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Press release

Forged Technologies
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Berco sets its sights on boosting its Aftermarket business

- Focused Aftermarket strategy, structure and product portfolio in place
- One-stop shop for construction and mining
- Service Line for 13, 20 and 30t excavators completed and available in stock

Berco, a global leader in the manufacturing and supply of undercarriages and components to the world's main heavy machinery OEMs, sets its sights on strengthening its Aftermarket business. With over 100 years of experience and expertise in the industry, the Italian company is universally renowned for the very high quality of its products. A clear strategy, a determined structure as well as extended product lines will provide customers with complete access to replacement components, whose production is based on highest-quality engineering and brand tradition. The range, additionally, will offer a very competitive TCO (total cost of ownership).

For the Aftermarket, Berco supplies track chains and shoes, idlers, sprockets, track and carrier rollers. Already a leader in the mining segment, the new strategic development will see the company boost its Aftermarket presence in the highly competitive construction industry. The needs of the customer in this sector will be placed at the forefront, with particular attention being paid to providing a low TCO. Through a strong collaboration with company dealers, a service presence will be established in strategically important locations. This will allow customers access to the right product, at the right time, in the right place.

In order to implement this new strategy, Berco has established a new team composed of dedicated experts that possess the experience and mindset to be successful in the Aftermarket. The team will fully avail of Berco's comprehensive OE knowledge and pedigree while expanding the company's Aftermarket construction offer.

Diego Buffoni, Head of Aftermarket Berco: "These are very exciting times for Berco. The introduction of a focused Aftermarket strategy, a clear structure and an increased product portfolio are already creating many growth opportunities and revenue streams for the company. Our goal will be to provide every customer in our various industrial fields with a one-stop shop offer for all their heavy-duty Aftermarket needs."

Berco's Aftermarket offer includes three different product lines: Original, Platinum and the most recent Service Line. The Original Line provides customers with components that are identical to OE parts in terms of design and production process. The Platinum Line goes even one step further, surpassing OE in terms of quality, durability and performance. This line offers innovative and tailored solutions to large machines that



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must operate in extreme climatic and soil conditions. With increased reliability and lifespan, the Platinum Line provides cost savings in the long term by allowing machines to operate for significantly longer periods without interruption.

The Service Line was created to supply machines in the construction industry. The inaugural line, which is aimed at excavators with capacities of 13, 20 and 30t, is now being made available to customers. This line comes with a very high warranty (2,000 hours under normal running conditions) and a better resistance to abrasion, impact and humidity. It offers the perfect balance between value and performance.

Satisfying customers who require a low TCO to boost their competitiveness, the manufacturing of this line reflects Berco's high standards which have been gained through robust engineering, production and quality control processes. As a next step, the Service Line for dozers – chains, rollers and sprockets for the D4, D5 and D6 classes – will be completed during the second half of the year.

About Berco:

Berco is a global leading manufacturer and supplier of undercarriages for heavy machinery. With over 100 years of experience, the Italian company creates tailor-made undercarriage solutions for all types of machinery that range in weight from 1 to 330 tonnes. A market leader in components for Compact Track Loaders (CTL) and a main player in the mining sector, the industries the company supplies include construction, forestry and agriculture. One in every five chain-driven construction vehicles relies on Berco systems. The company's commitment to innovation is demonstrated by its continual investment in R&D as well as by its supplying of best-performing, long-life solutions to leading OE manufacturers.

For the Aftermarket, the company provides drive sprockets, idlers, rollers, track chains, track shoes and undercarriage systems. Its ranges are available in three product lines: Platinum, Original and Service. Berco's main factory is located in Copparo, Italy and the company has four other facilities in Italy, Brazil and the US, with an overall workforce of around 1,800 employees. Berco has been part of the thyssenkrupp multinational group since 1999, and in 2018 joined the Forged Technologies business unit – the world's largest forging company.

About thyssenkrupp Forged Technologies

thyssenkrupp Forged Technologies is a diversified supplier of components and system solutions for a wide range of different industries and markets. The forging group has a unique global footprint by operating more than 50 forging presses in 18 locations worldwide, including in Germany, Italy, Bulgaria, the USA, Mexico, Brazil, India and China. With sales of over 1 billion euro, the company specializes in the production of components and systems for the automotive, truck and construction machinery industries.

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