Components Technology

Overview

Products and services

Automotive
- **Chassis:** Steering columns, gears & electric powered steering systems (EPS), damper, springs & stabilizers, axle assembly, Camshafts, e-engine components

Industry
- **Slewing bearings & seamless rings** for wind & further renewable energy applications, cranes & construction machinery and offshore equipment
- **Undercarriages & undercarriage components** for crawler equipment such as excavators and bulldozers
- **Crankshafts and engine components**

Key figures [€ mn]

<table>
<thead>
<tr>
<th></th>
<th>2016/17</th>
<th>2017/18</th>
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</thead>
<tbody>
<tr>
<td>Order intake</td>
<td>7,674</td>
<td>7,861</td>
</tr>
<tr>
<td>Sales</td>
<td>7,571</td>
<td>7,875</td>
</tr>
<tr>
<td>EBITDA</td>
<td>648</td>
<td>465</td>
</tr>
<tr>
<td>EBIT</td>
<td>297</td>
<td>120</td>
</tr>
<tr>
<td>Adjusted EBIT</td>
<td>377</td>
<td>197</td>
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<tr>
<td>Ø Capital Employed</td>
<td>3,740</td>
<td>3,897</td>
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Competitors

Automotive
- **Steering:** Bosch Automotive Steering Systems, ZF/TRW, NSK
- **Axle, damper & suspension systems:** ZF/TRW, Tenneco, Mubea, NHK Springs, Benteler
- **Camshafts:** Seojin Cam, Linamar

Industry
- **Slewing bearings and seamless rings:** IMO, SKF, Forgital Group
- **Undercarriages and undercarriage components:** Titan International
- **Crankshafts:** Bharat Forge, CIE Galfor, Sumitomo

Key strategy elements

- Leading global market positions for mission critical components in automotive and industry
- Technology leadership as co-creation partner for innovative solutions with high customer benefit
- Build on future technology trends based on material and process competence, manufacturing know-how, product and system understanding as well as digitalization/software competence
- Global production footprint
- EBIT adj. margin target 6-8% by performance & growth

Sales by region (fiscal year 2017/18)

- **Rest of Europe** 17
- **South America** 4
- **Rest of the World** 3
- **NAFTA** 29
- **DACHLI** 31

Sales by customer group¹ (fiscal year 2017/18)

- **Automotive** 78
- **Engineering & Construction** 16
- **Others** 6 (e.g. trade, energy industry and utilities)

¹ New definition of customer group for FY 17/18

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