Automotive Industry Portal
MARKLINES

Press Release

Press Release

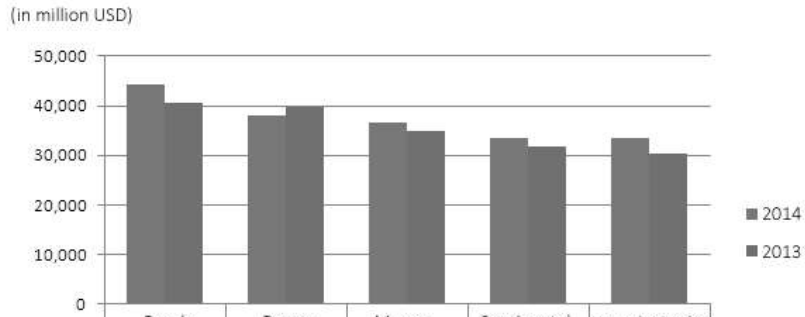
July 1, 2015

Sales Ranking of Top 30 Suppliers in FY 2014

MarkLines Co., Ltd.

・MarkLines Co., Ltd. (President and CEO: Makoto Sakai) has compiled a list of the 30 leading suppliers based on sales to the automotive industry for the fiscal year 2014 (U.S. dollar equivalent, including estimates).
・The top five suppliers on the list are Bosch, Denso, Magna, Continental and Hyundai Mobis. The order remained unchanged from the previous year. All five suppliers recorded steady sales gains in North America, Europe and Asia, with roughly a 5% or more increase from fiscal year 2013. However, Japanese suppliers suffered a year-on-year decline in sales in the U.S. dollar equivalent due to the rapid weakening of the yen. Excluding the effects of foreign exchange rates, Denso recorded a 5.0% year-on-year increase while Aisin Seiki, which ranked sixth on the list, posted a 5.4% increase.
・Each company is enhancing the development of electrical systems and Advanced Driver Assistance Systems (ADAS) as new growth sectors. Bosch opened its new Bosch Center for Research and Advance Engineering in Germany in October 2014 in line with its development strategy to focus on electrical systems, connectivity and autonomous driving. Denso has unveiled a preventive safety system combining a millimeter wave radar and a camera. In recent exhibitions, Bosch and Continental displayed 48V mild hybrid systems and radar sensors compatible with ADAS and cameras. Magna and Valeo have showcased electric superchargers. Japanese suppliers are expanding the lineup of parts for fuel-cell vehicles and hybrid cars.
・On another front, mega suppliers have increased their business restructuring activities. In May 2015, ZF completed the acquisition of TRW Automotive, making ZF the second largest supplier based on the sum of the two companies' 2014 sales. Other examples include the sale of Delphi's thermal (air conditioning) systems business to Mahle, and Visteon's sale of its climate control business to Hankook Tire. Meanwhile, Johnson Controls sold its automotive electronics business to Visteon in July 2014, and announced in June 2015 that it was considering the divestiture of its automotive business. Furthermore, in June 2015 Bosch announced that it would consider the sale of its starter motor and generator business.

Supplier Sales Ranking for FY 2014
(Sales to the automotive industry)



	Bosch	Denso	Magna	Continental	Hyundai Mobis
2014	44,291	38,039	36,641	33,485	33,393
2013	40,619	39,705	34,835	31,868	30,393

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Supplier Sales Ranking for FY 2014

(in million USD)

Rank		Supplier	Sales to automotive industry		Y/Y change*	Factors
FY 2014	FY 2013		FY 2014	FY 2013		
1	1	Robert Bosch	**44,291**	40,619	9.0%	-Enjoyed strong sales in the Asia-Pacific region (up 17% year-on-year (y/y)) and North America (up 8.6% y/y) -Greater demand for gasoline direct injection systems and injectors compliant with the Euro 6 and China IV emission standards
2	2	Denso	**38,039**	39,705	(4.2%)	-Though sales in Japan declined 2.0% y/y, the company recorded a double-digit growth in North America, Europe and the Asia and Oceania region (including China) -Sales in FY 2014 increased 5.0% from FY 2013 (using the exchange rate for FY 2013)
3	3	Magna International	**36,641**	34,835	5.2%	-Recorded a y/y increase of 17.9% in Asia: sales steadily grew in North America as well -Acquired Techform Group of Companies, a U.S.-based closure products manufacturer
4	4	Continental	**33,485**	31,868	5.1%	-Achieved a sharp increase in sales mainly in NAFTA and China -Acquired two manufacturing bases of Mecaseat Group, a Belgian seat surface maker; Veyance Technologies, a U.S.-based rubber and plastic products maker; and Emitec, a supplier of exhaust aftertreatment systems
5	5	Hyundai Mobis	**33,393**	30,393	9.9%	-Sales in the Americas, Europe and China remained strong. -Sales in FY 2014 increased 5.7% from FY 2013 (using the exchange rate for FY 2013)
6	6	Aisin Seiki	**26,048**	27,087	(3.8%)	-Yen-based revenue expanded due to an increase of total output of its customer carmakers -Sales in FY 2014 increased 5.4% from FY 2013 (using the exchange rate for FY 2013)
7	7	Faurecia	**25,030**	23,941	4.5%	-Sales increased from the previous year in all of its business segments. Exterior parts business posted a 8.6% increase y/y. -Sales to BMW fell 12.8% y/y and those to FCA Group excluding Fiat also declined 9.9% y/y. However, sales to its major customers such as VW, Ford and PSA remained strong

Rank		Supplier	Sales to automotive industry		Y/Y change*	Factors
FY 2014	FY 2013		FY 2014	FY 2013		
8	8	Johnson Controls	**23,756**	22,051	7.7%	-Automotive business posted a y/y increase in sales of 7.7%, thanks to a growth in the seat and interior parts segment -Battery business recorded a 4.3% y/y increase, which is attributable to a boost in sales volume and a corporate acquisition
9	9	ZF Friedrichshafen	**21,542**	19,676	9.5%	-Sales of ATs and axle systems for passenger cars showed a sharp increase in North America and China to record highs in both regions -The company acquired TRW in May 2015. The sum of the two companies' sales in FY 2014 makes ZF the second largest supplier in terms of sales
10	12	Lear Corporation	**17,727**	16,234	9.2%	-The seat business reported a 10.8% rise in sales from a year ago -Plans to expand business by acquiring Eagle Ottawa, a leather maker for automotive interiors, by the end of 2015 -Electric systems division posted a 4.8% increase of sales from FY 2013
11	10	TRW Automotive	**17,539**	17,435	0.6%	-Despite a double-digit sales growth of its electronic components business, total sales increased just by 0.6% y/y due to the sale of its brake parts and module business in North America -ZF completed acquisition process of TRW in May 2015
12	11	Delphi Automotive	**17,023**	16,463	3.4%	-Achieved a 3.4% increase of sales y/y, attributable to the strong business performance in North America and the Asia-Pacific region -Acquired Unwired Technology, a media connectivity products manufacturer, and Antaya Technologies, a connector maker for glass in the U.S., to reinforce its connectivity business -Planning to sell its thermal systems business to Mahle in 3Q 2015
13	13	Valeo	**16,408**	15,487	6.0%	-Valeo Sylvania, which had been a joint venture with Osram, became a wholly owned subsidiary and contributed to the sales growth -While sales in South America plummeted by 26.8%, the company enjoyed strong performance in China (up 30.1% y/y) and North America (up 27.0% y/y)

Rank		Supplier	Sales to automotive industry		Y/Y change*	Factors
FY 2014	FY 2013		FY 2014	FY 2013		
14	14	Sumitomo Electric Industries	**13,540**	13,479	0.5%	-Automotive business sales, including Sumitomo Wiring Systems and other group companies, grew 10.2% y/y (yen-based), mainly due to robust demand for wire harnesses outside Japan, specifically in the U.S.
15	15	Yazaki	**13,243**	13,402	(1.2%)	-New orders received combined with the recovery of the North American market and a weaker yen pushed up automotive business sales by 13.9% (estimate, yen-based)
16	16	ThyssenKrupp	**12,893**	12,522	3.0%	-The recovery in the automotive sector in Western Europe, China and NAFTA boosted its revenues
17	20	Schaeffler	**11,942**	10,841	10.1%	-Localization of production and business operation in China led to a 34.4% sales growth in the country. -It recorded an increase in revenues in other markets as well: 7.0% in the Asia-Pacific region, 6.9% in Europe and 8.0% in the Americas -A double-digit growth was reported by the engine system business (up 11.4% y/y) and the transmission business (up 15.2% y/y)
18	21	HUAYU Automotive Systems	**11,455**	10,781	6.2%	-The company oversees automotive parts business under the umbrella of SAIC -Acquired remaining 50% stake in Yenfeng Visteon Automotive Trim Systems, formerly a 50-50 joint venture with Visteon, making it a wholly owned subsidiary -Acquired a 50% stake in KS Aluminium-Technologie GmbH from KSPG -Yanfeng Automotive Trim Systems, its subsidiary, will establish a joint venture for interior parts business with Johnson Controls in 2015
19	17	Panasonic (Automotive & Industrial Systems Company)	**11,408**	11,752	(2.9%)	-Its automotive business (having a 45% share in the company's overall sales) recorded brisk sales mainly in North America and Europe -Recently established a lithium-ion battery cells manufacturing subsidiary in Tesla's Gigafactory -Formed a capital tie-up with Ficosa of Spain -Sales in FY 2014 increased 6.4% from FY 2013 (using the exchange rate for FY 2013)
20	18	Toyota Boshoku	**11,300**	11,555	(2.2%)	-Recorded double-digit growth y/y in the Americas and

Rank		Supplier	Sales to automotive industry		Y/Y change*	Factors
FY 2014	FY 2013		FY 2014	FY 2013		
						Europe/Africa: 34.2% and 17.9%, respectively. -Its seat frame mechanism parts business will be transferred to the company from Aisin Seiki and Shiroki Corporation in November 2015. -Sales in FY 2014 increased 7.1% from FY 2013 (using the exchange rate for FY 2013)
21	28	Mahle	**11,079**	7,946	39.4%	-Sales growth can be attributed to the inclusion of full-year consolidated financial performances of the former Behr Group and Lertika Group, which were acquired by Mahle -Plans to acquire Delphi's thermal business by the end of 2015 to reinforce the thermal business, which generates approximately 30% of the company's total sales
22	19	JTEKT	**10,912**	11,177	(2.4%)	-Recorded a 7.0% growth in revenue from the previous year thanks to a steep rise in the sales of steering products -Sales in FY 2014 increased 7.0% from FY 2013 (using the exchange rate for FY 2013)
23	22	Toyota Industries	**9,573**	10,050	(4.7%)	-Its automotive air conditioner compressor business, which recorded robust sales in North America and China, posted a 18% y/y increase -Divisions for electronic devices and cast components also recorded a double-digit growth of 22% -Automotive division's sales reached a record high based on yen -The company announced in December 2014 that the development and production of diesel engines will be transferred from Toyota Motor Corporation to the company -Sales in FY 2014 increased 4.4% from FY 2013 (using the exchange rate for FY 2013)
24	24	Autoliv	**9,241**	8,803	5.0%	-Demand for all product groups in the active safety division grew sharply by 41.7% from the previous year -As of fiscal year ended December 2014, the company holds approximately a 40% global market share for seat belts and airbags
25	23	Calsonic Kansei	**8,797**	9,172	(4.1%)	-Suffered a 9.1% decline in revenues from a year ago in Japan, but achieved a double-digit growth in the Americas (up 21.8%) and Europe (up 17.6%)

Rank		Supplier	Sales to automotive industry		Y/Y change*	Factors
FY 2014	FY 2013		FY 2014	FY 2013		
						-Sales in FY 2014 increased 5.1% from FY 2013 (using the exchange rate for FY 2013)
26	27	Magneti Marelli	**8,641**	7,952	8.7%	-Achieved an increase in revenue as its North American, Chinese and European divisions performed well
27	26	Tenneco	**8,420**	7,964	5.7%	-Enjoyed strong sales of exhaust systems in Europe, China and Japan, and suspension systems for commercial vehicles in North America
28	31	Gestamp Automocion	**8,316**	7,772	7.0%	-Revenue increased from a year ago in China, North America and Western Europe
29	30	Weichai Power Co., Ltd.	**7,937**	7,800	1.8%	-The company holds the second largest share in the Chinese market for automotive diesel engines
30	29	Benteler International	**7,797**	7,839	(0.5%)	-The company's business performance was negatively impacted by the weak Brazilian market, the closure of a production plant and the disposal of business during 2014, despite strong sales in Europe, U.S. and Asia

*A figure in brackets ( ) indicates a loss

Notes

Explanation of derivations for the figures used in the ranking

Supplier	Fiscal year end	Derivations of sales figures	
		FY2014	FY2013
Robert Bosch	Dec. 2014	Sales of Mobility Solutions division	Sales of Mobility Solutions division
Denso	Mar. 2015	Automotive related sales including powertrain devices, heat devices, information and safety devices, electronic devices, motors and air conditioning devices	Automotive related sales including powertrain devices, heat devices, information and safety devices, electronic devices, motors and air conditioning devices
Magna International	Dec. 2014	Total sales including Complete vehicle assembly segment and Tooling, engineering and other segment	Total sales including Complete vehicle assembly segment and Tooling, engineering and other segment
Continental	Dec. 2014	Sales from automotive manufacturers (approximately 73%)	Sales from automotive manufacturers (approximately 72%)
Hyundai Mobis	Dec. 2014	Total sales excluding Finance division	Total sales excluding Finance division
Aisin Seiki	Mar. 2015	Total sales excluding the product category of Life & Amenity related and Others	Total sales excluding the product category of Life & Amenity related and Others
Faurecia	Dec. 2014	Total sales	Total sales
Johnson Controls	Sep. 2014	Sales of Automotive Experience division and Power Solutions division (26% for the OEM market)	Sales of Automotive Experience division and Power Solutions division (25% for the OEM market)
ZF Friedrichshafen	Dec. 2014	88% of the total sales (sectors for Car and light commercial vehicles	88% of the total sales (sectors for Car and light commercial vehicles

Supplier	Fiscal year end	Derivations of sales figures	
		FY2014	FY2013
		and Commercial vehicles)	and Commercial vehicles)
Lear Corporation	Dec. 2014	Total sales	Total sales
TRW Automotive	Dec. 2014	Total sales	Total sales
Delphi Automotive	Dec. 2014	Total sales	Total sales
Valeo	Dec. 2014	Excluding Other segment	Total sales
Sumitomo Electric Industries	Mar. 2015	Sales of Automotive Business segment	Sales of Automotive Business segment
Yazaki	Jun. 2014	86% of total sales (automotive related parts, estimate)	86% of total sales (automotive related parts, estimate)
ThyssenKrupp	Sep. 2014	24% of the total sales (Automotive customer group)	23% of the total sales (Automotive customer group)
Schaeffler	Dec. 2014	Sales of Automotive Division	Sales of Automotive Division
HUAYU Automotive Systems	Dec. 2014	Total of the sales by Product Line	Total of the sales by Product Line
Panasonic (Automotive & Industrial Systems Company)	Mar. 2015	45% of the total sales (Automotive Systems)	43% of the total sales (Automotive Systems)
Toyota Boshoku	Mar. 2015	95% of total sales (to the automotive industry)	95% of total sales (to the automotive industry)
Mahle	Dec. 2014	Total sales excluding Industry business unit and Profit centers and services	Total sales excluding Industry business unit and Profit centers and services
JTEKT	Mar. 2015	Sales of Mechanical Components division	Sales of Mechanical Components division
Toyota Industries	Mar. 2015	Sales of Automobile segment	Sales of Automobile segment
Autoliv	Dec. 2014	Total sales	Total sales
Calsonic Kansei	Mar. 2015	Total sales	Total sales
Magneti Marelli	Dec. 2014	Total sales	Total sales
Tenneco	Dec. 2014	Total sales	Total sales
Gestamp Automocion	Dec. 2014	Total sales	Total sales
Weichai Power Co., Ltd.	Dec. 2014	Sales of Finished vehicles and main auto parts segment and Other automotive components segment	Sales of Finished vehicles and main auto parts segment and Other automotive components segment
Benteler International	Dec. 2014	Sales of Automotive Division	Sales of Automotive Division

Foreign exchange rate

Fiscal year end	Currency	Exchange rate *	Period	Fiscal year end	Currency	Exchange rate *	Period	Source
Dec. 2014	USD/EUR	1.3294	Jan. 2014 - Dec. 2014	Dec. 2013	USD/EUR	1.3279	Jan. 2013 - Dec. 2013	Bank of Jap
Sep. 2014	USD/EUR	1.3572	Oct. 2013 - Sep. 2014	Sep. 2013	USD/EUR	1.3115	Oct. 2012 - Sep. 2013	Bank of Jap
Mar. 2015	JPY/USD	109.76	Apr. 2014 - Mar. 2015	Mar. 2014	JPY/USD	100.17	Apr. 2013 - Mar. 2014	Mitsubishi U Research a Consulting Co., Ltd.
Jun. 2014	JPY/USD	101.02	Jul. 2013 - Jun. 2014	Jun. 2013	JPY/USD	87.62	Jul. 2012 - Jun. 2013	Mitsubishi U Research a Consulting Co., Ltd.

Fiscal year end	Currency	Exchange rate *	Period	Fiscal year end	Currency	Exchange rate *	Period	Source
Dec. 2014	KRW/USD	1,051.91	Jan. 2014 - Dec. 2014	Dec. 2013	KRW/USD	1,093.78	Jan. 2013 - Dec. 2013	Mitsubishi U Research a Consulting Co., Ltd.
Dec. 2014	CNY/USD	6.1428	Jan. 2014 - Dec. 2014	Dec. 2013	CNY/USD	6.1928	Jan. 2013 - Dec. 2013	State Administrat of Foreign Exchange

*Average exchange rate for fiscal year

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Automotive Industry Portal

MarkLines Automotive Industry Portal is a one-stop B2B online information service for the automotive industry. The portal provides two kinds of services: research tools and marketing tools.

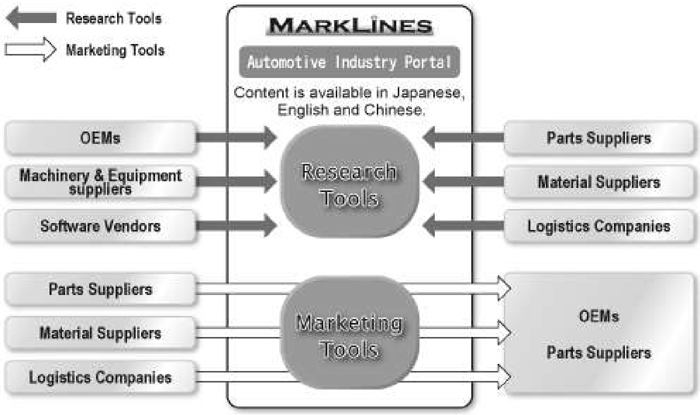
Research Tools:

MarkLines provides information about the global automotive market, which is useful to all companies working in the industry. This allows companies to save time and money by using MarkLines instead of conducting independent research.

Marketing Tools:

MarkLines has tools which promote a customer's products, technologies and services to over 90,000 MarkLines' members. MarkLines' members include various OEMs and parts suppliers around the world.

By providing services with these research tools and marketing tools, MarkLines supports its customers' procurement and marketing activities.



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