



# BERYLLS TOP 25 LISTED SUPPLIERS

## Q1-Q3 2024

December 2024

# HOW ARE THE AUTOMOTIVE SUPPLIERS DOING?

The trend has reversed, Suppliers and OEMs are faced with declining margins

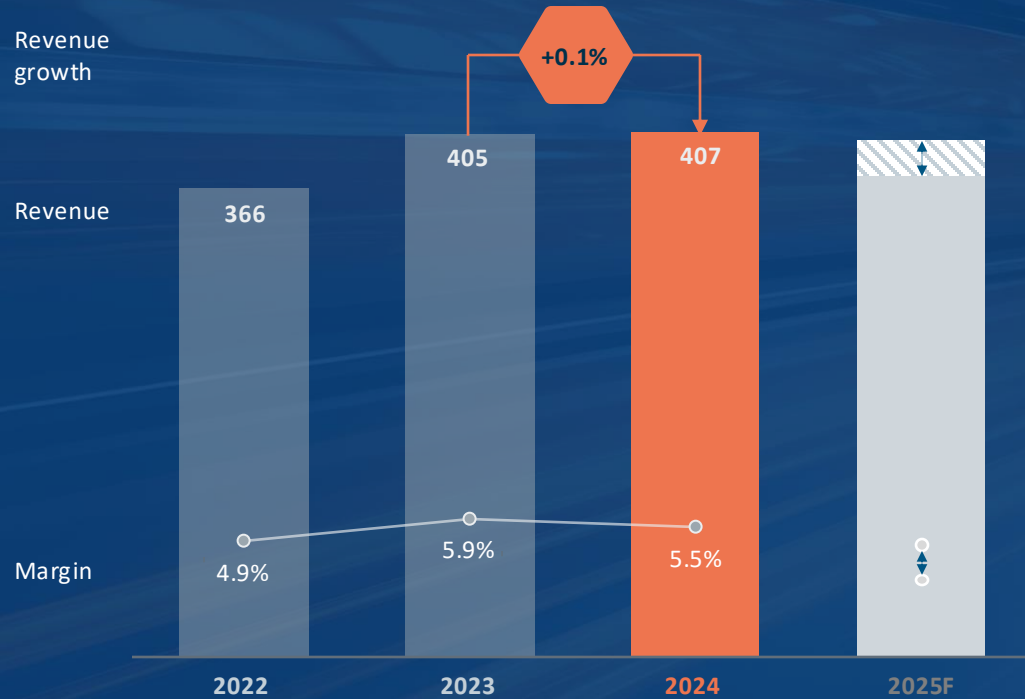


## Revenue and margin of the Top 25 Listed Supplier and Top 10 OEMs Q1-Q3<sup>1)</sup>

(first three quarters from January to September in bn. EUR and % of revenue)

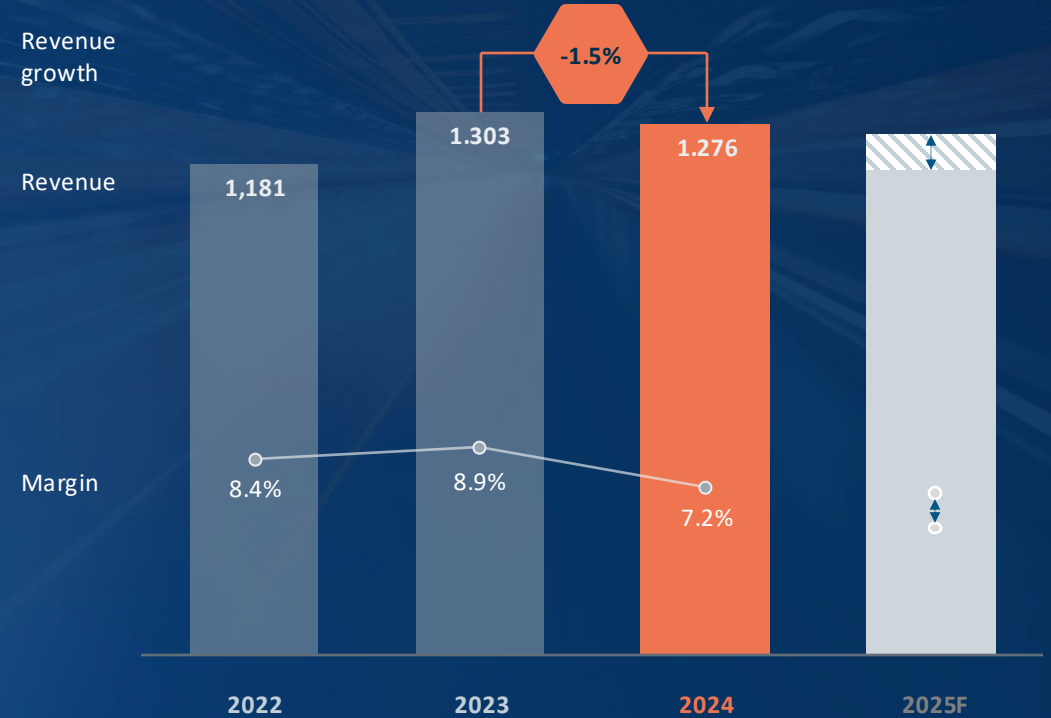
### TOP 25 LISTED SUPPLIER Q1-Q3

Yearly growth



### TOP 10 OEM Q1-Q3

Yearly growth



1) Sample size varies over the years as companies enter or leave the top 10 / 25 list in each year; Only companies with available quarterly figures for the automotive sector are included. Non-listed larger suppliers, e.g. Bosch, are excluded as no such quarterly figures are available.

% Growth Q1-Q3 2023 - Q1-Q3 2024 in %

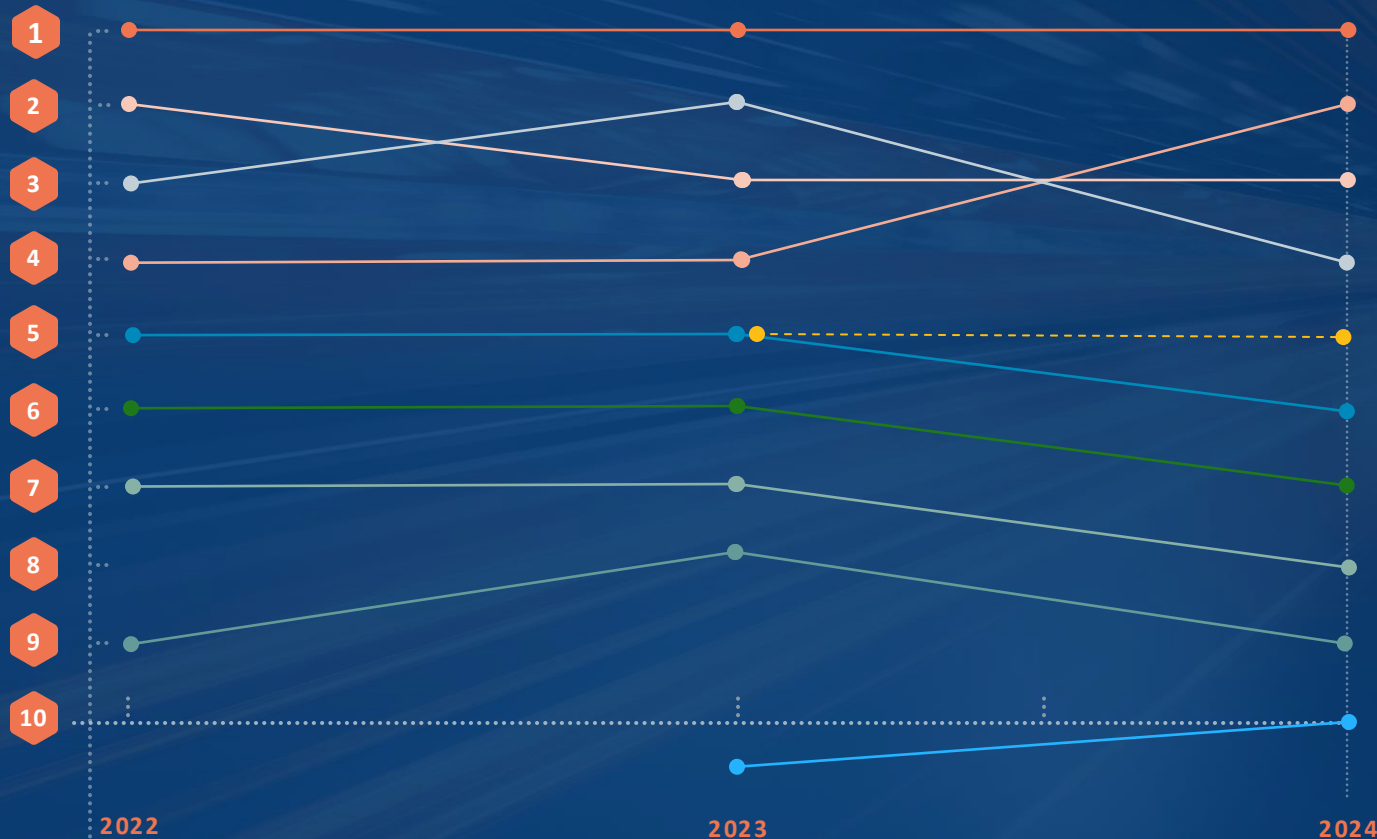
# NEW ENTRANTS AMONG THE TOP 10 SUPPLIERS

All incumbent players are losing in share within the TOP 25 listed suppliers



## TOP 10 Positioning 2022-2024

RANK\* TOP 10 SUPPLIER



TOP 10 SUPPLIER\*

1	<b>DENSO</b>	
2	<b>MAGNA</b>	
3	<b>Continental</b>	
4	<b>HYUNDAI MOBIS</b>	
5	<b>CATL</b>	
6	<b>AISIN</b>	
7	<b>MICHELIN</b>	
8	<b>FORVIA</b>	
9	<b>Continental</b>	
10	<b>LEAR</b>	

MARKET SHARE in TOP

2024 vs. 2023

7.7%	-1.0%P
7.3%	-0.1%P
7.3%	-0.4%P
7.1%	-0.7%P
5.5%	n/a
5.1%	-0.9%P
5.0%	-0.3%P
4.9%	-0.1%P
4.7%	-0.3%P
4.1%	-0.1%P

\* In descending order of automotive revenue; Ranking for CATL in 2023 based on full year figures from Berylls Top 100 as quarterly revenues have not been available at this point



# FINANCIAL BENCHMARKING TOP OEMS & SUPPLIER (1/2)

TOP25 SUPPLIERS Q1-Q3 2023 AND 2024<sup>1)</sup>



		Rank		Revenue [EUR mn.]			Margin [% of revenue]		
		2024	Δ	Q1-Q3 2023	Q1-Q3 2024	Δ (%)	Q1-Q3 2023	Q1-Q3 2024	Δ (pp.)
	Denso	1	0	35,275	31,548	-10.6%	7.0%	n/a	n/a
	Magna	2	+2	29,856	29,632	-0.7%	5.1%	4.8%	-0.3%
	Continental	3	0	30,972	29,624	-4.4%	5.5%	4.8%	-0.8%
	Hyundai Mobis	4	-2	31,613	28,930	-8.5%	4.0%	4.9%	0.9%
	CATL	5	n/a	n/a	22,364	n/a	n/a	n/a	n/a
	Aisin	6	-1	24,365	20,955	-14.0%	3.3%	3.2%	-0.2%
	Michelin	7	-1	21,152	20,171	-4.6%	12.1%	11.7%	-0.4%
	Forvia	8	-1	20,149	19,891	-1.3%	5.2%	5.2%	0.0%
	Cummins	9	-1	20,032	18,955	-5.4%	10.2%	11.3%	1.0%
	Lear	10	+1	16,270	16,547	1.7%	4.7%	4.1%	-0.6%
	Valeo	11	-1	16,436	16,281	-0.9%	3.3%	4.0%	0.6%
	Bridgestone	12	-3	16,785	15,624	-6.9%	9.9%	9.3%	-0.6%
	Hasco	13	n/a	n/a	14,195	n/a	n/a	3.6%	n/a
	Aptiv	14	-2	13,968	13,527	-3.2%	8.0%	10.7%	2.7%
	Goodyear	15	-2	13,800	12,470	-9.6%	3.9%	6.9%	3.0%
	Sumitomo Electric	16	-2	12,204	12,151	-0.4%	4.7%	5.8%	1.0%
	Schaeffler	17	+3	8,996	11,549	28.4%	7.1%	6.0%	-1.1%
	Panasonic	18	-3	11,856	10,844	-8.5%	5.1%	n/a	n/a
	Adient	19	-2	10,797	10,146	-6.0%	3.5%	2.1%	-1.4%
	BorgWarner	20	-4	11,374	9,795	-13.9%	8.1%	8.7%	0.6%
	Gestamp	21	-2	9,072	9,085	0.1%	5.6%	4.5%	-1.1%
	Motherson Group	22	0	7,516	8,959	19.2%	5.1%	4.8%	-0.3%
	Toyota Boshoku	23	-5	9,348	8,708	-6.8%	4.9%	2.5%	-2.4%
	Opmobility	24	-3	8,466	7,870	-7.0%	3.4%	4.3%	0.9%
	LG Energy Solution	25	n/a	n/a	7,553	n/a	n/a	-2.5%	n/a

1) Financials for the automotive sector. Only companies with available Q1-Q3 figures and details on automotive business units included in data set

# FINANCIAL BENCHMARKING TOP OEMS & SUPPLIER (2/2)

TOP10 OEMS Q1-Q3 2023 AND 2024



		Rank		Revenue [EUR mn.]			Margin [% of revenue]		
		2024	Δ	Q1-Q3 2023	Q1-Q3 2024	Δ (%)	Q1-Q3 2023	Q1-Q3 2024	Δ (pp.)
	VW	1	0	235,102	237,278	0.9%	6.9%	5.4%	-1.5%
	Toyota	2	0	211,632	209,112	-1.2%	10.1%	10.4%	0.4%
	GM	3	2	118,953	128,564	8.1%	6.5%	8.1%	1.6%
	Ford	4	0	120,214	125,841	4.7%	4.4%	3.6%	-0.8%
	Stellantis	5	-2	143,504	117,977	-17.8%	13.8%	8.7%	-5.1%
	Mercedes-Benz	6	0	112,957	107,144	-5.1%	13.6%	9.7%	-3.9%
	BMW	7	0	112,530	105,964	-5.8%	12.5%	9.1%	-3.4%
	Honda	8	0	93,505	98,769	5.6%	5.3%	6.5%	1.1%
	Hyundai	9	0	85,823	87,490	1.9%	9.6%	8.9%	-0.8%
	Nissan	10	2	61,209	66,226	8.2%	4.6%	7.6%	3.0%

# CURRENCY EXCHANGE RATES

## Q1-Q3 2024



### CURRENCY EXCHANGE RATES

EUR	1.00000
JPY	0.00609
USD	0.92002
KRW	0.00068
INR	0.01103
CNY	0.12781