

Baykal Machine Tools Presentation





BAYKAL MACHINE TOOLS

WELCOME

www.baykal.com.tr

SINCE 1950

baykal@baykal.com.tr

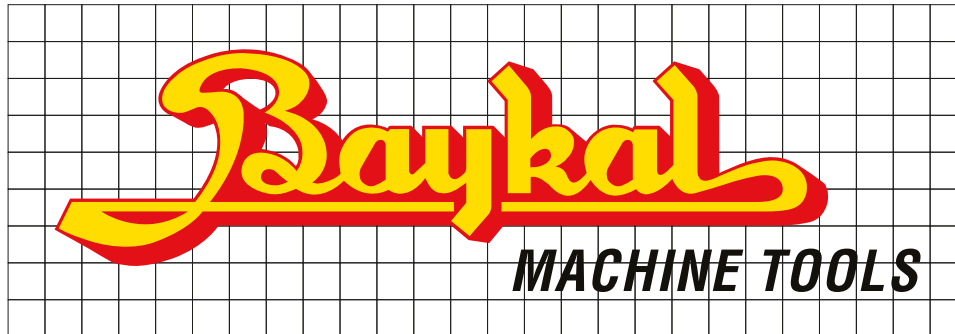
CONTENT

- Corporate Culture.
- Brands, Global Activity and Market Share.
- Technology.
- Corporate and Social Responsibility.

Baykal Sign

The original sign has been maintained for 62 years and it is easily recognizable around the world. The name Baykal is pronounced the same in every language.

Our brand colors are comprised of yellow and red. Traditionally speaking in our local culture, yellow symbolizes hard work and sacrifice, red symbolizes power and resilience.



About Baykal

Baykal;

- Founded by beloved Mr. Hakki Baykal in 1950.
- It is the first machine tool company to be formed in the Turkish Republic.
- It currently remains to be one of the top ten sheet metal working machine manufacturers in the global market with the capacity of manufacturing up to 3000 machines in annual basis.
- The company operates in a 70,000 square meter production area that is fully integrated and purposefully built for machine tool production.
- The company employs 650 people 75 of whom is responsible with engineering and research and development.
- Currently working with over 110 countries.

About Baykal

Baykal Mission

- We are a family owned company. Our mission is to satisfy our customers, employees, owners and society in equal sense not only by constantly growing through innovation and above average but also remaining loyal to our traditional family values.

Baykal Vision

- Strong conviction in growing the company and existing market share by working with long term partners and encouraging members of the company to be creative and innovative.

Corporate Ethics

- Maintaining transparency and honesty.
- Managing the company as if we were a publicly traded company.
- Encouraging employees to demand respect and give respect as all times and under all circumstances.
- Being sensitive to environment.



Strategy

Be Sustainable



- Developing, manufacturing and marketing higher value added machines that are easy to build, easy to sell and easy to maintain both for the local and international markets.



Be Solution Oriented



- Providing solutions to customers maximizing productivity and minimizing time loss.

Be Quality Oriented



- Protecting Baykal reputability and ensuring future business.

Milestones



Manufacturing Facilities

- One of the biggest machine tool manufacturing facilities with 3 facilities and total indoor area of 70,000 square meter.
- Capacity to build over 3000 machines annually.



Short-Term Investments

- 20 m milling machine.
- New band saws machine.
- Robot welding lines.
- New grinding machine.



Short-Term Investments

- IFS ERP applications.
- Turquality government support program.
- R&D center.



Mid-Term Investments

- Additional factory building
40,000 sqm.
- Fully robotic welding department.



Brands



- Leading brand in turkey with 40 percent market share with over 10,000 local customers. 63,000 machines in over 110 countries around the world. Particular strength in the markets of Russia, Middle East and Eastern Europe.
- Strong brand recognition in Germany with existing 3000 machines.
- One of the oldest machine tool companies in the country, founded in 1903. 20% market share in press brakes in Germany.

Sales Network

- 82 dealers in over 110 countries who are celebrating having sold 63,000 machines in 63 years.
- From Canada to New Zealand, all the dealer around the world have been in house trained to provide service to our customers.



Sales Network



- We are celebrating the 20.000th press brake. The 6 meter by 600 ton machine will be shipped to the State of Alabama. Ceremony will be held with Baykal Employees, suppliers and the customer who purchased the machine in August 15th, 2013.

Customer Service

- We are taking the company to the next level of customer service through our 7 days and 24 hours in 2013. 65 multi-lingual service staff. Over 20 million USD worth of spare part in inventory.



Products

**CNC
Press
Brake**



**Hydraulic
Shear**



**Fiber
Laser**



Plasma



**Turret
Punch
Press**



**Vertical
Machining
Center**



Special Projects



Special Projects



Special Projects



Special Projects



Special Projects



Where are the mainly machines used

- Heavy Industry
- Construction
- Automotive
- Aviation
- Machine Building
- Defense
- Shipbuilding



Exhibitions

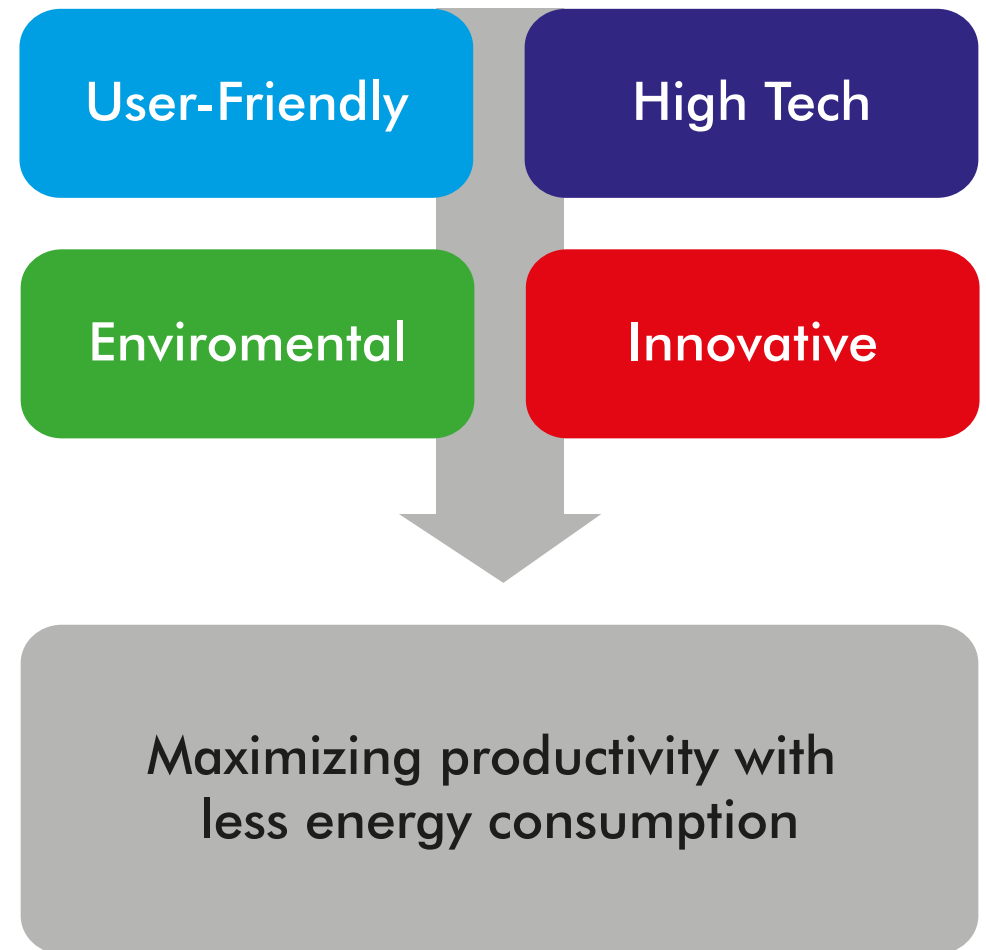
Baykal;

- Over 70 fairs around the globe every year.
- Presenting 3 new machine models every year.



Research and Development

- 75 employees solely concentrating on developing new machines and improving existing machine models.
- Currently Turkish Government hunder percent sponsors all R&D projects, this will continue until 2023.



Baykal in Media

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63 yıl. 63 bin makine.

Türk makine sektörünün öncü firması olarak 3 kuluğu 50 ölüme üretmiş 63 bin'den fazla makine-ten halkımıza paylaşıyoruz.

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BF70 Serisi: Yüksek üretkenlik - hassas kabiliyet.

BAYKAL'ın işleri verimli, ekonomisi iyi ve düşük işletim maliyetiyle tüm işletmelerin eğitimini sağlar. Siz de sağladığımız yerinde, yerli ve yabancı kullanıcılarımızla çalışırken ve tek parça olarak çalışırken Baykal'ın işleri veriminde beklediğinizden daha fazla doğrulukta sonuçları elde edebilirsiniz.

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Tebrik ederiz...

Türk makine sektörünün öncü firması olarak, Çukurova Eğitim Kurumları'nın Furatlı geçirmiş öğrencisi Ömer 3 Mart Atatürk İlkokulu 2012-2013 Eğitim Öğretim yılı mezunlarını tebrik ediyoruz.

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Social

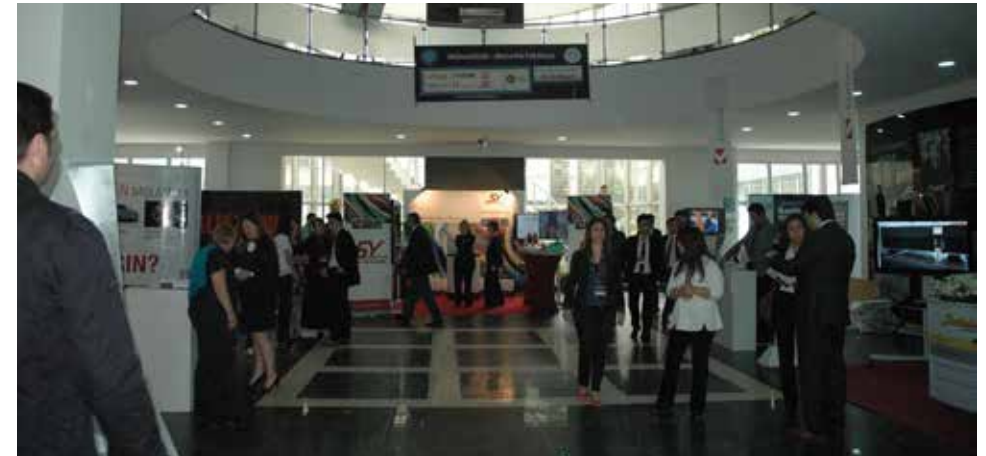
Respecting Environment;

- For each energy smart machine order we receive, we plant 5 trees on behalf of the customer.



Career Days;

- Baykal attends all the career days organized by the major universities and technical schools in Turkey.



Social Media

- Baykal is followed in Facebook, Twitter, Youtube and LinkedIn.
- Baykal reaches out to over 5 million people every month with latest news on existing and new machines.



