

Knorr-Bremse Rail Group

LOCALIZATION IN RUSSIA

BUILD TO SUITE IN LENINGRAD REGION



7th Nov. 2019

Knorr-Bremse makes mobility safe. By rail and road. Every day. Across the globe.



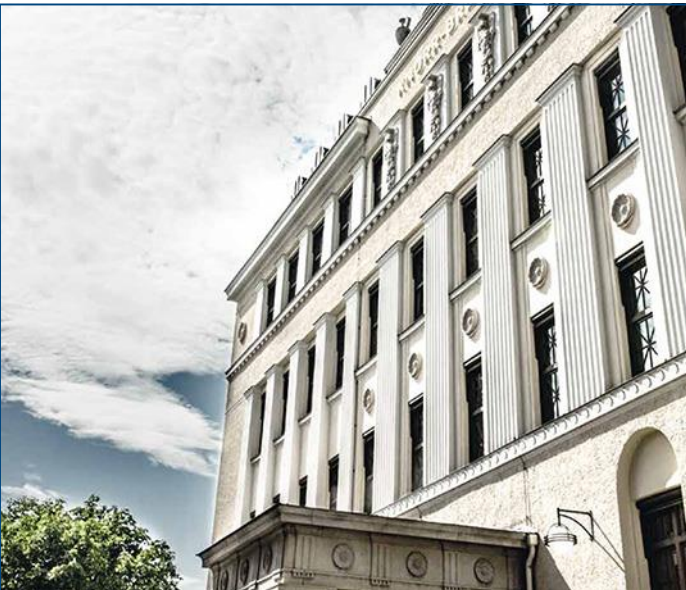
RAIL VEHICLE SYSTEMS

- High-speed trains
- Regional & commuter trains
- Metros
- LRVs
- Monorails
- Locomotives
- Passenger cars
- Freight cars
- Off-train

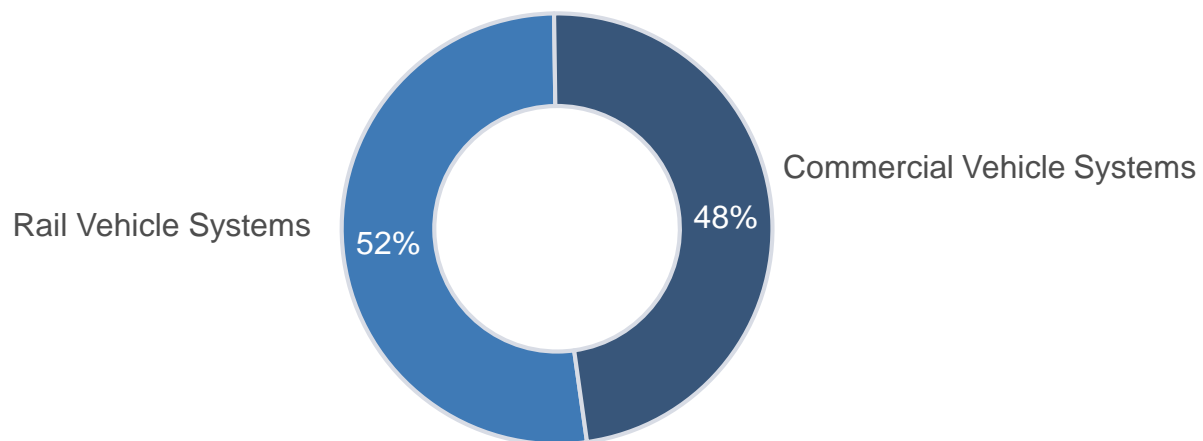
COMMERCIAL VEHICLE SYSTEMS

- Trucks
- Trailers
- Buses
- Engines
- Special vehicles

Sales by division



Sales by division 2018



IFRS	2017	2018	Δ
Knorr-Bremse Group	6.154 Mio. €	6.616 Mio. €	+7,5%
Rail Vehicles Systems	3.260 Mio. €	3.462 Mio. €	+6,2%
Commercial Vehicle Systems	2.891 Mio. €	3.160 Mio. €	+9,3%

Knorr-Bremse Rail Group offers a wide product portfolio on varied sub-systems and additional services



Brake Systems



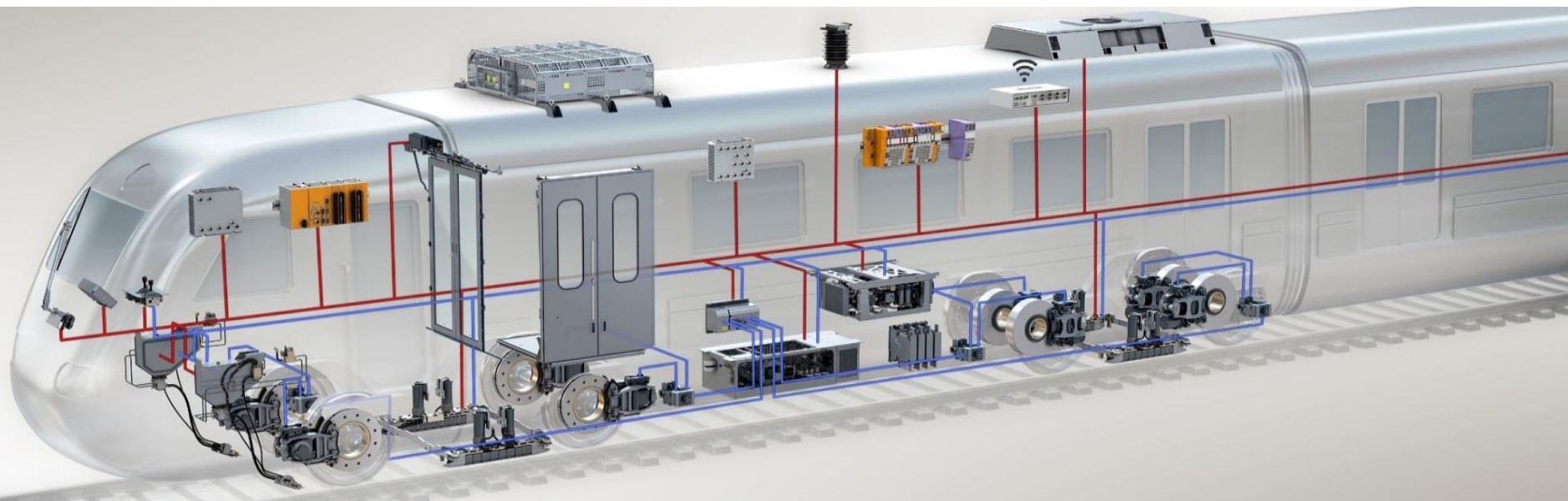
Entrance Systems Internal Doors



HVAC



Power Electrics



Windscreen Wiper and Wash Systems



Train Control and Management System



Traction and Electrical Systems



Auxiliary Power Supply



Modernization, Service and Support

Think global – act local

THE AMERICAS



EUROPE / AFRICA



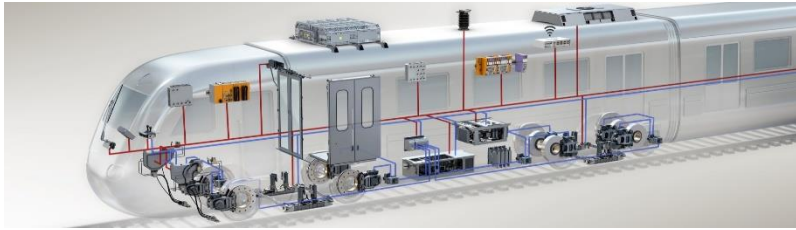
ASIA / PACIFIC



 **Locations**

Main Figures in Russia

Division Rail Vehicle Systems



Turnover

- Total KB Rail Russia local sales ca. 5 Billion in. Rub
- Output Plant in St. Petersburg plant ca. 1.5 Billion. Rub

Employees

- Total Employees in Russia ca. 260 after ramp up
- Employees in Leningrad region ca. 200 after ramp up
→ with potential extension up to 400 employees

Investments

- Total investments for Russia > 4.2 Billion. Rub
- Fixed Assets: in Leningrad Region ca. 1.4 Billion Mio. Rub

Division Commercial Vehicle Systems



Turnover

- Total KB CVS Russia local sales ca. 3 + Billion in Mio. Rub
- Output plant in Naberezhnye Chelny ca. 1.4 Billion Rub

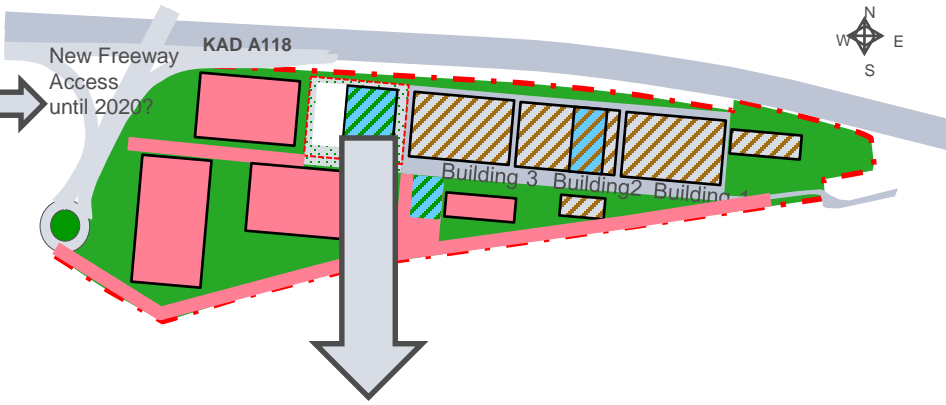
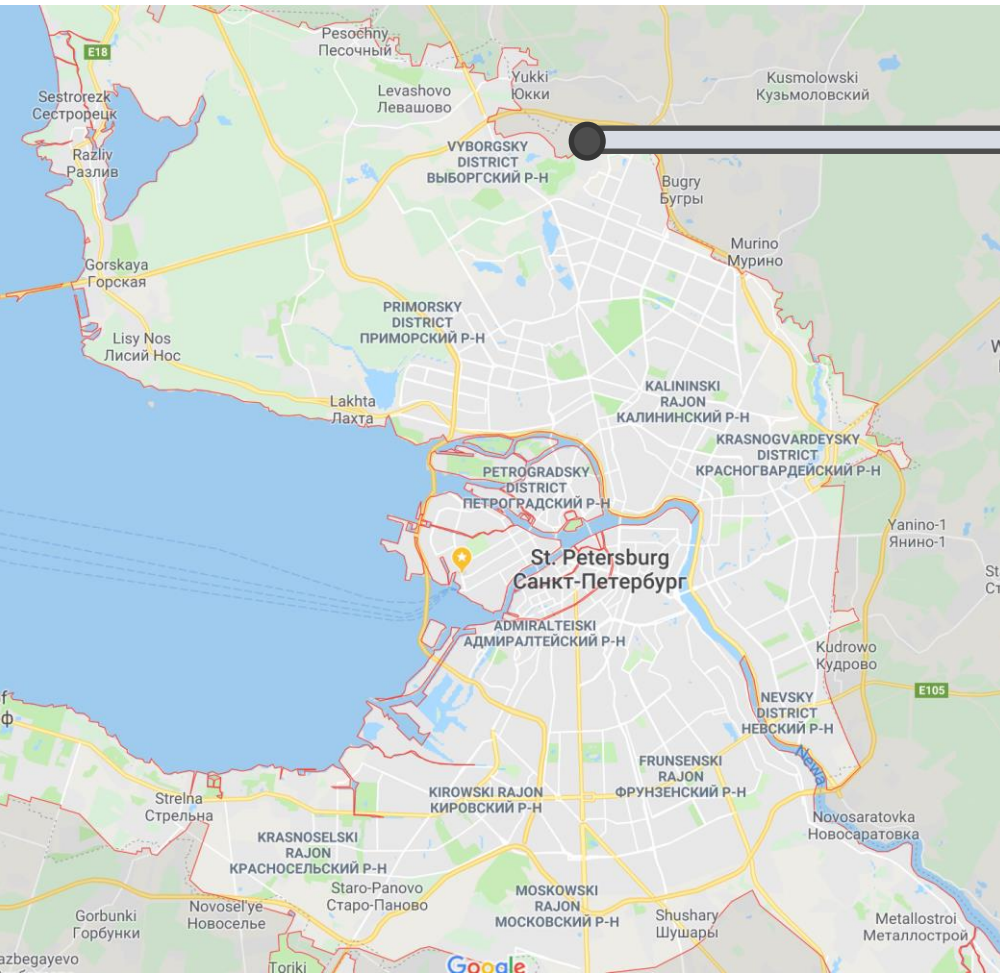
Employees

- Total Employees in Russia ca. 270
- Employees in Naberezhnye Chelny 200
- Employees in Nizhniy Novgorod and Moscow 70

Investments

- Total investments in Russia ca 1,4 Billion. Rub
- Fixed Assets:
 - Naberezhnye Chelny 1.1 Billion Rub
 - Nizhniy Novgorod ca. 300 Mio. Rub

Railway production plant Knorr-Bremse 1520 - build to suit in Leningrad region



Experience - build to suite.

1. Tacking decision about self-construction or leasing
2. Setup of multidisciplinary and multiregional company internal project team
3. In-depth local market Research (finding location)
4. Early legal frame work setup and development along the complete project
5. Due diligence (legal, location/environmental, infrastructure, partner)
6. Partner selection
7. Handover of technical terms of references with very detailed explanation
 - a. Corporate culture
 - b. Principles of the used production System compare to the building needs
 - c. Production- and Systemlayout
 - d. Adaptation to local laws and prescriptions
8. Negotiation of final contracts (fair business principles)
9. Pro-active communication
10. Strengthening the basis of trust with the partner in regular meetings
11. Construction supervision with local expertise