Agenda

Spotlights  Vision  Figures  Markets and products  Innovation and customer benefits
Spotlights
Current topics from the LEONI Group

Components for commenced production of Audi e-tron
System solutions for high-voltage batteries in e-vehicles

Cooperation with Diehl
System solutions for high-voltage batteries in e-vehicles

Order from VW: equipping robots for the production of electric vehicles
Integration of innovative dresspack solution

VALUE 21
Implementation of performance and strategy programme fully on track

Partnership: LEONiQ and Microsoft Azure Sphere
Key technology for intelligent cables with cloud connectivity
Our Vision:
Passion for intelligent energy and data solutions.
LEONI in figures
Close to our customers – worldwide

>100 years of experience

>90 production facilities

32 countries

>95,000 employees

5.1 billion EUR in sales (2018)

As at 5/2019
LEONI in figures
2018 financial year

LEONI Group
Sales by region
■ EMEA 69 %
■ Asia 15 %
■ Americas 16 %

Wire & Cable Solutions
Market position
Top 3 in Europe
Employees
8,700

Sales by region and division
■ EMEA 63 %
■ Asia 20 %
■ Americas 17 %

Wiring Systems Division
Market position
No. 1 in Europe
No. 4 worldwide
Employees
83,400

Sales by region and division
■ EMEA 77 %
■ Asia 13 %
■ Americas 10 %
Products and solutions for your applications
Leading position in the automotive industry and in high-growth manufacturing markets

Electromobility  Trucks  Passenger cars  Commercial vehicles  Motorcycles and power sports

Data communications and networks  Healthcare  Process industry  Transportation  Energy and infrastructure  Factory automation  Machinery and sensors  Marine
Global customer portfolio
Examples of successful partnerships

ABB
Audi
BMW
BOMBARDIER
BOSCH
CATERPILLAR
Continental
DAF
Mercedes
FANUC
JAGUAR
Johnson Controls
MD Elektronik
PACCAR
PHILIPS
PSA Groupe
Scania
Schneider Electric
SEW-Eurodrive
SIEMENS
Volkswagen
Renault
Nissan
WABCO

... and many more
Service and product portfolio

Automotive

- (Intelligent) charging cables
- (Electronic) power distribution
- Battery cables
- Modular cable harnesses
- Wiring systems
- Automotive Ethernet solutions
- Innovative conductor materials
- High-voltage solutions
- Cables, cable harnesses, wiring systems and components
Service and product portfolio

Industry

Cable systems

Cables and assembly

Fiber Optics

Wires and strands

Intelligent products and systems

Smart services and solutions

Training/support

Services

Dresspacks

Sensor technology

Company presentation [public]
Future orientation and market positioning
From cables and components to intelligent solutions

Building on LEONI’s core competencies and expertise today …

… to become a partner for intelligent data and energy solutions tomorrow.
Future orientation and market positioning
LEONI’s digital transformation

Value

- Customer
  - Innovative, digital business models
  - Strategic partnerships and international customer networks

Digital elements

- Intelligent products: Cable systems with sensors and electronics
- Smart Solutions: Innovative systems and service solutions
- Digital processes: IT-driven processes and cloud-based workflows
- Industry 4.0 production: Networked and automated manufacturing
- Software and analytics: Competencies in data analysis, simulation and software

Our basis

A system partner for the global automotive industry and various industry markets

- Copper and fiber optic cables and cable systems
- Wiring systems and components
Innovation and customer benefits
C.A.R.E.S. strategy programme

Core innovation fields for intelligent energy and data solutions in the car of the future.
Innovation and customer benefits
Added value with intelligent cable technology

- Faster product development
- Status monitoring for energy and data systems
- Active energy management
- Fewer periods of downtime
- Predictive maintenance
- Lower lifecycle costs
- Performance optimisation based on real-world data
- ... and many more

Smart solutions with intelligent cable technology

Intelligent products and services
Software solutions
Cloud integration