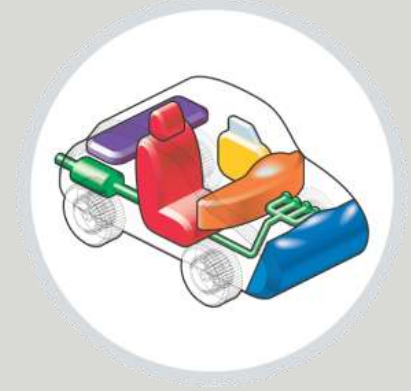


faurecia

Technical perfection, automotive passion.

Mexico Needs for Supplier Development

**Faurecia Interior Systems Product Group
June 3, 2009**



Faurecia Interior Systems in North America

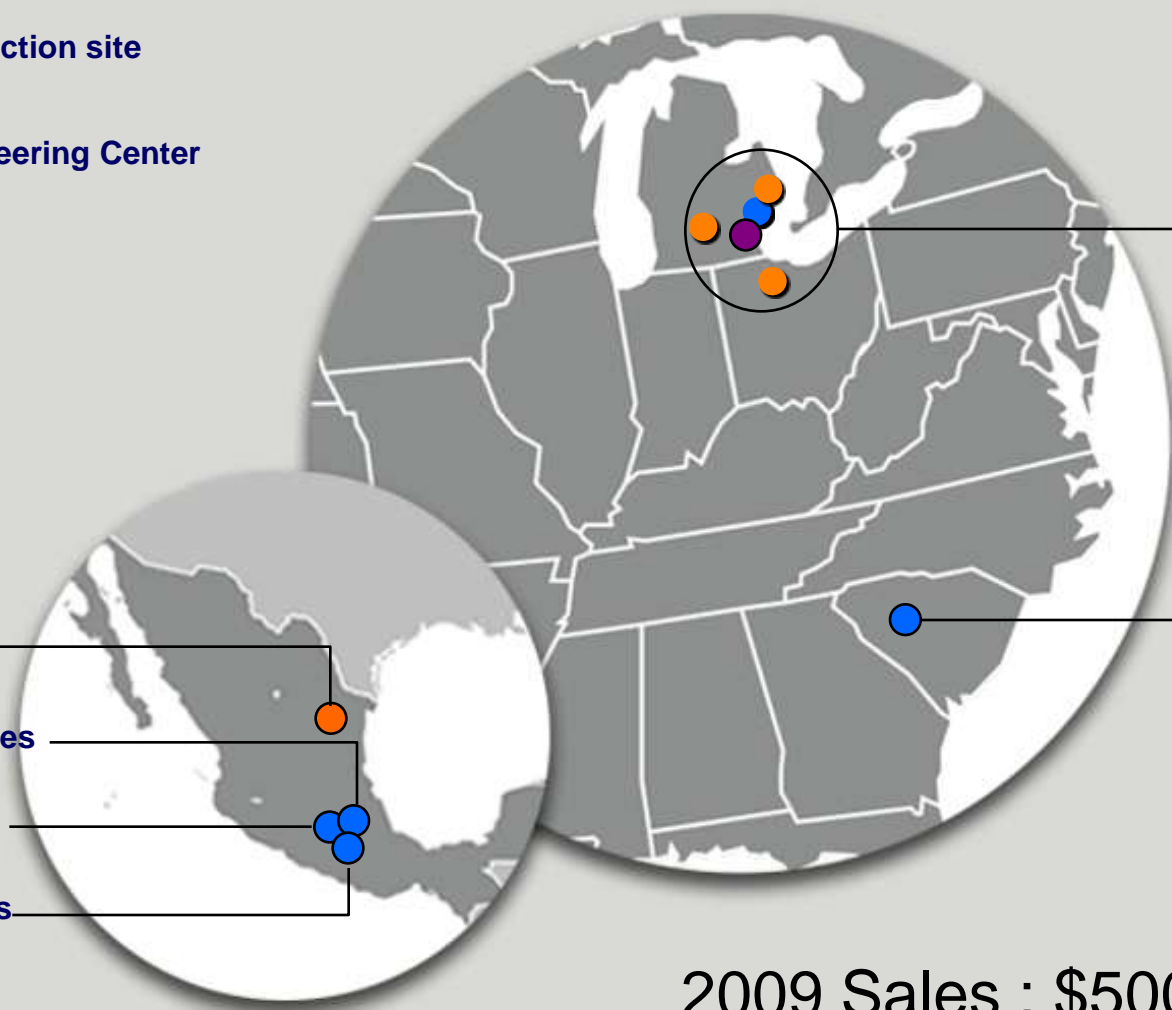


- Production site
- JIT
- Engineering Center

- Fraser
- Sterling Heights, Toledo, Lansing
- Auburn Hills

- Ramos
- Puebla accessories
- Puebla
- Puebla small parts

Fountain Inn



2009 Sales : \$500M

Step 1 : Current Buy and Needs from Faurecia Puebla,MX



Main Commodities	Description main product	2009 M\$ Buy	% Total	Main Suppliers	Need for NEW local Suppliers
Chemicals	PP, ABS, PC/ABS, PVC, glues	\$ 23.1	28%	Sabic, Dow, Ticona, Bayer, Resinoplast, Mankiewics	YES
Plastic Bought Out Parts	0-800T simple injection parts, Airvents, Door handles, Chrome, Painted parts, In mold decoration	\$ 21.7	27%	Plastic Tec, Fennel, TTM, TRW, Mecaplast	YES but not for simple injection molded parts
Decoration	Wood, Leather, Vinyl, Fabric	\$ 21.6	26%	Bader, Zendal, Novem, Benecke	NO
Mechatronics and Safety Devices	Wire harness	\$ 10.7	13%	Tyco, TRW	NO
Cutting & Stamping	Small steel stamping for safety item	\$ 2.1	3%	Brown, Refa	YES
Other Metal Products	Fasteners	\$ 1.9	2%	ITW	NO
Packaging & Freight		\$ 0.5	1%		NO
		\$ 81.6	100%		

Others needs : Expert tool shop in Puebla area for maintenance and repair of large size tools >800T. Annual buy around 2M\$

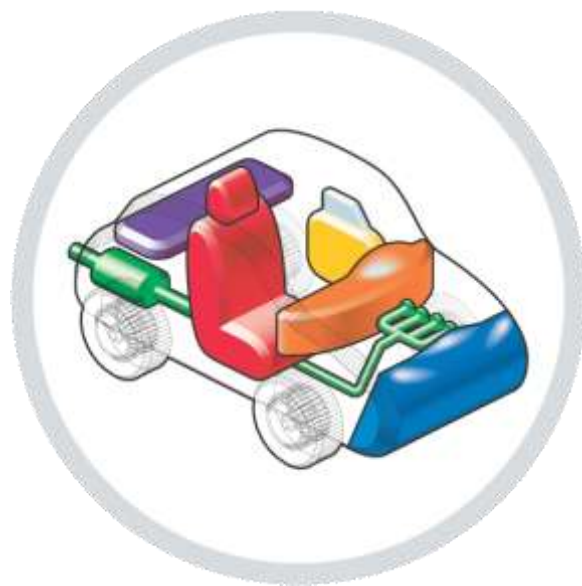
Step 2 : Faurecia Interior Systems N.A. current Buy and needs from suppliers located in Mexico



Main Commodities	Description main product	2009 M\$ Buy	% Total	Need for MEXICAN Suppliers
Plastic BOP	0-800T simple injection parts, plastic parts assembly, airvents, Door handles, Chrome, Painted parts, In mold decoration, Hydrographics	\$ 87.4	30%	YES especially for Chrome parts, plastic parts, in mold decoration, door handles, hydrographics but not for simple injected parts. Location preference North of Mexico
Decoration	Decorative Wood, Leather, Vinyl, Fabric	\$ 83.5	29%	NO
Mechatronics and Safety Devices	Wire harness, Latches, Motors, Airbag	\$ 48.7	17%	NO
Chemicals	PP, TPO, ABS, PC/ABS, PVC, glues	\$ 40.0	14%	YES, Compounder in North of Mexico for exportation to US
Packaging & Freight		\$ 14.7	5%	NO
Other Metal Product	Fasteners	\$ 9.5	3%	YES
Cutting & Stamping	Small steel stamping for safety item	\$ 6.3	2%	YES in the North of Mexico
		\$ 290.1	100%	

Others needs : Expert tool shop for our MX plants or for exportation to US for tools >500T - Annual buy around 25M\$

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