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Press Release

Forged Technologies

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Berco's customer focused transformation ongoing

- Global production footprint of the group to be further leveraged
- Sales and technical support teams to boost customer experience
- Further extension of the product portfolio to address customer needs

At Conexpo 2023 in Las Vegas, Berco, a leading global manufacturer and supplier of undercarriage components and system for the world's leading manufacturers of tracked construction equipment, is presenting the continuous transformation of the company. Localization and the ongoing strategic extension of the product range are the main pillars of Berco's way forward.

Production capacities increased by leveraging tk's manufacturing network

Being part of thyssenkrupp's Business Unit Forged Technologies since 2017, Berco benefits from the group's unique global footprint, which includes around 50 forging presses and over 150 machining and assembly lines in 15 locations worldwide. As a next step, Berco increases capacity for the production of components for both Compact Track Loaders (CTL) and Berco Mini Undercarriages (BMU) at the Forged Technologies plant in Mexico from 2023 on. So far, the Mexican plant has been dedicated to manufacturing automotive components. "This localization of production allows us not only to increase our global production capacities for undercarriage components, but also to get closer to our customers in the North American market to their specific requirements," says Patrick Buchmann, CEO of thyssenkrupp Forged Technologies

With over 100 years of vertically integrated manufacturing – something which sets Berco apart in the market – the company is set to leverage additional synergies by producing strategically relevant components in thyssenkrupp Forged Technologies' automotive facilities. "We will further optimize our global production footprint and complement this with parts sourced from our trusted supply base. This is just one of the steps we will be taking in the future to ensure that our products are of the highest quality, as well as to further improve our supply chain," continues Patrick Buchmann.

Sales and Engineering: New marketing and sales strategy

Regarding sales, Berco of America will be scheduling on-site training sessions and introducing marketing tools to help increase traffic to its North American dealer base. Dealers are encouraged to reach out to Berco of America to discuss other opportunities



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in sales strategies, specifically in mining, forestry, construction, and agriculture. Many new Berco products will make sales into these industries more advantageous.

Through its Berco Academy, the company is also placing an even greater emphasis on the engineering capabilities and technical support that it offers to its global customers. This involves the provision of dedicated resources for all major regions of the world, so that the specific requirements and working conditions in each geographical location are fully reflected in the Berco products. To this end, Berco intends to share knowledge with its customers even more, so that they can understand and leverage the company's products and technology even better.

All different activities on global level will contribute to reducing complexity and improving efficiency and responsiveness towards customer needs in the long run.

Engineering expertise leveraged to extend product range

Conexpo 2023 will also feature the latest product range extensions from Berco. Berco's Service Line, known for offering the perfect balance between value and performance in construction applications, keeps growing with the recent introduction of track chains, rollers and sprockets for mid-range construction dozers. "We are very happy to complete our Service Line with components for dozer applications, which strategically complements our existing product range for excavators" says Eduardo lenne, Head of Sales North America of the Business Unit Forged Technologies.

Berco once more proves its system competence for the complete undercarriage by introducing Bogie Pins, which were presented to the public just a few months ago at Bauma 2022. Their main function is to offer a pivot point that allows major and minor bogies of a suspended undercarriage to oscillate. The product is fully interchangeable with OEM genuine parts for large mining dozers ranging from 40 to 100 tons and it's engineered and manufactured by Berco. What makes this product special is a newly developed sealing system specifically designed to provide superior and unbeatable performance.

About Berco:

Berco is a global leading manufacturer and supplier of undercarriages for heavy machinery. With over 100 years of experience, the Italian born company creates tailor-made undercarriage solutions for all types of machinery that range in weight from 1 to 330 tons. Being a market leader in components for Compact Track Loaders (CTL) and a main player in the mining sector, the industries the company supplies include construction, forestry and agriculture. One in every five chain-driven construction vehicles relies on Berco systems. The company's commitment to innovation is demonstrated by its continual investment in R&D as well as by its supplying of best-performing, long-life solutions to leading OE manufacturers.

For the Aftermarket, the company provides drive sprockets, idlers, rollers, track chains, track shoes and undercarriage systems. Its ranges are available in three product lines: Platinum, Original and Service. Berco's main factory is located in Copparo, Italy, and the company has four other facilities in Italy, the US and Brazil, with an overall workforce of around 1,800 employees. Berco has been part of the thyssenkrupp group since 1999, and in 2017 joined the Forged Technologies business Business Unit – the world's largest steel forging company.

About thyssenkrupp Forged Technologies

thyssenkrupp Forged Technologies is a diversified supplier of components and system solutions for a wide range of different industries and markets. The forging group has a unique global footprint by operating around 50 forging presses and over 150 machining and assembly lines in 15



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locations worldwide, including in Germany, Italy, Bulgaria, the USA, Mexico, Brazil, India and China. With sales of well over 1 billion euro, the company specializes in the production of components and systems for the automotive, truck and construction machinery industries.

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