



Presentation – P1 plastic moulding category

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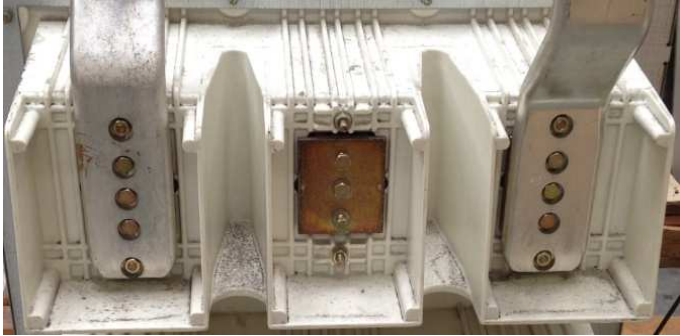
Our P1 Thermoset Parts by Technological & RM segmentation

Base on Schneider Product requirements is determine >

Type of Plastic Raw Material
ETP / **TS** / Epoxy

Based on Plastic RM different Machine Types :
ThP IMM / **ThS Inj-Comp** / Epoxy Molding

TS
(SMC/BMC/Phenolic)



Internal

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Epoxy
(Liquid)



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Our needs, strategy and objectives in the future :

- ❑ Schneider Electric Business in Europe up to 25M€ on Thermoset parts
- ❑ ThS raw material need: ca. 5.500 tons
- ❑ Multiple European Schneider factories use thermoset parts

Concentrate our spend and efforts on most **performing** Suppliers to answer our needs

Need suppliers able to bring competitiveness-quality-supply chain performance and motivated on Electrical market (long cycle life, high mix-low volumes).

Identify new suppliers in East Europe to increase competitiveness and extend our supplier base (new capacity & risk mitigation) to follow our long-term industrial plan

CRITERIAS FOR A NEW CUSTOM MOLDER PARTNER

- ❑ Native Company with headquarter in Eastern Europe
- ❑ Sales revenue > 10m€ or > 100 people, and mini export rate > 30%
- ❑ Business on custom moulding technical parts > 50% sales
- ❑ Not only dealing in Packaging segment and Automotive limited < 60%
- ❑ Strategy to grow within our Electrical market
- ❑ Capacity to handle around 2-3 M€ turnover with Schneider Electric
- ❑ English speakers for General management, sales, quality and production follow up
- ❑ Good Financial health and transparency, regular communication (P&L , balance sheet)
- ❑ Cost transparency with cost breakdown template
- ❑ Lean & continuous improvement in place

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