

Tradition. Vision. Innovation.



Eberspächer

We are shaping the mobility of the future – based on 150 years of sound values and a tireless passion for innovation.

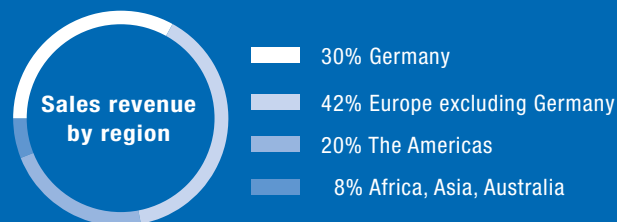
DRIVING THE MOBILITY OF TOMORROW

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Eberspächer Key Figures

Performance Indicators in EUR million	2017	Change on 2016 as a percentage	2016	2015
Revenue	4,480.9	3.6	4,323.6	4,370.8
Revenue generated abroad as a % of total revenue	69.8		67.0	67.4
Cash flow from operating activities ¹	149.5	9.1	137.0	66.5
Ratio of equity to total assets as a %	21.0		20.1	16.0
Equity ratio as a % ²	22.9		21.9	17.8
Capital expenditure ³	103.2	- 21.5	131.4	123.2
Amortization, depreciation, and write-downs	100.6	9.7	91.7	84.7
Research and development expenses	156.5	6.2	147.3	149.6
Personnel expenses	514.8	1.6	506.5	480.3
Net income/net loss for the year	52.5		61.0	-29.2
EBIT ⁴	119.0	-6.8	127.7	126.4
EBITDA	219.6	0.1	219.4	211.1
Return on sales as a % (after taxes)	1.2		1.4	-0.7
Number of employees ⁵	9,489	4.7	9,063	8,611

1 Since fiscal year 2014, prepared in accordance with DRS 21 (German Accounting Standard No. 21)
 2 Including loan liabilities to partners
 3 Without changes in the consolidated group
 4 Earnings before tax, investment, and financial result
 5 Average number of employees including trainees



EUR 4.5 billion

The increasing group revenue reflects Eberspächer's successful global growth.

EUR 156.5 million

On average, seven percent of net revenue is invested in research and development.

9,489

More than every second employee works outside Germany.

In March 2018 the 10,000th employee started at Eberspächer.

Eberspächer

The Eberspächer Group is one of the world's leading system developers and suppliers to the automotive industry. With its three divisions – Exhaust Technology, Climate Control Systems, and Automotive Controls – the company is a valued innovation partner and pacesetter for automotive manufacturers worldwide.

We strive to consolidate and further expand this position and the acknowledgment we receive as a market leader in technology and quality. Awards and recognition from our customers demonstrate our dedication and drive our progress.



Perpetual motion

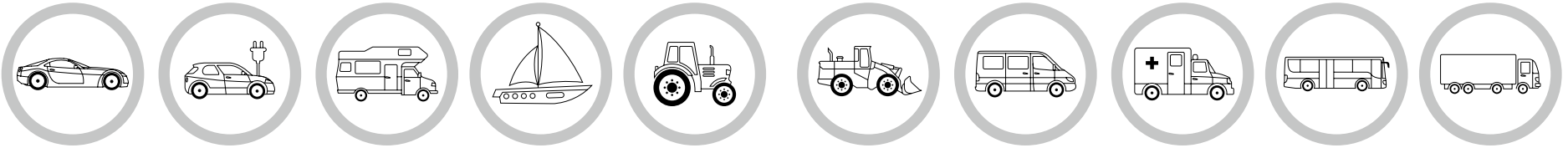
Today, the artisan workshop founded by Jakob Eberspächer in 1865 is a globally active company. Steady and healthy growth is the foundation of the family business, now run by the fifth generation. Thanks to our economic independence, we are able to determine our focus and strategic direction and will continue to grow in the future. Our goal: to expand our market position in all product areas and meaningfully complement our existing portfolio.

Customer focused

Satisfied customers are inherent to our business. This is why we are committed to honest, open partnerships and business relationships built on trust. In addition to knowing the markets and their respective requirements, this also includes flexible and rapid delivery of automobile parts directly to assembly lines. Our aim is to consistently meet our customers' high expectations. This is how we ensure long-term success.

Competence across the board

Eberspächer stands for innovative solutions in exhaust technology, automotive electronics, and thermal management for a broad range of vehicle types. This competence is in demand by vehicle manufacturers around the world. Our components and systems are used in a wide variety of applications: passenger cars, trucks and buses, recreational vehicles, boats and ambulances, in construction, agricultural and forestry machines. Whether more comfort, safety, or a clean environment on or off the road, our engineers get the best out of every application. We are already working on the mobility of tomorrow and providing decisive impetus for automotive progress.



Variety from a single source

With innovative exhaust technology, our products help to ensure that the most stringent emission and noise regulations are met in the millions of vehicles in which our products are installed. Our electronic solutions enable safer driving through efficient onboard network management.



The Eberspächer thermal management systems are designed for maximum comfort and safety. They ensure a pleasant climate in all types of vehicles.

Eberspächer researches innovations in all product segments which are technically mature when introduced into series production. Top-notch engineering in vehicles all around the world – made by Eberspächer.

Exhaust Technology

Exhaust Technology

EUR 3,930 million*

For environmentally compatible mobility: exhaust-gas aftertreatment, noise reduction, and sound design for passenger and commercial vehicles.

Climate Control Systems

EUR 495 million*

For comfortable thermal management: pre-heaters and auxiliary heaters for all types of vehicles, air conditioning for buses, and special-purpose vehicles.

Automotive Controls

EUR 55 million*

For innovative electronics: vehicle power and performance management, battery management systems, and control units for mobile, medical, and industrial applications.

* Rounded revenue figure for 2017

As one of the world's leading specialists in exhaust technology, Eberspächer develops and produces passenger car and commercial vehicle systems for a clean and quiet environment. We supply these to all major automotive manufacturers around the world. Our products contribute significantly to the fulfillment of emission and noise guidelines in Europe, the USA, and Asia. The goal is to further reduce fuel consumption and CO₂ emissions. In order to meet future legislation standards, we are developing pioneering SCR systems for automotive generations to come. We also combine intelligent lightweight construction with innovations such as Active Noise Cancellation (ANC). With this anti-sound technology, lightweight, compact exhaust systems can be designed, and exhaust emissions actively reduced.



Climate Control Systems

Effective vehicle climate control includes heating and cooling components. Eberspächer offers complete thermal management for every type of vehicle and drive type. With comfortable pre-heaters and auxiliary heating systems, as well as climate systems in passenger cars, commercial vehicles, buses, boats, and special purpose vehicles, our products always ensure the correct interior temperature. An additional plus for improved safety: the comfort solutions rapidly ensure ice-free windows in winter temperatures and provide pleasant cooling in summer. Our heating and cooling solutions are equipped with a clearly structured and intuitive user interface. Digitally linked, they bring the future into today's automobile.



Automotive Controls

Eberspächer is a competent partner in vehicle electronics for the automotive industry. Specializing in high-performance, reliable products for power management, comfort systems, and engine management, we develop tailor-made solutions for sustainable mobility. Eberspächer supports highly or fully automated driving systems, modern driver assistance aids, and environmentally friendly engine specifications, such as start/stop function, with efficient onboard network management. In addition, we are the pioneers in high-performance battery management and complete power storage systems for special vehicles, medical technology, and in industrial applications.



America

Brazil
Canada
Mexico
USA

Africa

South Africa

Europe

Austria
Czech Republic
Denmark
Germany
France
Great Britain
Italy
Netherlands
Norway
Poland
Portugal
Romania
Russia
Slovak Republic
Slovenia
Spain
Sweden
Turkey
Ukraine

Asia

China
India
Japan
Republic of Korea
Singapore

Around **80**
locations worldwide

Eberspächer covers the key international automotive industry markets.



Further information:

www.eberspaecher.com/en/worldwide

Performance through appreciation



“The success of our company is based on the foundation of our shared values.”

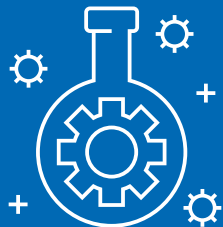
Martin Peters
Managing Partner

The greatest technological innovations come from people who are burning with commitment, intelligence, and passion, and who have the ability to think outside the box. Our employees have the opportunity and possibility to contribute their creativity and to exploit their potential. We rely on our traditional family values and are at the same time cosmopolitan, dynamic, and curious. Open and fair interactions with one another and our customers, in addition to flat organizational hierarchies, motivate and provide creative leeway. Ask and encourage: with interesting professional development opportunities for all employees and the promotion of a healthy work-life balance, Eberspächer is further expanding its international success.

As one of the world’s leading suppliers to the automotive industry, Eberspächer is a trendsetter through the contribution of all its employees. We want to continue this success story together in accordance with our corporate mission statement.

Respect
Tolerance
Loyalty
Trust
Discipline
Consistency
Quality





Through innovative anti-sound technology, our ActiveSilence® system reduces exhaust noise, and our compact and extremely lightweight silencers also reduce CO₂ emissions.

Whether hybrid, electric, or fuel cell drive – Eberspächer develops and produces electrical PTC and fuel operated vehicle heating systems.

Our intelligent switching systems such as the Autonomous Driving Safety Switch ensure safety.

We never rest

Eberspächer is further expanding its position as a technology leader, investing around seven percent of its net revenue in research and development. Our global network of almost 900 engineers and experts is already working on the mobility solutions of the future. Close cooperation with universities and research institutes allows the combination of scientific research and successful application in practice.

In basic research, we are always a decisive step ahead of our time. We drive forward standards, processes, and methods, and create prerequisites for the development of new series solutions. We not only pursue the goal of introducing our core competences into new technologies, but also of opening up new markets with existing product know-how. Our customers benefit from this worldwide.

Your satisfaction is our satisfaction

We demand a lot from ourselves and our work by keeping a close eye on the big picture and convincing our customers with consistent quality management. Based on our competence as an innovation leader, this covers all divisions: from the first idea in the development phase and the production through to logistics and IT. The highest standards are guaranteed around the world through international certification. This creates value and emphasizes the reliability of our work.



Mindful responsibility

Millions of vehicles are on the road with Eberspächer components and systems that are designed to contribute to reducing environmental pollution. From the development of new technologies and the entire production process through to delivery to our customers, we pay attention to environmental compatibility and the responsible use of resources. This is confirmed by environmental certifications at our largest locations, where we set ourselves concrete annual targets.

Environmentally friendly and safe technologies



Resource-saving production



Certified environmental management system



Reduction of noise and exhaust emissions



Recycling



Code of Conduct

As a global automobile industry partner with around 10,000 employees worldwide, the Eberspächer name stands not only for excellent products, but also for the values of a 150-year-old family company. Integrity, obeying laws and legislation, as well as responsible behavior towards people and the environment constitute the foundation of our business dealings. Our Code of Conduct is binding for all employees and our Compliance Organization supports and advises on the implementation of and adherence to the defined Eberspächer principles and values.

“We acknowledge our social responsibility to our employees, business partners, and the community at large, and our responsibility to protect the environment and to preserve natural resources.”

Moving moments and defining stages of our family business. Since the company was founded by Jakob Eberspächer in 1865, we have been driven by inventiveness and ingenuity so that our visions become innovations – today and tomorrow.



1865

Master tinsmith and founder Jakob Eberspächer opens a workshop in Esslingen am Neckar, Germany, which soon specializes in metal-framed roof glazing.



1900

The first electrically powered machines are used; the staff increases to 80 employees.

1925

The number of employees grows to 350. The company produces glass roofs for factory halls, railway stations, and airship hangars across Europe.



1931

Production of mufflers for automobiles begins.

1933

The company starts developing vehicle heating systems.



1953

Pre-heaters go into mass production.

1954

The one-millionth muffler comes off the production line in Esslingen.



1939–1945

Eberspächer is integrated into the armaments industry by the Nazi regime and, like many other companies, is assigned forced laborers. During the war, aircraft engine parts are also manufactured here for the first time.

1946

During the postwar period, Eberspächer produces products such as prostheses, metal cases, and small cookers.

1965

The company celebrates its 100th birthday and sees a revenue of DM 100 million.

1980s

In the 1980s, Eberspächer invests intensively in internationalization. Production facilities are established in Sweden, France, and Switzerland.

1974

Start-up of series production of catalytic converters for passenger cars. Four years later, development of particulate filters begins.



1975

A technological breakthrough is made in the form of the legendary B1L: it is the first vehicle heater which can be installed directly in the passenger compartment.

1990s

In the 1990s, Eberspächer establishes subsidiaries in South Africa, the Czech Republic, the US, Great Britain, Brazil, and Poland.



2001

The company diversifies further and enters the vehicle electronics market.

1999

Electrical heaters of the catem subsidiary go into series production. The company rises quickly to become the global market leader.

2010

The company enters the bus and coach air-conditioning market and the commercial vehicle exhaust market in the US. The first high-voltage heaters for electric vehicles go into production.

2015

The company celebrates its 150th anniversary. Today, Eberspächer is pushing ahead with the digitization and networking of its products.

Management

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Downloads and further information

Annual report

www.eberspaecher.com/annual-report

Booklet

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