

KOSTAL Kontakt Systeme, Inc.

## **Relocation Project**

Old Adams Road, Rochester Hills Marketplace

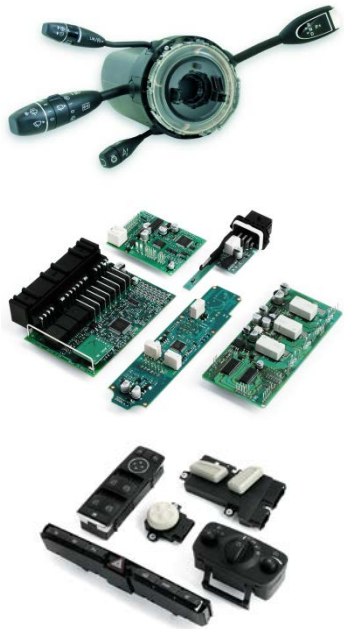
Holger Lettmann

President & CEO

# KOSTAL Group



**Leopold Kostal  
GmbH & Co. KG**



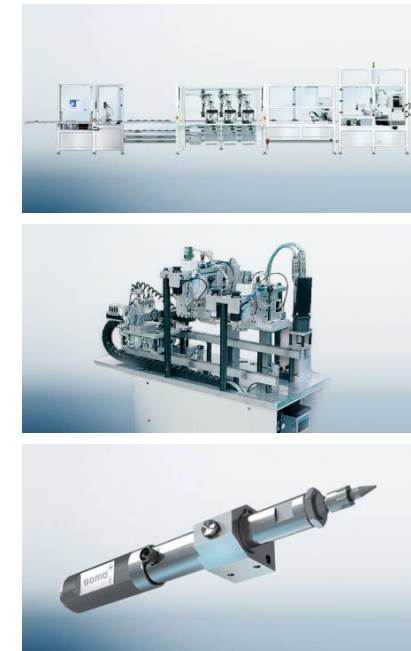
**Kontakt Systeme GmbH**



**Industrie Elektrik GmbH**



**SOMA GmbH**



[www.kostal.com](http://www.kostal.com)

**We offer to our customers a global performance combined with the flexibility and commitment of a family-run and owned medium-sized company.**



**Our commitment to performance is guaranteed by our name "Kostal".**



**The „KOSTAL DNA“: Our levelling rule against we are measured.**



- **Electrified powertrains**
  - **Average-BEV: ca.150 KW, 400V (400A / 95mm)**



- **Internal Combustion Engines**
  - **48V-Body Network for Mild-Hybrid-Vehicles**
  - **Complex gearboxes driving demand for gearbox connectors**

Electrification of Existing Functions	New Functions with high Energy Consumption	Electromobility	
<ul style="list-style-type: none"> <li>▶ Steering</li> <li>▶ Water Pump</li> <li>▶ Cooling Fan</li> <li>▶ Air Condition</li> <li>▶ ....</li> </ul>	<ul style="list-style-type: none"> <li>▶ Recuperation</li> <li>▶ Boost / Crawl</li> <li>▶ Chassis Control</li> <li>▶ Electric Brakes</li> <li>▶ Windshield Heating</li> <li>▶ Air Compressor</li> <li>▶ ....</li> </ul>	<ul style="list-style-type: none"> <li>▶ Mild Hybrid</li> <li>▶ HEV</li> <li>▶ PHEV</li> <li>▶ EV</li> </ul>	
	<b>12V</b>	<b>48V</b>	<b>HV</b>
	<b>X</b>		<b>X</b>
Conventional Electrical Architecture	<b>X</b>		
HEV, PHEV, EV	<b>X</b>		<b>X</b>
Conventional Electrical Architecture + 48V-Functions	<b>X</b>	<b>X</b>	
HEV, PHEV, EV + 48V-Functions	<b>X</b>	<b>X</b>	<b>X</b>

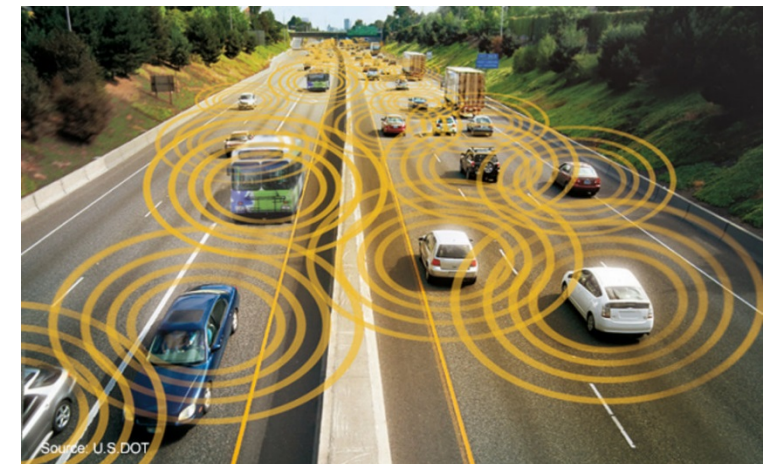
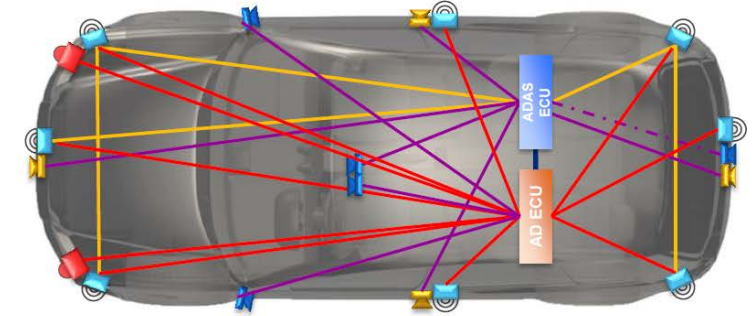
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- Additional components / bus systems in body network
- High data transfer rates / High Frequency
- Functional safety (data and power supply)
- FIT levels for connectors

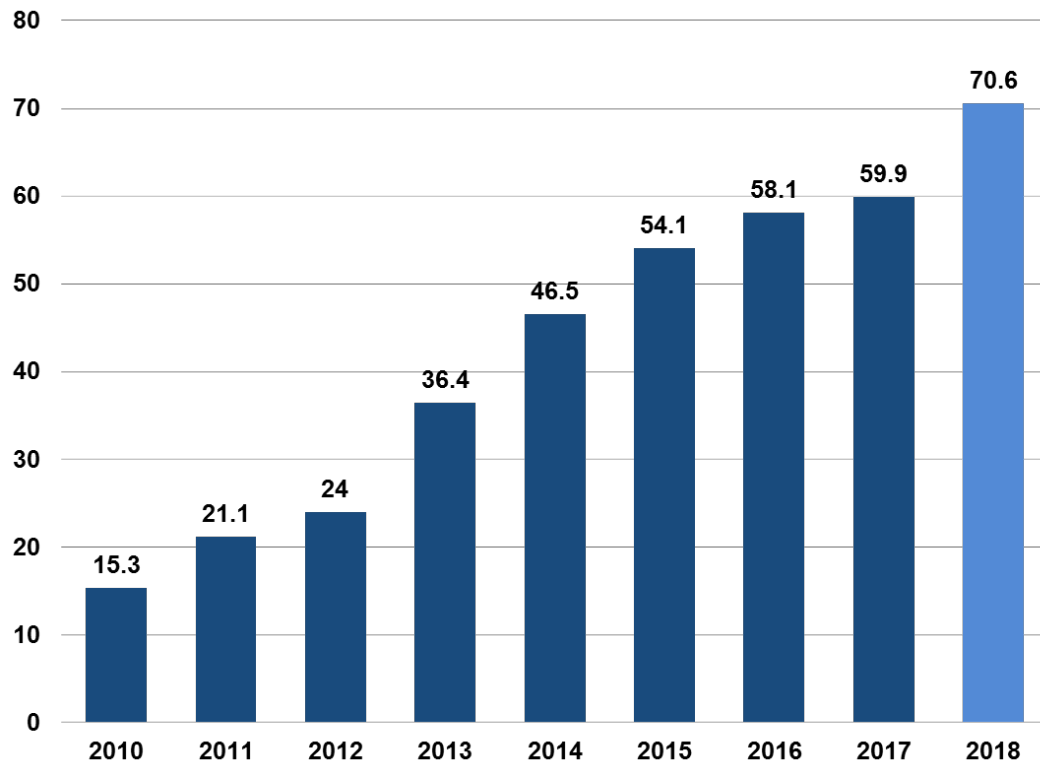


### TTA Rdrive platform:

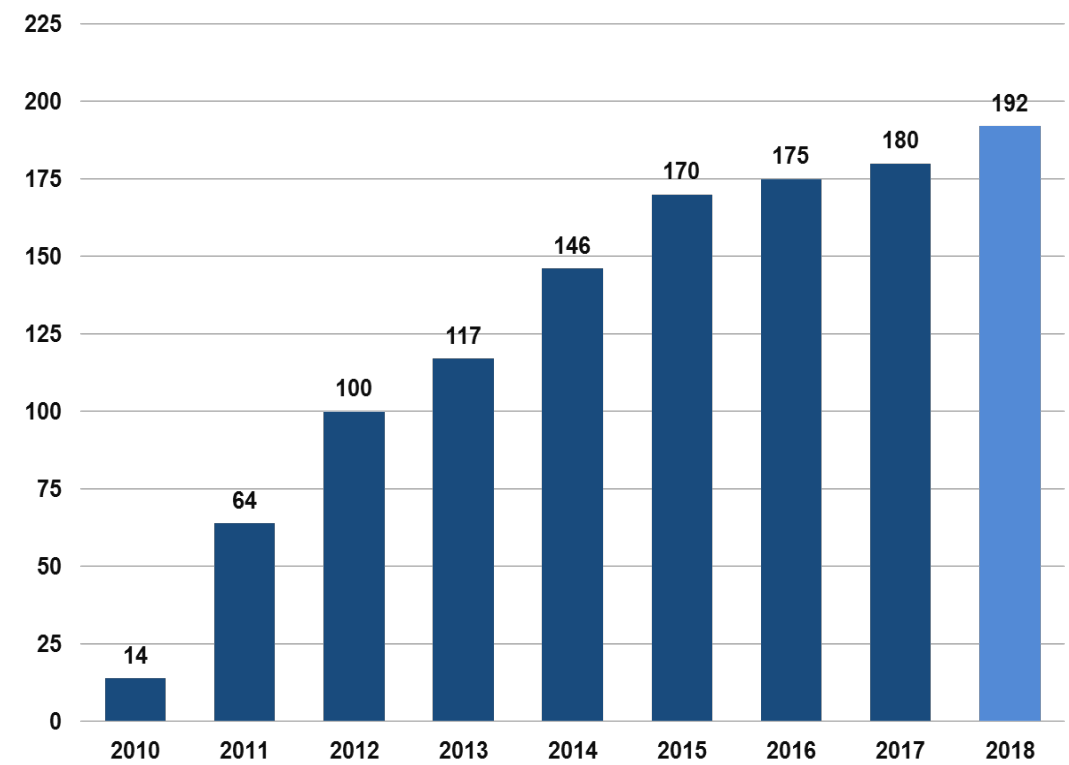
- 12 FAKRA connectors for cameras
- 2 HSD connectors for video output
- 1 connector for power and signal supply



## Sales Volume (Mio.\$)



## Number of Employees



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**Headquarters and the only location in the Americas**

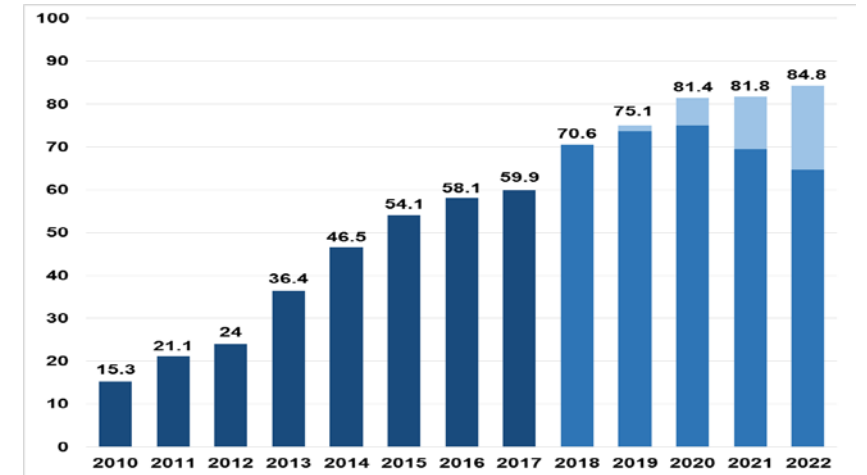
**Electrical connectors for the automotive industry**

**The company is self-sustained, consisting of all departments, such as: Product- / Process Engineering, Sales, Testing, Injection Molding, Metal Manufacturing, Automated and Manual Assembly, Logistics and all administrative functions.**

**Customer interfaces for the Sales & development activities are mainly in Metro Detroit, the production locations of our customers are mainly in Mexico and South America.**

**Operation runs mainly during day shift, with ca. 35-40 workers at late shift and also at night shift.**

**Shipping / Receiving (truck traffic) weekdays from 7.00 a.m. until 6.30 p.m..  
Currently ca. 9 trucks per day**



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The plan is to build the building in 3 stages on a lot of ca. 15 acres. An initial building with ca. 120,000 sq. ft. and two expansion stages to ca. 300,000 sq. ft.

**Scenario #1: Complete company stays in Oakland County.**

Different lots within a 15 min. radius around current location are currently under investigation.

- 1) Old Adams Road, Rochester Hills
- 2) Dutton Road, Auburn Hills
- 3) Featherstone Road, Auburn Hills

**Scenario #2: Keep Sales & Engineering in Oakland County and move Headquarters, Production, Logistics and all other departments to the south of the U.S., closer to our customers.**

- 1) Athens, Alabama

2017	2018				2019				2020				2021				2022
Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1
<b>Due Dilligence</b> - Environmental Analysis - Geotechnical Analysis - Reinforcement of Road - Truckwells West Side - 60' Building Height																	
Purchasing Agreemt signed	Closing of Purchase																
Purchase MDOT Parcel																	
	Building Layout Planning																
		Building Specification															
			Selection of Developer														
					Land Prep.												
					Construction Phase												
													Move incl. Revalidation		Buffer		
																	(Termination 2/28/22)

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# Key Figures

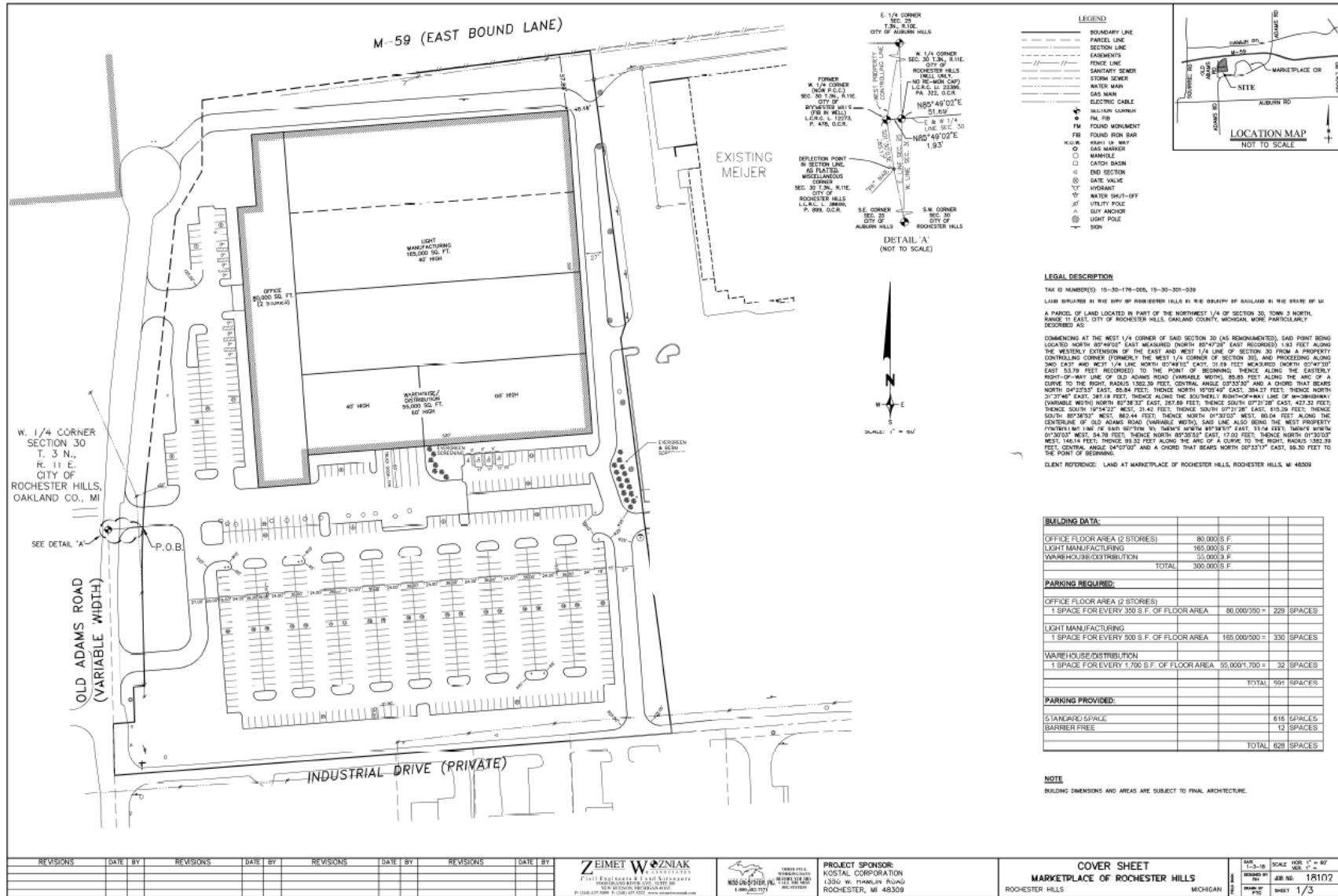


	2018	2019	2020	2021	2022	2023	2024	2025	2026	2027	2028	2029	2030	2031	2032
<b>Revenues [M \$]</b>	72			103						146					186
<b>Capital Expenditure [M \$]</b>	10.4	17.0	19.3	17.0	7.2	7.0	8.0	8.0	9.0	13.0	9.0	9.0	10	10	10
Employees in Production	104			114						154					197
Overhead	83			92						120					151
<b>Total Employees</b>	187			206						274					348
<b>Building [1000 sq. ft.]</b>	80			120						180					

**Current average wage / salary:  
\$57,800 per employee**

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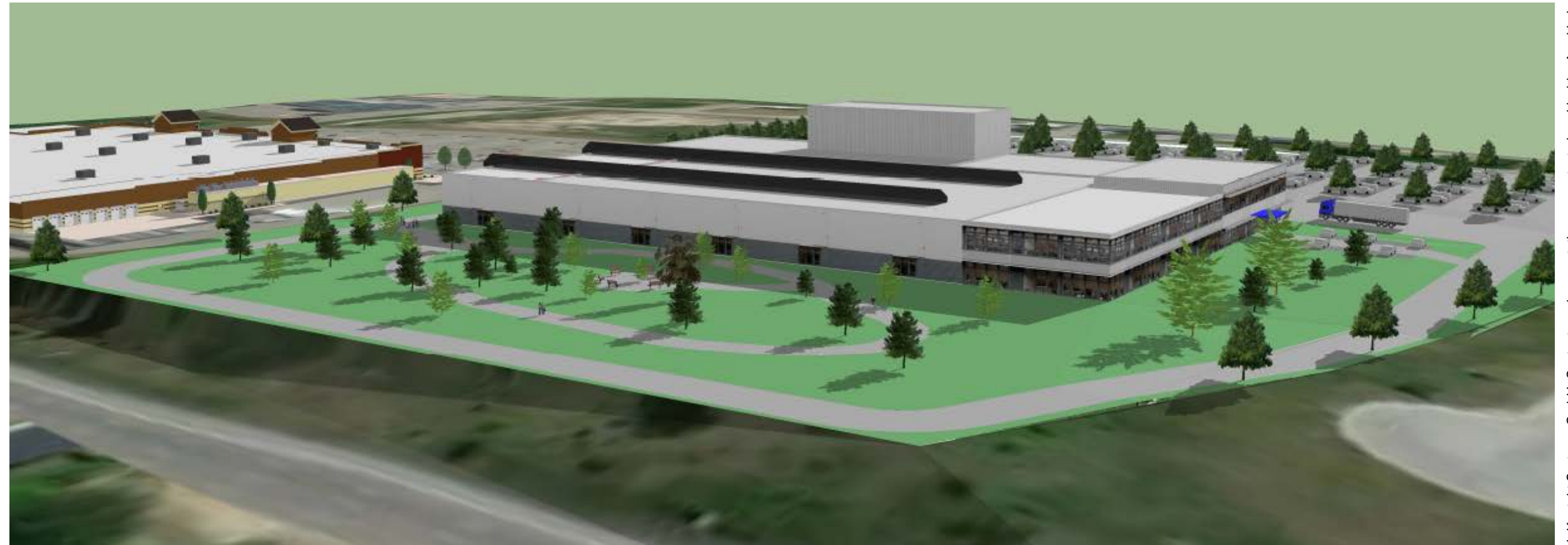


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Thank You from the KOSTAL Management Team !

KOSTAL



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