



DRÄXLMAIER Group

Moldova Automotive & Mechatronic Cluster Days, Chisinau

Agenda

- 1. Introduction DRÄXLMAIER Group**
 - 2. Supplier Concept**
 - 3. Future Development**
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Introduction DRÄXLMAIER Group

DRÄXLMAIER at a Glance



About 70,000
associates throughout
the world



More than 60 sites
in over 20 countries



Our customers



Our competencies:
Designing, development,
production, testing, JIT/JIS

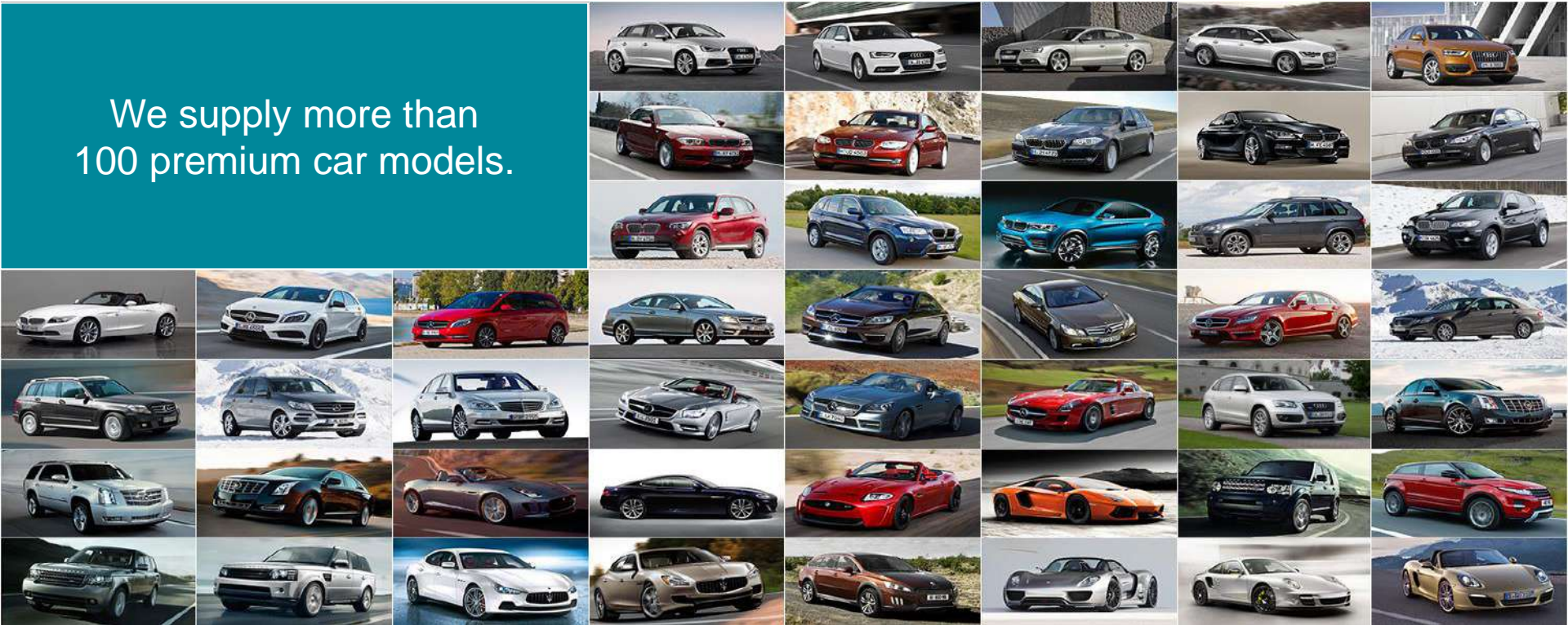


Volume of sales 2018:
4.6 billion EUR

DRÄXLMAIER Inside



We supply more than
100 premium car models.



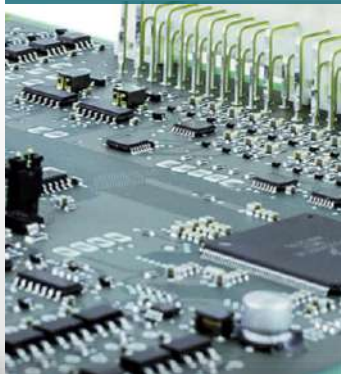
Innovative Products – Fully integrated Competence

Electrical Systems



- Customer-specific wiring harnesses
- Engine harnesses
- 48 volt harnesses
- High voltage harnesses

Electronic/ Electrical Components



- Fuse box
- Electronic load switch
- Electronic circuit breaker

Storage Systems



- LV Storage Systems
- HV Storage Systems
- HV Control Boxes

Interior Systems



- Center consoles
- Instrument panels
- Door panels

Door / Cockpit Modules



- Overall systems responsibility
- Integration of interior and electrical systems
- Vertical and horizontal integration

Seeds for Innovation and Success



Best Cost



Close to Customer



International

Entire process chain with our own tool manufacturing



Development



Simulation



Prototyping



Tool Shop & Special Machinery



Industrialization



Worldwide Presence



Americas
Mexico
Nicaragua
USA

Asia
China
India
Malaysia
Thailand

Africa
Egypt
South Africa
Tunisia



Europe
Austria
Germany
Hungary
Italy
Poland
Republic of Moldova
Romania
Serbia
Slovakia
Spain
Macedonia
United Kingdom

Sites and Activities – Republic of Moldova



Bălți I + II

production automotive electrical systems

Chișinău

development office

Cahul

office

production automotive electrical systems

Supplier Concept

Global Procurement – Top Challenges 2019

- Active suppliers**
- Manage more than 1200 direct material suppliers
 - Manage more than 7000 indirect suppliers
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- Supplier Performance**
- Managing supplier performance
 - Safeguard supply of buy parts to the DRÄXLMAIER worldwide production network
 - Safeguard maturity of buy parts in carline projects
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- Direct Material**
- Performance in managing direct materials
 - Managing changes of direct materials with high efficiency
-

- Organization & Strategy**
- Implement and further develop global procurement & supply chain management organization and strategy
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What does DRÄXLMAIER expect from a Supplier?



Value contribution

- Provides best and transparent pricing
- Shows commercial performance over product lifecycle
- Accepts DRÄXLMAIER contracts



Innovations

- Provides new technologies and processes
- Collaborates in topics such as Industry 4.0 and Digitalization



Performance

- Ensures quality performance – products on a premium automotive level
- Ensures best in class delivery performance over product lifecycle



Globalization

- Provides a global footprint
- Supports localization – ability to localize where required



Problem Solver

- Promotes good and open communication to pro-actively solve issues
- Provides skilled, available and dedicated project management resources

What can a Supplier expect from DRÄXLMAIER?



Reliability

- DRÄXLMAIER is a reliable business partner and interested in long term business relationships



Growth

- DRÄXLMAIER provides growth potential in traditional markets, new regions and with new customers



Innovations

- DRÄXLMAIER provides access to the premium automotive market and is able to industrialize innovations
- DRÄXLMAIER has the latest trends and insights through working with traditional and Silicon Valley/Start-up OEMs



Exclusive collaboration

- DRÄXLMAIER offers:
- Exclusive meetings with DRÄXLMAIER top management
 - Active part in shaping the DRÄXLMAIER technology roadmap
 - Exclusive insights into DRÄXLMAIER strategy
 - Early involvement in new DRÄXLMAIER projects

Future Development

Future of DRÄXLMAIER Operations in Eastern Europe



We are expanding and we are looking for regional suppliers to support DRÄXLMAIER Group.

We are searching for suppliers with expertise in different technologies



Electric

- connectors HV & LV
- wires
- air & water tubes
- pre-assembled cables (antennas, bluetooth)
- tapes
- housings

Injection molding

- plastic parts
- elastomer parts
- cable channels
- 2K, over molding
- painting

Electronic / Mechatronic

- sensors
- fuse box
- electronic load switch
- electronic circuit breaker
- relays
- gap pads & fillers
- technical foils
- thermal interface material
- onboard connectivity
- electronic components

Metal

- stamping
- welding
- painted / galvanized
- die casting

Gavrila Dragos

T +40 356 733686

M +40 734 302213

Email dragos-
andrei.gavrila@draexlmaier.com

www.draexlmaier.com



DRÄXLMAIER

DRÄXLMAIER Group
Company

Landshuter Straße 100
84137 Vilsbiburg | Germany