



## Sales 2011

February 3, 2012

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# Sales 2011<sup>1</sup>

## Highlights

- Sales **growth 2011 outperforms market** development.
- **Sales in local currencies rose 15%**; worldwide vehicle production increased by 2.9%.
- Sales in local currencies **exceeded the prior year figures** in all regions.
- Sales in Swiss francs grew modestly to 1'722 million CHF.
- Sales growth was **particularly strong in North America and Asia** despite setbacks due to natural disasters in Japan, USA and Thailand.
- Autoneum expects a small improvement of the **EBIT margin** vs. 2010 and a **slightly positive net result** for the 2011 financial year.
- **Final results** will be published on March 20, 2012.

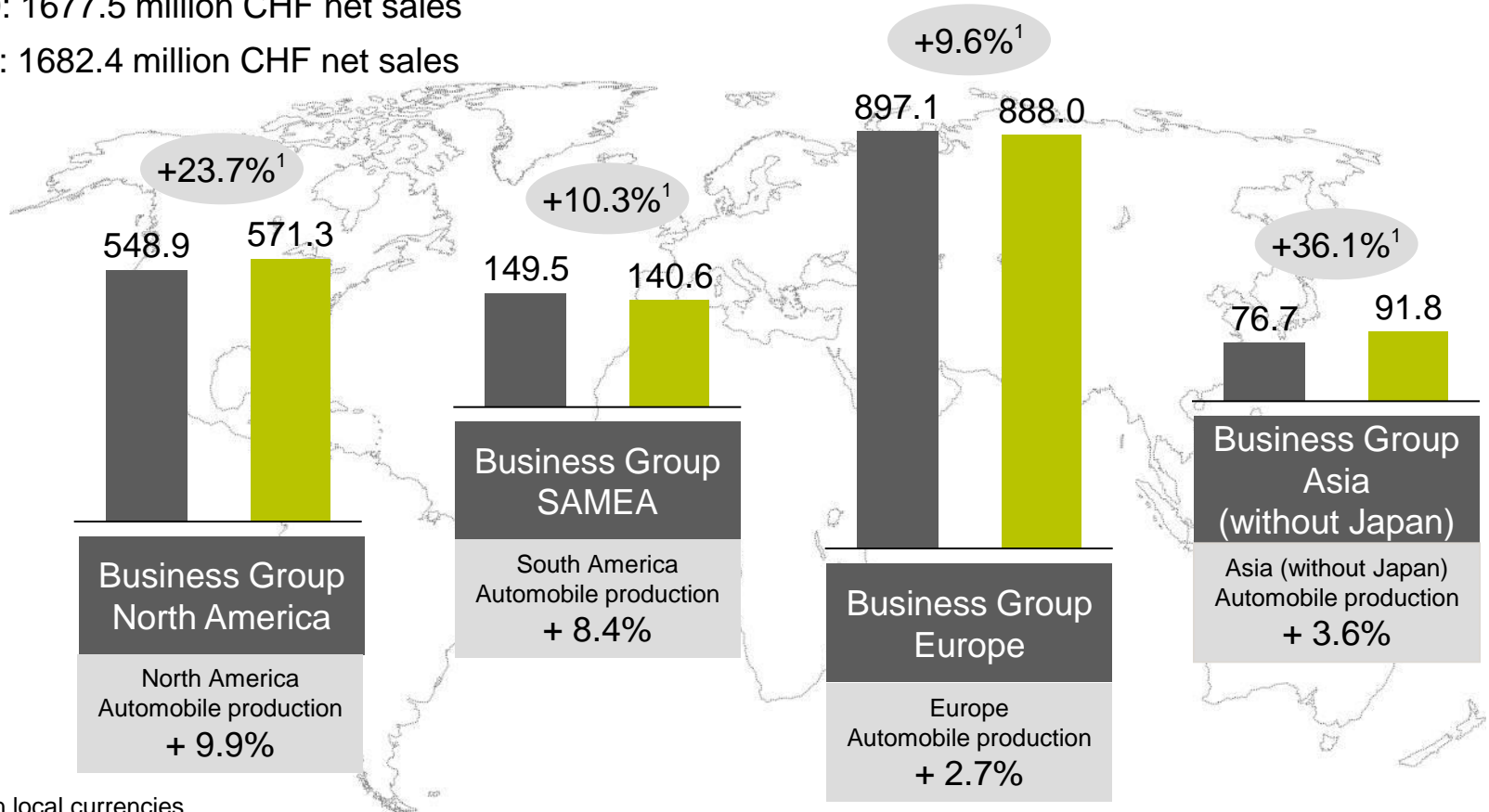
<sup>1</sup> unaudited

# Net Sales 2010 vs. 2011 by Business Group

## Comparison in local currencies

■ 2010: 1677.5 million CHF net sales

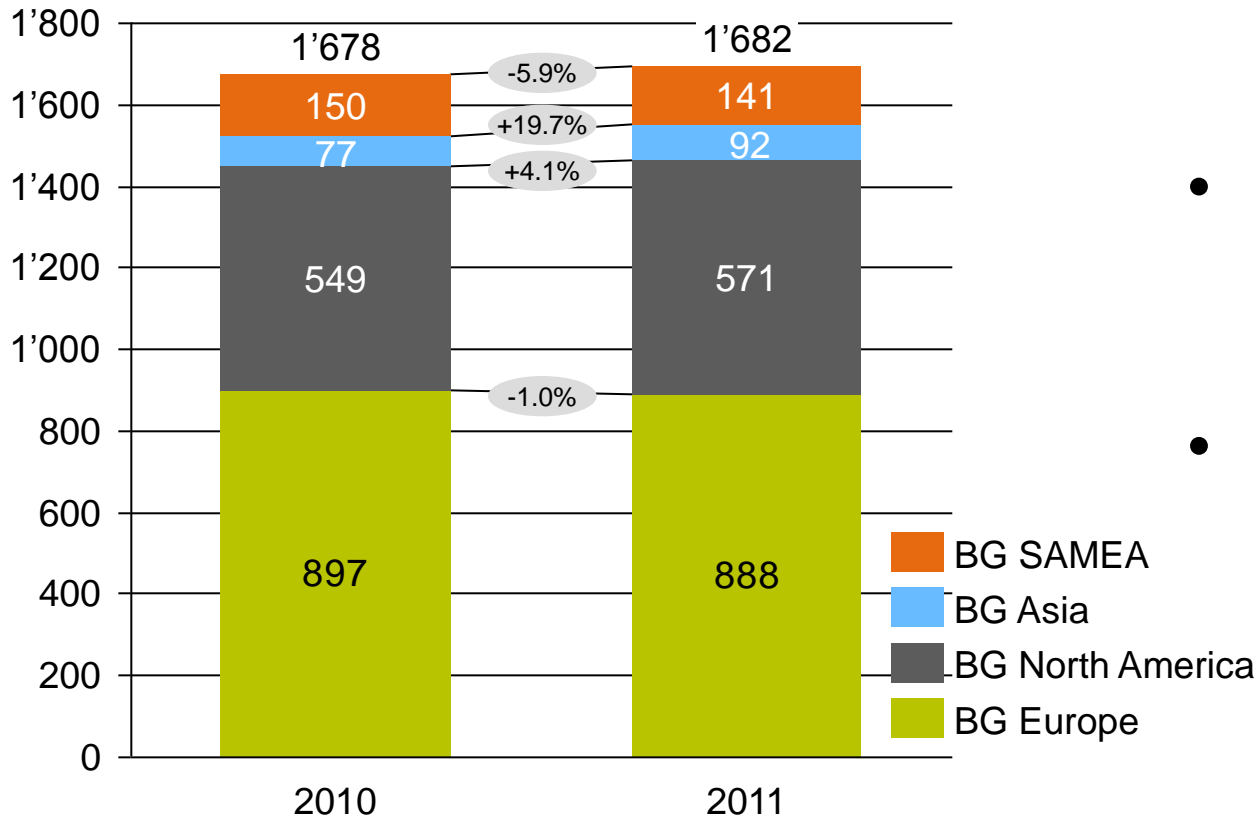
■ 2011: 1682.4 million CHF net sales



# Net Sales 2011 in CHF

## Modest growth due to strong CHF

Mio. CHF

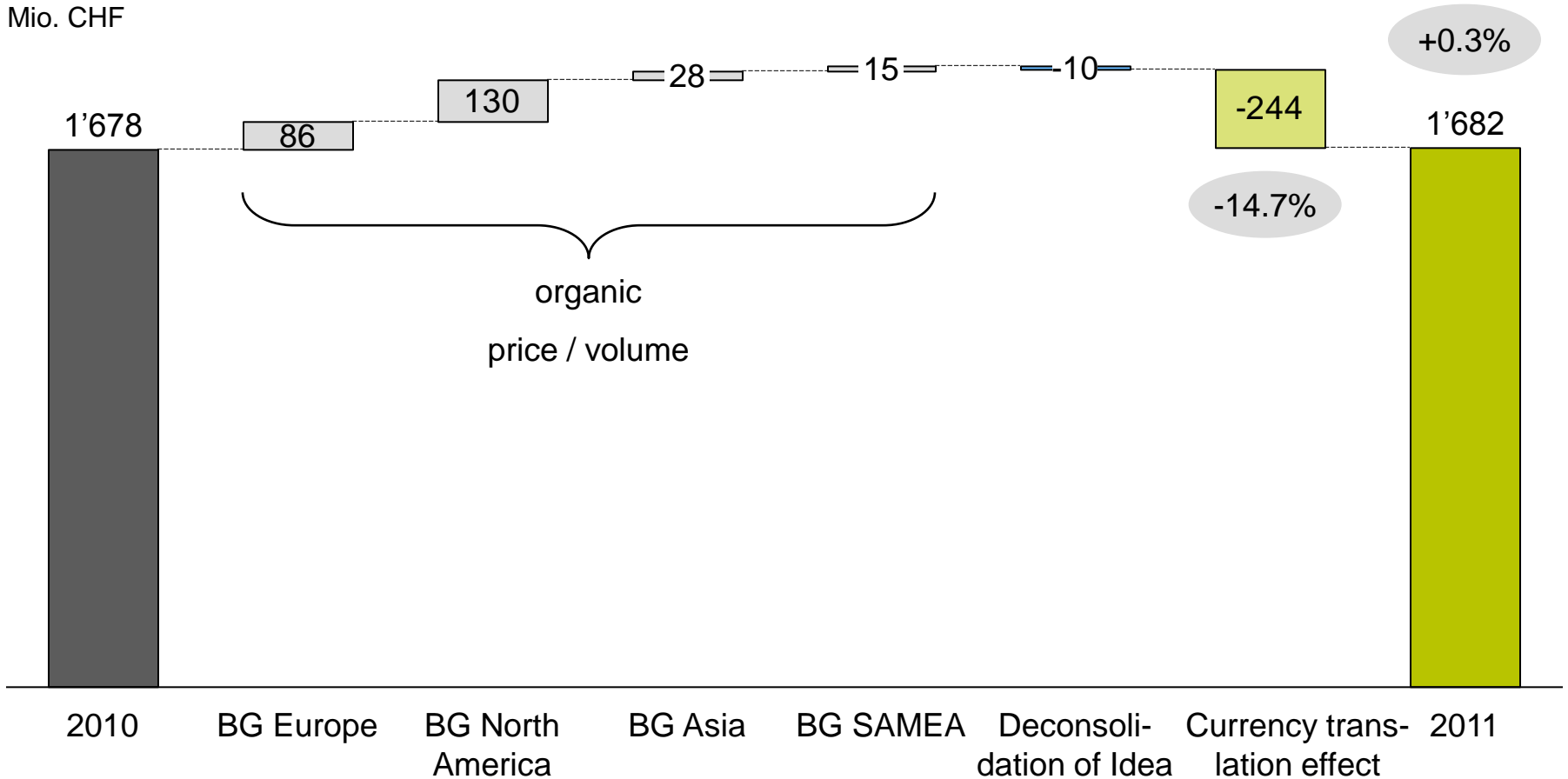


- Exchange rate trends (strong Swiss franc against €, USD, etc.) adversely effected sales
- Strong sales growth in North America and Asia even compensating FX impacts
- By outperforming market development (vehicle production) Autoneum strenghtened market position

# Net Sales Development

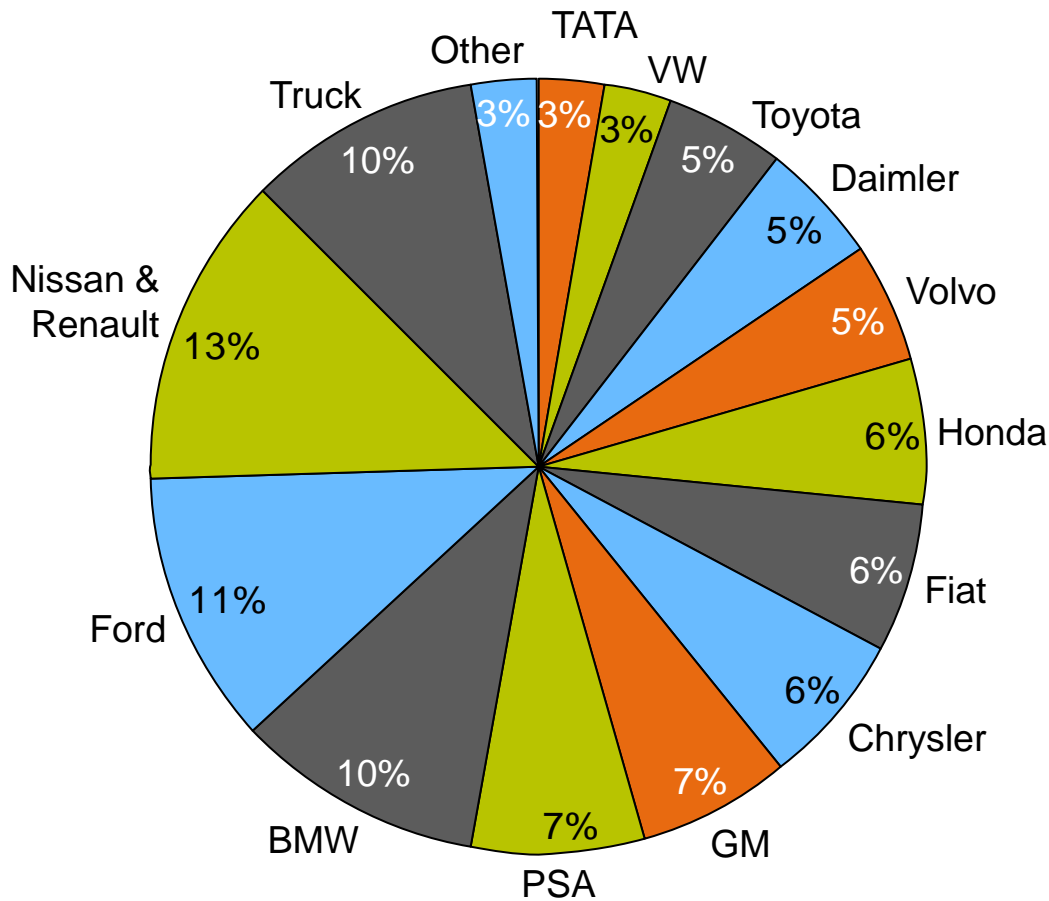
## Strong organic growth in local currencies

Mio. CHF



# Net Sales 2011 per customer

## Well-diversified customer base



- Diversified global customer portfolio
- Well positioned with globally active OEMs
- No single customer amounted to more than 13% of sales
- Leading partner for the major light vehicles and truck manufacturers worldwide

## Outlook for 2011 results

- Despite numerous adverse impacts, Autoneum expects a **small improvement of the EBIT margin for 2011** compared with prior year.
- Autoneum also expects a **slightly positive net result** – as already announced last summer.

The Autoneum Group's final results for 2011 will be published at the annual results conference scheduled for March 20, 2012 in Winterthur, Switzerland.

# Contacts and event calendar

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## Important dates 2012

2011 Results press conference	March 20, 2012
Annual General Meeting	April 19, 2012
2012 Semi-Annual Results	July 26, 2012

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## Autoneum listed on SIX Swiss Exchange

Valor symbol	AUTN
Valor Number	12'748'036
ISIN	CH0127480363



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