

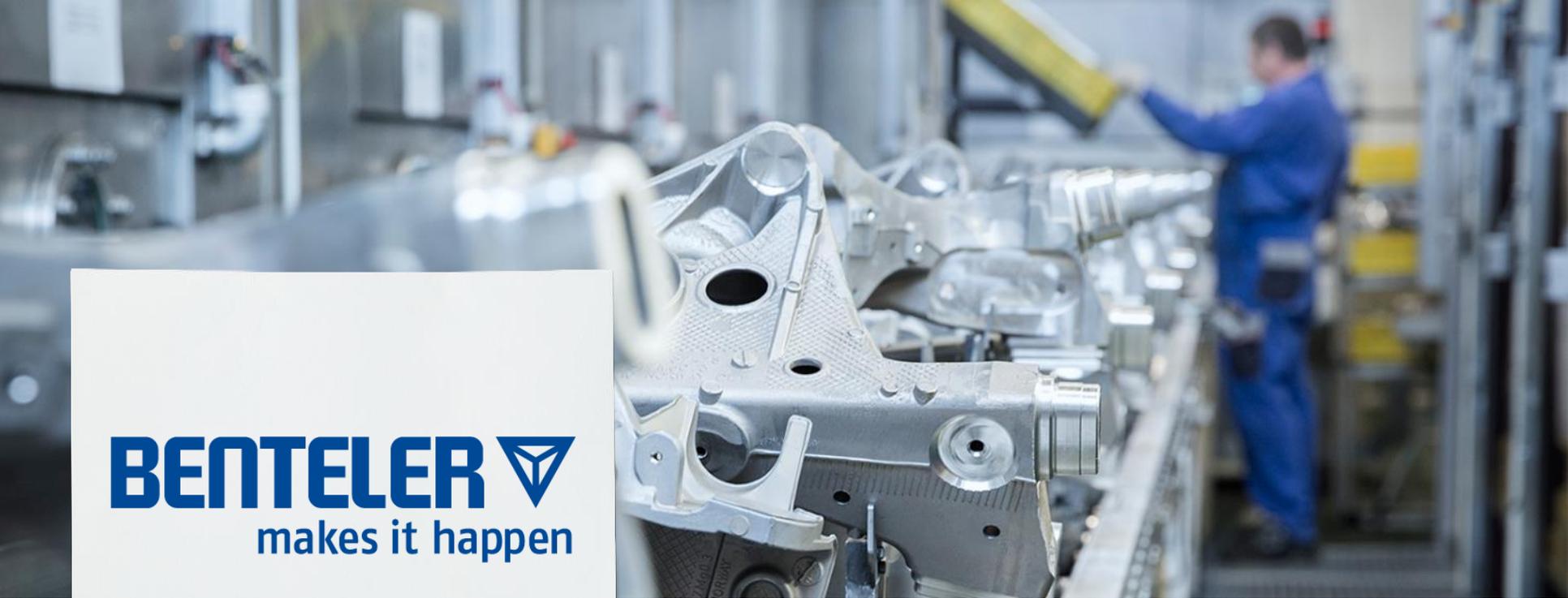
A GLANCE AT 2020

BENTELER. The family of driven professionals. Since 1876.

BENTELER 
makes it happen

“2020 was difficult, the market situation was weak, and the pandemic caused a drop in demand. We showed strength and proved ourselves to be a system-relevant, reliable partner to the global automotive industry.”

**RALF GÖTTEL
CHIEF EXECUTIVE OFFICER**



BENTELER 
makes it happen

Group

ON OUR PATH OF TRANSFORMATION



WE MAKE MOBILITY LIGHTER,
SAFER AND MORE
SUSTAINABLE.

IN QUALITY.
IN TIME. IN COST.

WORLDWIDE.

WHY?

As a lean **# metal processing specialist** we know how to form and to join metal like nobody else.

BENTELER. The family of driven professionals.
Since 1876.

future-mobility

85 % of our products are technology independent.

We enable car manufacturer to speed up time-to-market.

first-class engineering

With outstanding material expertise and comprehensive vehicle know-how along the entire value chain.

global partner

With the international footprint to create standards worldwide.

industry 4.0

With the reliability and efficiency of modern technologies.

financial stability

Long-term financing secured. Ensure profitable and organic growth.

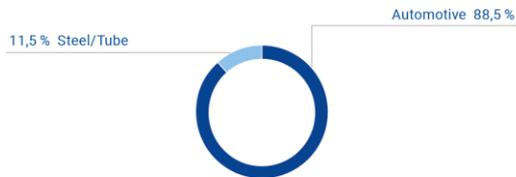
BENTELER KEY FIGURES

FINANCIAL YEAR 1ST JANUARY – 31ST DECEMBER 2020

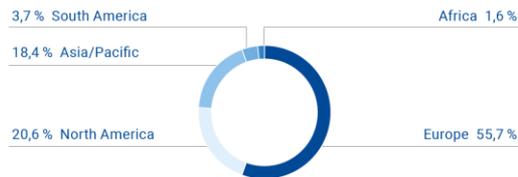
		2020
External revenue Group	€ MILLION	6,358
External revenue BENTELER Automotive	€ MILLION	5,666
External revenue BENTELER Steel/Tube	€ MILLION	738
EBITDA	€ MILLION	160
Cash and cash equivalents	€ MILLION	585
Employees incl. trainees*		24,908
Locations		98
Plants		82
Countries		28
R&D budget	€ MILLION	85
Number of patents		38

* annual average; measured in full-time equivalents; excluding contract workers

REVENUE BY SEGMENT



REVENUE BY REGION



BENTELER AT A GLANCE

BENTELER develops solutions that make the difference – for our customers, employees and society. We are passionate about producing safety relevant products, services and systems for the energy, automotive and engineering sectors that lead to success. And we do that in close proximity and collaboration with our customers. With our technological expertise and strong focus on successful implementation, we keep our promises. At BENTELER we give our all – with courage, ambition and respect – but we never give up.

BENTELER. The family of driven professionals. Since 1876.

COMPANY PROFILE

BENTELER is an internationally operating family business serving customers in the automotive, energy and mechanical engineering sectors. As metal processing specialists, we develop, produce and distribute safety-related products, systems and services worldwide.

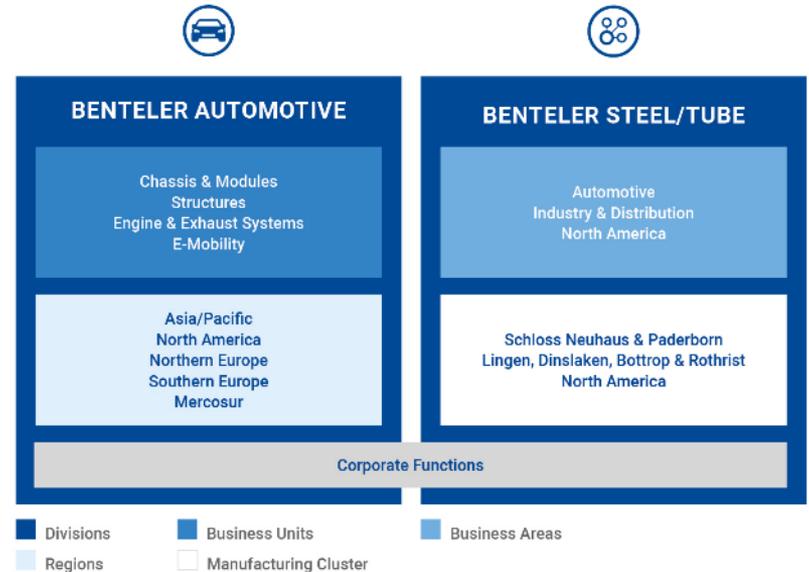
Under the strategic management of the holding company BENTELER International AG, registered in Salzburg, Austria, the business operations are organized into the divisions BENTELER Automotive and BENTELER Steel/Tube. In addition to BENTELER International AG, BENTELER Business Services GmbH, based in Paderborn (Germany), serves additional holding functions.

Our approximately **27,000 employees** stand for first-class engineering, outstanding materials expertise and total vehicle competence along the entire value chain. As **metal processing specialist** with more than a century of experience, we accompany our customers at every stage of development – from the product idea to series production.

With **98 locations in 28 countries**, we are big enough to develop standards for our customers around the world. In the highest quality, delivered on time and at fair prices. Because we are their strong partner on the journey to the future of mobility.

BENTELER. The family of driven professionals. Since 1876.

BENTELER GROUP



BENTELER LOCATIONS

82

— PLANTS

LOCAL AROUND THE WORLD

With 98 locations in 28 countries, BENTELER is close to its customers around the world – wherever they operate. In fact we understand customer proximity in more than just the geographical sense: BENTELER also supports its partners strategically – from the product idea to series production. With many years of expertise, cross-divisional know-how and the ambition to develop the ideal solution for every requirement.

16

— SUBSIDIARIES

28

— COUNTRIES



COURAGE. AMBITION. RESPECT. SINCE 1876.

1876

Carl Benteler opens an ironmongery store in Bielefeld, Germany

1935

First major order for the automotive industry

2002

First plant of BENTELER Automotive in China

2015

BENTELER Steel/Tube opens its first US-based tube plant in Shreveport, Louisiana

2018

BENTELER opens its 5th plant in Klášterec nad Ohří, Czech Republic, and its 15th plant in Chongqing, China

2020

During the pandemic we proved ourselves as a strong partner of the industry

1916

Purchase of an engineering plant, two years later start of tube production

1980

First plant of BENTELER Automotive in the US

2010

Foundation of BENTELER International AG, Salzburg, Austria

2017

BENTELER Automotive founds Business Unit „E-Mobility“

2019

BENTELER introduces the BENTELER Electric Drive System 2.0 – a platform solution for electric vehicles, ready for serial application

PROFESSIONAL INDUSTRY PARTNER WITH DISTINCT MATERIAL EXPERTISE AND EXECUTION

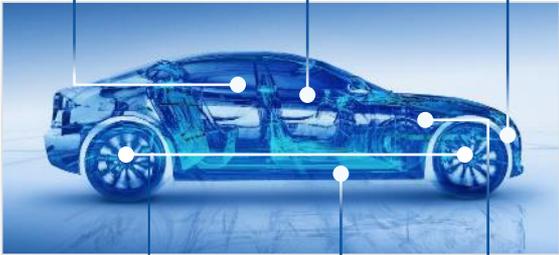


We are a leading metal processing specialist. We know how to form and to join metals like nobody else.

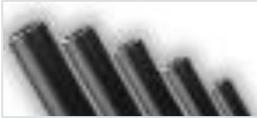


WE HAVE AN UNDISPUTED POSITION IN OUR MARKETS



Structural components 3	Airbag tubes 2	Crash mgmt. system 1
		
Suspension 1	Exhaust systems Top 10	Camshafts 2

AUTOMOTIVE

Line pipes 1	Heat exchanger tubes 1
	
	
Perforating guns 2	Casing & Tubing 2

ENERGY

Hydraulic Lines 1	Crane Tubes 3
	
	
Hydraulic Cylinders 4	Mechanical Tubes Top 5

INDUSTRY

BENTELER GROUP

MILESTONES, CHALLENGES, SOLUTIONS

FOCUS ON THE YOUNG

Our employees are the key to our success. Now and in the future. That's why BENTELER enabled 537 young people worldwide to train in various apprenticeships last year.



2020 was an extraordinary year. For us, too, the family of driven professionals. Here are a few examples of what moved us last year – and what we moved.

#we make it happen

TOGETHER WITH OUR PARTNERS AND THE NEWEST TECHNOLOGY...



Reliable

To make faults a thing of the past, BENTELER implemented a predictive maintenance project with the Fraunhofer Institute: BigData applications analyze the condition of the machines – and warn even before they fail.

[#digitalization](#)

Customer-friendly

We are where our customers need us. As experts in lightweight construction, we manufacture battery trays in Schwandorf, Germany, for example. In response to customer requests, we have increased our production capacity there twice in the past two years.



[#global partner](#)



Together

Total vehicle expertise, specialist knowledge of metal processing, undisputed electronics expertise and legendary design: With their cooperation, BENTELER, Bosch and Pininfarina S.p.A. have covered the complete development process for electric vehicles up to the start of production since 2020.

[#partner network](#)

...WE MAKE THE MOBILITY OF TOMORROW POSSIBLE

Emission-free

During cold starts, things sometimes get dirty. But not when our new electrically heated catalytic converter is involved. It ensures almost 100% exhaust gas purification even during cold starts – and thereby already meets the requirements of the EU's upcoming exhaust gas 7 standard.



[#sustainability](#)



For each other

Covid-19 puts all of our health at risk. That's why, as family of driven professionals, we implemented protective measures early on. We spontaneously produced and donated face shields, and developed an information campaign in 13 languages, rolled it out worldwide and made it available to others for free. Because we can only defeat the pandemic together.

[#people](#)

Future-oriented

We make mobility not only lighter, safer and more sustainable, we now also get our customers' e-mobility solutions on the road faster and more efficiently. For example, with our rolling chassis and its integrated systems.



[#e-mobility](#)

OUR WAY FORWARD: FOCUS 2021



Continue execution of **restructuring programs**



Continue **strict cash management** with **increased focus on working capital**



Strengthen **sustainability footprint**



Continue **optimization of operational efficiency**



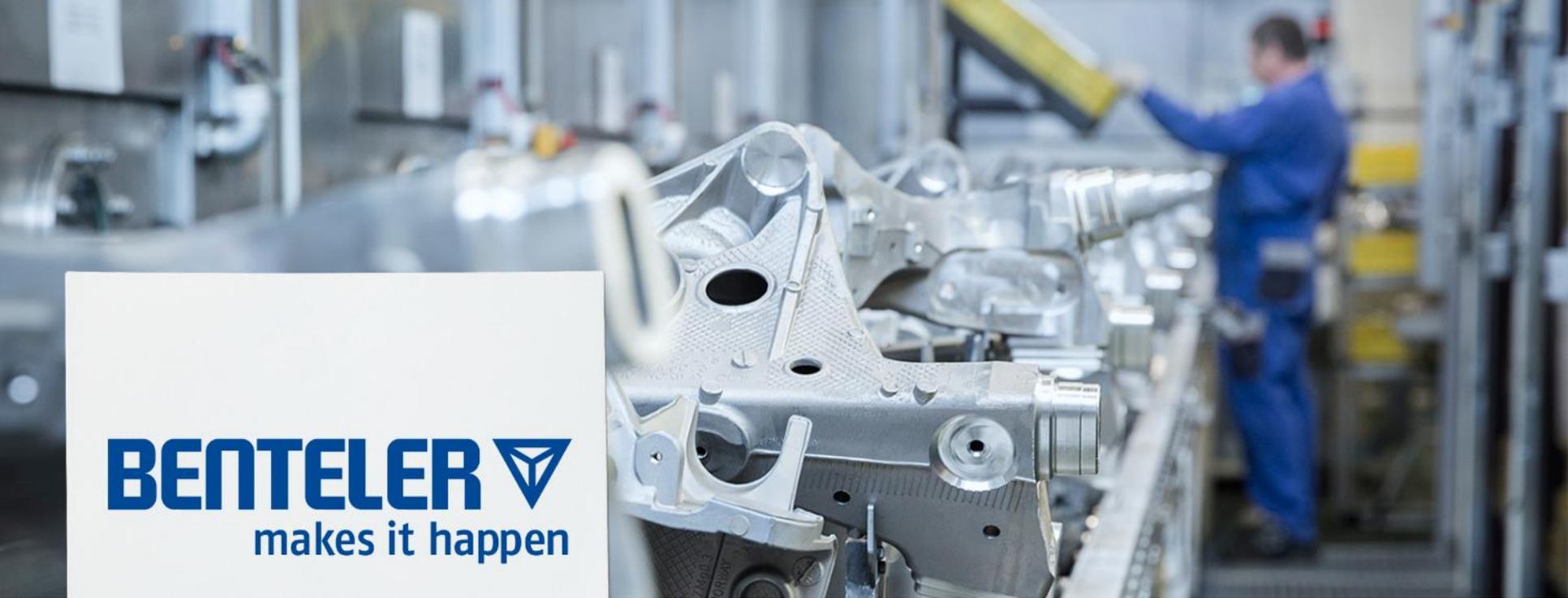
Fill order book for upcoming years with **profitable core business**



Invest into **targeted innovations** such as e-mobility



Optimize **product portfolio** and **production footprint**



BENTELER 
makes it happen

Automotive

AT A GLANCE - AUTOMOTIVE DIVISION

The automotive division is the development partner for the world's leading automobile manufacturers.

We develop tailored solutions for our customers. Our products include components and modules in the areas of chassis, body, engine and exhaust systems, as well as solutions for electric vehicles.

KEY FIGURES 2020



5,666 € million
revenue



23,000
employees



more than 70 plants
in about 25 countries

PRODUCT PORTFOLIO

| Chassis & Modules

| Structures

| Engine & Exhaust Systems

| Electro-Mobility

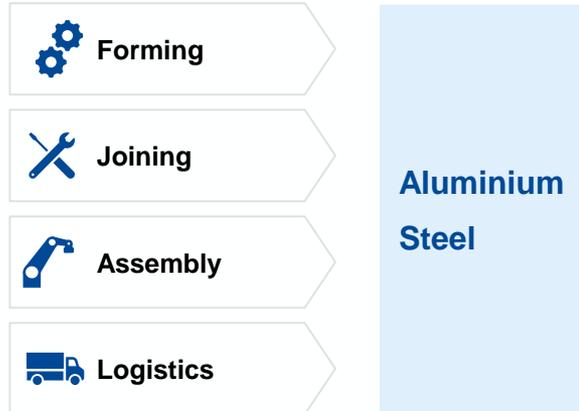
| Mechanical Engineering

| Lightweight Protection

DELIVERING BEST INDIVIDUAL SOLUTIONS FOR DEMANDS OF OUR CUSTOMERS

CORE PROCESSES & MATERIALS

Profound knowledge of processes and materials



CORE PRODUCTS

Deep insight into product functionality

- Suspension Modules
- Structure components
- Crash management system Alu & Steel
- Exhaust
- Suspension Alu & Steel
- Twistbeam
- Etc.

CORE CUSTOMERS

Clear understanding of customer requirements and processes



AIM: Reach expertise in **core processes** to **set industry standards** and ensure availability in all **key markets**

AIM: Achieve **relevant market share**

AIM: Focus on **top 10 customers** and gain **relevant share** per customer

PRODUCT PORTFOLIO

CHASSIS/MODULES

Modules	Chassis
<p>Suspension Modules</p> 	<p>Front Suspension Steel</p> 
<p>Front End Modules</p> 	<p>Rear Suspension Steel</p> 
<p>Powertrain Modules</p> 	<p>Suspension Aluminum</p> 
<p>eChassis</p> 	<p>Twistbeam</p> 
	<p>Links/Arms/Knuckle Steel & Aluminum</p> 

STRUCTURES

Steel Systems	Aluminum Systems	Press Parts
<p>Structural Components Steel</p> 	<p>Structural Components Aluminum/ Multi-Material</p> 	<p>Press Parts external</p> 
<p>Structural Assemblies Steel</p> 	<p>Structural Assemblies Aluminum/ Multi-Material</p> 	<p>Press Parts Assembly</p> 
<p>Battery Storage Systems Steel</p> 	<p>Battery Storage Systems Aluminum/ Multi-Material</p> 	
<p>Crash Management Systems Steel</p> 	<p>Crash Management Systems Aluminum/ Multi-Material</p> 	
<p>Instrument Panel Support Steel</p> 	<p>Instrument Panel Support Aluminum/ Multi-Material</p> 	

ENGINE & EXHAUST SYSTEMS

Exhaust Systems	Engine Applications
<p>Aftertreatment system/module</p> 	<p>Fuel Rail Assemblies</p> 
<p>Air gap insulated turbine housing Gasoline</p> 	<p>Forged & Machined stainless steel rails (350 bar)</p> 
<p>Fiber mat insulated manifold Heavy Duty Diesel</p> 	<p>LP- and HP-Fuel lines</p> 
<p>Gasoline particulate filter</p> 	<p>Air-Water-Oil</p> 
<p>Aftertreatment system with ele. heated catalyst Gasoline</p> 	<p>Exhaust Gas Recirculation</p> 

eMOBILITY

e-Mobility
<p>BENTELER Electric Drive System</p> 
<p>Battery Systems</p> 

The background of the slide is a close-up, high-angle view of numerous circular cross-sections of steel tubes. The tubes are arranged in a somewhat regular grid pattern, with some overlapping. The lighting is dramatic, highlighting the metallic texture and the circular edges of the tubes against a dark background.

BENTELER 
makes it happen

Steel/Tube

AT A GLANCE – STEEL/TUBE DIVISION

BENTELER has been producing steel tubes for more than 100 years, and we are continuing to develop these products further.

With this experience we can offer our customers around the world solutions all along the value chain – from material development to tube applications. And beyond.

KEY FIGURES 2020



738 € million
revenue



4,000
employees



7 plants and
8 subsidiaries

PRODUCT PORTFOLIO

Tailor-made tube products for the automotive, energy and industry market segments:

- | Seamless hot-rolled steel tubes
- | Seamless cold-drawn precision steel tubes
- | Welded precision steel tubes
- | Welded cold-drawn precision steel tubes
- | Processing

TUBE SOLUTIONS FOR VARIOUS APPLICATIONS

AUTOMOTIVE



Prop shafts



Drive shafts



Stabilizer bars



Axle solutions



Airbag inflators

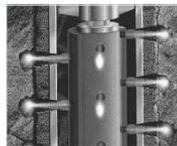


Belt tensioners

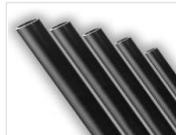
ENERGY



Oil and gas exploration



Perforating guns



Line pipe



Drill rods



U-tubes for heat exchanges



OMLR-tubes for power plant boilers

INDUSTRY



Zistaplex®-tubes



Hydraulic cylinder



Hydraulic-pneumatic-lines



Crane construction



Injection anchor



Mechanical applications

WE MAKE THE DIFFERENCE – AS ONE TEAM

BENTELER 
makes it happen



CONTACT

Corporate Communications
BENTELER International AG
Schillerstr. 25- 27
5020 Salzburg
Austria

Phone: +43 662 2283-101044
www.benteler.com

These documents are to be used for presentation purposes only.
The holder of the copyrights is BENTELER International AG.
These materials may not be distributed or used, either wholly or in part,
without the explicit approval of BENTELER International AG.