

## The Company

Operating within three product segments, Progress-Werk Oberkirch AG has established itself as one of the world's leading developer and producer of complex metal components and subsystems for automobile safety and comfort. The company develops and produces these high-tech components often with volumes in million units. PWO manufactures an extensive range of high-precision motor housings for ABS and ESC systems, windscreen wipers and electric window units as well as housings for electronic control devices and parts for electrical drives. The second product area includes safety components for airbag and steering systems as well as for seat structures, seat adjustment units and seat locking systems. The third product area includes vehicle body components, heat shields, cockpit module carriers, chassis components and accumulators for air suspension systems. PWO is the only supplier worldwide to cover the full value chain for such an extensive product portfolio – from customised product and process development to tooling and to full-scale production. Pursuing this approach, PWO has successfully positioned itself as one of the leading partners to the global automobile industry.

### Management Board

Karl M. Schmidhuber (since May 1, 1993)	Chairman Market and Technology
Bernd Bartmann (since January 1, 2005)	Chief Financial Officer
Dr. Winfried Blümel (since April 19, 2004)	Production, Logistics, Purchasing, Tooling

### Company sites

Germany, China, Canada, Mexico, Czech Republic

### Cooperation partners

Argentina, Brazil, United Kingdom, India, Portugal, Spain, South Africa, Thailand

### Revenue 2010

EUR 264 m within the PWO Group  
EUR 203 m at PWO AG, Oberkirch

### Employees Sept. 30, 2011

**PWO Group**  
2,318 employees (p/y 2,029 employees), 146 of whom are apprentices  
(p/y 125 apprentices)

**PWO AG, Oberkirch**  
1,207 employees (p/y 1,166 employees), 122 of whom are apprentices  
(p/y 117 apprentices)

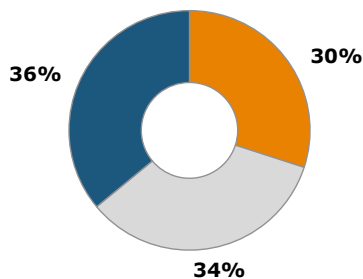
## International customer base



## Revenue by product segment

Mechanical components for electric/electronic

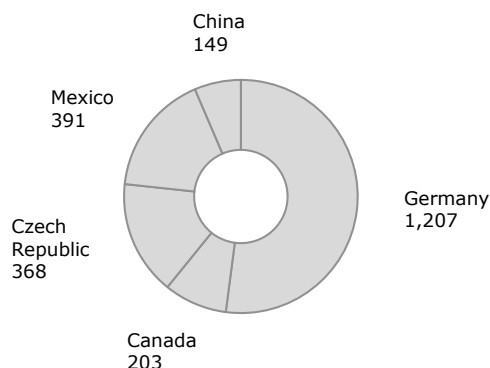
Structural components and sub-systems for vehicle body and chassis



Safety components for airbags, seats and steering

as of December 31, 2010

## Breakdown of employees



Total: 2,318 employees as of September 30, 2011

## History of the Company

### 1919 - 1993

Broad range of products

- Tyre pumps, motor scooters, field kitchens,
- Stamped, drawn and pressed parts
- As from 1960 focus on defence and automobile sector

### 1994 - 1998

Sole focus on automobile industry and start of establishment of current product range as well as international customer base

- First acquisition of a foreign production facility in Canada

### 1999 - 2002

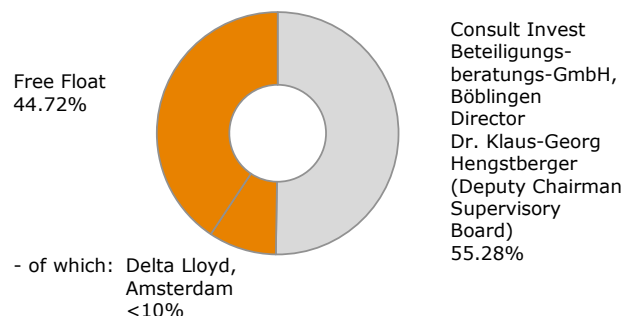
Strengthening of market position and expansion of product range

### Since 2003

Swift expansion of international market presence

- 2004: Management Board extended to three members
- 2005: Market entry Czech Republic
- 2006: Market entry China
- 2007: Market entry Mexico

## Shareholder structure



Based on 2.5m shares as of November 2, 2011  
Sources: WpHG notifications, own analysis

## Business model

PWO is a partner to the global automobile industry. We have built a brand that has become synonymous with high-end metal components designed to deliver automotive safety and comfort.

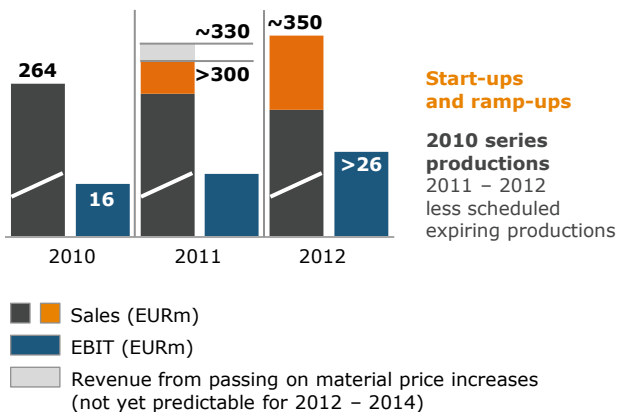
The comprehensive support of our customers is therefore our philosophy – as integral part of their value chains in the global sales markets.

Along the entire value chain we cover the full range of customised development, tooling and international series production.

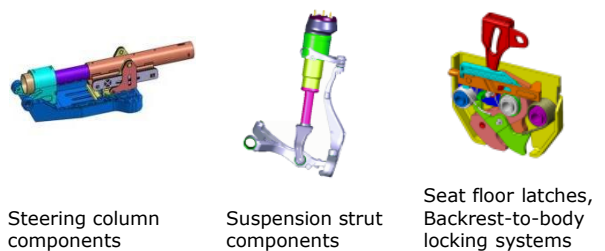
## Growth drivers

- Unrivalled know-how in tooling and in large-scale series production protects premier position
- Premium quality strengthens customer relations and bolsters profitability
- Expertise from a single source and seamless value chains unlock earnings potential
- Group-wide "best-practice approach" based on PWO-Production-System raises productivity
- Continuous product and process innovation bolsters competitiveness
- International expansion opens up new growth opportunities and secures existing business

## Strong growth of sales and EBIT visible



## Current new product solutions



## Future-oriented statements and forecasts

This document contains future-oriented statements that are based on current assumptions, expectations, estimates, forecasts and other information currently available to the PWO Management Board, and on assumptions, expectations, estimates, forecasts and budgets that are derived from these. The future-oriented statements should not be understood as guarantees of future developments and results that are mentioned therein. Various known and unknown risks and uncertainties, as well as other factors may result in actual developments and results diverging significantly from estimates that are mentioned here explicitly or are contained implicitly. These factors include those that PWO has described in published reports, and which are available on the PWO website at [www.progress-werk.de](http://www.progress-werk.de). Irrespective of statutory regulations, PWO accepts no obligation to update such future-oriented statements, and to adjust them to future events or developments.

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