



# Kollmorgen Overview

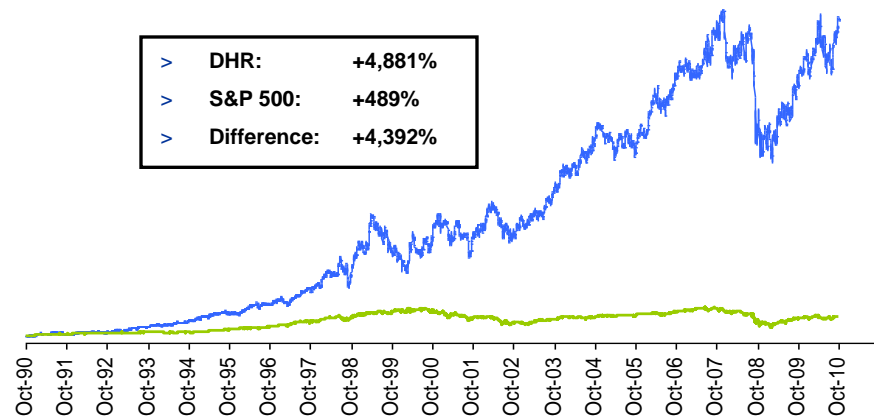
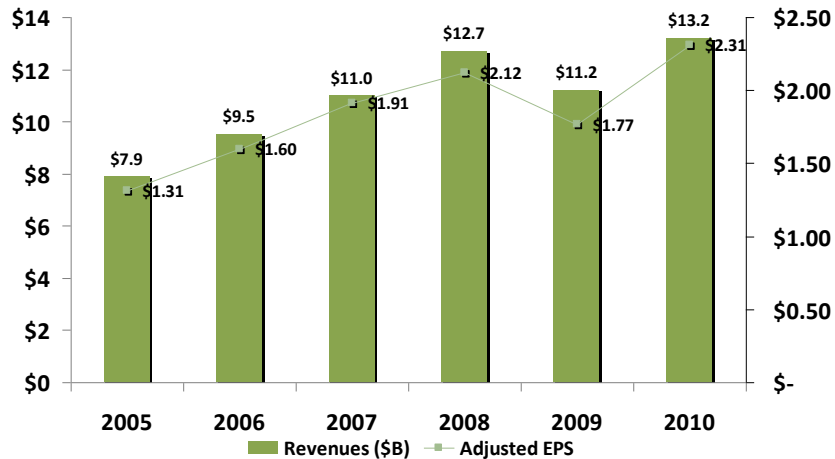
**KOLLMORGEN**®

*Because Motion Matters™*

# Subsidiary of Danaher Corporation

## Danaher:

- Founded in 1984
- Four-fold revenue growth past ten years
- ~30B Market Cap
- 13.2B Revenue
- PE Ratio high teens-low twenties
- 19 consecutive years of Free Cash Flow greater than Net income
- Share price generating 10 year compounded annual growth of over 20% per year



**Strong Parent Company Provides Stability**

# Danaher Portfolio Segmentation

Environmental

Test & Measurement

Dental

Life Sciences & Diagnostics

Industrial Technologies

2010 Revenues  
\$2.7B

\$2.8B

\$1.8B

\$6 B

\$3.2B



# The Danaher Business System

*Because Motion Matters.™*

- Exceptional people develop outstanding plans
- And execute them using world-class tools that result in superior performance
- Superior performance and high expectations attract exceptional people, who continue the cycle



**The foundation of all Danaher businesses**

# Organized for Global Reach

*Because Motion Matters.™*

- Application Centers
- Global Design & Manufacturing
- Global Manufacturing



## Americas

50+ Direct Sales & Application Engineers  
1,800 Distribution Branches

## Europe

40 Direct Sales & Application Engineers  
300+ Distribution Branches

## Asia

25 Direct Sales & Application Engineers  
45 Distribution Branches

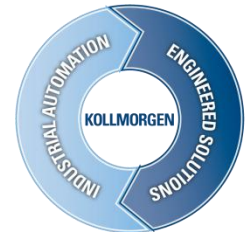
# Kollmorgen Business Structure

*Because Motion Matters.™*



Aligning with customer needs.

# Core Competencies



Broadest product line in the industry.

Delivering the **highest quality**, with the industry's **best lead time**.

Highly focused on integration between motion blocks.

## Controls



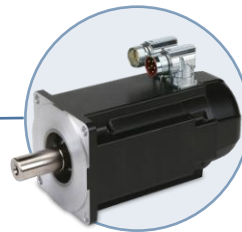
- Multi-axis
- Single-axis
- PLC
- Embedded controls
- Programming tools
- Remote diagnostics
- Field service tools

## Drives



- Servo / PMAC
- AC Induction
- Stepper
- DC
- High frequency

## Motors



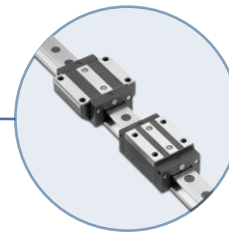
- PM Brushless
- Induction
- Stepper
- Servo
- DC
- Pancake
- Direct Drive Rotary
- Direct Drive Linear
- Specialty Motors

## Power Transmission



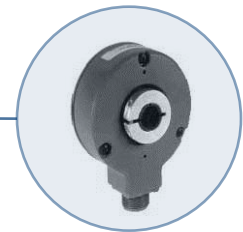
- Gearboxes
- Clutches
- Brakes

## Precision Linear Motion



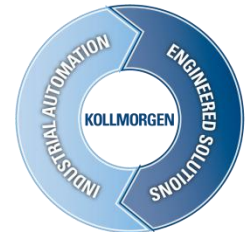
- Actuators
- Lead Screw
- Ball Screw
- Acme Screw
- Round Rail
- Square Rail

## Feedback



- Encoder
- Resolver

## At Kollmorgen, customization is standard.



Tens of thousands of modified versions of standard products

Fast turnaround time, reduced cost and less risk

White sheet design solutions available across our entire product portfolio



# Printing

## High Precision. Throughput. Reliability. Automation.

### Kollmorgen Value Proposition

Patented Cartridge Direct Drive Rotary technology provides:

- Precision accuracy (up to 50 times better than geared or belted solutions)
- High servo bandwidth for better control
- Elimination of gearboxes and belts for zero maintenance solution

Multi axis controls and drives to provide one-stop-shop for automation solution

Simple, cost effective stepper systems for ink metering



### Specializing in:

Flexography, In-Line, Sheet-Fed

# Packaging

## Throughput. Rapid Time-to-Market. Design Flexibility.

### Kollmorgen Value Proposition

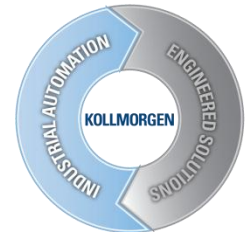
Complete Integrated Machine Solution

Pre-engineered software modules for specific applications

IEC 61131 programming languages with custom application accelerators

Optimum motor solution by customer need

Advanced drive solution in a common platform featuring scalable programmability, selection of network interfaces, wide power range and a compact footprint



### Specializing in:

Filling, Bagging/Pouching, Packing,  
Capping, Wrapping, Sealing, Labeling

# Safety. Reliability. Performance.

## Kollmorgen Value Proposition

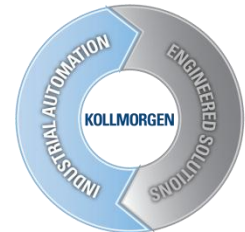
Compliance with Healthcare Industry Safety Standards – UL, CSA, IEC

Proven Components & Systems with Long Service Life

Integrated Electro-mechanical Solutions – Designed to Customer Specifications

High Efficiency, Low Noise Designs – Optimized for use in Healthcare environments

Global Footprint – Engineering Support, Localized Supply Chain, Customer Service



## Specializing in:

Precision Hand Tools, Anesthesia Delivery, Respirators, Radiation Therapy, CT, Cardiovascular, Clinical & Immuno Chemistry, Hematology, Molecular / Cellular Imaging, Lab Automation

# Elevator

*Because Motion Matters.™*

## Quiet. Reliable. Performance.

### **Kollmorgen Value Proposition**

Leading Technology - Performance optimized traction solutions

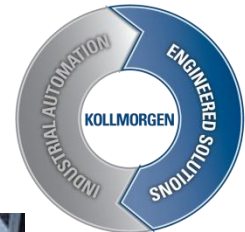
Proven reliability: 20yrs lifetime

High Efficiency

Superior ride comfort with low vibration and noise

Regional Manufacturing (NA, China)

Maintenance Free



### **Specializing in:**

Energy Efficient Traction Machines

# Defense

## Flexibility. Accuracy. Dependability.

### Kollmorgen Value Proposition

70 years of commercial off-the-shelf and custom solutions

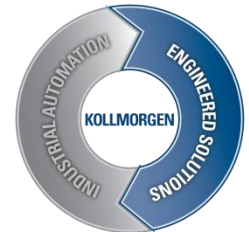
Product reliability 350 M cycles MTBF  
(industry standard ~ 50M MTBF )

The first ball screw in aviation applications  
1939: B29 => 2005: F/22

Customized servo motors since 1948

### Proven

Textron, Honeywell, BF Goodrich,  
BAE Systems, Airbus, Boeing, Moog, BGT,  
Diehl, EADS, Rheinmetall



### Specializing in:

Ground Vehicle Electrification, Pedestals, Tracking Systems,  
Missiles, Precision Guided Munitions, Military and Commercial  
Aircraft, UAVs

# Electric Vehicles

*Because Motion Matters.™*

## Efficiency. Performance. Reliability.

### Kollmorgen Value Proposition

- Longer work shifts without loss of performance
- Smoother & stronger acceleration – seamless shift of direction
- Reduced maintenance, machine lifecycle costs
- Single source, ease of assembly, system delivery
- Seamless integration
- Local service & support around the globe

### Unique Technology

- >1 million high current drives (45-1000A) delivered
- AC & PMAC motor industry pioneers
- Electric steering – no hydraulics, less noise, increased efficiency



## Productivity. Safety. Proven.

### Kollmorgen Value Proposition

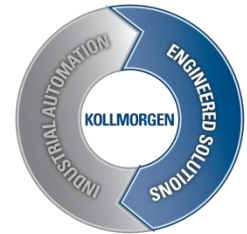
60-100% higher productivity in your picking process

An installed base of 15,000 vehicles – the number one provider of driverless controls

Flexible controls platform allows Pick-n-Go to work with any forklift brand or model

Less sick leave and liability due to less back strain and fewer injuries from repetitive motion

Technology based on automated forklifts, ensuring there are no collisions with pickers or other forklifts



**Specializing in:**  
Automated Fork Lifts

# KOLLMORGEN<sup>®</sup>

*Because Motion Matters.<sup>™</sup>*

