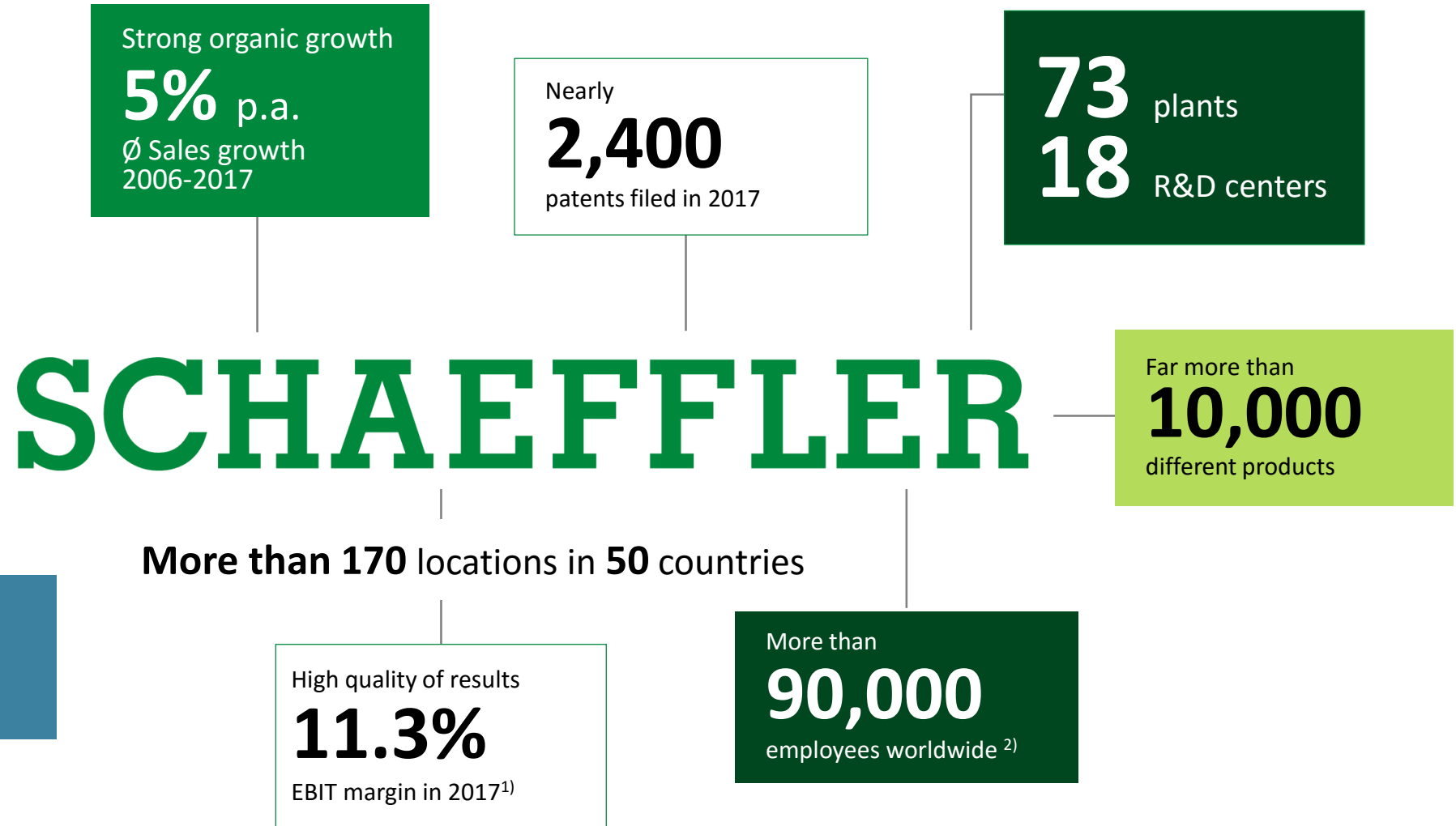


SCHAEFFLER



Schaeffler Romania

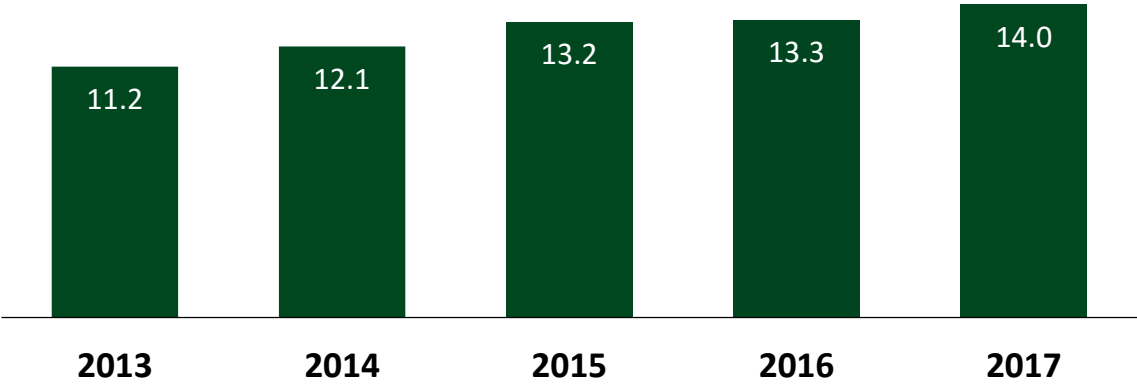
Official presentation



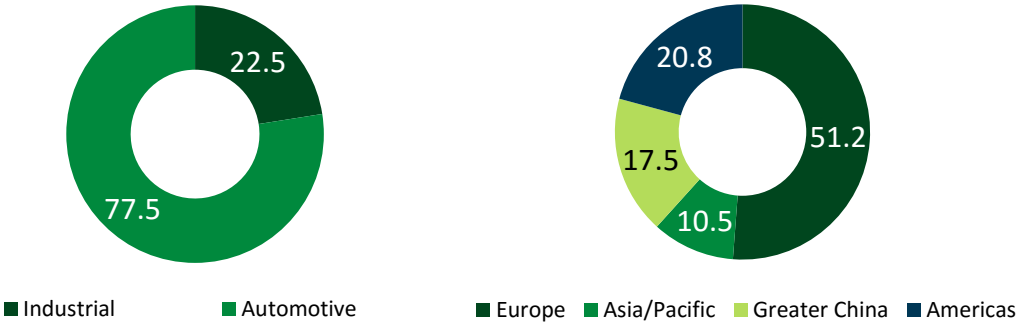
¹⁾ Before one-off effects

²⁾ As at December 31, 2017

Continuous sales growth from (in EUR bn)



Sales by division and region in 2017 (in %)

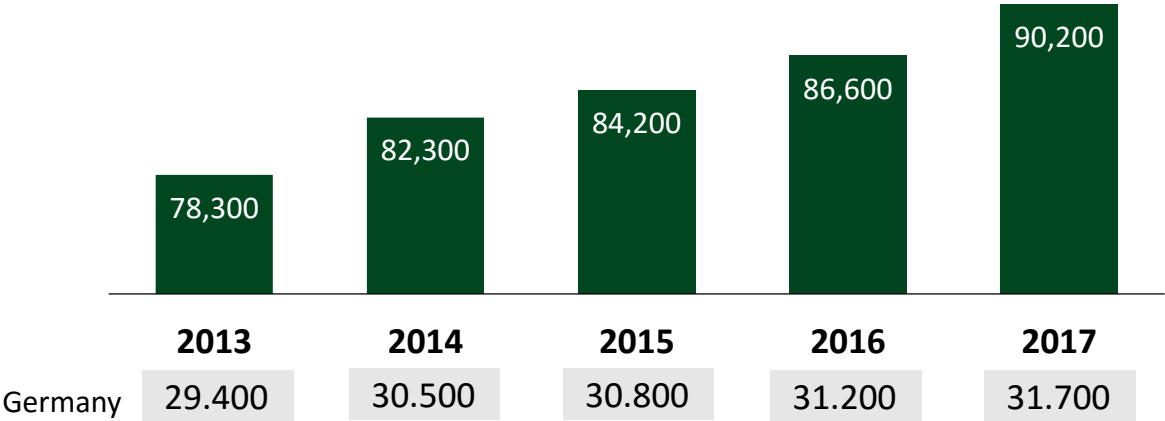


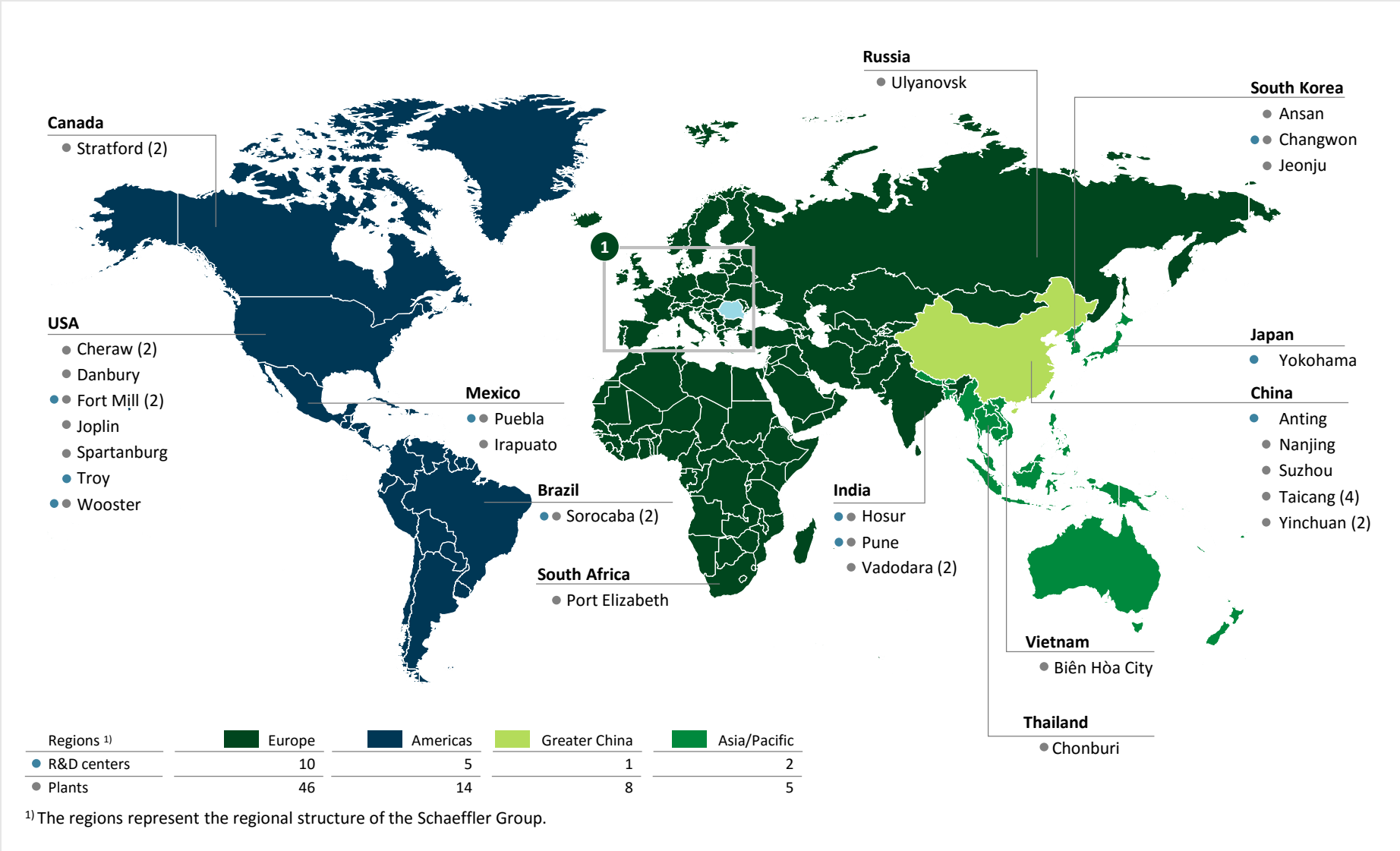
EUROPE: Incl. Germany, Western, Southern and Eastern Europe, Middle East, Africa, Russia and India

Global footprint

	#Plants	#R&D Centers
Europe	46	10
Americas	14	5
Greater China	8	1
Asia / Pacific	5	2
Total	73	18

Employees worldwide





1 In Europe

- Germany**

 - Bühl
 - Eltmann
 - Gunzenhausen
 - Hamm/Sieg
 - Herzogenaurach
 - Hirschaid
 - Höchstadt (2)
 - Homburg (3)
 - Ingolstadt
 - Kaltennordheim
 - Lahr
 - Luckenwalde
 - Morbach
 - Schweinfurt (2)
 - Steinhagen
 - Suhl
 - Unna
 - Wuppertal
- United Kingdom**

 - Llanelli
 - Plymouth
 - Sheffield
- Italy**

 - Momo
- Portugal**

 - Caldas da Rainha
- Spain**

 - Elgoibar
- Hungary**

 - Debrecen
 - Szombathely
- Romania**

 - Braşov
- Slovakia**

 - Kysucké Nové Mesto
 - Skalica
- Czech Republic**

 - Lanškroun
 - Svitavy
- Austria**

 - Berndorf-St. Veit
- France**

 - Calais
 - Chevilly
 - Haguenau (2)
- South Korea**

 - Ansan
 - Changwon
 - Jeonju
- Japan**

 - Yokohama
- China**

 - Anting
 - Nanjing
 - Suzhou
 - Taicang (4)
 - Yinchuan (2)
- India**

 - Hosur
 - Pune
 - Vadodara (2)
- Vietnam**

 - Biên Hòa City
- Thailand**

 - Chonburi

Country data

Population:	19.310.216
Total area:	238.397 km²
Currency:	1 EUR = 4.63 RON (as budgeted for 2018)
GDP per capita in 2016:	10.080 USD
Member of:	UN, NATO, OSZE and EU



Investments	HC (2018)
Continental	18.200
Renault Technologie Roumanie	17.700
Leoni	15.000
Autoliv	11.300
SEWS	8.000
Yazaki	7.000
Schaeffler	4.500

Schaeffler Romania 
Manufacturing Plant in Brasov
Industry & Automotive





Old Town



Ecaterina Gate



University Transilvania



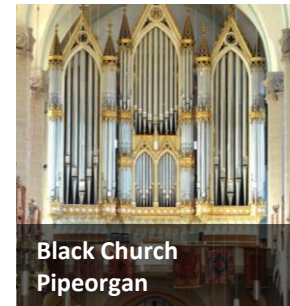
Black Church



View

Bearing industry (since 1949)

- ▶ Qualified work force
- ▶ University Transilvania
- ▶ Support from local authorities
- ▶ Competent suppliers



Black Church
Pipeorgan



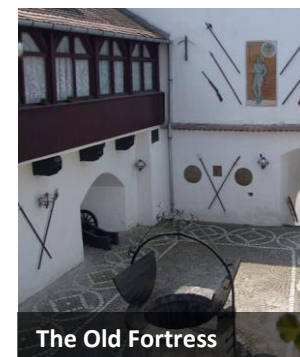
Bran Castle



White Watchtower



Council Square



The Old Fortress



Founded in the early 13th century as the south-easternest german city in Transilvania under the name *Corona*

Historic region:	Transilvania
Elevation:	600 m
Area:	267,2 km ²
Population city:	290 955 (2017)
Population county:	632 650 (2017)

2002
Founding of INA-Schaeffler Braşov LTD. Start of production in a rented building. The first 100 employees



2004
Relocation and start of production in the new plant in Cristian. Employees: 652



2005
Official inauguration of the first Schaeffler building in Romania. TUEV and Environment accreditations



2006
Start of activity in the Training Workshop: apprenticeships, perfecting courses and reconversion courses



2007
The first large sized bearing is produced in Schaeffler Romania



2008
The first bearing (slewing ring) in outer diameter range +1600 mm is produced in Romania



2009
Inauguration of the forge. The forge has a capacity for rings with diameters of up to 3 m



2012
Inauguration of the Engineering Center Schaeffler



2013
Schaeffler Romania awarded as excellence supplier by Ford and GM



2014
First promotion of the Professional German School Kronstadt

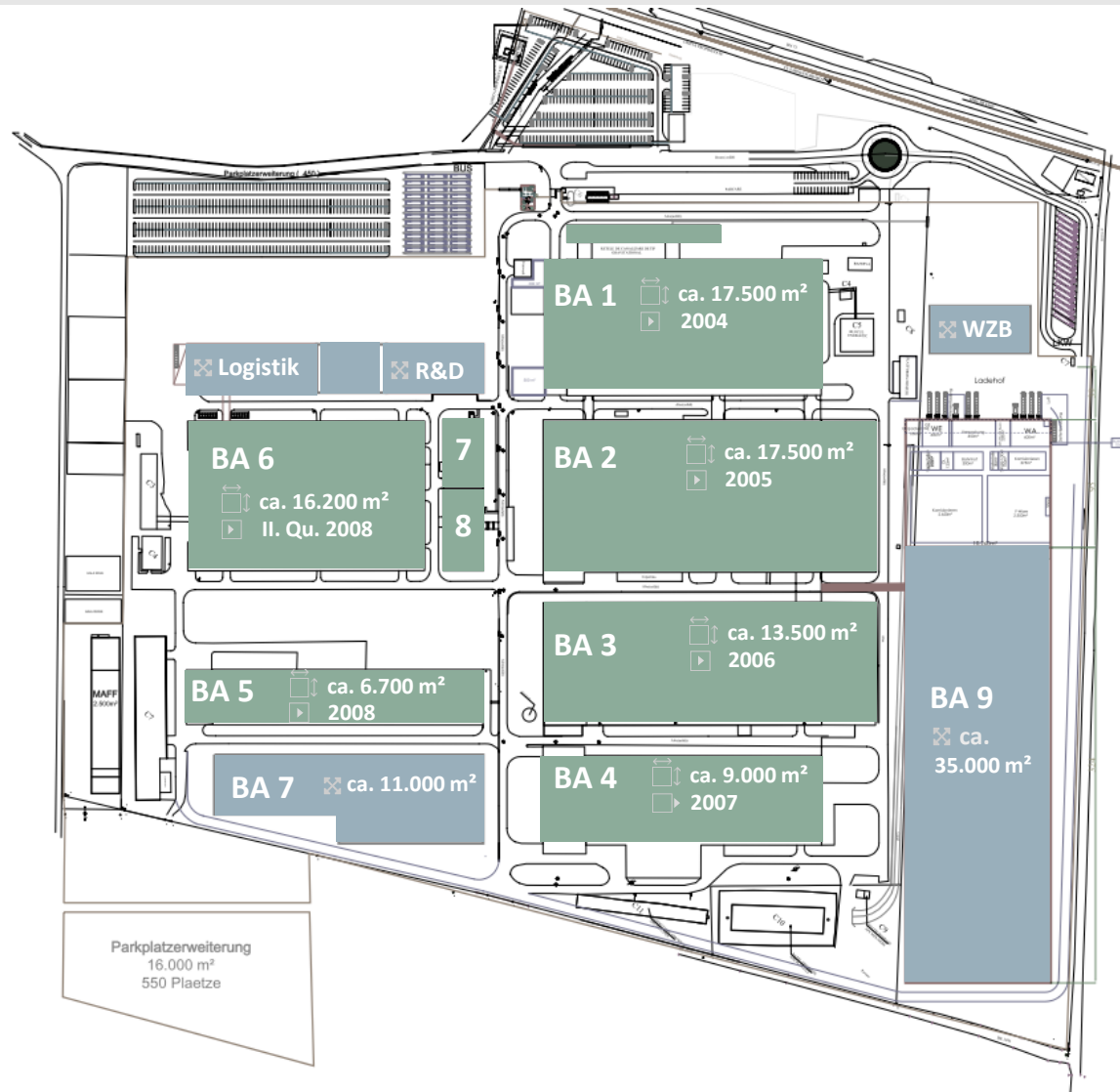


2016
Metso HRC™ 3000, the heaviest bearing (8T) produced by Schaeffler Romania for the world's largest crusher (USA)



2018
Starting construction of two new buildings, one for logistics and one for research/development





Total area: 440.877 m²

Built area: 139.702 m²



construction



production area



inauguration



planned extension starting 2018

- ▶ 7: **Engineering Center & Tool Service**
1.500 m² (x4 levels)
- ▶ 8: **Cafeteria & Training Center**
1.800 m² (x2 levels)



4.500
EMPLOYEES

>600mil.€
INVESTMENT

100.000sqm
PRODUCTION AREA

12
PRODUCTS



Mobility for Tomorrow

Industry



Tapered roller bearings



Spherical roller bearings



Cylindrical roller bearings



Linear technology



Wind



Rail



Off-road



Power Transmission



Industrial Automation



Raw Materials



75%

Automotive



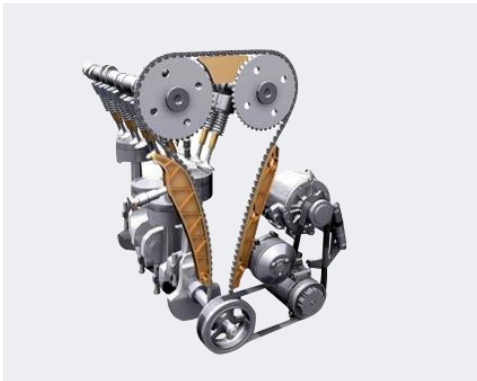
VCT



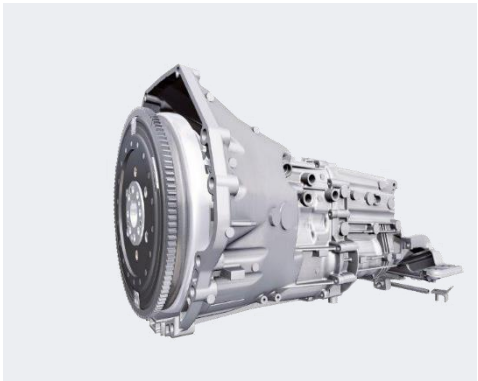
RSTO



Tripod rollers



Motor systems

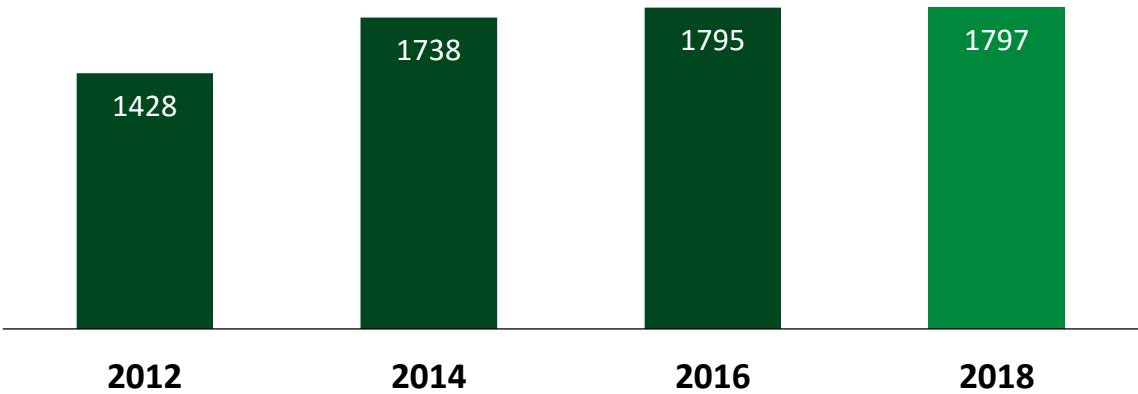


Transmission systems

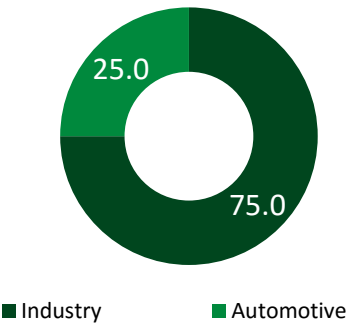


25%

Continuous growth in revenues (in LEI mio)

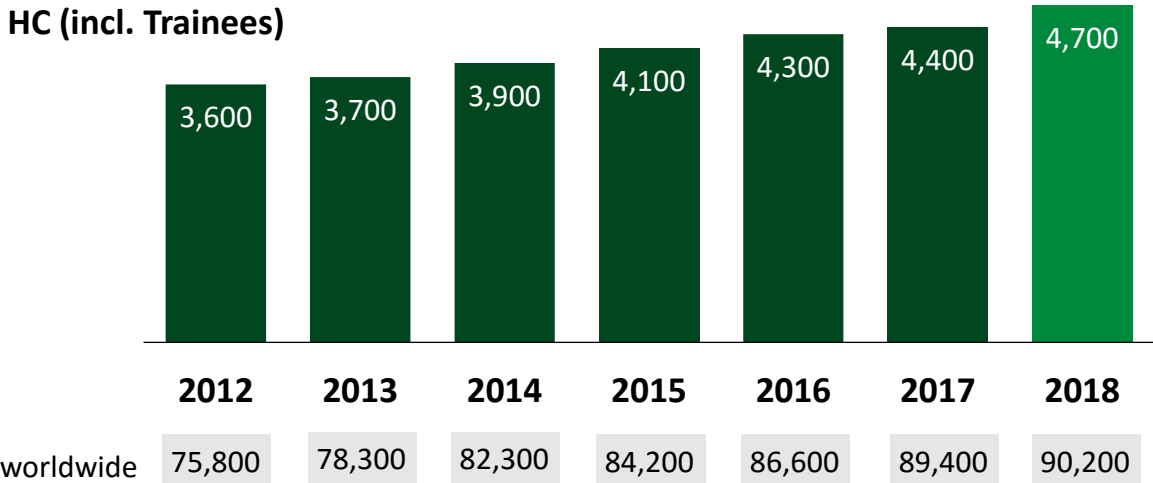


Revenue by division and BU (in %)

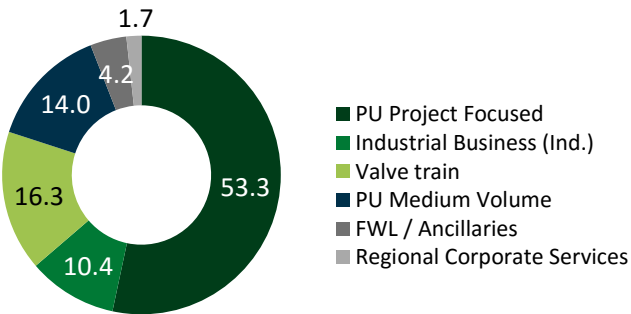


Romania: Plant Braşov (ISB)

HC (incl. Trainees)



Global Automotive and Industrial Supplier



Romania: Braşov Plant (ISB)



Sustainable

A long-term view and continuity will foster the growth of the Schaeffler Group, thereby enabling a future worth living.

Innovative

For (nearly) every problem there is a solution. If not, we will create one!

SCHAEFFLER

Passionate

Our biggest driver is our passion for innovative technologies and joint success with our customers.

Excellent

We develop solutions that are of the highest quality based on our extensive expertise.

Production System



- ▶ **Safety** → Working Capacity
- ▶ **Quality** → External Q-Claims
- ▶ **Delivery** → Delivery Perform.
- ▶ **Cost** → Productivity
- ▶ **Moral** → Fluctuation



Fit for Quality



Quality has the highest priority!

Fit For Quality Academy

- ▶ since January 2014
- ▶ training for all employees
- ▶ interactive 1 day-course
- ▶ 8 quality axioms
- ▶ target: zero defects



IE



Excellence in processes

- ▶ Complexity mastered for 42 basic technologies
- ▶ More than 800 new types
- ▶ Ratio of over 6 million euros
- ▶ about 300 ongoing projects
- ▶ Culture of improvement

/Year



MOVE



Mehr Ohne Verschwendung

= more, without waste

MOVE Academy

- ▶ since October 2009
- ▶ training for all employees
- ▶ 10 distinct courses
- ▶ Schaeffler concept



R&D



Engineering Center

- ▶ ~ 3,2 Mio. Euro investment
- ▶ > 200 employees
- ▶ Research & Development
- ▶ Technical Calculations
- ▶ Analysis and Benchmarking
- ▶ CAD-Methods and Support



CSC



Corporate Service Center

- ▶ >200 HC
- ▶ >50 developed application

Functions:

- ▶ HR Support
- ▶ Worldwide IT Support
- ▶ EU Logistics Support
- ▶ Worldwide Dispo Support



Certifications



Top international Standards

- ▶ ISO 9001: 2015
- ▶ IATF 16949: 2016
- ▶ ISO/TS 22163 (IRIS)
- ▶ EMAS, recognized by the European Commission in 2015 as one of the first in RO



Recognition



- ▶ Top-Exporter | COC-Bv
- ▶ Group, ex. lead segment for large rollers
- ▶ **Ford:** "Q1 Preferred Quality Award", **General Motors:** „Supplier Quality Excellence Awards”, **Siemens:** „MD Best Supplier Award – Quality”, **Volvo:** „Quality Excellence”



Employees



Qualified employee development:

- ▶ Schaeffler Academy
- ▶ Events and activities specially tailored for employees:
ex. The Schaeffler Romania Award Gala
- ▶ Training Center



CSR

- ▶ >200 cultural, educational, social and charitable projects
- ▶ for employees: sport events, anniversaries, children's day...
- ▶ educational programs, like summer job for employee kids
- ▶ environmental actions
- ▶ the Schaeffler Parc



Students



- ▶ Internship program
- ▶ Dissertation program
- ▶ 3 Master Programmes
- ▶ 10 Excellence Scholarships
- ▶ Trainee program
- ▶ 4 Schaeffler laboratories
- ▶ Events, lectures and other projects

Investing in future generations



Leading role in initiating the first vocational school in dual system in Romania:

German Vocational School Kronstadt

over half of the first graduates of the school are now Schaeffler Romania employees



Thank you
for your attention

