



■ Electricfil, portrait of an international family-owned group

■ Electricfil philosophy

Companies nowadays have to be able to adapt rapidly to changes in the marketplace, such as new competitors, globalization, new standards, emerging countries, environmental issues etc.

Our group, established 70 years ago, is no exception. More than ever we have to focus on the values to which we owe our success and reputation to sustain our growth process and secure the future of Electricfil.

Electricfil forged its reputation as a specialist on its technical excellence and in particular its capacity to innovate, both real driving forces behind our company. That is what our customers expect of us and experience shows that we must match up to their demands. We have to assert our capacity to anticipate and be a true motivating force and partner for manufacturers and equipment manufacturers, setting the pace with regard to technical developments.

The range of technologies perfected over the years and the large number of patents filed are irrefutable proof of our capacity to innovate.

Our creativity is the fruit of our expertise, our ability to listen and react; we share with the manufacturers the new demands imposed by the market (pollution, consumption etc), detect new market trends (bio-fuel, hybrid fuel etc) and factor in the environments in which Electricfil Automotive's products and systems are integrated (increase in the amount of electronic equipment etc).

To better serve our customers, we make a point of being geographically present where they expect us to be (China, USA etc), thereby improving our reactivity. We forge powerful alliances to offer original design solutions for greater reliability and economy, and we constantly seek new ways of optimizing our products. Lastly, we optimize today's solutions and draw on our past experience to come up with the innovations of tomorrow.

Our ambition and expansion plans?

Pursue the human and industrial adventure while remaining faithful to our business model and developing it in the global context of today's company.

Preserve our necessary industrial capacity to further develop our innovative capacity while maintaining our focused development policy and sustaining a shared relationship and common ambitions with our customers.

To that end, we have made significant investments in recent years to make our offer more credible and boost our production capacity in order to have a true global platform. In parallel we have rationalized our processes, reorganized our work methods and teams and changed our approach to projects.

For this purpose, we will be opening a Research & Development technology centre "Technopole" in January 2007 to further bond our teams together and encourage creativity and the sharing of ideas.

Lastly, it is worth recalling the key values of our family-owned company, which has had 3 generations of managers and in which members of the Thollin family are currently involved in positions of managerial responsibility.

This family spirit has enabled us to forge a community of men and women fully committed to the success of the company, create tightly-knit teams, make long-term commitments, respect individuals and share a common ambition, that of making our group a key player in the "powertrain" operations.

Patrick THOLLIN,
President.

■ Electricfil solutions focused on automotive intelligence

Car equipment manufacturer, Electricfil Automotive is an international independent group that is family-run on a human scale and is creative, flexible and reactive. Electricfil Automotive designs, produces and markets electromagnetic and electronic equipment for the Powertrain for car and automotive equipment manufacturers' world-wide. The Powertrain business currently represents 90% of Electricfil Automotive's turnover.

Electricfil Automotive thus supplies the main functions enhancing engine performance, cutting fuel consumption and improving passenger comfort while at the same time cutting costs: engine management, ignition, injection, transmission, energy, passenger compartment, temperature etc.

Electricfil's solutions include sensors, actuators, detection systems, ignition coils with integrated leads, integrated ignition units and mecatronics modules and are recognised for their performance and reliability.

Furthermore, Bougicord, the aftermarket division of the Electricfil Group, offers a complete range of advanced solutions optimizing car performance: ignition systems, sensors for engine management, temperature and air conditioning sensors, wires & cables and components. Bougicord distributes both the entire range of genuine parts manufactured by the group and products specially developed for its own markets.

Electricfil Automotive thus has unequalled expertise in the field of engine performance optimization and an innovative capacity that places the group among the key top players in automotive electronics.

By way of example, Electricfil Automotive produces around 30 million sensors and has more than 25 ramp-up of new systems every year, and 150 million engine speed sensors designed and produced by Electricfil Automotive are currently on the road worldwide.

■ Electricfil in France and worldwide

Electricfil Automotive is based in France, at a site in Beynost covering a total area of 83 000 m². The company has a subsidiary, Electricfil Automotive Service, in the Haute Marne, which produces various families of products (sensors etc) as both genuine and spare parts.

In order to assist manufacturers throughout the world, Electricfil Automotive pursues an international expansion strategy based on the search for proximity and homogeneous quality. In addition to its commercial subsidiaries in Germany and Australia, Electricfil Automotive owns industrial subsidiaries in Turkey, the USA and China and also pursues a policy of alliances and skills transfer in high-potential countries.

This system means it can support its major customers wherever they are expanding by guaranteeing local supplies and uniform quality standards while at the same time becoming more competitive and ensuring secure channels of procurement. Apart from Europe and the USA, it also ensures global coverage from its production units in South Korea, Malaysia, South Africa, Bulgaria and Iran.

■ Electricfil Automotive fact sheet

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Website	www.electricfil.com
Created in	1936
President	Patrick Thollin
Turnover	150m in 2005 15% growth over the last 10 years
Workforce	1 300 worldwide
Industrial sites	5 (2 in France, 1 in Turkey, 1 in the States, 1 in China)
Sales offices	3 (Germany, USA, Australia)
Sensors	around 30 million sensors sold in 2005
Customers	Car manufacturers – groups: PSA, Ford, VAG, Fiat, Renault-Nissan, Hyundai Equipment manufacturers: Delphi Automotive, ZF, Bosch, Siemens...