

Winterthur, January 16, 2014

## Sales increase significantly outpaces market growth

Autoneum increased its net sales in 2013 by 5.8% to 2'053.3 million CHF (2012: 1'940.9 million CHF). In local currencies and adjusted for divestments, there was a substantial 9.9% increase in net sales, which once again significantly outpaced the 3.1% growth in global light vehicle production. The sales trend in the second half of 2013 was better than estimated in the outlook from the past summer. This encouraging development coupled with the ongoing implementation of operational improvements and overall stable raw material prices had a positive impact on the operating margin in the second half of the year. As a result, the net profit for 2013 is expected to be higher than for 2012 in spite of the known one-time expenses of around 40 million CHF.

CHF million	2013	2012 restated	Change	Organic growth*
<b>Net sales Group</b>	<b>2'053.3</b>	<b>1'940.9</b>	<b>+5.8%</b>	<b>+9.9%</b>
<b>Net sales Business Groups (BG)</b>				
- BG Europe	901.7	901.1	+0.1%	+5.0%
- BG North America	892.4	800.4	+11.5%	+13.3%
- BG Asia	128.3	101.4	+26.5%	+26.2%
- BG SAMEA	138.4	144.7	-4.3%	+8.1%

\* Change in local currencies and adjusted for the sale of the Italian subsidiary

Autoneum, the global market and innovation leader in acoustic and thermal management solutions for vehicles, made further progress in a challenging market environment in 2013 and increased its net sales by 5.8% to 2'053.3 million CHF (2012: 1'940.9 million CHF). In local currencies and adjusted for the sale of the Italian subsidiary, sales improved by 9.9%. In addition to Autoneum's global presence, the factors crucial to this success included participation in successful vehicle models and gains in market share. Autoneum's technological leadership once again proved to be decisive for order acquisition from existing and new customers.

### Sales growth in heterogeneous market environment

In 2013, global light vehicle production saw only a moderate increase of 3.1% to 84.0 million vehicles (2012: 81.5 million). Automobile production grew once again in North America (+4.8%) and Asia (+7.1% without Japan), but growth in North America failed to match the prior year. While production trended slightly positive in Europe (+0.3%), automobile production in the SAMEA market region (South America, Middle East, Africa and Russia) dropped by 0.9%. In contrast, Autoneum significantly outpaced the respective markets and increased its sales in local currencies in all regions. In the European market where demand was weak, gains in market share contributed to the sales growth in local currencies. In North America, the rise in sales is mainly due to market growth and delivery for high-selling models. New customer orders involving high production volumes contributed greatly to the strong sales growth in Asia. Also in the SAMEA market region, growth in local currencies noticeably outpaced the market thanks to sales increases in Argentina and Turkey.

The year-end financial statements and the 2013 annual report will be published at the media and financial analysts' conference on March 19, 2014, in Winterthur.

For more information, please contact:

**Investors**

Urs Leinhäuser  
CFO & Deputy CEO  
T +41 52 244 82 82  
F +41 52 244 83 37  
investor@autoneum.com

**Media**

Dr. Anahid Rickmann  
Head Corporate Communications  
T +41 52 244 83 88  
F +41 52 244 83 36  
media@autoneum.com

**Presentation:**

The presentation on sales development for 2013 is available at [www.autoneum.com/media/press-kit](http://www.autoneum.com/media/press-kit). At [www.autoneum.com/news-subscription](http://www.autoneum.com/news-subscription) you can subscribe to the mailing list for media releases.

**About Autoneum**

Autoneum, with its headquarters in Winterthur, Switzerland, is the globally leading producer of vehicle acoustics and thermal management systems. The company develops and manufactures components, modules and complete systems for interior and engine bay as well as heatshields and underbody shields. Customers include leading automobile producers in the key markets of Europe, North America, South America and Asia. Autoneum is represented at about 45 locations in over 20 countries and employs some 9'500 people worldwide, of whom about 5% are in Switzerland. The company has been listed on the SIX Swiss Exchange (ticker symbol AUTN) since 2011.

[www.autoneum.com](http://www.autoneum.com)

All statements in this media release that are not based on historical facts are forward-looking statements that do not offer any guarantee with regard to future performance; they are subject to risks and uncertainties including but not confined to future global economic conditions, exchange rates, legal provisions, market conditions, activities by competitors and other factors outside the company's control. **The 2013 sales figures have not yet been audited.** The production figures for automotive manufacturers are based on the most recent estimates of IHS Global Insight.