



# WESTFALIA Metal s.r.o. Company Presentation

Prepared by WCZ Marketing

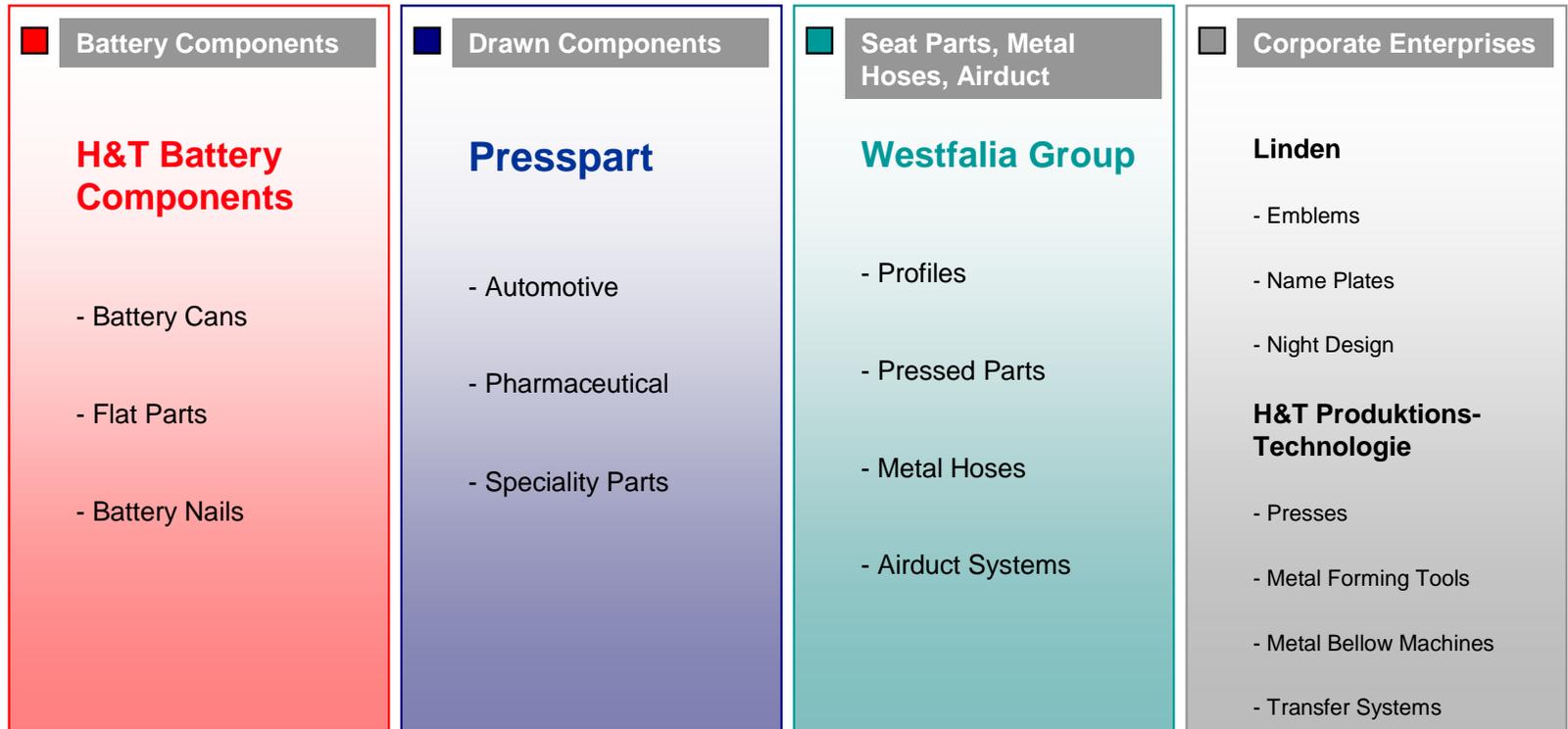
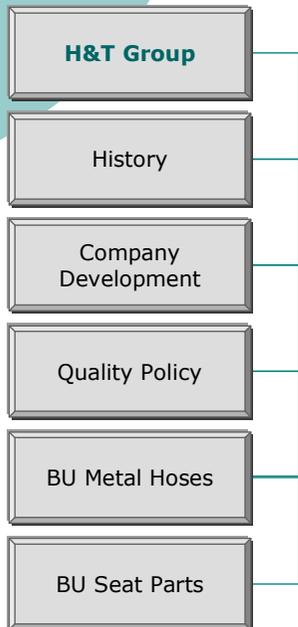
Hustopece, Czech Republic  
April 2009

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WESTFALIA Metal s.r.o.

# We are belonging to the Germany based Heitkamp & Thumann Group

H&T Group consists of four divisions



# Our activities in Czech Republic started in 1996

Both buildings were "Green Field" projects



- H&T Group
- History**
- Company Development
- Quality Policy
- BU Metal Hoses
- BU Seat Parts



Start of manufacturing (assembly) in Hustopece in a rented plant



Move to new premises

- 4,800 m<sup>2</sup> production space
- 1,100 m<sup>2</sup> warehouse



Opening of new press plant „Small Stampings“

- 1,290 m<sup>2</sup> production area

# Our location was chosen to be in the geographical center of the industrial CEU areas

WCZ's location map

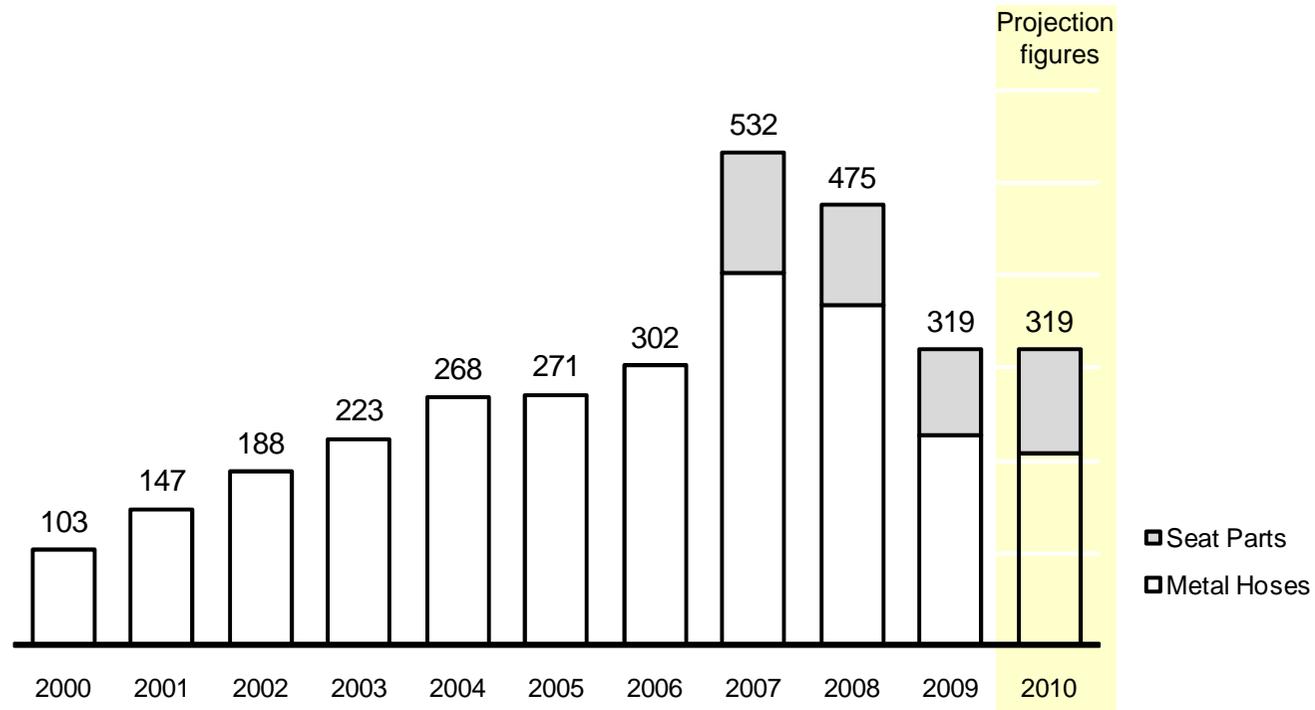


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# SALES DEVELOPMENT

In millions of CZK – exchange rate varying not considered; current exchange rate is about 27 CZK per 1 EUR

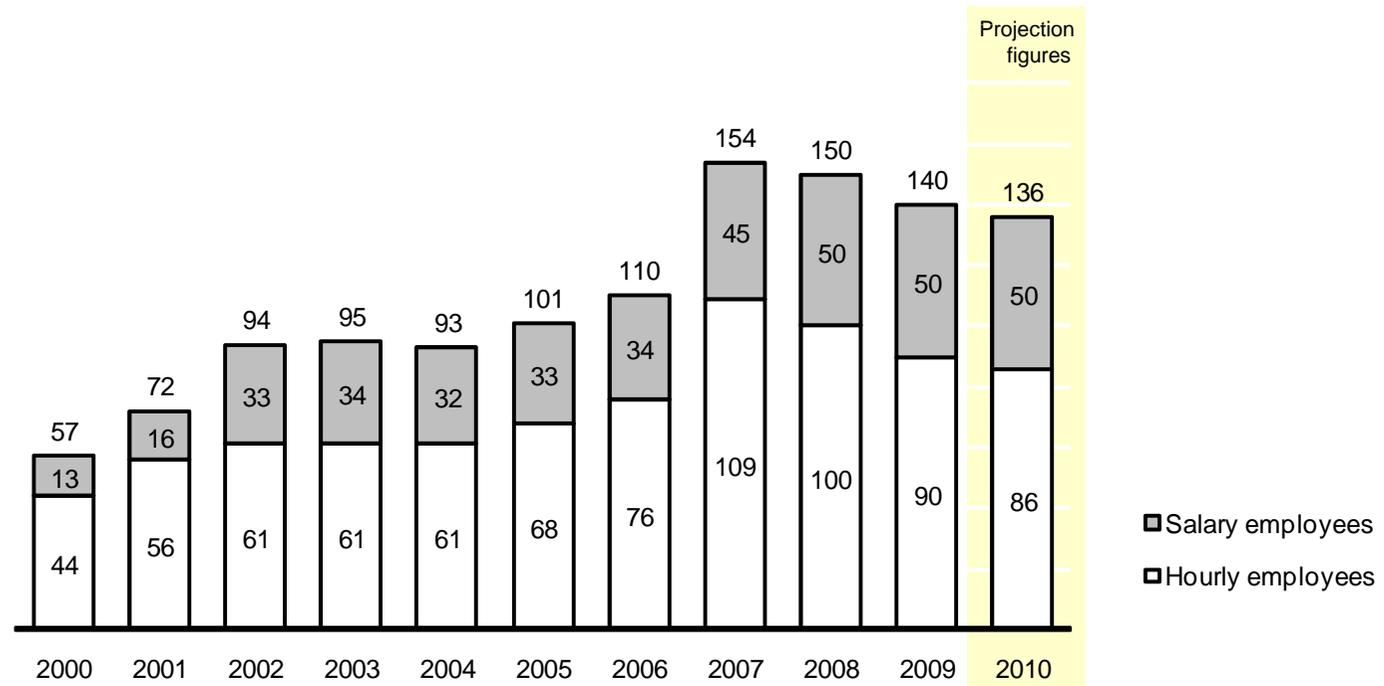
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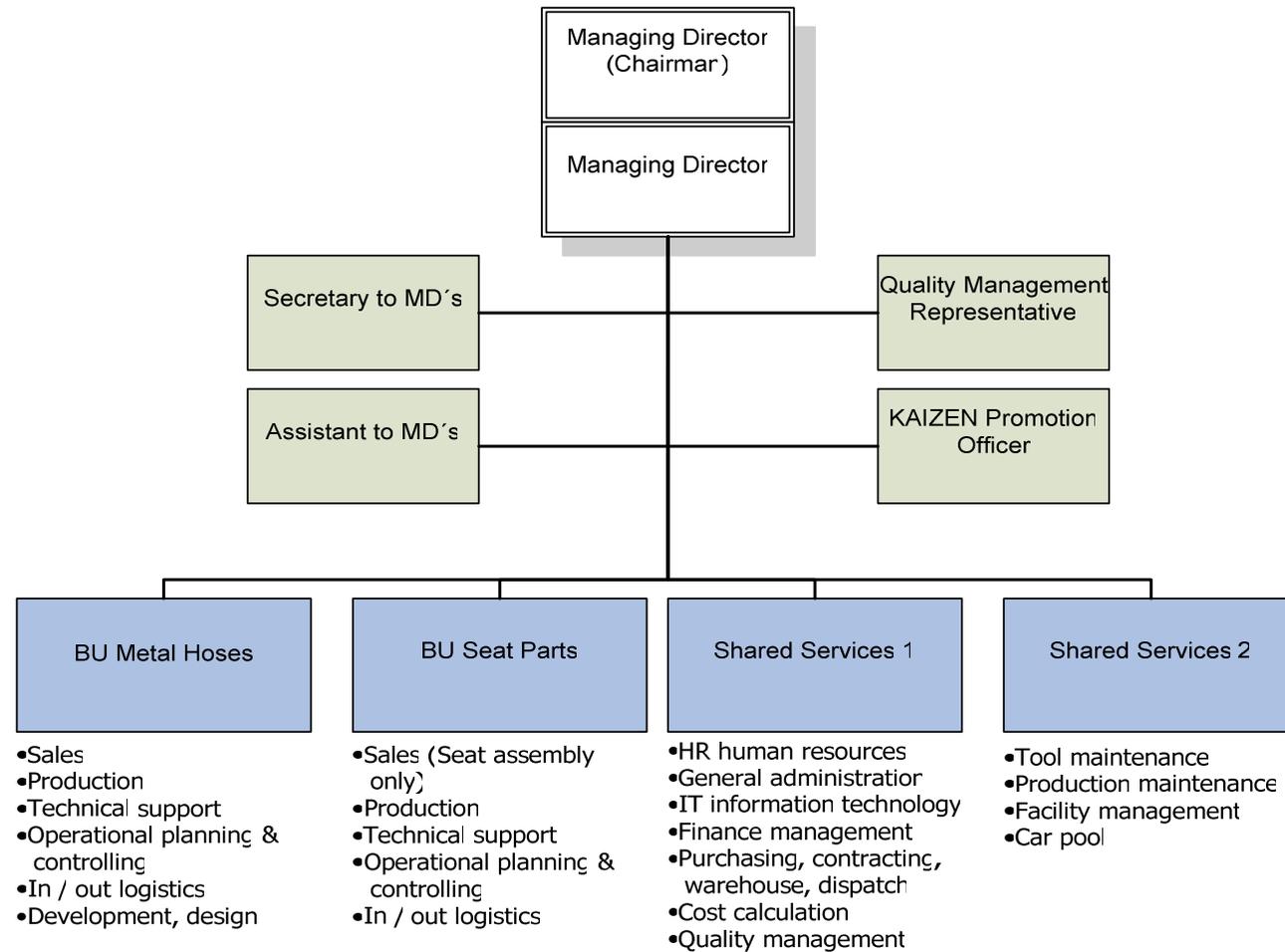
# HEADCOUNT DEVELOPMENT

Number of employees

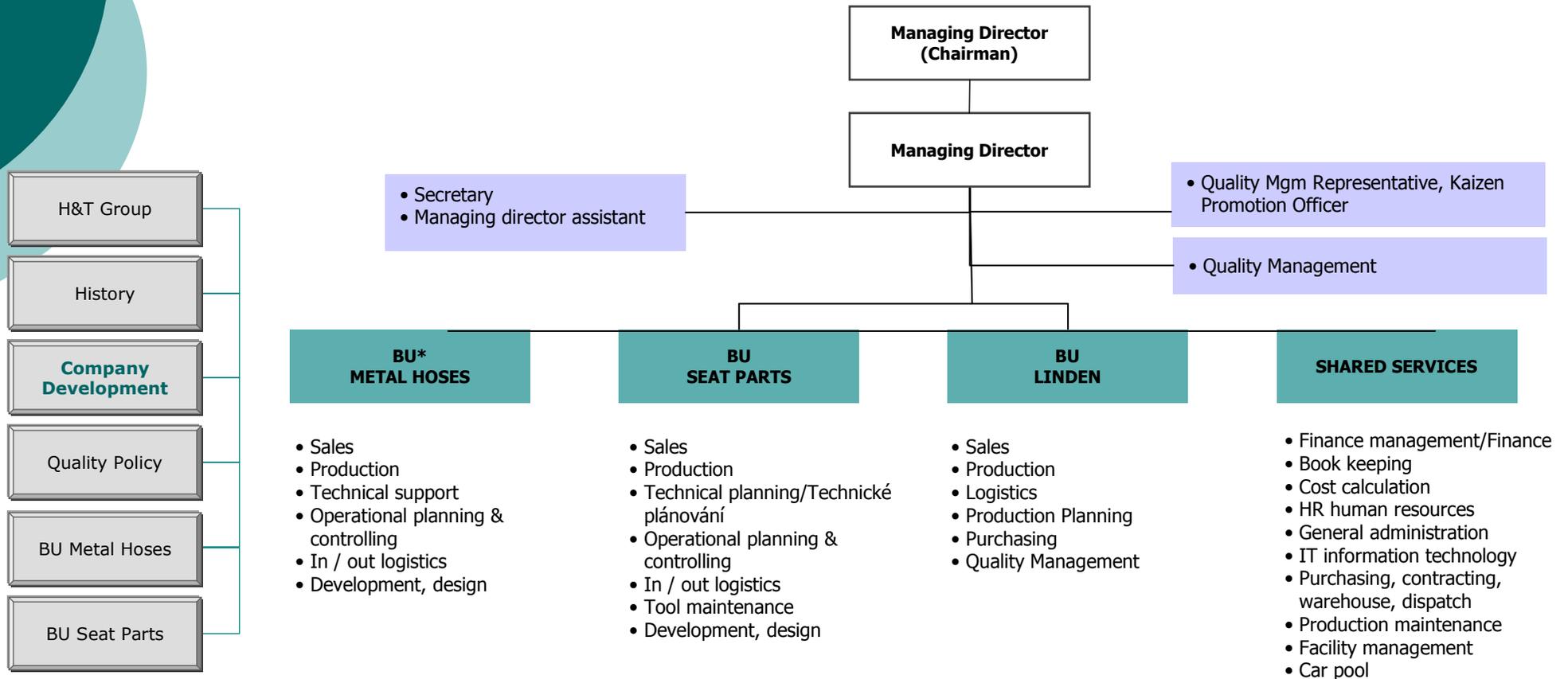
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# ORGANIZATIONAL SET-UP



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# PROCESSES, PRODUCTS AND MARKETS SERVED

Our main business is in the automotive industry for both trucks / buses and passenger cars

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Market Segment / Application	Process	Metal winding	Metal Stamping	Fitting, forming, welding
	<b>Automotive Industry</b>		Exhaust hoses, cable protection hoses	Pressed parts for seats in passenger cars
<b>Household Equipment</b>		Chimney liners, gas connector protection		
<b>Electro-mechanical Industry</b>		Cable protection hoses		
	Product	Metal hoses	Metal seat parts	Assembly (sub-systems)

# We are TS 16949 and ISO 14001 certified

ISO / TS 16949:2002, expiring 7-Oct-09

ISO 14001 : 2004, expiring 2-Oct-09

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# Our measuring equipment is state-of-the-art

## List of major measuring devices



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Device	Producer
3D measuring device (2 units)	Aberlink, Zeiss
Leakage rate gauge	Intex Euroconn
Tensile strength measuring device	Test Erkrant
Hose deflection gauge	Intex Euroconn
Profile projector	Mitutoyo

# Protective conduits shield cables and / or hoses from extraneous influences

Major products representing 75% of total output of protective hoses



Hose winding machine

Protection of gas connectors

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Cable protection of car engine heaters



# Decoupling elements (flexible metal hoses) make truck's exhaust systems lasting longer

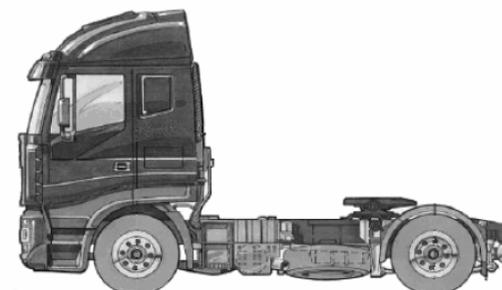
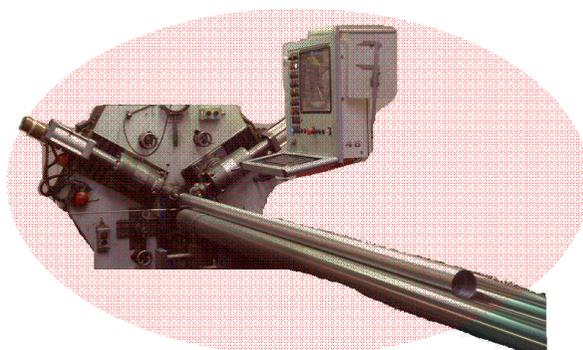
Exhaust parts are produced for OEMs as well as for after-market sales



Hose winding machine

Exhaust hose

Truck / Bus exhaust system



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# We put things smartly together

We are producing > 200 prototypes p.a.



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Assembly, welding



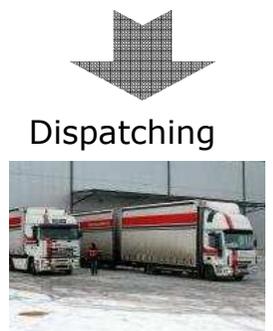
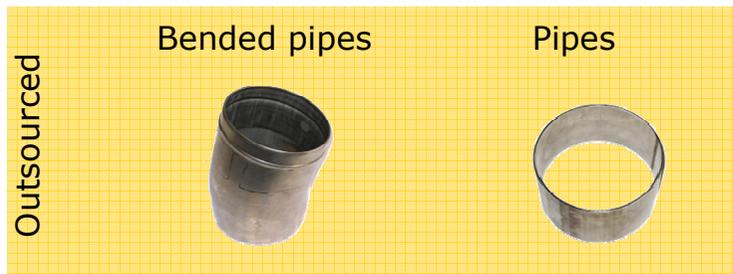
Final product



Quality control



Packaging



# We develop customized processes and products



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- Roll-former
- Spot welding machine
- Press machine
- Customized assembly machines

Base bracket assembly

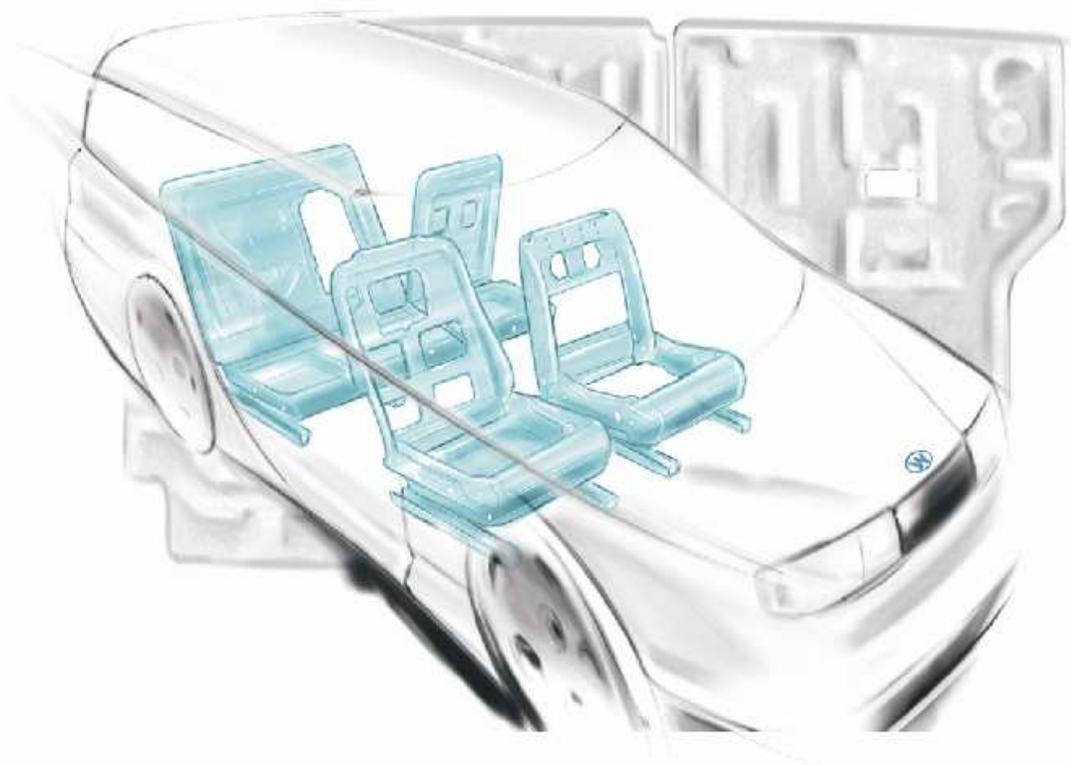


Seat glides assembly



# We focus on passenger car seat parts in the press part area

Our products are determined for major Tier-1 automotive suppliers

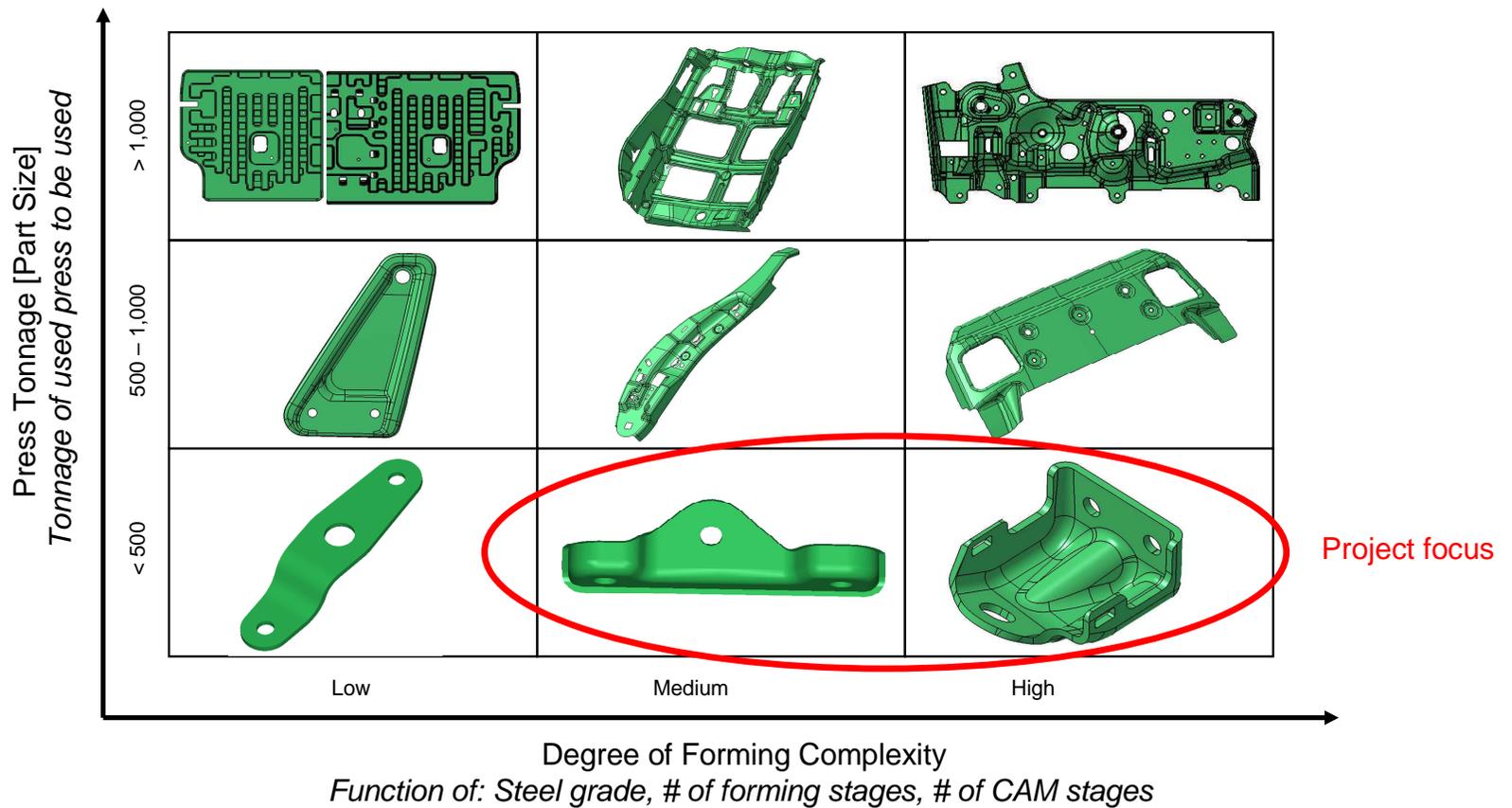


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# Our product strategy consists of focusing on small to large parts with high degrees of complexity that allow to add value

Synergy within Westfalia Group allows us to supply complete metal pressed parts portfolio

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# We are investing in “Made in Germany” equipment to accomplish production excellence

Large press equipment at our premises

400t HELMERDING press  
installed in 12.2006



630t PME press  
installed in 06.2008



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