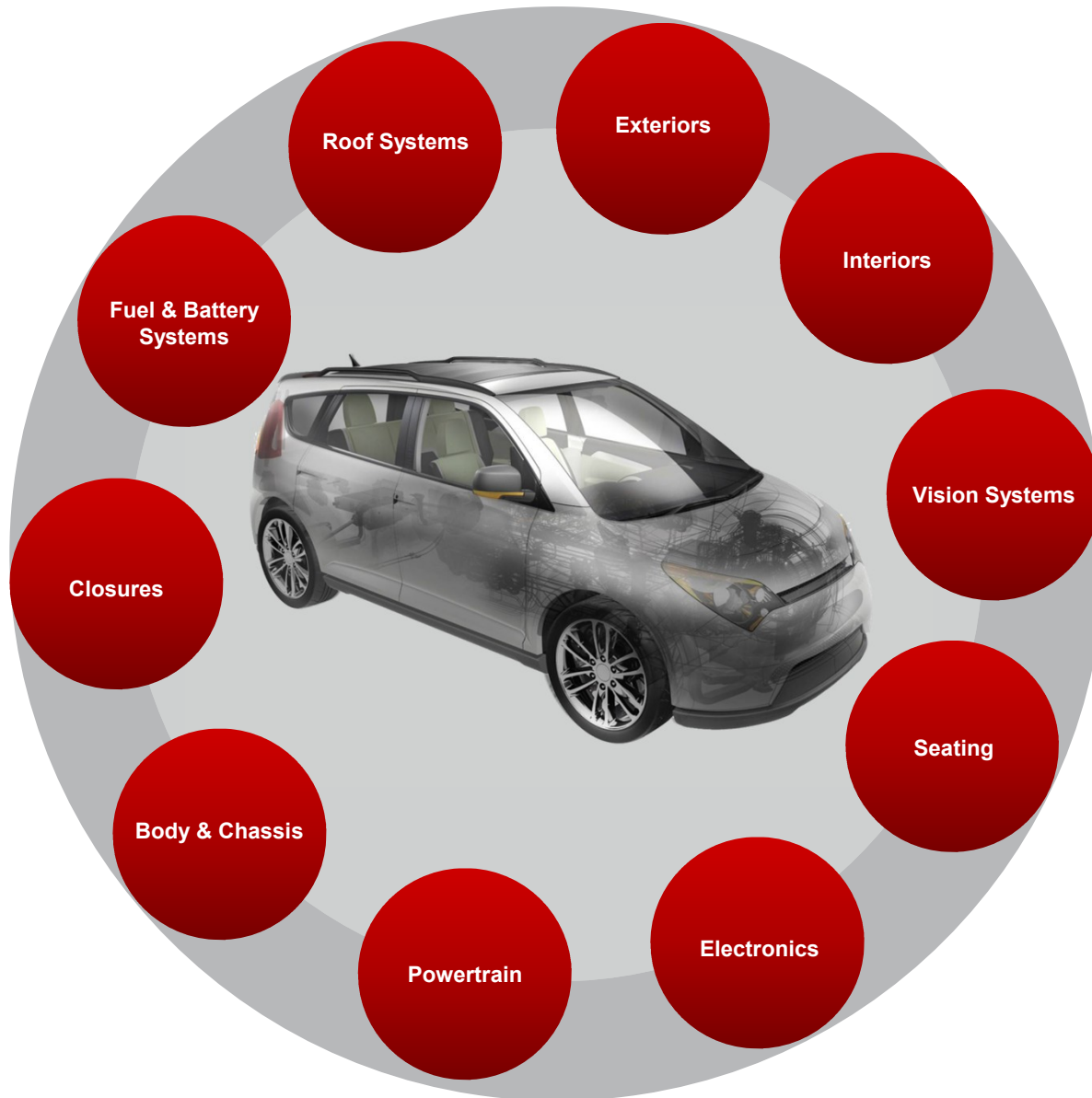




Magna / Magna Logistics Europe **Akj / GfPM / WCM**

Jörg Blechinger / Michael Druml / March 2014



engineering + services

product systems

vehicle assembly

Product Systems Overview



SEATING

Capabilities

- complete seating systems
- mechanism & hardware solutions
- specialty mechanism solutions
- seat structures solutions
- foam & trim products
- design & development capabilities

Global Footprint

- 18,400 employees
- 47 mfg/assy facilities*
- 5 product development/engineering/sales centers

*including In Progress Facilities



EXTERIORS

Capabilities

- bumper fascia systems
- exterior trim
- modular systems
- class A body panels
- structural components
- under hood & underbody components
- sheet molding compound material

Global Footprint

- 31,250 employees**
- 61 mfg/assy facilities*
- 17 product development/engineering/sales centers

*including Minority JVs & In Progress facilities

**combined Exteriors & Interiors



INTERIORS

Capabilities

- cockpit systems
- door panels
- overhead systems
- soft trim & cargo management
- garnish & hard trim

Global Footprint

- 31,250 employees**
- 53 mfg/assy facilities*
- 14 product development/engineering/sales centers

*including Minority JVs & In Progress facilities

**combined Exteriors & Interiors



CLOSURES

Capabilities

- door modules
- window systems
- power closure systems
- latching systems
- handle assemblies
- electronics
- lighting systems
- engineered glass
- sealing systems

Global Footprint

- 9,550 employees
- 25 mfg/assy facilities
- 7 product development/engineering/sales centers



VISION SYSTEMS

Capabilities

- interior mirrors
- exterior mirrors
- actuators
- electronic vision systems
- door handles
- overhead consoles

Global Footprint

- 8,525 employees
- 25 mfg/assy facilities*
- 10 product development/engineering/sales centers

Note: Facility numbers include shared facilities.

Product Systems Overview



BODY & CHASSIS

Capabilities

- body systems
- chassis systems
- technology, engineering & tooling systems
- renewable energy structures

Global Footprint

- 31,025 employees
- 74 mfg/assy facilities*
- 20 product development/engineering/sales centers

*including Minority JVs & In Progress Facilities



POWERTRAIN

Capabilities

- driveline systems
- fluid pressure & controls
- metal-forming solutions
- engineering services & systems integration

Global Footprint

- 12,875 employees
- 40 mfg/assy facilities*
- 18 product development/engineering/sales centers

*including In Progress Facilities



ELECTRONICS

Capabilities

- driver assistance systems
- intelligent power systems
- engine electronics & sensors
- industrial products
- body systems & HMI

Global Footprint

- 1,950 employees
- 7 mfg/assy facilities*
- 10 product development/engineering/sales centers



ROOF SYSTEMS

Capabilities

- soft tops
- retractable hard tops
- sliding folding roofs/modular roofs

Global Footprint

- 1,125 employees
- 9 mfg/assy facilities
- 4 product development/engineering/sales centers



FUEL & BATTERY SYSTEMS

Capabilities

- innovative fuel systems (conventional, CNG & H₂)
- battery systems for alternative propulsion

Global Footprint*

*facility & employee counts included with Vehicle Engineering & Contract Manufacturing



VEHICLE ENGINEERING & CONTRACT MANUFACTURING

Capabilities

- engineering services including complete vehicle development
- vehicle contract manufacturing including flexible solutions from niche to volume production

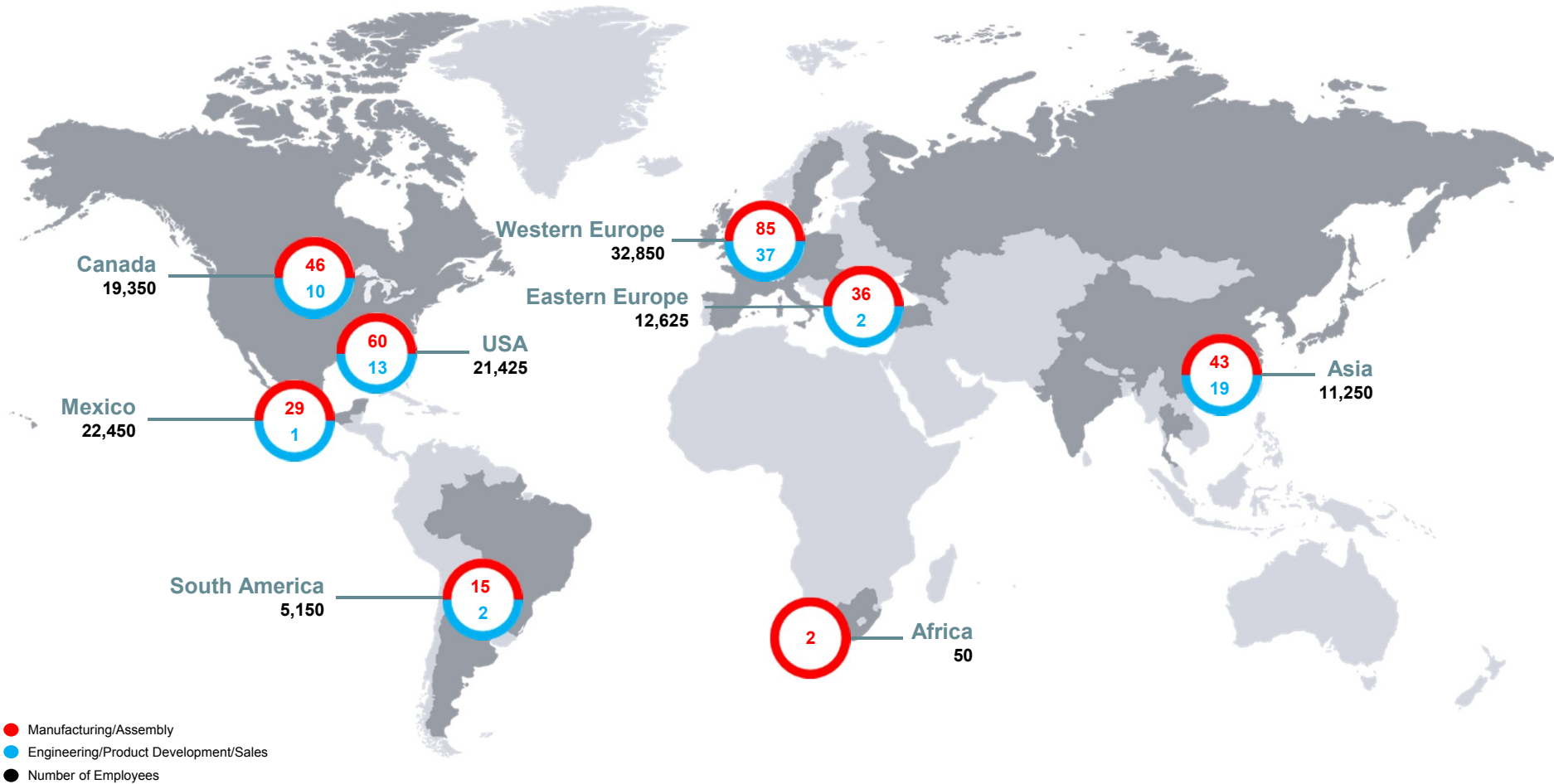
Global Footprint*

- 9,150 employees
- 13 mfg/assy facilities
- 22 product development/engineering/sales centers

*facility & employee counts for Fuel & Battery included

Note: Facility numbers include shared facilities.

Global Presence



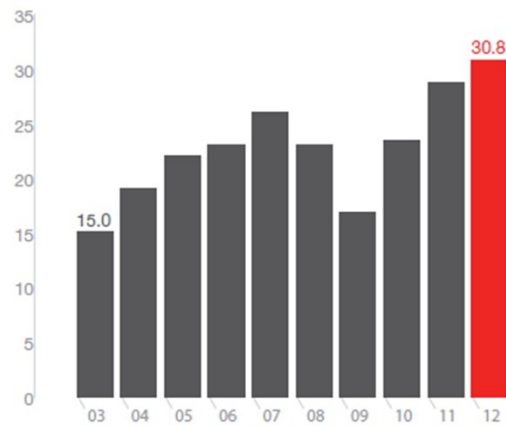
~ 125,000 People | 29 Countries | 316 ● 84 ● | \$34.8 Billion (2013 Sales)
 (@ Q4 2013)

MAGNA is a global player

Global Sales by Year

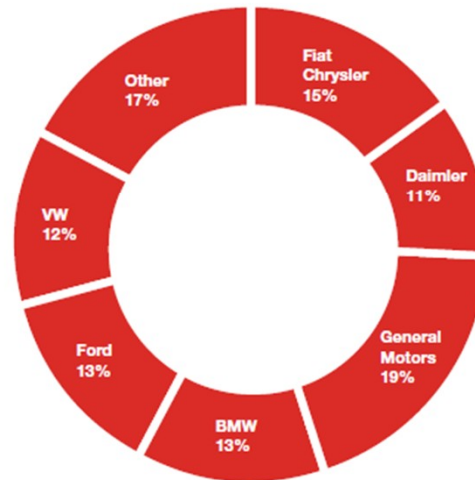
(Year ended December 31, 2012)

U.S. \$ Billions



Global Sales by Customer

(Year ended December 31, 2012)



Number of Employees

(Year ended December 31, 2012)



~119,000 Total Employees

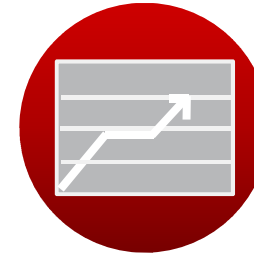
Complexity illustration of MAGNA's European supply chain



16 countries



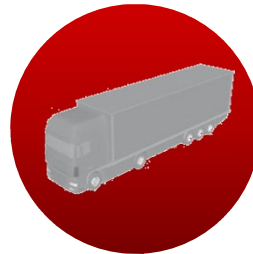
126 production plants in Europe



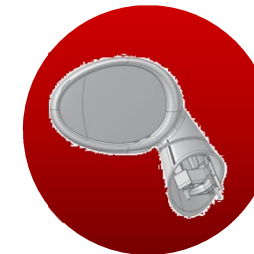
>200 ramp-up's per year



3.000 active suppliers



16.000 transports per week



70.000 active part numbers

On a daily basis, MAGNA Europe's transport distance equals the quadruple distance between Earth and Moon

Unique Fair Enterprise Culture

**Corporate
Constitution**

Employee's Charter

**Decentralized
Management**

**Employee
Empowerment**



Magna Logistics Europe



Klaus Iffland VP Global Purchasing & Logistics Europe
Jörg Blechinger Director Magna Logistics Europe

Karl Martin Lukas Head of Supply Chain Design & Logistics Services
Brendan Lenane Head of Procurement Freight & Logistics Services
Marko Kuchar Senior Manager Logistics Controlling & Innovation
Claudia Moisesbichler Senior Manager New Technologies & Solutions
Katrin Troy Senior Manager Processes & Standardization

<p>Stephan Becht</p>	<p>Paul Lemoine Angelika Gillmann Carsten Vogt Ondrej Benes</p>	<p>Milan Kalis</p>	<p>Natalie Steiner</p>	<p>Johann Schnetzinger</p>	<p>Alfons Dachs-Wiesinger</p>
<p>MAGNA SEATING</p>	<p>MAGNA EXTERIORS & INTERIORS</p>	<p>MAGNA MIRRORS & MAGNA CLOSURES</p>	<p>COSMA INTERNATIONAL</p>	<p>MAGNA POWERTRAIN & ELECTRONICS</p>	<p>MAGNA STEYR</p>
<p>Seating Systems</p>	<p>Interior Systems & Exterior Systems</p>	<p>Vision Systems & Closure Systems</p>	<p>Body & Chassis Systems</p>	<p>Powertrain Systems & Electronic Systems</p>	<p>Vehicle Engineering, Contract Manufacturing & Roof Systems</p>

MAGNA Logistics Europe key facts



Klaus Iffland

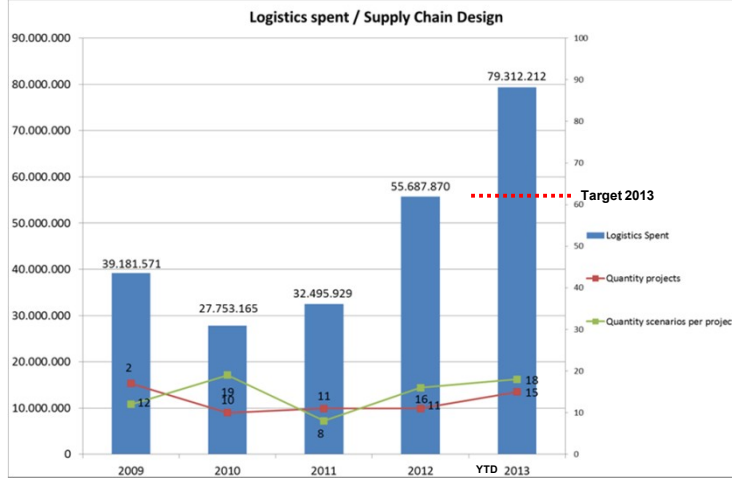
VP Global Purchasing & Logistics Europe

Jörg Blechinger

Director MAGNA Logistics Europe

Information:
Transportation costs budget Magna Europe plants 2013: 190,6 Mio EUR

Magna Logistics Europe operatively designed a transport spend (YTD October) of: 79,31 Mio EUR, (~ 41,6% of total Magna Europe transportation budget 2013)



Karl Martin Lukas

Head of Supply Chain Design & Logistics Services

Brendan Lenane

Head of Procurement Freight & Logistics Services

Marko Kuchar

Senior Manager Logistics Controlling & Innovation

Claudia Moisesbichler

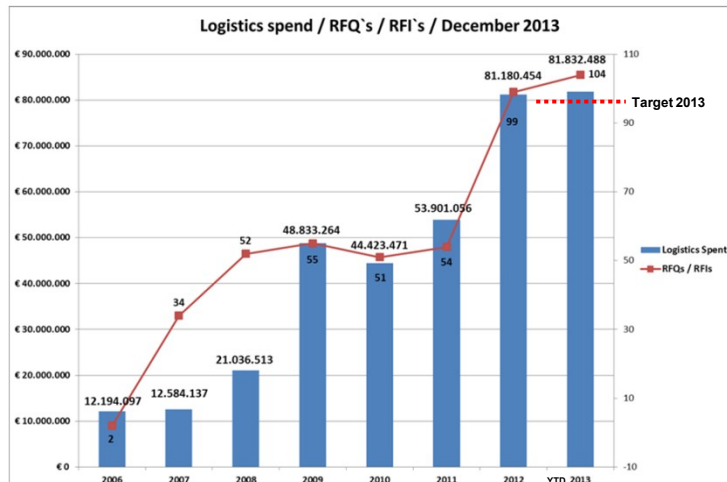
Senior Manager New Technologies & Solutions

Katrin Troy

Senior Manager Processes & Standardization

Key facts

- Start: June 2005
- Integrated plants: Europe, Russia, South Africa (all plants), Asia (MPT plants), NA (MPT plants)
- Logistics budget MAGNA Europe 2013 (acc. to Logistics Scorecard)
 - Total: ~ 367,7 Mio. € / ~ 489,3 Mio. \$
 - Organization: ~ 177,1 Mio. € / ~ 235,7 Mio. \$
 - Transport: ~ 190,6 Mio. € / ~ 253,6 Mio. \$
- Objectives
 - Standardization and Best Practice Sharing
 - Cost Down
 - Operative implementation of projects in MAGNA plants



Information:
Transportation costs budget Magna Europe plants 2013: 190,6 Mio EUR

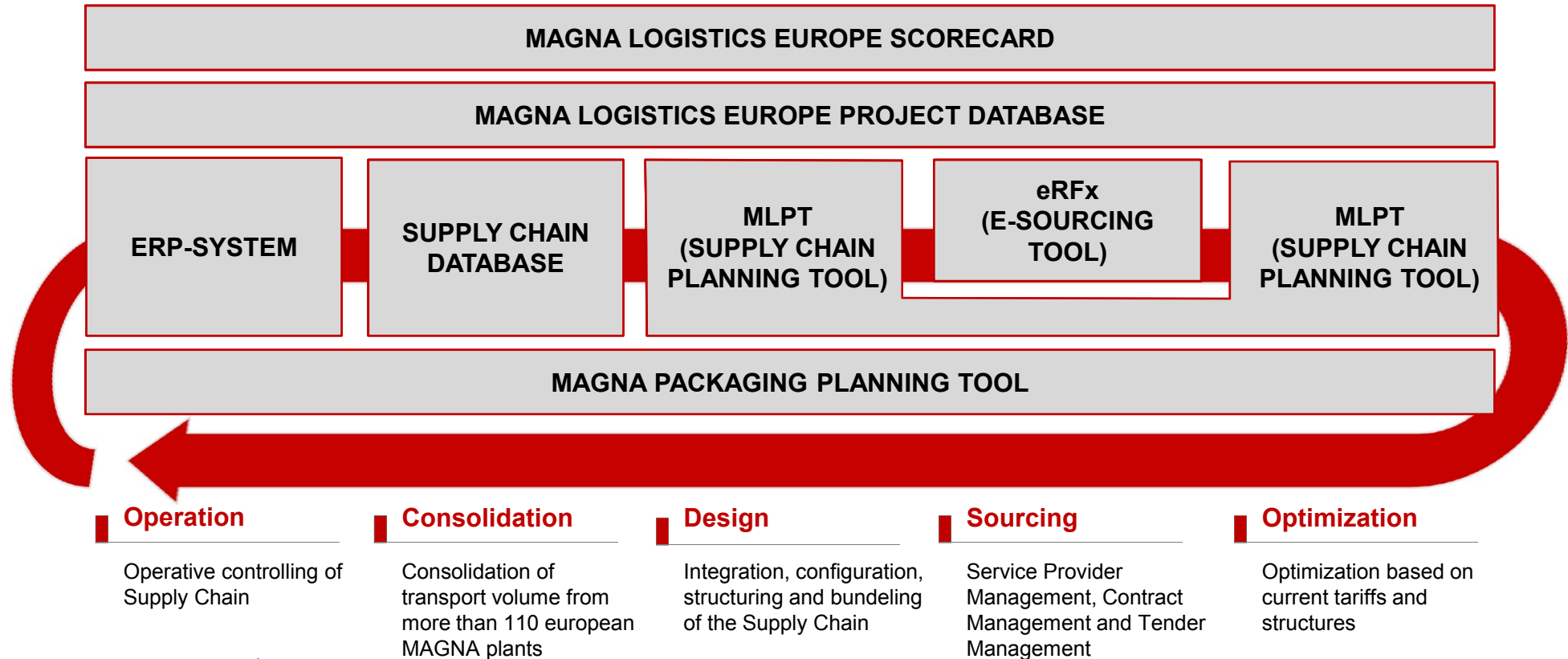
Magna Logistics Europe operatively tendered (YTD Oct): 60,1 Mio EUR, (~ 42,9% of total Magna Europe transportation budget 2013)

MAGNA Logistics Europe Core Competencies

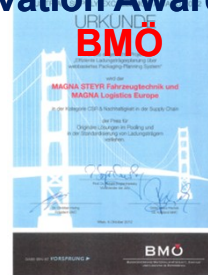


- Full **transparency** of transport-streams within Europe
- Bundled transport volumes for **optimal utilization** of available means of transportation
- Cross-plant **structuring** of transport-streams and optimization of the transport network
- **Network** based on demands, service requirements and structures
- **Cost reduction** through use of latest RFQ-Tools
- **Standardized RFQ templates** speed up lead times and assure comparability
- Use of **auctions** avoid longsome rounds of negotiations
- Guarantee **sustainability**

High efficient and integrated planning and controlling systems support the supply chain optimization process.



Supply Chain Innovation Award 2012



Conclusion



- MAGNA Logistics Europe develops standards and tools for MAGNA groups and plants
- MAGNA Logistics Europe drives the roll out of standards and tools developed by groups to other groups and plants
- MAGNA Logistics Europe designs, develops and implements supply networks resp. logistics concepts and projects
- MAGNA Logistics Europe drives and supports groups and plants in cross-group cost down programs
- MAGNA Logistics Europe is the only logistics institution within MAGNA that is able to realize best cross-group bundling effects



World Class Logistics