



IR Presentation

Dr Martin Zwysig, CFO, March 2018

Agenda

1. **Autoneum at a glance**
2. **Business year and financial results 2017**
3. **Outlook 2018 and financial targets 2020**
4. **New mobility trends**

Appendix

Who we are

Autoneum in a nutshell



Who we are

Key facts & figures



Stock listed company
(**SIX** Swiss Exchange)



55 production facilities
worldwide



Revenue 2017:
CHF 2,203.0 million



Represented in **25**
countries



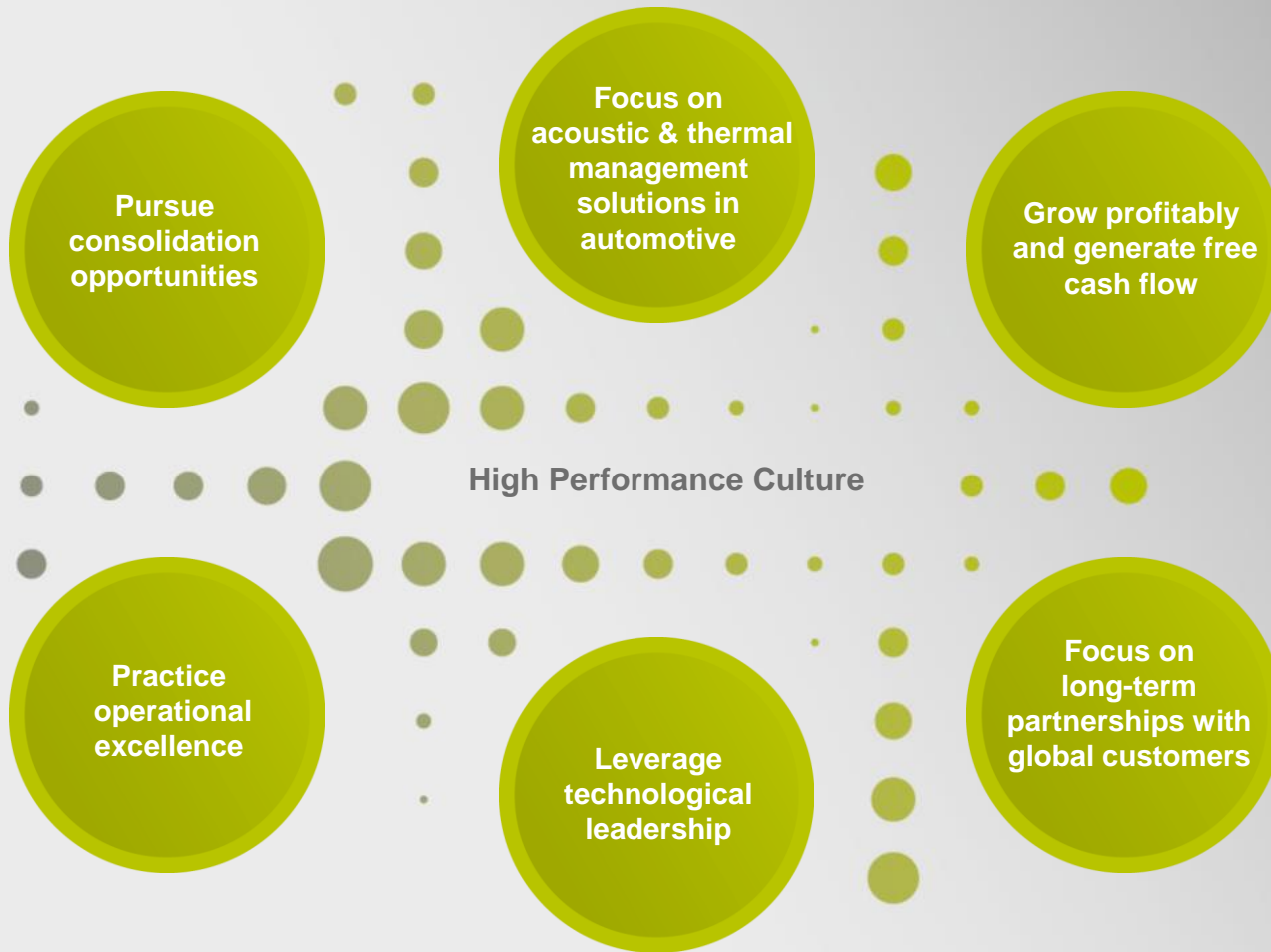
EBIT margin 2017: **8.1%**



Over **12,000** employees

Strategic priorities

Clear profile as automotive supplier



Autoneum 2025

Strategic focus areas



Accelerate Asia



**Innovate for
E-Mobility**



**Drive
Digitalization**



**The Green
Company**

Organization

Group Executive Board



Martin Hirzel
CEO
20 years of automotive
experience



Dr Martin Zwyssig
CFO
14 years of automotive
experience



Matthias Holzammer
Head BG Europe
27 years of automotive
experience



John T. Lenga
Head BG North America
22 years of automotive
experience



Andreas Kolf
Head BG Asia
23 years of automotive
experience

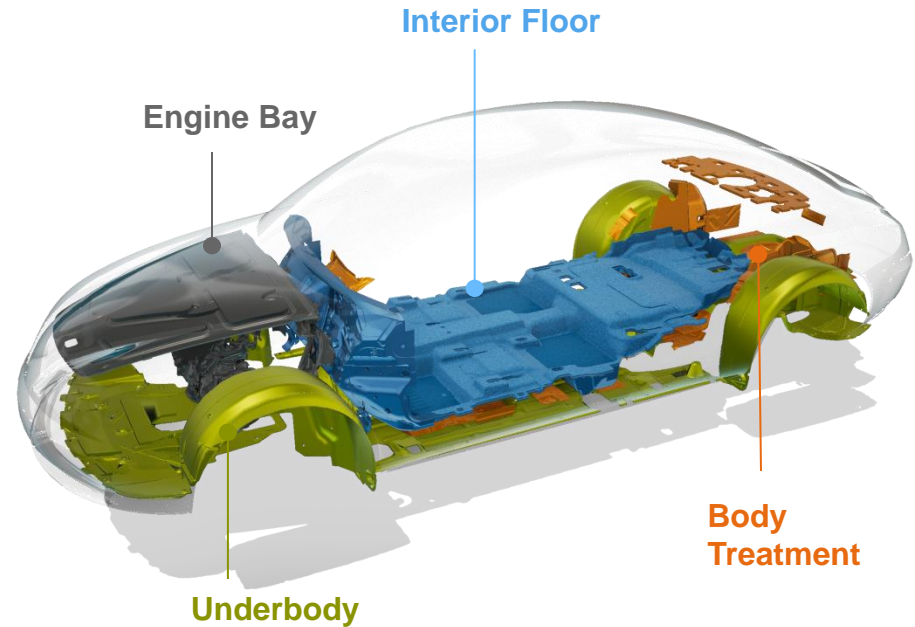


Fausto Bigi
Head BG SAMEA
22 years of automotive
experience

Leading in acoustic and thermal management

Four product lines

- Broad range of technologies
- Innovative materials and processes
- Customized systems and components
- Cost effective and lightweight solutions
- Total vehicle optimization
- Measurement systems and simulation tools



Global presence

autoneum

Autoneum

Locations with minority shareholders

Associated companies and investments

Licenses

Belgium
· Genk

Czech Republic
· Bor
· Choceň
· Hnátice

France
· Aubergenville
· Blainville
· Lachapelle-aux-Pots
· Moissac
· Ons-en-Bray

Germany
· Grossostheim
· Munich
· Rossdorf-Gundernhausen
· Sindelfingen

Great Britain
· Halesowen
· Heckmondwike
· Stoke-on-Trent

Hungary
· Komárom

Italy
· Santhià

Poland
· Katowice
· Nowogard

Portugal
· Setúbal

Russia
· Ryazan

Spain
· A Rúa
· Valldoreix

Sweden
· Gothenburg

Switzerland
· Sevelen
· Winterthur (HQ)

North America

Canada
· London, Ontario
· Tillsonburg, Ontario

Mexico
· Hermosillo
· Mexico City
· San Luis Potosí
· Silao

USA
· Aiken, South Carolina
· Bloomsburg, Pennsylvania
· Jeffersonville, Indiana
· Novi, Michigan
· Oregon-Lallendorf, Ohio
· Oregon-Wynn, Ohio
· Sunnyvale, California
· Jackson, Tennessee
· Monroe, Ohio
· Somerset, Kentucky
· Tinley Park, Illinois
· Valparaiso, Indiana

SAMEA

Argentina
· Córdoba

Brazil
· Gravataí
· São Paulo
· Taubaté

Iran
· Mashhad

South Africa
· Rosslyn
· Durban

Turkey
· Bursa

Asia

China
· Changsha
· Chongqing
· Shanghai
· Shenyang
· Taicang
· Yantai
· Guangzhou
· Tianjin
· Wuhan
· Fuzhou

India
· Behror
· Chennai

Indonesia
· Jakarta

Japan
· Tokyo

Malaysia
· Shah Alam

South Korea
· Seoul

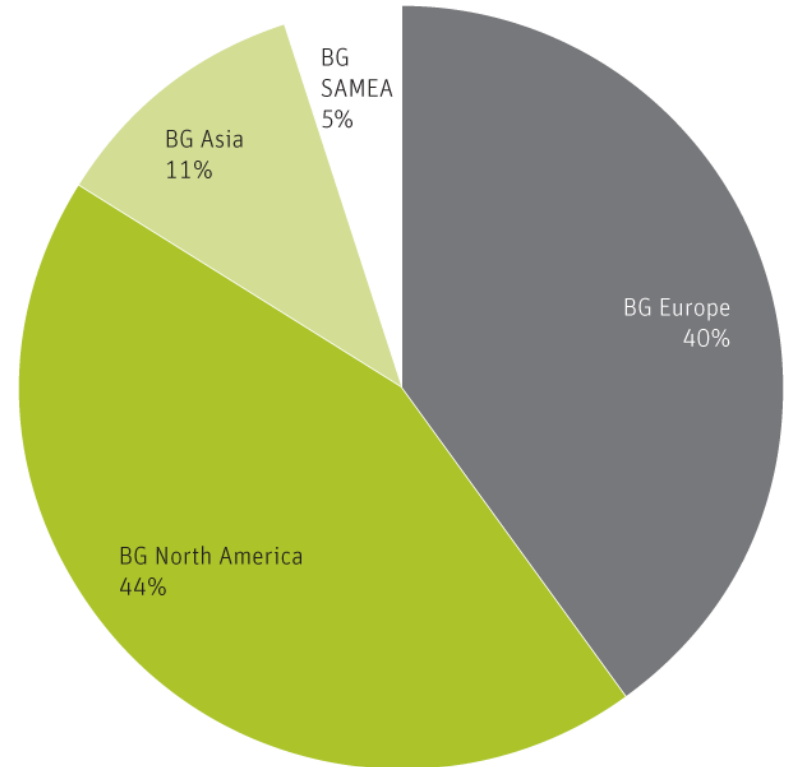
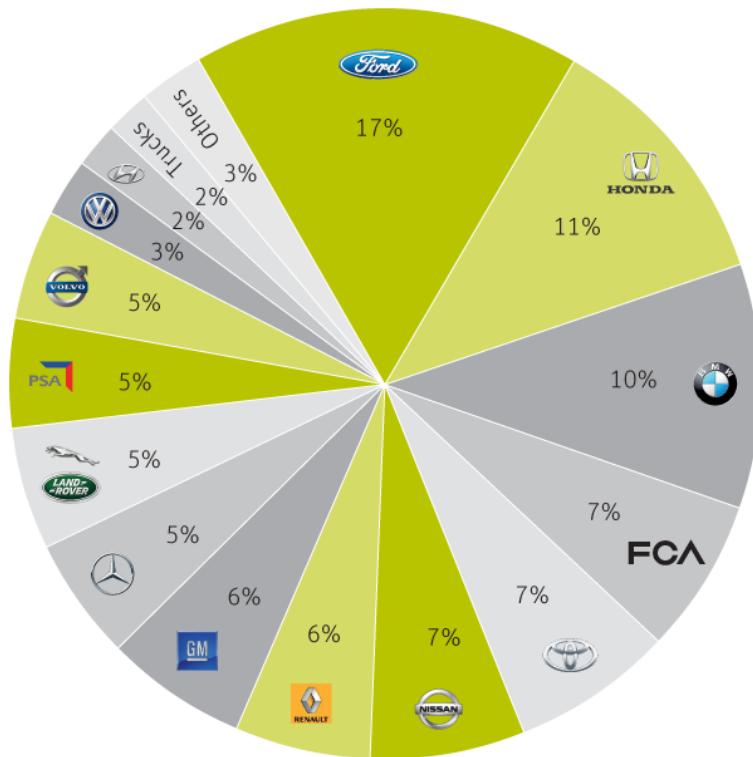
Taiwan
· Taoyuan

Thailand
· Laem Chabang
· Chonburi

Profitable growth in all regions

Well-diversified global customer base

Share in revenue 2017



Corporate Responsibility

Key commitments

- Corporate Responsibility is at the heart of our business and defines everything we do
- Commitment to become the Corporate Responsibility benchmark among our industry peers
- Commitment to transparency and accountability by reporting according to the leading GRI standards on an annual basis
- Commitment to proactively shape the environmental and social regulatory agenda

Living a Culture of Responsibility

Interview with Martin Hirzel, Chief Executive Officer

Responsibility is at the heart of our business and defines everything we do.

Let's talk about the future. We see a variety of new mobility trends emerging. What is their significance for Autoneum?

When we talk about mobility trends, we need to recognize that they largely result from a combination of the social megatrends and environmental regulations as mentioned. For instance, electric mobility is growing because vehicle manufacturers have to simultaneously fulfill the requirements of emission and noise regulations and the growing demand of consumers for

thermal management. Autoneum wants to be at the forefront of these developments. As a key step, we have established a Competence Center for New Mobility in Sunnyvale, California. At this Silicon Valley site, we will be profiting from the proximity to other innovation leaders and will be better suited to evaluate the potential of current and upcoming

Responsibility benchmark in our field. In line with this commitment, we will set up an entirely new Corporate Responsibility governance structure. We have established a Group Corporate Responsibility function that will oversee and advance all relevant activities in this area. Furthermore, we will implement a Corporate Responsibility Steering Committee, with

We have never seen such transformation of the industry since the invention of series-produced automobiles.



2017 will be a decisive year for us. We have defined as our strategic commitment to become the Corporate Responsibility benchmark in our field.

environmentally friendly cars – making it a very good business case. At the same time, the breathtaking pace of technological development – along with its constantly decreasing cost – play in favor of various other trends such as autonomous driving or connectivity. To me, this unique mix makes it the most interesting time in the history of the automotive industry. I would even say: Since the invention of series-produced automobiles we have never seen such a transformation as is taking place right now. Of course, as innovation leader in acoustic and

automotive trends. What we would like to see is how these trends can be translated into new technologies and products – that is, business opportunities – for vehicle acoustic and thermal management, both for traditional as well as new vehicle manufacturers.

What is the outlook for Corporate Responsibility at Autoneum in 2017 – and beyond?

2017 will be a decisive year for us. We have defined as our strategic commitment to become the Corporate

membership of key Function Heads of Autoneum and myself. We will conduct an internal screening of all our activities related to Corporate Responsibility in order to define where we stand and to see where our key challenges, and strengths, lie. Based on the results, we will launch Autoneum's first Corporate Responsibility strategy with defined key fields of action, quantitative and qualitative targets and a detailed implementation plan. Simultaneously, we will launch an internal communication campaign to sensitize employees and further deepen their knowledge about the key topics, opportunities and risks entailed in the various dimensions of Corporate Responsibility at Autoneum. It is vital for us that all employees at our more than 50 locations worldwide understand the scope of their personal responsibility, act in a compliant manner and make a contribution to good corporate citizenship.

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3. Outlook 2018 and financial targets 2020
4. New mobility trends

Appendix

Highlights 2017



Financials

- Organic revenue growth of 2.4% in line with market
- EBIT margin at 8.1% again exceeds 8% mark
- EBIT margin of BG Europe improved significantly to 8.4%
- Net profit of CHF 118.5 million exceeds prior-year level*
- Equity ratio further raised to 39.6%
- Dividend payout of CHF 6.50 proposed



Investments

- New production facility in Komárom, Hungary
- Set-up of four plants in China
- Capacity expansion in San Luis Potosí, Mexico
- Ultra-Silent development and production sites in Germany and Switzerland
- Implementation of new carpet lines in North America
- Launch of Hybrid-Acoustics ECO+ for e-cars



Strategy

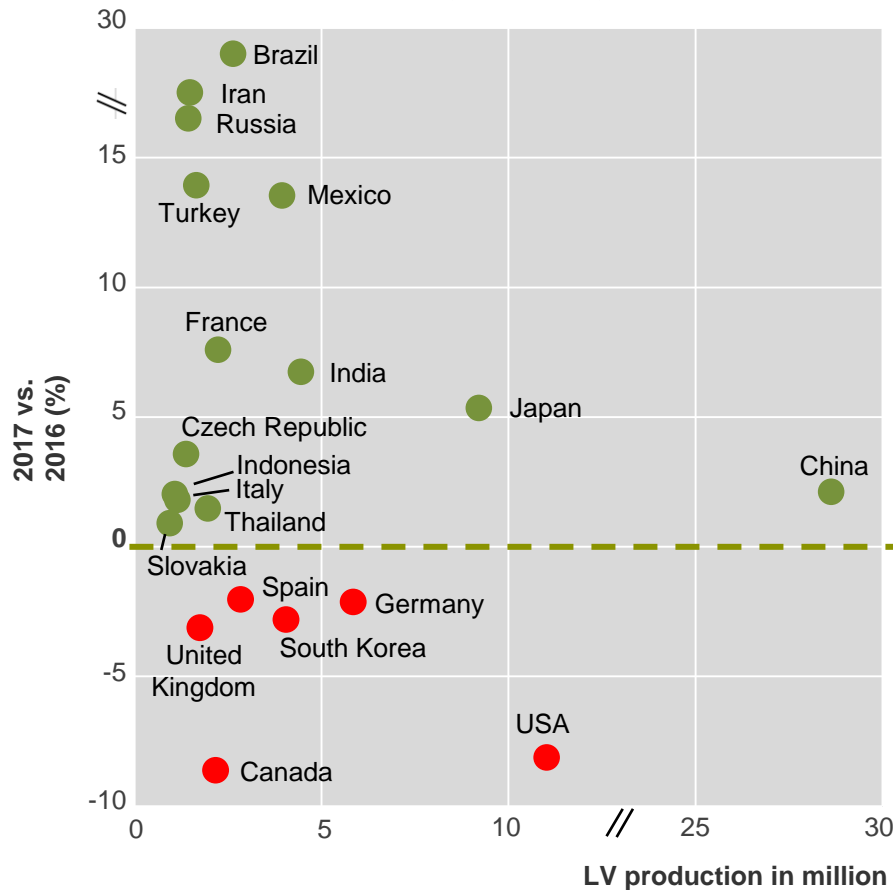
- Operational excellence thanks to further developed production processes at BG Europe
- Start of business at “Competence Center New Mobility” in California, USA
- Strategy-driven expansion in Asia
- Successful turnaround of BG SAMEA
- High investments in global production footprint and innovation roll-out

*Before special effects.

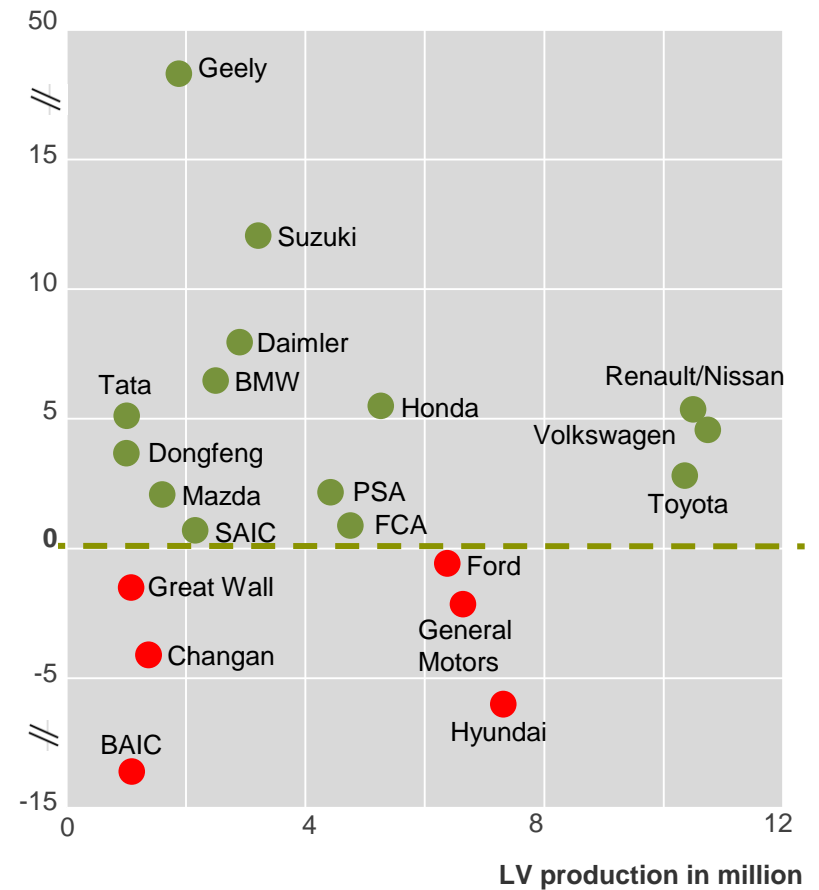
Light vehicle (LV) production 2017

Notable market decline in USA and Canada

By country



By OEM group



Source: IHS 2018.

Business year 2017

Highlights Q1

Opening of «Competence Center New Mobility»

- New mobility hub in Silicon Valley (CA), USA
- Establishment of relationships and business with new OEMs
- Development of components for new drives such as e-cars



Launch of carpet innovation Di-Light

- Lightweight technology for needlepunch carpets
- Di-Light contributes to lower fuel consumption and emissions
- Eco-friendly: consists of up to 97% of recycled PET



Annual General Meeting raises dividend

- Dividend payout of CHF 6.50 per share
- Norbert Indlekofer elected as 7th member of Board of Directors of Autoneum Holding Ltd



Business year 2017

Highlights Q2

5-year anniversary of Katowice Development Center

- Founded in 2012 as one of six Development Centers
- Polish Development Center focuses on engine bay and interior floor components (e.g. Theta-Cell)



New North America HQ opens in Novi (MI), USA

- New Administrative and Technical Center of BG North America
- Development for North American market including predevelopment studies for local customers



Hybrid-Acoustics ECO+ for e-cars

- Provides both sound protection and thermal insulation
- For use in carpets, inner dashes and floor insulators
- Contributes to increased driving range of e-models



Business year 2017

Highlights Q3

Automotive Acoustics Conference: participant record

- 250 participants discuss trends-related acoustic challenges
- E-mobility and acoustic management innovations in focus
- Conference under scientific leadership of Autoneum



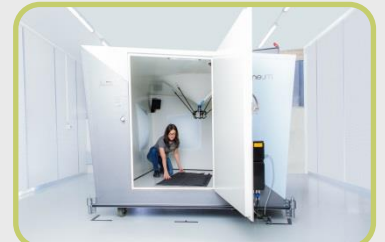
New Corporate Responsibility (CR) governance

- Commitment to become benchmark among industry peers
- Implementation of Group-wide CR function
- Launch of first global philanthropy project «Bookbridge»



Measurement systems' sales record

- 100th Alpha Cabin sold
- Measurement systems set industry benchmark
- Systems developed at Swiss research center in Winterthur



Business year 2017

Highlights Q4

New JV for R&D in vehicle acoustics in Japan

- New Autoneum, Nittoku and Toyota Boshoku joint venture
- Predevelopment studies for Toyota as first customer
- 2017: 50 years of successful Autoneum-Nittoku collaboration



Expansion in growth market China

- Extension of production capacities: 4 new plants
- SOP in Yantai and Changsha plants at end of 2017
- Plants in Pinghu and Shenyang Tiexi to open in 2018



Autoneum enters Iran market

- License agreement with Iranian supplier Ayegh Khodro Toos
- Carpet systems and inner dashes for French customers
- SOP of first Autoneum-equipped vehicle (SUV) in early 2019



Key figures

Overview

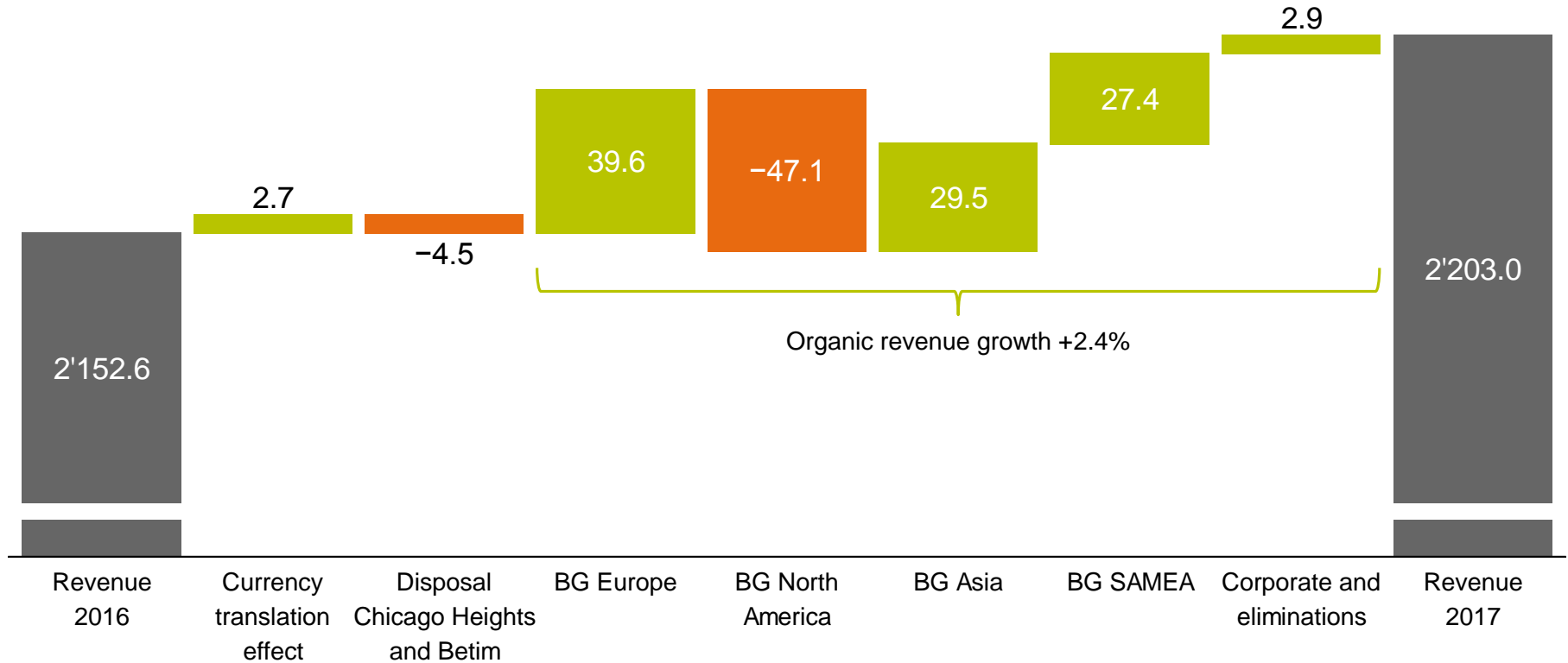
CHF million	2017	2016
Revenue	2'203.0	2'152.6
EBITDA*	255.9	245.0
<i>in % of revenue</i>	11.6%	11.4%
EBIT*	178.0	175.6
<i>in % of revenue</i>	8.1%	8.2%
Net profit*	118.5	117.0
Investments in tangible assets	-173.6	-137.5
Free cash flow	-50.5	101.3
Net debt at December 31	183.3	57.4
RONA*	16.2%	19.6%
Market capitalization at December 31	1'306.6	1'243.4
Basic earnings per share (EPS) in CHF*	19.6	19.2

*Before special effects 2016: Gain from disposal of the UGN business in Chicago Heights in the amount of CHF 33.2 Million (CHF 21.1 million after income taxes) and impairment loss due to the adaptation of the South American production capacity in the amount of CHF 4.3 million.

Revenue development

Organic revenue growth in line with market

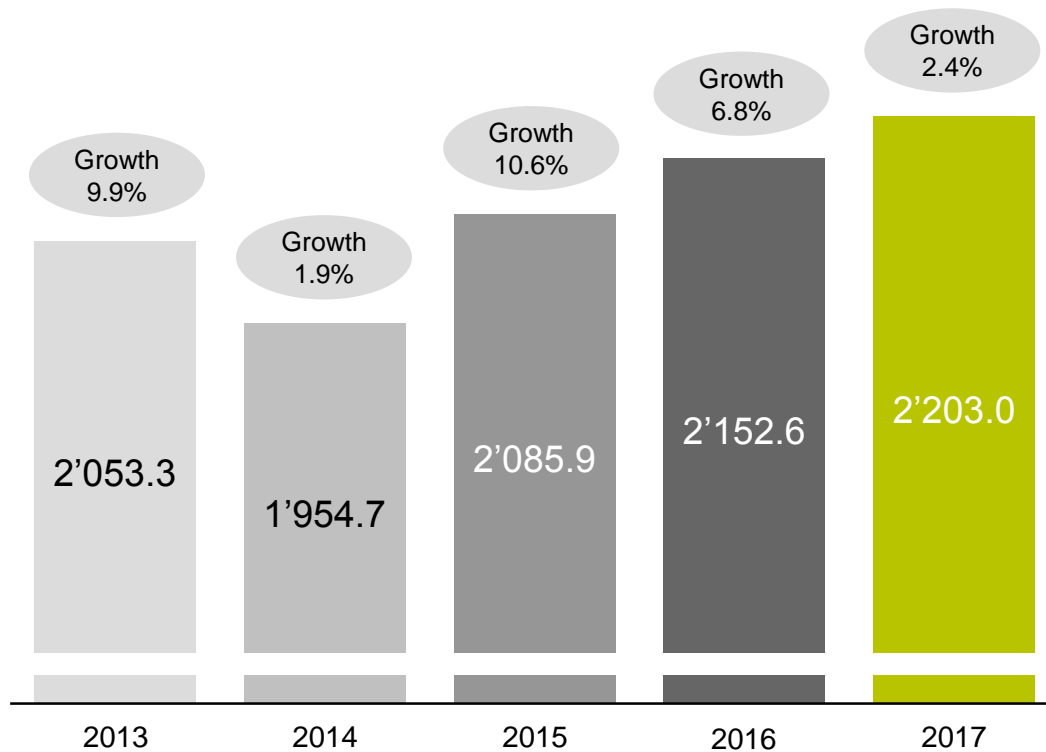
CHF million



Revenue 2013 – 2017

Continuous organic revenue growth*

CHF million



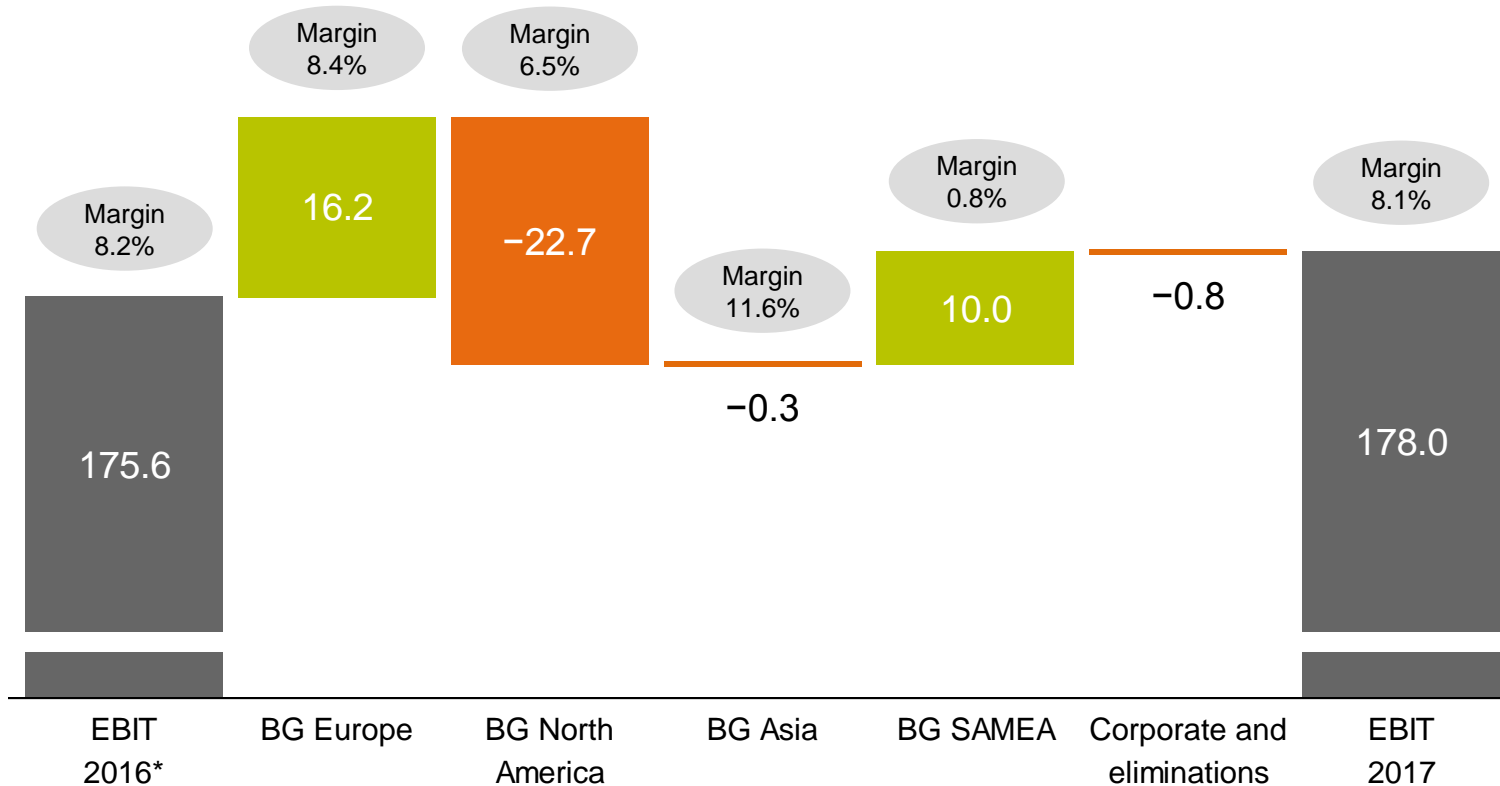
- Global automobile production lost considerable momentum in 2017
- Number of light vehicles produced worldwide increased by 2.1%
- Autoneum increased revenue by 2.4% despite the cyclical and demand-related decline in the USA

*Revenue growth adjusted for currency and divestment effects.

Operating result (EBIT)

BG Europe and BG SAMEA compensate BG North America

CHF million

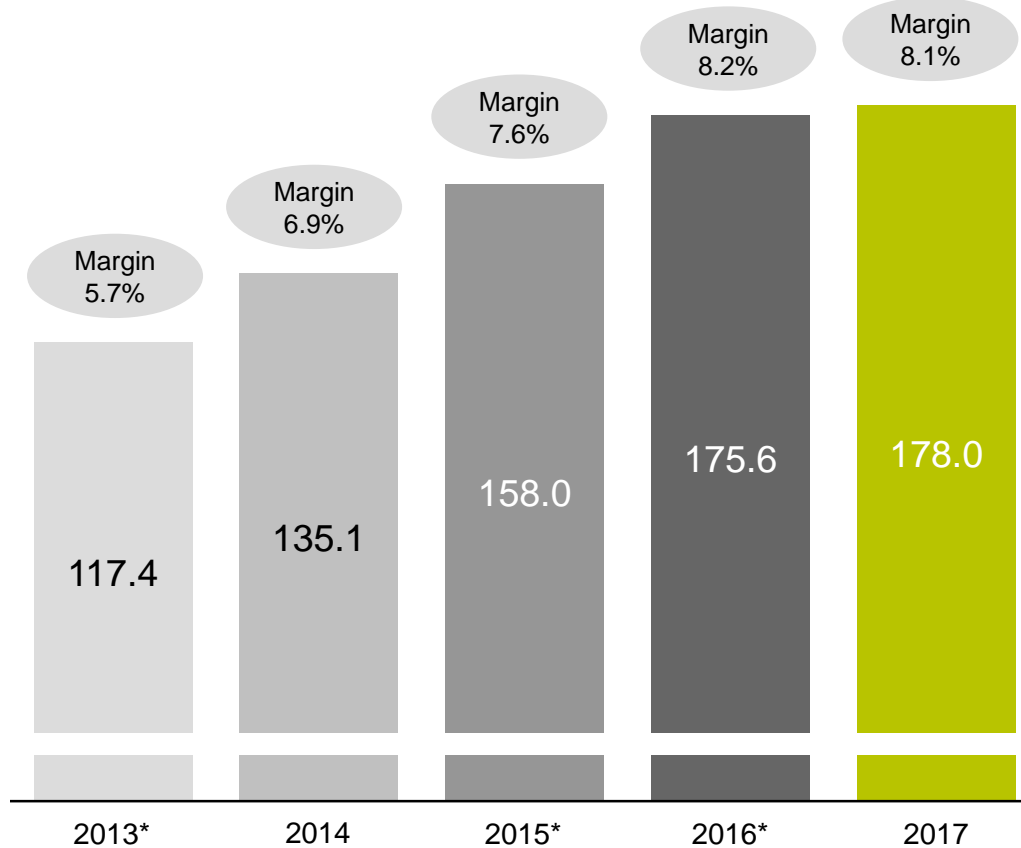


*Before special effects.

Operating result (EBIT) 2013 – 2017

Margin well above industry average

CHF million



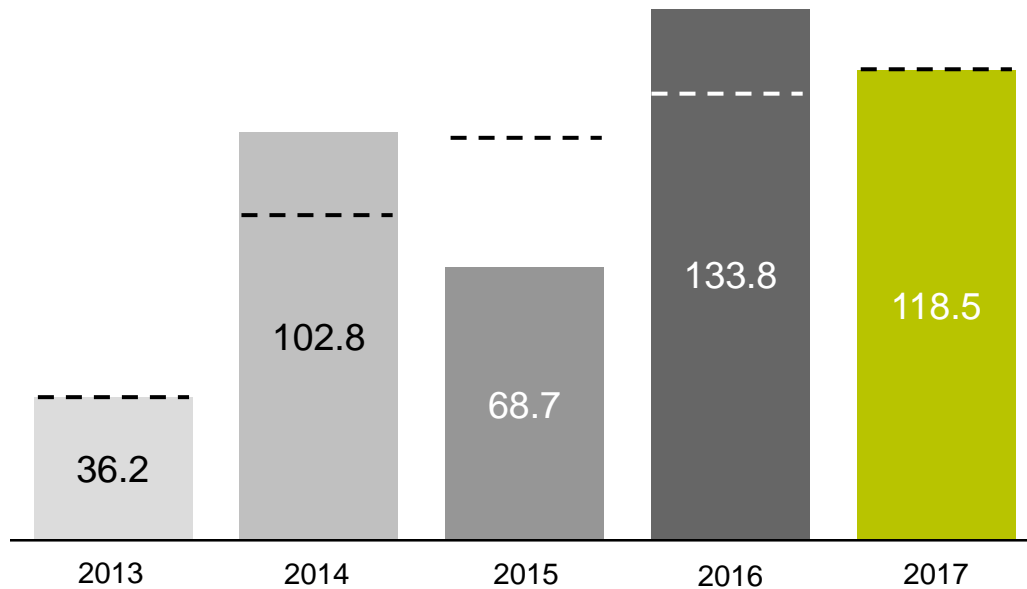
*Before special effects.

- 2017 EBIT margin again surpasses 8%
- The impact of volume decline in BG North America was compensated by BG Europe and BG SAMEA

Net profit 2013 – 2017

Another year of sound net profit

CHF million



- 2014 net profit excluding a first-time recognition of deferred income tax assets was at CHF 86.1 million
- 2015 net profit without the settlement with the German Federal Cartel Office was at CHF 100.2 million
- 2016 net profit before special effects was at CHF 117.0 million
- 2017 net profit at a new high

Balance sheet

Strong balance sheet

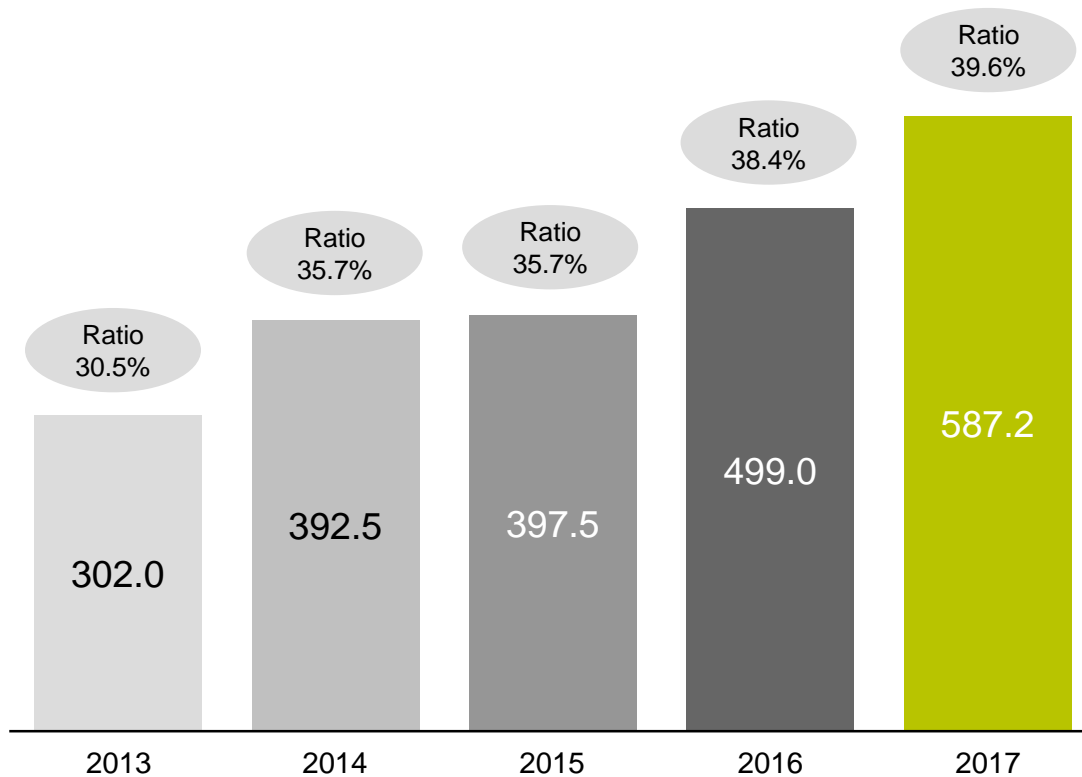
CHF million	31.12.2017	31.12.2016
Total assets	1,484.3	1,297.8
Non-current assets	791.8	648.0
Current assets	692.5	649.8
Total equity and liabilities	1,484.3	1,297.8
Non-current liabilities	352.5	220.7
Current liabilities	544.6	578.1
Shareholders' equity	587.2	499.0
<i>in % of total assets</i>	39.6%	38.4%

- Investments in tangible assets such as technology roll-outs, vertical integration and capacity expansion led to higher non-current assets
- Further increased equity ratio

Equity 2013 – 2017

Equity ratio close to 2020 target

CHF million



- Equity and equity ratio have been steadily increased since 2013
- 2017 equity ratio is close to the 2020 target of >40%

Free cash flow

High investments for future profitable growth

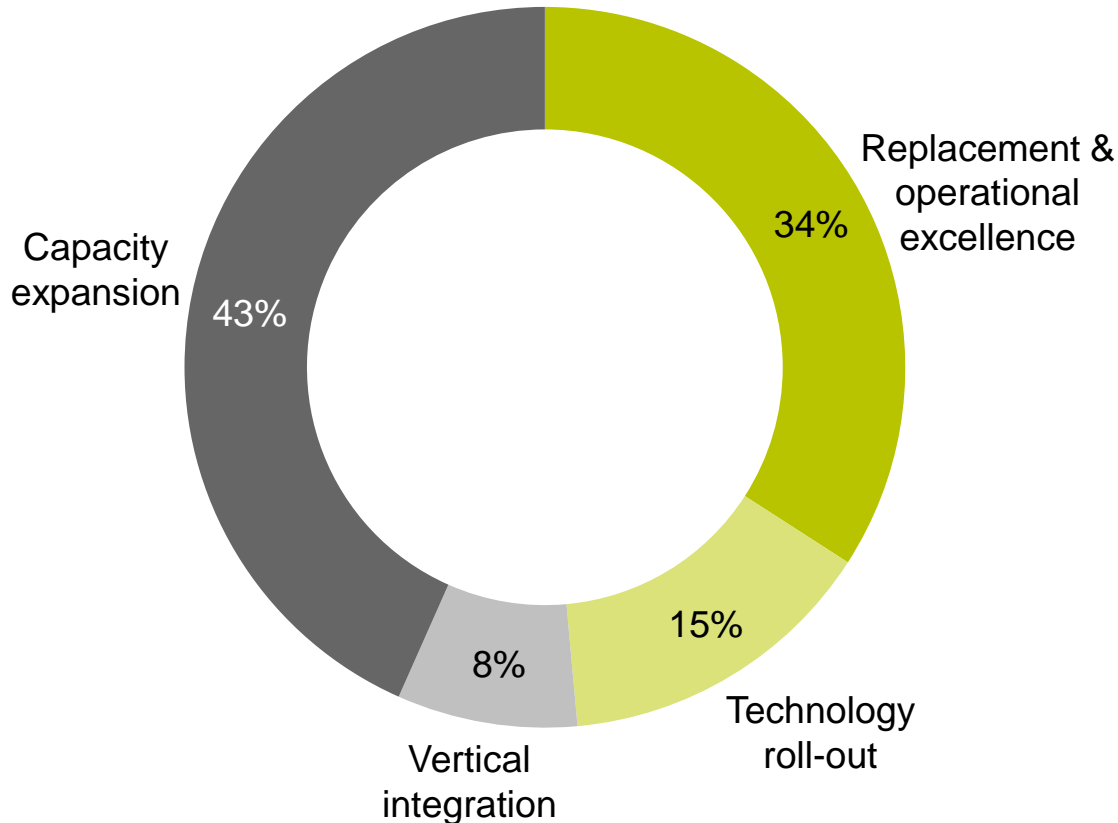
CHF million	2017	2016
Cash flows from operating activities	145.2	194.1
Cash flows used in investing activities*	-195.7	-92.8
Free cash flow	-50.5	101.3
Cash flows from/(used in) financing activities	5.4	-28.6
Cash and cash equivalents at December 31	103.8	149.8

- In 2017 cash flows from operating activities decreased because of higher net working capital
- Cash flows used in investing activities increased due to high investments in tangible assets of CHF 173.6 million

*2016 cash flows used in investing activities included the proceeds from disposal of the UGN business in Chicago Heights of CHF 42.4 million.

Investments in tangible assets in 2017

Total spend of CHF 174 million



Capacity expansion

- China: Changsha, Yantai, Pinghu, Shenyang Tiexi
- Mexico: San Luis Potosí 1&2
- Hungary: Komárom

Technology roll-out

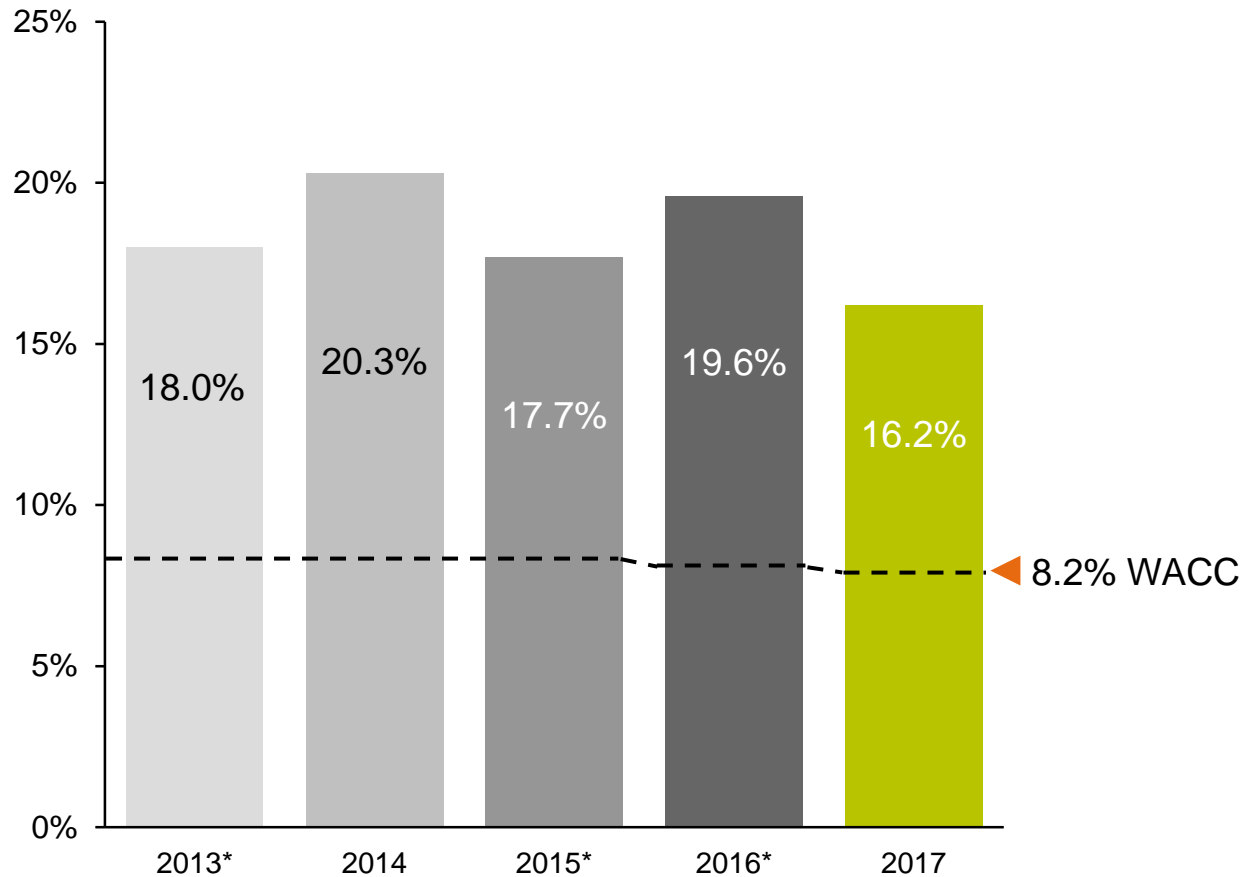
- New technologies for underbody systems, carpet insulators, inner dashes and wheelhouse outer liners

Vertical integration

- Basic lines such as felt and carpet lines

Return on net assets (RONA) 2013 – 2017

Substantial economic value creation



- Since 2013 substantial economic value has been created
- RONA almost twice as high as cost of capital (WACC) in 2017
- 2017 RONA decreased due to investments in tangible assets

*Before special effects.

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Key focus areas for profitable growth

Action plan 2018

BG Europe



- Expand Eastern European footprint
- Pursue vertical integration
- Excel in program execution

BG Asia



- Ramp-up of new plants in China
- Gain market shares with Chinese OEMs
- Develop organization for targeted expansion

BG North America



- Master numerous launches
- Flexibly adapt to market cool-down
- Continuously improve workplace safety

BG SAMEA



- Customize Brazilian production footprint
- Gain new business in South America
- Support customer projects in Iran

Guidance 2018

Global environment



- Rise in global automobile production to around 97 million light vehicles (growth rate of 2%)*

Revenue



- Autoneum expects organic revenue growth of around 3%

Profitability



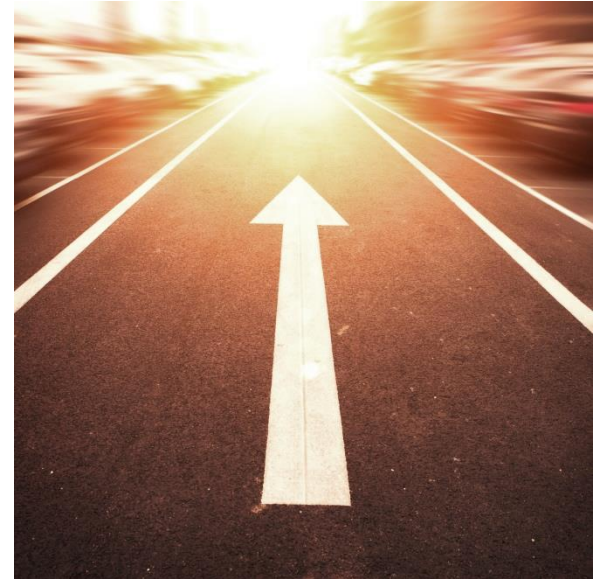
- In 2018, the Group's EBIT margin will be at around 8%

*According to IHS estimates.

Financial targets 2020

Accelerate profitable growth

- Net sales of CHF 2'600 million
- Emerging markets >20% share in Group's net sales
- EBITDA margin of 12%
- Equity ratio >40%
- RONA >20%
- Target dividend payout of at least 30% of net profit attributable to shareholders of Autoneum Holding Ltd



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New mobility trends

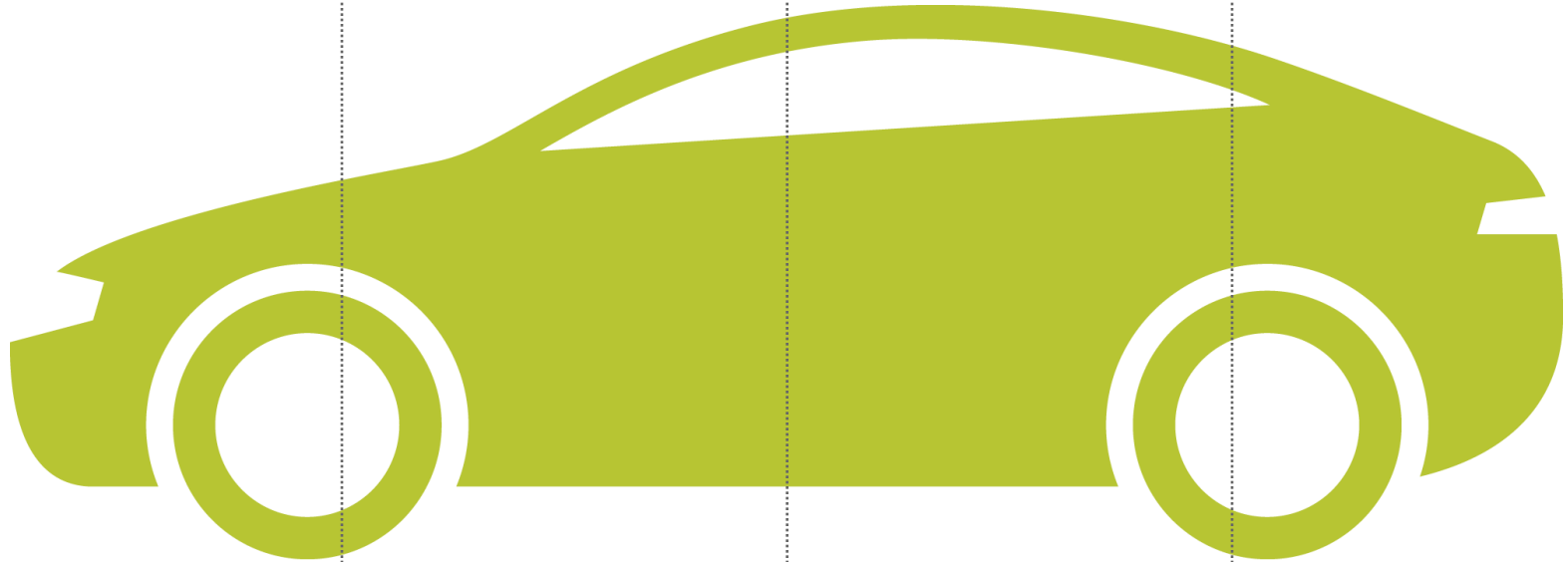
Impacting the automotive industry beyond 2020

E-Mobility

Connectivity

Autonomous Driving

Shared Mobility



Market development of electric vehicles

Outlook on Autoneum offering development

	2018	2022	2027
Scenario	<ul style="list-style-type: none"> ➤ Few BEV models on the market ➤ Pioneering OEMs ➤ Low production volume 	<ul style="list-style-type: none"> ➤ More BEV models on the market ➤ All OEMs ➤ Growing production volume 	<ul style="list-style-type: none"> ➤ Many BEV models on the market ➤ All OEMs – autonomous/shared driving ➤ High production volume
Players	<ul style="list-style-type: none"> • Few pioneer OEMs • Automotive start-ups and digital giants moving into Automotive 	<ul style="list-style-type: none"> • New OEMs successful in scaling up • Traditional OEMs 	<ul style="list-style-type: none"> • New OEMs successful in scaling up • Traditional OEMs
Technical focus	<ul style="list-style-type: none"> • Implement disruptive product contents • Acoustics has to be just right 	<ul style="list-style-type: none"> • Consolidate and improve disruptive product contents • Acoustics as differentiator in premium segments 	<ul style="list-style-type: none"> • Acoustics as differentiator in all segments
Autoneum actions	<ul style="list-style-type: none"> • Engineering services (simulation in particular) • Lightweight technologies adapted to BEVs • Develop innovative products 	<ul style="list-style-type: none"> • Engineering services (simulation in particular) • Joint developments with OEMs to identify consumer needs in new mobility • Adjust product portfolio 	<ul style="list-style-type: none"> • Provide engineering services (simulation in particular) • Offer disruptive specific products for new mobility

Autoneum's current e-car supply

Broad range equipped by Autoneum

Product family	BMW i3 	Chevrolet Bolt 	Nissan Leaf 	Renault Zoe X10 	Daimler B-Class 
Volumes 2017	32,000	30,000	35,000	31,000	4,500
Carpet systems 	o	o	o	✓	o
Inner dashes / interior insulators 	o	✓	✓	✓	o
Dampers and stiffeners 	o	o	✓	✓	o
Underbody shields 	o	o	✓	✓	✓
Wheelhouse outer liners 	o	o	✓	o	o
Engine encapsulations 	✓	/	✓	/	/
Hoodliner / Outer dashes 	o	o	✓	✓	o
NVH development 	✓	/	✓	✓	o

✓: Part supplied by Autoneum o: Part supplied by competitors /: Part not required

Autoneum's e-car supply 2018 – 2020

Delivery of two new players

Product family	2018 OEM	2018 OEM	2018 New OEM	2019 OEM	2019 New OEM	2019 OEM	2019 OEM	2020 OEM	New OEMs
									
Carpet systems 	✓	o	o	o	o	o	✓	✓	
Inner dashes / interior insulators 	✓	✓	o	o	✓	✓	✓	✓	
Dampers and stiffeners 	o	o	o	o	/	o	o	o	
Underbody shields 	o	o	✓	✓	✓	✓	o	o	
Wheelhouse outer liners 	o	✓	o	o	✓	o	✓	o	
Engine encapsulations 	o	/	o	o	RFQ ongoing	/	/	o	
Hoodliner / Outer dashes 	o	/	o	o	✓	✓	RFQ ongoing	/	
NVH development 	/	/	RFQ ongoing	/	✓	RFQ ongoing	/	/	✓

✓: Part supplied by Autoneum o: Part supplied by competitors /: Part not required

Self-driving cars and shared mobility

High sales potential

Self-driving cars

Wellness, work, communication and entertainment:
passengers will expect absolute silence and a healthy interior environment

Sustainability:
Sustainability of products and production processes will be a key element in all future vehicles, independent of the powertrain and the degree of autonomous driving

Interior architectures:
the instrument panel will shrink and leave more room for comfortable surfaces with acoustic absorption to compensate sound reflecting glass roof

New materials and function integration:
development of novel attractive surfaces and work on the integration of acoustic and thermal functions in new materials

Shared mobility

Tough interiors:
resistance to dirt, cleanability and wear resistance will play a major role in fleets of shared cars

Fleet customization:
fleet operators will demand technologies to personalize the interiors of their vehicles

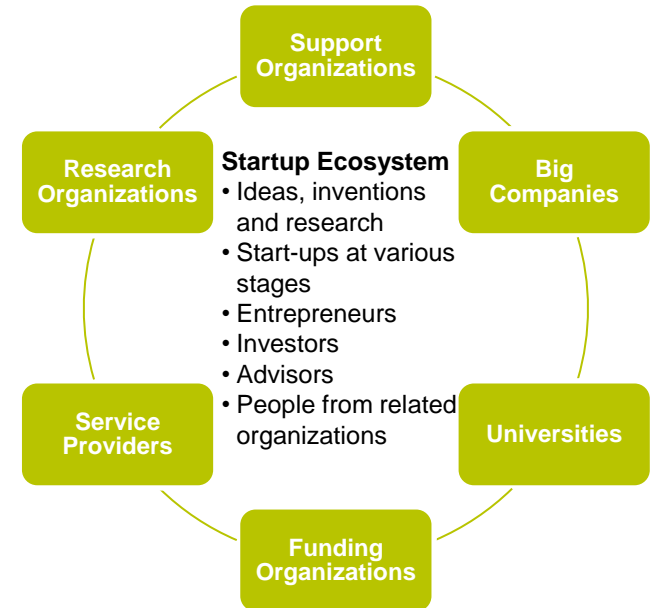
Aftermarket:
replacing of worn out interior parts in shared cars with high utilization might offer opportunities for new business

Design to cost:
Autoneum's leading simulation tools help to design the best compromise between performance and cost

Competence Center New Mobility (CCNM)

The mission

- Actively monitor ideas in the start-up ecosystem and feed innovation in R&T
- Establish mutual beneficial relations with new OEMs
- Leverage on digital transformation
- Support the global organization with facts and data on new mobility



CCNM at the heart of the transformation cradle



Knowledge management













Operational



New mobility OEMs and start-ups in California, USA

Short list ranking by Venture Capital

New OEM	Founding	Employees	EV*	AD*	SM*	Product Description	Production Capacity	Production Timing	Capital
NIO 	2014	2000	x	x		Luxury Electric Car	8 prototypes produced	Planned for 2020	\$1 billion
Zoox 	2014	500	x	x	x	Autonomous electric car	Prototype	Unknown	\$300 million
Tesla 	2003	33,000	x	x		Luxury electric car	Over 200k vehicles sold	First produced in 2008	\$226 million (IPO)
Lucid Motors 	2007	500	x	x		Luxury electric car	Prototype	Planned for 2019	\$200 million
Faraday Future 	2014	1400	x	x		Luxury electric car	Prototype	Planned for 2018	\$13.75 million
Dubuc Motors 	2013	50	x			Performance electric car	Prototype	Planned for 2018	\$2 million
NEXT 	2015	10	x	x		Modular electric bus	Prototype	Unknown	\$160K
Hummingbird EV 	2016	50	x			Hybrid/electric truck	Prototype	Unknown	N/A
Karma 	2015	700	x			Performance hybrid/electric car	900 Reveros sold	First produced in 2017	N/A
SF Motors 	2016	500	x	x		Autonomous electric Car	Prototype	Planned for 2019	N/A

Source: Web.

*EV: Electric Vehicle, AD: Autonomous Driving, SM: Shared Mobility.

New mobility





Excel at trend analysis to unlock potential






 <p>BEV/HEV</p>	<p>E-motors / Batteries / Vehicle architectures</p>	
 <p>Autonomous Driving</p>	<p>Customer expectation</p>	
 <p>Shared Mobility</p>	<p>Ownership</p>	

Topics	Opportunities
Powertrain tonal noise	Specific treatments, diagnostics and simulation
Weight down	Leverage lightweight portfolio
Aerodynamics	Extended underbody coverage
Dominant road noise	Textile exterior treatments
Sustainable technologies	Leverage recycled fiber technologies
Lack of heat sources	Use sound package for thermal comfort
Style of interior	Innovation in new materials
Comfort in autonomous driving	New levels of quietness
Shared use	Durability, cleanability

Innovating for new mobility







Selected carpet technologies

Tune-It		<div><div> acoustics</div><div> lightweight</div><div> ecoway</div></div> <ul style="list-style-type: none">Improved control of AFR on main floor carpet to optimize carpet acoustic performanceUp to 25% lighter versus conventional latex/LDPE constructionsPET mono-material construction allows to re-spin fibers or filaments. Fibers can be looped back into the carpet substrate	Topic	Opportunity
			Weight down	Leverage lightweight portfolio
			Sustainable technologies	Leverage recycled fiber technologies
			Comfort in autonomous driving	New levels of quietness

Di-Light		<div><div> lightweight</div><div> acoustics</div><div> functionality</div><div> ecoway</div></div> <ul style="list-style-type: none">Improved durability and better aestheticsCarpet is produced with recycled bottle flakes (up to 97% recycled content)High stain-resistance due to its hydrophobic surface	Topic	Opportunity
			Shared mobility	Durability
			BEV	Sustainability

Innovating for new mobility

Selected exterior acoustics technologies

Ultra-Silent		<div><div> lightweight</div><div> acoustics</div><div> structural</div><div> ecoway</div></div> <ul style="list-style-type: none">• 100% porous product covering large areas under the vehicle -> reduces interior and exterior noise• Benchmark fixation point strength and excellent stone impact performance for a high quality and durable product• 100% polyester composition ensures zero carbon emissions (VOC) as well as a full end-of-life recyclability	Topic	Opportunity
			Weight down	Leverage lightweight portfolio
			Aerodynamics	Extended underbody coverage
			Dominant road noise	Textile exterior treatments
			Sustainable technologies	Leverage recycled fiber technologies
			Comfort in autonomous driving	New levels of quietness
Era-Light		<div><div> lightweight</div><div> acoustics</div><div> perceived quality</div><div> ecoway</div></div> <ul style="list-style-type: none">• Benchmark in acoustic performance relevant to underbody• Durable product and consistent performance despite exterior application• Minimum added weight per acoustic performance increase• Potential mono-material solution	Topic	Opportunity
			Weight down	Leverage lightweight portfolio
			Dominant road noise	Textile exterior treatments
			Sustainable technologies	Leverage recycled fiber technologies
			Comfort in autonomous driving	New levels of quietness

Innovating for new mobility

Selected motor noise attenuation technologies

Theta-FiberCell		<div> lightweight acoustics structural</div> <ul style="list-style-type: none">Combination of Theta-Fiber and Theta-Cell provides outstanding acoustic absorption at light weight	Topic	Opportunity
			Powertrain tonal noise	Specific treatments, diagnostics and simulation
			Weight down	Leverage lightweight portfolio
			Comfort in autonomous driving	New levels of quietness

Hybrid-Acoustics Eco+		<div> lightweight acoustics functionality ecoway</div> <ul style="list-style-type: none">Benchmark in acoustic performance relevant to underbodyDurable product and consistent performance despite exterior applicationMinimum added weight per acoustic performance increasePotential mono-material solution	Topic	Opportunity
			Weight down	Leverage lightweight portfolio
			Dominant road noise	Textile exterior treatments
			Sustainable technologies	Leverage recycled fiber technologies
			Comfort in autonomous driving	New levels of quietness

Conclusion

New mobility trends: impact on product portfolio

Product families	BEV including private autonomous	Private autonomous ICE	Shared ICE including autonomous	Shared BEV including autonomous
Carpets	↑	↑	↑	↑
Floor insulators	↓	✓	✓	↓
Inner dashes	✓	↑	✓	↓
Wheelhouse liners	↑	↑	✓	✓
Underbody panels	✓	↑	✓	✓
Engine bay	↓	↑	✓	↓
Heatshields	↘	✓	✓	↘

Conclusion

New mobility trends support future profitable growth

- New mobility trends such as e-mobility and autonomous/shared driving provide business opportunities for Autoneum
- Autoneum benefits from its proven long-standing NVH and thermal expertise
- Trends are early anticipated in the innovation pipeline
- New OEMs offer potential for outsourcing of NVH development
- For Autoneum digitalization is all about operational excellence



Industry trends such as e-mobility and autonomous/shared driving as well as Industry 4.0 support Autoneum's target of profitable growth

Appendix

Broad product portfolio

Our product lines

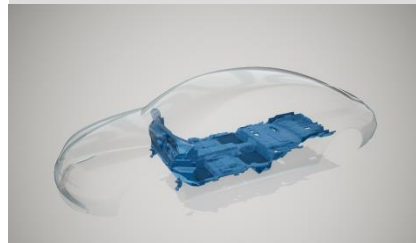
Engine Bay

- Engine Encapsulations
- Hoodliners
- Outer dashes
- Engine top covers
- Battery covers



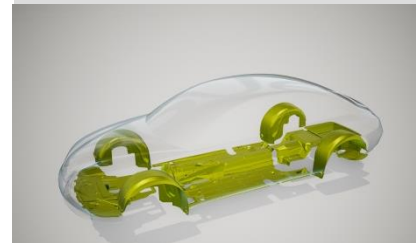
Interior Floor

- Inner dashes
- Tufted carpets
- Non-woven carpets
- Floor mats
- Floor insulators
- Spacers and crash pads



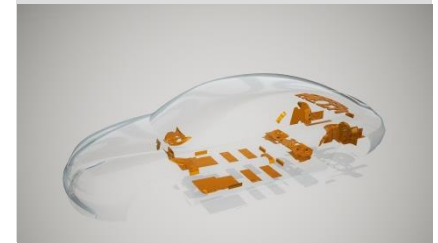
Underbody

- Underbody systems
- Wheelhouse outer liners
- Floor pans
- Battery boxes
- Heatshields







Body Treatment

- Dampers
- Stiffeners



Sales split

	Interior floor  <ul style="list-style-type: none"> • Inner dashes • Non-woven carpets • Tufted carpets • Floor insulator • Floor mats • Spacers/crash pads 	Underbody  <ul style="list-style-type: none"> • Underbody shields • Floor pans • Heat shields • Wheelhouse outer liners 	Engine bay  <ul style="list-style-type: none"> • Engine mounted parts • Body mounted parts • Engine top cover • Hoodliners • Outer dashes • Water box shields 	Body treatment  <ul style="list-style-type: none"> • Dampers/stiffeners • Sealants • Other acoustic parts 	Other <ul style="list-style-type: none"> • Trunk parts • Interior trim parts • Truck parts
BG Europe	15%	11%	5%	1%	7%
BG North America	29%	5%	4%	-	7%
BG Asia	5%	2%	2%	1%	2%
BG SAMEA	2%	1%	1%	-	1%
Sales split 2017 by product line	50%	19%	11%	2%	17%

Theta-FiberCell - an engine bay innovation

Lightweight structural parts at best acoustic



Lightweight technologies allow implementation of innovative engine encapsulations for CO₂ reduction and acoustic benefit.



100% porous product allows high acoustic performance. Combination of Theta-Fiber and Theta-Cell provides outstanding acoustic absorption at light weight.



Carrier in Theta-Fiber ensures resistance to engine vibration and best-in-class mechanical properties even after long-term aging at 160°C.



Theta-FiberCell brings thermal insulation, temperature resistance up to 200°C in peak conditions, low flammability and high self-ignition temperature.



Engine top cover

Hybrid-Acoustics – an interior floor innovation

Local tuning of insulation and absorption



acoustics

According to the material variant up to 70% of recycled material is used (mostly post-industrial cotton fibers).



ecoway

Product delivering high acoustic insulation and absorption.



lightweight

Lightweight product based on porous materials like felt or foam. The parts are easy to handle and to mount in the vehicle.



functionality

Thanks to the control of the dynamic stiffness, the acoustic can be tuned locally to meet each car's NVH requirements.



Inner dash

Di-Light – an interior floor innovation

Better durability and perceived quality



Needlepunch carpets have until now been seen as cost-effective textile surfaces but prone to flattening and wear over lifetime. Di-Light is a more durable needlepunch carpet.



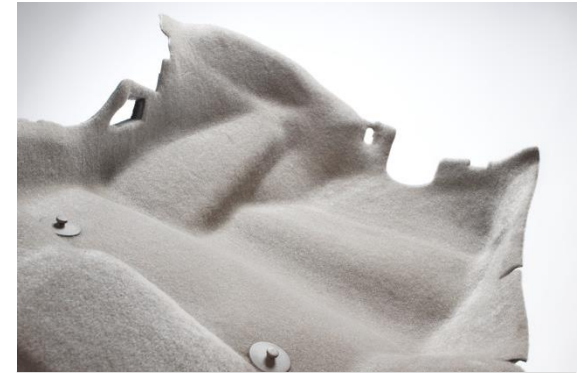
Durability of a carpet is not strictly correlated to its weight; Di-Light proves that with its more resilient fibrous web layer, it out-performs heavier standard needlepunch carpets.



Carpet is produced with recycled bottle flakes (up to 97% recycled content).



Better coverage with more uniform surface appearance gives better aesthetics to floor carpets.



Needlepunch carpet

Ultra-Silent – an underbody innovation

Light, durable and acoustic



lightweight

Lightest product on the market helps the customers achieving the CO₂ targets.



structural

No use of glass fibers ensures benchmark fixation point strength and excellent stone impact performance for a high quality and durable product.



ecoway

100% polyester composition ensures zero carbon emissions (VOC) as well as a full end-of-life recyclability.



acoustics

100% porous product covering large areas under the vehicle reduces interior and exterior noise.



Underfloor shield

Nero-Acoustics – a body treatment innovation

Core competence “acoustic” at low weight



Up to 50% weight reduction compared to conventional dampers – still achieving 20% weight saving compared to previous generation of lightweight dampers.



Improved damping-to-mass performance allowing to reduce the area weight of the part without altering its damping effect.



Good conformability and easy usage in trim or paint shop.



Improved process recyclability due to the change of filler material.



Damper

Measurement systems

Product portfolio

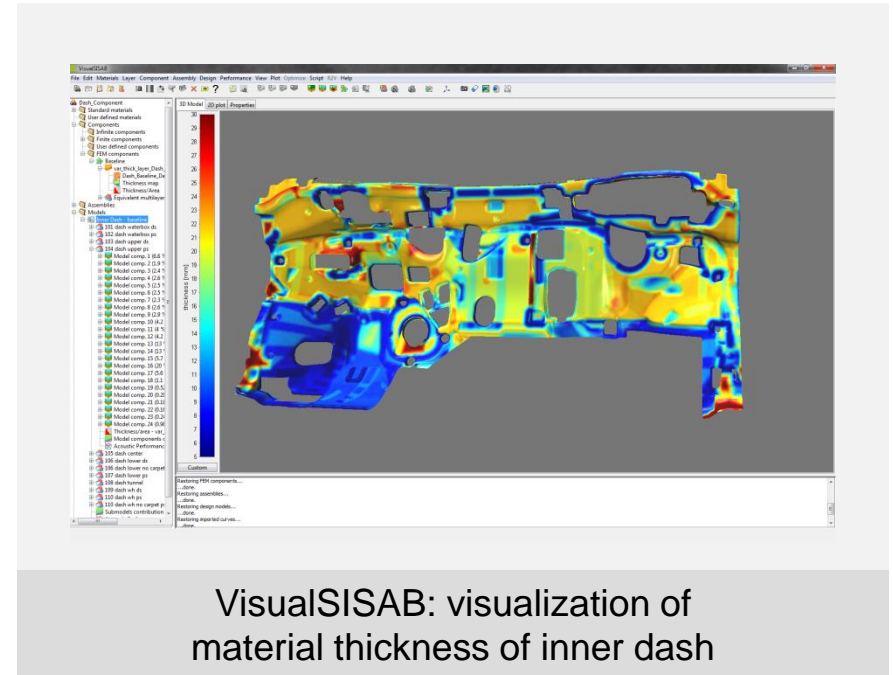
- Core competencies in acoustic and thermal management applied in specialized measurement systems
- Innovative systems to measure components and material properties
- Developed by experts – resulting in industry standards
- Measurement systems set the industry standard and are in use by OEMs, suppliers and laboratories



Simulation tools

Product portfolio

- Acoustic and Thermal Simulation tools for full system or component optimization
- Scientific analysis combined with understanding of operational boundary in the automotive industry
- Best-in-class solutions in concept and development phase and for VA/VE during serial production



Contacts and event calendar

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autoneum

Mastering sound and heat.