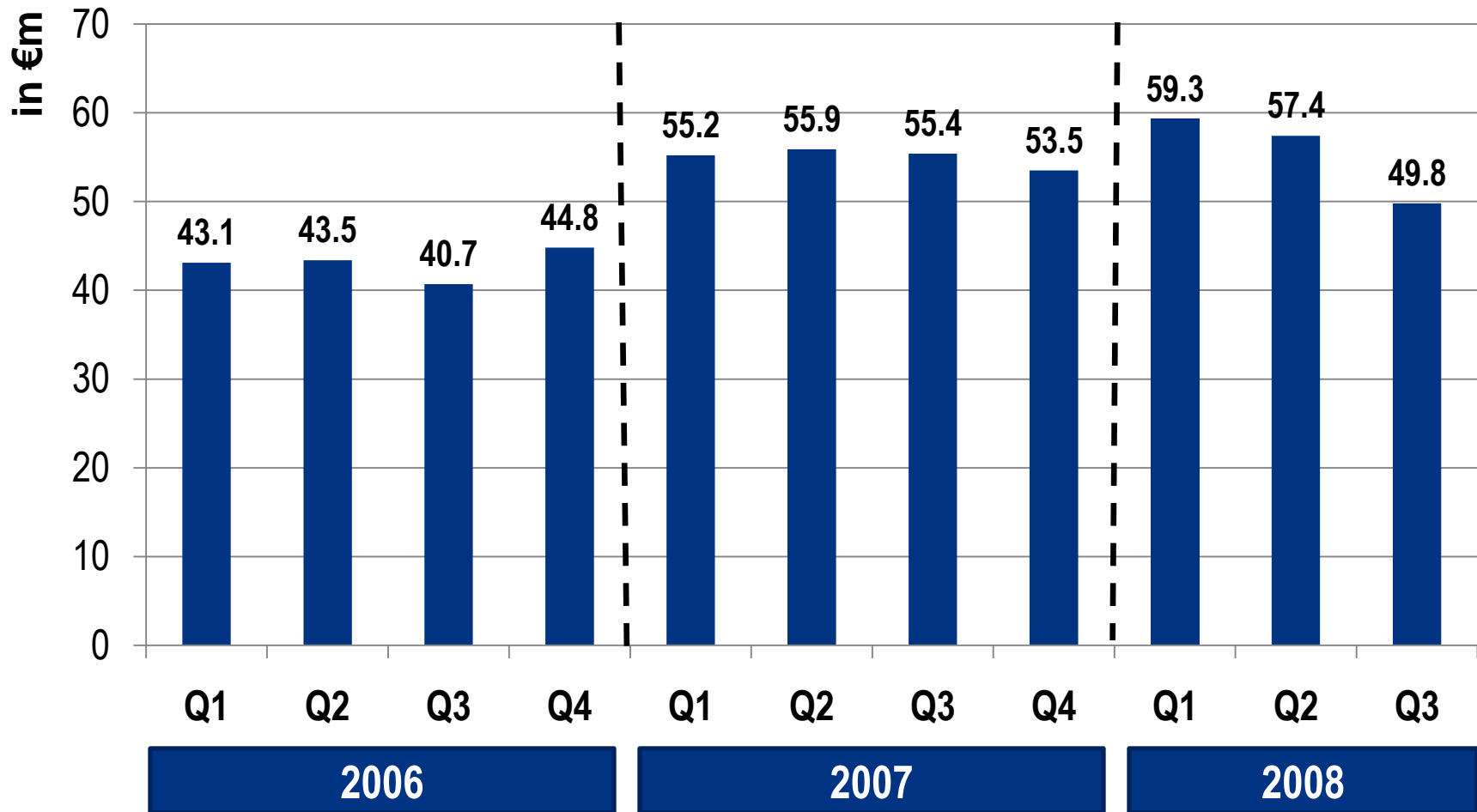


Sales by quarter





Order income by quarter

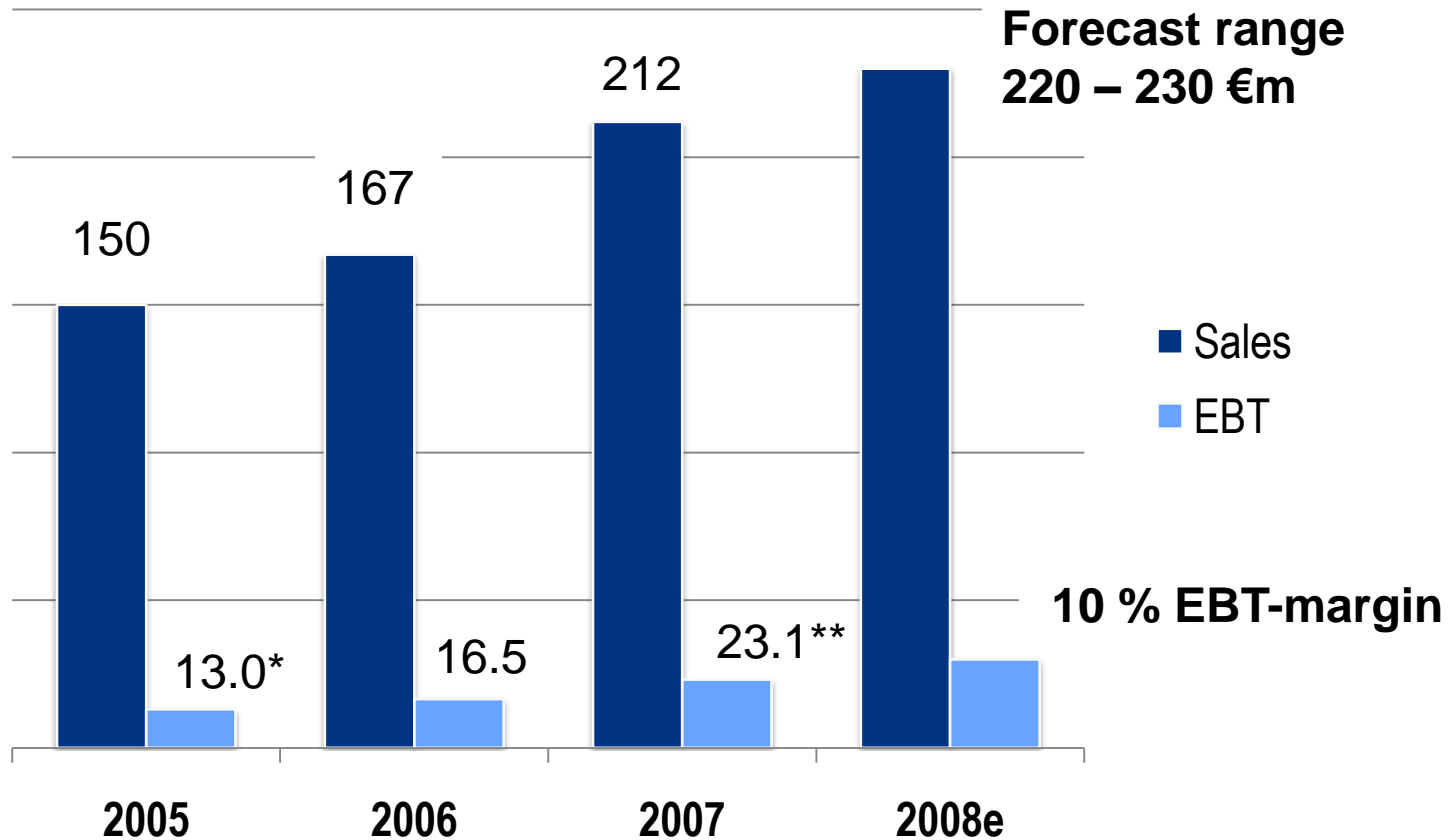




Outlook 2008



in €m

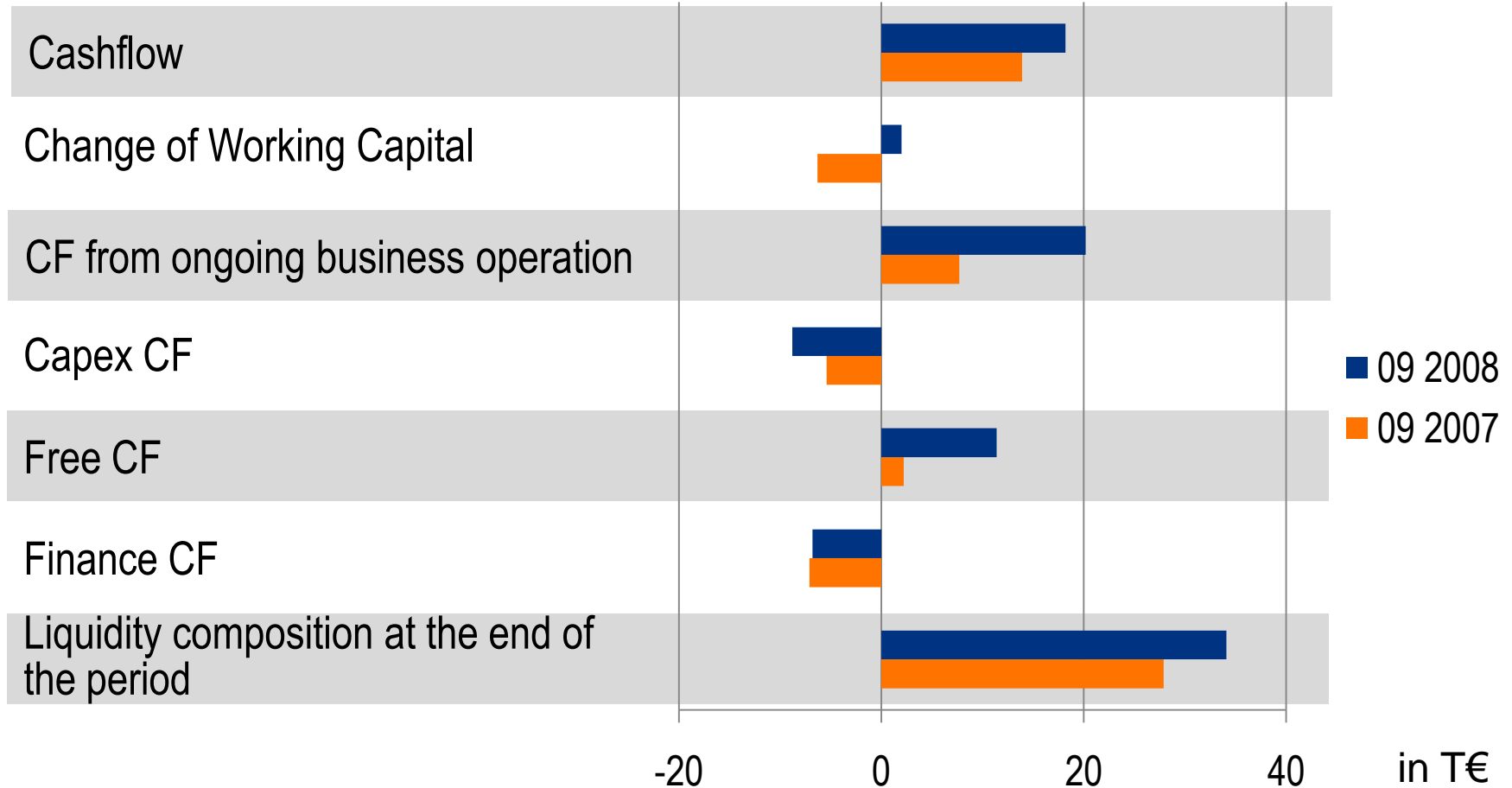


* excl. Material Handling

** excl. 1.5 €m of IT divestment



Cashflow (CF)





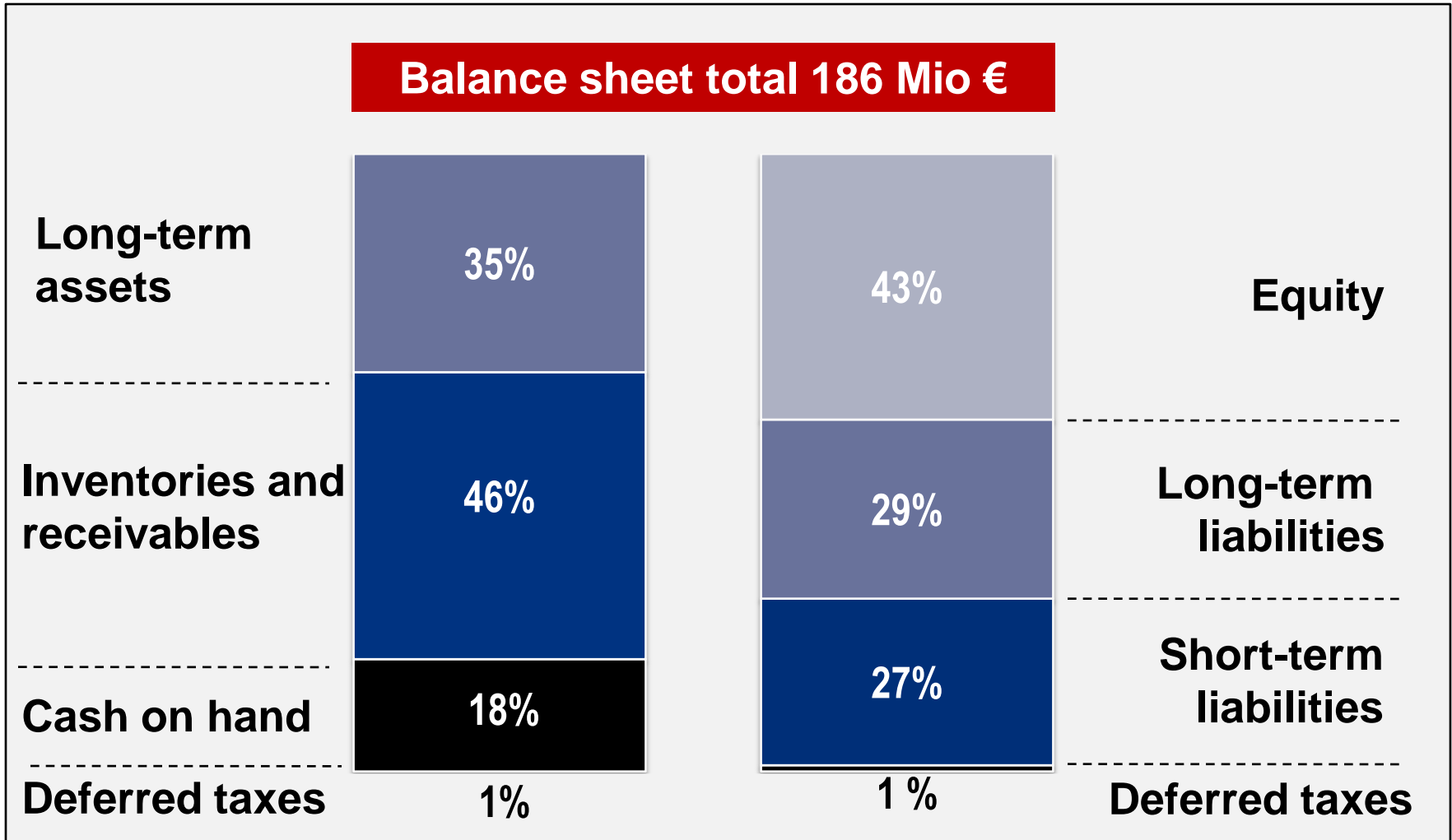
Consolidated balance sheet

Asset / Equity



as of 30th September 2008

Balance sheet total 186 Mio €





2006

Start

1.01.2008

**Switchover of finance and controlling
(ran fully in the background)**

1.10.2008

**Switchover of the entire value-added chain
(started without substantial problems)**

- A big Thank You to our staff
- Professional project work



Targets up to 2011



€ 300 million revenues



Return has to cover capex and dividends
(10% EBT return)



We must position R. STAHL as quality leader in the Americas and Asia, too



R. STAHL is the international sector leader in consulting and customer service



Growth strategy



Targets up to 2011

Growth markets



**System
business**



Our customers need integrated partners with special expertise in explosion protection

**Expanding
market shares in
America + Asia**



Our customers in the Americas and Asia are above average in their capital spending activity

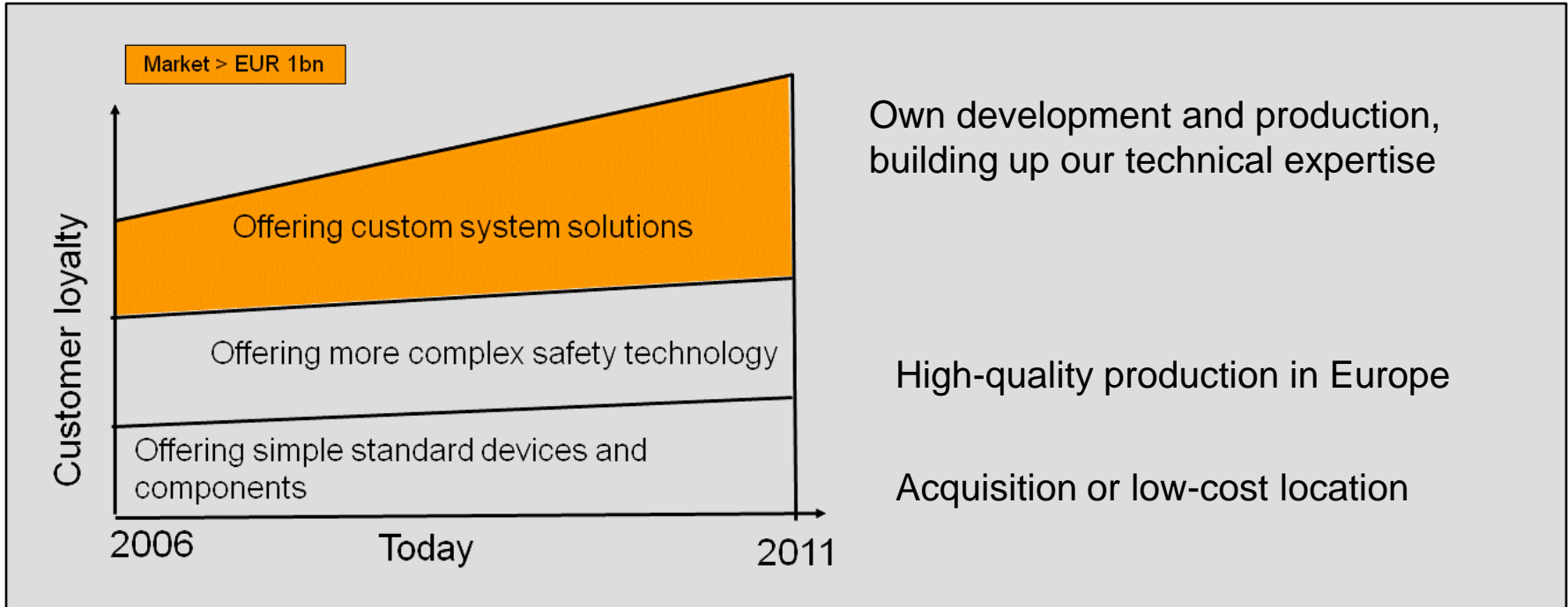
New industries



Tanker construction and renewable energy are growth sectors



Growth in system business



objective

Establishing high customer loyalty system activities as second mainstay of our business

key issues

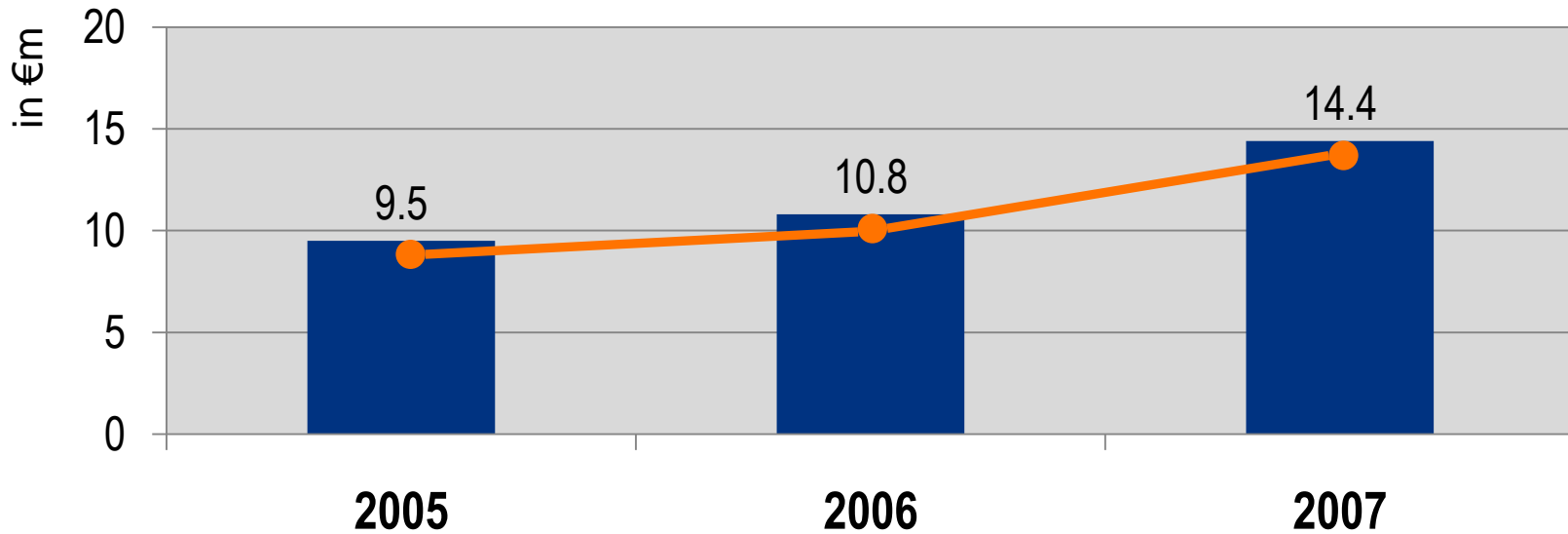
Expertise and product range expansion



Sales development America



Sales Americas



objective

Market share gain by adapting to US technology

key issues

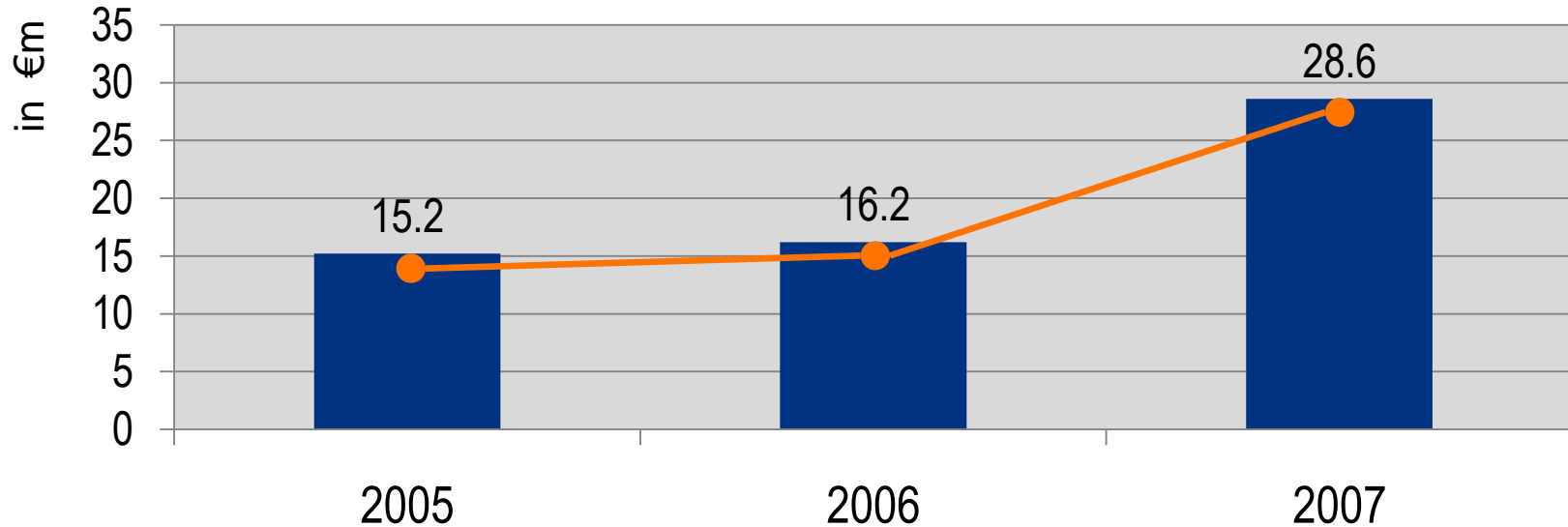
Product development and certification to US-specific regulations, consulting expertise as differentiating feature



Sales development Asia



Sales Asia/Pacific



objective

Secure our share in the Asian growth market

key issues

Simplified and more economical products with local value addition

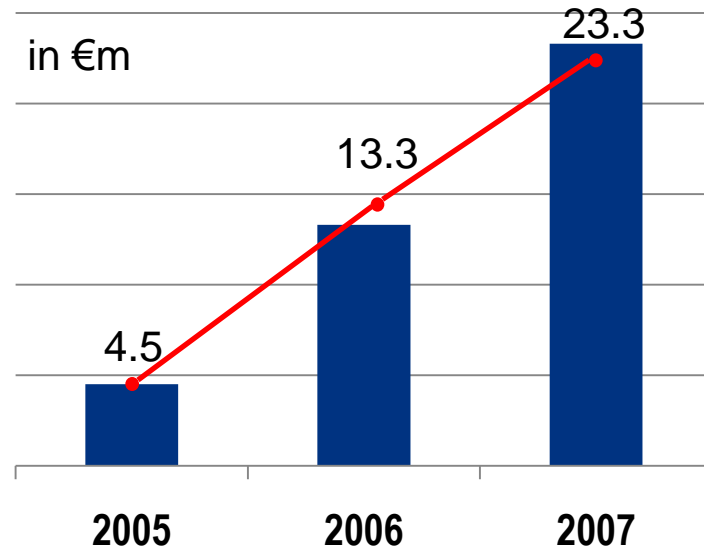


Growth in new industries

Tanker construction/ LNG-Terminals



Sales ship supply industry



objective

Leverage our existing product range

key issues

Market access (Tranberg acquisition at the end of 2006) and product approvals



Innovations in forward-looking sectors



objective

Invest into future growth markets

key issues

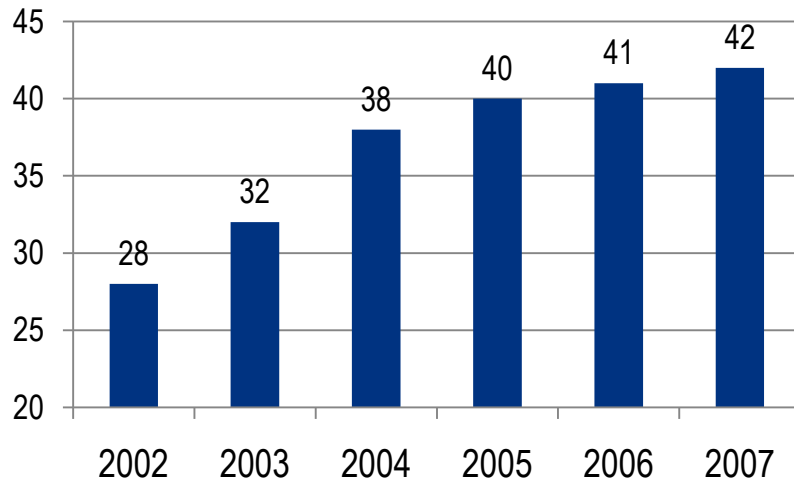
Transpose explosion protection technology to new applications
partnerships



Innovation drives growth



New products' share* of total sales (in %)



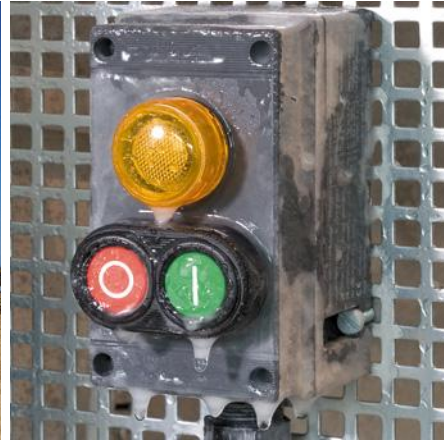
* Market launch in the last 5 years

objective:

- > Increase sales on unchanged fixed costs
- > Replace old products → improve costs
- > Leading-edge technology gives customers confidence in their purchase decisions



Products for extreme conditions



- > Products for extremely cold places like Siberia with -55°C winters 8-months permanent frost
→ US\$ 3 Mio order to Russia completed
- > Products for extremely hot places like Saudi Arabia with $+ 60^{\circ}\text{C}$ summers
- > Products for maritime applications that hold up under constant seawater exposure, storm conditions and 300 bar pressure





- > Follow-up business on the installed base is going well
- > Our customers increasingly face problems setting up financing consortia for major projects
 - Projects are being delayed
- > Decision makers are more cautious in light of falling oil prices



Less dependency on economic cycles



Well balanced industry hedge

- 30% chemical, 31% oil & gas industry, 18% pharmaceutical of sales

High share of maintenance revenues

- 50% of total sales into installed base

Structural growth

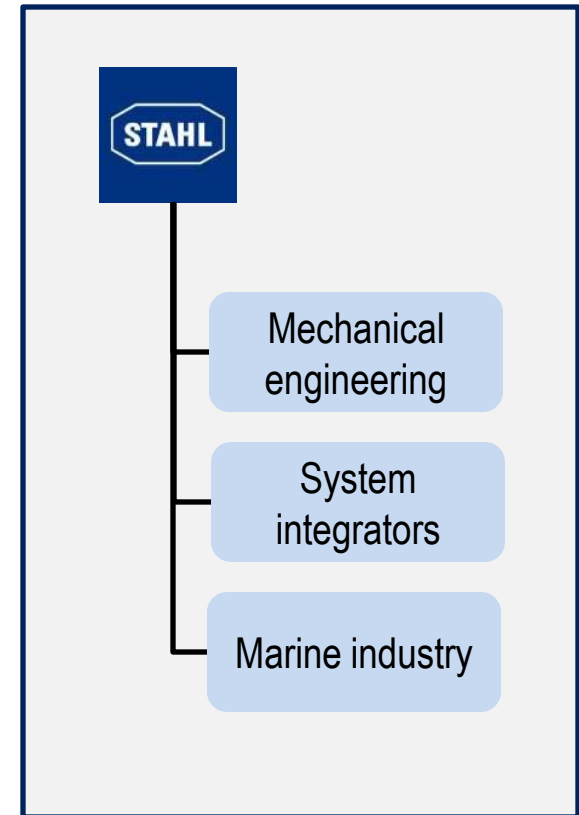
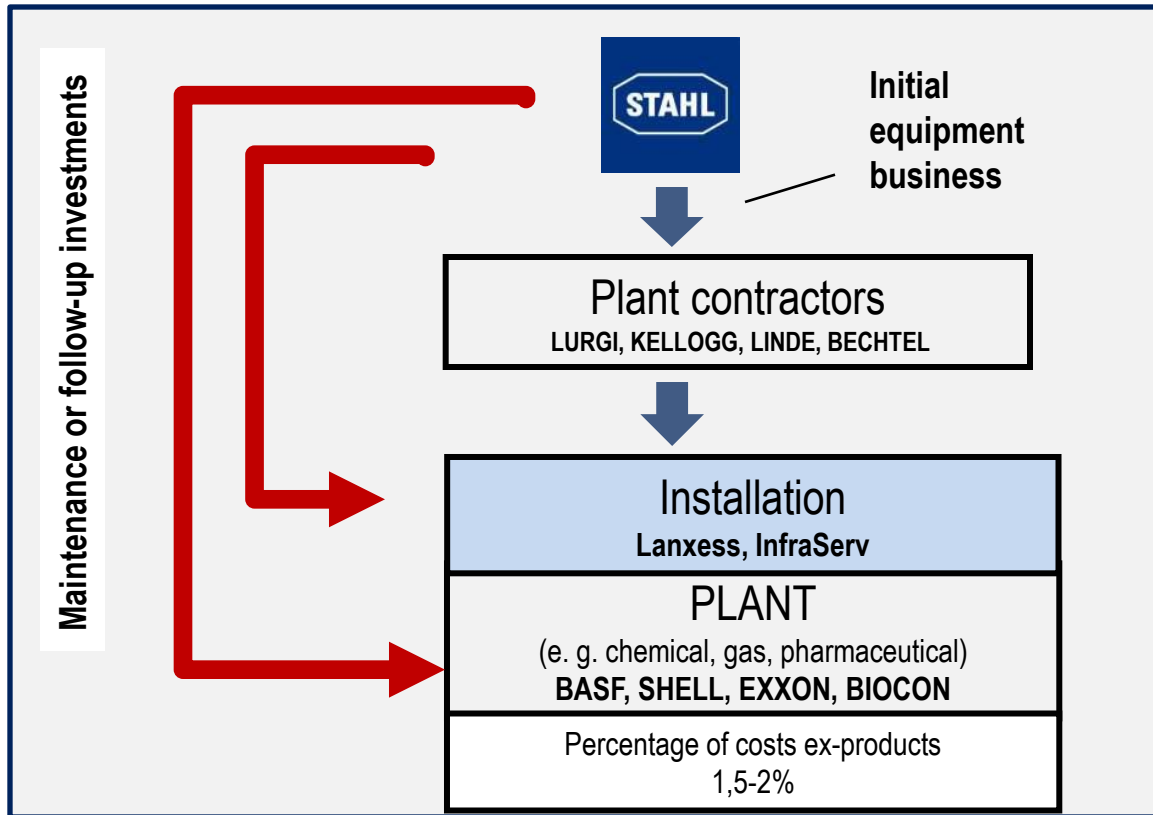
- stift towards systems (rather than components)

Flexible cost base

- up to 15% temps
- flexible compensation agreement



Distribution channels





- > **Utilise growth potential**
 - Aggressively compete in regions where we have low market share
 - Further expand system business

- > **We will make best use of our high flexibility in personnel costs**

- > **We will use this time to raise earnings potential**
 - global sourcing
 - production network
 - another round of process restructuring after our growth surge

- > **However we are being cautious about further investments**



Thank you for your attention



R. STAHL capital market fact sheet



Number of shares	6,440,000
ISIN	DE0007257727 (WKN: 725772)
Reuters ticker symbol	RSLG.DE
Bloomberg ticker symbol	RSL1 GR
Stock exchanges	Xetra, Frankfurt, Stuttgart Dusseldorf, Munich, Berlin-Bremen, Hamburg
Market segment	Regular market/Prime Standard
Daily trading volume	5,885 shares on average (2007)



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