

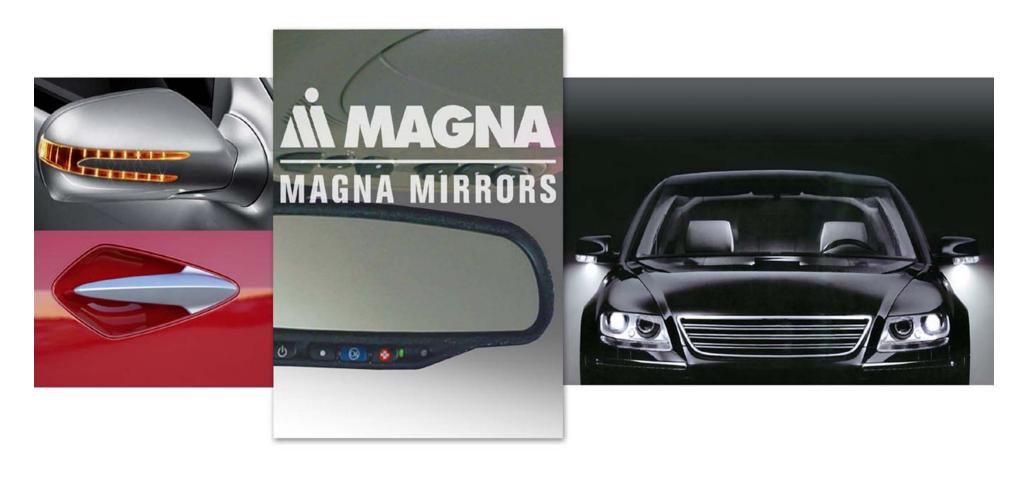
## **Magna Mirrors Supplier Expectations Day**

**November 9, 2011** 

## **AGENDA**



- Magna Corporate & Mirrors Group Overview
  - Brian Chadwell: General Manager; Newaygo Division
- Purchasing & Supplier Expectations
  - Mark Mensonides: Director of Purchasing; Magna Mirrors
- Quality & Supplier Performance
  - Randy Keough: Quality Manager; Newaygo Division
  - Ed Enns: Director of Supplier Quality & Development; Magna Intl
- Program Management & Launch
  - Kevin McCarty: Chief Progam Manager; Magna Mirrors
- Continuous Improvement & VA / VE
  - Bob Yokabitus: Continuous Improvement Mgr; Magna Mirrors
- Materials Management & Logistics
  - Tim Henry: Logistics & Inter-Co Program Mgr; Newaygo Division
- Customs Compliance, CTPAT & NAFTA
  - Karin Muller: Customs & Trade Compliance Mgr; Magna Mirrors/Closures



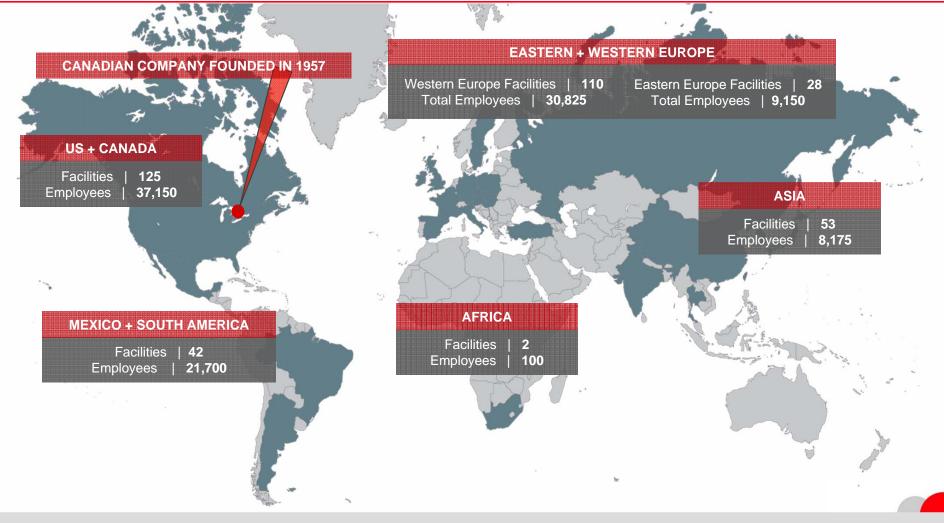
## **Magna Corporate Overview**

**Mirrors Supplier Expectations Day** 

**November 9, 2011** 

### **Global Presence**



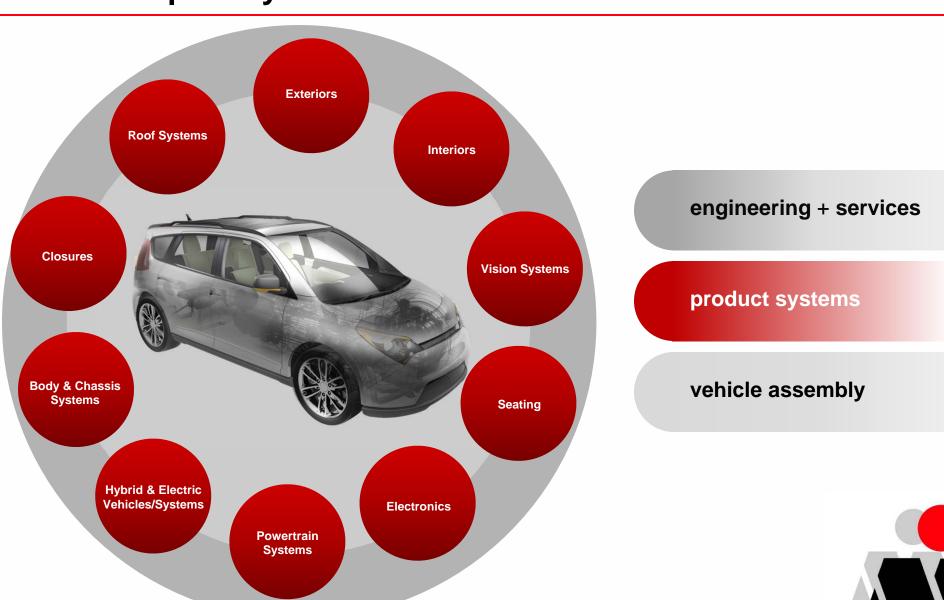


~ 107,000 People | 26 Countries | Global Facilities 360 | \$24.1 Billion (2010 Sales)

(As of Q3 2011)

## **Global Capability**





## **Unique Culture**



**Corporate Constitution** 

**Employee Charter** 

Decentralized Management

**Employee Empowerment** 



## **Management Structure**



Vincent Galifi | CFO Burkhard Goeschel | CTO

Tom Skudutis | COO Magna Interiors, Exteriors, Seating, Mirrors and Closures

Herbert Demel | EVP Magna and President Magna China, India, South/East Asia, S. America, Africa

Guenther Apfalter | President Magna Europe

Magna Seating Magna Mirrors & Magna Closures Cosma Magna Exteriors and Interiors Magna Powertrain Magna Steyr International J. Pittel A. Lidauer – Pres. EU F. Seguin H. Prelog G. Apfalter J. Hirsch President B. Brownlee - Pres. NA / Asia President President & COO President President Seating Interior Exterior Vision Closure Body & Chassis Vehicle Roof Powertrain Electronic Systems Systems Systems Engineering & Systems Systems Systems Systems Systems Systems Contract Manufacturing

Hybrid & Electric

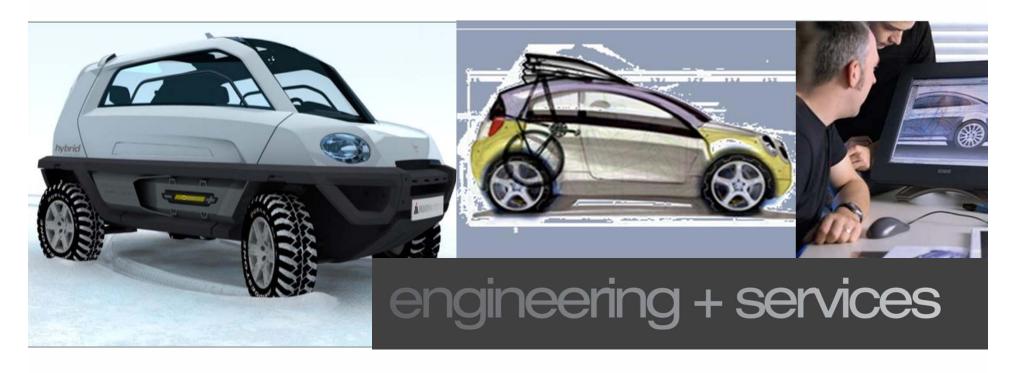
Vehicles/

Systems and

Components

E-Car Systems





#### **Complete Vehicle Engineering**

Based on innovative solutions in our main engineering departments

## **Systems and Module Engineering**

In-house expertise for all product areas

**Full Vehicle Testing & Validation** 







#### **Flex Plant Assembly**

Multiple vehicle platforms on a single line, built from more 100 years of history

Allows for OEM support of low-volume and niche platforms, localization, and peak-shaving

#### JD Power Gold Award 2007

Magna is the first supplier to receive this prestigious award for quality







#### **10 Core Product Areas**

The most diversified global automotive supplier

**Components to Complete Modules and Systems** 

Design, development, manufacturing, and assembly

## **Product Systems Overview**



SEATING **SYSTEMS**  **INTERIOR SYSTEMS**  **EXTERIOR SYSTEMS** 

VISION **SYSTEMS**  CLOSURE **SYSTEMS** 











#### **CAPABILITIES**

- · complete seating systems
- · mechanism solutions
- · seat structures solutions
- foam & trim products
- services

- sidewall & trim systems
- cockpit systems
- cargo management systems
- overhead systems

- · front & rear fascia systems
- sealing systems
- exterior trim
- class A composite panels
- modular systems
- engineered glass
- structural components
- under hood & underbody components
- sheet molding compound material

- · electronic vision systems
- mirrors interior & exterior
- electrochromic (self diming) mirror glass
- · interior video mirror (reverse aid display)
- actuators
- door handles & overhead consoles

- door modules
- window systems
- power closure systems
- latching systems
- handle assemblies
- driver controls
- electronics

#### **GLOBAL FOOTPRINT**

- 15,100 employees
- 42 mfg/assy facilities
- 4 product development/ engineering/sales centers
- 29,575 employees\*\*
- 51 mfg/assy facilities\*
- 16 product development/ engineering/sales centers
- 29,575 employees\*\*
- 58 mfg/assy facilities\*
- 17 product development/ engineering/sales centers
- \*including Minority JV \*\*combined Exteriors & Interiors

- 9,050 employees
- 28 mfg/assy facilities
- 9 product development/ engineering/sales centers
- 5,225 employees
- 13 mfg/assy facilities\*
- 8 product development/ engineering/sales centers

\*including 1 In Progress faci

Note: Facility numbers include shared facilities.

<sup>\*</sup>including Minority JV facilities \*\*combined Exteriors & Interiors

## **Product Systems Overview**



**BODY & CHASSIS SYSTEMS** 

**VEHICLE ENGINEERING & CONTRACT MANUFACTURING** 

**ROOF** SYSTEMS POWERTRAIN SYSTEMS

**ELECTRONIC** SYSTEMS

**HYBRID & ELECTRIC** VEHICLES/SYSTEMS













#### **CAPABILITIES**

- body systems
- chassis systems
- technology, engineering & tooling systems
- renewable energy structures
- · vehicle development
- · engineering services
- vehicle production
- fuel tanks
- · components for fuel systems
- soft tops
- modular & textile folding roofs
- retractable hard tops
- driveline systems
- fluid pressure & controls
- metal-forming solutions
- engineering services & system integration
- driver assistance & safety
- intelligent power systems
- engine electronics & sensors
- · industrial products
- · body systems & HMI

- JV
- hybrid & electric vehicle systems & subsystems
- hybrid & electric vehicle modules & components
- capabilities & services

#### **GLOBAL FOOTPRINT**

- 23.950 employees
- 54 mfg/assy facilities\*
- 26 product development/ engineering/sales centers
- \*including Minority JVs & In Progress Facilities

- 8.775 employees
- 12 mfg/assy facilities\*
- 17 product development/ engineering/sales centers
- 1.450 employees
- 9 mfg/assy facilities\*
- 3 product development/ engineering/sales centers
- \*including 1 OEM Owned facility
- 10.775 employees
- 36 mfg/assy facilities
- 18 product development/ engineering/sales centers
- 1.350 employees
- 5 mfg/assy facilities
- 9 product development/ engineering/sales centers
- 600 employees
- 2 mfg/assy facility
- 6 product development engineering/sales centers



Note: Facility numbers include shared facilities.



# MAGNA





## **Magna Mirrors Overview**

Supplier Day November 9, 2011





#### **CAPABILITIES**

- interior mirrors
- exterior mirrors
- actuators
- electronic vision systems
- door handle systems

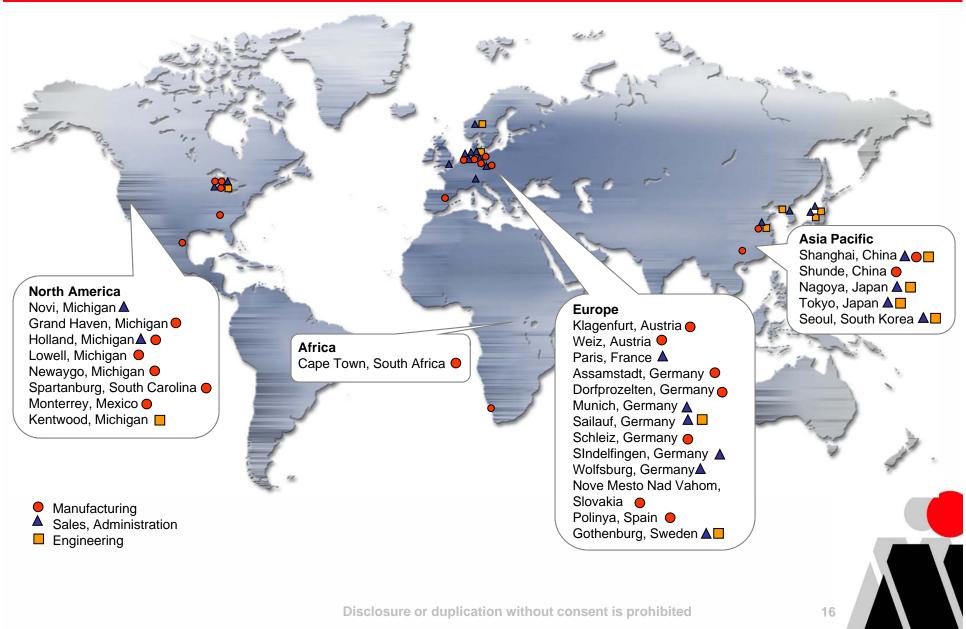
#### **GLOBAL FOOTPRINT**

- 6,100 employees
- 19 manufacturing/assembly facilities
- 12 product development/engineering/sales centers

## vision systems

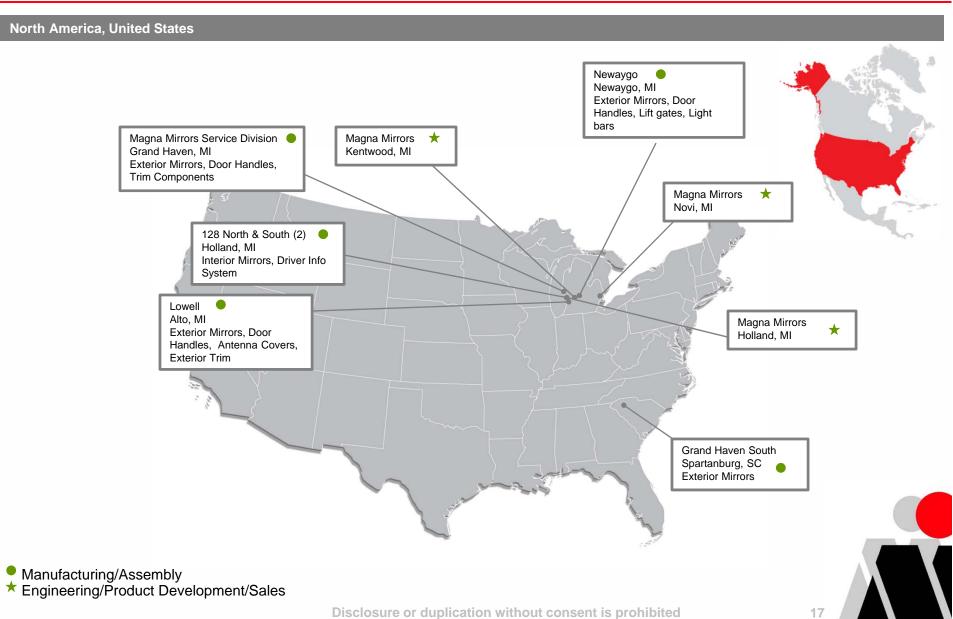
## **Global Locations**





## **Magna Mirrors in United States**





## **Magna Mirrors in Mexico**

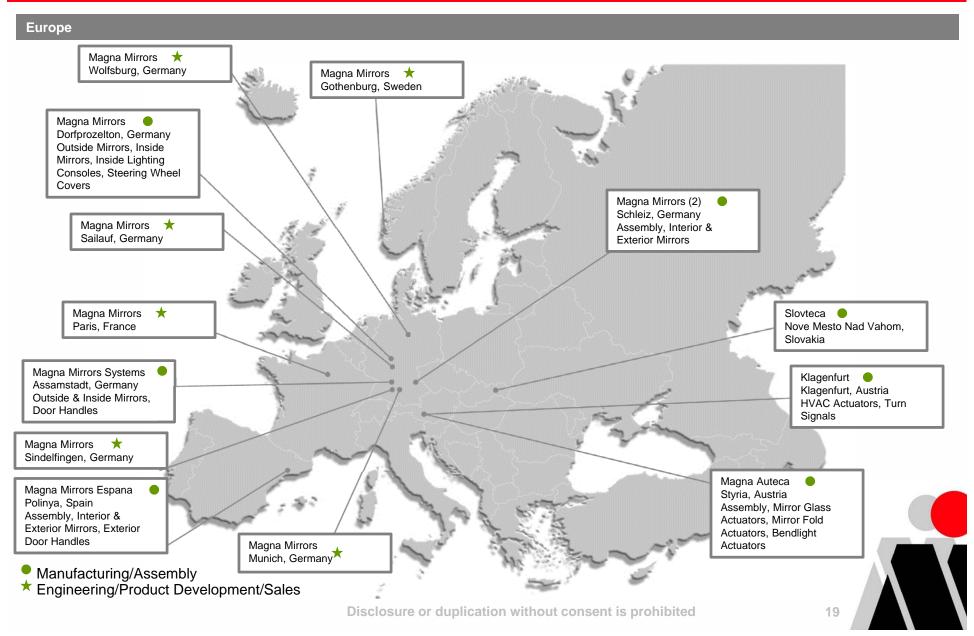


North America, Mexico



## **Magna Mirrors in Europe**

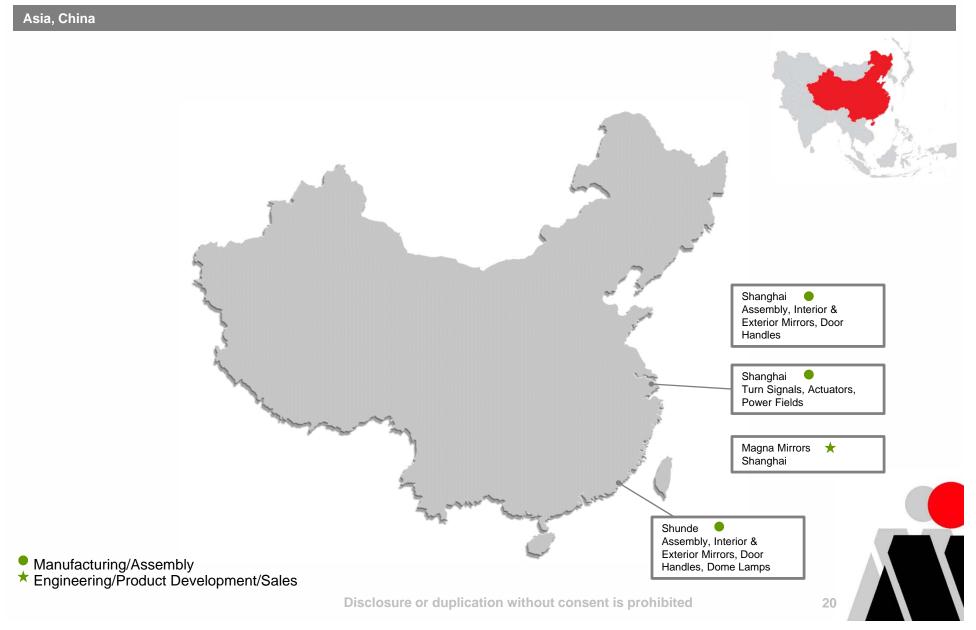




## **Magna Mirrors in China**

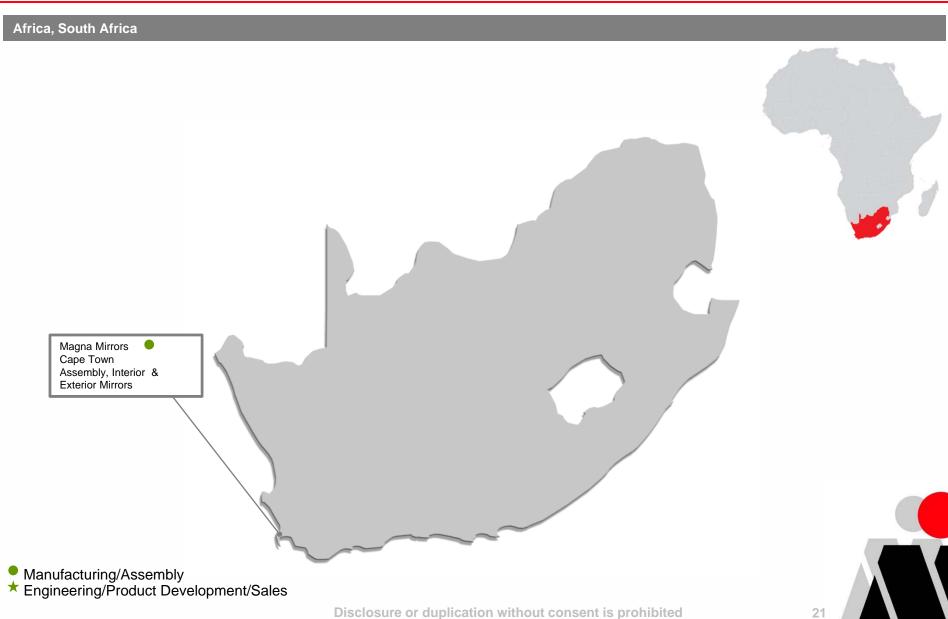


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## Magna Mirrors in South Africa





## **Product Expertise**



vision systems

#### INTERIOR MIRRORS



Features on our prismatic or electrochromic (EC) interior mirrors include compass and temperature, displays, bluetooth and hands free connectivity, navigation, electronic toll collect, and microphone

#### **EXTERIOR MIRRORS**



Features available include EC glass (auto-dimming), framed and frameless glass, turn signal lighting, integrated blind spot detection, power fold, power extend, ground illumination, and BlindZoneMirror™.

#### **ACTUATORS**



Products available for HVAC, power fold, power extend, exterior glass movement, and interior mirror adjustment.

#### **DOOR HANDLE TECHNOLOGIES**



Products include exterior and interior door handles, passive keyless entry, and integration of lighting.

#### **ELECTRONIC VISION SYSTEMS**



Products include ReversAid<sup>TM</sup>, VideoMirror<sup>TM</sup>, Side Blind Zone Assist, and Lane Change Assist.

## **Technologies – Interior Mirrors**







Compass/Temp/PSIR

**DOD™** Display



NaviMirror™

**Interior Mirror Technologies** 



**Telematics Interface** 





VideoMirror ™



**Voice Acquisition** 



## **Technologies – Exterior Mirrors**









**Auto Dimming (EC)** 

**Power Fold** 

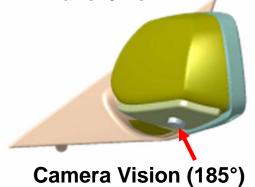
**BlindZoneMirror & Detection** 



**Exterior Mirror Technologies** 



**Trailer / Tow** 



**Turn Signals** 





## **Technologies – Door Handles**





Chrome on Die Cast or Plastic



**Interior Door Handles** 



**Gas-Assist Molded** 



**Pocket Lighting** 





**Logo Lighting** 



**Ground Illumination** 



Styling Innovation-Chrome Strip



**Passive Keyless Entry** 



## **Strong Customer Relationships**



































