



Axalta Coating Systems
Hanse Orga – Autobank achievements

INDUSTRIES	<p>LIGHT VEHICLE OEMs</p>	<p>COMMERCIAL VEHICLE</p>	<p>INDUSTRIAL</p>	<p>REFINISH</p>
SECTORS	<ul style="list-style-type: none"> ▪ OEMs ▪ Coatings for plastic & composite materials 	<ul style="list-style-type: none"> ▪ Heavy duty trucks ▪ Rail ▪ Bus ▪ Utility trucks ▪ Recreational & off-road ▪ Aviation ▪ Marine 	<ul style="list-style-type: none"> ▪ Electrical insulation systems ▪ Architectural & decorative ▪ Oil & gas pipelines ▪ Valves & rebar ▪ Automotive components & specialized coatings ▪ Metal furniture & playground equipment ▪ General industrial ▪ Agriculture, Construction, and Earth Moving Equipment 	<ul style="list-style-type: none"> ▪ Independent body shops ▪ Multi-shop operators ▪ Light vehicle dealerships
POSITION	Global co-lead supplier to OEMs	#1 Global supplier to heavy duty truck and bus segments	<p>#2 Global supplier to the electrical insulation sector</p> <p>#2 Global supplier to the powder sector</p>	#1 Global supplier to refinish sector

Axalta's Global Scale and Scope

\$4.07 Billion

100,000+
Customers

12,800+
People

130
Countries

2016 Revenue



4,000+
Distributors

36
Manufacturing Centers

46
Training Centers

4
R&D Centers

Ave train station- Logroño



Mercedes AMG F1

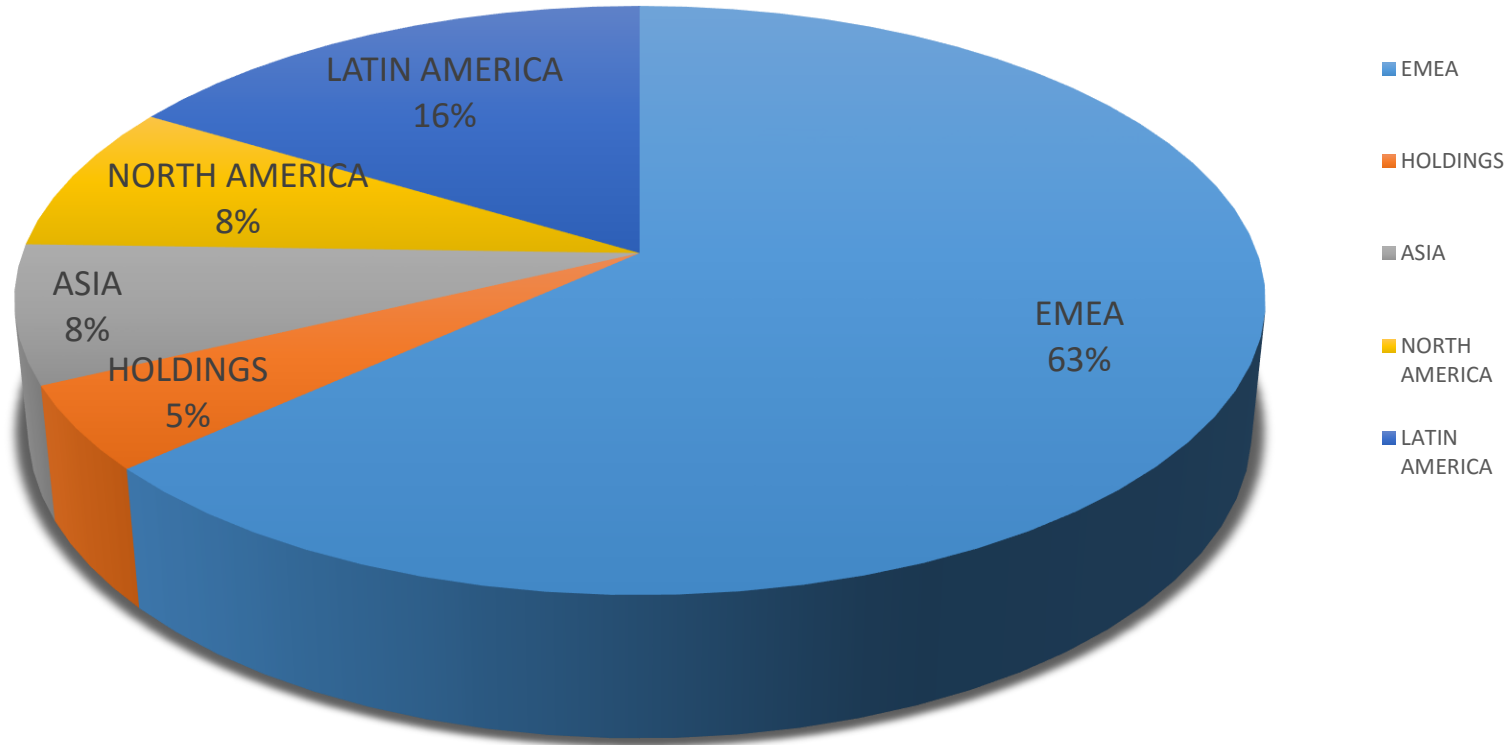


Río Olympic torch 2016



Global bank transactions

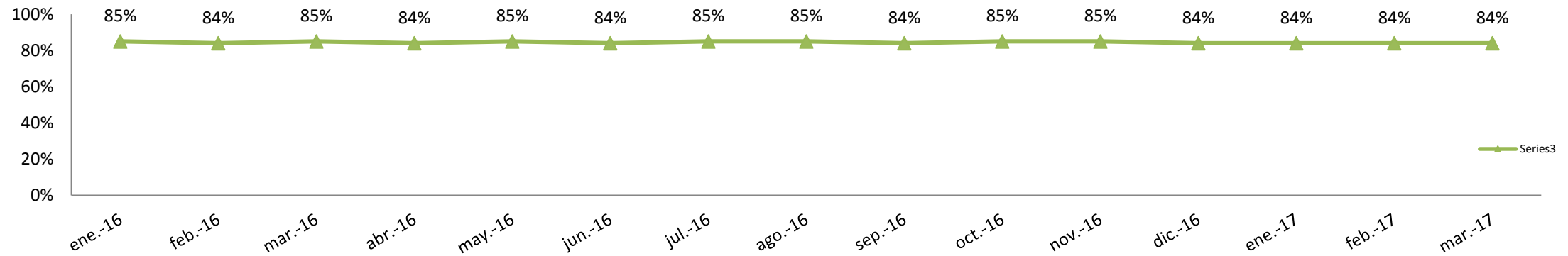
BANK TRANSACTIONS BY REGION (2016)



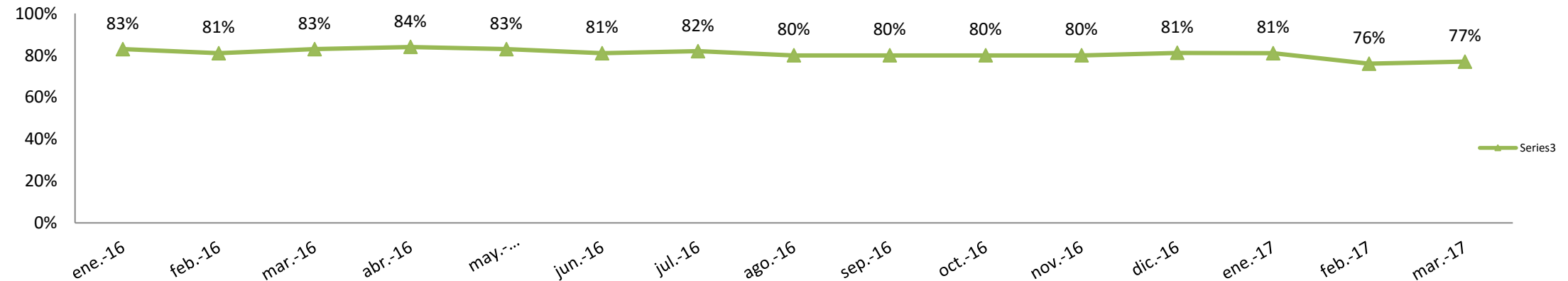
AUTOBANK CLEARING RATES IN EMEA AND ASIA – 2016 / 2017

Automatic Clearing by Region 2016 – 2017

EMEA AXALTA AUTOMATIC CLEARINGS RATE



ASIA AXALTA AUTOMATIC CLEARINGS RATE



HANSE ORGA ACHIEVEMENTS IN AXALTA CASH PROCESS

- **Optimisation of the cash allocation process**
- **The creation and maintenance of the rules is user friendly and allows higher levels of automation.**
- **Electronic and automatic processing of bank transactions**
- **Reduce time spent** on cash allocation.
- **Reduce manual tasks / errors.**
- **Simplification** of the process.
- **Quicker reconciliation** of clearing accounts.
- Axalta can **focus on collection** and unapplied cash amount.

HANSE ORGA ACHIEVEMENTS IN AXALTA CASH PROCESS

- ❑ **EMEA REGION** . High automation rate for electronic payments .
 - **84%** of total transactions in 1st Quarter 2017 have been automatically matched with Autobank
 - Reduction of staffing costs by **70%** .

- ❑ **ASIA REGION** . High automation rate for electronic payments .
 - **77%** of total transactions in 1st Quarter 2017 have been automatically matched with Autobank .
 - Reduction of staffing costs by **60%** .