



**Sales 2012**  
**February 1, 2013**

Urs Leinhäuser, Chief Financial Officer & Deputy CEO

# Sales 2012<sup>1</sup>

## Highlights

- **Sales grew significantly** by 13.4% to 1'907.7 million CHF
- **Sales growth 2012 exceeded that of global automobile production clearly**
- Sales increased **in all regions** in local currencies, **strongest growth in North America**
- Autoneum expects a **considerably better EBIT margin** vs. 2011 and confirms its guidance of July 26, 2012
- **Final results** will be published on March 20, 2013

<sup>1</sup> unaudited

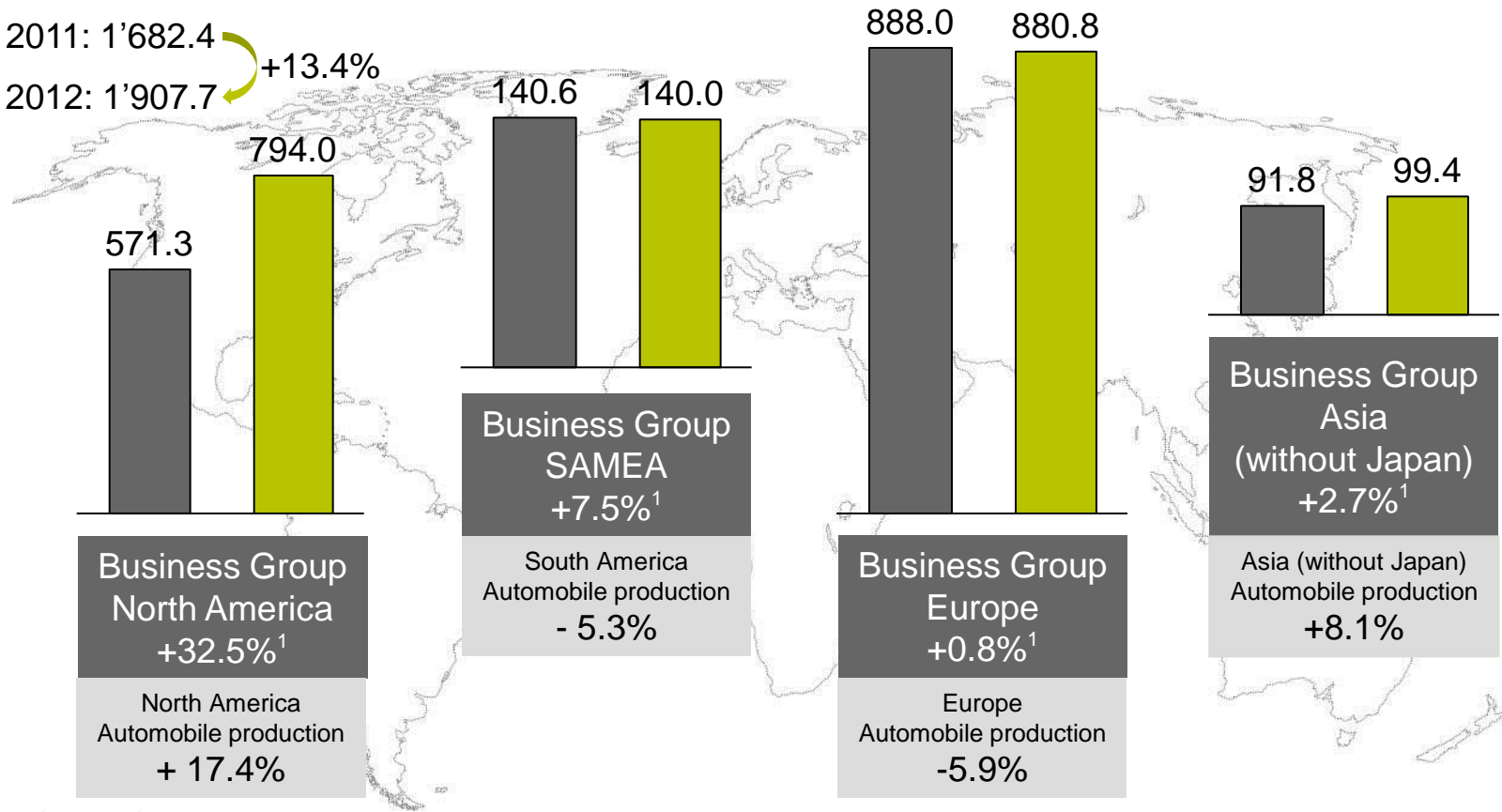
# Sales 2011 vs. 2012 by Business Group

Mio. CHF

■ Sales 2011: 1'682.4

■ Sales 2012: 1'907.7

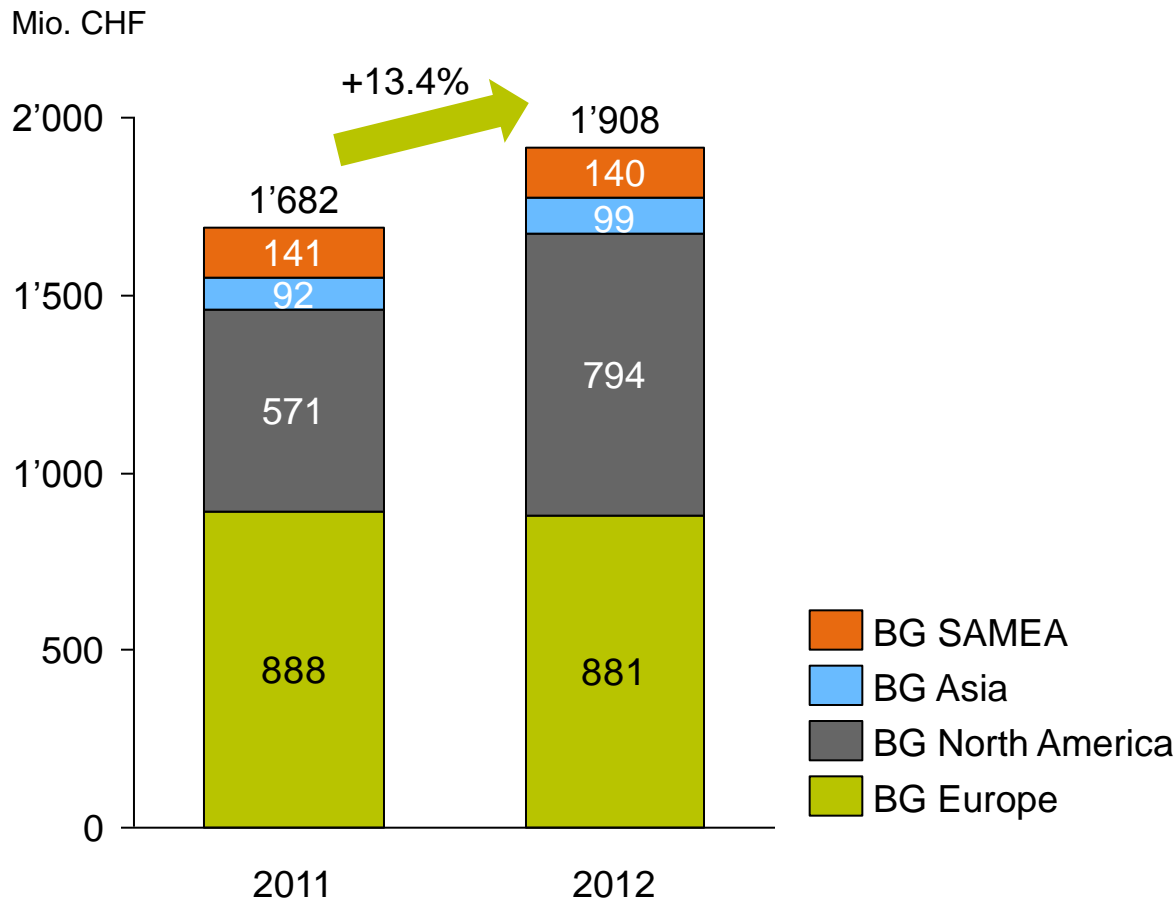
+13.4%



<sup>1</sup> Change in local currencies

# Sales 2012 in CHF

## Significant growth due to global presence



- Growth based on global presence and leading technological position
- Growth (in LC) also in declining markets and despite adverse economic trends
- Strongest sales growth in NA due to favorable model mix: 9 out of 10 top selling cars in US featured Autoneum products
- Market shares gained in Europe through new customer orders

# Sales development

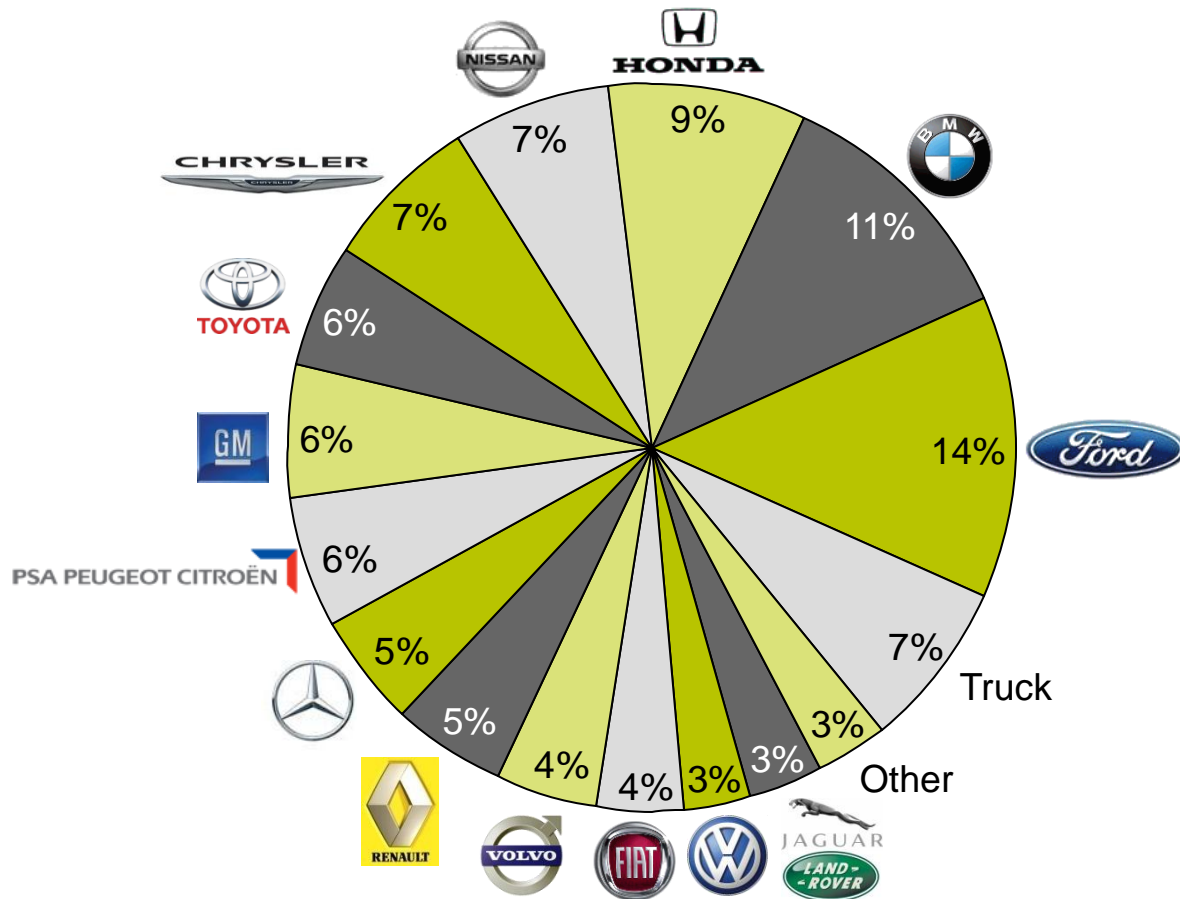
## Organic growth in local currencies

Mio. CHF

2011	Organic (price / volume) growth in local currencies		Currency translation effect	2012
	by Business Group	Total		
1'682.4	BG Europe	+7.2	+19.1 (+0.9%)	1'907.7
	BG North America	+185.9		
	BG Asia	+2.5		
	BG SAMEA	+10.6		
		+206.2		

# Sales 2012 per customer

## Well-diversified customer base



- Diversified global customer portfolio
- Well-positioned with globally active OEMs
- No single customer amounted to more than 14% of sales
- Leading partner for the major light vehicle manufacturers worldwide

## Outlook for 2012 results

- Autoneum expects a **considerably better EBIT margin** for 2012 than in prior year.
- EBIT margin should confirm **margin progress made in the first half of 2012, in line with guidance of July 26, 2012.**

The Autoneum Group's final results for 2012 will be published at the annual results conference scheduled for March 20, 2013, in Winterthur, Switzerland.

# Contacts and event calendar

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## Important dates 2013

2012 Results Press Conference	March 20, 2013
Annual General Meeting	April 17, 2013
2013 Semi-Annual Results	July 26, 2013

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## Autoneum listed on SIX Swiss Exchange

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



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