Automotive Technology

Overview

Sales 2019/20 [€ mn]

<table>
<thead>
<tr>
<th>Products and services</th>
<th>Steering</th>
<th>Damper</th>
<th>Camshafts</th>
</tr>
</thead>
<tbody>
<tr>
<td>~1,900</td>
<td>~800</td>
<td>~750</td>
<td></td>
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</tbody>
</table>

Key strategic elements

- Mission critical and high-performance components and systems for leading automotive customers
- Well-known brands with strong reputation and leading global market positions
- Strong expertise and engineering culture leading to a large IP portfolio and high R&D competence
- High quality products ranging from forging of components to digital expertise (e.g. active dampers, steer-by-wire)
- Global production footprint
- Improve cost position and cash contribution in all businesses

Key figures [€ mn]

<table>
<thead>
<tr>
<th></th>
<th>2018/19</th>
<th>2019/20</th>
</tr>
</thead>
<tbody>
<tr>
<td>Order intake</td>
<td>5,251</td>
<td>4,610</td>
</tr>
<tr>
<td>Sales</td>
<td>5,407</td>
<td>4,702</td>
</tr>
<tr>
<td>EBITDA</td>
<td>210</td>
<td>(210)</td>
</tr>
<tr>
<td>EBIT</td>
<td>(126)</td>
<td>(1,157)</td>
</tr>
<tr>
<td>Adjusted EBIT</td>
<td>(22)</td>
<td>(260)</td>
</tr>
<tr>
<td>Ø Capital Employed</td>
<td>~3,000</td>
<td>~3,100</td>
</tr>
<tr>
<td>BCF</td>
<td>(396)</td>
<td>(776)</td>
</tr>
</tbody>
</table>

Market positions and competitors

Steering:
- #1 in steering column
- Bosch Automotive Steering Systems, ZF/TRW, NSK

Damper:
- #2 in (semi-) active damper
- Tenneco, ZF/TRW, Hitachi Tokico

Automotive Systems:
- ZF/TRW, Benteler, Rhenus Logistics

Camshafts:
- #1 in assembled camshafts
- SECO, Linamar, Mahle

System Engineering:
- #4 in system engineering
- KUKA, Hirata, COMAU

Sales by region (FY 2019/20)

- Western Europe: 16%
- Rest of Europe: 3%
- South America: 30%
- Rest of World: 6%
- China: 21%
- NAFTA: 22%
- D = Germany, A = Austria, CH = Switzerland, LI = Liechtenstein

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