The LEONI Group operates worldwide, providing wires, optical fibers, cables and cable systems as well as related services for applications in the automotive sector and other industries.

LEONI develops and manufactures technically sophisticated products – ranging from the single-core cable through to the complete wiring system. The product range also encompasses wires and strands, standardised cables, special cables and assembled systems for customers in different industrial markets.

The group of companies market-listed in the German MDAX index employs about 70,000 people in 31 countries as of May 2015 and generated consolidated sales of EUR 4.1 billion in 2014.

Group structure
The LEONI Group comprises a holding company and two divisions, which have a total of 82 subsidiaries and 82 production facilities in 31 countries.

LEONI Group
about 68,000 employees
€ 4.1 billion sales

Holding
c.a. 250 employees

Wire & Cable Solutions
about 8,700 employees
€ 1.7 billion sales

Wiring Systems
about 59,000 employees
€ 2.4 billion sales
Management

Dr. Andreas Brand  
in charge of the  
Wiring Systems Division,  
Member of the Management Board since 2012.

Dieter Bellé  
Chairman of the Management Board (CEO),  
Chief Financial Officer (CFO),  
Member of the Management Board since 2000.

Dr. Frank Hiller  
in charge of the Wire &  
Cable Solutions Divisions,  
Member of the Management Board since 2014.

Vision

The Quality Connection

LEONI is a leading systems partner with a worldwide presence for wires, optical fibers, cables and cable systems

creates maximum customer benefits through its top-level performance in terms of quality and service

offers challenging, attractive jobs and prospects for development to its employees

increases the company value through above-average returns on investment

At LEONI our origins and our future are closely related to each other. Ever since its establishment in 1917, a feature of our company has been its ability to make changes.

This feeling for new developments in the market and for customer requirements has made the need for change one of our principles and success an ever-present factor in our company.

Despite all the changes: LEONI can be relied on, as consistent values provide a sense of direction and make the way a company behaves calculable.
Value orientation

LEONI meets its responsibility that the company bears towards customers, employees and partners through consistent value orientation. This is expressed, for example, in the following principles and activities.

Code of Ethics
The Code of Ethics, which applies to the entire LEONI Group, commits all employees worldwide to ethical and responsible behaviour towards colleagues and external individuals. Among other things, this includes prohibition of discrimination and adherence to the rules of free and fair competition.

Social Charta
LEONI documents the fundamental social rights and principles of all employees in the Social Charta, thereby ensuring observance of employee and human rights as well as fair industrial relationships.

Compliance programme
Through the mechanism of the compliance programme, LEONI proves observance of laws, rules and guidelines for proper management. Through the compliance officer, the company monitors adherence to national and international regulations against criminal actions, financial sanctions, market abuse, conflicts of interest, data protection and insider dealing, etc.

UN Global Compact
LEONI joined the UN Global Compact in 2011. By doing so, the company has made it its mission to support the ten principles of this strategic initiative in the fields of human rights, labor rights, environmental protection and anti corruption. Since then, the implementation of the Global Compact is integrated in the corporate strategy, the corporate culture and in daily business.

Active environmental management
LEONI supports the careful handling of resources, the use of alternative energies and the recycling of raw materials. An environmentally-aware approach to thought and action is one of the forward-looking factors for the successful development of a company. Certifications according to the Ecological Audit Regulation and ISO 14001 prove our commitment.

Quality management
The interdisciplinary, certified quality management system is above all driven by the commitment, competence and creativity of the employees. Measures for personnel qualification that purposefully support the process of innovation as well as awareness of quality and technology are therefore an important component of the quality management system.
## Key figures

**Financial data**

<table>
<thead>
<tr>
<th>Financial data</th>
<th></th>
</tr>
</thead>
<tbody>
<tr>
<td>Foundation</td>
<td>1917</td>
</tr>
<tr>
<td>IPO</td>
<td>listed since 1923</td>
</tr>
<tr>
<td>LEONI Share</td>
<td>Ticker symbol LEO</td>
</tr>
<tr>
<td>ISIN</td>
<td>DE0005408884</td>
</tr>
<tr>
<td>WKN</td>
<td>DE540888</td>
</tr>
<tr>
<td>Indices</td>
<td>MDAX</td>
</tr>
<tr>
<td>Number of shares</td>
<td>32,669,000</td>
</tr>
<tr>
<td>Fiscal year</td>
<td>1 January until 31 December</td>
</tr>
<tr>
<td>Accounting standard</td>
<td>IFRS</td>
</tr>
</tbody>
</table>

**Group employees**

<table>
<thead>
<tr>
<th>Group employees as of 31 December</th>
</tr>
</thead>
<tbody>
<tr>
<td>2010</td>
</tr>
<tr>
<td>2011</td>
</tr>
<tr>
<td>2012</td>
</tr>
<tr>
<td>2013</td>
</tr>
<tr>
<td>2014</td>
</tr>
</tbody>
</table>

**Employees by region**

<table>
<thead>
<tr>
<th>Employees by region as of 31 December 2014</th>
</tr>
</thead>
<tbody>
<tr>
<td>Asia/Pacific</td>
</tr>
<tr>
<td>Americas</td>
</tr>
</tbody>
</table>

**Consolidated sales**

<table>
<thead>
<tr>
<th>Consolidated sales</th>
<th>€ million</th>
</tr>
</thead>
<tbody>
<tr>
<td>2010</td>
<td>2,955.7</td>
</tr>
<tr>
<td>2011</td>
<td>3,701.5</td>
</tr>
<tr>
<td>2012</td>
<td>3,809.0</td>
</tr>
<tr>
<td>2013</td>
<td>3,917.9</td>
</tr>
<tr>
<td>2014</td>
<td>4,103.4</td>
</tr>
</tbody>
</table>

**Consolidated sales by division**

- **Wire & Cable Solutions**: 41.5 %
- **Wiring Systems**: 58.5 %

**Consolidated sales by region**

- **Asia/Pacific**: 18.9 %
- **Americas**: 15.1 %
- **EMEA**: 65.9 %
  - **Germany**: 27.0 %
  - **Remaining Europe**: 21.3 %
  - **Eastern Europe**: 16.5 %
  - **Africa**: 0.8 %
  - **Rest of EMEA**: 0.3 %

** Consolidated EBIT**

<table>
<thead>
<tr>
<th>Consolidated EBIT</th>
<th>€ million</th>
</tr>
</thead>
<tbody>
<tr>
<td>2010</td>
<td>130.7</td>
</tr>
<tr>
<td>2011</td>
<td>237.1</td>
</tr>
<tr>
<td>2012</td>
<td>237.9</td>
</tr>
<tr>
<td>2013</td>
<td>163.1</td>
</tr>
<tr>
<td>2014</td>
<td>182.5</td>
</tr>
</tbody>
</table>

1 Adjustment due to amendment to IAS 19
LEONI is enlarging its global footprint not only through new production facilities; capacities are growing outside Europe in particular in the area of Research & Development. The Group’s holding company, LEONI AG, is based in Nuremberg.
Product and service portfolio

LEONI is a leading provider of cables and cable systems for the automotive sector and other industries. The Company’s range of products and services comprises wires and optical fibers, cables and cable systems as well as related components and services.

Our widespread, worldwide business is divided into two divisions (or segments): Wire & Cable Solutions (WCS) develops, produces and assembles wires and strands, optical fibers, standard and special cables, hybrid and optical cables as well as complete cable systems for a very wide variety of industrial applications. The Wiring Systems Division (WSD) develops, produces and sells cable harnesses, complete wiring systems as well as related components for the global car, commercial vehicle and component supply industry.

The two divisions form a complementary value chain and work closely together in many areas. This provides multifaceted synergies in know-how and processes and thus a crucial competitive edge. The close collaboration between the two divisions also facilitates synergies in purchasing, development and other corporate areas as well as in regional market development. In turn, our customers benefit from high levels of specialist expertise, innovative power, quality and flexibility.

Strengths of the LEONI Group
- Consistent market orientation
- Comprehensive product range
- Tailor-made products and solutions
- High real net output ratio
- Worldwide development, production and sales network

LEONI offers numerous complementary services including
- Consulting on the selection of suitable products
- Assembly and installation on-site
- Maintenance and timely replacement of cables in the area of robotics/automation technology
- Preparation of logistical concepts
- Wiring of provided machine and device components (modules) as well as control cabinets
- Development of plastic components (rapid prototyping), economical analyses of wiring systems
Customers

LEONI’s customer base includes companies from different markets and application areas, with the automotive industry accounting for 75 per cent of group sales being the most important consumer sector for our products. As customer proximity is one of the key success factors, all major passenger car manufacturers worldwide are looked after by a separate business unit. Design, development and production of complete wiring systems from a single source – that is what we understand by perfect customer service.

In addition to the automotive and commercial vehicles industry, the customers also come from the areas of industry & healthcare, communication & infrastructure, electrical appliances, and wires & strands.

History

From a Franconian wire factory to a global player

The history of LEONI is marked by tradition and rapid progress. The company’s foundation stone was laid in the Middle Ages, but only since the 1990s the greatest growth has been achieved.

Milestones along the way to becoming a global company

1569 Anthoni Fournier founds a workshop in Nuremberg for the manufacture of Lyonese Wares.

1917 On 23 April 1917, three companies from Nuremberg and Roth merge to form ‘Leonische Werke Roth-Nürnberg AG’.

1931 The company name is changed to Leonische Drahtwerke AG, production of rubber-sheathed cables commences.

1956 The first cable harnesses are produced, significantly increasing the real net output ratio.

1989 The acquisition strategy commences with the takeover of Westfälische Kupfer- und Messingwerke AG in Lüdenscheid, Germany and Kabelfabrik Otto Zimmermann.

2008 LEONI acquires the wiring systems division of the French company Valeo at the start of the year, thereby realising the most important acquisition in the company’s history. LEONI becomes the European market leader and fourth biggest supplier of wiring systems in the world.