

Swiss Equity Conference . November 1, 2023 . Bernhard Wiehl, CFO

Autoneum Insights



Autoneum. Mastering sound and heat.

The global market leader

Global market leader of **sustainable acoustic and thermal management solutions** for vehicles



Acquisition of
Borgers Automotive
on April 1, 2023



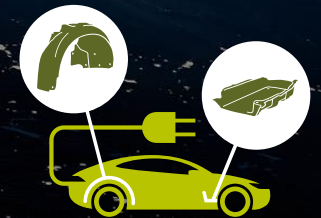
67 production facilities
worldwide



Employees



Represented
in 24 countries



Expanded technological
know-how and product
portfolio

Our products for light and commercial vehicles

Exterior

Engine bay

- Frunk
- Engine¹ and e-motor encapsulations
- Outer dashes
- Hoodliners
- Engine top covers¹
- Other body-mounted insulators

Underbody

- Underbody shields
- Under battery shields
- Wheelhouse outer liners
- Outer tunnel insulators¹
- Heatshields¹
- Battery electromagnetic shields
- Outer floor insulators



Interior

Interior trim

- Trunk trim
- Load floors
- Parcel shelves
- Floor mats (heated)
- Back seat trim
- Consoles and cockpits²
- Headliners and trim panels²

Interior floor

- Inner dashes
- Needlepoint carpets
- Tufted carpets
- Washable surface
- Floor insulators
- Dampers
- Other NVH parts



¹Components specifically for vehicles with combustion drive

²Components specifically for truck / commercial vehicles

Reasons why it is a good fit



1

Strengthens Autoneum's position as the global market leader

2

Highly complementary product, technology and customer portfolio

3

Longstanding expertise in sustainable and recycled materials

4

Improves position in EV product offering

5

Renegotiated OEM contracts, synergies and facilitated integration

Clear focus is now mandatory

Strategic key priorities

Turnaround
North America

Profitable
growth

European
performance

Borgers
integration

ONE
Autoneum

LEVEL UP  ONE  6-8

Important steps toward a sustainable future



33 plants worldwide are certified in energy management

SBTi

Science Based Targets initiative
validated Autoneum's climate targets

less
CO₂

Greenhouse gas emissions reduced by 33% on an absolute basis compared to 2019



214 eco-efficiency projects focusing on waste, energy and water efficiency



Technologies with **excellent sustainability performance**

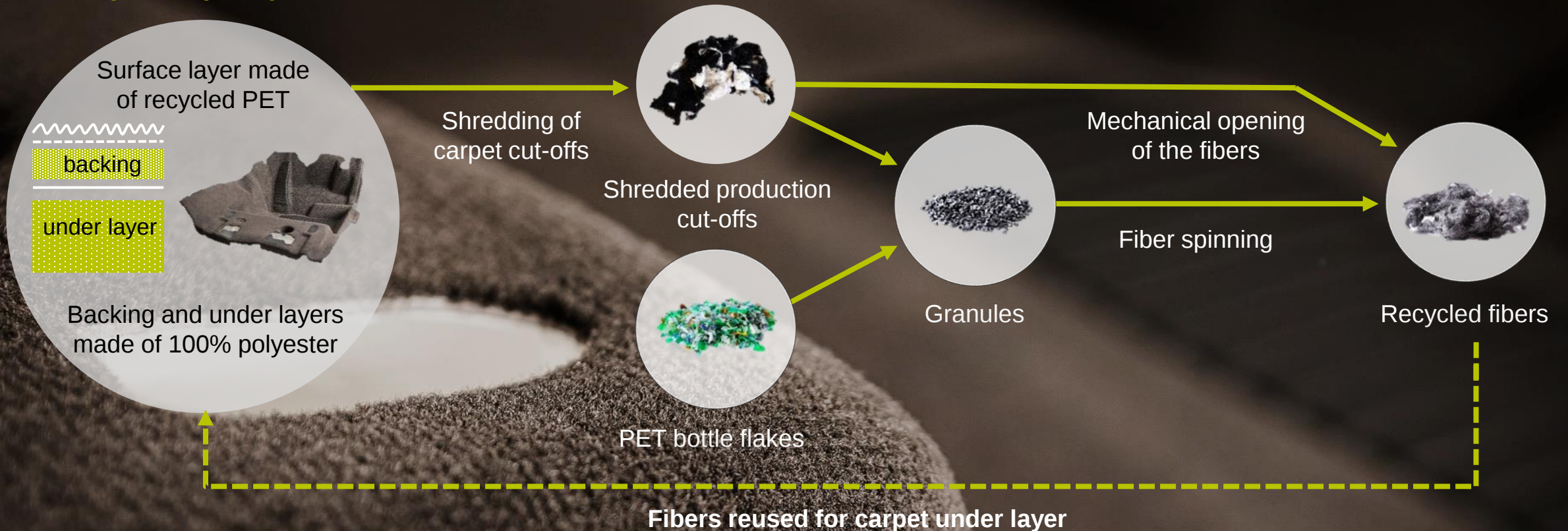


Impressive waste reduction by 36% compared to 2019 and increased use of **recycled materials**

Selected innovations

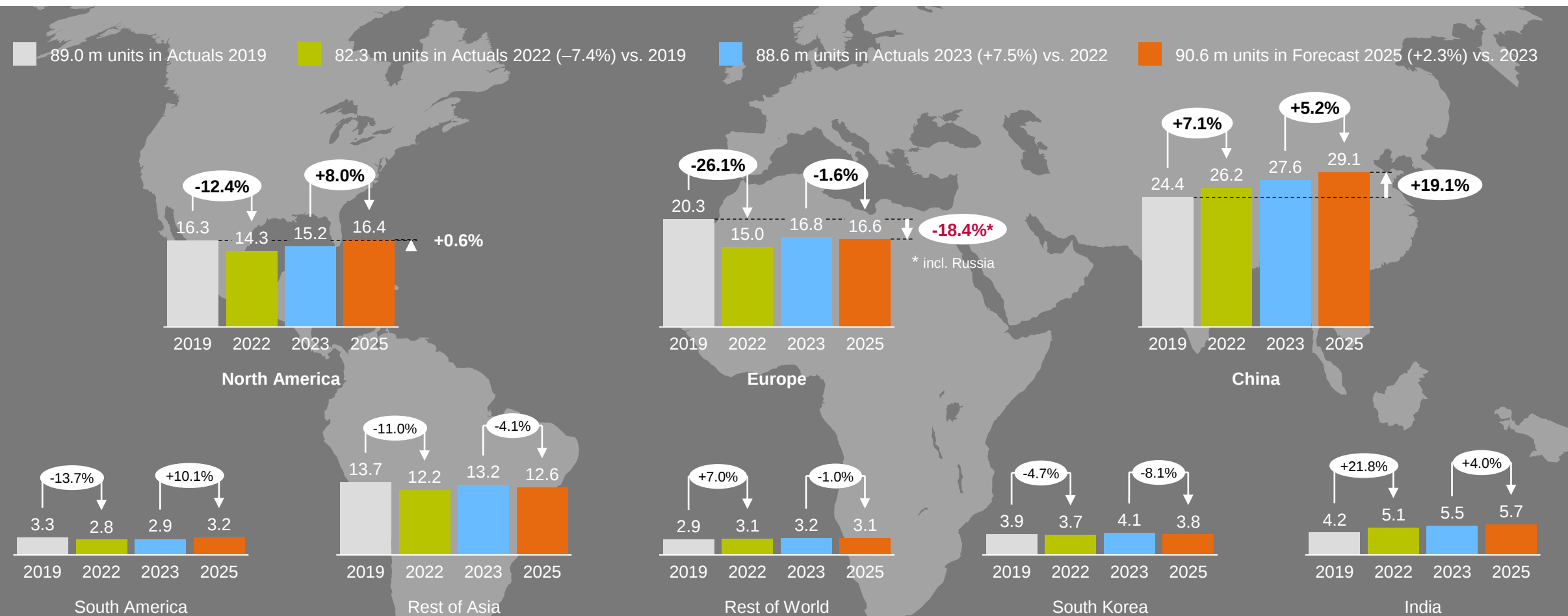
Fully recyclable carpet systems made of 100% polyester

Multilayer carpet system



Light vehicle production by region

2019 production volumes likely to be exceeded by 2025

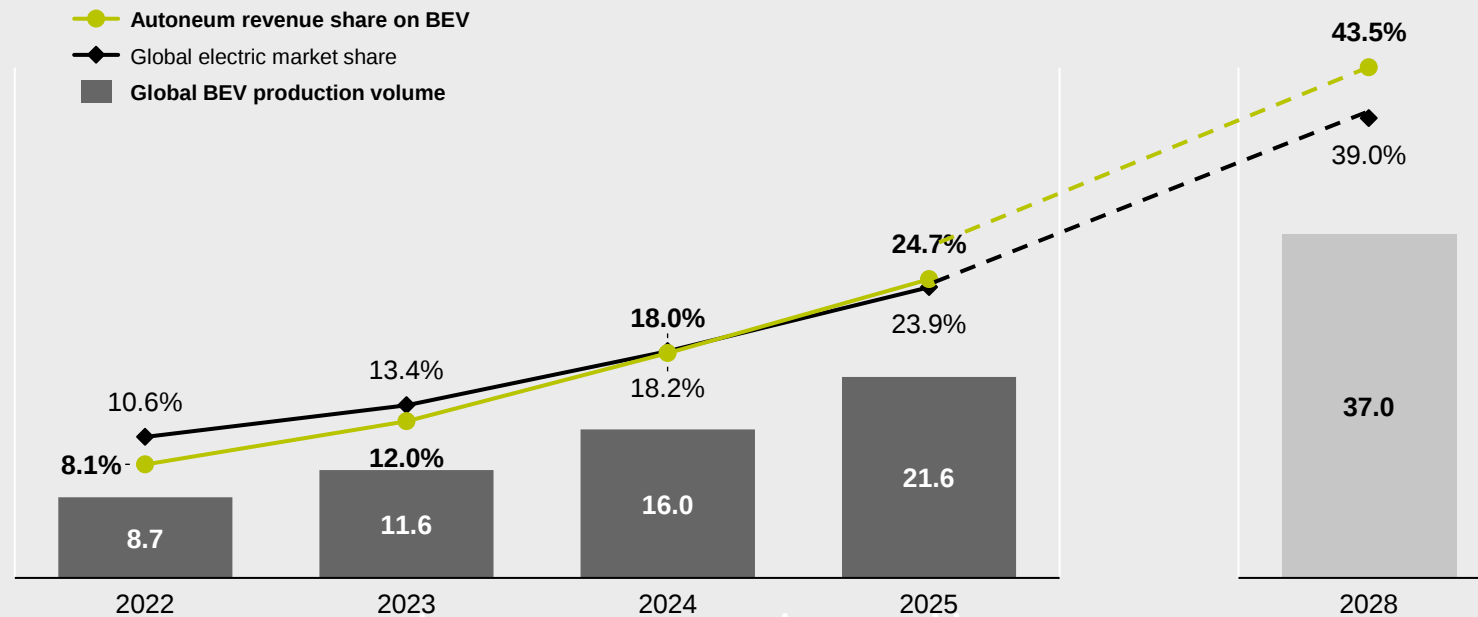


C-A-S-E-S – megatrends supporting growth

	Topics	Opportunities	Components
Connectivity	Missing heat source (engine)	Acoustic components with thermal properties	Inner dashes, carpet systems 
Autonomous	Reducing vehicle weight	Lightweight construction expertise and product portfolio	Wheelhouse outer liners 
Shared	Aerodynamics	Expanding underbody business	Frunks 
Electrification	Road noise more present	Insulation of exterior noise	Underbody systems 
Sustainability	Sustainable technologies	Recycled fibers	
	Powertrain noises	Tailored acoustic solutions, diagnostics and simulations	
	Aesthetics in the interior and trunk	Material innovations	
	Comfort in autonomous vehicles	New noise insulation requirements	
	Shared use	Cleanability and durability	

Revenue with BEVs expected to outperform BEV market share

Global BEV powertrain forecast* 2022 – 2028 (million units)



- **Current order intake with BEV** is targeted to **increase**, with interior floor business being the major driver
- Higher value content per BEV with traditional Autoneum product portfolio

Source: S&P Global Mobility Powertrain Forecast July 2023, SONAR, 08/16/2023, 2024 Budget Rates, Revenue = In production, awarded, open for award - targeted business

Overall positive impact to product portfolio by transition to BEVs

Products		ICEs	Hybrids	BEVs
Inner dashes & rears insulators		✓	✓	➡
Wheelhouse Outer Liner		✓	✓	➡
Trunk trims		✓	✓	➡
Carpet		✓	✓	➡
Engine Bay		✓	✓	➡
Other trunk parts (load floor, parcel shelf)		✓	✓	➡
Underbody systems		✓	✓	➡
Floor insulator		✓	✓	➡
Heatshields		✓	✓	✗

Impact of vehicle electrification

- Rolling noise in BEV as well as additional rear e-motor noise require more acoustic treatment around the wheel and in trunk area
- Inner dash: trend to felt (acoustic and thermal), favorable to Autoneum

- Most parts in our product portfolio are suited for all types of powertrains
- Engine bay: less hoodliner and tunnel outer but more treatment around e-motor (front and rear)

- Less coverage underneath the battery (partly compensated by more rear diffusers) and less packaging space for the floor insulator

- Deletion of heatshields (no exhaust line)

Product innovations for electric vehicles

Development roadmap



Guidance 2023



Market

Global automotive production is forecast to increase by 5.7%¹ in 2023 compared to 2022. Autoneum expects production volumes in the different regions to develop in line with S&P market forecasts.



Revenue

Based on the forecast market development¹ and the renegotiated customer agreements, Autoneum anticipates total revenue of CHF 2.4 to 2.5 billion at unchanged exchange rates for the financial year 2023.



Profitability and free cash flow

The Company expects an EBIT margin of 3.5% to 4.5%² excluding one-time effects and a free cash flow in the higher double-digit million range for 2023, excluding acquisition-related special effects.

¹ Source: S&P Global Light Vehicle Production Forecasts of August 15, 2023

² This guidance includes expected Borgers figures from April 1 to December 31, 2023

Medium-term financial targets



Revenue
development
in line
with market



EBITDA
margin of 13%



Free cash flow
6% of revenue



Equity ratio
>35%



Dividend payout
of at least
30% of net profit
attributable
to shareholders
of Autoneum
Holding Ltd

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Important dates

Publication of Revenue Financial Year 2023	January 22, 2024
Media Conference Financial Year 2023.	March 13, 2024
Annual General Meeting 2024.	April 9, 2024
Semi-Annual Report 2024.	July 25, 2024

SIX Swiss Exchange stock listing:

Ticker symbol	AUTN
Securities number	12748036
ISIN	CH0127480363

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The vehicle production figures are based on the latest estimates of S&P Global Mobility.

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