




Presentation – K3 sheet metal category

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Our needs, strategy and objectives in the future :

- ❑ Schneider Electric Business in Europe more than 200M€ on sheet metal parts
- ❑ Sheet metal parts with number of 39.000pcs
- ❑ Using multiple type of raw materials – galvanized steel, HR, CR, Inox, Alu, etc...
- ❑ Multiple European Schneider factories use sheet metal parts with different level of added values in manufacturing process



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

Clusterisation of sheet metal category

Tank



Box



Plinth



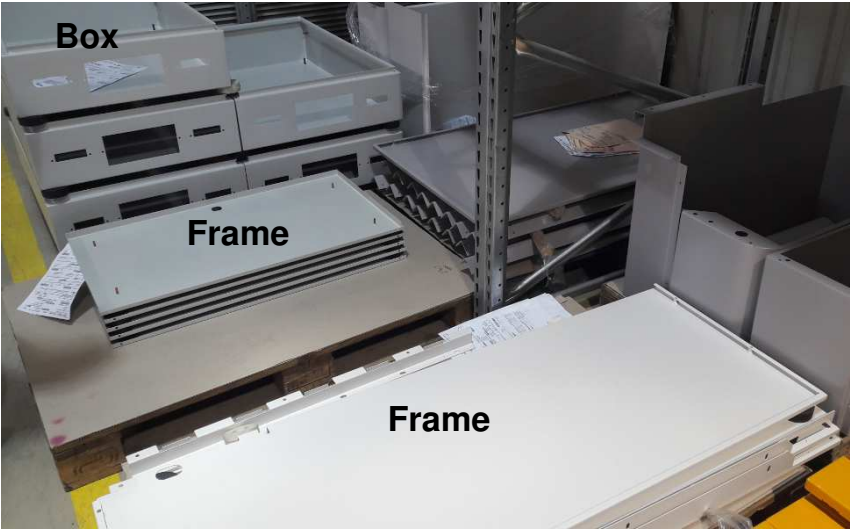
Kit



Roll Forming



Box



Support



Accessories



What are technologies that Schneider is looking for

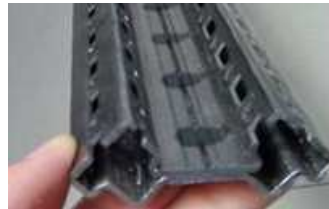
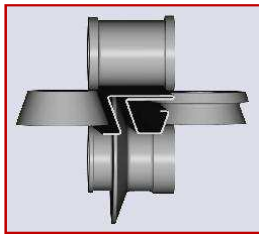
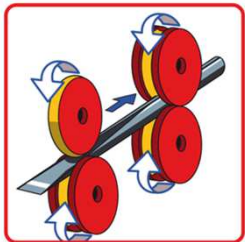
Sheet metal fabrication

- **basic** punching, laser cutting & bending
- + secondary operation: (*riveting, powder painting, plating, ...*)
- + sub-assembly, kits are possible
- **Multiple & long** process



Roll-forming (5%)

- **Capex** investment is required
- strong technology know-how and **experience**



Internal

Equipment & Process



Press Brake

+

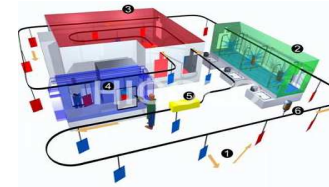


Punch Press

+



Plating process



Paint process

Combination of bending or/and punching processes on Steel/Cu/Al sheets that many times ends with a painting or plating process.

Life Is On

Schneider
Electric

CRITERIAS FOR A NEW SHEET METAL PARTNER

- Native Company with headquarter in Eastern Europe
- Sales revenue preferably $> 10\text{m€}$ or > 100 people, and mini export rate $> 30\%$
- Automotive share less than 30%
- 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

Life Is On

