

March 1, 2023

# 2022 Annual Results Conference



Autoneum. Mastering sound and heat.

# Agenda

1. **Business year 2022**  
*Matthias Holzammer, CEO*
2. Financial results 2022  
*Bernhard Wiehl, CFO*
3. Borgers acquisition  
*Matthias Holzammer, CEO*
4. Outlook 2023  
*Matthias Holzammer, CEO*

# 2022: Year in review



## Financials

- In 2022, revenue increased by 6.1% from CHF 1.7 to CHF 1.8 billion, driven by inflation compensation
- EBIT margin decreased from 3.4% to 2.0% due to higher costs in energy and materials, negative currency effects as well as lower production volumes in Europe and China
- Positive net result of CHF 10.9 million despite challenges and high inflation
- Free cash flow of CHF 57.3 million
- Waiver of dividend for 2022 proposed in view of the low net result



## Market

- Global automotive production volumes\* grew by 6.7%
  - Europe: -0.7%
  - North America: +9.7%
  - Asia: +8.2%
  - SAMEA (South America, Middle East and Africa): +7.7%
- In Europe, Asia and North America, Autoneum's production volumes developed below market due to an unfavorable model mix effect
- Autoneum's revenue in local currencies increased by +8.5%, mainly due to inflation-related price increases



## Strategy

- Acquisition of competitor Borgers
- High level of customer awards with BEVs
- Introduction of fully recyclable 100% polyester carpet systems, already awarded by two key customers
- New modern cold chamber for testing entire vehicles, supporting the development of products for the thermal management of BEVs
- Continued progress on sustainability:
  - Autoneum submitted ambitious targets to reduce CO<sub>2</sub> emissions to the Science Based Targets initiative
  - More than 210 sustainability projects worldwide focusing on waste, energy and water efficiency

\*Source: S&P Global Light Vehicle Production Forecasts of February 16, 2023

## Light vehicle production by region

autoneum

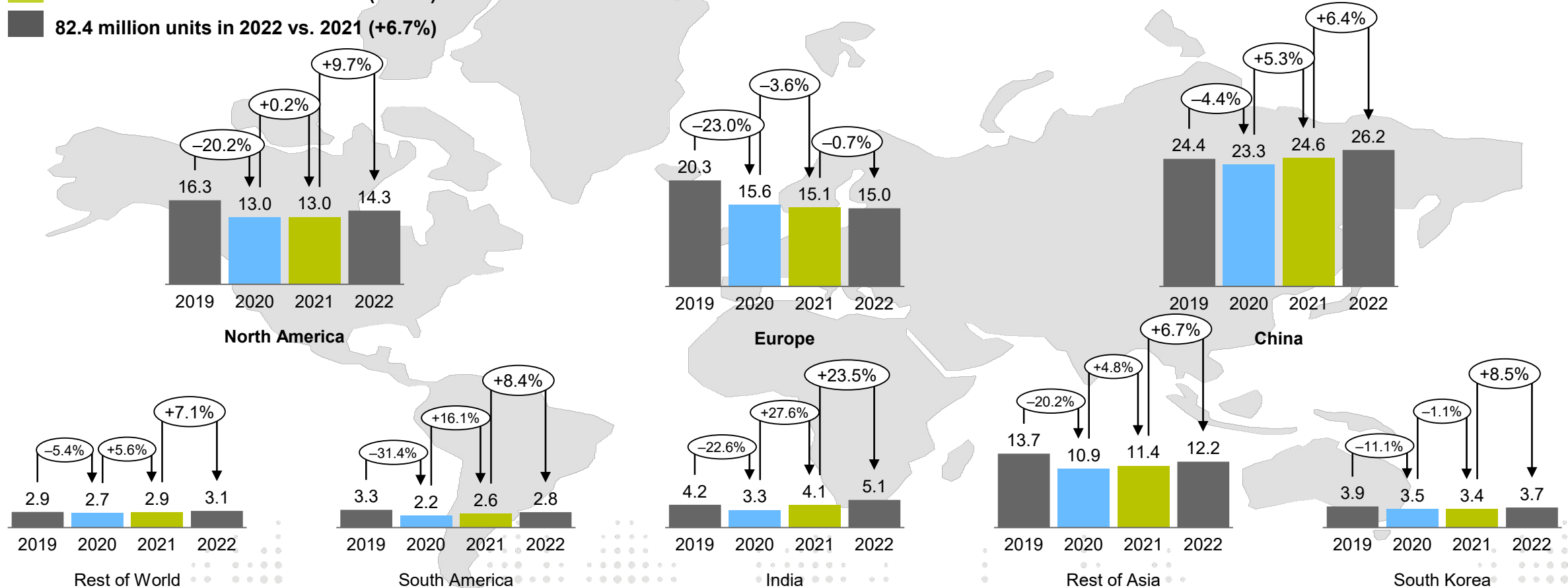
# Market growth below expectations in all regions except Europe

89.0 million units in 2019

74.6 million units in 2020 vs. 2019 (-16.1%)

77.2 million units in 2021 vs. 2020 (+3.5%)

82.4 million units in 2022 vs. 2021 (+6.7%)

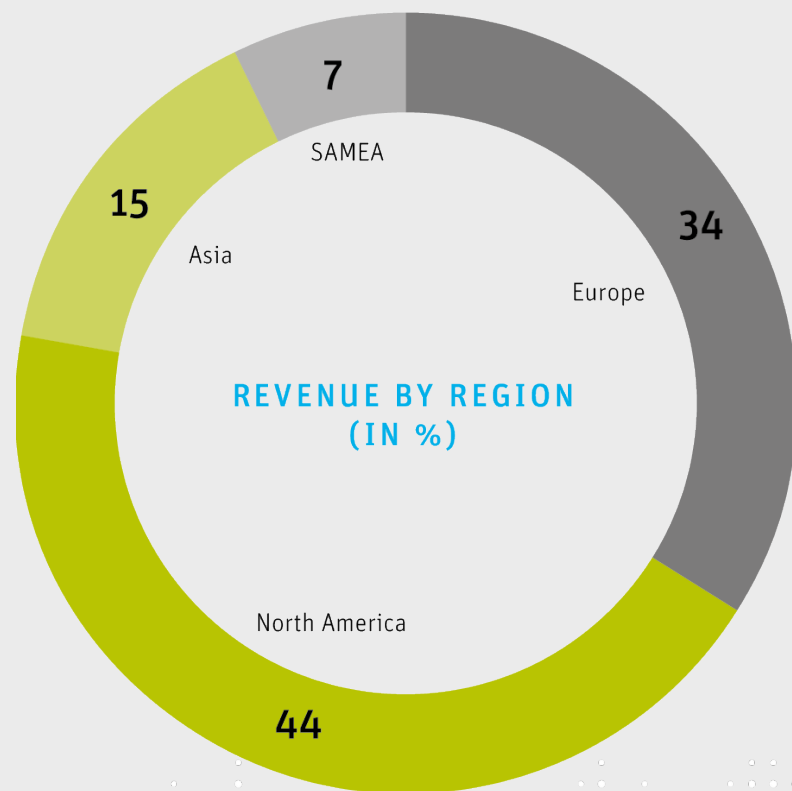


\*Source: S&P Global Light Vehicle Production of February 16, 2023

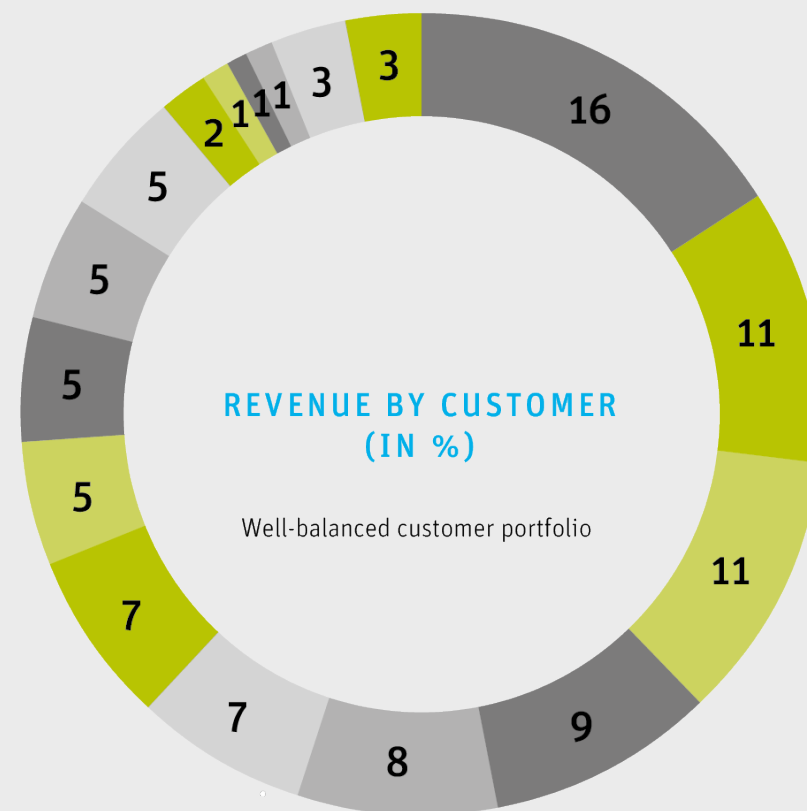
2022 Annual Results : March 1, 2023

## Split of revenue 2022

# Well-balanced customer portfolio



Share of BG North America increased from 40% to 44%.  
Share of BG Europe decreased from 38% to 34%.



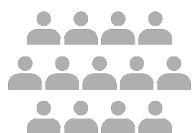
Autoneum's strength is its diversified customer portfolio.

# Turnaround North America

autoneum

## Achievements and challenges 2022 – break-even targeted for 2023

### Challenges 2022



**Competitive labor market** led to high fluctuation in operations and overtime



**Workforce stability** impacted by the tight labor market along with supply interruptions for components, resulting in labor inefficiencies



**Increased inflation** in materials, energy and labor costs by **CHF 32.2 million**

**–5.6** CHF million

**Distressed sub-supplier** of Autoneum caused one-time costs in HY1 2022

### Achievements 2022

**4.1** CHF million

**Savings achieved through labor efficiency**

**1.6%**

**Decrease in scrap rate** from **1.9%** in 2021 to **1.6%** in 2022

### Team setup

Reinforcing operational management team with experienced professionals from Autoneum

### Footprint

**Relocation of floor mat business** from Bloomsburg, USA, to San Luis Potosí, Mexico, completed

Successful takeover of wheelhouse outer liner business from a US competitor

### Next steps 2023



**Further increase operational performance** by improving productivity, maximizing material and freight utilization, lowering scrap rate and downtime



**Stabilize workforce** by converting temporary to permanent jobs, reducing overtime and retaining talent



**Continuation of customer negotiations** to fully compensate costs resulting from inflation and stop-and-go production

### Footprint

**Optimize footprint** and continue to strategically grow our Mexico operations for product profitability

# Agenda

1. Business year 2022  
*Matthias Holzammer, CEO*
2. **Financial results 2022**  
***Bernhard Wiehl, CFO***
3. Borgers acquisition  
*Matthias Holzammer, CEO*
4. Outlook 2023  
*Matthias Holzammer, CEO*

# Key figures Overview

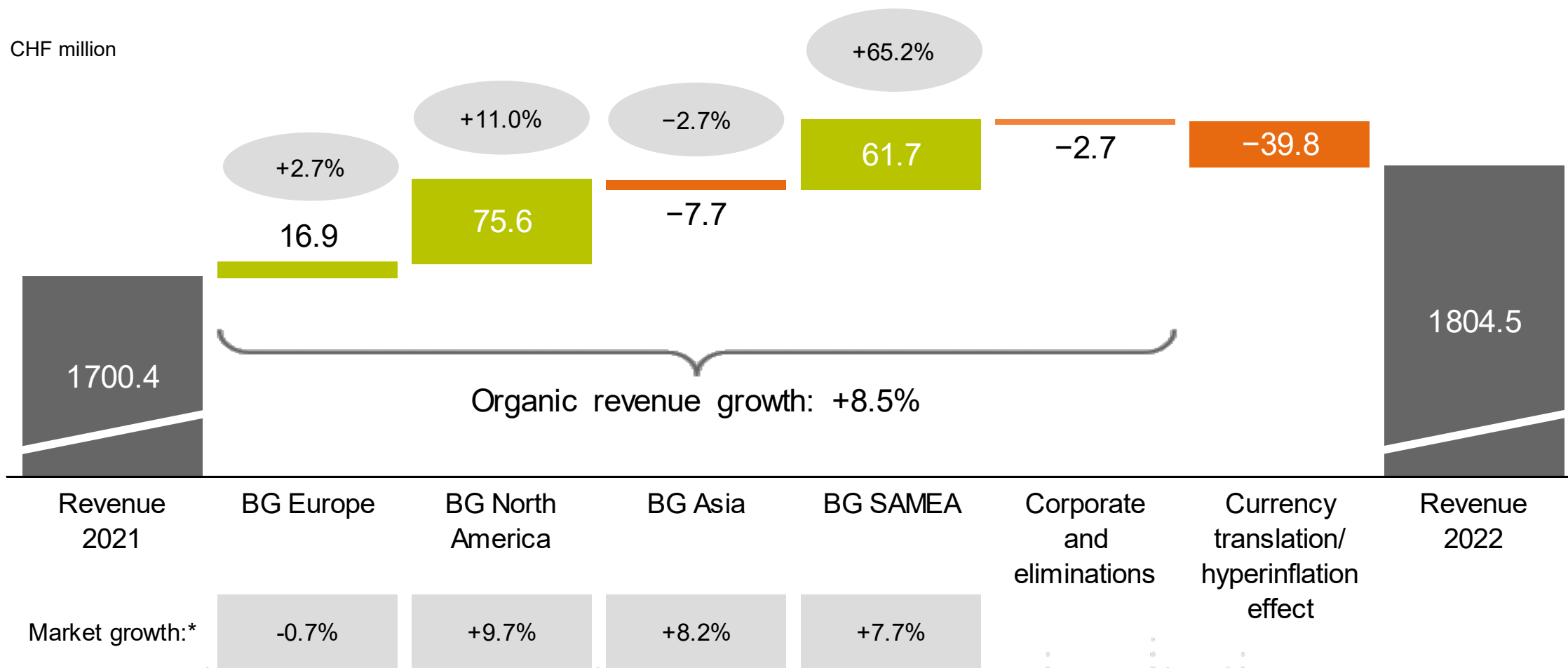
CHF million	2021	2022	Change
Revenue	1 700.4	<b>1 804.5</b>	104.1
EBITDA	179.8	<b>152.1</b>	−27.7
<i>in % of revenue (change in pp)</i>	<i>10.6%</i>	<b><i>8.4%</i></b>	<i>−2.1</i>
EBIT	57.5	<b>35.4</b>	−22.2
<i>in % of revenue (change in pp)</i>	<i>3.4%</i>	<b><i>2.0%</i></b>	<i>−1.4</i>
Net result	30.1	<b>10.9</b>	−19.2
Investments in tangible assets	34.1	<b>39.7</b>	5.5
Free cash flow	71.1	<b>57.3</b>	−13.8
Basic earnings per share (EPS) in CHF	4.91	<b>−0.49</b>	−5.40



## Revenue development

# Increase in revenue due to inflation compensation

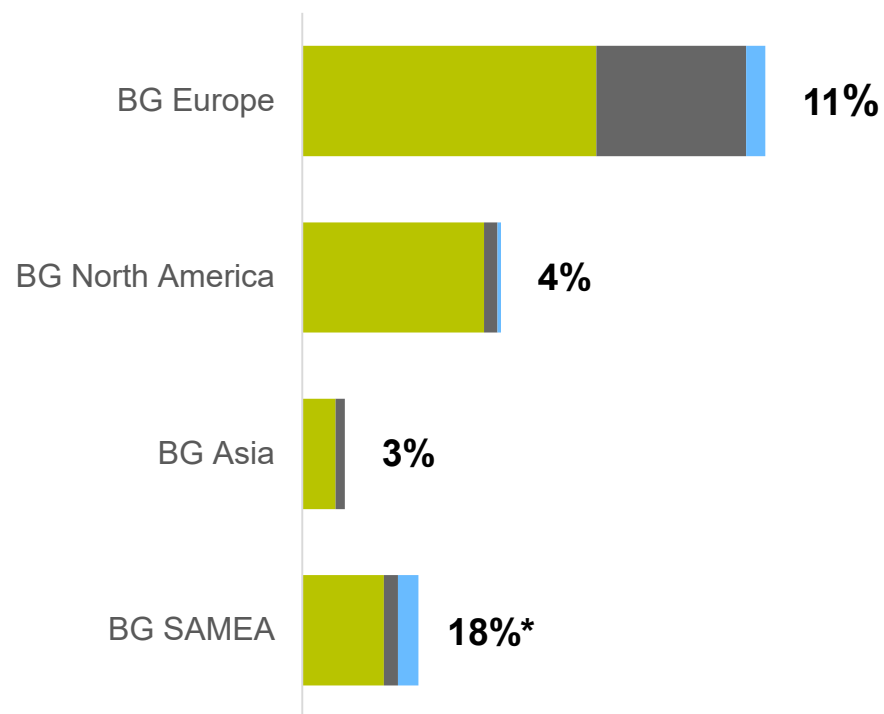
CHF million



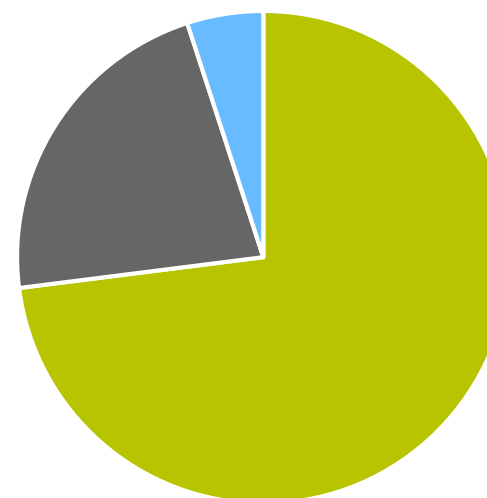
## Key challenge inflation

# Profitability impacted by inflationary environment

Inflation 2022 in % of revenue by Business Group



Breakdown of total inflation 2022 by cost element



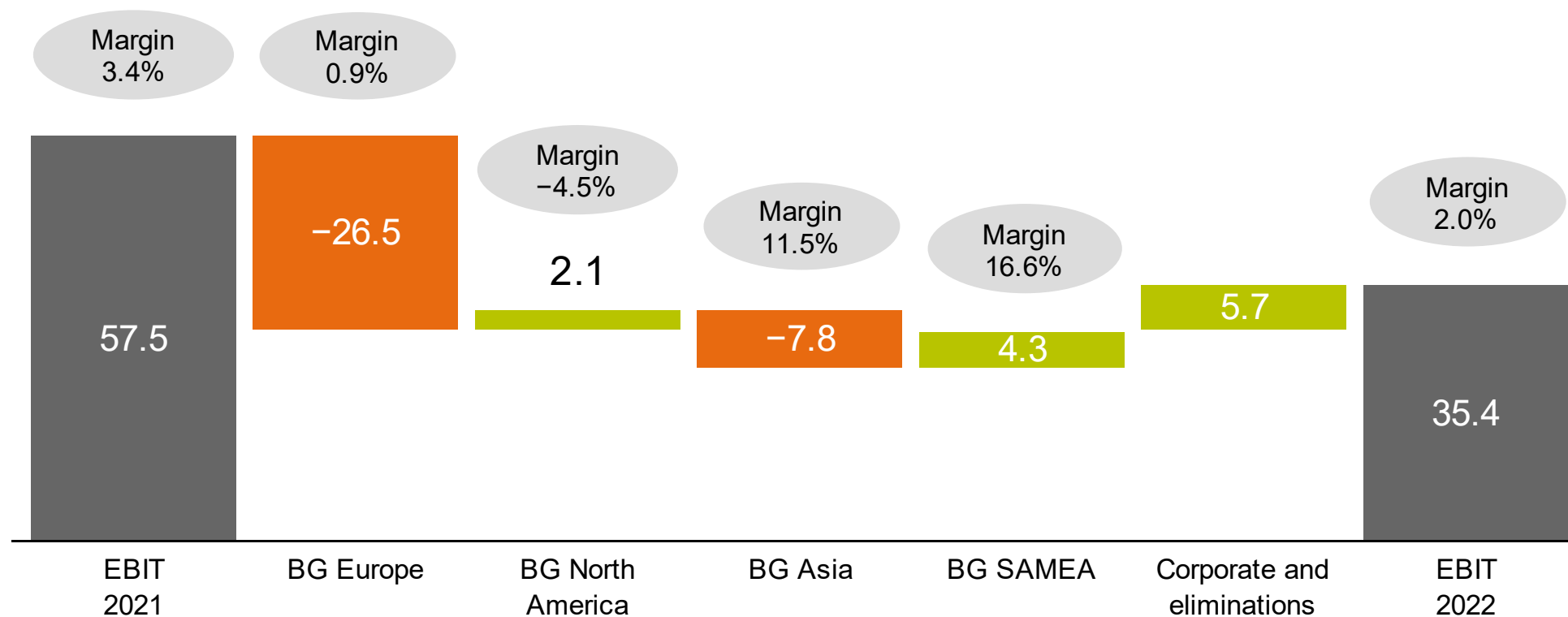
**Raw materials** > 90% compensated in 2022  
**Energy** > 80% compensated in 2022  
**Labor** compensation part of pricing 2023

\* Including transactional currency effects

## EBIT development

# Lower EBIT contributions from BG Europe and BG Asia

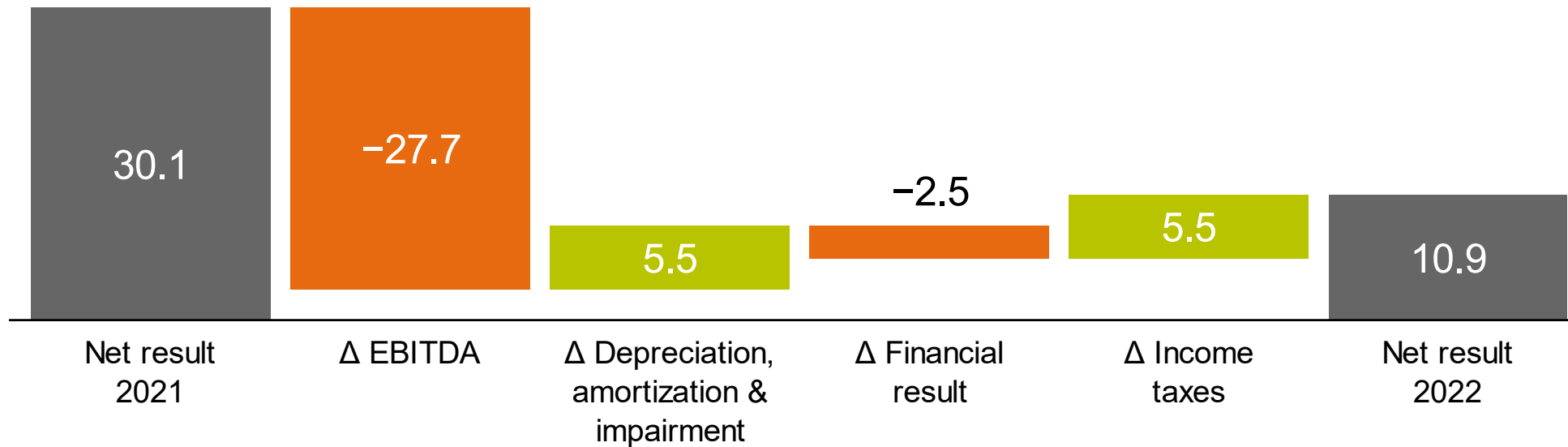
CHF million



## Net result

# Positive net result despite difficult conditions

CHF million



## Net debt and equity ratio at stable level

CHF million	31.12.2021	31.12.2022	Change
<b>Total assets</b>	1 502.0	<b>1 471.9</b>	–30.0
Non-current assets (excl. leased assets)	681.2	<b>626.6</b>	–54.6
Leased assets	260.9	<b>239.8</b>	–21.1
Net working capital (NWC)	107.2	<b>133.3</b>	26.1
Cash and cash equivalents	103.7	<b>123.6</b>	19.9
Borrowings (excl. lease liabilities)	355.1	<b>375.9</b>	20.8
Lease liabilities	282.3	<b>263.0</b>	–19.4
<b>Net debt (excl. lease liabilities)</b>	251.4	<b>252.2</b>	0.8
Shareholders' equity	451.2	<b>432.0</b>	–19.2
<i>in % of total assets (change in pp)</i>	30.0%	<b>29.4%</b>	–0.7

- Negative currency translation effect on total assets of CHF 31.4 million
- Net working capital level increased mainly due to ongoing stop-and-go production at vehicle manufacturers
- Net debt remained almost unchanged
- Slight decrease in equity ratio due to lower net profit, dividend payments and negative currency translation effects

## Cash flow statement



# Solid FCF despite decrease in volumes and inflation

CHF million	2021	2022	Change
EBITDA	179.8	<b>152.1</b>	-27.7
Cash flows from operating activities	100.4	<b>94.5</b>	-5.9
Cash flows used in investing activities	-29.3	<b>-37.2</b>	-7.9
Free cash flow	71.1	<b>57.3</b>	-13.8
Cash flows used in financing activities	-288.6	<b>-30.4</b>	258.2
Cash and cash equivalents at the end of the period	103.7	<b>123.6</b>	19.9

- Decrease in EBITDA was the main factor for the reduced cash flow from operating activities
- Positive effects resulted from a reduced increase in cash spending for Net working capital of CHF 23.1 million and income taxes of CHF 7.5 million
- Investments in tangible assets increased slightly by CHF 5.5 million versus prior year
- Free cash flow used for repayment of lease liabilities of CHF 27.5 million and dividend payments of CHF 19.7 million

# Agenda

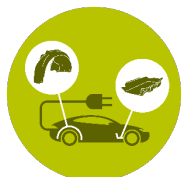
1. Business year 2022  
*Matthias Holzammer, CEO*
2. Financial results 2022  
*Bernhard Wiehl, CFO*
- 3. Borgers acquisition**  
***Matthias Holzammer, CEO***
4. Outlook 2023  
*Matthias Holzammer, CEO*

# Acquisition of Borgers Automotive

## At a glance



The acquisition of Borgers further strengthens Autoneum's position as the global market and technology leader in sustainable acoustic and thermal management solutions for vehicles.



Borgers' wheelhouse outer liner (WOL) and trunk product lines as well as their truck business optimally complement Autoneum's product and technology portfolio, with Borgers being the European market leader in textile WOL.



The strong product and technology portfolios of Borgers and Autoneum are highly complementary, supporting Autoneum's sustained growth on a global scale in the medium and long term.



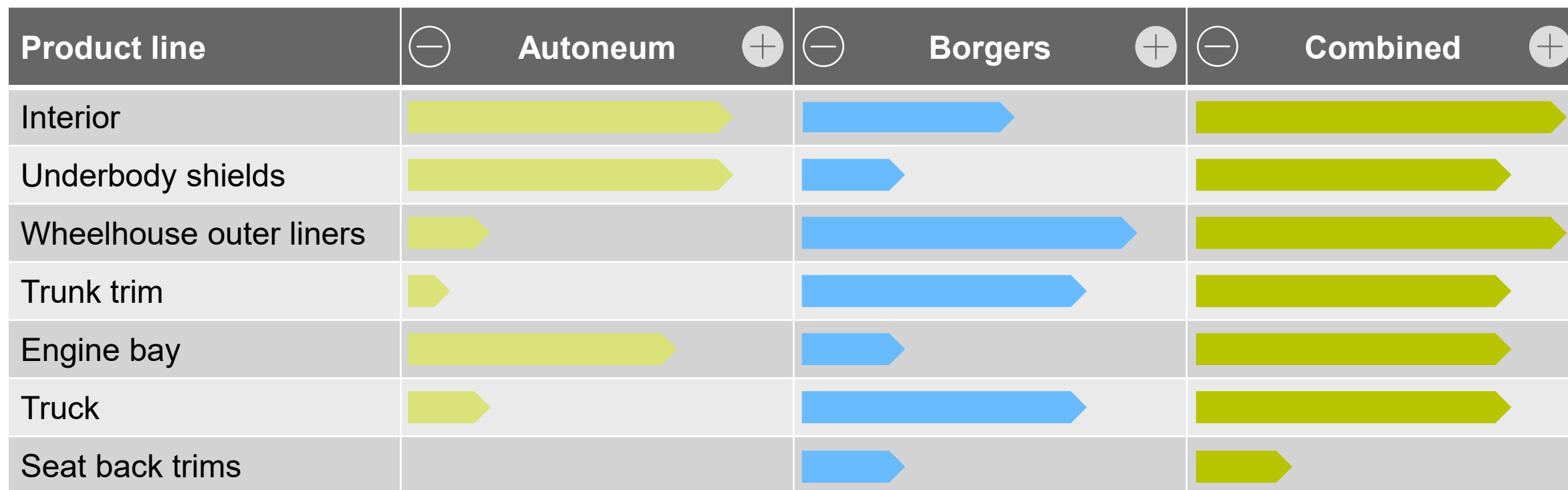
The acquisition will be accretive to Autoneum's profitability as from closing thanks to renegotiated agreements with vehicle manufacturers. Even taking into account the planned capital increase\*, the transaction will generate a positive earnings per share contribution from the outset.

\*see media release of January 9, 2023



# Acquisition of Borgers Automotive

## The perfect complement



### Legend:



# Acquisition of Borgers Automotive

autoneum

## Autoneum expands global market and technical leadership

autoneum

Global leader of **acoustic and thermal management solutions** for vehicles, represented in **24 countries** with **53 production facilities** worldwide

autoneum  **BORGERS**

Global leader of **sustainable acoustic and thermal management solutions**

**CHF 2.5 billion**

revenue 2022<sup>1</sup>

**~16100**

employees 2022

**67**

production facilities

 **BORGERS**

Manufacturer of **acoustically effective components** for motor vehicles, operating in **8 countries** with **18 locations** worldwide

Revenue 2022

**CHF 1.8 billion**

Employees 2022

**11622**

Production facilities

**53**

Revenue 2022<sup>2</sup>

**EUR 697 million**

Employees 2022<sup>2</sup>

**~4460**

Production facilities<sup>2</sup>

**14**

13.2% 78.6% 8.2%

<sup>1</sup> Based on FX year-end 2022 (EUR/CHF 0.98)

<sup>2</sup> not audited and including JV in China

# Agenda

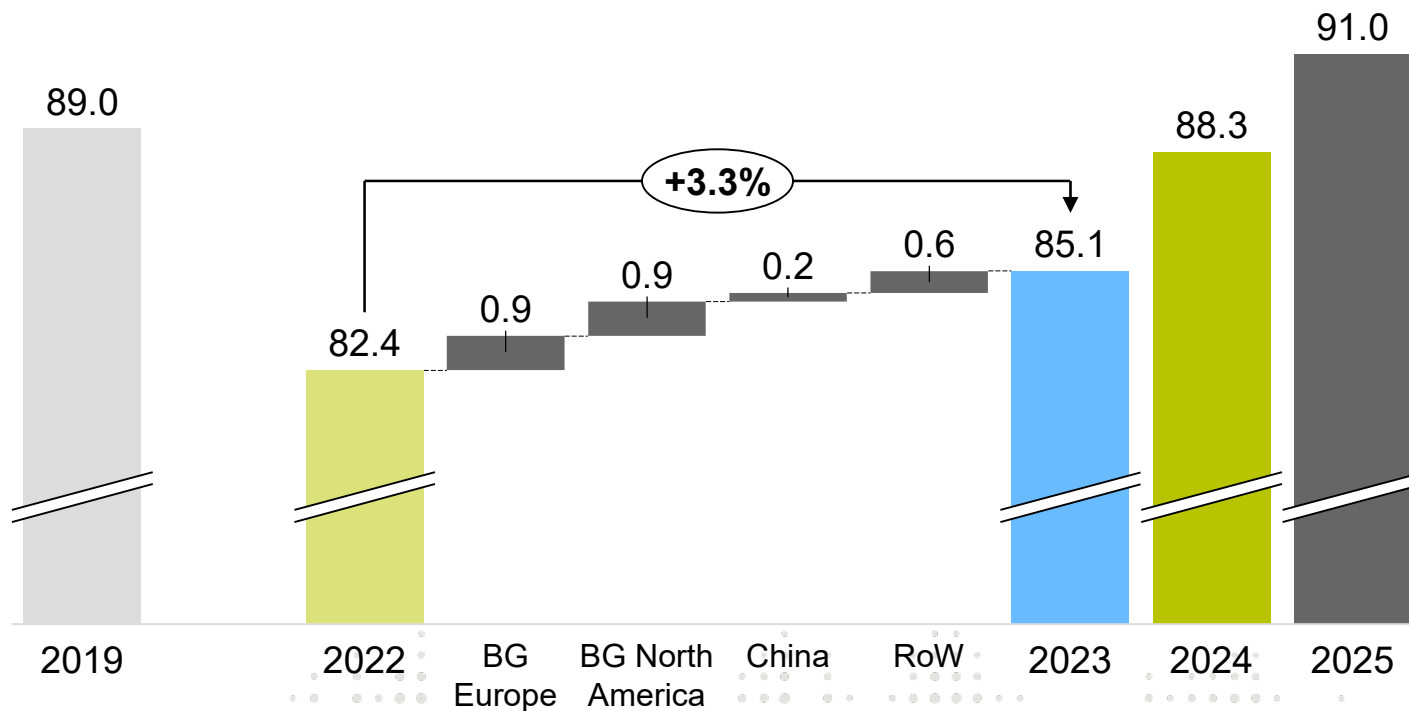
1. Business year 2022  
*Matthias Holzammer, CEO*
2. Financial results 2022  
*Bernhard Wiehl, CFO*
3. Borgers acquisition  
*Matthias Holzammer, CEO*
- 4. Outlook 2023**  
**Matthias Holzammer, CEO**

## Light vehicle production forecast

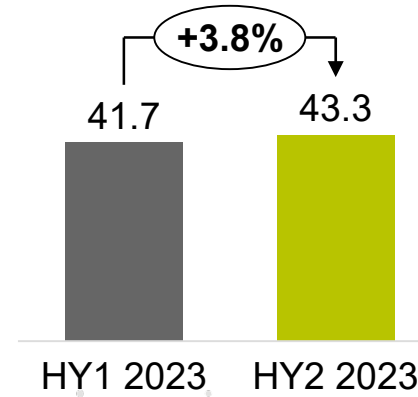
# Moderate global growth of 3.3%\* expected in 2023

Yearly global automobile production

million units



- Global production volumes are forecast to grow by 3.3%\* in 2023
- Market growth driven by Europe and North America
- 2019 volumes could be exceeded by 2025
- Second half year is expected to be 3.8% higher than first half year of 2023

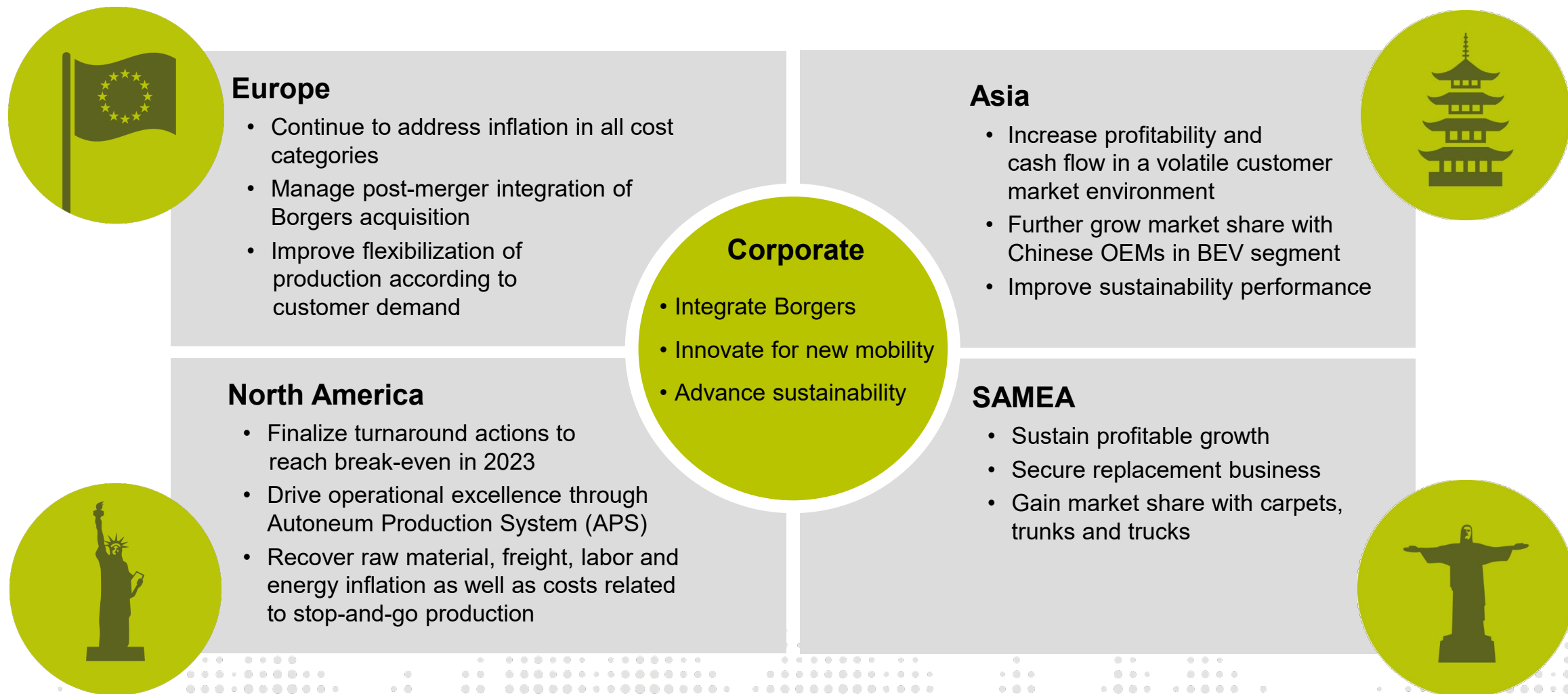


\*Source: S&P Global Light Vehicle Production of February 16, 2023

## Action plan 2023 per region

autoneum

### Focus on profitability, break-even at BG North America & Borgers integration



# Guidance 2023



## Market

Global automotive production is forecast to increase by 3.3%<sup>1</sup> in 2023 compared to 2022. Autoneum anticipates production volumes in the different regions to develop in line with S&P market forecasts.



## Revenue

Based on the forecast market development<sup>1</sup> and a successful closing of the Borgers acquisition<sup>2</sup>, Autoneum expects total revenue of CHF 2.4 to 2.5 billion for the financial year 2023.



## Profitability and FCF

The Company expects an EBIT margin of 3.5 to 4.5%<sup>2</sup> and a free cash flow in the higher double-digit million range for 2023.

<sup>1</sup> Source: S&P Global Light Vehicle Production Forecast of February 16, 2023

<sup>2</sup> This guidance is based on a successful closing of the Borgers acquisition by the end of March 2023 and includes expected Borgers figures from April 1 to December 31, 2023.

# Contacts and event calendar

## Investors and Financial Analysts

Bernhard Weber  
Head Financial Services & IR

T +41 52 244 82 07

[investor@autoneum.com](mailto:investor@autoneum.com)

## Media

Claudia Güntert  
Head Corporate Communications

T +41 52 244 83 88

[media.inquiry@autoneum.com](mailto:media.inquiry@autoneum.com)

## Contact address

Autoneum Holding Ltd  
Schlosstalstrasse 43 / P.O. Box  
CH - 8406 Winterthur

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

## Important dates 2023

Annual General Meeting 2023

March 23, 2023

Publication Semi-Annual Report 2023

August 23, 2023

## Autoneum listed on SIX Swiss Exchange

Ticker Symbol

AUTN

Valor Number

12748036

ISIN

CH0127480363

# Disclaimer / Legal Note

Autoneum is making great efforts to include accurate and up-to-date information in this document, however, we make no representations or warranties, expressed or implied, as to the accuracy or completeness of the information provided in this document and we disclaim any liability whatsoever for the use of it. Due to rounding, numbers presented throughout this document may not add up precisely to the totals provided. All ratios and variances are calculated using the underlying amount rather than the presented rounded amount. The information provided in this document is neither intended nor may be construed as an offer or solicitation for the purchase or disposal, trading or any transaction in any Autoneum securities. Investors must not rely on this information for investment decisions.

This document contains forward-looking statements that are not historical facts. By their nature, forward-looking statements and the assumptions underlying them involve potentially inherent risks and uncertainties, both general and specific, and risks exist that predictions, forecasts, outlooks, projections and other outcomes described, assumed or implied therein will not occur. Important factors that could cause such differences include, but are not limited to, the future geopolitical environment, economic conditions, market conditions, currency exchange rates, legislative, tax and regulatory developments, such as the outstanding antitrust clearance of the acquisition of Borgers Group's automotive business, activities of competitors and other factors within or outside Autoneum's control. Although Autoneum believes that its expectations reflected in such forward-looking statements are based on reasonable assumptions, due to the uncertainties and risks mentioned above, no assurance can be given that these expectations will be realized. Autoneum also assumes no obligation to update forward-looking statements or to conform them to future events or developments.

The vehicle production figures for 2022 and forward looking are based on the latest estimates of S&P Global Mobility.

Credit Suisse and UBS have been mandated as Joint Global Coordinators and Joint Bookrunners to prepare the capital increase.