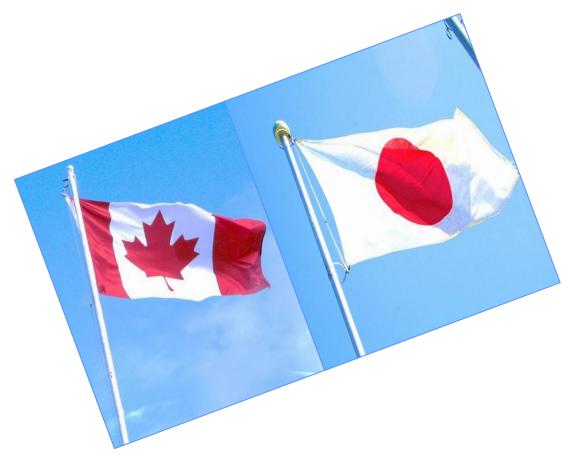


# **Beautiful Ride Under the Rising Sun**



JETRO:
Japan Business Seminar
TORONTO
March 3, 2015
Dr. Hamdy Khalil



### **Company Overview**

### **Private Canadian Company**

- Established in 1978
- Committed to World-Class Health,
   Safety and Environmental Performance
- Global Footprint, 68 Facilities in North & South America, Europe, Asia Pacific and China

#### **Five Main Product Functions**

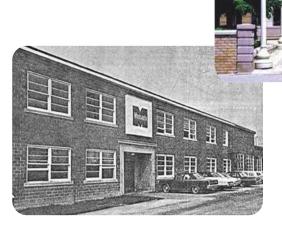
Products designed to deliver comfort, acoustics, energy management, structural and insulating capabilities

#### **Diverse Markets Served**

Automotive, Commercial and Recreational Vehicle Components, Assembly and Sequencing, Technical Foams, Building Products, Protective Packaging, Diversified Products and Laboratory Services

## **Supplier of Innovative Chemical Conversion Technologies**

Chemical research and development, product and process engineering, tooling, manufacturing, technical support, accredited laboratory testing, assembly and sequencing and just-in-time delivery



Corporate Headquarters Mississauga, Canada

Kipling Avenue Plant Woodbridge, Canada circa 1969

Mastering Science To Serve Our Customers

### **8 Business Sectors**



1. Light Passenger and Commercial Vehicle Components

seat cushioning, head restraints, armrests, bolsters, headliners, hood liners, occupant protection, acoustical foams, bumper absorbers and cargo management systems



#### **5. Building Products**

Insulated Concrete Forms (ICF) for residential and commercial new building construction and commercial sound wall systems



### 2. Recreational, Utility and Military Vehicle Components

complete seats, seat cushions, armrests, head restraints, bolsters, acoustical applications and cargo management systems



#### 6. Technical Foams

medical, sporting, packaging, gaskets, filters, sanding discs, personal care, diaper waist bands and automotive trims



#### 3. Diversified Products

bedding products, commercial foams and furniture foams



#### 7. Assembly and Supply Services

delivering total supply chain management and state of the art, contract assembly and sequencing



#### 4. Protective Packaging

One-way packaging, insulated containers, returnable dunnage, material handling totes



#### 8. Laboratory Services

accredited facilities offering polyurethane physical property testing



### **Innovation In All Aspects Of Our Business**

- Chemistry
- Product Design
- Manufacturing Processes
- Productivity Improvement
- Employee Creativity





Ontario Green Chemistry and Engineering Award





Mastering Science To Serve Our Customers™

## **Automotive Applications**

#### LIGHT PASSENGER & COMMERCIAL VEHICLE PRODUCTS & SERVICES

ComforTech Performance Seating Urethanes	Seat Cushioning Performance Urethane Seat Cushioning Products
Eightweight Seat Frame Technologies	Seat Frame Components Lightweight Structural Seat Frame Solutions
TrimTECH Interior Soft Trim Solutions	Interior Soft Trim  Head Restraints, Armrests, Door and IP Trim, FIP, Integral Skin, Cut and Sew
ENERFLEX Occupant Safety Components	Occupant Safety Components  EPP and Polyurethane Occupant Protection and Bumper Components
WhisperTech Acoustical Foam Technologies	Noise Vibration Harshness Solutions Hood Liners, Engine Bay Sound Absorbers and Barriers, Trunk Liners, Fillers
Cargo SMART Intelligent Storage Solutions	Cargo Management Components  EPP and Polyurethane Storage Bins, Tool Caddies, Load Floors
Stratas" Optimized Composite Solutions	Composite Sheet Foam Products Headliners, Package Shelves, Trunk Trim, Cover Stock Foams, Shell Forming
TechFOAM Specialty Engineered Technical Foams	Engineered Technical Foams Filters and Seals
SmartSource Assembly and Supply Technologies	Assembly and Supply Chain Services Total Supply Chain Management, Contract Assembly and Sequencing
RapidPRO* Advanced Product Development	Advanced Product Development Services Product Design, Prototyping and Tooling





WOODBRIDGE INOAC

Mastering Science To Serve Our Customers\*\*

## Sampling Of Our Customers

#### **NORTH AMERICA**

TIER 1

Faurecia

Guilford

**HOWA** 

HFI

IAC.

Insa

Irvin

Grupo Antolin

**Bloomington Seat** 

Dong Kwang/DKtech

ACH

#### **OEM**

Acura BMW Chrysler Daimler

Ford General Motors Honda

Mitsubishi Navistar

Renault/Nissan

Subaru Suzuki

Toyota

Volkswagen

SIA

#### JSP Lakeside Lear

Isringhausen

Johnson Controls

Magna Marwood M-TEK Magee Reiter

**NHK Seating** Rieter Automotive

Rivas Setex

Span America Swiftco

TACLE TISA

Tovota Boshoku **Trim Quest** 

TS TECH TS Trim

UTA Vutea Yorozu

#### SOUTH AMERICA

TIER 1

AutoLiv

Lear

MTA

TS TECH

Isringhausen

Johnson Controls

Toyota Boshoku

#### OEM **Bramont** Chevrolet Daimler Fiat

Ford **General Motors** 

Honda Hvundai Kia

Mazda Mitsubishi Peugeot PSA

> Renault/Nissan Tovota Volkswagen

Volvo Truck

#### **CHINA**

#### **OEM** TIER 1

Honda Wuhan Wan Hine Faurecia/GSK Wuhan NanJing Nissan Shanghi Flame Lamination TACHI-S/JCI Peugeot

TSTECH/ GSK Wuhan

### **AUSTRALIA**

#### **OEM**

Ford **GM** Holden Mitsubishi Toyota

TIER 1 Air International **Futuris Automotive** Toyota Boshoku

#### **EUROPE**

**OEM** Audi **BMW** Citroen Daimler Fiat Ford

**General Motors** Honda Hvundai

Jaguar Metrocab Renault/Nissan Opel

Peugeot PSA Renault SEAT

Suzuki Skoda Toyota

Vauxhall Volkswagen Volvo

#### **INDIA**

**OEM** TIER 1 Honda TS Tech

#### **JAPAN**

**OEM Ford** 

Honda

Mitsuhishi

Suzuki **Toyota** 

**THAILAND** 

Recaro SITECH **TACLE** Tovo Seat

TIER 1

Faurecia

Gestind

Isringhausen

**KAB Seating** 

**Kigass** 

Lear

Landers

Magna

Johnson Controls

IAC

TS TECH VW

### **OEM**

AutoAlliance

**General Motors** 

Honda

Isuzu

Renault/Nissan Thai Swedish

**Toyota** 

### TIER 1

Delta

**Faurecia** 

Fuji-Seat INADO

**JCAS** 

Marubishi

Recaro

Tachi-S

Toyota Boshoku

7

**Toyo Seat** 

TS-Tech

Toyota Boshoku

**TSI** 

TS TECH

TIER 1

Cagiva

Delta TR

**BKS** 

**GST** 

NHK

JSI



## **Japanese Customers**











































### SUCCESS TOOLS

- Mutual trust
- Uninhibited open innovation
- ELIMINATION OF THE "NIH" SYNDROME
- JOINT CREATION OF VALUE
- CREATION OF DIFFERENTIATED PRODUCTS
- Customer focus



## **OUTCOME**

SOCIETAL

**ENVIRONMENTAL** 

**ECONOMICAL** 

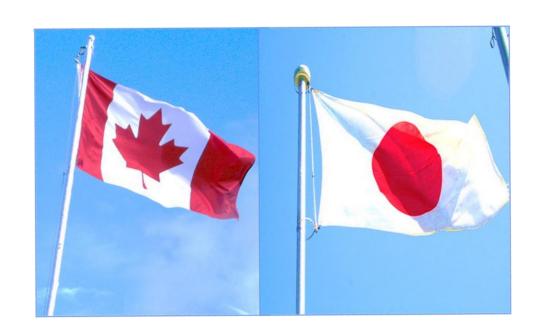


## **JETRO'S RIT PROGRAM**

- VERY ORGANIZED
- OPENS DOORS
  - > MITSUBISHI
  - >OKAYAMA PREFECTURE



# Domo arigato



Thank you