autoneum



Investor Presentation



Urs Leinhäuser, Chief Financial Officer & Deputy CEO, November 2013

Agenda

Who is Autoneum? / Positioning

Highlights of HY1 2013

Industry and strategic priorities

Mid term financial targets

Outlook FY 2013

Contacts and event calendar

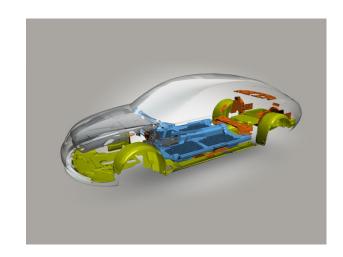


Who is Autoneum? Meet the experts

Autoneum is the global technology leader in acoustic and thermal management solutions for motor vehicles.

Competitive strenghts:

- Leading provider of integrated solutions for Acoustic and Thermal Management
- Product leadership through technology and innovation
- Long-standing relationships with diversified, broad and balanced customer base
- Global footprint
- Operational excellence to maintain efficient cost structure





Autoneum at a glance Key figures

Autoneum Group				
in over 20	Countries across the globe (incl. Joint Ventures and Licencees)			
about 45	Locations			
6	Development Centers			
1	Central Research & Technology Center (at headquarters)			
over 9'500	Employees			
1'908	million CHF net sales in 2012			

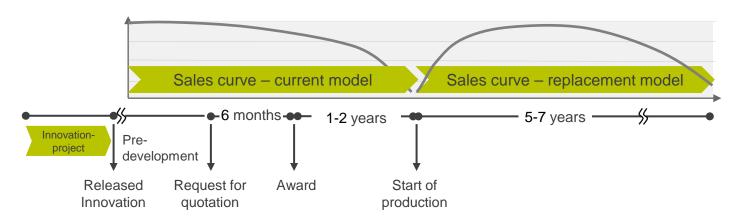


Global footprint Close to our customers





Automotive Tier 1 supplier business model «Rules of the game»



- Good visibility of mid-term sales development thanks to transparency on lifecycle volumes
- Yearly negotiations with the customers to balance their price giveback requests against inflation compensation and value-engineering gains
- Tooling owned by customer pre-financing by supplier until start of production
- Upfront investment in equipment amortized by piece price
- Global platform business entrance barrier for local players
- OEM model policy determines success or failure of resp. supply business



What distinguishes Autoneum? High-performing acoustic and thermal solutions on a global scale



Leading acoustics and thermal Management

- Development, design and testing
- Total vehicle optimization
- Value analysis
- Simulation tools and measurement systems (setting industry standards)
- Global network of acoustics centers close to customers



Product Excellence

- Customized systems and components
- Best-in-class acoustics and thermal properties
- Cost effective and lightweight
- Broad range of technologies
- Innovative materials and processes

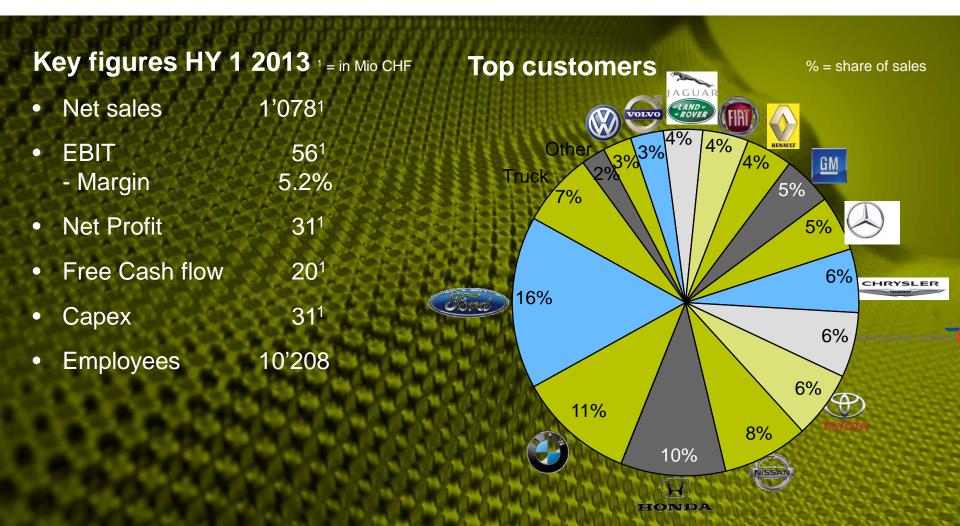


Global presence with a broad customer portfolio

- Broad and balanced customer portfolio
- Close to customers worldwide
- Global Program Management
- Global network of Development Centers



Autoneum at a glance Positioning



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HY1: Highlights Strategy

- Besides capacity adjustments in Europe, the expansion of the global footprint in growth markets has been fostered:
 - Set up of JV with Japanese supplier Nittoku in Silao, Mexico
 - Production in Ryazan plant in Russia scheduled to begin in fall 2013
- Continuous launch of products featuring high potential for CO₂ reduction:
 - Pure-Tuft, an innovation for carpet systems, brought to serial production at UK plant in Heckmondwike
 - Theta-FiberCell: first series application of key technology for engine encapsulation





HY1: Highlights Financials

Organic growth in all regions

- Autoneum's growth in net sales in local currencies (10.8%) clearly exceeded growth global light vehicle production (1.4%)
- Net Sales in Swiss francs rose by 11.5% to 1'078 million CHF

Operating result and earnings rose significantly

- EBIT: 55.9 million CHF (HY1 2012: 36.1)
- EBIT margin: 5.2% (HY1 2012: 3.7%)
- Net profit: 31.3 million CHF (HY1 2012: 12.2)
- EPS: 4.27 CHF (HY1 2012: 0.54)
- RONA: 16.6% (HY1 2012: 9.1%)



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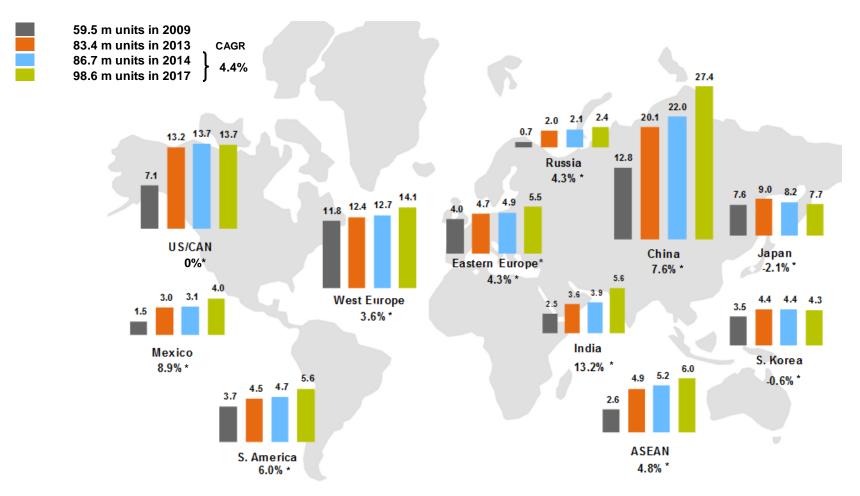
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Growing industry Market development light vehicle production

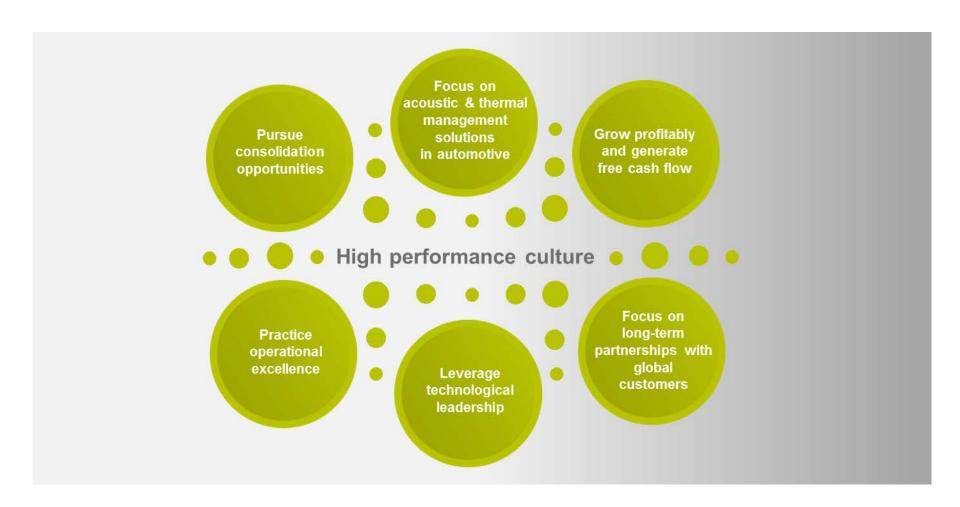


^{*} Compound annual growth rate (CAGR) 2014 - 2017

Source: IHS October 2013 (excl. truck)



Strategy Strategic priorities





Strategy

Focus on acoustics and thermal management

- Leverage on core competencies while phasing out trunk and trim business
- Develop more innovations for light-weight solutions
- Execute additional pre-development studies to optimize full-vehicle acoustic and thermal management performance
- Foster deployment of own simulation software and measurement tools





Strategy Grow profitably

- Continue strong focus on performance improvement programs
 - Execute capacities adaptation in Europe
 - Streamline overhead structures
 - Focus on continuous improvement and cost savings as key success factor in automotive industry
- Grow in emerging markets
 - Expand Shenyang (China) plant
 - Start-up new plants Russia and Mexico
 - Setup JVs in Thailand and Indonesia





Strategy

Focus on long-term partnerships with global customers

Autoneum parts in global platforms:



Ford Kuga / Escape

- Europe
- Asia
- North America
- Russia



Honda Civic

- Europe
- Turkey
- Asia
- North America
- South America



BMW 3-series

- Europe
- South Africa
- Asia

Strategy

Leverage technological leadership





autoneum

Research & Technology Central

Vehicle Acoustics

Thermal Management

Products/Materials & Processes

TechCenter

Benchmarking

Location:

Winterthur, Switzerland (Headquarter)



Development Centers Regional

Acoustics Centers

Acoustics Test Benches

Material testing

Process Engineering

VA/VE

Prototyping

Locations:

Sevelen, Switzerland

Aubergenville, France

Katowice, Poland

Farmington Hills, United States

São Bernardo do Campo, Brazil

Shanghai, China

Technical Experts Acoustics
Technical Experts
Customer Business Units



Customer Interface Local

OEM





Strategy Practice Operational Excellence

- Leverage on group-wide best practice sharing
- Roll-out standardized and efficient business processes
- Start implementation of new, state-of-the-art ERP system
- Further harmonize manufacturing processes through Autoneum Production System (APS)



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* (communicated before SIX listing)

Net sales

- Annual growth of 4-5% (excluding currency effects)
 - Flat to moderate growth in Western Europe
 - Moderate growth in North America
 - Strong growth in BRICS countries

Profitability / Return on net assets

- Return on net assets > Cost of Capital
- EBITDA margin >9%
 - Mid-term EBITDA margin of 7-8% in Europe
 - Double digit EBITDA margin in North America and Asia

Capital expenditure

Average long term CAPEX of 4-4.5% of net sales

Indebtedness

- Continue to maintain
 - Long-term conservative leverage below 1.5x net debt / EBITDA
 - 30% equity ratio (i.e. total equity divided by total assets)

Dividend payout

 Target payout ratio of up to 30% of net result attributable to Autoneum shareholders



Net sales

Annual growth of 4-5% (excluding currency effects)

- Flat to moderate growth in Western Europe
- Moderate growth in North America
- Strong growth in BRICS countries

Growth Rate (in LC)						
2011 2012 HY1 2013 Achievement						
Group	+15%	+13%	+11%			
BG Europe	+10%	+1%	+2%			
BG North America	+24%	+33%	+19%			
BG Asia	+36%	+3%	+17%			
BG SAMEA	+10%	+8%	+21%			



Profitability / Return on net assets

Return on net assets > Cost of Capital

Return on net assets					
	2011	2012	HY1 2013	Achievement	
Return on net assets	4%	10%	17%		
Cost of Capital	~ 9%	~ 9%	~ 9%		
Value creation	~ -5%	~ 1%	~ 8%		
Return	22	49	40	+	
Ø net assets	534	509	481	+	

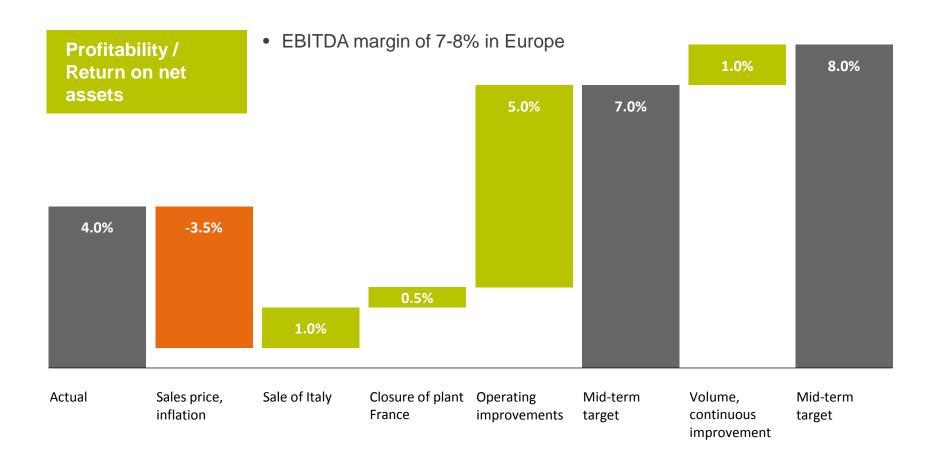


Profitability / Return on net assets

- EBITDA margin >9%
 - Mid-term EBITDA margin of 7-8% in Europe
 - Double digit EBITDA margin in North America and Asia

EBITDA margin						
2011 2012 HY1 2013 Achievement						
Group	6.2%	7.6%	8.4%			
BG Europe	2.8%	4.1%	4.1%	<u>••</u>		
BG North America	9.2%	10.6%	12.1%			
BG Asia	12.2%	15.5%	15.8%			







Capital expenditure

• Average long-term CAPEX of 4-4.5% of net sales

Capital Expenditure					
	2011	2012	HY1 2013	Achievement	
CAPEX in % net sales	4.5%	3.9%	2.8%		
in CHF	75	75	31		
Share in % by BG					
BG Europe	44%	37%	25%	+	
BG North America	36%	38%	45%	+	
BG Asia	14%	10%	12%		
BG SAMEA	5%	11%	9%		



Indebtedness

- Continue to maintain
 - Long-term conservative leverage below 1.5x net debt / EBITDA

Net Debt / EBITDA						
2011 2012 HY1 2013 Achievement						
Net Debt / EBITDA Ratio	1.5	0.9	0.7			
Net Debt	155	123	118	+		
EBITDA	104	145	91	+		



Indebtedness

- Continue to maintain
 - 30% equity ratio (i.e. total equity divided by total assets)

Equity Ratio					
	2011	2012	HY1 2013 ²⁾	Achievement	
Equity Ratio 1)	29%	32%	28%		
Total Assets	996	960	1042		
Equity 1)	287	303	292		

¹⁾ without subordinated shareholders loan

²⁾ incl. 27 million CHF impact of IAS 19 rev.



Dividend payout

 Target payout ratio of up to 30% of net result attributable to Autoneum shareholders (EPS)

Payout Ratio					
2011 2012 HY1 2013 Achievemen					
Payout Ratio		27%	n/a		
EPS (CHF)	-2.13	2.41	4.27	+	

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Outlook FY 2013 (1)



- Heterogeneous and low overall growth in global light vehicle production is likely to continue in HY2
- Market research institutes expect the low point in European demand was reached in HY1
- Autoneum sees good opportunities for exceeding the growth in light vehicle production again in the seasonally weaker HY2 and for achieving higher sales in 2013 than in 2012 even after deconsolidation effect
- Focus on the consistent implementation of strategy and the vigorous pursuit of further operational improvement measures and the related lowering of costs in HY2













- EBIT margin of 5.2% in HY1 should thus be confirmed in HY2 (before one-time expenses)
- One-time expenses due to the sale of Autoneum Italy and the closure of Dieppe plant in France will impact consolidated results in HY2 by approx. 40 million CHF
- Investments in 2013 will amount to a good 4.5% of sales as planned and are aimed at the further expansion of business in growth markets and ongoing operational improvement measures







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Important dates 2014

Sales figures for the 2013 financial year January 16, 2014

2013 Results press conference March 19, 2014

Annual General Meeting April 16, 2014

Autoneum listed on SIX Swiss Exchange

Valor symbol AUTN

Valor Number 12'748'036

ISIN CH0127480363

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Autoneum is the global technology leader in acoustic and thermal management solutions for motor vehicles. Autoneum is a partner for the major automobile manufacturers around the world. Autoneum provides innovative and cost effective solutions for noise reduction and thermal management to increase vehicle comfort and value.