

CORPORATE PRESENTATION 2018



Safety



Efficiency



Connectivity



ABOUT WABCO

ABOUT WABCO: THE INDUSTRY'S TECHNOLOGY INNOVATOR

In 2017:

\$3.3B
Annual revenues

~15,000
Employees in 40 countries

15 Industry technology firsts introduced during the last 5 years

No.1
in all BRIC markets

10 Years NYSE listing

2,900
Service Partners

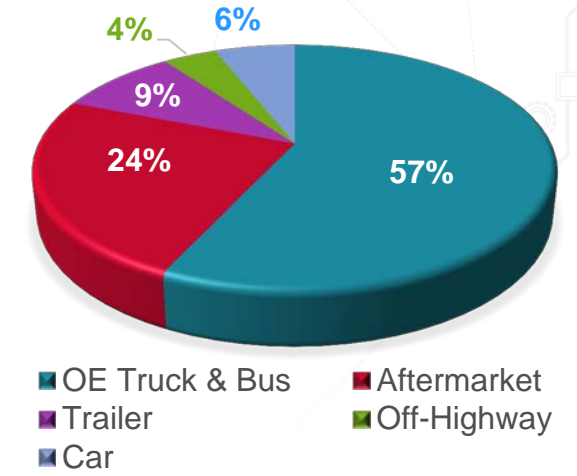
27
Factories

2,600
Engineers worldwide

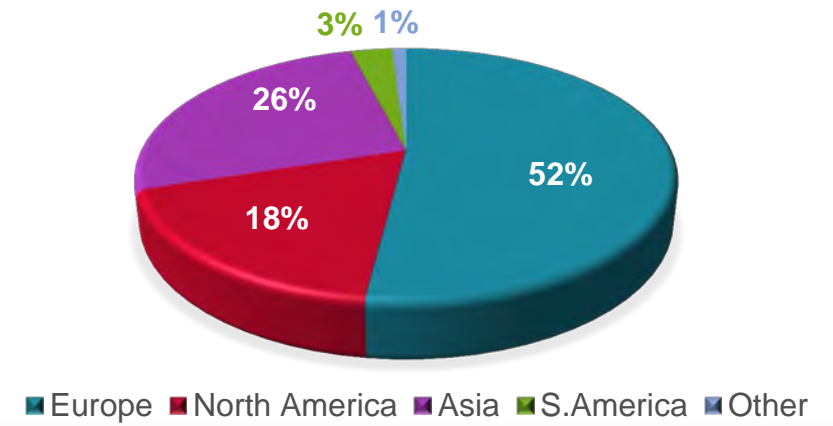
\$465m
Performance EBIT (14.1% Margin)

383
Patents granted

SALES BY CUSTOMER TYPE

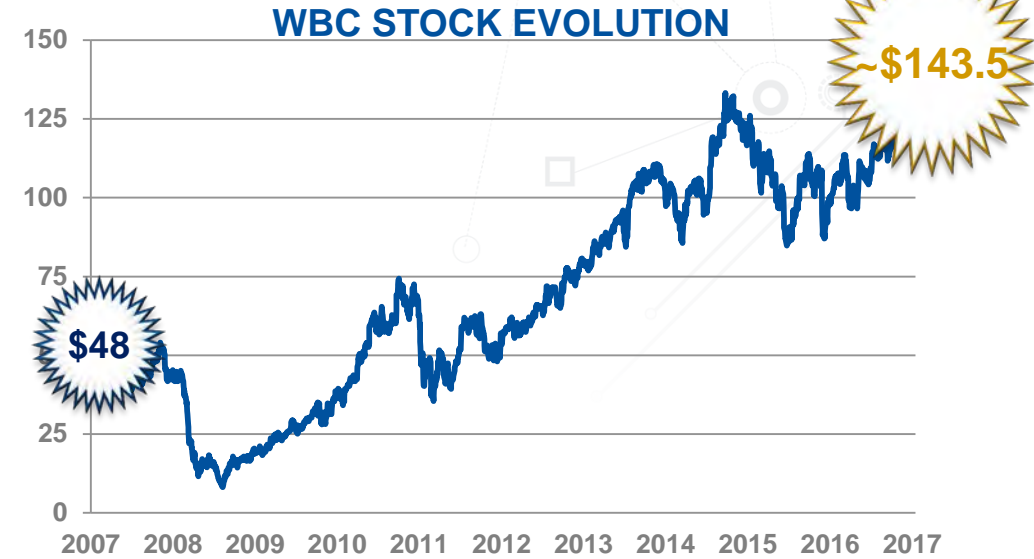


SALES BY REGION



A STRONG AND RELIABLE PARTNER

- Nearly 150 years heritage
- Listed on the NYSE; spun off from American Standard in 2007
- Highly respected on Wall Street for consistent performance ... growth based on innovation leadership and adherence to differentiating strategies globally
- Strong balance sheet and cash position for investment to support customers' global needs
- Returned \$1.9 billion in cash to shareowners since 2007 via share buy-back program



Forbes | 2014
AMERICA'S BEST
MANAGED
COMPANIES

Ranked WABCO among “the best of the best” companies; listed as “America’s Best-Managed Capital Goods Company”

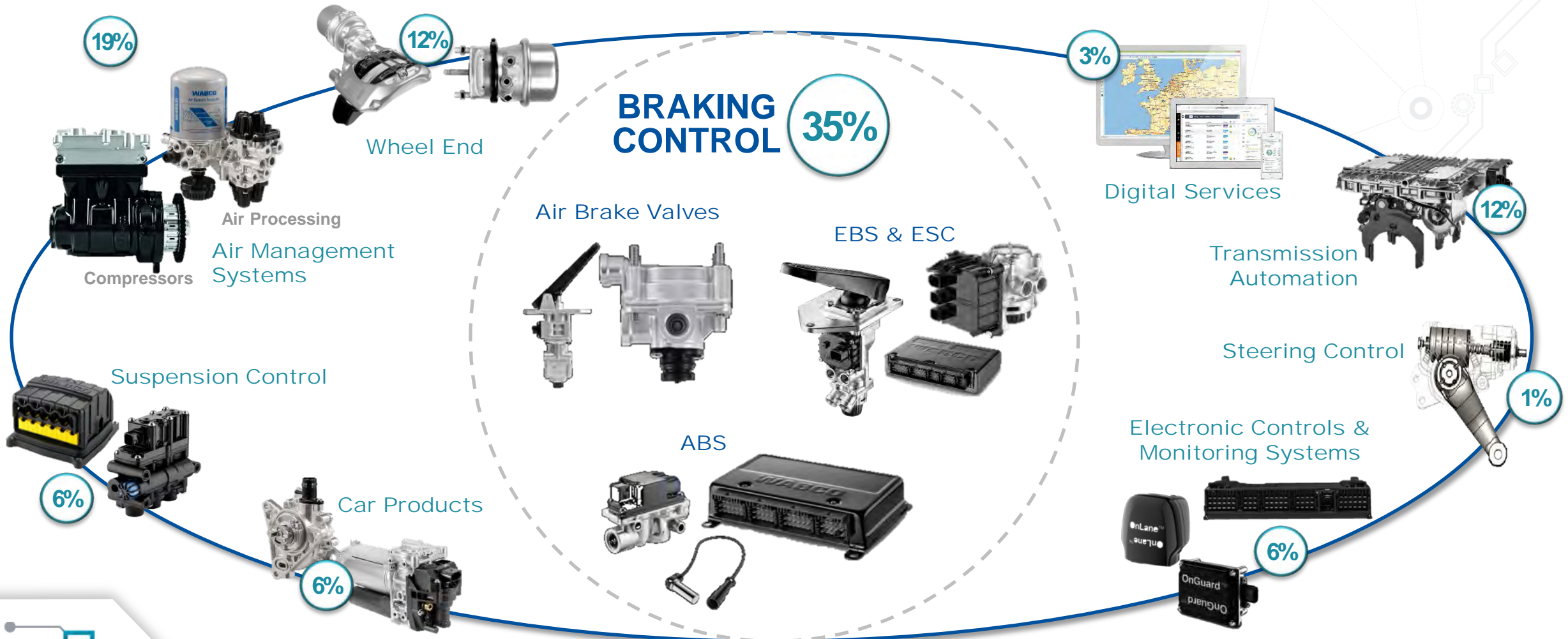
WABCO and its CEO, Jacques Esculier, recognized by the investment community in the 2018 All-America Executive Team survey for the sixth consecutive year

Institutional Investor

WABCO

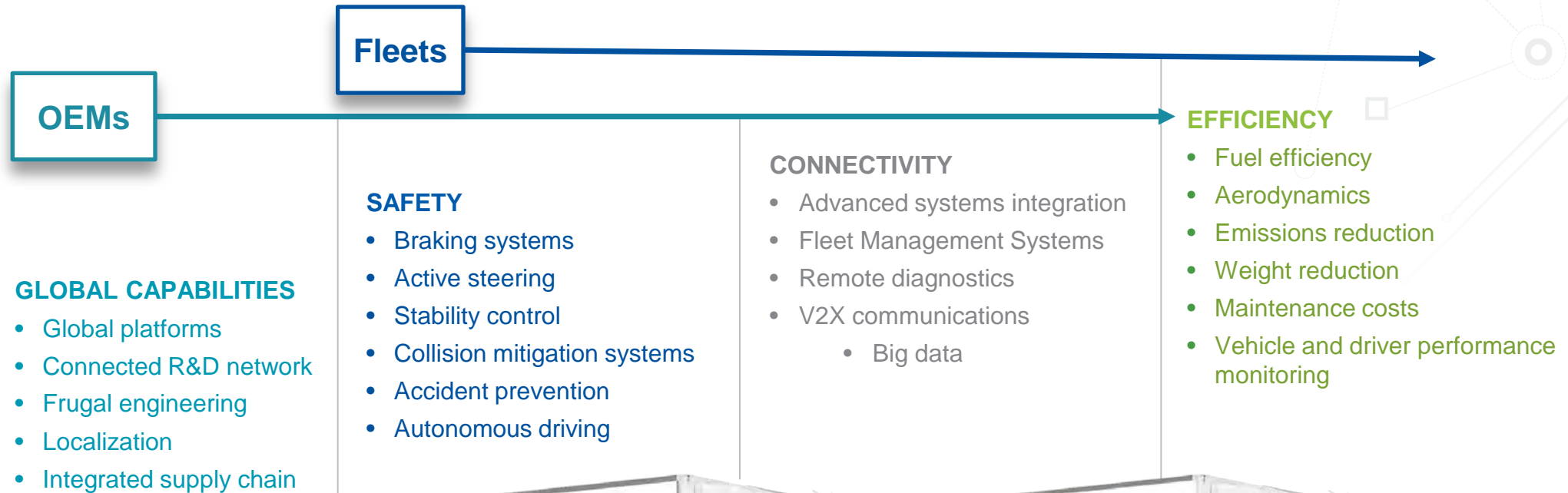
A RICH PORTFOLIO OF TECHNOLOGIES

X% AS PERCENTAGE OF WABCO 2017 SALES



OUR VALUE CREATION PROPOSITION

We apply advanced technology and services to support commercial vehicle OEM and fleet needs



A BROAD MARKET FOCUS GLOBALLY

TRUCK & BUS



Ashok Leyland, CNHTC, Cummins, Daewoo, DAIMLER, Dongfeng, FAW, Fiat, Foton, GAZ, HINO Motors, Hyundai, Isuzu, KAMAZ, Kinglong, MAN, PACCAR, SCANIA, TATA Motors, Volvo, Yutong, ZF among others.

TRAILER



CIMC, Faccini, Guerra, GREAT DANE, Kögel, KRONE, SCHMITZ Cargobull, Tirsan, Tonar, WABASH, Weilton among others.

OFF-HIGHWAY



AGCO, BEML, Caterpillar, Claas, CNH, Hitachi, Hyundai CE, John Deere, Komatsu, Liebherr, Liugong, SANY, Tandano, Volvo CE, XCMG, ZOOMLION among others.

CAR



AUDI, BMW, Changan, FCA, General Motors, Mercedes – Benz, Porsche, SAIC, TESLA, Volvo, VW among others.

FLEETS



Supporting distributors, workshops and fleets over vehicle lifetime thanks to:

- Global distribution & service network
- Comprehensive aftermarket portfolio
- Fleet Management Solutions
- Digital Services
- WABCO Academy

WABCO'S SUCCESS IS ROOTED IN OUR CULTURE

Sustaining differentiation throughout a highly diversified, passionately engaged and continuously learning global team



POWERED BY PASSION

- **ANTICIPATION:** Reading economic and industry dynamics ahead of the curve
- **CREATIVITY:** First to market with new technologies
(Continuously applying innovation across our customers' value chain and vehicle life cycle)
- **EXCELLENCE:** Leveraging early globalization and an industry-leading Lean Operating System

CHANNELLED THROUGH WELL ANCHORED CORE STRATEGIES





SUSTAINING DIFFERENTIATION THROUGH TECHNOLOGY LEADERSHIP

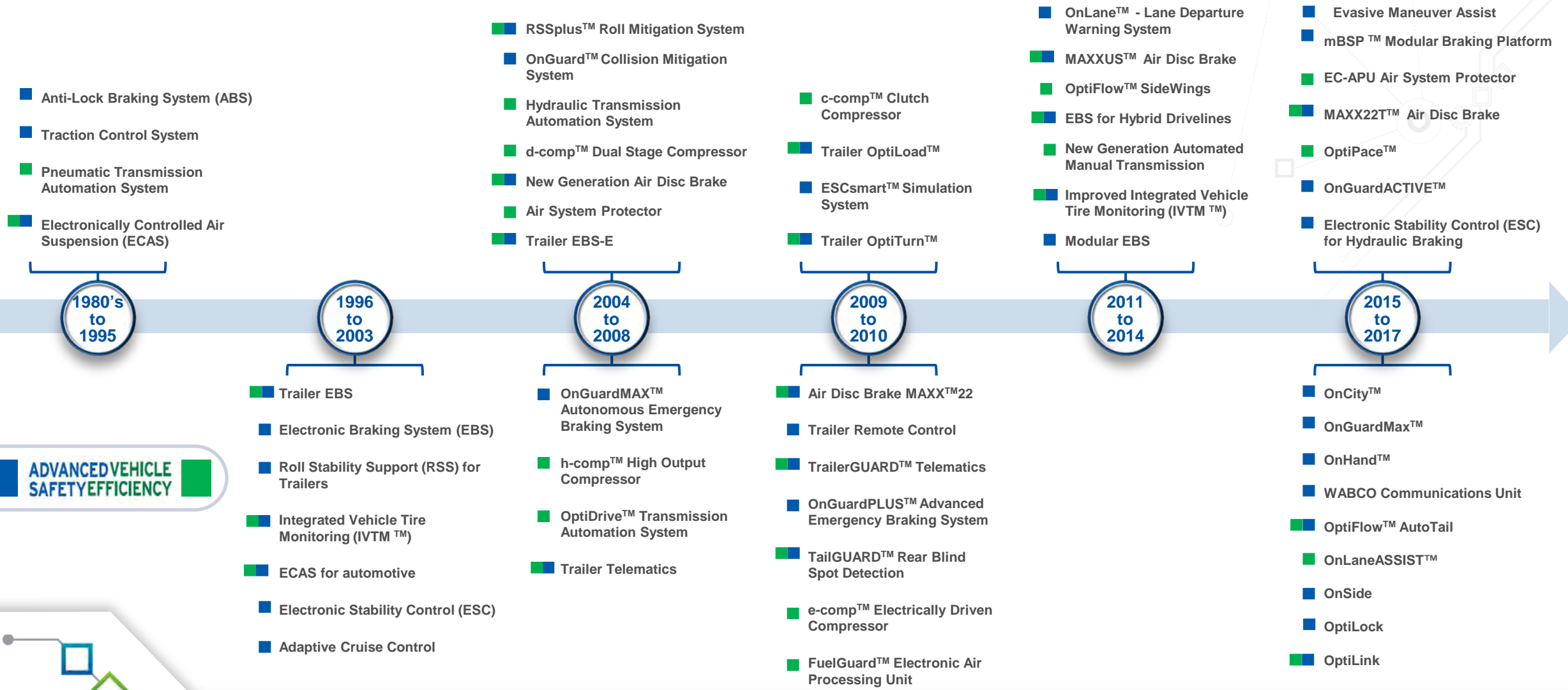


Safety

Efficiency

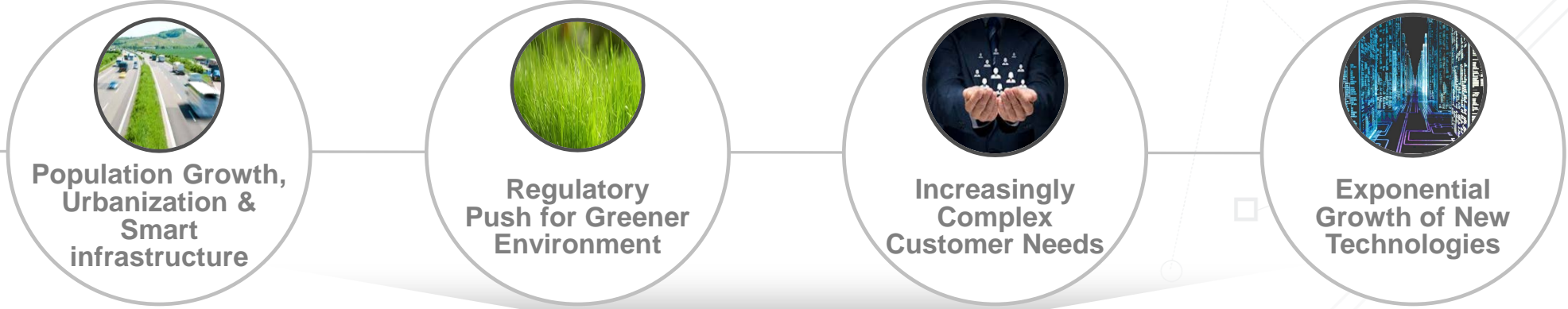
Connectivity

THE INDUSTRY'S LEADING INNOVATOR IN OUR SECTOR



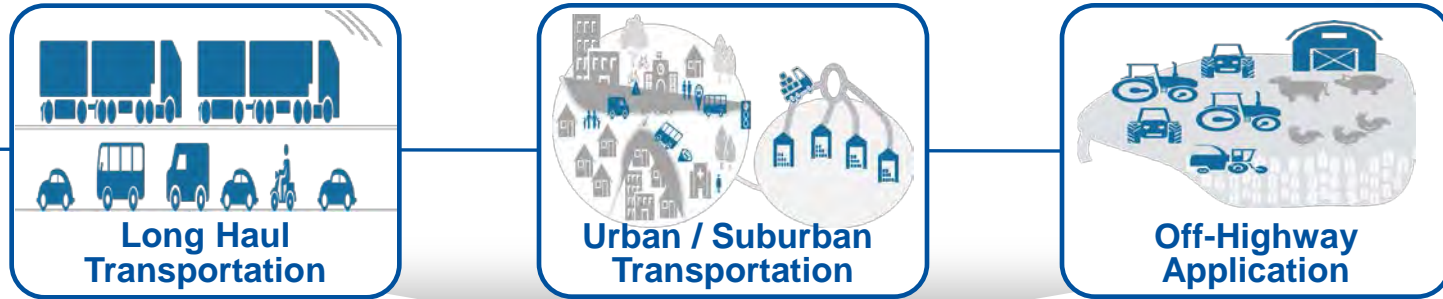
ANTICIPATING THE EVOLUTION OF OUR INDUSTRY

Mega Trends



Commercial Transportation Requirements

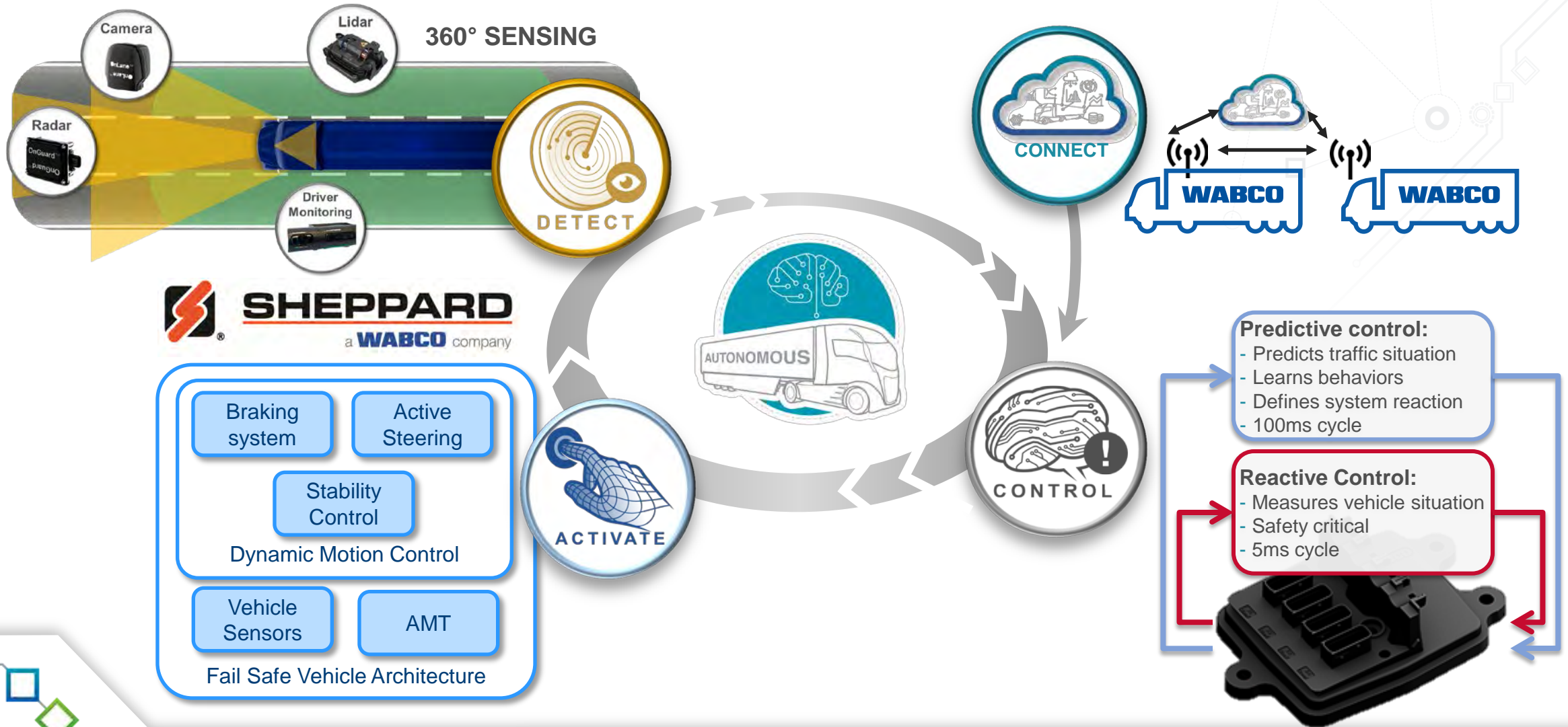
Segmentation of Commercial Vehicles



Impact on Commercial Vehicles Requirements



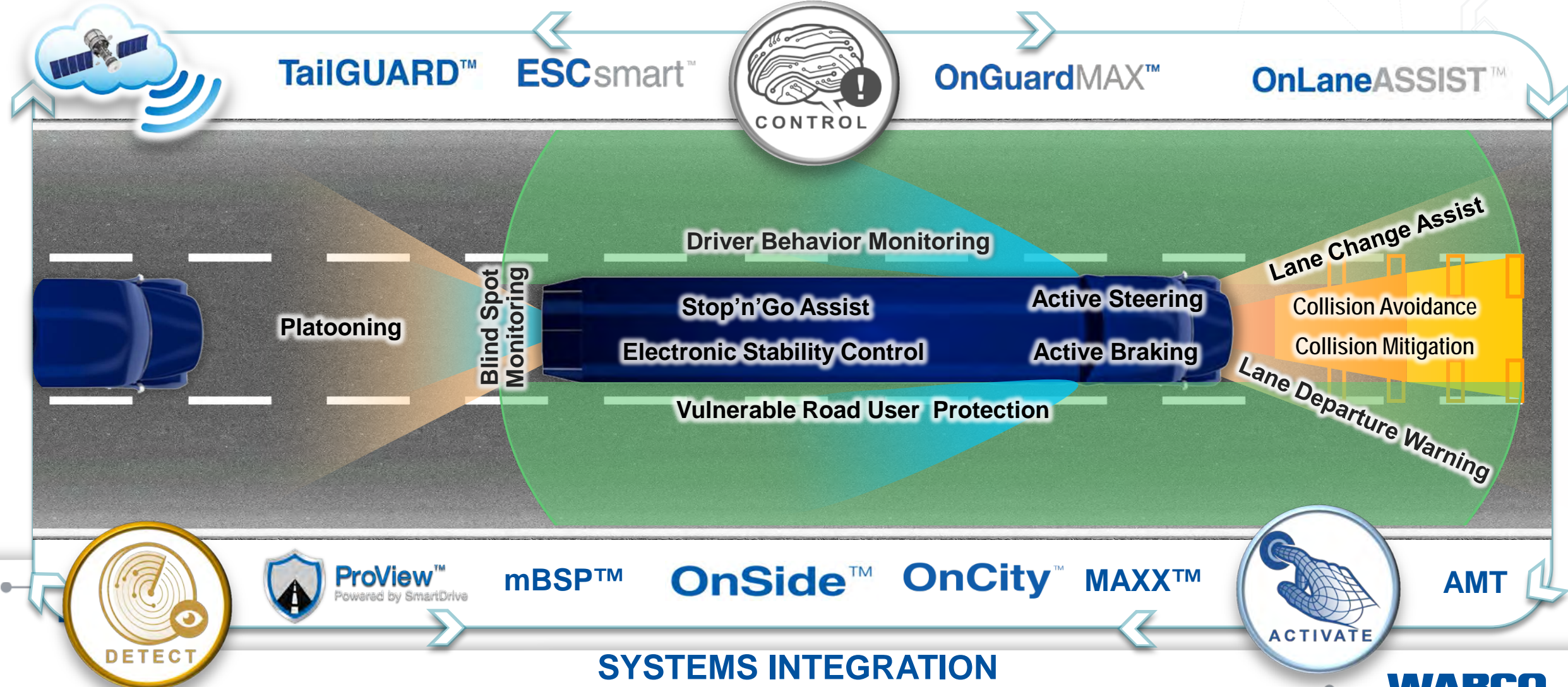
WABCO BLUEPRINT FOR AUTONOMOUS DRIVING



TECHNOLOGY TO ADVANCE VEHICLE SAFETY AND AUTONOMOUS DRIVING



We have a solid roadmap identified towards a vision for zero accidents and automated vehicles



TECHNOLOGY TO ADVANCE VEHICLE EFFICIENCY

A vehicle equipped with all WABCO efficiency technologies can increase fuel economy up to 20%



7%

OptiFlow™

Aerodynamics for Trailers

Fuel Saving:
1,268gal/125,000mi
CO₂ Saving:
28,048lbs

5%

OptiDrive™

Automated Manual Transmission

Fuel Saving:
819gal/125,000mi
CO₂ Saving:
18,114lbs

3%

OptiRide™

Electronically Controlled Air Suspension

Fuel Saving:
460gal/125,000mi
CO₂ Saving:
10,167lbs

2%

c-comp™ FuelGuard™

Clutch Compressor Electronic Air Processing Unit

Fuel Saving:
343gal/125,000mi
CO₂ Saving:
7,596lbs

3%

OptiPace™

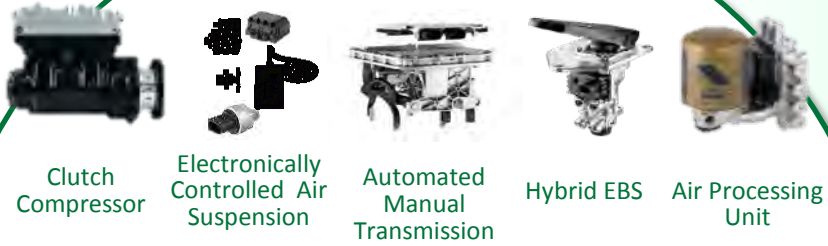
Predictive Economic Cruise Control

Fuel Saving:
460gal/125,000mi
CO₂ Saving:
10,167lbs

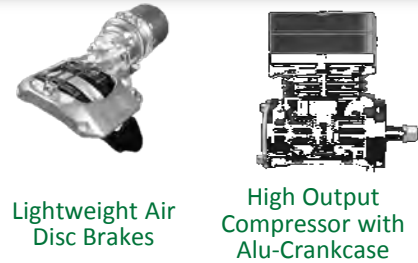
DRIVING VEHICLE EFFICIENCY & SUSTAINABILITY



Fuel Efficiency



Trailer Aerodynamics



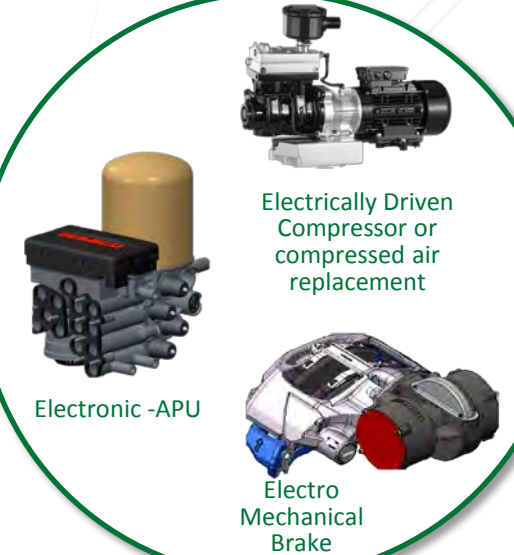
Weight Reduction

Energy Recuperation

EBS Brake Control



Electric Vehicles



CONNECTIVITY: MOBILIZING VEHICLE INTELLIGENCE

WABCO uniquely offers insights on truck, trailer and driver performance



Provide a Broad Spectrum of Vehicle Systems Data



Platooning (V2V)



DELIVERING FLEET CRITICAL DATA AND ACTIONABLE INFORMATION TO ONE SINGLE PLATFORM

TX-CONNECT

- Cost management & efficiency
- Compliance
- ECO
- Satisfaction
- Supply chain visibility

- Safety & security
- Maintenance & repair
- WABCO Service network
- WABCO Academy

REMOTE DOOR LOCK

REMOTE TRAILER DIAGNOSTICS

WABCO ITP

CARGO

TX-TRAILERGUARD

TX-SKY

TX-FLEX

REMOTE TRUCK DIAGNOSTICS

OPTITIRE

EBS

BRAKE WEAR



SUSTAINING DIFFERENTIATION THROUGH GLOBALIZATION



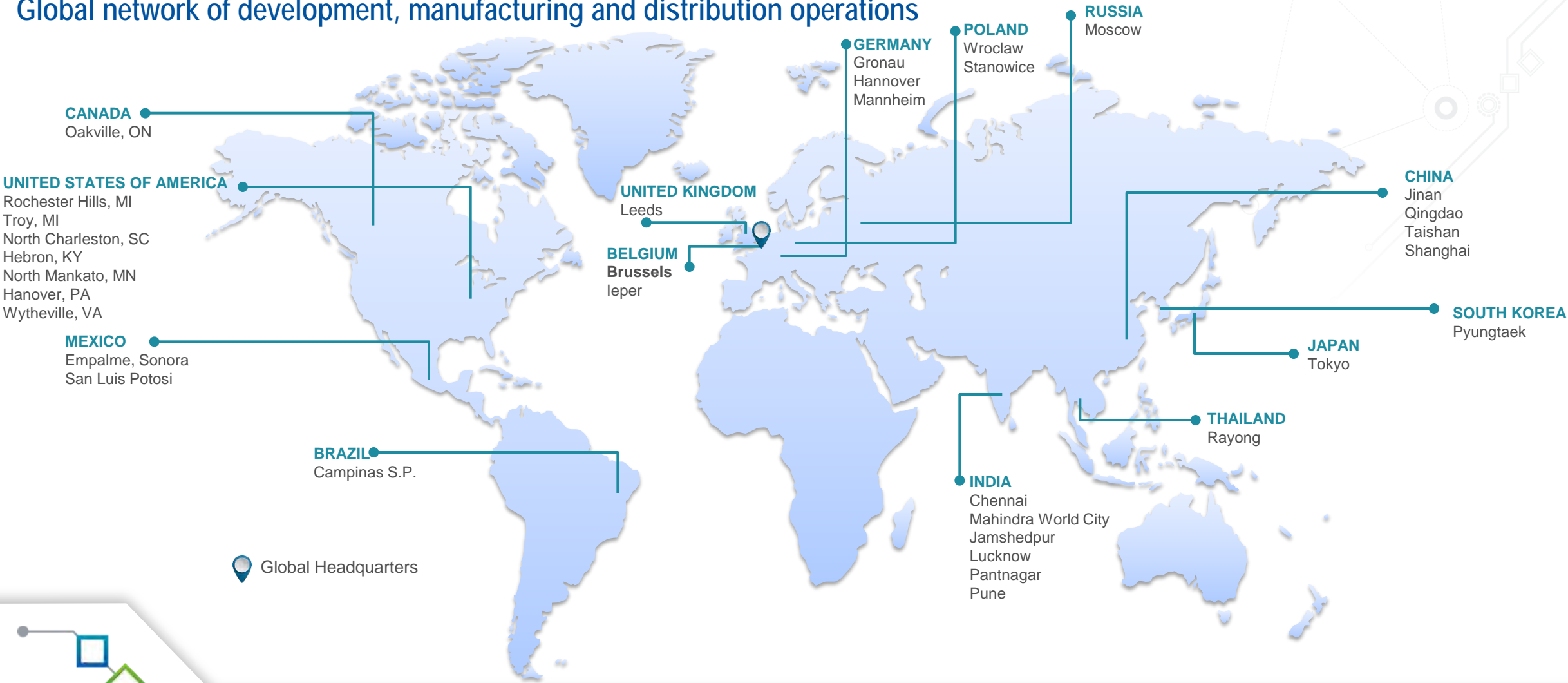
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DIFFERENTIATION THROUGH GLOBALIZATION

Global network of development, manufacturing and distribution operations



GLOBALIZATION: A PILLAR OF WABCO'S DIFFERENTIATION

- Uniquely able to supply truck, bus and trailer technologies across the globe
- All regions managed by well-established local teams
- Optimized cost structure leverages mature, fully integrated global engineering and supply chain presence in all markets
- Differentiating aftermarket service network and products



in all BRIC markets

10

world-class factories in Asia

67%

of WABCO's workforce is located in emerging markets

Resources, connectivity and capabilities to cost-efficiently support

27

manufacturing sites around the globe: benchmarks for lean manufacturing standards

growth strategies in every market

55%

of WABCO's engineers located in best-cost countries

WABCO's service and technical support

25

In 2017, WABCO won 25 major awards from customers

10

nationalities in WABCO's senior executive team

115

Countries

2900

Service Partners

4500

Distributors

THE DNA OF OUR INNOVATION LEADERSHIP

Advanced Development Organization

seeds innovation, leads technology screening and concept validation for rapid prototyping

A Globally Integrated Product Development Team

During the last decade:

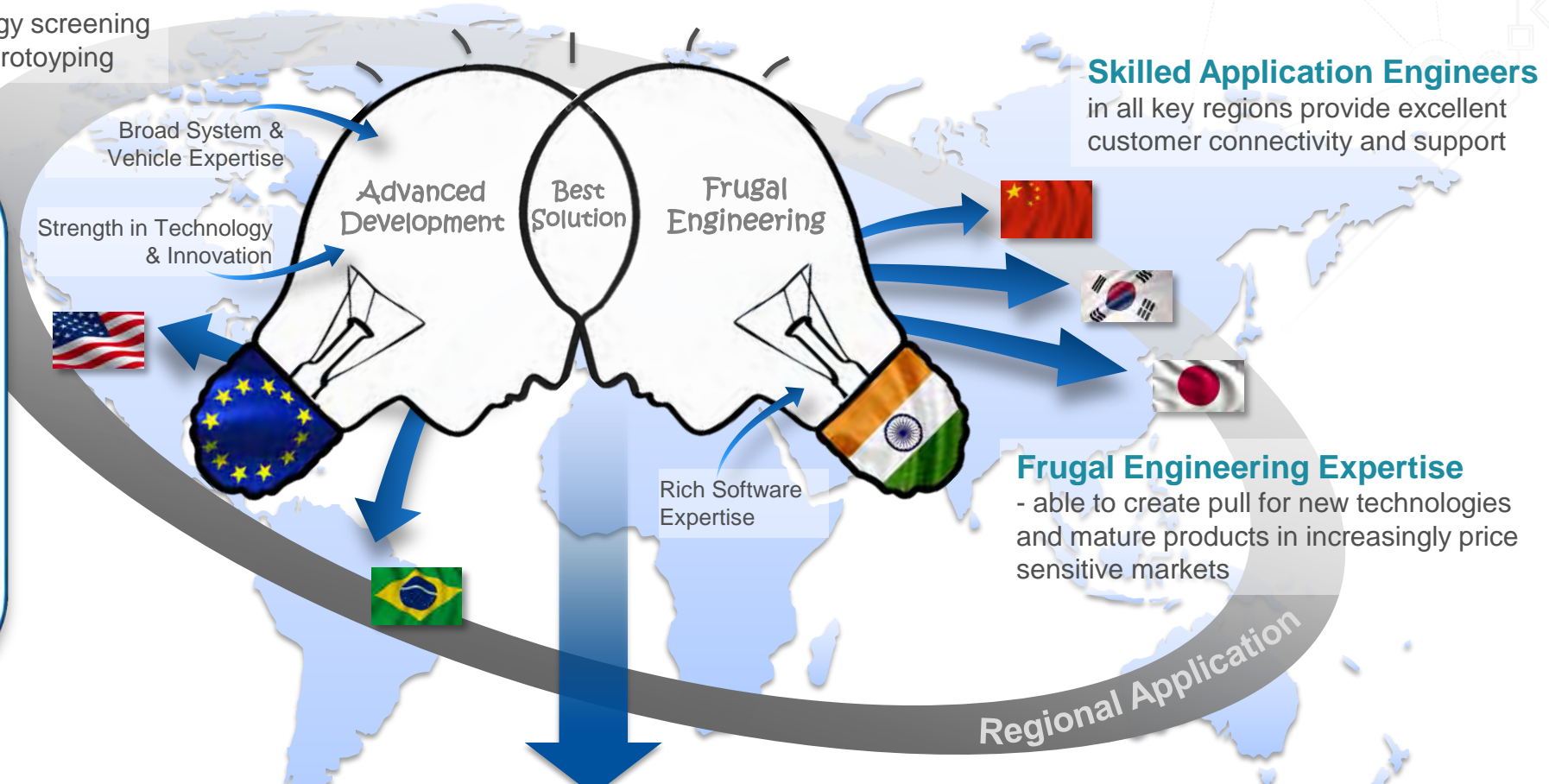
100% Increase in number of engineers

>30% Increase in R&D investment

On an annual basis:

>380 Patents granted*

>900 Products released*



Skilled Application Engineers

in all key regions provide excellent customer connectivity and support

Frugal Engineering Expertise

- able to create pull for new technologies and mature products in increasingly price sensitive markets

- Delivers Advanced Technologies at Best Cost

* As of December 2017



SUSTAINING DIFFERENTIATION THROUGH EXCELLENCE IN EXECUTION



Safety

Efficiency

Connectivity

EXCELLENCE IN EXECUTION



WABCO Operating System (WOS)

The WOS defines WABCO's unique culture and powers us to sustain differentiation in quality, performance and service to customers

- Built on a backbone of Six Sigma Lean
 - Rigorous management environment across global operations
 - Standardized processes embedded within advanced quality management systems
- Efficient and agile organization of resources in every region
- Drives continuous productivity within the design – build – deliver value chain
- Learning culture and individual empowerment to continuously advance quality
- Passion to drive excellence in execution as a differentiator for customers



ABOUT WABCO AFTERMARKET

WABCO AFTERMARKET: CREATING THE HIGHEST BRAND LOYALTY

TRUST WABCO



>170,000 Trained mechanics
Largest trained community

KNOW WABCO



>27,000 Diagnostics subscribers
Leading penetration

REACH WABCO



2,900 Service partners
Industry benchmark

GET WABCO



4,500 Distributors
Worldwide availability



14 Distribution centers worldwide
Best Customer Proximity

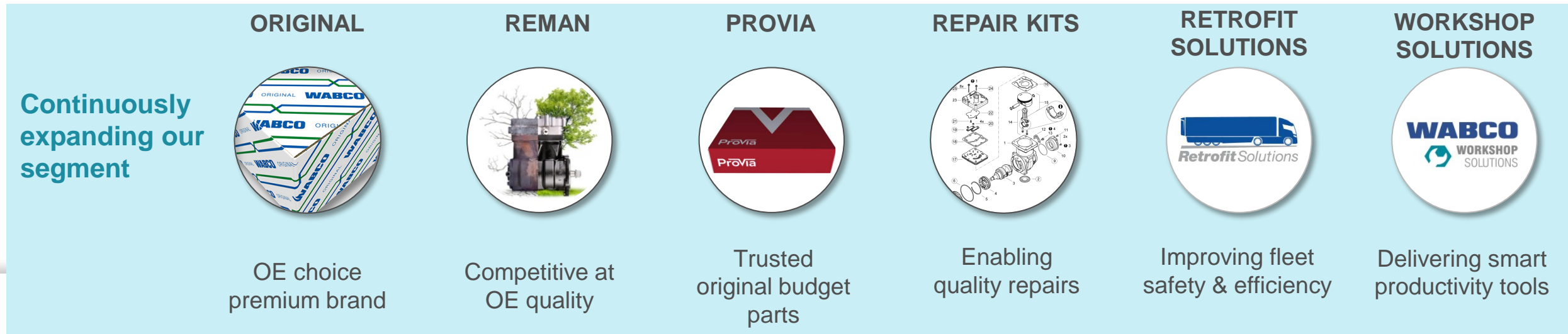


THE INDUSTRY'S MOST COMPREHENSIVE AFTERMARKET PORTFOLIO

Anchored to the fleet eco-system



Delivering differentiated products for every vehicle in every market



THANK YOU



a **WORLD** of
DIFFERENCE

Safety • Efficiency • Connectivity