

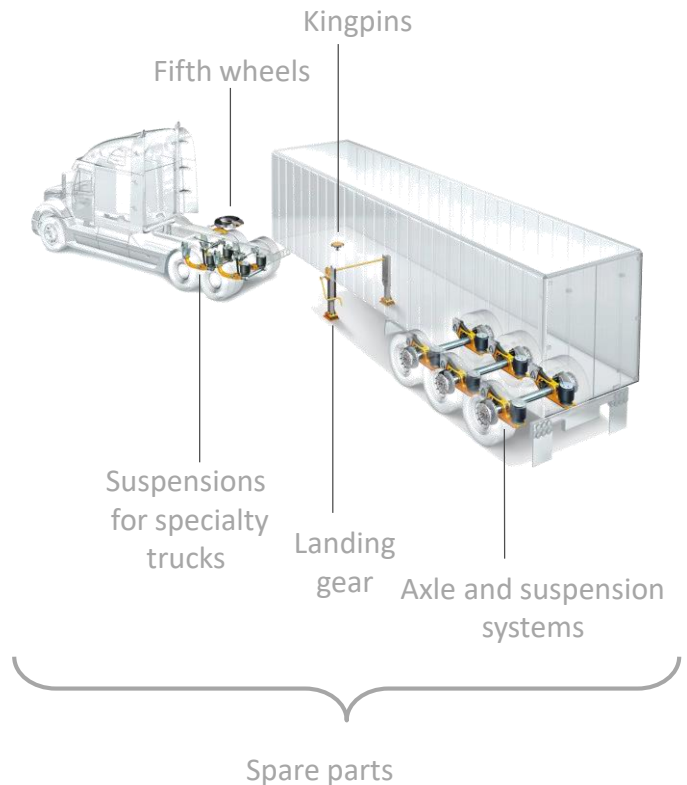
Company Profile

SAF-HOLLAND S.A., located in Luxembourg, is the largest independent listed supplier to the commercial vehicle market in Europe delivering mainly to the trailer markets. The Company is one of the world's leading manufacturers and suppliers of chassis-related systems and components primarily for trailers, trucks, buses, and recreational vehicles. The product range comprises axle and suspension systems, fifth wheels, kingpins, and landing gear marketed under the brands SAF, Holland and Neway. SAF-HOLLAND sells its products to Original Equipment Manufacturers (OEM) on six continents. The Group's Aftermarket business supplies spare parts to the service networks of Original Equipment Suppliers (OES), as well as to end customers and service centers through its extensive global distribution network. SAF-HOLLAND is one of the few suppliers in the truck and trailer industry that is internationally positioned in almost all markets worldwide. With the innovation campaign SMART STEEL - ENGINEER BUILD CONNECT, SAF-HOLLAND combines mechanics with sensors and electronics and drives the digital networking of commercial vehicles and logistics chains. More than 3,500 committed employees worldwide are already working today on the future of the transportation industry.

Management Board

- **Detlef Borghardt**
Chief Executive Officer (CEO) and President Region APAC/China
- **Dr. Matthias Heiden**
Chief Financial Officer (CFO)
- **Alexander Geis**
President Region EMEA/I
- **Steffen Schewerda**
President Region Americas
- **Guoxin Mao**
President Region China

Key components and systems



Business Mission

- We make the greatest possible contribution to the success of our customers in the global commercial vehicle industry. We manage the company with a long-term view and achieve appropriate returns.
- We are an attractive employer, offering our employees challenging tasks and rewarding development prospects.
- We aim at being the ultimate supplier of excellent components, systems and services, which drive the success of our fleet customers in the global commercial vehicle industry.

Key Figures 2017

- Sales: EUR 1,138,9 million
- Adjusted EBIT: EUR 91.2 million
- Adjusted EBIT margin 8.0%
- Result for the period: EUR 41.0 million
- Free cash flow: EUR 29,7 million
- Balance sheet total: EUR 998,1 million
- Net working capital ratio: 11.0%
- Dividend yield 2.5%
- Employees (on average): 3,565

Strategic Growth Areas

- Axle and suspension systems for trailers (Europe and North America)
- Truck and bus suspension systems (worldwide)
- New markets (primarily in Asia-Pacific, the Middle East and Africa)
- Aftermarket (worldwide)

History

- 2006** SAF-HOLLAND established by the merger of German Otto Sauer Achsenfabrik GmbH and North American Holland Group Inc.
- 2007** Initial Public Offering of SAF-HOLLAND at the Frankfurt Stock Exchange (Prime Standard)
- 2008** Acquisition of Georg Fischer Verkehrstechnik GmbH (second largest manufacturer of fifth wheels in Europe and the kingpin business of US supplier, Austin-Westran)
- 2010** Private equity company Pamplona Capital Partners I, LP sells its remaining share (34.5%)
- 2010** Admission of SAF-HOLLAND share into small cap index SDAX of Frankfurt Stock Exchange
- 2013** Acquisition of bus suspension specialists Corpco Beijing Technology and Development Co., Ltd.
- 2016** Acquisition of Brazilian manufacturer of suspension systems KLL Equipamentos para Transporte Ltda.
- 2018** Acquisition of 70% stake in V.Orlandi S.p.A., a supplier of couplings for trucks an specialty fifth-wheels
- 2018** Takeover of York Transport Equipment (Asia) Pte. Ltd., a market leader in Asia, Africa and Australia and an market leader in trailer axle and suspension systems in India

Customers

Key OEM customers producing trucks and trailers



End customers using trucks and trailers

