

SEE WHAT GATES CAN DO FOR THE HEAVY DUTY MARKET



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Global footprint / Products & Solutions / Gates is there

2 GATES ORIGINAL EQUIPMENT TOMORROW’S NO 1

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3 GATES AFTERMARKET EMEA DRIVEN BY OUTSTANDING OE EXPERIENCE

Trends & insights / FleetRunner™ Power Transmission /
FleetRunner™ Hoses / CoolRunner™ Belts / Gates coverage

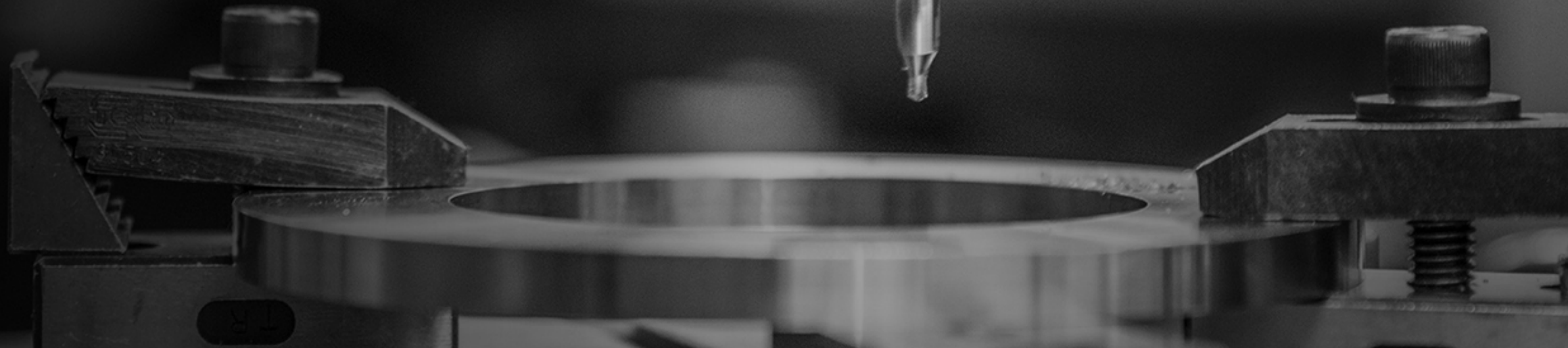
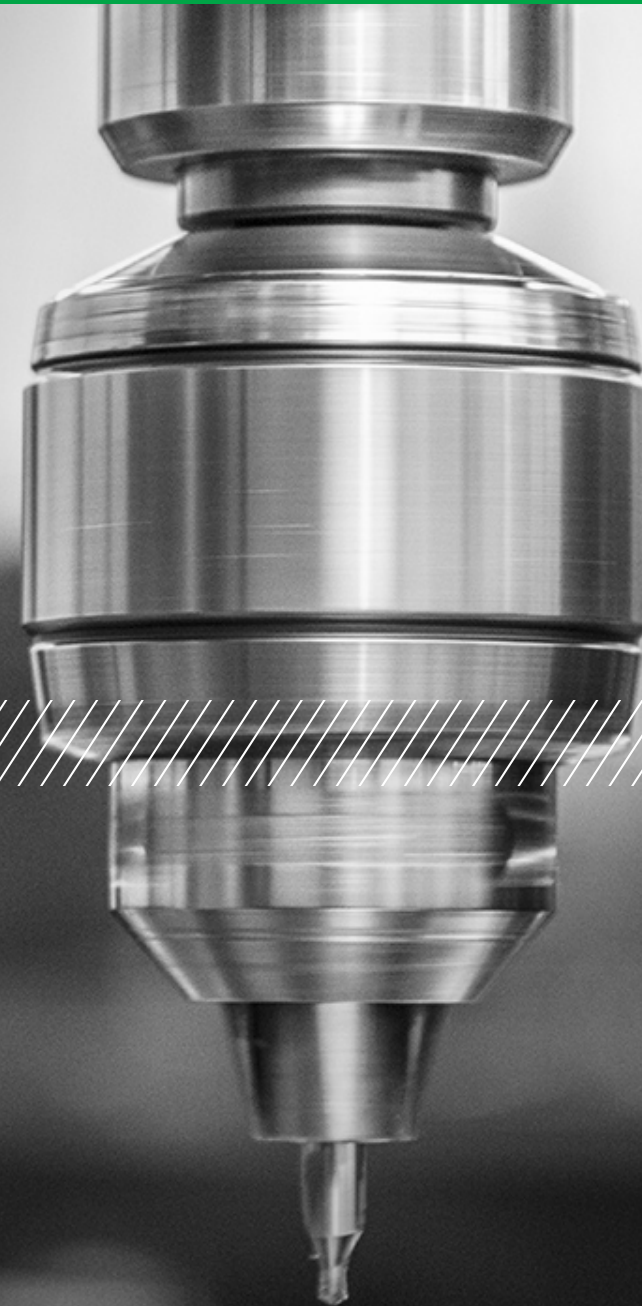
4 GATES AFTER-SALES SERVICE YOUR MOST RELIABLE PARTNER

Gates Autocat - part search / Gates Highway - commercial
& marketing info / Gates TechZone - technical info &
support / Quality & warranty

5 GATES IN THE HEAVY DUTY MARKET WHAT’S IN IT FOR YOU

WORLD LEADING MANUFACTURER

GATES CORPORATION



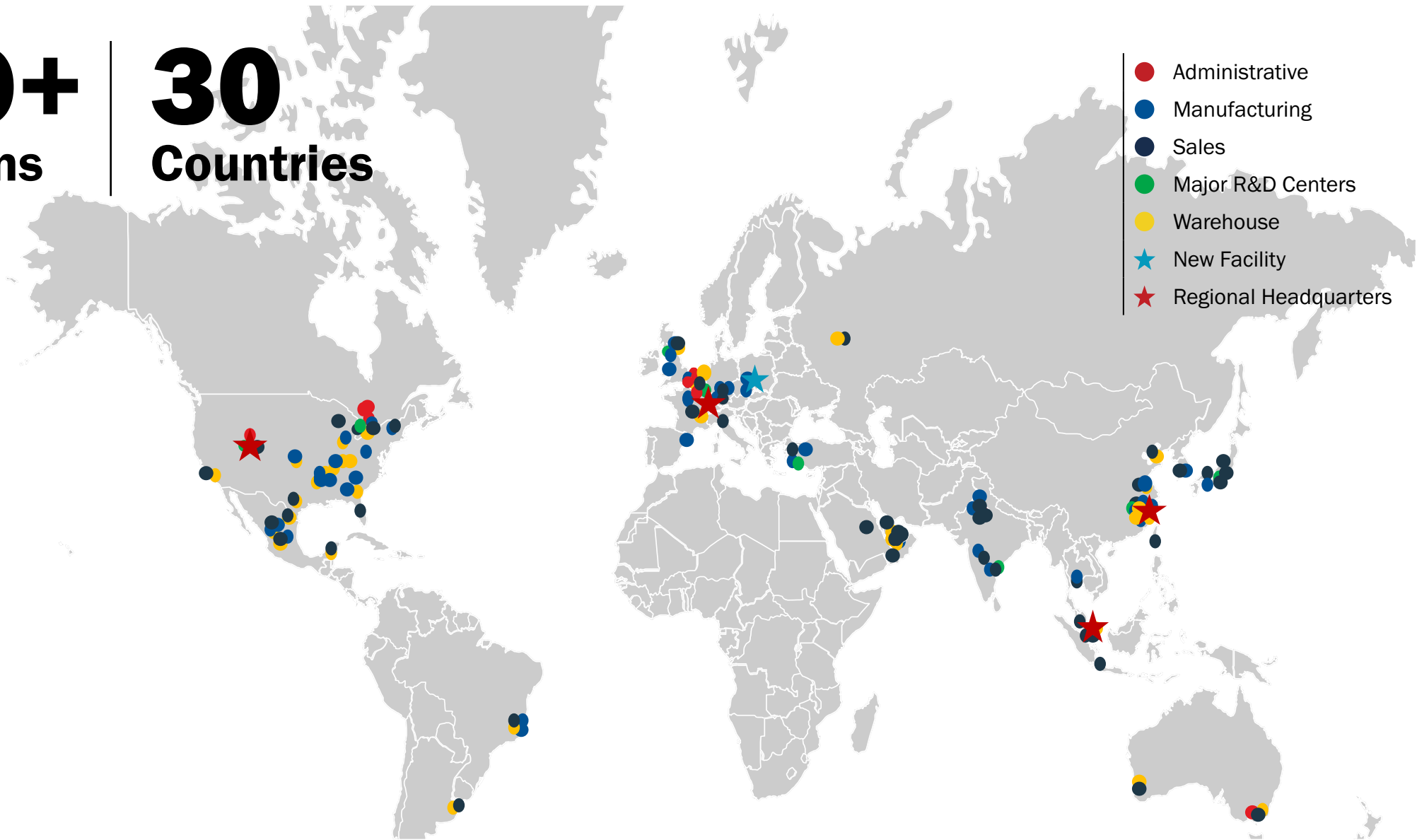
WELL-ESTABLISHED GLOBAL FOOTPRINT

15,000+
Employees

120+
Locations

30
Countries

- “In-region, for-region,” manufacturing strategy
- Local commercial teams have established close, long-term relationships with customers
- Established channel presence provides global market coverage



MARKET-LEADING PRODUCTS AND SOLUTIONS

POWER
TRANSMISSION

Synchronous belts / Asynchronous belts /
Metal drive components / Aftermarket kits

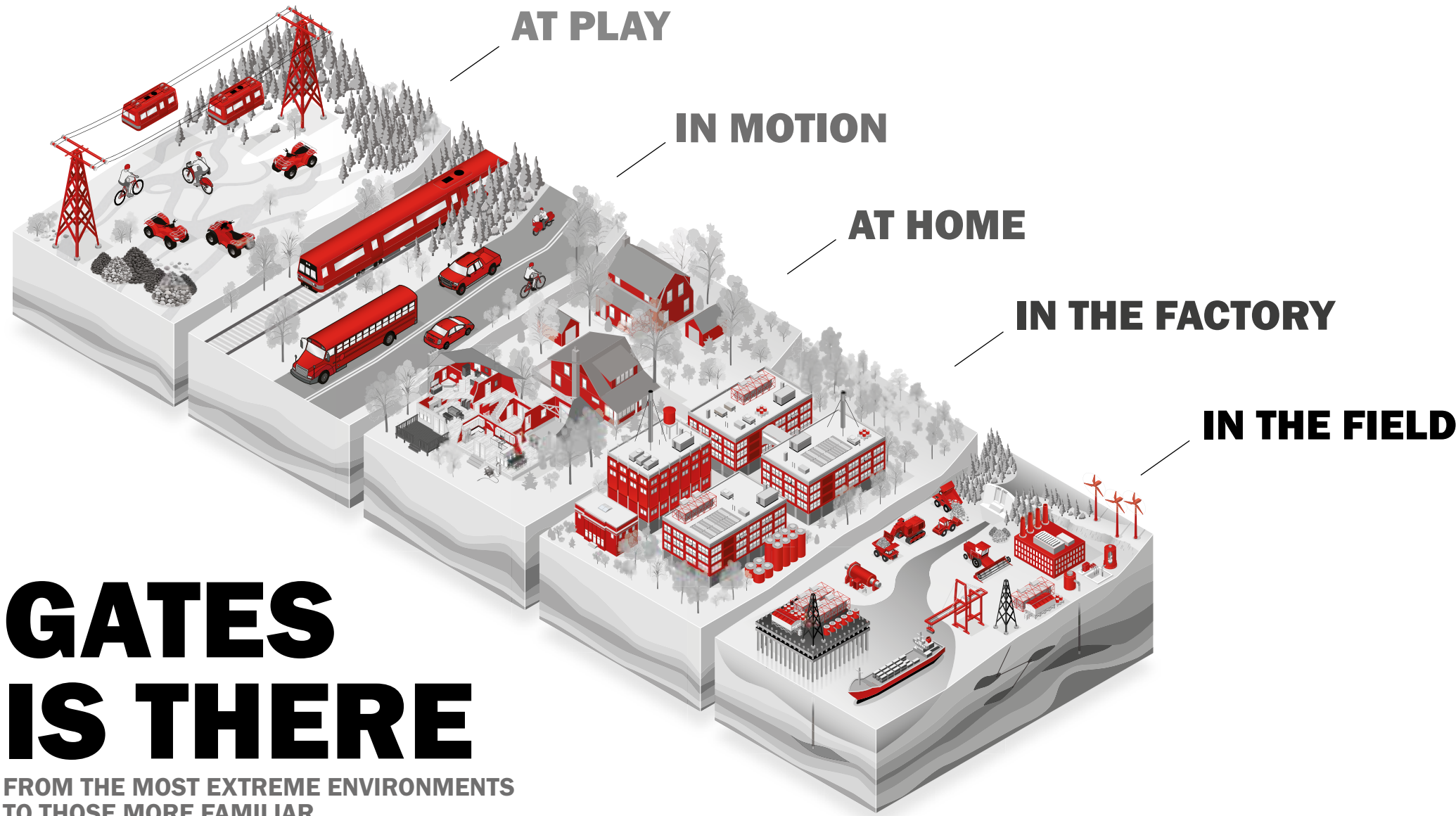
Hydraulics / Engine hose /
Industrial hose / Fittings & Assemblies

FLUID
POWER



APPLICATIONS: Engine systems / Mobile drives / Mobile hydraulics / Other industrial / Personal mobility / Precision motion control / Stationary drives / Stationary hydraulics

FROM THE MOST EXTREME ENVIRONMENTS TO THOSE MORE FAMILIAR



GATES IS THERE

FROM THE MOST EXTREME ENVIRONMENTS
TO THOSE MORE FAMILIAR

AT PLAY

Powering fun and excitement,
indoors and out.



IN MOTION

Delivering breakthrough technology
solutions that maximise performance.



AT HOME

Making life better, easier, and more
efficient at home, everyday.



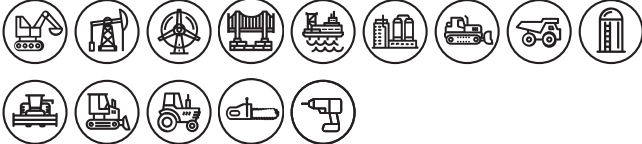
IN THE FACTORY

Enabling manufacturing and automation
that's well ahead of the curve.



IN THE FIELD

Performing in the field
with total confidence.





























NO 1

GATES ORIGINAL EQUIPMENT



GLOBAL TRUCK MARKET

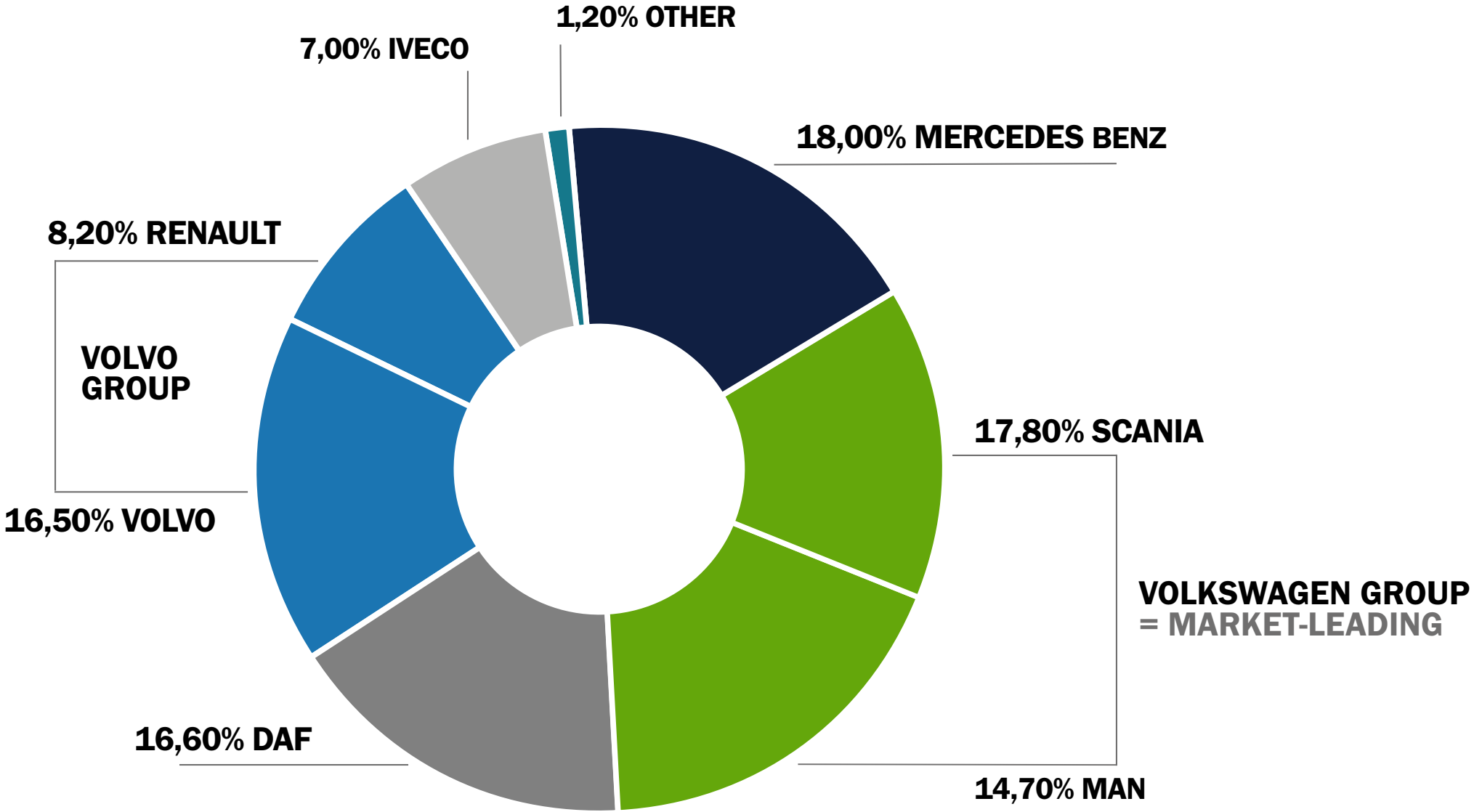
					
 Mercedes-Benz	 				
 WESTERN STAR	 SCANIA				
 BHARATBENZ					
 KAMAZ	 SHACMAN				
 FREIGHTLINER	 HINO				
 FOTON	 NAVISTAR				

- **6 dominating truck manufacturers**
Daimler / Volvo / Volkswagen / Isuzu / Paccar / Iveco
- **Global production and sales**
- **Multibrand strategy varies in**
Europe / North America / Asia

7 KEY BRANDS

7 BRANDS
DOMINATE
THE EUROPEAN
MARKET

MARKET SHARE > 16 TON
100% COVERAGE



GATES IS PREFERRED OE SUPPLIER FOR THESE TRUCKS & BUSES



MERCEDES-BENZ
ACTROS / ATEGO / AROCS / ANTOS



MERCEDES-BENZ BUS
TRAVEGO/CITARO/TOURISMO/INTOURO



DAF
CF/XF/XG/XG+



SETRA
TOPCLASS, MULTICLASS, COMFORTCLASS



MAN BUS
LION'S COACH/INTERCITY/CITY



MAN
TGX/TGS/TGM/TGL



VAN HOOL



SCANIA
L/P/G/R/S SERIES

GATES OE SUCCESS STORIES

MAN D15

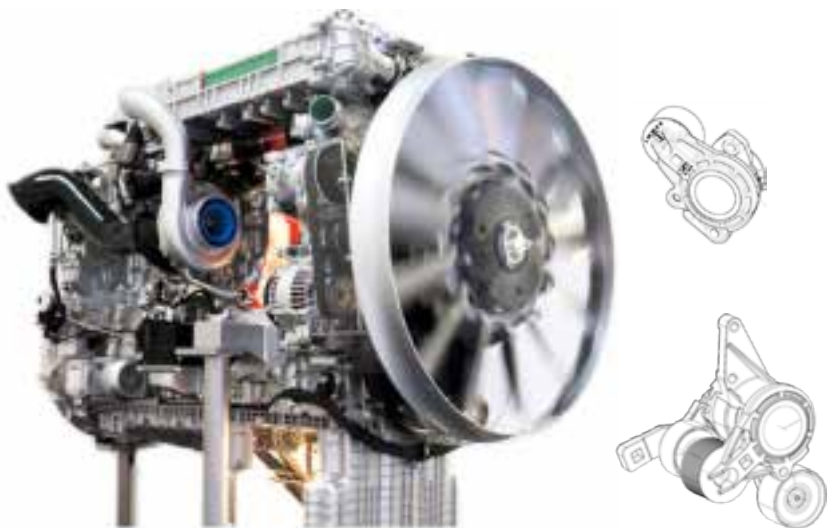


Engine for MAN TGX truck line will also be used in Scania vehicles Annual volume: 80,000

GATES IS OE SUPPLIER FOR:

- ABDS tensioner
- Idler
- Multi-ribbed belt
- Several tubes (oil return, blow by)

MERCEDES HDEP



Annual volume: 140,000

GATES IS OE SUPPLIER IN EUROPE AND NORTH AMERICA FOR:

- ABDS dual tensioner
- ABDS single tensioner
- Multi-ribbed belt

DAF MX11 & MX13



GATES IS OE SUPPLIER FOR:

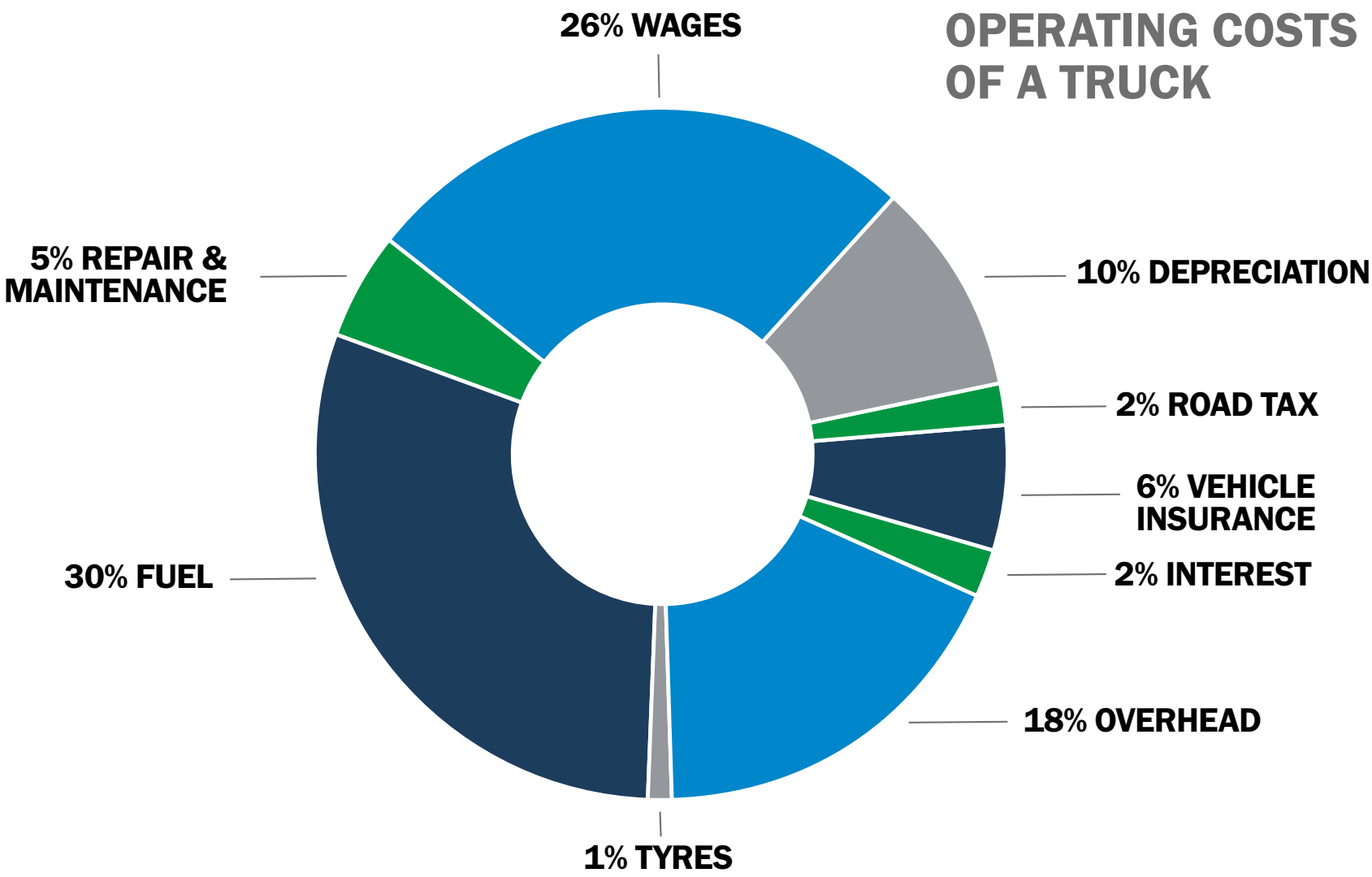
- ABDS tensioner
- Idler
- Multi-ribbed belt

4 TRENDS AND THEIR IMPACT ON THE INDUSTRY

1 ENVIRONMENTAL PROTECTION & ALTERNATIVE DRIVES

TREND:

- Truck industry emissions down 98% since 1990
- Regulations will force further reduction of:
 - Nitrogen oxide and carbon dioxide
 - Fuel consumption

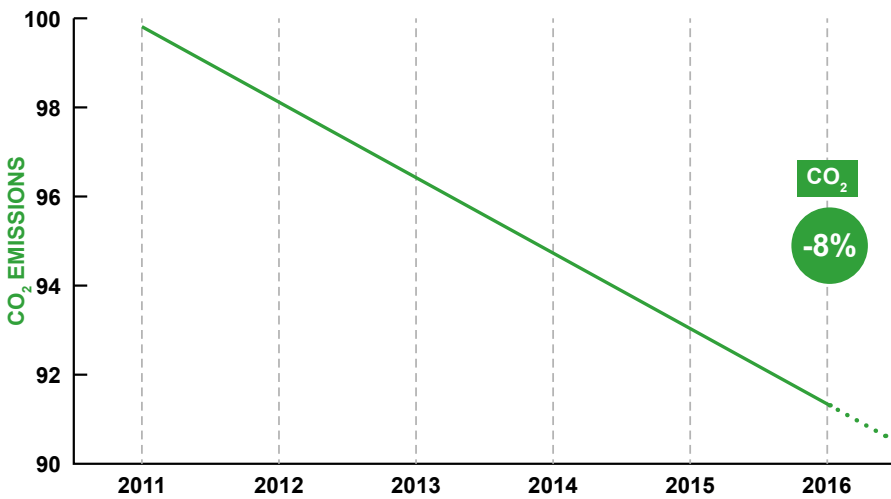


4 TRENDS AND THEIR IMPACT ON THE INDUSTRY

1 ENVIRONMENTAL PROTECTION & ALTERNATIVE DRIVES (CONTINUED)

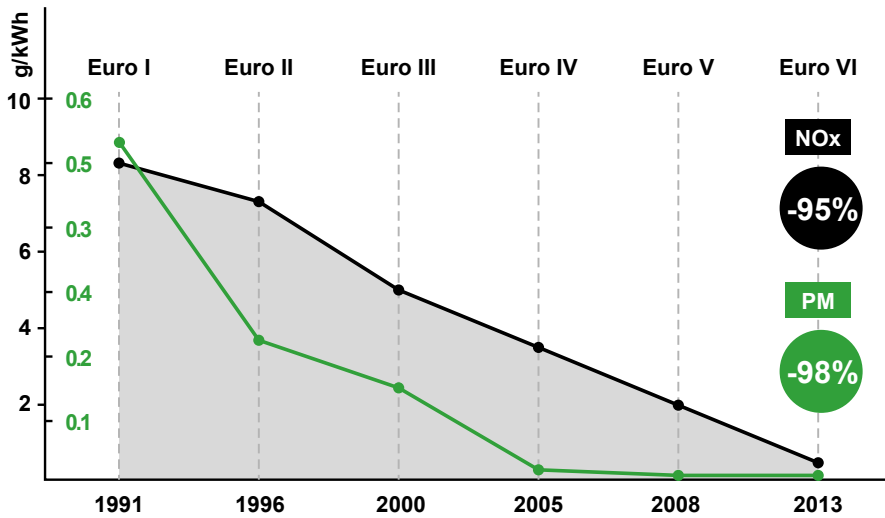
IMPACT:

- Super-efficient and emission-free trucks
- Weight reduction
- Down speeding of engine RPM



New CO₂ targets set up in February 2019:

- -15% in 2025
- -30% in 2030



4 TRENDS AND THEIR IMPACT ON THE INDUSTRY

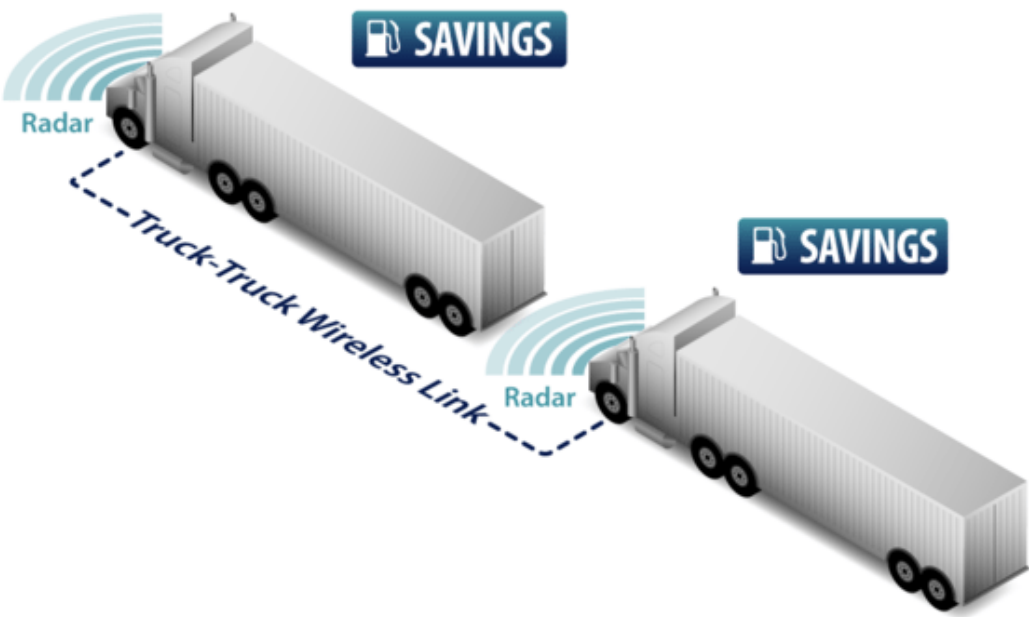
2 ACCIDENT-FREE TRANSPORTATION & HIGHER FLEET EFFICIENCY

TREND:

- Safety as a bigger priority
- The importance of transparency (truck, traffic, route and driver)

IMPACT:

- Innovative truck information technology (Telematics)
- Highway pilot & platooning
- e-Highway
- Increase mileage & reliability



PLATOONING



TELEMATICS



E-HIGHWAY

4 TRENDS AND THEIR IMPACT ON THE INDUSTRY

3 DEMOGRAPHIC CHANGE & URBANISATION

TREND:

- New requirements in cities (noise, LEZ or zero-emission zones, vehicle size,...)
- Shift from heavy duty trucks + medium duty trucks to heavy duty trucks + light commercial vehicles

IMPACT:

- New specialized truck types



ZERO-EMISSION DISTRIBUTION



MAN ETGE

4 TRENDS AND THEIR IMPACT ON THE INDUSTRY

4 CHANGE OF THE COMPETITIVE LANDSCAPE & LARGER FLEETS, CONSOLIDATION

Trend

- Consolidation of fleets (in Eastern European countries)
- Larger fleets with own workshops
- More efficient networks and better utilization of vehicles

Impact

- Demand for high quality parts and top notch maintenance
- Less trucker-owner-drivers
- New competition by e.g. Walmart, Amazon,... with own fleets



DRIVEN BY OUTSTANDING OE EXPERIENCE

GATES AFTERMARKET EUROPE

OE
QUALITY



BUS, TRAILER & TRUCK MAINTENANCE



WHY IS THE TRUCK MARKET SO COMPLEX?

There simply is no ‘one-size-fits-all’ approach for heavy-duty vehicles

BUS MAINTENANCE MARKET

Mixed OE maintenance and independent repair shops
Public transport companies do their own maintenances

TRAILER MAINTENANCE MARKET

Traditionally dominated by independent repair shops

TRUCK MAINTENANCE MARKET

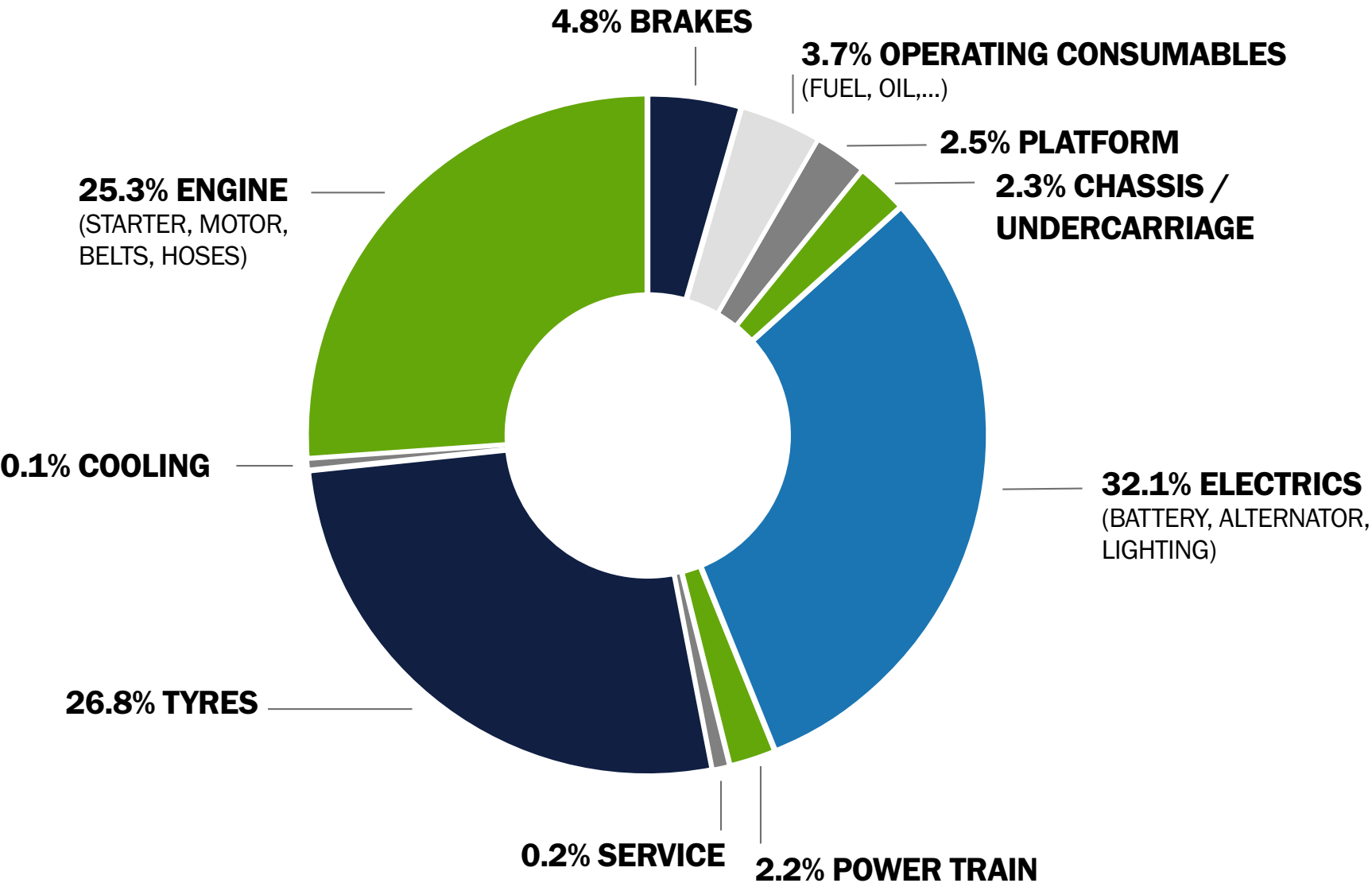
Significant drop in OE maintenance agreements: since the economic crisis, truck owners continuously look for ways to implement cost controls

GROW YOUR BUSINESS AS MORE AND MORE OWNERS SERVICE THEIR VEHICLES IN THE INDEPENDENT CHANNEL!

UNCOVERING AFTERMARKET INSIGHTS

MAIN CONCERN OF INDEPENDENT WORKSHOPS:

- Keep any downtime to an absolute minimum
- Engine failure is the 3rd main cause of truck downtime



UNCOVERING AFTERMARKET INSIGHTS

INSTALLED OE BRAND

- Very strong tendency to buy truck parts (especially engine-related parts) from their nearest OES dealer

QUALITY OF THE PARTS

- Extreme risk aversion when it comes to parts quality.
- Best chances of ‘acceptance’ when installer is convinced of the quality the brand stands for (‘quality label’ is determined by its OE footprint)

FASTEST AVAILABILITY OF THE PARTS

- Prompt spare parts supply is crucial. Parts availability is a key driver in the installer’s selection process of a parts supplier.



OUR SPECIALISM: ENGINE-RELATED PARTS

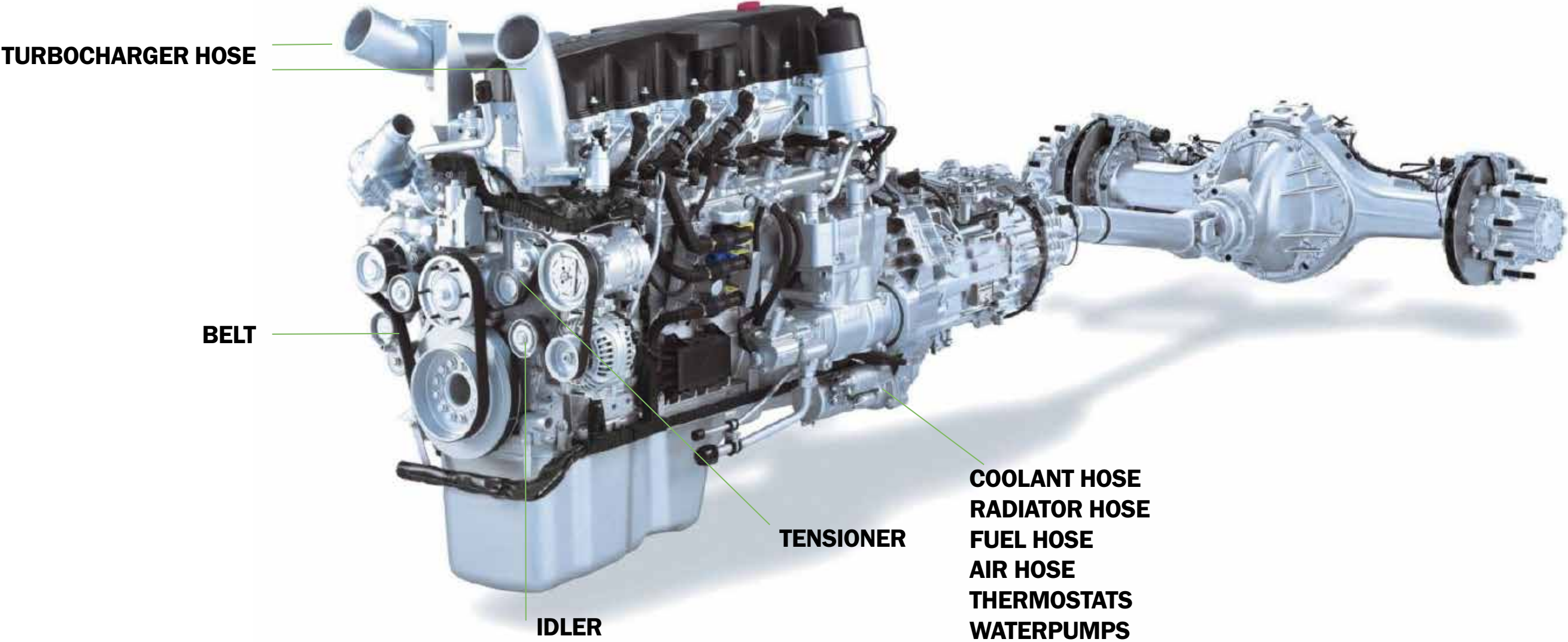


Image for internal use only – not for external distribution

FLEETRANNER™ MICRO-V® BELTS

GATES KNOWS WHAT COUNTS
IN OEM QUALITY AND MAKES
IT COUNT IN AFTERMARKET
QUALITY AS WELL:
**BELTS THAT STAND
FOR RELIABILITY OF
THE HIGHEST LEVEL**

Largest product range

Offers the best market coverage

Special back fabric

Provides extremely high resistance to wear

Polyester or aramid tensile cords

Guarantee low stretch and optimum load-carrying capacity at even the highest tensions

Aramid fibre-reinforced EPDM

Compound guarantees optimum resistance to high/low temperature, wear, pilling, oil drops and ozone, and improved coefficient of friction

Low belt profile

Increases flex life, thus ensuring higher mileage and trouble-free performance

Re-engineered heavy duty construction

Resists cracking and wear to provide longer service life

Size-based numbering system



FLEETRANNER™ V-BELTS

BUILT SPECIFICALLY FOR MORE DURABILITY AND LONGER LIFE ON HEAVY-DUTY DRIVES

Special compound

Provides unmatched flexibility, stability, load carrying capacity and belt life

Trouble-free performance

For maximum reliability

Size-based numbering system



FLEETRANNER™ TENSIONERS

ENGINEERED TO EXCEED DEMANDING OEM REQUIREMENTS AND LAST UP TO THREE TIMES LONGER THAN COMPETITIVE AFTERMARKET TENSIONERS

Labyrinth seal prevents contamination of internal parts for **maximum durability** and service life

Patented design provides superior belt alignment and tension for improved drive efficiency and life

Chrome-silicone torsion spring for improved flex fatigue characteristics

Patented damping mechanism provides maximum stability, reducing vibration and increasing tensioner life

Optimized components, engineered for maximum strength and durability

Double row bearings minimize friction for reduced bearing wear and noise

Machined steel pulley reduces surface wear while shielding internal bearings from outside contaminants



FLEETRANNER™ MICRO-V® KITS

WITH THESE KITS,
PROFESSIONAL WORKSHOPS
GET ALL THE QUALITY PARTS
FOR A COMPLETE SYSTEM
OVERHAUL IN ONE HANDY BOX

All-in-one kit: FleetRunner™ Micro-V® belt(s),
FleetRunner™ tensioner(s) and FleetRunner™ idler(s)

All perfectly matched

Each kit is **specifically** composed
for its application(s)

The most convenient system repair
for Heavy Commercial Vehicles and Buses



FLEETRANNER™ HEAVY DUTY HOSES



COOLANT HOSE



FLEETRANNER™ GREEN STRIPE®
STRAIGHT HOSE



FLEETRANNER™ GREEN STRIPE®
WIRE-INSERTED HOSE



FLEETRANNER™ GREEN STRIPE®
VULCO-FLEX® HOSE

FLEETRANNER™
FLEXCORD PLUS HOSE



FLEETRANNER™
90° HOSE



FLEETRANNER™
45° HOSE



FLEETRANNER™ HEAVY DUTY HOSES



COOLANT HOSE (CONTINUED)



FLEETRANNER™
STRAIGHT SILICONE HOSE

FLEETRANNER™
CURVED HOSE



FLEETRANNER™
90° SILICONE HOSE

FLEETRANNER™
45° SILICONE HOSE



HEATER HOSE



FLEETRANNER™
STRAIGHT EPDM HEATER HOSE

FLEETRANNER™
STRAIGHT SILICONE HEATER HOSE



FLEETRANNER™ HEAVY DUTY HOSES



FUEL HOSE



FLEETRANNER™
FUEL LINE HOSE



FLEETRANNER™
BARRICADE® FUEL LINE HOSE



FLEETRANNER™
FLEXIBLE FUEL FILL HOSE

HOSE CONNECTORS

ID 6-25 mm
COOLANT



ID 2-12 mm
FUEL



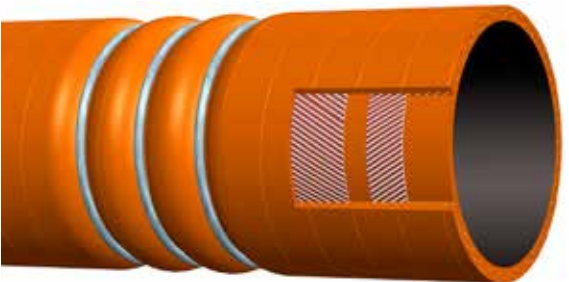
FLEETRANNER™ HEAVY DUTY HOSES



TURBOCHARGER HOSE



FLEETRANNER™
**STRAIGHT SILICONE
TURBOCHARGER HOSE**



FLEETRANNER™
**SILICONE TURBOCHARGER
HOSE KITS**

MISCELLANEOUS HOSE

FLEXIBLE AIR VENT HOSE



**FLEXIBLE HEAVY DUTY
AIR VENT HOSE**



FLEETRANNER™ HEAVY DUTY HOSES



MISCELLANEOUS HOSE



DEFROSTER HOSE



**WINDSCREEN WASHER
AND VACUUM HOSE**



FLEXIBLE AIR DUCT HOSE

THERMOSTATS FOR TRUCK & BUS



**DESIGNED TO PROVIDE AN EXACT FIT TO
AVOID LEAKS AND FUNCTION PRECISELY
TO KEEP ENGINE TEMPERATURES
STRICTLY WITHIN ORIGINAL EQUIPMENT
SPECIFICATIONS**

Competitively priced OE-design thermostats

Quality construction ensures a **trouble-free life**

Supplied with the **matching gasket or seal** according to corresponding OE offer

Precise **engine operating temperature control**

Optimum **engine warm-up & performance**

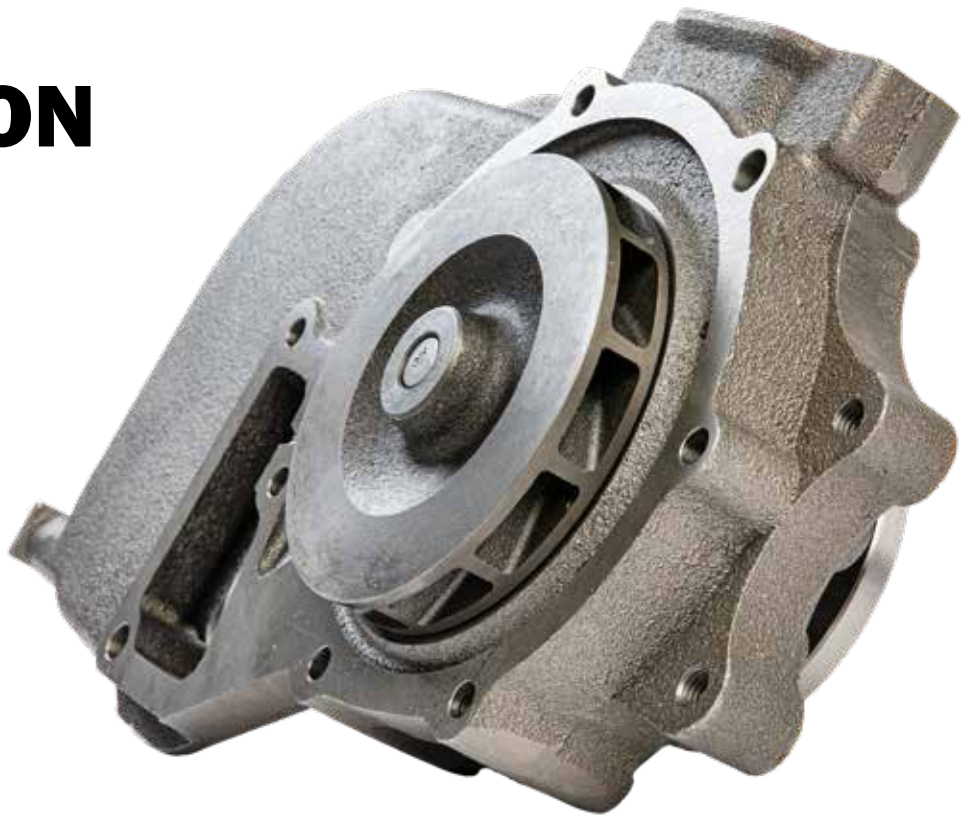
Good fuel economy & low emissions

WATERPUMPS FOR TRUCK AND BUS

OE PEDIGREE ASSURES FIT AND FUNCTION

FEATURES + BENEFITS

- Extensive program smartly covering the most sought after Water Pumps
- Warranty: 24 months or 250.000 km or 5400 hours.
- Manufactured to ISO/TS 16949 standards
- 100% fully tested unitized bearings and seals
- Computerized machined surfaces for proper fit and sealing
- New pumps - no cores
- Complete training program and live webinars on cooling system and engine corrosion.



7468-50040

POWERCLEAN IT

Inadequate flushing can ruin a newly installed water pump resulting in frustration and warranty problems. Perform a complete cooling system flush using the PowerClean™ Flush Tool which “water hammers” accumulated ludge and scale deposits without using harsh chemicals.

Gates recommends to always use the appropriate refrigeration fluid as prescribed by the OEM.

COOLRUNNER™ BELTS

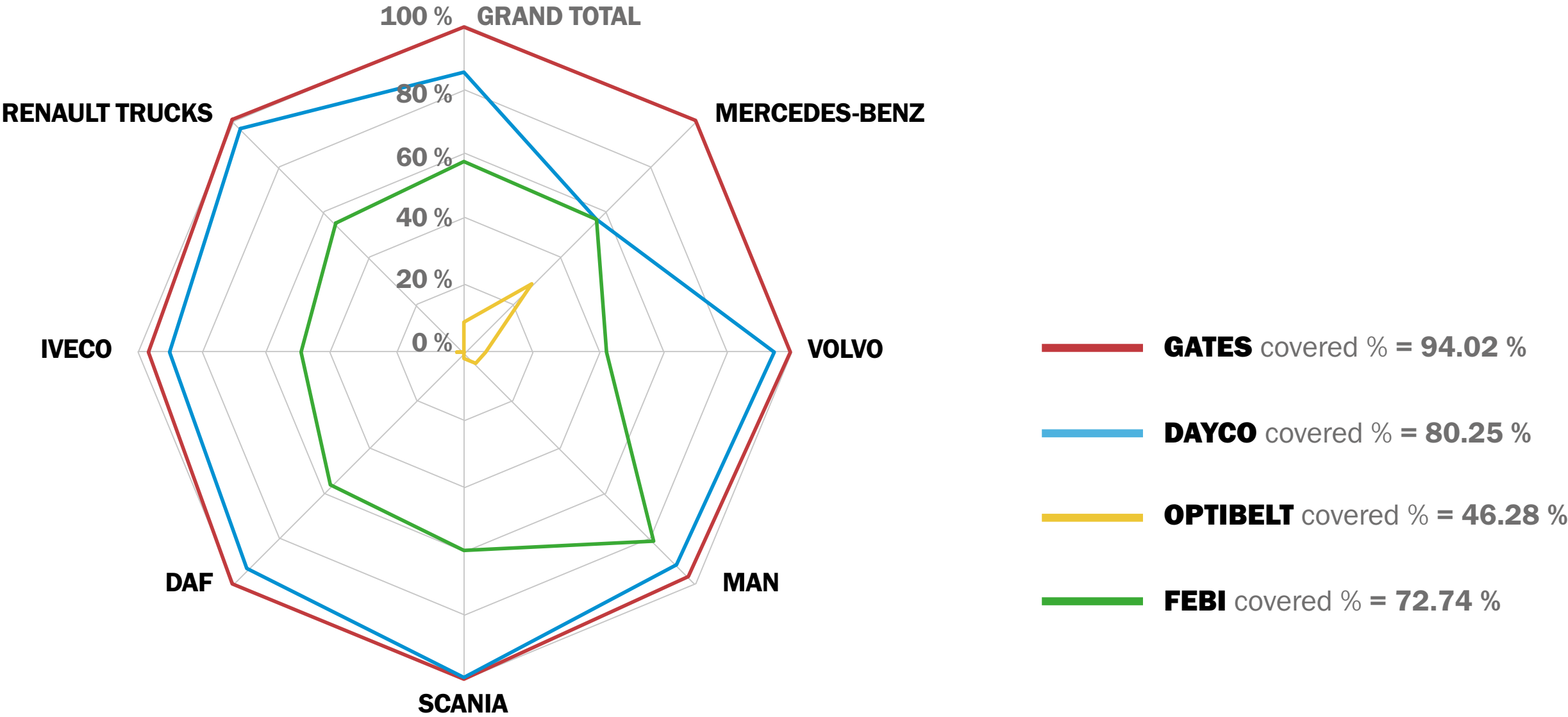
THE GATES COOLRUNNER™ RANGE OFFERS DIFFERENT TYPES OF REFRIGERATION BELTS TO MATCH OE

FEATURES AND BENEFITS BUILT INTO EVERY COOLRUNNER™ BELT ARE:

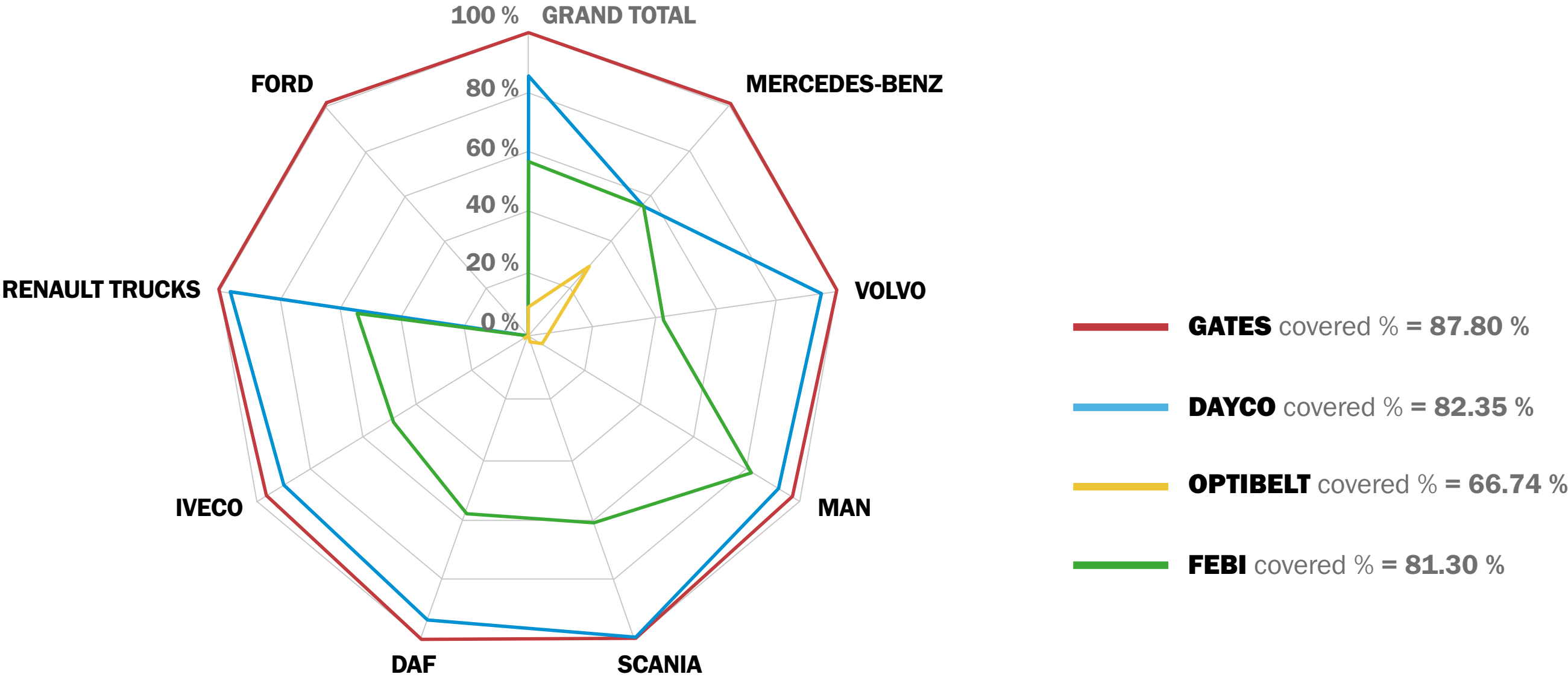
- Exact OE fit** at competitive prices
- Long belt life** reducing replacement costs
- 100% reliable operation** fully protecting the valuable cargo
- Maximum uptime** eliminating unplanned repairs on the road
- Clear branding** for ease of identification



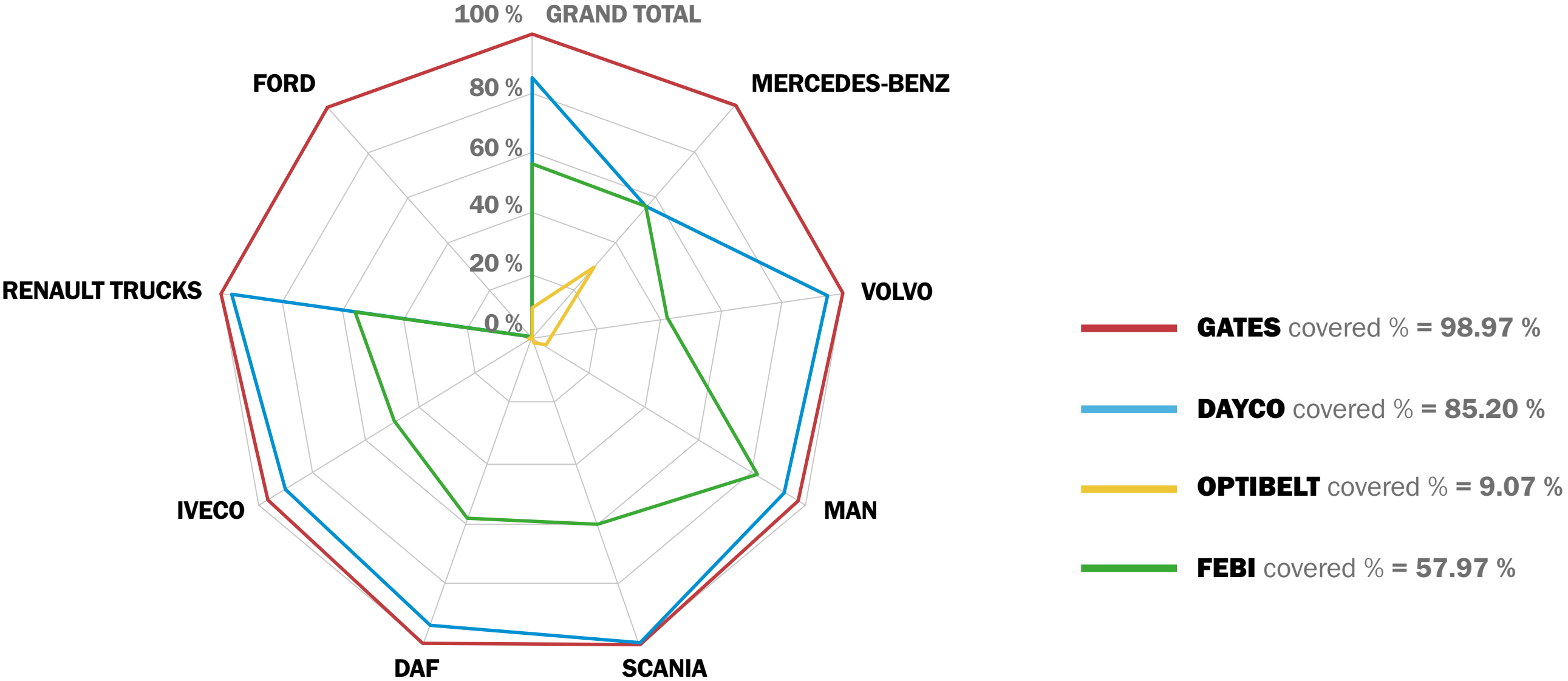
BEST-IN-CLASS COVERAGE - EU MICRO-V BELTS 2021



BEST-IN-CLASS COVERAGE – EU METALS 2021



BEST-IN-CLASS COVERAGE - EU KITS Q2 2021



A black and white photograph of a middle-aged man with glasses, smiling and sitting on the side of a large truck. He is wearing a plaid shirt over a white tank top and jeans. The background shows the side of the truck and some industrial equipment.

YOUR MOST RELIABLE PARTNER

GATES AFTER-SALES SERVICE

A horizontal band of diagonal white lines on a dark background, spanning the width of the image.

ONLINE PARTS CATALOGUE



GATESAUTOCAT.COM

- Separate Heavy Duty section for fast and easy part search
- Look up by Truck and Bus application or by OE number
- Engine manufacturers on OE number
- Always up-to-date
- Catalogue builder
- Kit finder

CUSTOMER PORTAL



GATESHIGHWAY.COM

- Dedicated website for customers only
- Password protected
- The latest commercial news on new products, newly-available marketing materials, claim handling documents and so much more
- Monthly newsletter

GARAGE PORTAL



GATESTECHZONE.COM

- Dedicated website for workshop owners and car mechanics
- All technical information to assist independent installers as they work with Gates' parts, systems and technologies
- No log-in required
- Currently available in 9 languages



WHAT'S IN IT FOR YOU

GATES IN THE HEAVY DUTY MARKET

WHY GATES



We are **NO 1 in Original Equipment**, which will be your guarantee for access to the largest range of OE-quality parts for the Independent Aftermarket

We already offer **the broadest range** of multi-ribbed belts, V-belts, tensioners and kits on the market

Our **100% owned manufacturing sites** support the European market with belts, tensioners and hoses

Future product lines will allow wholesalers, jobbers and garages to increase their overall business

Local Gates Heavy Duty Sales and After-Sales teams give a **second to none support** for all Commercial, Technical and Warranty related issues (90+ people in Europe, always close to the customer)

DON'T MISS THE OPPORTUNITY

- **TRUCK ENGINE LIFETIME = UP TO 20 YEARS OR 2,000,000 KM**
- **SYSTEM OVERHAUL = EVERY 200,000 TO 300,000 KM**
- **UP TO 10X REPLACEMENTS = BUSINESS BUILDING OPPORTUNITY**

ADDING VALUE TO YOUR BUSINESS

GATES EXCELLENCE

