

SCHAEFFLER: A STRONG PARTNER TODAY AND TOMORROW

SCHAEFFLER

In April the Automotive Aftermarket Division of the Schaeffler Group was named "Supplier of the Year 2017" by ADI International. A good reason for a brief introduction to the automotive and industrial supplier, its strategy and not least its Automotive Aftermarket Division.

The Schaeffler Group is a globally active automotive and industrial supplier. Top quality, outstanding technology and distinct innovative strength form the basis of the Schaeffler Group's ongoing success. With precision components and systems in the engine, transmission and chassis as well as rolling and plain bearing solutions for a multitude of industrial applications, the Schaeffler Group is already making a decisive contribution to "Mobility for tomorrow" today.

"Mobility for tomorrow" strategy

The demands on mobility are changing rapidly and calling for new answers. With the "Mobility for tomorrow" strategy, Schaeffler is setting the course for future, sustainably profitable growth. Based on the four major megatrends of climate change, urbanisation, globalisation and digitisation, the company is focusing on the four focal areas of "Environmentally Friendly Drives", "Urban Mobility", "Interurban Mobility" and "Energy Chain" across sectors and regions. Schaeffler is actively shaping these focal areas through its own research and development, and as a skilled innovation and technology leader, providing its customers and business partners with an attractive product range. As a development partner with a comprehensive understanding of the systems, Schaeffler offers innovative products for hybrid and electric vehicles. At the same time, Schaeffler is working on making conventional automobile engine and transmission solutions as well as the field of bearing technology in industrial applications more energy-efficient. The key focus of the strategy comprises the three topics of the future: E-Mobility, Industry 4.0 and Digitisation.

➤ E-Mobility

Electric drives can contribute significantly to making mobility more environmentally friendly and reducing emissions in major cities. As a partner of the automotive industry, Schaeffler develops solutions that meet customer requirements for different vehicles in different vehicle classes and in different regions: from 48-volt drives which, depending on the

design, permit fuel savings of more than 20 percent, through hybrid modules for the reduction of consumption and CO2 emissions, to drive solutions for battery-powered vehicles. Involvement in the "FIA Formula E" electric racing series serves, among other things, as a development laboratory for future series of electric drives. Schaeffler is an exclusive technology partner of the Audi Sport ABT Schaeffler team and is responsible for the drive train of the electric racing car.



At Schaeffler, the experience gained in racing is incorporated into series development. The product range extends from components for belt starter systems and hybrid modules through e-axes to electric wheel hub drives in a wide range of voltage levels.

➤ Industry 4.0

Since the beginning of 2018, Schaeffler has combined all the activities from the mechatronics business and digital service business in the Industry 4.0 organisational unit of the Industry sector. "Industry 4.0" comprises the intelligent networking of Product Development, Production, Logistics and customers and suppliers. Schaeffler is already found anywhere where mechanical movement is generated and where primary data can be obtained.

➤ Digitisation

The convergence of the real and digital world provides new challenges, but also new business fields, changing value-added chains and major opportunities. As a supplier, Schaeffler is not only responding to this trend but thinking ahead with its "Digital Agenda" and thus actively shaping the future. In a

partnership with IBM, Schaeffler has created a digital platform as a central data hub as the basis for big data analyses. In addition, Schaeffler and IBM are working jointly on the application of innovative methods, for example, artificial intelligence, to products and processes.

Automotive Aftermarket: well positioned for the future

Since 1 January the Automotive Aftermarket of Schaeffler has been an independent department and forms a third business division, in addition to Automotive OEM and Industry. This combines the expertise of a long-term partner of the original equipment manufacturer for the Aftermarket in a comprehensive range of spare parts and repair solutions for clutch and release systems, engine and transmission applications as well as chassis applications. In addition to spare parts, the division also provides workshop-related services and supports workshops with training courses, a technical field service, repair information and special tools.

“The fact is, the independent spare parts market is currently undergoing a transformation and we too have a lot planned, now that we are a stand-alone division of Schaeffler, in order to meet the needs of our customers in a way that’s even better and more flexible over the long-term”, says Michael Söding, CEO Automotive Aftermarket, Schaeffler AG. “We see this transformation as a chance to shape the future of the Automotive Aftermarket together with our partners. Reliability, quality and trust not only describe how we see ourselves as a company, they shape our longstanding partnership with all

members of AD International as well. I’m all the more pleased about the award for ADI Supplier of the Year 2017. It not only honours what we have achieved until now, it also strengthens the long-term trust that ADI places in us.”



Under the REXPART brand, Aftermarket experts from Schaeffler bundle workshop-related services that prepare repair professionals for the demands of tomorrow.



Schaeffler: Supplier of the Year 2018 (l. to r. Stefan Knaack, Omer Wesemael, Michael Söding, Sascha Lechner, Kai Guijo Müller, Thomas Vollmar