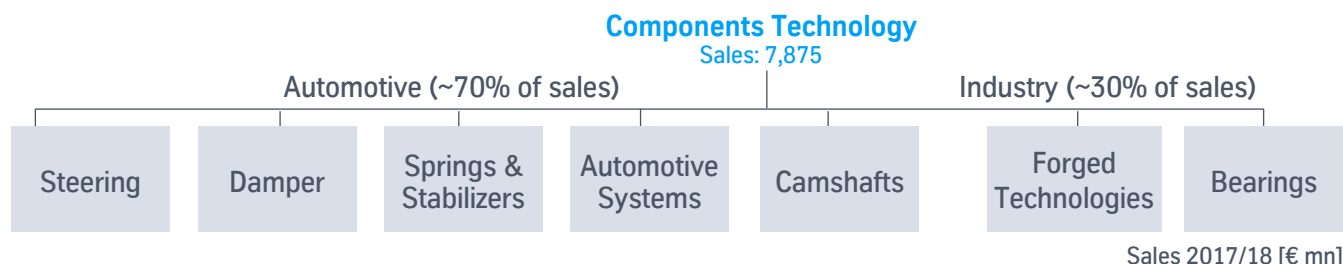


Overview



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]

	2016/17	2017/18
Order intake	7,674	7,861
Sales	7,571	7,875
EBITDA	648	465
EBIT	297	120
Adjusted EBIT	377	197
Ø Capital Employed	3,740	3,897

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

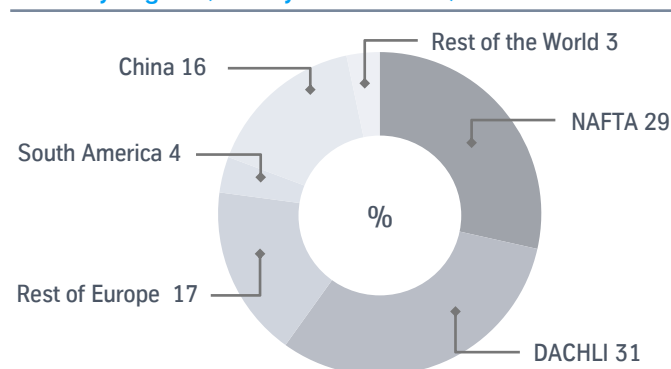
Industry

- **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)



Sales by customer group¹ (fiscal year 2017/18)

¹ New definition of customer group for FY 17/18

