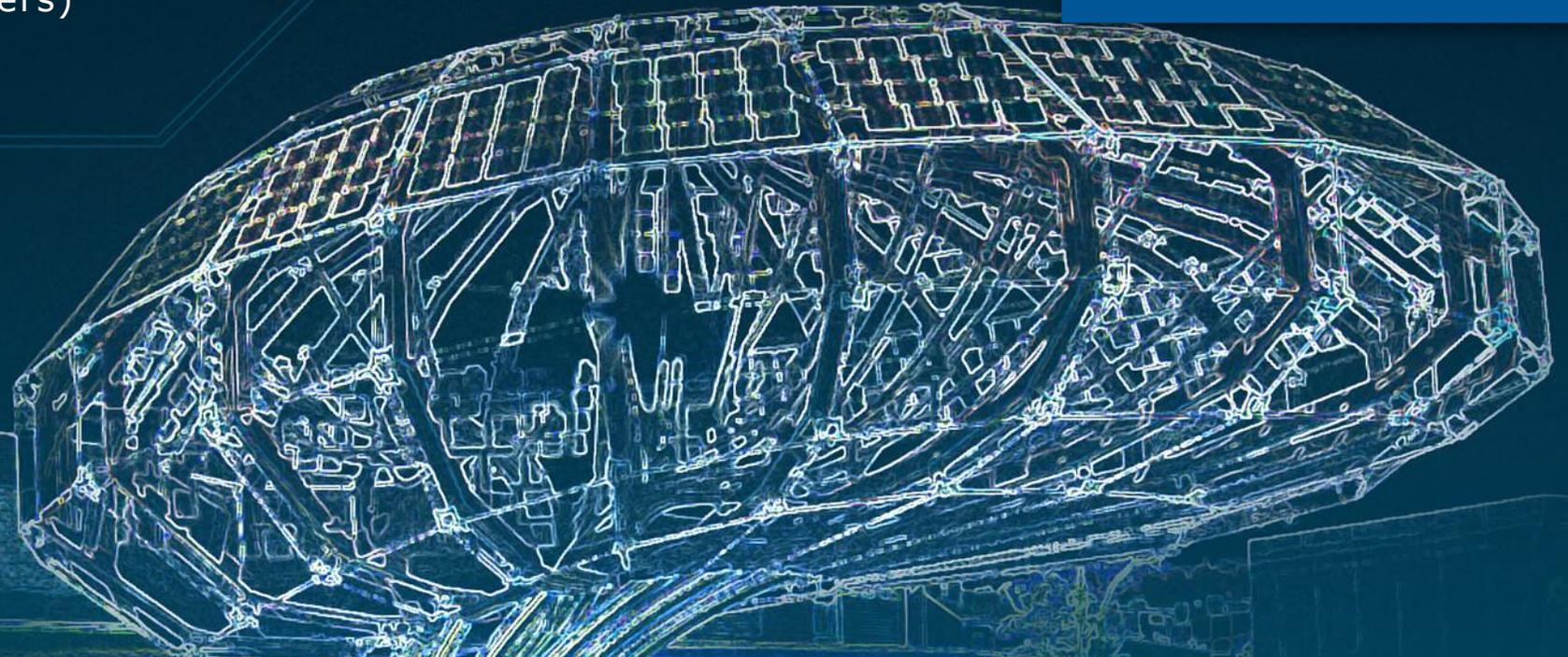


AVL



AVL List GmbH (Headquarters)



AVL - Innovation is Infinite

European Innovation Day 2018

Harald Alge

Customer Segments and AVL Business Areas



Passenger Cars



2-Wheelers



Racing



Construction



Agriculture



Commercial Vehicle



Locomotive

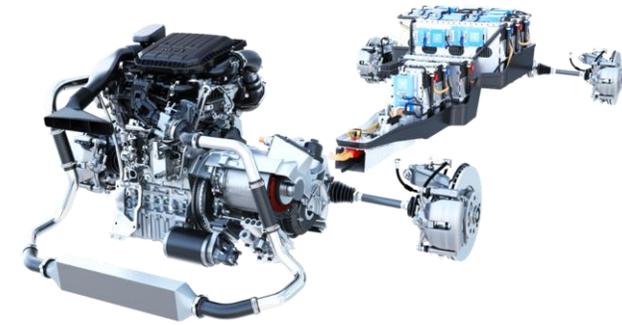


Marine



Power Plants

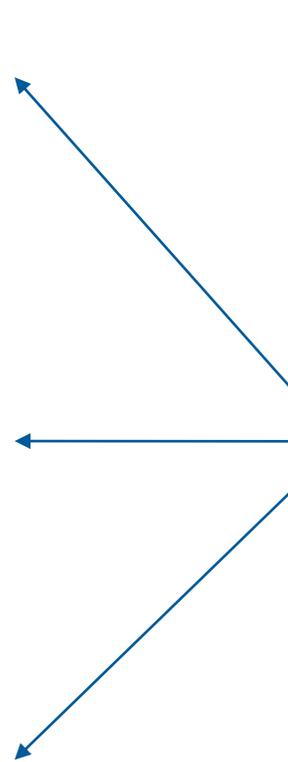
Powertrain and Vehicle Engineering



Development Platform



Simulation & Testing



Enterprise Development Automotive

RESEARCH 10%
of turnover in-house R&D

INNOVATION 1500
granted patents

STAFF
9.500 employees

65% engineers and
scientists

GLOBAL FOOTPRINT

- 40** engineering locations
- 21** of them with own test fields
- **>220** testbeds
- Global customer support network

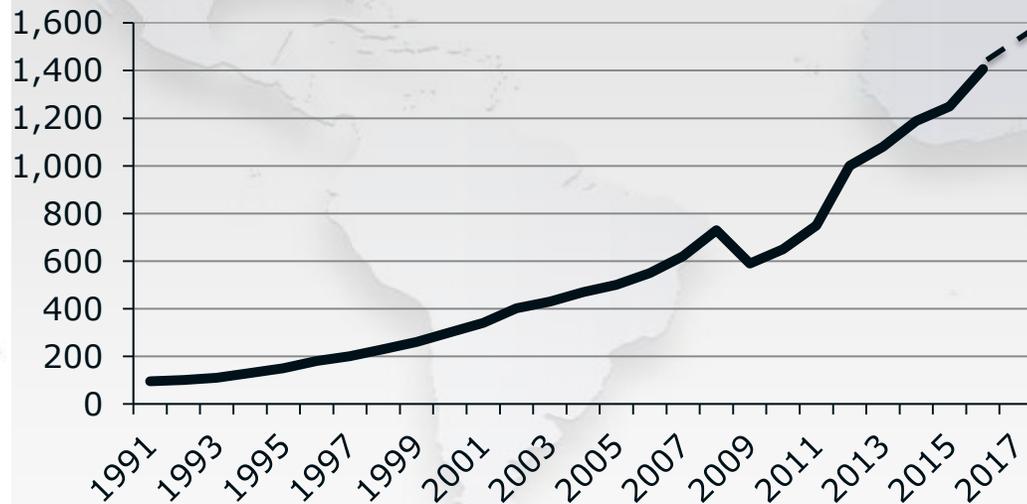
EXPERIENCE

70 years !

POWERTRAIN

and its Integration
in the Vehicle

GROWTH



SALES

1995:
0.15 billion €

2017:
1.55 billion €

Plan 2018:
1.71 billion €

**ONE
PARTNER**

Five Elements of Modern Powertrains



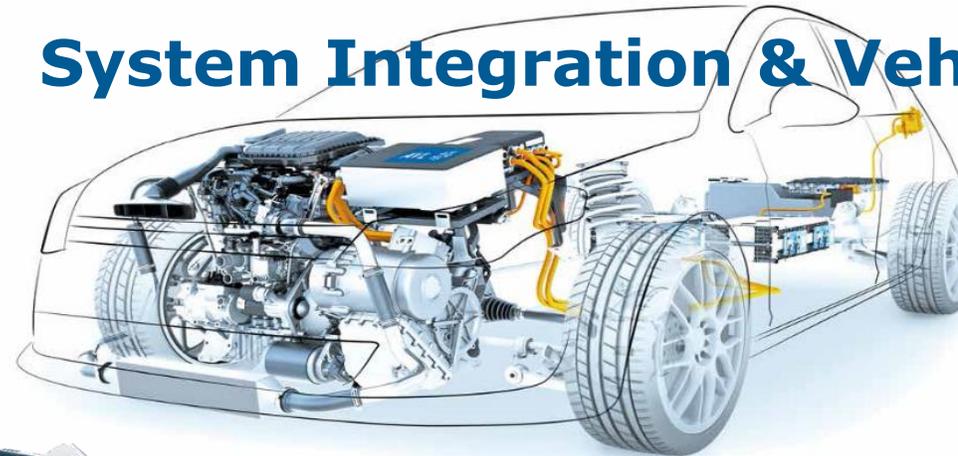
Transmission



IC Engine



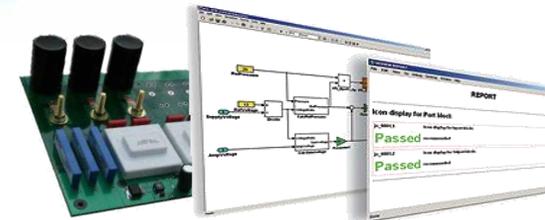
Battery



System Integration & Vehicle



Electric Motor



Software & Controls

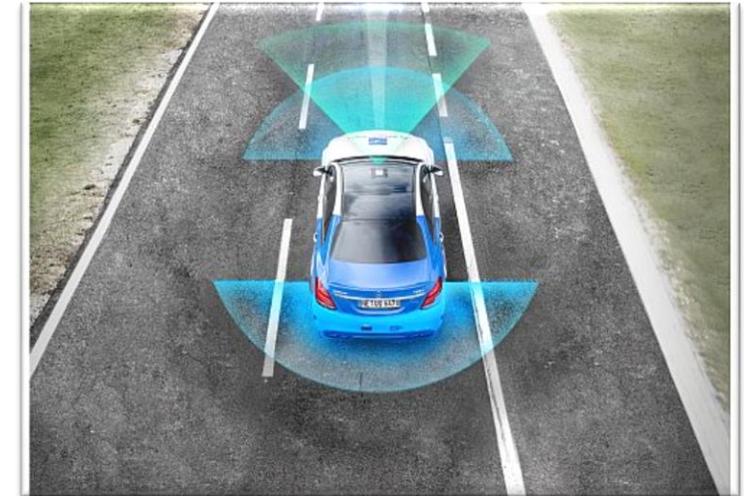
ADAS/AD Engineering services at a glance



System Engineering
incl. specific function & SW
development, calibration & testing



Methods & tools
for simulation, testing & validation
from lab to road, objective
assessment



New predictive functions
improving vehicle attributes
e.g. energy / fuel efficiency

For new levels of vehicle comfort, safety and efficiency

AVL Global Network of Technical Centers



HQ Graz, **AUT** Steyr, **AUT** Graz, **AUT**



Budapest, **HUN** Paris, **FRA** Reggio Emilia, **ITA**



Plymouth, **USA** Lake Forest, **USA**



Ann Arbor, **USA**

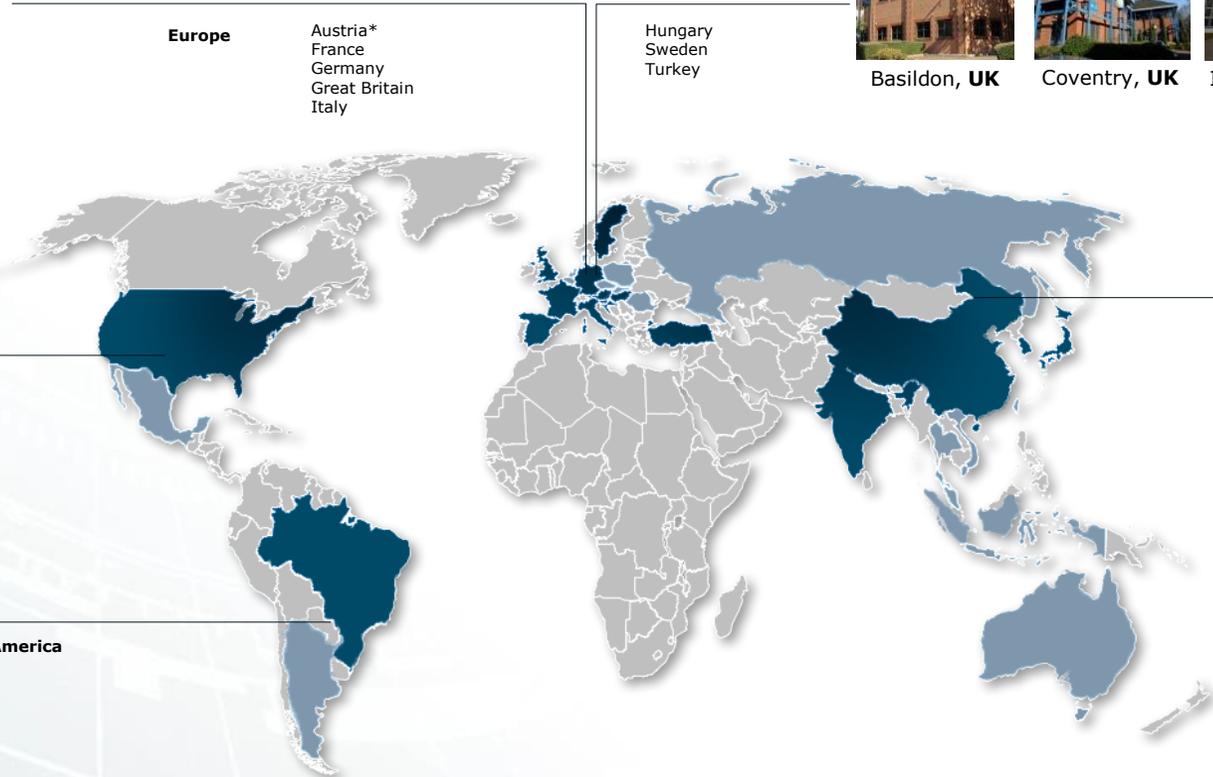


Sao Paulo, **BRA**

North America
USA

South America
Brazil

*Headquarters in Graz



Europe

Austria*
France
Germany
Great Britain
Italy

Hungary
Sweden
Turkey



Neuenstadt, **GER** Regensburg, **GER** Remscheid, **GER** Munich, **GER** Södertälje, **SWE** Istanbul, **TUR**



Basildon, **UK** Coventry, **UK** Ingolstadt, **GER** Stuttgart, **GER** Gotenburg, **SWE** Haninge, **SWE**



Delhi-Gurgaon, **IND** Shanghai, **CHN** Tianjin, **CHN**

Asia
China
India
Japan
Korea



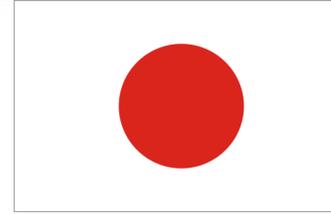
Seoul, **KOR**



Tokyo, **JPN**

+ another
13 Engineering
Offices

Facts and Figures AVL Japan



RESEARCH 10% of turnover in-house R&D

Member of AICE

STAFF

- **340** employees total
- **75** specialist in powertrain engineering

JAPAN FOOTPRINT

- 4 engineering locations
- 3 test beds (at JTC)
- Global customer support network



Long Term Cooperation
Experience with Japanese
customers

5 powertrain
elements

Your
local
PARTNER

Key Success Factors



- Innovations – State of the art and future technologies
- Communication and understanding
- Reliable partner
- Trust and relationships
- Having a strong local team and local presence



Thank You



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