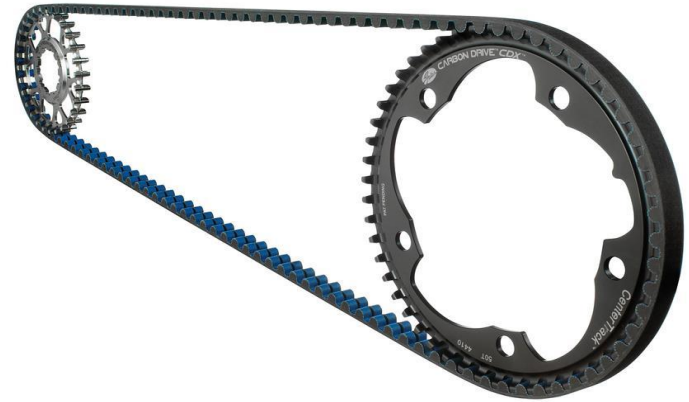




Gates Carbon Drive

Taichung Bike Week 2015

New Products
Forward Product Strategy
Why Gates Carbon Drive
Superior Supply Chain
Helping You Win

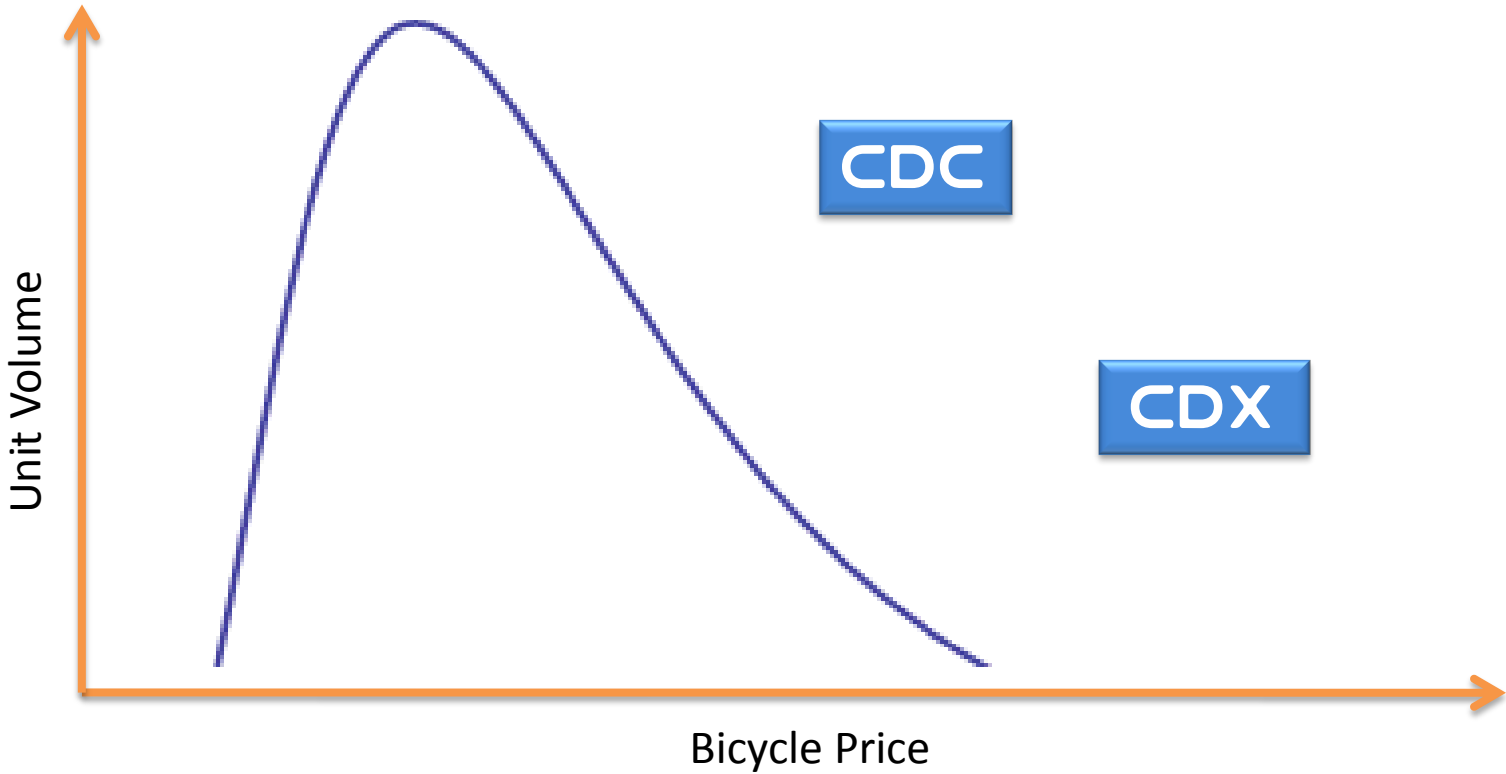
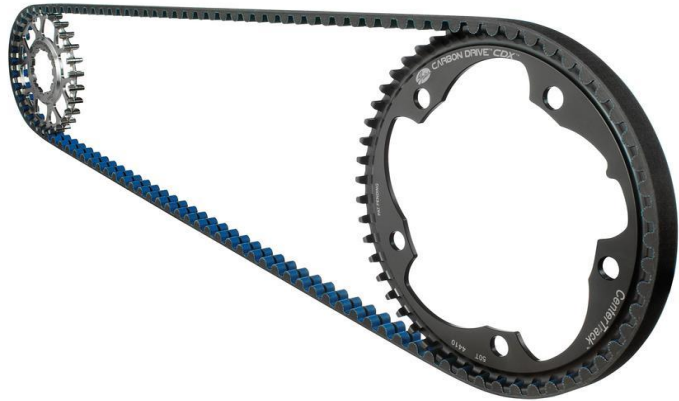


MY17 Products

CDN

CDC

CDX



MY17 Products

CDN

Good Value
Urban
City

CenterTrack

CDC

Good Performance
eBikes
Trekking
Commuter

MudPort

CDX

High Performance
eBikes
Trekking
Distance Commuter
Mountain

CenterTrack

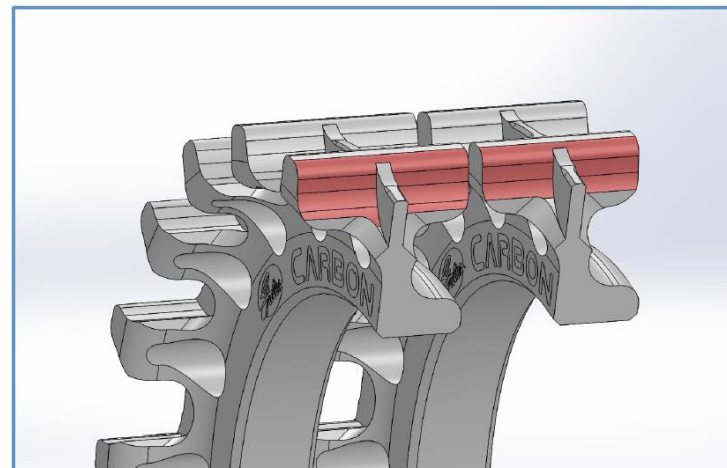
CDX:EXP High Mileage Sprockets

Sprockets for Rohloff and Distance Trekking

Rear Rohloff Sprockets

25% more wear surface

19T, 20T, 22T, 24T



Front Sprockets

25% more wear surface

7000 series alloy

39T, 46T, 50T – 104 BCD



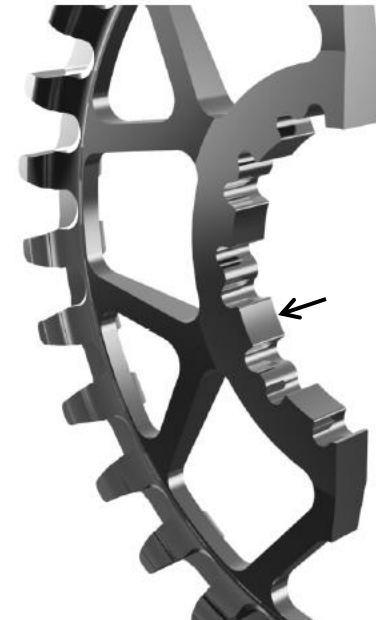
Available now

Improved CDX Sprockets

- New symmetric design
- 10% lighter weight
- 10% more wear surface
- Improved integration with Gates S100, S150 and S300 cranks

Wider 5 mm interface for 9 spline to reduce wear on alloy freehub body

Available: May 2016



Shimano STEPS Assembly

In collaboration with Shimano
Supplied by Gates

50T, 55T, 60T sprockets
Aflin, Nexus & Di2

Available Nov 2015
pending Shimano release



Limited Edition Carbon Drive Red

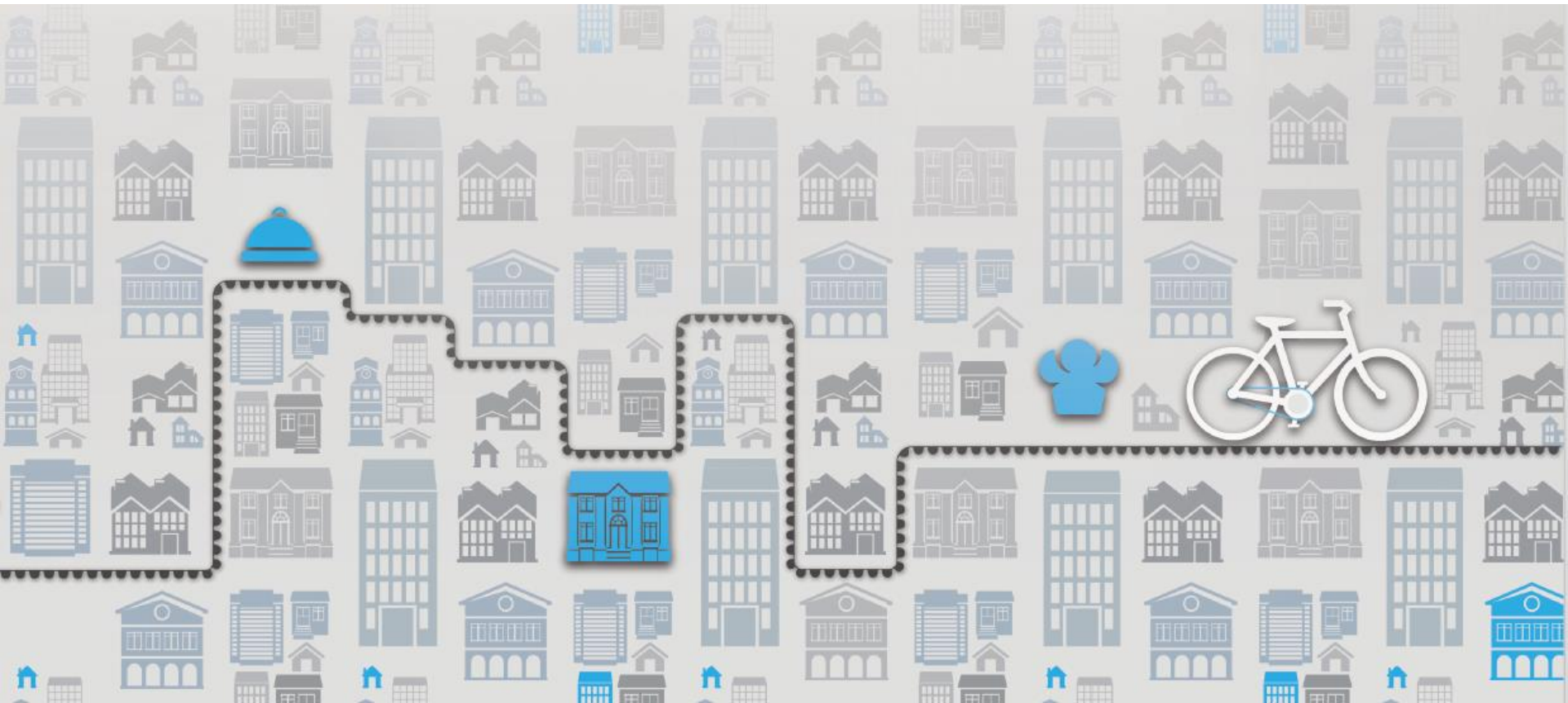
Continued for MY17

*Extra POP for a premium
or special edition model*



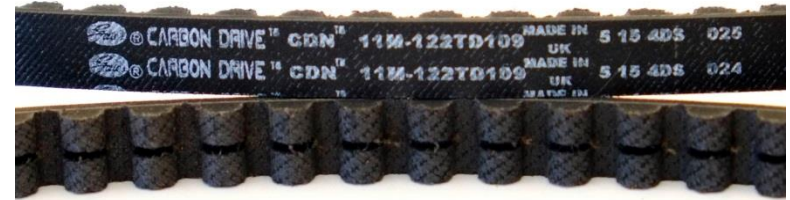
CARBON DRIVE CDN

Navigating the urban network



Carbon Fiber Engineered Elastomer

- CenterTrack - Exclusive to Gates
- 11mm pitch
- Made in Scotland



Crank Assembly

- Composite CenterTrack Sprocket
- Gates 5 bolt Crank



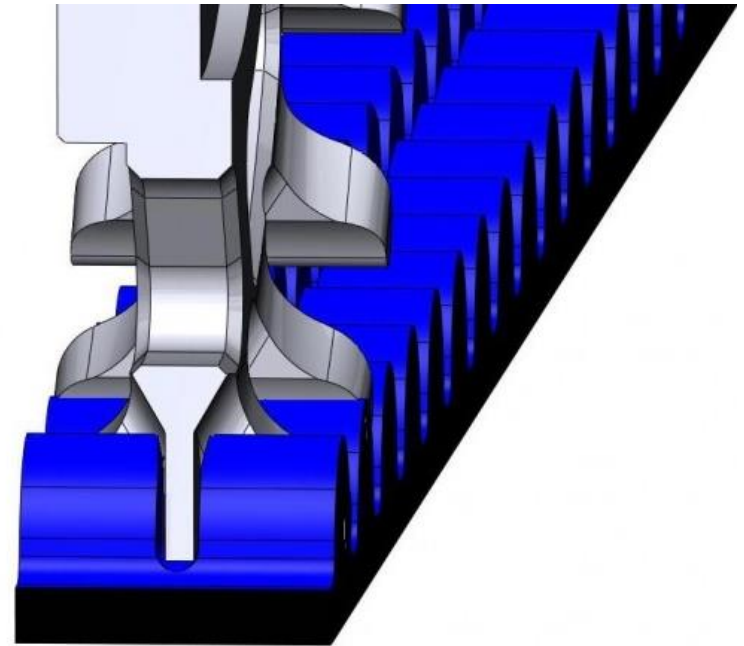
Rear Sprocket

- Steel CenterTrack
- SureFit hub



CenterTrack

- Simplifies belt alignment
- Improved dirt and snow shedding
- Slim sprockets are easier to integrate



CDX and CDN are compatible & interchangeable

New S150 Crank Assemblies

For CDX and CDN Sprockets
Precision assembly for minimal runnout
Smarter price point

Samples in December
Available in May



Integrates with Thun Vortex bottom brackets for pre-engineered belt lines

Crank Summary

	New		New		
S100	S150	S300	S300-Silver	S501	
Sq taper	Sq taper	GXP	GXP	Shimano	
-	-	-	-	Flange	
CDX	CDX	CDX	CDX	CDX	
CDN	CDN				



Product Development Focus

Ebikes

Urban Bikes

Specialty Bikes

Ebikes

Strengths

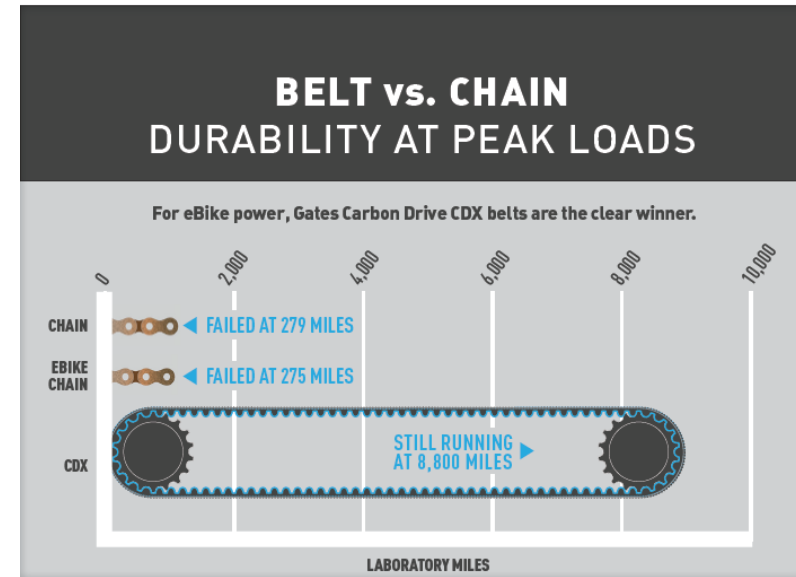
Clean, Quiet and Durable

Product Gaps

Durable, lower priced eBike sprockets

Lower priced eBike freewheel

Support expanding motor options



Urban Bikes

Strengths

- Broad product line

- Good match for geared hub value proposition

 - low maintenance, no grease

Product Gaps

- Durable, lower priced sprockets

- Sturmey Archer 5 & 8 speed hubs

Specialty Bikes: Trekking, MTB, Cargo, BMX, Fat, Kids, Tandem, Folding bikes

Strengths

Proven products for the toughest applications

Broad product line

Product Gaps

Backside idlers

Direct mount sprockets

Longer cargo belts



Why Gates

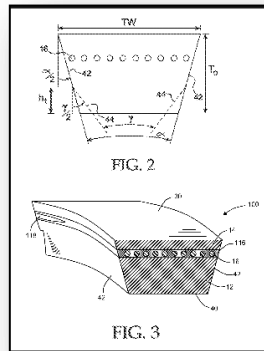
Trust



Started in 1911

Invented the v-belt in 1917

Today's largest belt manufacturer



Gates and Two Wheels

1980
Harley Davidson
Gates Poly Chain



1986
Strida Bicycle
Gates PowerGrip



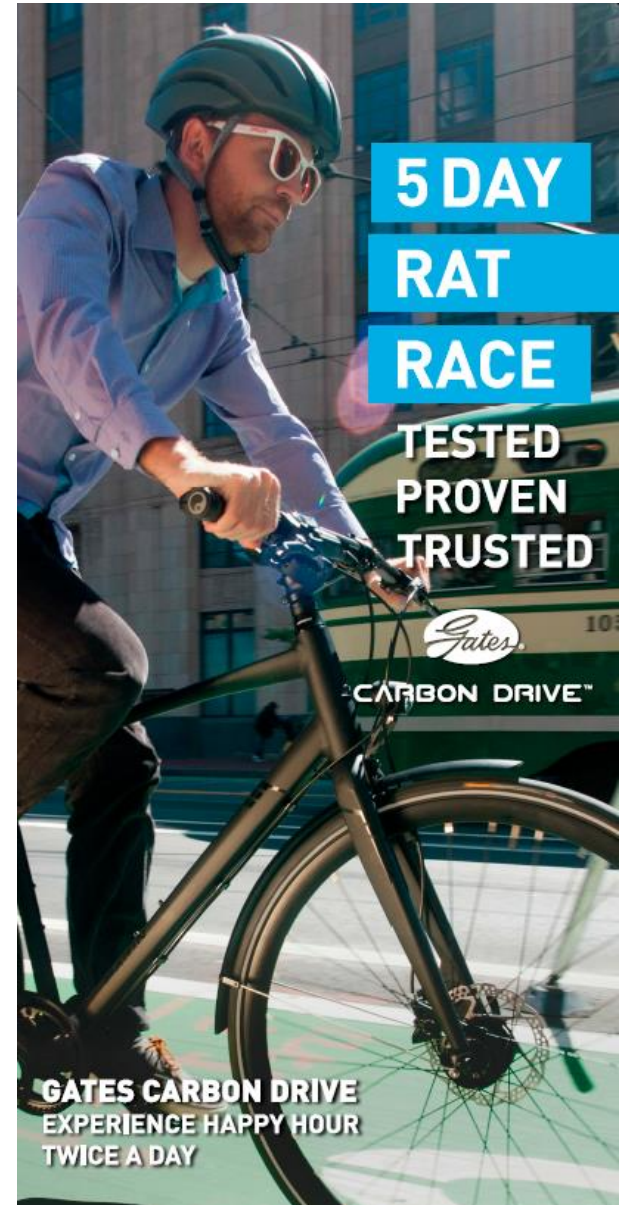
2008
Gates Carbon Drive



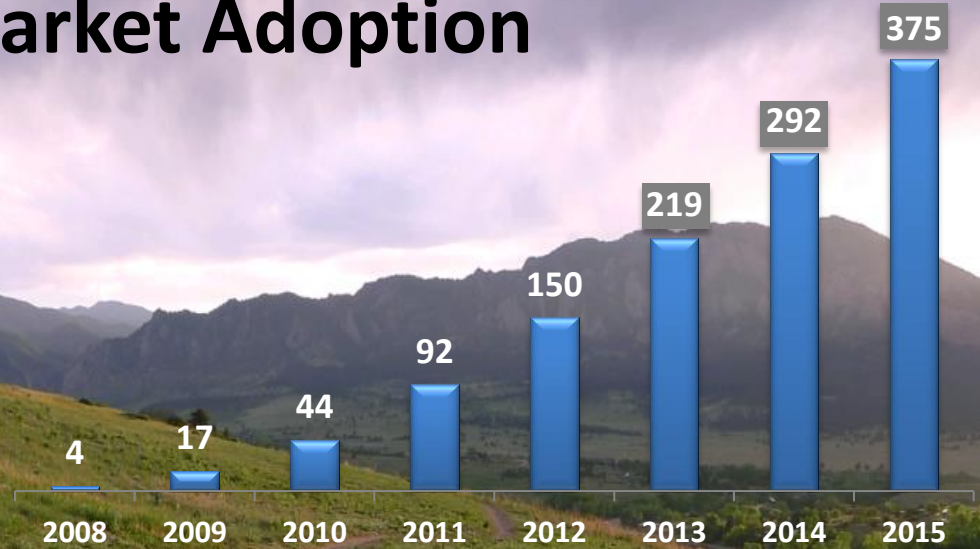
Why Gates



Tested
Proven
Trusted



Gates Carbon Drive Market Adoption



Bicycle Models in Production



Bicycle Brands in Production

Why Gates

Strong
Partnerships



SHIMANO

pinion

thun

SRAM

effiGEAR



Sturmey
Archer



BAFANG

brose



KALKHOFF



Panasonic

SHIMANO
STEPS

TranzX
inspiring your ride



Global Technical Support

OE & Factory Engineering Support

Europe – Mühlhausen, Germany

US – Denver, Colorado

Asia – Taichung, Taiwan



Global Inventory

Europe – Mühlhausen, Germany

US – Poplar Bluff, Missouri

Asia – Taichung Harbor, Taiwan (bonded warehouse)



Market Support

Dealer Training

Media and Marketing Support

Social Media, Facebook, Blog



OEM

ASIA

TAIWAN

+04 2301 6876 (In Taiwan)
+886 4 2301 6876 (Outside Taiwan)
CarbonDrive.tw@gates.com

SINGAPORE

Gates Unitta Asia TC., Pte. Ltd.
+65 6347 1886
Ivan.Seah@gates.com

AUSTRALIA/NEW ZEALAND:

+61 3 9797 9666
gatestech@gates.com

EUROPE:

GERMANY

+49 (0) 3601 888 64 84
info@carbondrive.net

NORTH AMERICA:

Gates North America
+1 303.744.4593
CarbonDrive@Gates.com

SOUTH AMERICA:

ARGENTINA

Gates Argentina S.A.
+54 114 018 5050
Gaston.Errecart@gates.com

BRAZIL

Gates Brazil
+011 5105-8132
Joao.Pacheco@gates.com

AFRICA:

CAPE TOWN

Black Frog
+278 25 666 899
Etienne@kttape.co.za

ASIA:

ISRAEL

BATS Israel LTD
972 5431 27114
mail@aricycles.com

JAPAN

InterJet Inc.
+81 6 6393 3611
chris@interjet.co.jp

MALAYSIA

The Basikal
akmal@thebasikal.com

SINGAPORE

Coast Cycles
+65 9760 0619
jansen@coastcycles.com
coastcycles.com

VIETNAM

The Bike Shop
+84 8 3744 6405
thebikeshpVN@gmail.com
thebikeshopVN.com

AUSTRALIA/NEW ZEALAND:

AUSTRALIA

SC Imports
+61 4 179 49222
sc_imports@iinet.net.au
scimports.com.au

AFTER MARKET

AUSTRALIA (cont.)

Bike Knack
+61 4 370 17022
d.crow@optusnet.com.au
bikeknack.com.au

NEW ZEALAND

Cycletech NZ LTD
+64 4 298 8367
info@cycletech.co.nz
cycletech.co.nz

EUROPE:

CZECH

PEDALSPORT s.r.o
+420 225 115 389
info@pedalsport.cz
pedalsport.cz

DENMARK

The Way To Bike
0045 23 44 02 91
thewaytobike.dk/da/

FRANCE

Bike ZeNter
+34 644 31 52 66
info@bikezenter.com
bikezenter.com

HOLLAND

Bi Bikes
0031 (0) 6 250 94 026
0031 (0) 55 5 787 515
info@bibikes.nl
bibikes.nl

HUNGARY

Massive Bikes
+36 20 328 23 37
ps@massivebikes.com
massivebikes.com

ITALY

Cicli Esperia spa
carbondrive@cicliesperia.com

NORWAY

TRAAITIL AS
+47 930 820 56
post@traatil.no
traatil.no

POLAND

Beat Bike
+48 22 673 82 82
info@beatbike.pl
beatbike.pl

SPAIN

Bike ZeNter
+34 644 31 52 66
info@bikezenter.com
bikezenter.com

quipplan

+34 948 025 300
info@quipplan.com
quipplan-mobility.com

SWITZERLAND

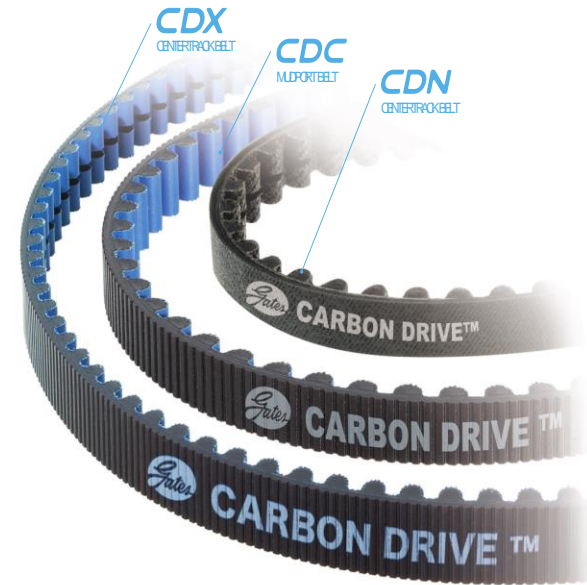
Rasant GmbH
+41 79 693 77 88
rasant.ch

UNITED KINGDOM

Velorution & Bike Republic Ltd
+44 (0) 207 637 4004
info@velorution.com
velorution.com

Broadest Product Line

Developed specifically for bicycles



Why Gates

100 Year Perspective

Human Mobility is Changing

Bikes and eBikes

Why Gates

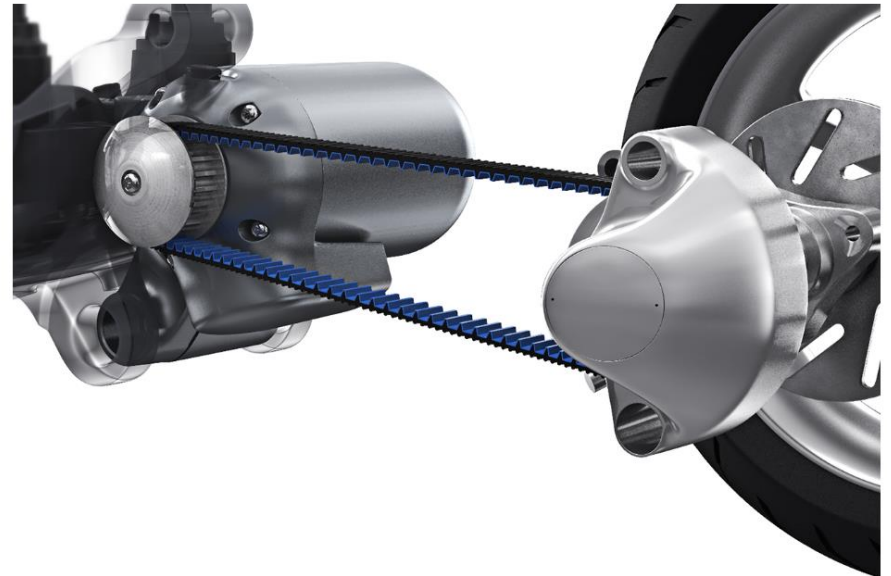
Future mobility



Carbon Belt

It takes racing-grade carbon composite belts engineered by Gates to harness our motor's torque. No other scooter on the market can deliver this kind of pure power on command.

Carbon belt by



A Top Strategy



A Winning Supply Chain

Forecast planning

Regular ship dates for largest customers

Bonded TW Warehouse

In process

Larger European warehouse – Q1 2016

Electronic ordering system in Europe

Order & Delivery Side



Weekly supplier delivery report
& corrective action

Rolling 12 month raw material
forecast

In Process:

Europe sprocket production –
Q1 2016

Taiwan Warehouse – Gates ERP
(Oracle) upgrade – Q4 2015

Production Side



Never Done Improving

What are your improvement goals?



Helping You Win!

Gates - not a typical bicycle supplier

100 locations in 30 countries

14,000 global employees

Maturity, stability, quality, professionalism



Mercedes-Benz

mazda

HONDA

TATA



CATERPILLAR®



JOHN DEERE



HYUNDAI



Helping You Win!

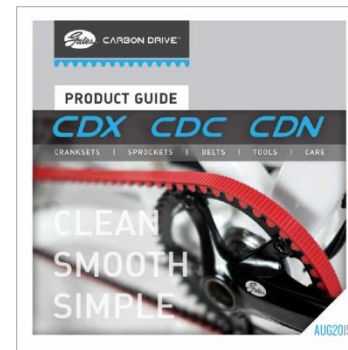
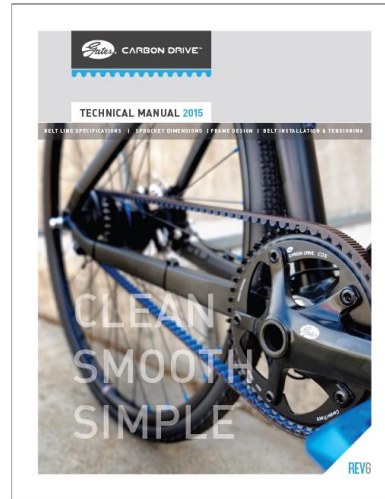
Strategic partnership

Product collaboration to meet **YOUR** goals

Sample bike conversions to evaluate concepts (free)

Concept bike design service to accelerate time to market (€)

Business card = link to updated tech manuals and this presentation.



Thank you!

