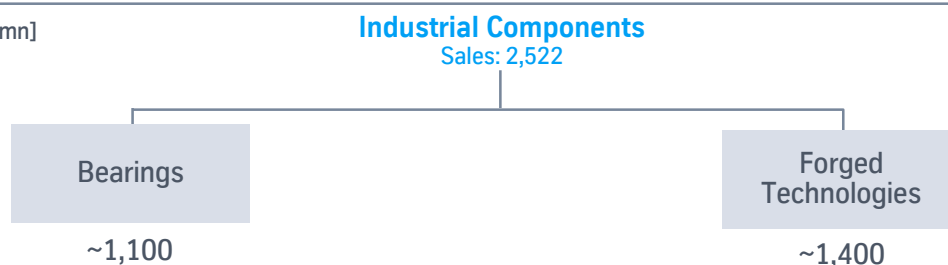


Overview

Sales 2018/19 pro-forma [€ mn]



Products and services

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

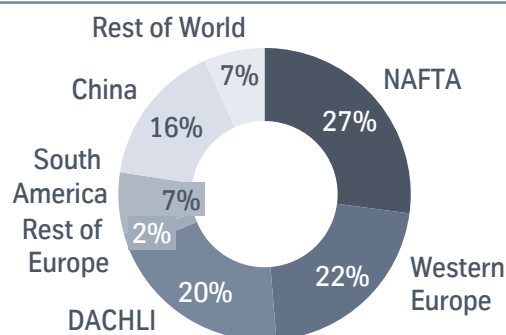
Key strategic elements

- Leading global market positions for mission critical components in wind energy, truck and construction machinery industry
- Technology leadership as co-creation partner for innovative solutions with high customer benefit
- Broad spectrum of products built on years of experience in innovative materials and forging processes
- Global production footprint
- Focus on cost and efficiency: further reduction of fixed and G&A costs, harvest purchasing savings, continuously observe M&A targets

Key figures [€ mn]

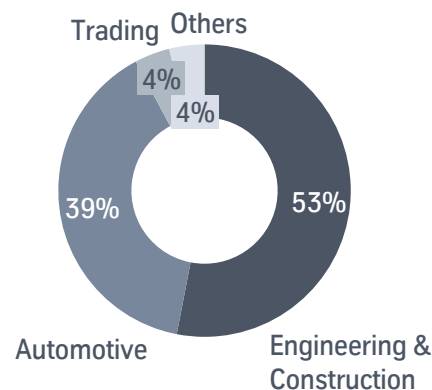
	2017/18 (pro-forma)	2018/19 (pro-forma)
Order intake	2,323	2,636
Sales	2,338	2,522
EBITDA	305	325
EBIT	183	201
Adjusted EBIT	189	230
Ø Capital Employed	~1,400	~1,400
BCF	159	232

Sales by region (fiscal year 2018/19 pro-forma)



D = Germany, A = Austria, CH = Switzerland, LI = Liechtenstein

Sales by customer group (fiscal year 2018/19 pro-forma)



Market position and competitors

Slewing bearings and seamless rings:

- Market leader
- IMO, SKF, Forgital Group

Undercarriages and undercarriage components:

- >10% global market share
- Titan International

Crankshafts:

- 70% – 80% share in main truck markets and >50% globally
- Bharat Forge, CIE Galfor, Sumitomo, Forja de Monterrey, Macimex, Forges de Courcelles, American Axle