

# The Critical Role of Supply Chain Management in the Manufacturing Enterprise

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Vice President  
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August 1, 2011



# Inteva Products: An Exciting Three Years

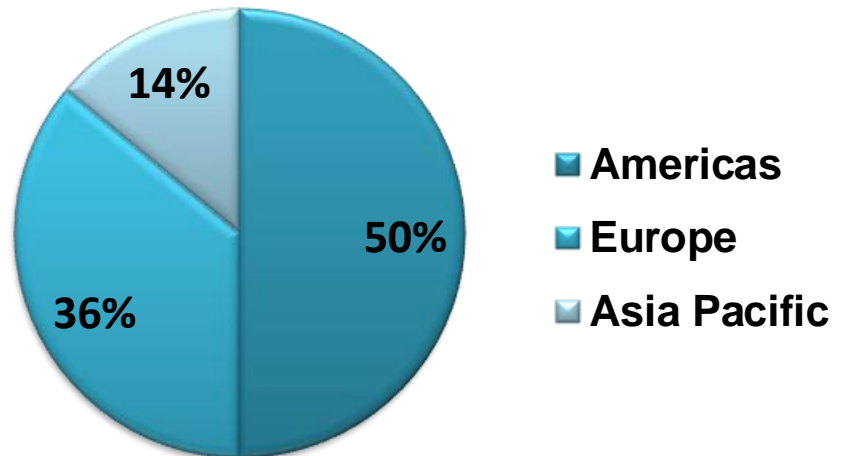
- **Inteva Products was launched in 2008 as a wholly-owned subsidiary of The Renco Group**
- **Renco acquired Delphi's Interiors and Closures business lines and renamed us Inteva**
- **In the past two years we have invested nearly \$100 million to open three new plants**
- **We have maintained a strong commitment to new material, product and process technology to serve our customers**
- **Profitable and growing during the economic downturn**
- **Inteva announced in August 2010 agreement to purchase the Body Systems business from ArvinMeritor**
- **Acquisition closed on January 3, 2011 and we are now operating as one global company**

# Inteva Products at a Glance

## 2011 Key Figures

- \$2.5 billion sales
- 8,000 employees
- 30 manufacturing sites
- 15 technical centers
- 18 countries
- Serve 50 customers in 40 countries
- Celebrating 140 years in 2012
- Troy, MI Headquarters

## Geographic Balance



## Markets

Automotive  
Commercial Vehicle  
Defense

Consumer  
Industrial  
Marine

# An Innovative Leader in Four Product Lines

## Interior Systems

- Instrument panels, consoles
- Cockpits, headliners, trim

## Closure Systems

- Latch Systems
- Door systems and modules

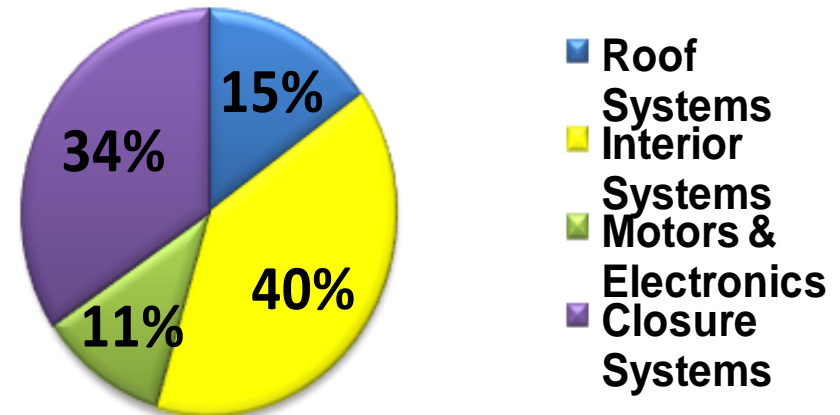
## Roof Systems

- Sunroofs and panoramics
- Full roof modules

## Motors & Electronics

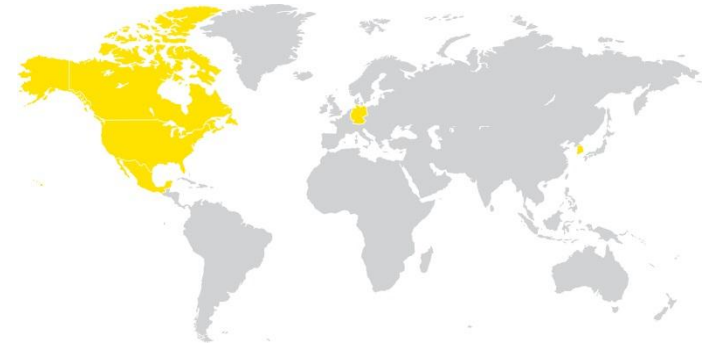
- Electric motors
- Controllers

## Product Portfolio



*Many exciting new products under development*

# Interior Systems Product Line



## ■ Interior Systems

- Instrument Panels
- Hybrid Cross Car Beams
- Consoles
- Glove Boxes
- Interior Trim
- Door Trim



## ■ Assembled & Sequenced Products

- Headliners
- Cockpit Modules
- Condenser Radiator Fan Modules
- Vehicle Sub Assembly
- Product Assembly

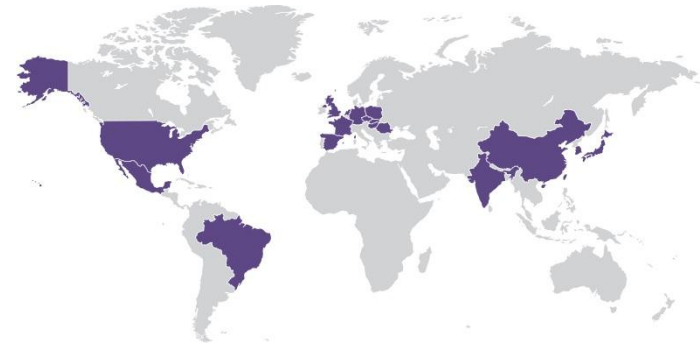


## ■ Materials

- TPE/TPO Materials
- Rolled Plastic Materials



# Closure Systems Product Line



## ▪ Latching Systems

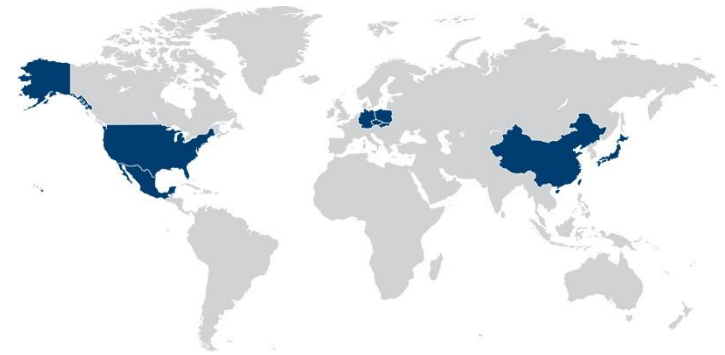
- Side Door Latches
- Sliding Door Latches
- Liftgate Latches
- Tailgate Latches
- Compartment Latches
- Hood Latches
- Strikers
- Actuators

## ▪ Door Systems

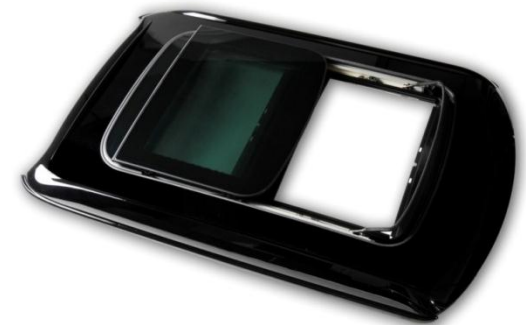
- Door Modules
- Window Regulators
- Door Handles
- Cables
- Door Trim (module based)



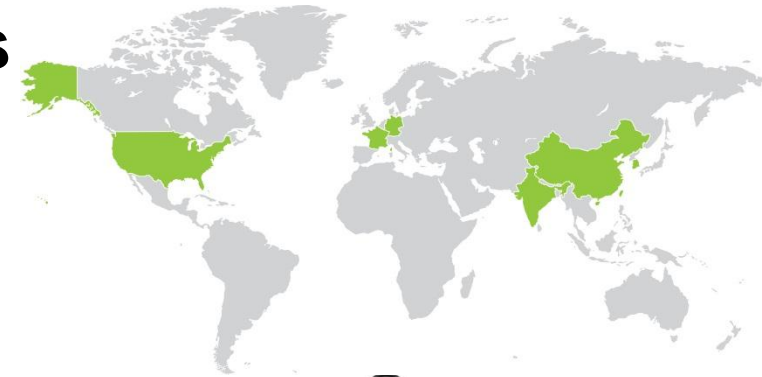
# Roof Systems Product Line



- **Tilt & Slide Sunroofs**
  - Standard Systems
  - Premium Systems
  - Modular Systems
- **Panoramic Roof Systems**
  - Spoiler Plus Roof Systems
  - Multi-panel Roof Systems
- **Roof Modules**
  - Long-Fiber Injection (LFI) Roof Modules
  - All-Glass Roof Modules
  - Encapsulated/Glued Roof Modules
  - Rollo-Shading Systems



# Motors & Electronics Systems Product Line



- **Motors**

- Window Lift Motors
- Sunroof Motors
- Rollo-Shade Motors

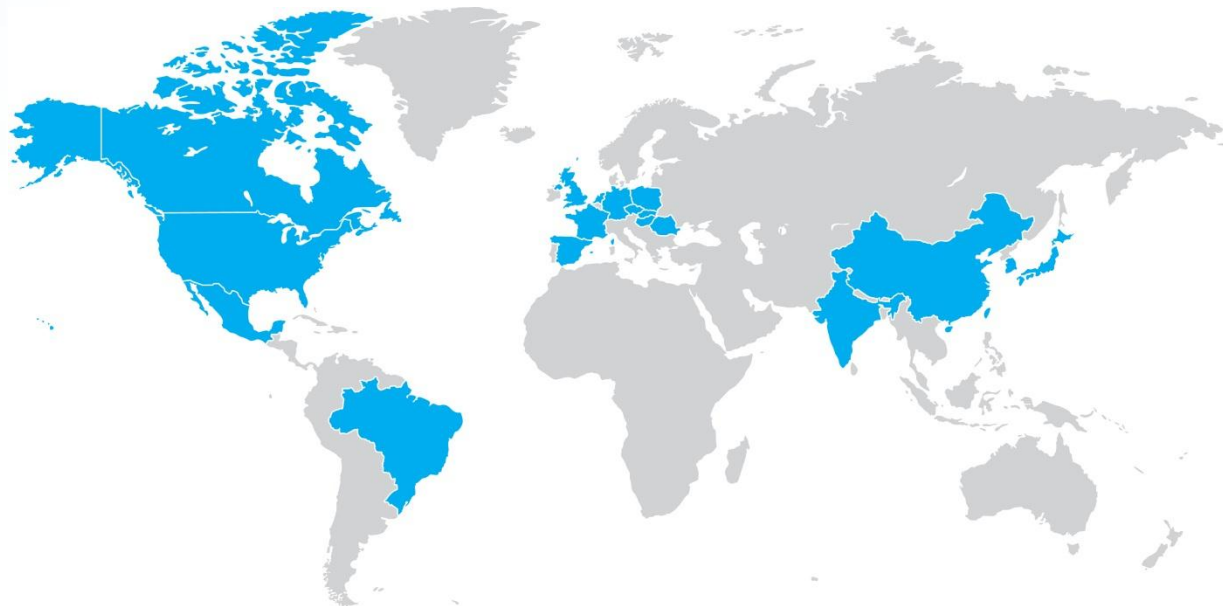
- **Electronics**

- Electronic Door Control Modules
- Integrated Anti-Squeeze Systems



# Supply Chain Management at Inteva

- 2008 formed Supply Chain Management function
- 2011 we brought together two successful organizations
- We have integrated our respective organizations, adapting to a global supply chain management model and leveraging best practices

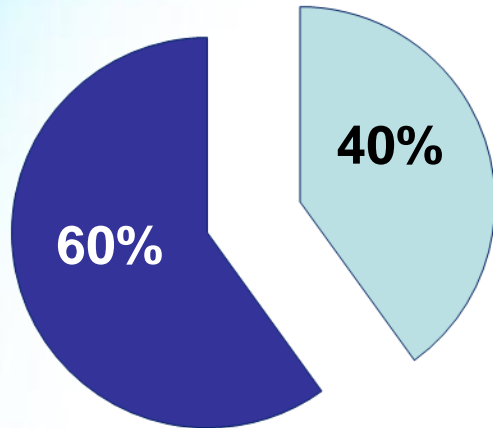


# Key 2011 Acquisition Integration Milestones

- **January 3 - Day 1**
  - Announced a new Supply Chain Management leadership team
  - Defined team charter with clear roles and responsibilities to support new product line structure
- **By Day 100**
  - Implementation of new Supply Chain Management organization
- **By October 31, 2011**
  - Establishment of central and regional logistics teams
  - Establishment of indirect purchasing organization
  - Full integration to support One Global Company

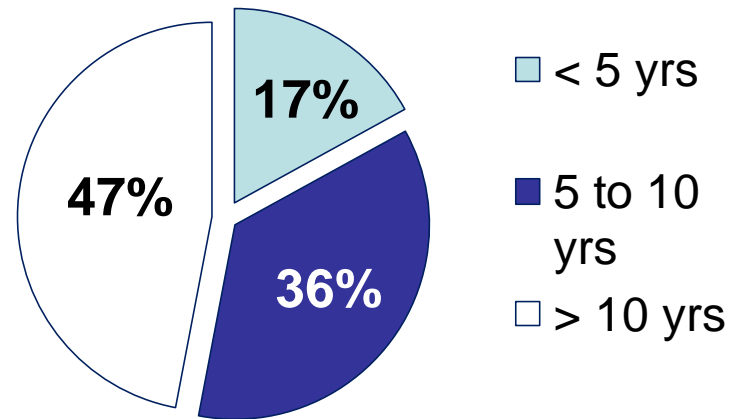
# Inteva Direct Materials Spend - Overview

Total Spend  
\$1,500M



■ Customer Directed  
■ Controllable

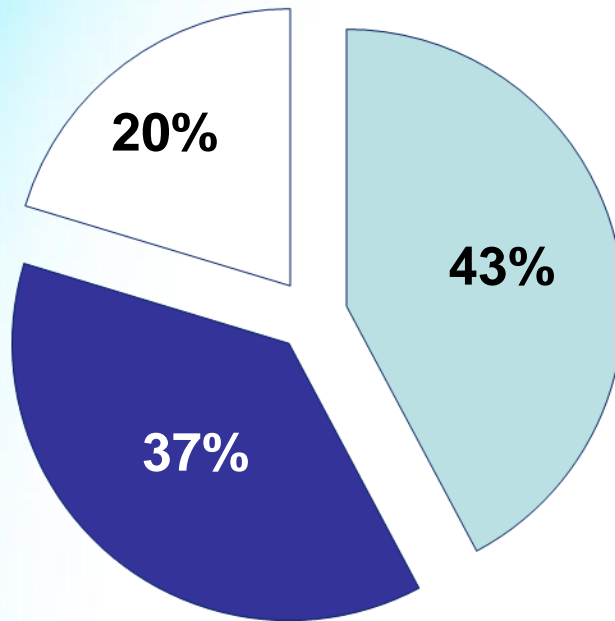
Length of  
Relationship  
(Top 100 Suppliers)



■ < 5 yrs  
■ 5 to 10 yrs  
■ > 10 yrs

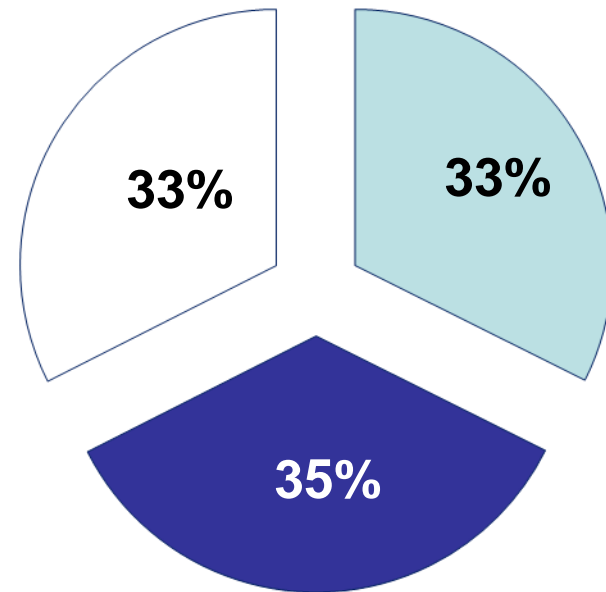
# Inteva Direct Materials Spend - Regions

**Controllable Spend  
\$901M**



- Europe
- North America
- Asia

**Total Suppliers  
1,060**



- Europe
- North America
- Asia

# Supply Chain Management Purpose

- **Provide a strong, strategic supply base to enable Inteva's success today and in the future**
  - Meet current customer requirements for quality, delivery and value
    - Ensure flawless launches
    - Provide innovative technology
  - Ensure global competitiveness to win new business
    - Expand business with current customers
    - Grow with new customers
    - Drive continuous improvement
- **Execute standardized production control processes**
- **Manage Inteva's inbound logistics**
- **Develop and maintain supplier relationships**
- **Manage and mitigate supply chain risk**

# Oshawa



**Successfully launched a new Interior Systems facility five months after business award**

# Significant Market / Environmental Factors

*Just to name a few...*

- American Axle strike – 2008
- North American economic recession – 2009
- OEM bankruptcy – 2009
- Volcano in Iceland – 2010
- Hurricane and mudslides in Mexico – 2010
- Political upheaval in the Middle East – 2011
- Earthquake and tsunami in Japan – 2011
- Tornadoes in Alabama – 2011



# The Critical Role of Managing a Global Supply Chain

- **Beyond driving cost reduction**
- **Enabling the growth agenda**
  - Resilience
  - Flexibility
  - Speed
  - Responsiveness



Inside.  
Insight.  
Inteva.

