

LEONI at a glance
Data & facts



The Quality Connection

LEONI

The LEONI Group



As of March 2012



Group structure

The LEONI Group is divided into two divisions, with a total of about 86 subsidiaries and 93 production locations in 31 countries.

LEONI Group

63,500 employees
€ 3.7 billion turnover

Wire & Cable Solutions

8,000 employees
€ 1.7 billion turnover

Wiring Systems

55,500 employees
€ 2.0 billion turnover

*Turnover based on financial year 2011
Number of employees as of January 2012*

Profile

LEONI is a global supplier of wires, optical fibers, cables and cable systems as well as related services for the automotive sector and further industries.

LEONI develops and produces technically sophisticated products from single-core automotive cables through to complete wiring systems. LEONI's product range also comprises wires and strands, standardised cables, special cables and cable system assemblies for various industrial markets.

The group of companies, which is listed on the German MDAX, employs more than 63,000 people in 31 countries and generated consolidated sales of EUR 3.7 billion in 2011.

Management

**Dieter Bellé**

Responsible for the areas
of Finance, Controlling
and Labour Affairs,
Member of the Management
Board since 2000

Dr Klaus Probst

President & CEO
Responsible for the Wire & Cable
Solutions Division,
Member of the Management
Board since 1997

Uwe H. Lamann

Responsible for the
Wiring Systems Division,
Member of the Management
Board since 1999

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 regula-



tions against criminal actions, financial sanctions, market abuse, conflicts of interest, data protection and insider dealing, etc.

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

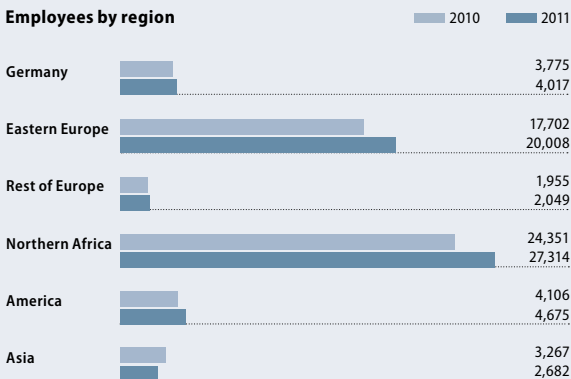
The interdisciplinary, certified quality management system is above all driven by the commitment, competence and creativity of the employees. Measures for personnel qualification that purposefully support the process of innovation as well as awareness of quality and technology are therefore an important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

Key figures

Financial data

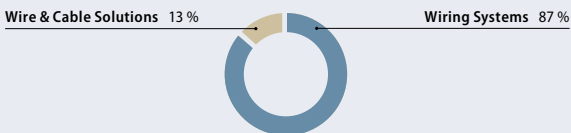
Establishment	1917	
IPO	LEONI has been listed on the stock exchange since 1923	
LEONI share	Stock exchange code	LEO
	ISIN	DE0005408884
	WKN	DE540888
	Indices	MDAX, HDAX, CDAX, BayX30
Number of stocks issued		32,669,000 pieces
Financial year	1 January bis 31 December	
Financial reporting	IFRS	

Employees by region



as of 31 Dezember

Employees by Division



as of 31 Dezember 2011

Consolidated key figures

	2011	2010
Consolidated external sales	€ 3,701.5 million	€ 2,955.7 million
EBIT	€ 237.1 million	€ 130.7 million
Annual income	€ 156.0 million	€ 67.2 million
Employees (as of 31 Dezember)	60,745	55,156

Consolidated sales

€ million

2007	2,366.8
2008	2,912.0
2009	2,160.1
2010	2,955.7
2011	3,701.5

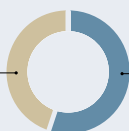
Consolidated EBIT

Mio. €

2007	138.1
2008	55.7
2009	(116.3)
2010	130.7
2011	237.1

Sales by Division 2011

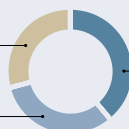
Wire & Cable Solutions 45.3 %



Wiring Systems 54.7 %

Sales by regions 2011

Germany 28.8 %



EU (without Germany) 39.4 %

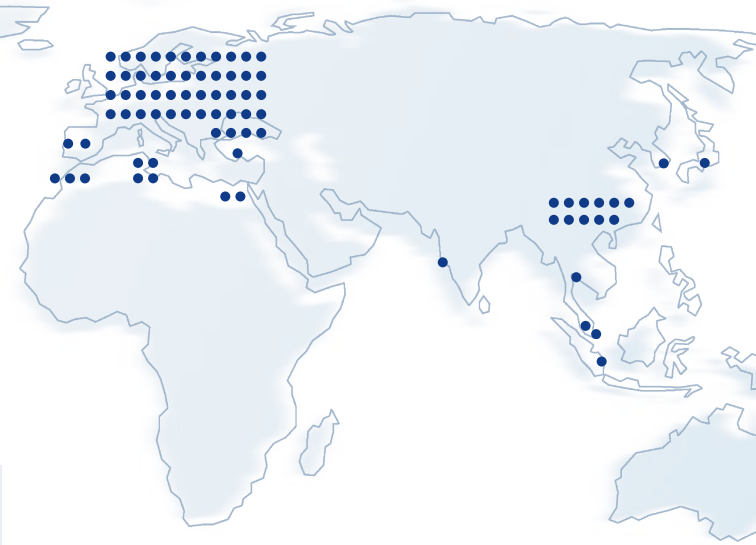
Non EU countries 31.8 %

Locations worldwide



The LEONI Group is represented in 31 countries. The company has about 93 production locations, including 23 in the German market. The holding company, LEONI AG, has its headquarters in Nuremberg.





as of January 2012

Europe

Belgium
Czech Republic
France
Germany
Hungary
Italy
Poland
Portugal
Romania
Russia
Serbia
Slovakia
Spain
Switzerland
Turkey
Ukraine
United Kingdom

Africa

Egypt
Morocco
Tunesia

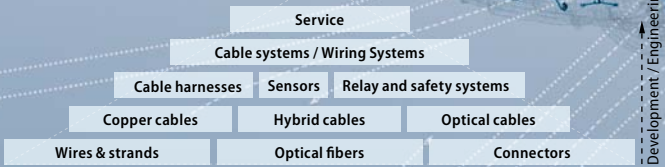
America

Brazil
Canada
Mexico
USA

Asia

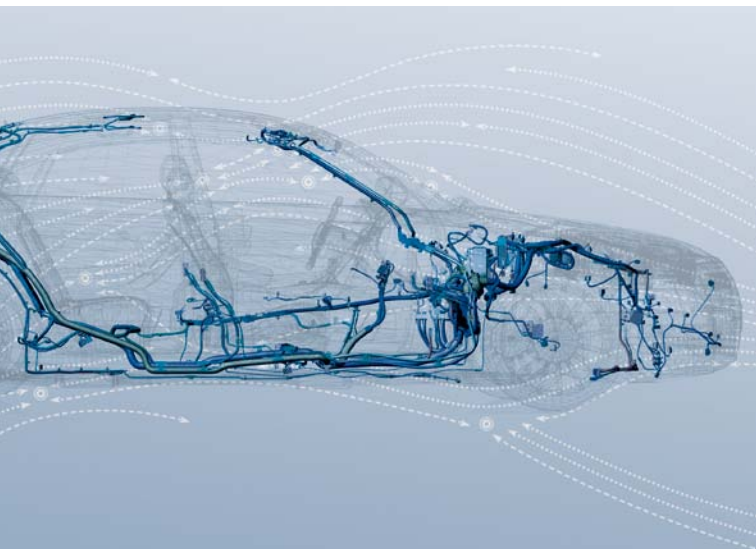
China
India
Japan
Malaysia
Singapore
South Korea
Thailand

Product and service portfolio



LEONI develops, produces and sells wires, optical fibers, cables and cable systems. The main focus is on pre-finished and ready-to-install systems which have been optimally tailored to specific local operating conditions and which offer our customers maximum economic and technical advantages.

LEONI has one of the most comprehensive product ranges currently available worldwide. It ranges from ultra-thin bare copper wire to hybrid cables as thick as an arm, from the simple connecting cable with plug to complete electrical wiring systems for automobiles.



Strengths of the LEONI Group

- Consistent market orientation
- Comprehensive product range
- Tailor-made products and solutions
- High real net output ratio
- Worldwide 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

Big name businesses trust us.



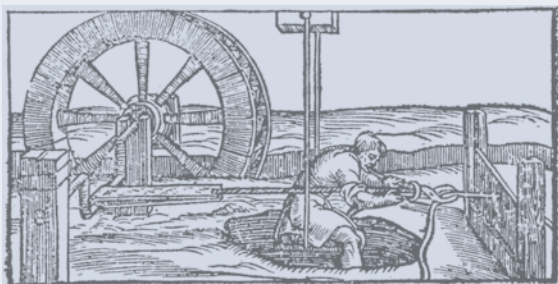
LEONI's customer base includes companies from different markets and application areas, with the automotive industry the most important consumer sector for the products. Since customer proximity is one of the key success factors, all major passenger car manufacturers worldwide are looked after by a separate 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 & health-care, communication & infrastructure, electrical appliances, and wire & 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 it is in the last 20 years that 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 fourthbiggest supplier of wiring systems in the world.

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