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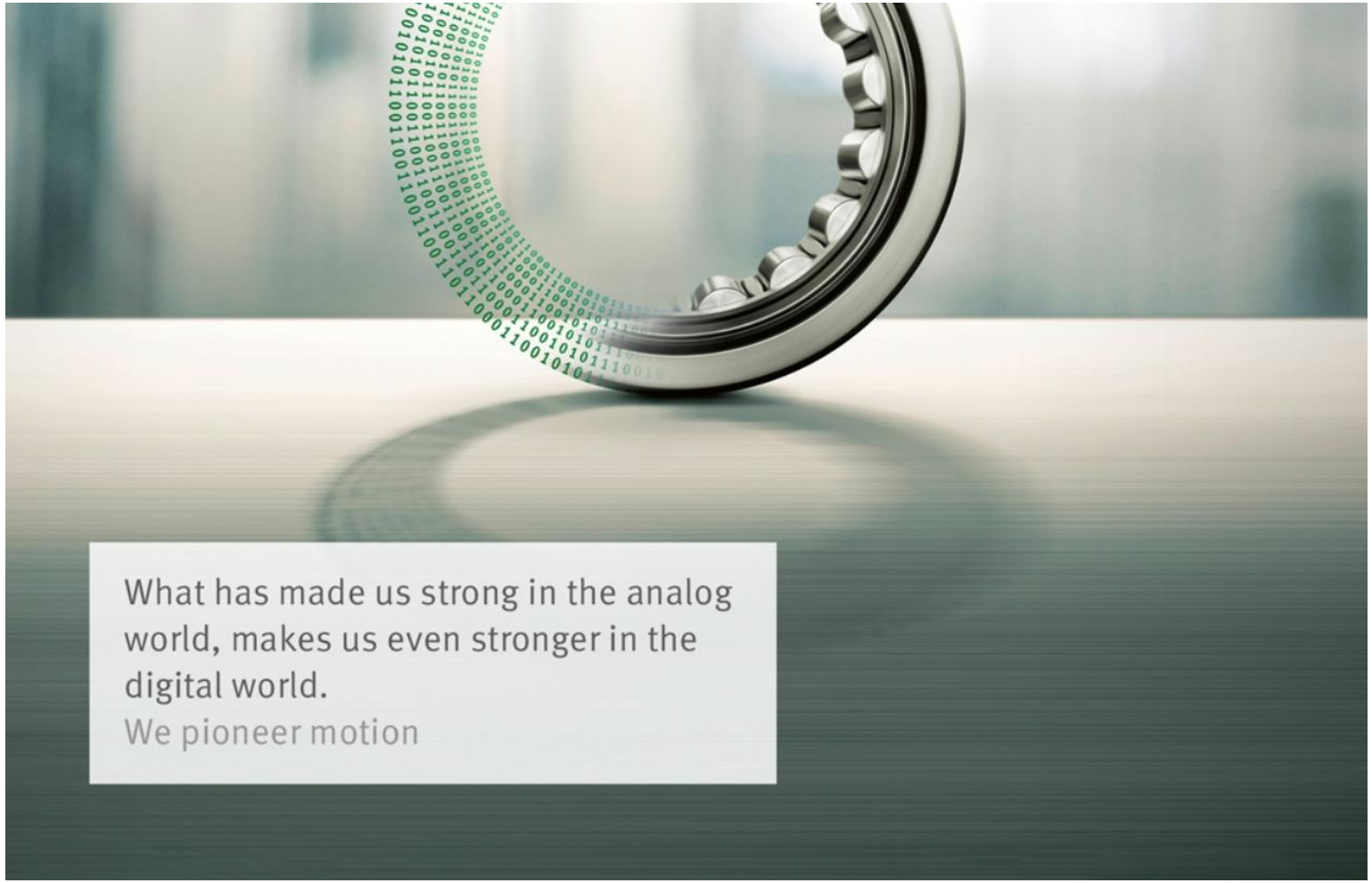
Schaeffler supplier scouting in best cost countries

Mr. Radoslav Kiska

VP. Purchasing Strategy & Strategic Supplier Mgmt.

Region Europe

December, 2025



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INTERNAL

1 **Schaeffler at glance**

2 **Business specific requirements towards suppliers of Schaeffler**

3 **Focus sourcing categories**

AGENDA

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3 Focus sourcing categories

AGENDA

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Schaeffler facts and figures – One of the world's largest family-owned companies

~115,000
employees worldwide

>250 locations in
~55 countries

~100 plants and
41 R&D centers

~€18.2 billion
of sales in 2024

4.5%
EBIT margin in 2024[1]

>1,000
patents registered in 2024

[1] Before special items

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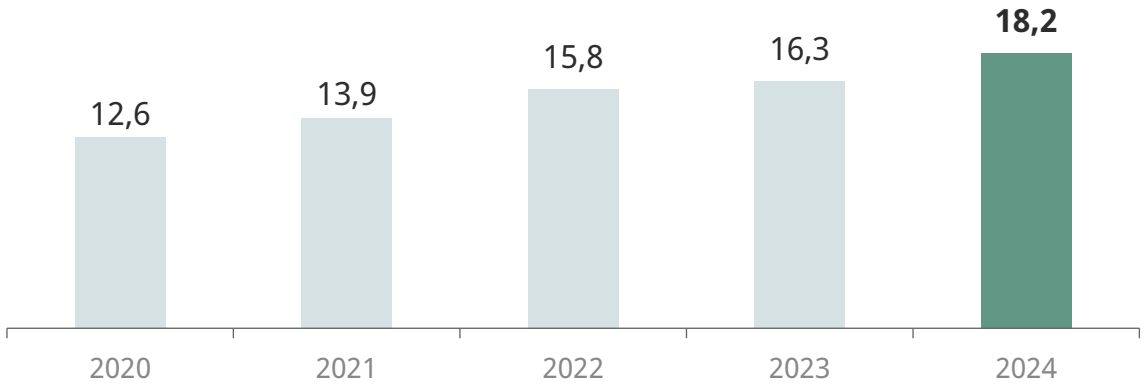
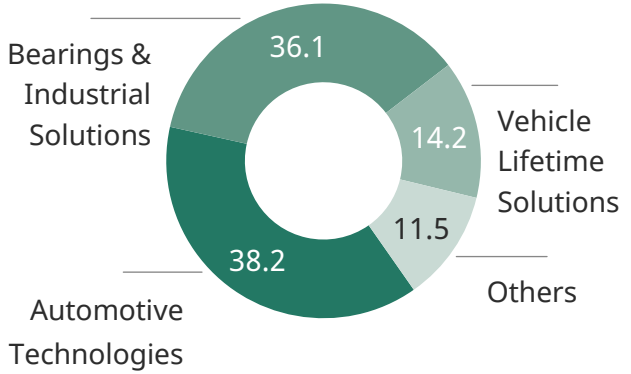
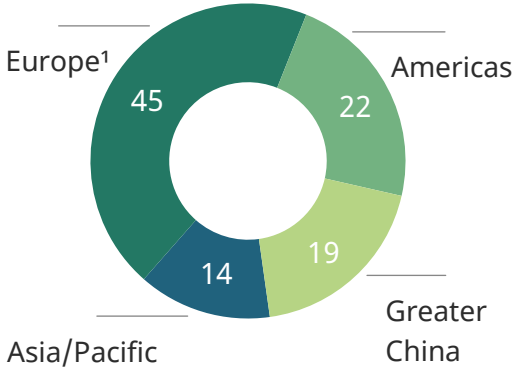
Schaeffler – A leading global technology company

Sales in 2024 in € billions



Sales by division and region 2024 in %

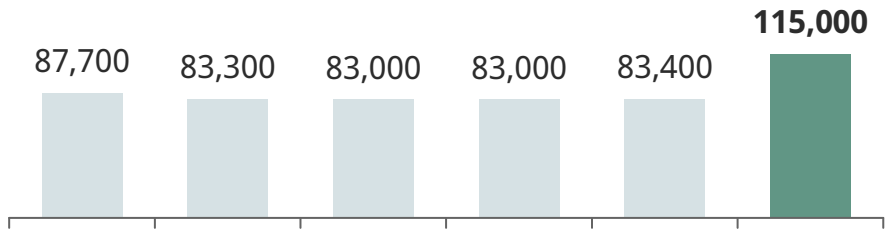




A globally active Motion Technology Company

	Plants	R&D centers	Campus locations
Europe	54	20	10
Americas	19	9	4
Greater China	17	6	3
Asia/Pacific	12	6	-
Total	**104**	**41**	**17**

Employees worldwide



	2019	2020	2021	2022	2023	2024
Number of employees in Germany	31,600	30,000	28,400	28,000	27,200	35,000

¹ Including Germany, Western Europe, Middle East and Africa, as well as Central and Eastern Europe | As of December 31, 2024.

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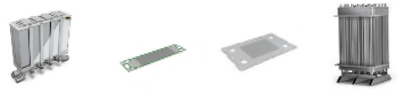
Our Product & Service Offering – Motion as the connecting element

8 PRODUCT FAMILIES		PRODUCT & SERVICE OFFERING
8 SUSTAIN MOTION	Repair & Monitoring Services	
7 ENERGIZE MOTION	Hydrogen Stacks & Plates	
6 DRIVE MOTION	E-Motors & E-Drives	
5 POWER MOTION	Power Electronic Units	
4 GENERATE MOTION	Actuators	
3 CONTROL MOTION	Electronic Control Units & Sensors	
2 TRANSMIT MOTION	Transmission & Engine Components	
1 GUIDE MOTION	Bearings & Linear Guides	

Key Aspects

- Schaeffler product & service portfolio categorized into 8 Product families
- All product families associated with their respective notion of motion
- Product families address customer requirements along all 4 market and 10 sector clusters
- Use all the Schaeffler know-how in our core technologies to create maximum customer value and a unique selling proposition

Motion as the connecting element

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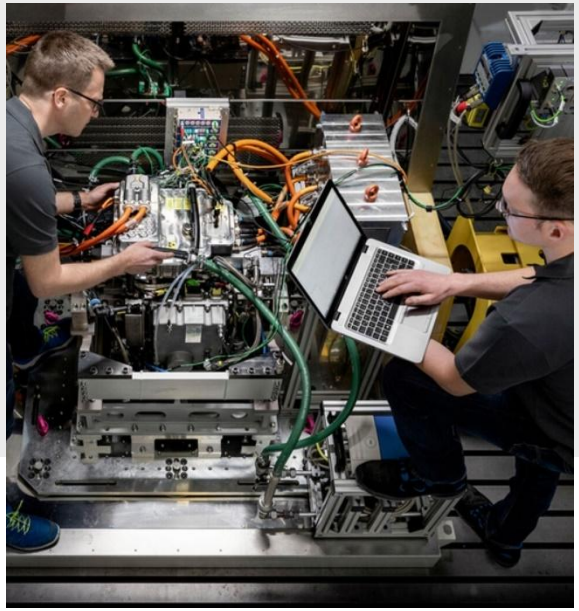
The Motion Technology Company – Our four divisions at a glance

E-Mobility



Modular and scalable solutions for all types of electric drives.

Powertrain & Chassis

Innovative solutions for powertrain and chassis systems.

Vehicle Lifetime Solutions

Tailored solutions for the mobility ecosystem.

Bearings & Industrial Solutions

Products and solutions for the industry of the future.

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2 **Business specific requirements towards suppliers of Schaeffler**

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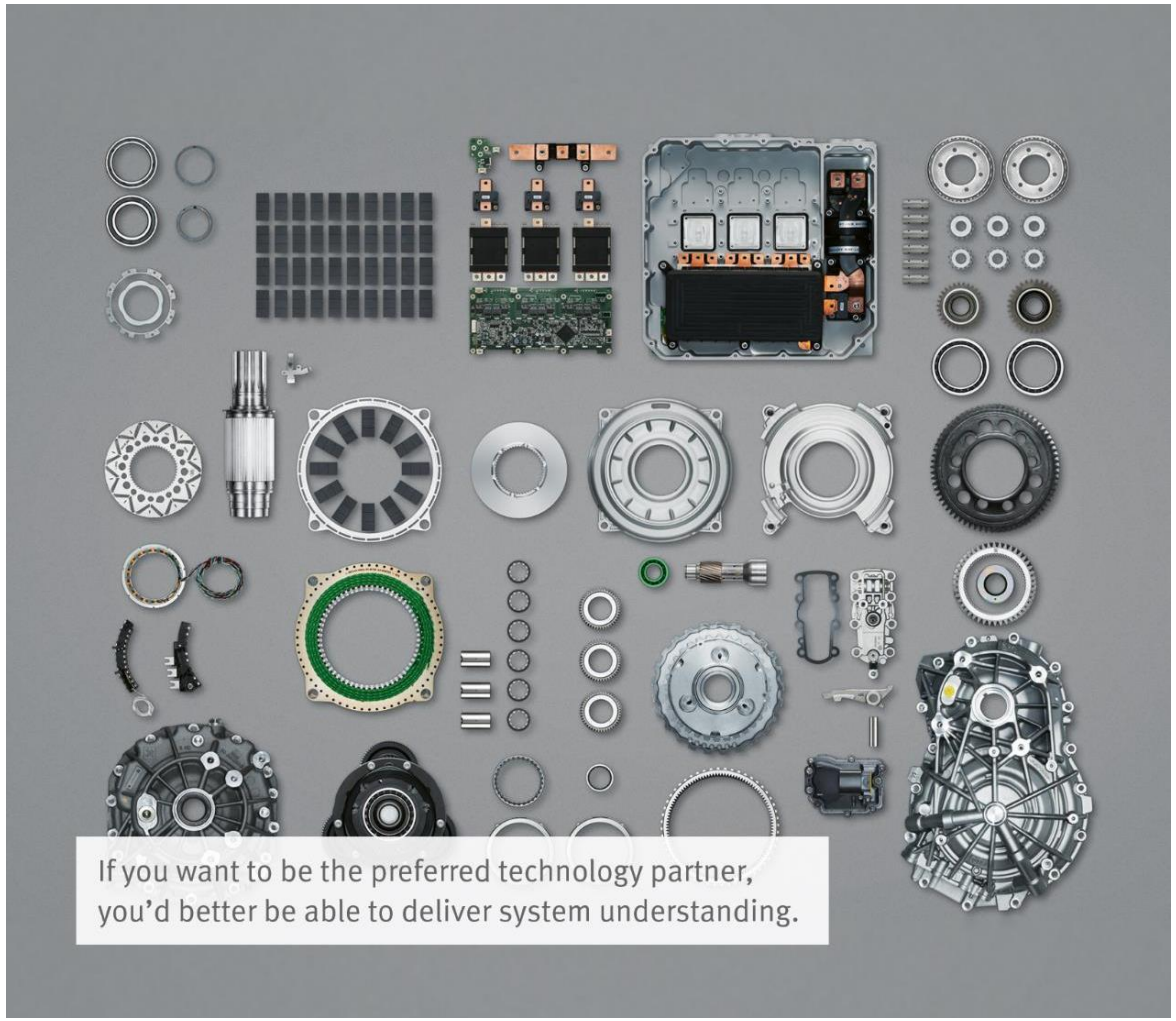
Business specific requirements towards new suppliers of Schaeffler



Contracts:

1. Non-Disclosure Agreement
2. Standard Quality Assurance Agreement

Standard & Legal Requirements

1. Product integrity (PSCR) acceptance
2. Material compliance confirmation

Quality Management Systems

1. ISO 9001:2015 certificate for industrial applications and spare parts business
2. IATF 16949:2024 certificate for automotive applications (components, mechatronic systems)

Sustainability

1. Business Partner Code of Conduct acceptance
2. Conflict Minerals & Critical Raw materials confirmation
3. Risk exposure confirmation

Business Requirements

1. Supplier Initial Assessment
2. Master Agreement

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1 Schaeffler at glance

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Category Plastic parts - general product information

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Visualization

1K COMPONENT 63 MIO.€

CRS PARTS 33 MIO.€

HOUSINGS & PORTS 16 MIO.€

CATALOGUES / STD PARTS

PLASTIC CAGES

Expectations from suppliers

- Automotive experience
- Low financial risk incl. financial power to support new requirements (e.g.: tooling amortization)
- Actual focus on small + medium volumes (incl. aftermarket) with low level of automation
- High experience in the design of and processing of plastics parts and engineering thermoplastics (PA, POM, PPS)
- Inhouse tooling expertise (tooling design, tooling project management)

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Category Aluminum Parts - general product information

Visualization

	SMS Definition	Parts	Business Unit
< 0,5kg	Parts with limited complexity and low weight Clamping force < **800t**	Lever & Backplates Eccentrics Piston/Sleeves Shift forkes	Belt & Chain Belt & Chain Shift Systems Shift Systems
0,5 – 2,5kg	Part with medium complexity and medium weight Clamping force **800t – 1250t**	Stators Actuator Housings Electronic Covers	Torque converter Actuators E-Axle
2,5 – 7kg	Part with increased complexity and increased weight Clamping force **1250t – 2000t**	Gearbox Housings Motor Housings	E-Axle E-Axle
7 – 15kg	Very complex parts. Mainly E-Mob Clamping force > **2000t**	Transmission Housing Inverter Housings System Housings	Hybrid Systems E-Axle E-Axle
	Other casting processes (such as semi solid/squeeze)	Refrigerant/Manifold	TMM

Expectations from suppliers

- Supplier for HPDC = High pressure die casting
- Gravity casting or other casting technologies are still effective for our part
- Strong automotive reference
- Financial power to finance the tooling
- Technology steps: melting, casting, trimming, machining, deburring, washing and packing

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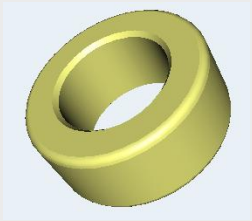
Turned rings Industrial - general product information

Visualization



Visualization

Product data

- Rings produced from forgings or out of tubes; majority of parts are soft parts and pre turned
- Rings for Ball bearings and radial insert ball bearings Cylindrical roller bearings, Needle bearings, Tapered roller bearings, Spindle bearings, Radial needle bearings, Tandem ball bearings, ...
- Materials: 100Cr6; 100CrMnSi6-4; 100CrMo7, 100CrMo7-3, 16MnCr5,...
- Weight from 0,01 KG up to 1,5 KG
- Outer diameter from 5 mm 120 mm

Product data

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Categoy Cages & Shields - general product information

Visualization

Visualization

Product data

Machined Brass and Steel Cages, Brass Tubes

- Materials : different brass alloys (mostly CuZn39Pb1Al) and Steel (e.g. S355J0)
- Diameter: up to 3 m
- Types: BB, DGBB, SRB, CRB, TRB
- Application areas : Industrial business

Plastic Cages

- Materials : e.g. PA66, PEEK
- Diameter: up to 600mm
- Types: DGBB, CRB, SRB
- Application areas : Automotive and industrial business

Stamped Steel Cages & Dust Shields

- Materials : mostly DC03, DC04
- Diameter: up to 2 m
- Types: BB, DGBB, SRB, CRB, TRB
- Application areas : Automotive and industrial business

Product data

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Category Roller Rings - general product information

Visualization

Visualization

Product data

- Seamless hot – rolled rings; cylindrical or profiled shape; several suppliers incl. machining
- Materials: 100Cr6; 100CrMnSi6-4; 100CrMo7, SAE3311/4320; 42CrMo4; 50CrMo4
- Weight from 0,5 KG up to 7.300 KG
- Outer diameter from 100 mm 4.000 mm
- Raw material used in rolled condition up to 320 mm;
- Forged from 250 up to 800 mm coming from Ingots or concast;

Product data

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Category Iron Casting - general product information

Visualization

Focus Product : Pressure Plates

Product data

- Actual focus on medium and low runner volumes … 500 – 50.000 pcs for aftermarket products
- Total volume of more than 2 million pieces/year (focus package)
- Existing Automotive Business available – best case already pressure plates
- DISA-Moulding Line – or something comparable
- Costs factors: energy and transport costs

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General Product Information – Profiles

Visualization

Visualization

Product data

Cold drawn steel profiles

- Materials : Cf53, 58CrMo4, 60Cr3, 16MnCr5,
- Standard Length 4 and 6m
- Rail width from 15 to 100mm
- Application areas : Linear guidance systems

Aluminum extrusion profiles

- Materials : Aluminum 6060, 6063, 6xxx
- Anodizing as per DIN standard required
- Length up to 8m
- Weight from 0,5 up to 70 Kg/m
- Application areas : Linear guidance and Automotive systems

Product data

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General Product Information – Rolling Elements

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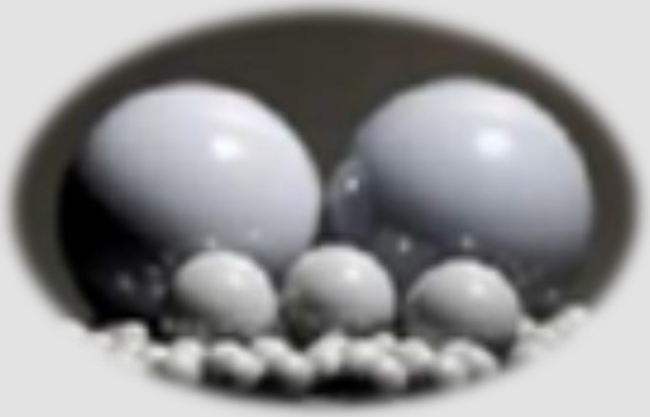
Visualization



Visualization

Product data

- Content: balls, rollers and needles
- Material: chrome steel, ceramic, stainless steel,
- Mixture of Make and Buy
- Main applications: Hub units, transmission, Wind energy, Aerospace
- Cost drivers: Material (share approx. 60 %, currency, exchange rates)

- Diameter for balls from 1,2 mm to 110 mm
- Diameter for rollers from 4mm to 120mm
- Qty Balls: from 5 Mio pcs up to 800 Mio pcs
- Qty Rollers: from 100 pcs up to 20 Mio pcs

Product data

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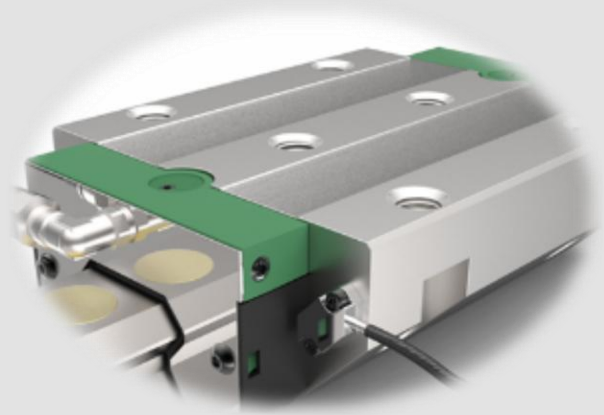
General Product Information – Carriage M361/M016/M412/M017

Visualization



Visualization

Product data

Steel runner block/guide carriages

- Materials: **16MnCr5**, 18CrNiMo7-6
- Versions: Ball guided and Roller guided
- Size range: from 15 to 100
- Weight: from 0,1 Kg to 12 Kg

- Shapes: Standard, Long, High, Slim, Low, Wide
- Production: Out of profiled Steel bar (6 meter) or Forged blocks
- Operation: Cutting, Milling, HT, Finishing
- Application area: Linear guidance systems

Product data

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We pioneer motion

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