Linamar in North Carolina

October 18, 2017
Linamar in North Carolina

- Corporate Overview
- Decision Process – Why North Carolina
- Current Footprint
- Growth Plans
Key Facts

Ownership: Public (Listed on the TSX: LNR)
Founded: August 17, 1966
Headquarters: Guelph, Ontario, Canada
Manufacturing: 59 Facilities Worldwide
Key people:
▪ Frank Hasenfratz, Chairman of the Board
▪ Linda Hasenfratz, CEO
▪ Jim Jarrell, President and COO
▪ Dale Schneider, CFO
Employees: 24,500+
2016 Sales: $6.0 Billion (CAD)
Profile: Linamar Corporation is a world-class designer and diversified manufacturer of precision metallic powertrain components and systems for the automotive, industrial, off-highway and energy markets. Linamar’s Skyjack division is a leading global producer of mobile products to the aerial work platform industry.
Website: www.Linamar.com

Linda Hasenfratz, CEO
“We’ve just completed our 50th year in business! Our team is now over 24,500 strong. We continually search for the best, most lean and innovative ways to serve customers in diverse markets around the world.”
Key Products

CORE PURPOSE:
To do WHAT WE DO best better to the benefit of all stakeholders

ENGINE
TRANSMISSION
BODY
DRIVELINE

SKYJACK
Core Capabilities

MACHINING & ASSEMBLY
- CNC Expertise
- Complex Assemblies
- Advanced Automation & Robotics
- Hydroforming
- Heat Treatment

FORGING
- Hatebur High Speed Hot Horizontal Forging
- Conventional Vertical Forging
- Cold Forming
- Ring Rolling

LIGHT METAL CASTING
- Gravity & Low Pressure Aluminum Die Casting
- High Pressure Aluminum & Magnesium Die Casting

METAL FORMING
- Metal Forming
- Stamping
- Painting
- Robotic Welding

© Linamar Corporation
Global Presence

Manufacturing Facilities:
- Canada: 23 facilities
- France: 4 facilities
- Germany: 7 facilities
- Hungary: 4 facilities
- Bulgaria: 1 facility
- Spain: 1 facility
- Mexico: 5 facilities
- USA: 6 facilities
- India: 3 facilities
- China: 4 facilities

Certifications:
- 49 facilities with TS16949
- 13 facilities with ISO9001
- 51 facilities with ISO14001
- 41 facilities with OHSAS 18001
# Global Customer Base

## Light Vehicle

- Ford
- GM
- PSA Peugeot Citroën
- ZF
- TRW
- Audi
- Toyota
- Renault Nissan
- Denso
- NTN
- Iseki
- Hitachi
- Hino
- Jaguar
- Jaguar Land Rover
- Mazda
- Schaeffler
- Magna
- Getrag
- Magna Steyr
- VW
- BMW
- VW Commercial Vehicles
- Daimler
- BENTELER
- Elnagh
- Eaton
- NSK
- Espace
- Bürkert
- Koepfer
- DAEWOO

## Commercial Vehicle

- Allison Transmission
- Bosch
- Massive Power Systems
- Detroit Diesel
- Navistar
- AM General
- Dana
- Scania
- EMG
- Daimler
- Cummins
- Hino
- John Deere
- Deutz
- Grundfos
- Caterpillar
- Perkins
- John Deere
- MTU

## Off-Highway, Industrial & Energy

- United Rentals
- NES Rentals
- Sunbelt
- Hatz
- Sunstate
- H&H Equipment Services
- Blueline Rental
- Boele
- Nationwide Platforms
- CAT Rental Power
- Håkansson
- Krone
- Polaris
- AGCO
- SAME DEUTZ-FAHR
- Maserati
- Tractor
- Tyres & Parts
- Europart
- Eberspächer
- Bosch Heat Management
- GOMSLEYMASH
- AGT Racks
Historical Sales Growth
Decision Process – Why North Carolina?
Decision Process – Why North Carolina

3 key attributes for success:

- Skilled manufacturing workforce
  - Excellent university and community college system
  - Access to skilled, competitive cost, non-union workforce

- Favorable business climate
  - Competitive tax structure and business growth incentives
  - Excellent coordination of all entities led by economic development professionals

- Central location
  - Efficient interface highway system and airport access
  - Interstate highway system provides access to customers in Southeast and across country
  - Desirable place to live – attract and retain talent
Asheville

2011
Linamar North Carolina
Linamar North Carolina 1 – Mitchell

Key Facts
- Asheville, North Carolina, USA
- Founded: 2011
- Building Size: 172,000 sq. ft.
- Certifications:
  - OHSAS 18001 | ISO 14001 | ISO/TS 16949
- Products: Cylinder Blocks, Off Highway brake components

Process Expertise
- CNC Machining
  - Milling Large Castings

Key Customers
Linamar North Carolina 2 - Pisgah

Key Facts
- Asheville, North Carolina, USA
- Founded: 2015
- Building Size: 163,000 sq. ft.
- Certifications:
  - OHSAS 18001 | ISO 14001 | ISO/TS 16949
- Products: Transmission Gears

Process Expertise
- CNC Machining
  - Turning
  - Gear Hobbing
  - Spline Rolling
  - Gear Grinding
- Bore Honing
- Rotional Turning
- Vacuum Carborizing

Key Customers: ZF
Linamar Forging Carolinas

Wilson NC 1hr 20 Minutes East of Durham (80 Miles)

- Founded: 1969
- Building Size: 245,000 sq. ft.
- Certifications: ISO 9001 | ISO 14001 | ISO/TS 16949

| Management  | 7 |
| Salary      | 30 |
| Hourly      | 133 |
| Total Headcount | 170 |
Linamar Forgings Carolina

Key Facts
- Location: Wilson, North Carolina, USA
- Founded: 1969
- Building Size: 245,000 sq. ft.
- Certifications:
  - QS 9000/ISO 9002 | ISO 14001 | ISO/TS 16949
- Products: Wheel Spindles, Inner Rings, Transmission Gears

Process Expertise
- Hot Forging – Hatebur Presses
  - 1 HM 35
  - 1 AMP 50 XL
  - 1 AMP 70XL
- Rotary Forging (Nov 2017)
- Ring Rolling

CNC Machining
- Turning
- Milling
- Drilling
- Broaching

Key Customers
- NSK
- NTN
- Allison Transmission
- Koyo
- FAG
- Schaeffler Group
- Getrag
GF Linamar – Mills River, Henderson County

Ribbon Cutting Ceremony
October 5, 2017
Linamar’s Future in North Carolina
# Linamar in North Carolina

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<th>Investment to date ($M)</th>
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GF Linamar – Mills River, Henderson County

Video:
Linamar in North Carolina