

# 2020 Fact Sheet



## Dana at a Glance

### Core Technologies

Dana combines these technologies together to form **fully integrated systems** for vehicles across all markets, regardless of the power source.



**Drive** - Axles, e-Axles, and e-Drives, propshafts/driveshafts, conventional and hybrid transmissions, wheel and track drives, and high-precision gears



**Motion** - Winches, slew drives, gearboxes, hydraulics, valves, custom gears and drives, controls and software, and hub drives



**Electrodynamic** - Motors, inverters, controls and software, chargers, electrified power cradle, battery management system, and fuel cell plates



**Thermal** - Transmission and engine oil cooling, battery/motor/electronics cooling, charge air cooling, active warm up, and thermal-acoustical protective shielding



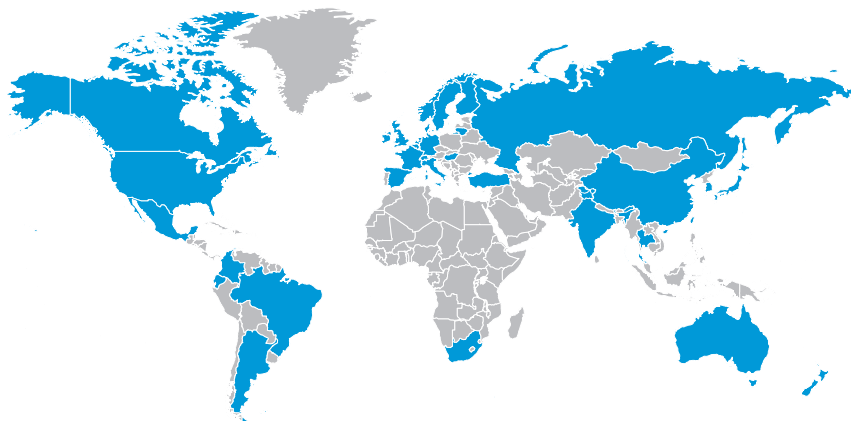
**Sealing** - Cam covers, oil pan modules, engine gaskets and seals, transmission gaskets and seals, and transmission separator plates



**Digital** - Active and passive system controls and descriptive and predictive analytics

### Global Footprint

One of the ways we create value is by locating our technical, manufacturing, and distribution resources wherever customers need us globally. Today, that's 34 countries on six continents.



**World Headquarters** - Maumee, Ohio, USA

**2019 Sales** - \$8.6 billion

**Employees** - 36,000

**Major Facilities** - 150 in 34 countries, including 26 technology centers

**Founded** - 1904

**Mission** - Our talented people power a customer-centric organization that is continuously improving the performance and efficiency of vehicles and machines around the globe. We will consistently deliver superior products and service to our customers and will generate exceptional value for our shareholders. This mission is embodied in our company theme:


*People Finding A Better Way®*


**Vision** - To be the global technology leader in efficient power conveyance and energy-management solutions that enable our customers to achieve their sustainability objectives.

#### Values


- Honesty and Integrity
- Good Corporate Citizenship
- Open Communication
- Continuous Improvement

# Business Units

**Light Vehicle Drive Systems** - Dana is a leading supplier  of fully integrated drivetrain and electrified propulsion systems for all passenger vehicles. Working collaboratively with original-equipment manufacturers and the aftermarket, we focus on delivering best-in-class efficiency, maximum durability, and superior ride and handling across the globe.

**Commercial Vehicle Drive and Motion Systems** - Dana  is an industry leader in the supply of traditional and electrified systems for medium- and heavy-duty commercial vehicles. We help original-equipment manufacturers and end-market customers achieve the best weight, performance, and efficiency, as well as the lowest cost of ownership, no matter the powertrain configuration.

**Off-Highway Drive and Motion Systems** - Dana delivers  mobile drivetrain and motion solutions for construction, agriculture, material handling, and mining equipment, as well as motion systems for a wide variety of mobile and stationary industrial applications. These customized solutions support vehicles and machines with both conventional and electrified power sources and are designed to deliver innovative technologies that meet customer demands and goals worldwide.

**Power Technologies** - Dana provides advanced sealing  and thermal-management solutions to all end markets in support of both conventional and electrified platforms. Leveraging the most cutting-edge technology and manufacturing processes, we deliver custom-engineered solutions designed to optimize vehicle efficiency and performance.

# Global Customers

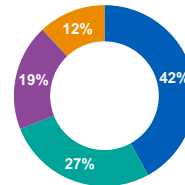
Dana receives numerous customer awards each year, highlighting our superior performance in product quality and customer satisfaction.



# 2020 Facts

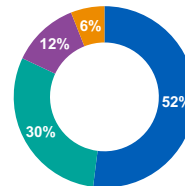
## Global Sales

As of December 31, 2019.  
Consolidated sales only.



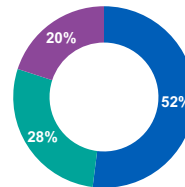
### Sales by Business Unit

Light Vehicle	42%
Off-Highway	27%
Commercial Vehicle	19%
Power Technologies	12%



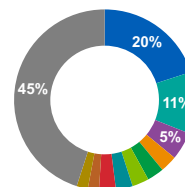
### Sales by Region

North America	52%
Europe	30%
Asia Pacific	12%
South America	6%



### Sales by End Market

Light Vehicle	52%
Off-Highway	28%
Commercial Vehicle	20%



### Sales by Customers

Ford	20%
FCA*	11%
PACCAR	5%
Toyota	3%
Volkswagen	3%
General Motors	3%
Renault/Nissan/Mitsubishi	3%
Deere	3%
Daimler	2%
Tata	2%
Others	45%

\* Includes sales to system integrators for driveline products that support FCA vehicles.

