

## Company Overview





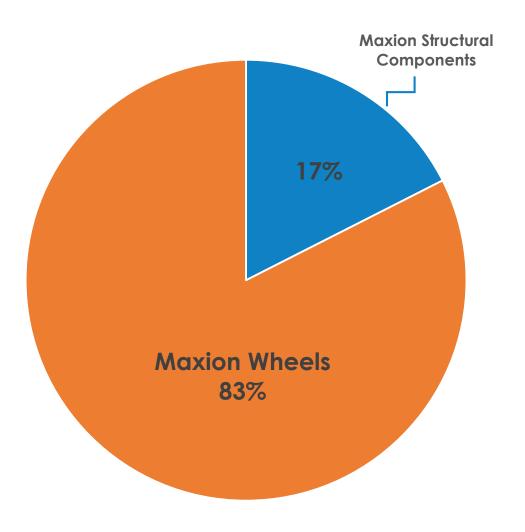
- Maxion İnci Steel (INC)
- Maxion İnci Aluminium (JAW)











lochpe-Maxion consists of 2 divisions:

- Maxion Wheels



– Maxion Structural Components



+ Minority joint venture – Amsted-Maxion (railway)



### Maxion Wheels At-A-Glance



- Largest global manufacturer of wheels for more than 100 years
- Produced more than 58 million wheels in 2018
- \$2.1 Billion USD sales in 2018
- 1 out of every 8 OE wheels in the world is a Maxion wheel
- More than 10.000 employees around the world
- Manufactures in 12 countries on 5 continents





## Leadership Team



Pieter Klinkers CEO Maxion Wheels



Peter Stabel Vice President and CFO



Mustafa Zaim Chairman of the Board Turkey JV



Juan Lorenzo President, Europe, Africa, Asia Pacific



Don Polk President, Americas



Mark Gerardts Vice President, Global Sales and Marketing



Mark Sinar Vice President, Global Human Resources



Kai Kronenberg Vice President, Bus. Dev. & Global Innovation and Chief Representative Officer, China



Ralf Duning Vice President, Global Engineering



Giorgio Mariani Vice President, Global Supply Chain



Esteban Remecz Vice President, CIO





### MAXION A Wide Range of Wheels



### Manufacturer of Original Equipment for Passenger Car, Commercial Vehicle and Off-Road Wheels



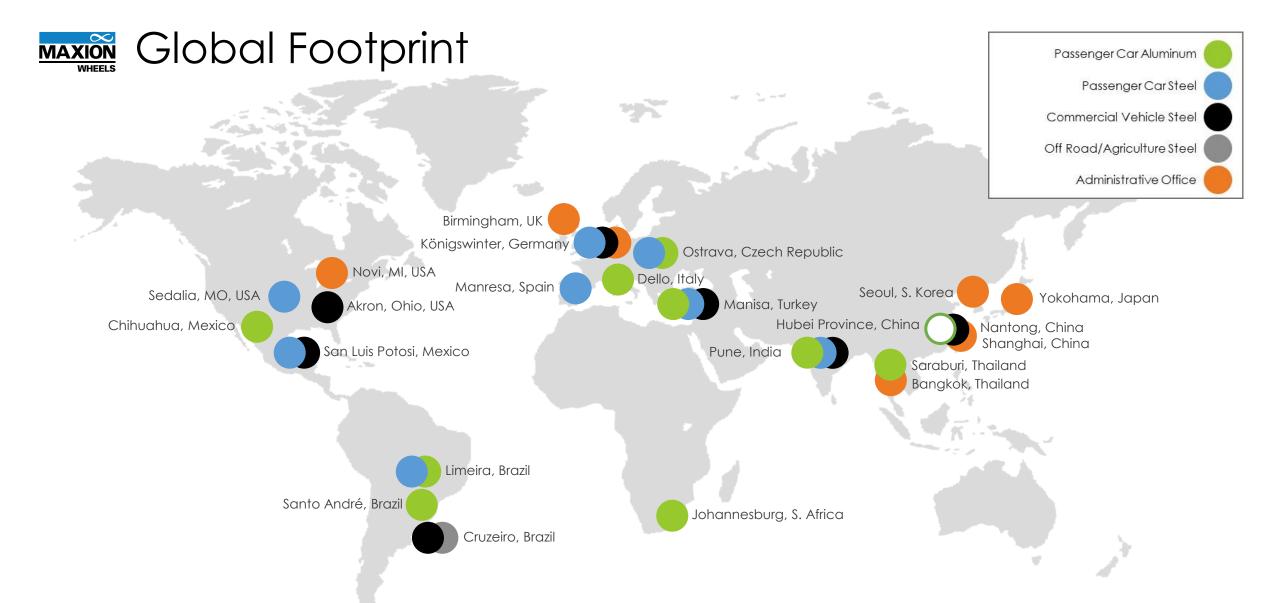
Passenger Car Steel + Aluminum Wheels



Commercial Vehicle Steel + Aluminum Wheels



Agriculture/Off-Road Steel Wheels

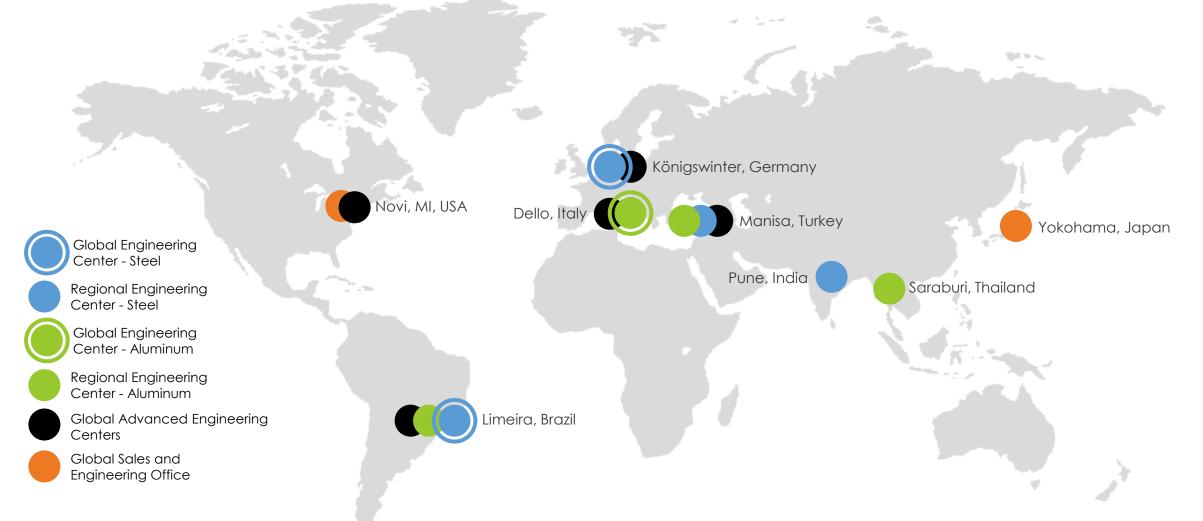


Strategically Positioned to Serve the Growing Global Transportation Market



## MAXION Global Engineering Footprint



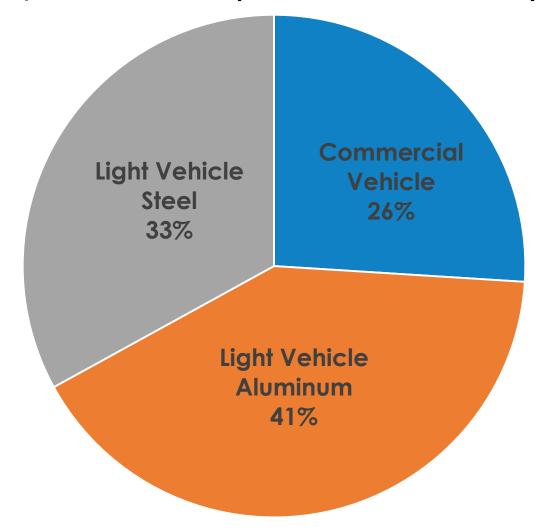


Local Application Engineering Connected to a Global R&D Network with Central Coordination



### MAXION 2018 Sales by Product (% of Revenue)



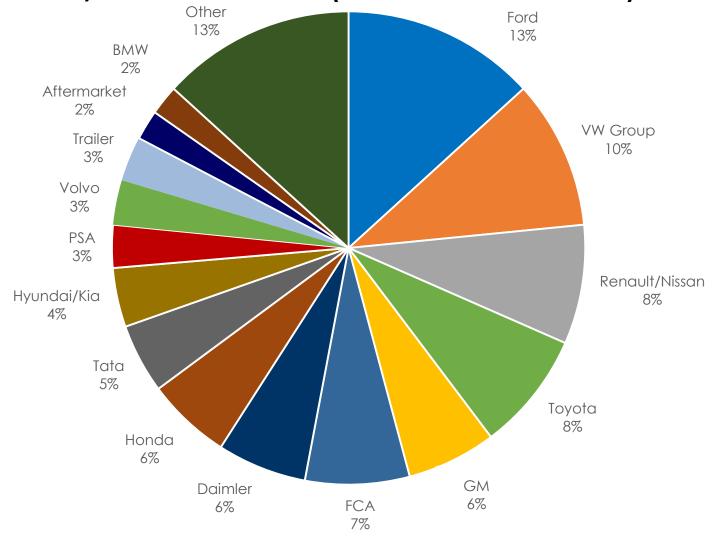


Well Balanced Product Portfolio Meets Industry Needs



## MAXION 2018 Sales by Customer (% of Revenue)



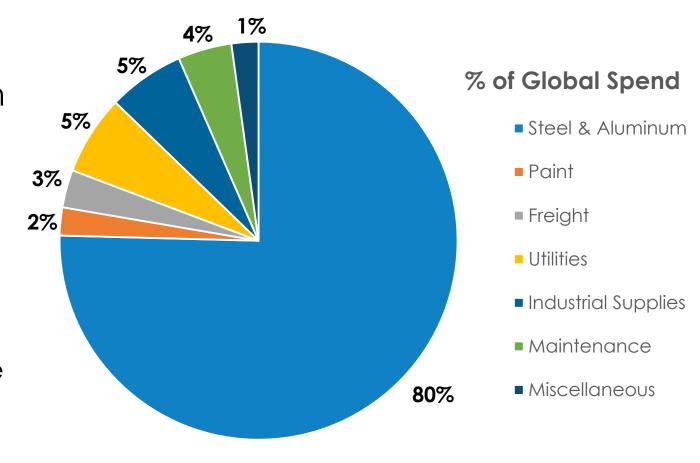


Globally Diverse Customer Portfolio Provides Stability and Generates Know-How

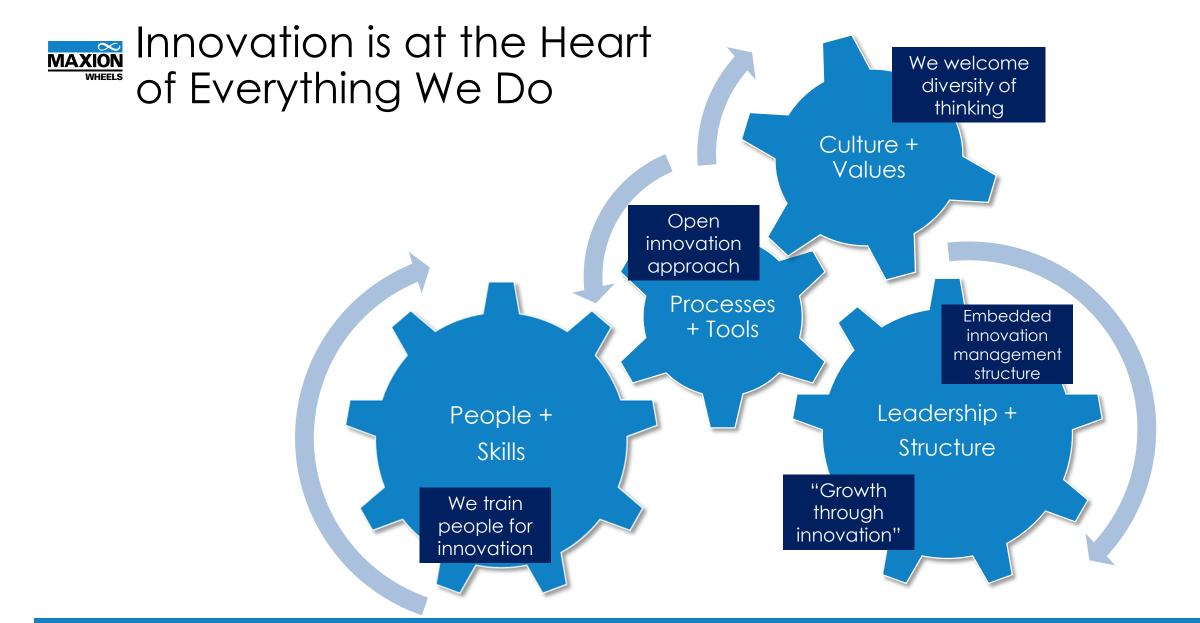


### MAXION Global Supply Chain

- 855K tons of steel
- 160K tons of aluminum
- Global approach to:
  - Paint
  - Indirect supplies
- Logistics:
  - Global sea and regional land freight
  - Warehousing in Europe and USA
- Management of plant capacities



Purchasing Represents 60% of Sales Revenue



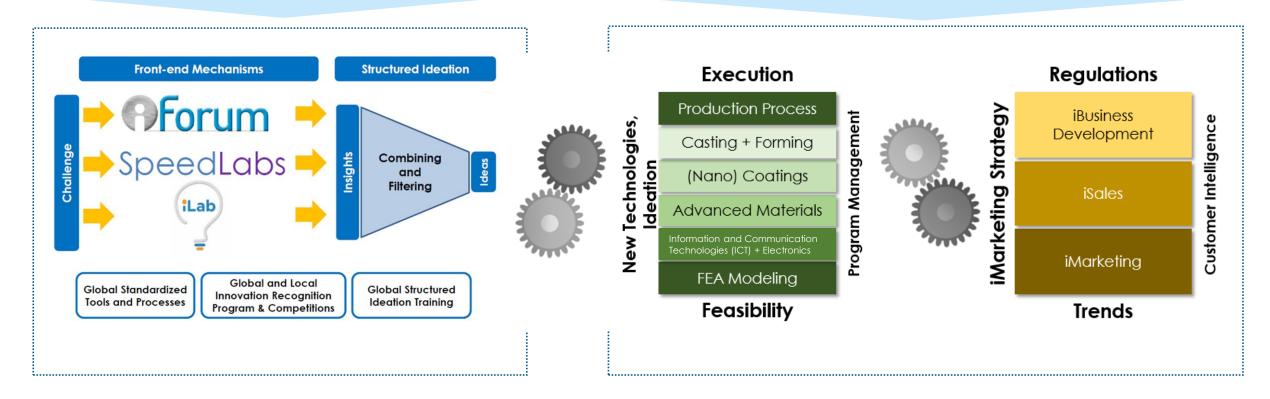
Maxion Wheels' Culture of Innovation Produces the Ideas that Drive Our Future



### MAXION From Ideation to Industrialization

Powerful innovation front-end loading with an open + connected setup

Advanced engineering + industrialization backend, focusing on customer value creation



Committed to A Structured Idea Generation, Assessment and Development Process



## New Innovations Tackling Today's Biggest Challenges



Fuel **Efficiency** 

Aerodynamic Wheels



Safety and Comfort



Cost-Effective
Weight Reduction

Ultra-Light Weight Wheels

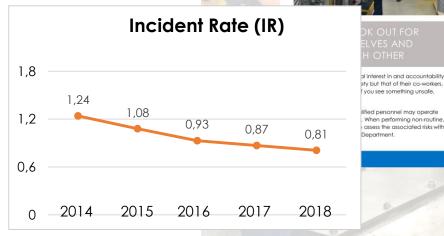
Connectivity

**MaxSmart**®



### MAXION Protecting Our People Is Our Main Focus

- Active organizational culture on safety
  - Annual safety training for every level
  - Over than 1,000 safety-related Kaizen events over last few years
- Incident Rate (IR) improving every year









matter the situation. It is second nature, there are no excuses. Under no circumstances will we void or anipulate the safety devices on the machine

We respect all safety instructions, wear all required where needed, and STOP work if we have any safety

**Incident Rate** = number of reportable injuries per 200,000 hours worked.

### Processes and Systems in Place that Keep Our People Safe

Source: Company reporting from 2014 to 2018.



## MAXION Protecting Our Environment

### Energy

- Decreased use of natural gas by 39%
- Decreased use of electricity by 4%
- Reduced gas emissions by 18%

### Water

- Practical usage continues to track with growing needs of production
- Reusing water in manufacturing process

### Waste

- Reduced waste generated by 36%
- Improving control of waste disposal; less landfill waste

Ongoing Environmental Improvements are Integrated into Each Plant's Operating Plan

## MAXION Connecting with Our Communities



We Give to the Communities Where We Work



## Moving the Future on Wheels

Maxion Wheels is committed to serving its customers' needs – today and tomorrow.

As global wheel experts, we know and understand the challenges and change facing the industry; cost-effectiveness is in our DNA.

With a true passion for innovation, we partner and offer our know-how and creative thinking to ensure wheels support the changes taking place in the automotive industry.

Together with our customers,
Maxion Wheels is dedicated to moving the future on wheels.

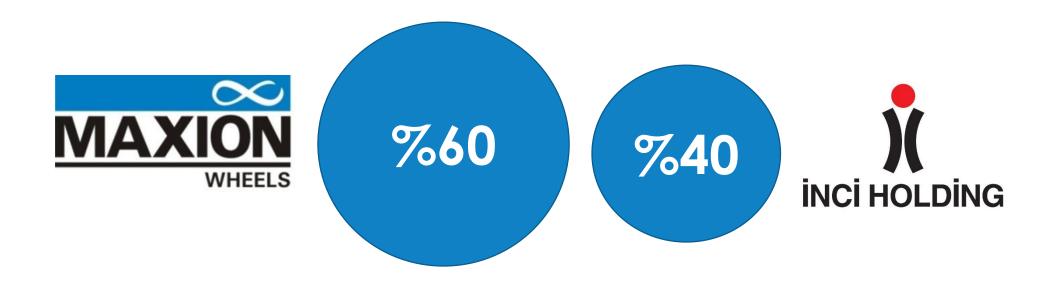






## MAXION Maxion Inci Wheel Group









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## MAXION Maxion İnci Wheel Group



### **MAXION JANTAS** STEEL WHEELS

1 Production Plant (Commercial Vehicles) Capacity: 2.400.000 wheels

### **Establishment**

1968,Organised Industrial Zone of Manisa Current number of employees: 470



Sizes from 16" up to 24,5"

### **MAXION INCI** STEEL WHEELS

1 Production Plant (Passenger Cars & LCV) Capacity: 4.700.000 wheels

### **Establishment**

1992, Organised Industrial Zone of Manisa Current number of employees: 307



Sizes from 13" up to 20"

### **MAXION INCI ALUMINIUM WHEELS**

2 Production Plants (Passenger Cars & LCV) Capacity: 4.500.000 wheels

### **Establishment**

2006, Organised Industrial Zone of Manisa Current number of employees: 901

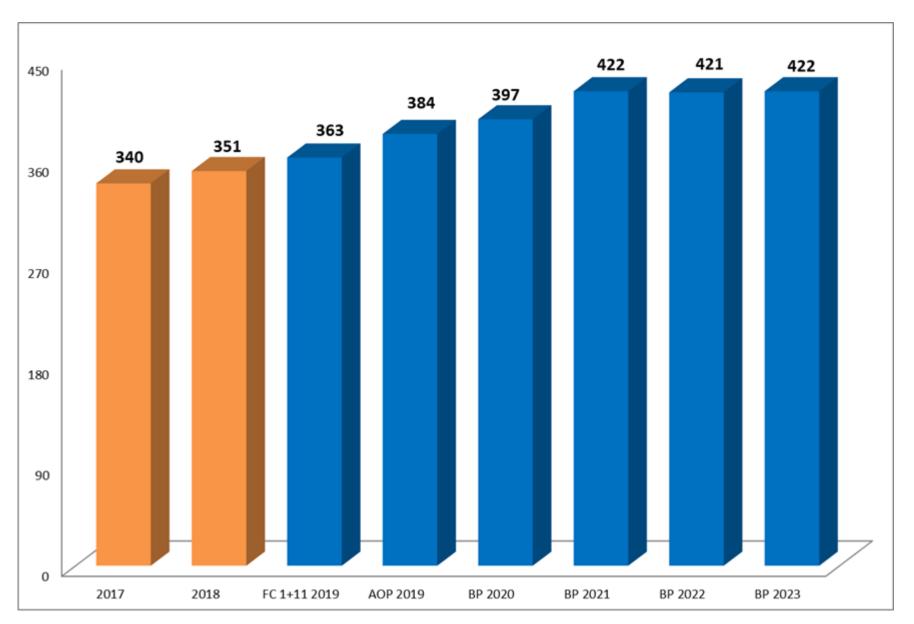


Sizes from 13'' up to 20''



## MAXION Sales Turnover (x Million EUR)

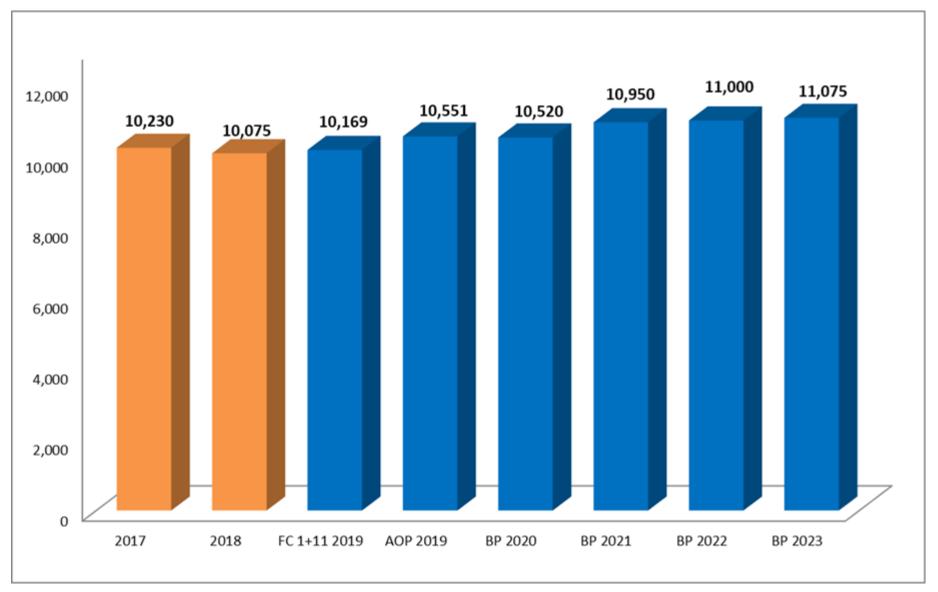






## MAXION Sales Volume (x1000 pcs)







- 2018 İstanbul Golden Values Innovation Resources Award\_3<sup>rd</sup> place
- 2017 Toyota Supplier Success Award
- 2017 Krone Global Supplier Success Award
- 2017 Ford Otosan Supplier of the Year Award
- 2018 & 2017 Taysad Export Award\_2<sup>nd</sup> place
- 2017 TIM Inovalig Award\_3<sup>rd</sup> place
- 2017 Global MTA Opex\_1<sup>st</sup> place
- 2017 Global MTA NWT\_2<sup>nd</sup> and 3<sup>rd</sup> places
- 2017 Regional MTA Innovation Awards
- 2017 Cevdet Inci Incentive Awards R&D\_1<sup>st</sup> place and Production\_2<sup>nd</sup> place































































































































# MAXION WHEELS MATTER