

What we do

Oerlikon Drive Systems Segment, a part of the Swiss-based Oerlikon Group (SIX: OERL), is a leading supplier of high-precision gear, drive and shifting solutions. Under the market-leading brands of Oerlikon Graziano and Oerlikon Fairfield, the Segment provides high-tech drive products and systems for a wide range of applications, from sports cars, hybrid and electric vehicles to machinery and equipment for the agriculture, construction, mobility (on-/off-highway, city buses), energy and mining sectors. Known for its excellent manufacturing, engineering and innovative expertise, the Segment has the expertise and capabilities to lead the full deployment of a development program from conceptual and simulation phases to mass production of complete mechatronic driveline systems as well as single gearing components. In 2017, the Segment generated sales of CHF 730 million and has a team of over 5 100 employees, operating its own production facilities in China, India, EMEAR and the Americas and serving customers worldwide.

<http://www.oerlikon.com/en/segments-drivesystems/>

Five-year summary of key figures

in CHF million	2017	2016	2015	2014	2013
Order intake	778	600	571	781	792
Sales	730	612	648	779	734
EBITDA	78	51	-19	82	67
EBITDA margin in % of sales	10.6%	8.4%	n/a	10.5%	9.1%
Capital expenditure	68	31	34	48	55
R&D expenses	12	12	-10	-14	-13
Net operating assets	383	360	349	945	925
Number of employees	5 164	4 819	4 832	5 194	5 157

Over 5 100 employees serving customers worldwide



A global driver in transmission systems

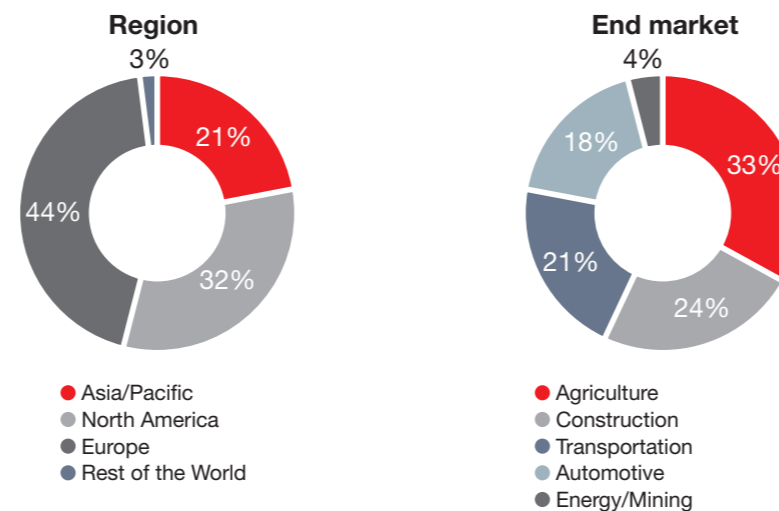
oerlikon graziano

The Oerlikon Graziano brand is a global player in power transmission and one of the largest manufacturers of gearing and drive solutions. In addition, Oerlikon Graziano is recognized as a technology innovator and is a world leader in the design, development and manufacture of Shifting Solutions™, drivelines and high-performing transmissions for a variety of special applications.

oerlikon fairfield

The Oerlikon Fairfield brand is one of the world's largest integrated manufacturers of engineered gear and drive solutions for a variety of applications for mobile off-highway equipment and stationary industrial machinery. In addition, Oerlikon Fairfield's competencies include the design, development and manufacturing of custom gears, custom drive assemblies and planetary drives.

Sales split FY 2017



Well-known customer base

Agriculture:

- AGCO
- CNH Industrial
- John Deere
- Mahindra
- Tafe
- Turk Traktor

Construction:

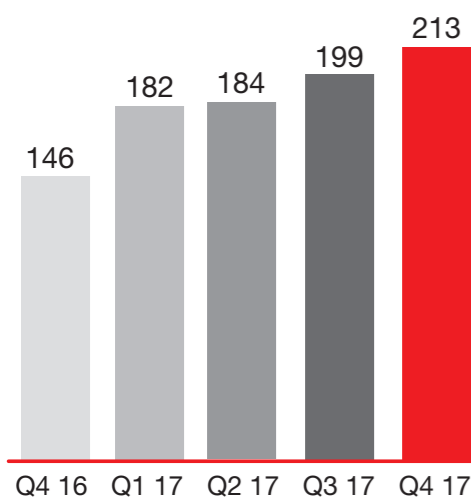
- Caterpillar
- CNH Industrial
- JCB
- Sany
- Tata Hitachi
- Terex Lift

Others:

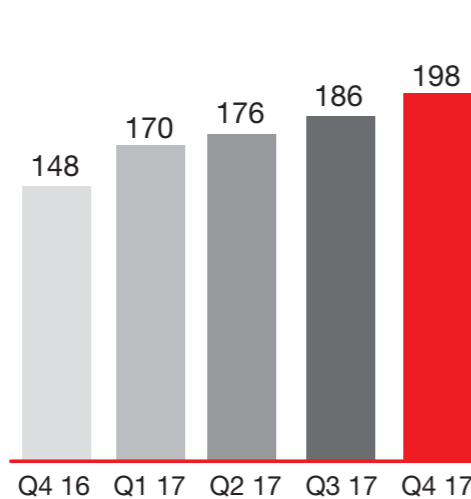
- Allison Transmission
- Aston Martin
- GE Transportation
- McLaren
- Oshkosh
- Volkswagen

Quarterly figures

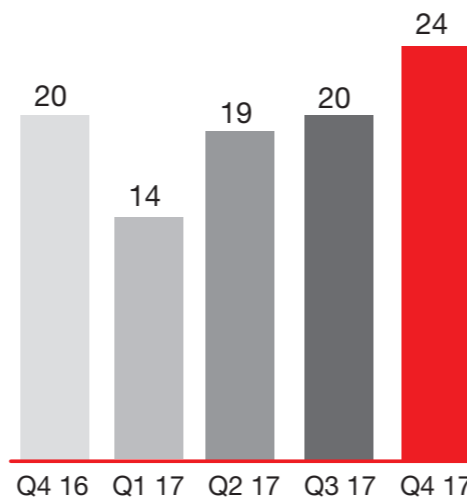
Order intake (in CHF million)



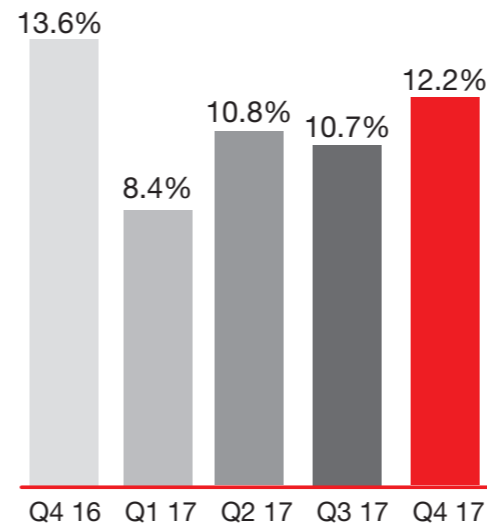
Sales (in CHF million)



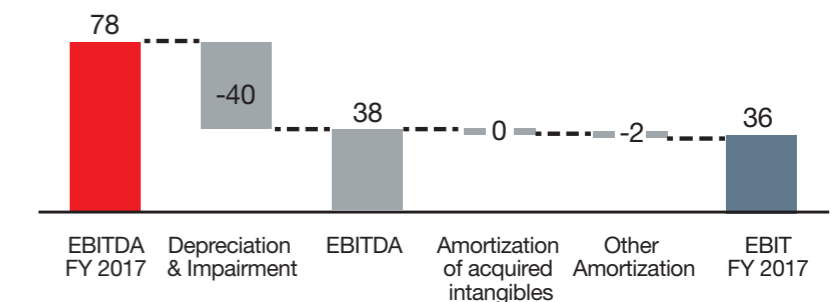
EBITDA (in CHF million)



EBITDA margin (in % of sales)



Profitability Bridge FY 2017



Segment CEO – Dr. Bernd Matthes

- 1960, German and US citizen
- Segment CEO since 2014
- Previous position: President (and founder) of Automotive Strategy Consultants LLC