

## 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 2016, the Segment generated sales of CHF 612 million and has a team of over 4 800 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	2016	2015	2014	2013	2012
Order intake	600	571	781	792	766
Sales	612	648	779	734	826
EBITDA	51	-19	82	67	111
EBITDA margin in % of sales	8.4%	n/a	10.5%	9.1%	13.4%
Capital expenditure	31	34	48	55	66
R&D expenses	12	-10	-14	-13	-12
Net operating assets	360	349	945	925	959
Number of employees	4 819	4 832	5 194	5 157	5 177

## Over 4 800 employees serving customers worldwide



## A global driver in transmission systems

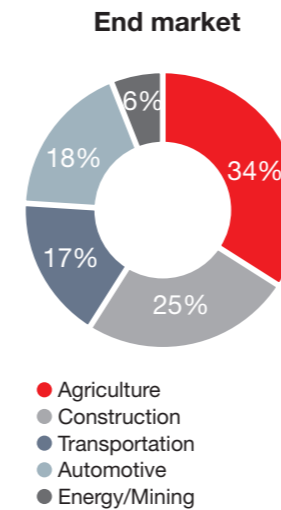
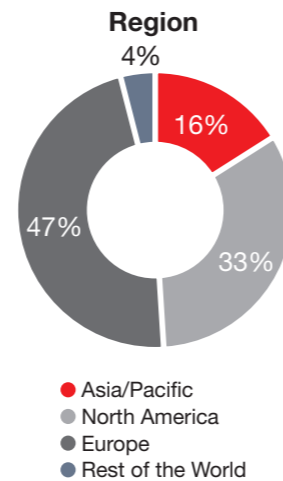
### oerlikon graziano

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 2016



## Well-known customer base

### Agriculture:

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

### Construction:

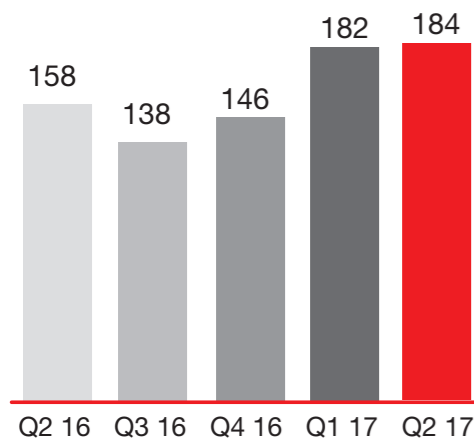
- Caterpillar
- CNH Industrial
- JCB
- Sany
- Tata Hitachi
- Terex Lift

### Others:

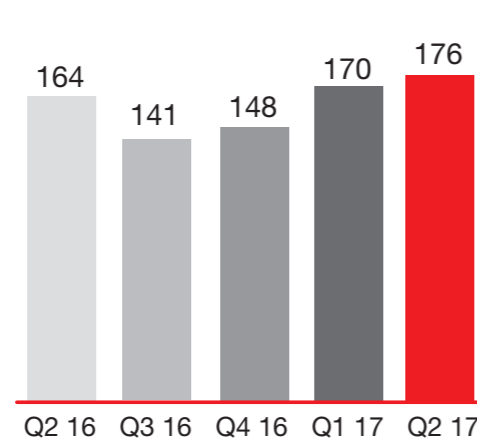
- Allison Transmission
- Aston Martin
- GE Transportation
- McLaren
- Oshkosh
- Volkswagen

## Quarterly figures

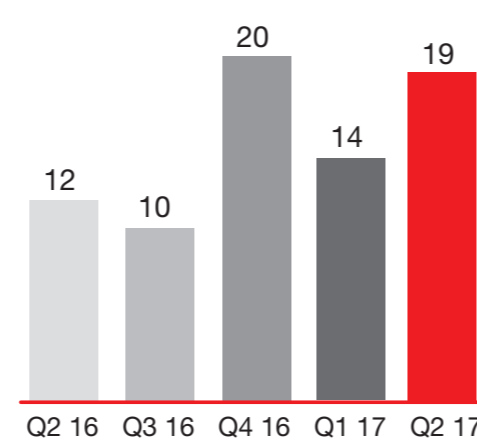
Order intake (in CHF million)



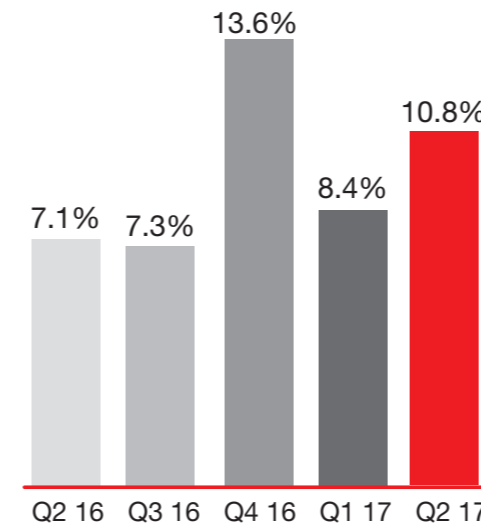
Sales (in CHF million)



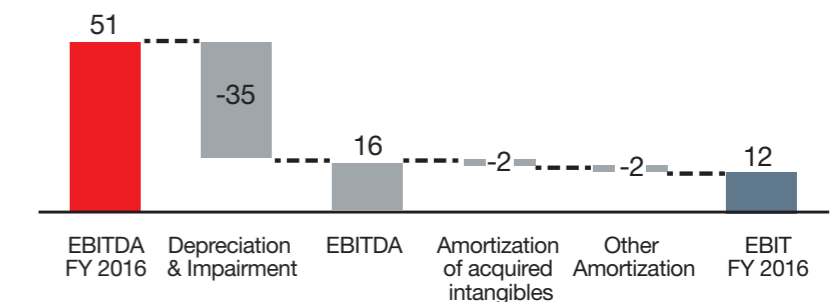
EBITDA (in CHF million)



EBITDA margin (in % of sales)



## Profitability Bridge FY 2016



## Segment CEO – Dr. Bernd Matthes

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

