

## Our need on K5-K6 categories:



Machining / Turning (Non Ferrous)



Machining / Turning (Ferrous)



Gears



High Pressure Die casting (AI / Zamak)



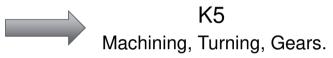
Gravity Casting (Cu / Bronze)

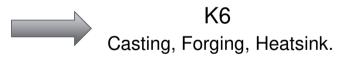


Hot Forging (Cu)



Heat Sink







# Our strategy and objectives in the future :

#### K5 ID CARD:

Spend<br/>€98MSuppliers<br/>311Parts<br/>19,216RM<br/>ratio<br/>40%

## **K6 ID CARD:**

Spend Suppliers
€53M 219

Parts RM
ratio
40%

Develop a robust partnership with Easter European supplier (NEC ratio – 25% Y TO DATE)

Need suppliers able to bring competitiveness-quality-good supply chain performance and motivated on HMLV business.

Need top quality suppliers.



## The partner we are looking for:

## Supplier profile:

Sales revenue > 10 m€ or > 100 people

Specific techno > 50% sales

Automotive < 80%

Strategy to grow within our market

Secondary process (heat & surface treatment) managed internally or externally (except powder coating should be internal)

Mini 30% sales in export

Good financial health

Lean & continuous improvement in place

#### Prerequisite for K5 partner :

- process: CNC screw-cutting, turning, milling, gears.
- Secondary process surface treatment or heat treatment) could be internalized or sourced,
- Ability to make assembly,
- Capacity available to absorb business: 0.5 2
   M Euros.

## Prerequisite for K6 partner :

- process: Cu Hot forging, Al gravity casting,
- high pressure Zamak die casting
- Secondary process: heat treatment integrated.
- Capacity available to absorb business: 0.5 2
   M Euros.

