



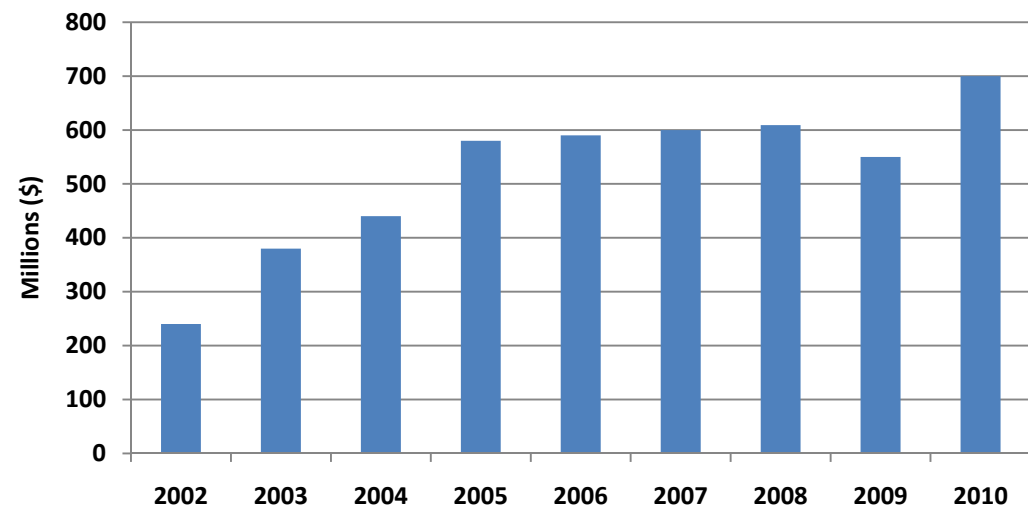
Your **A**ble, **F**lexible and **G**lobal EMS Partner



## AsteelFlash Group was created in 2008 through the merger of Asteel and Flash Electronics

- Head office in Paris - France
- Annual revenue:
  - 2008: \$ 609 M
  - 2009: \$ 550 M
  - 2010: \$ 680
  - 2011: 20% YOY growth
- 5,000+ Employees
- Total 1.3 M sq. ft.
- Assembler and Integrator of electronics systems

**AFG Annual Revenue in \$M**





**WORLDWIDE  
TIERS II EMS  
PLAYER**



**STRONG  
FINANCIAL  
POSITION**

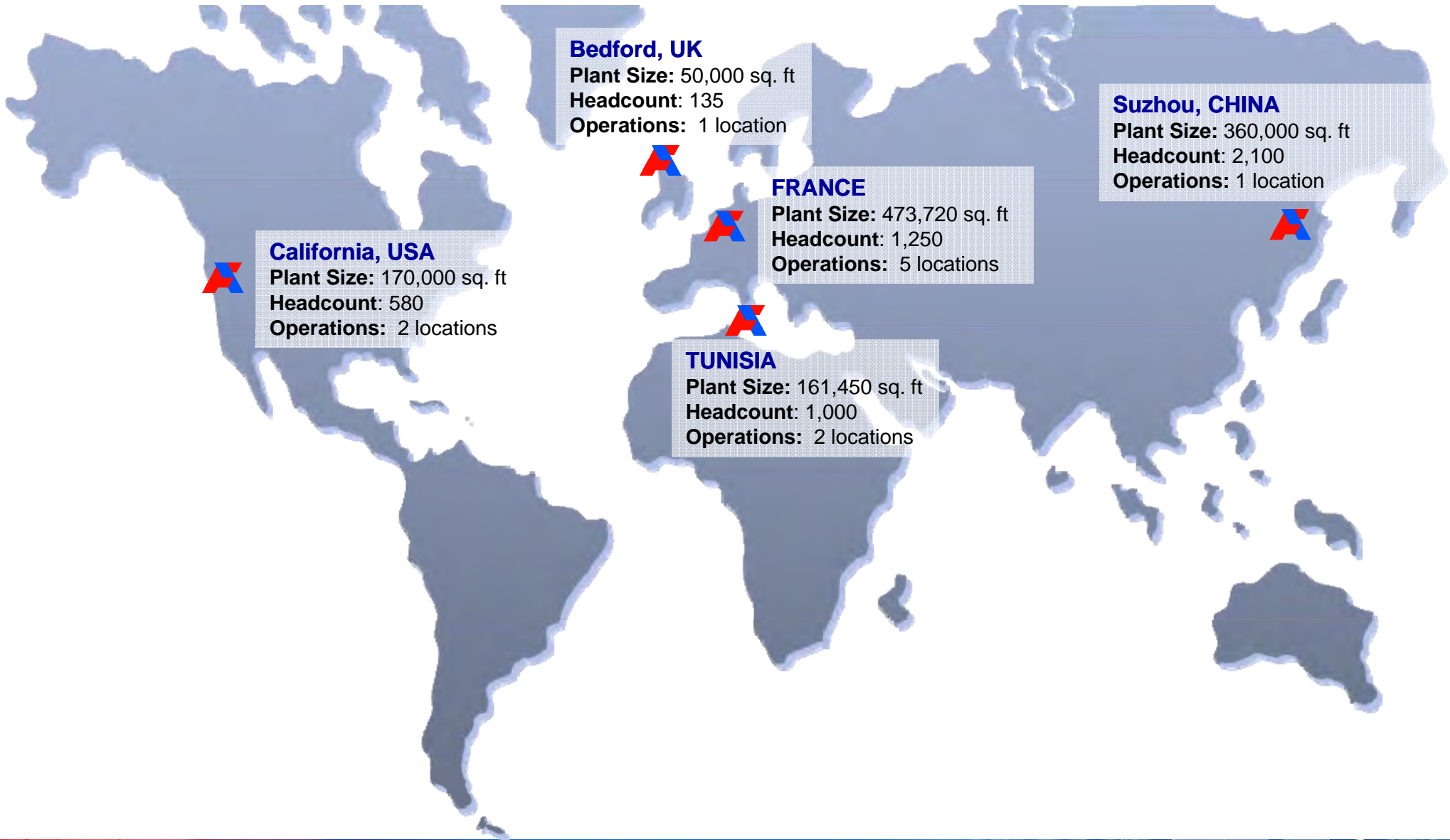


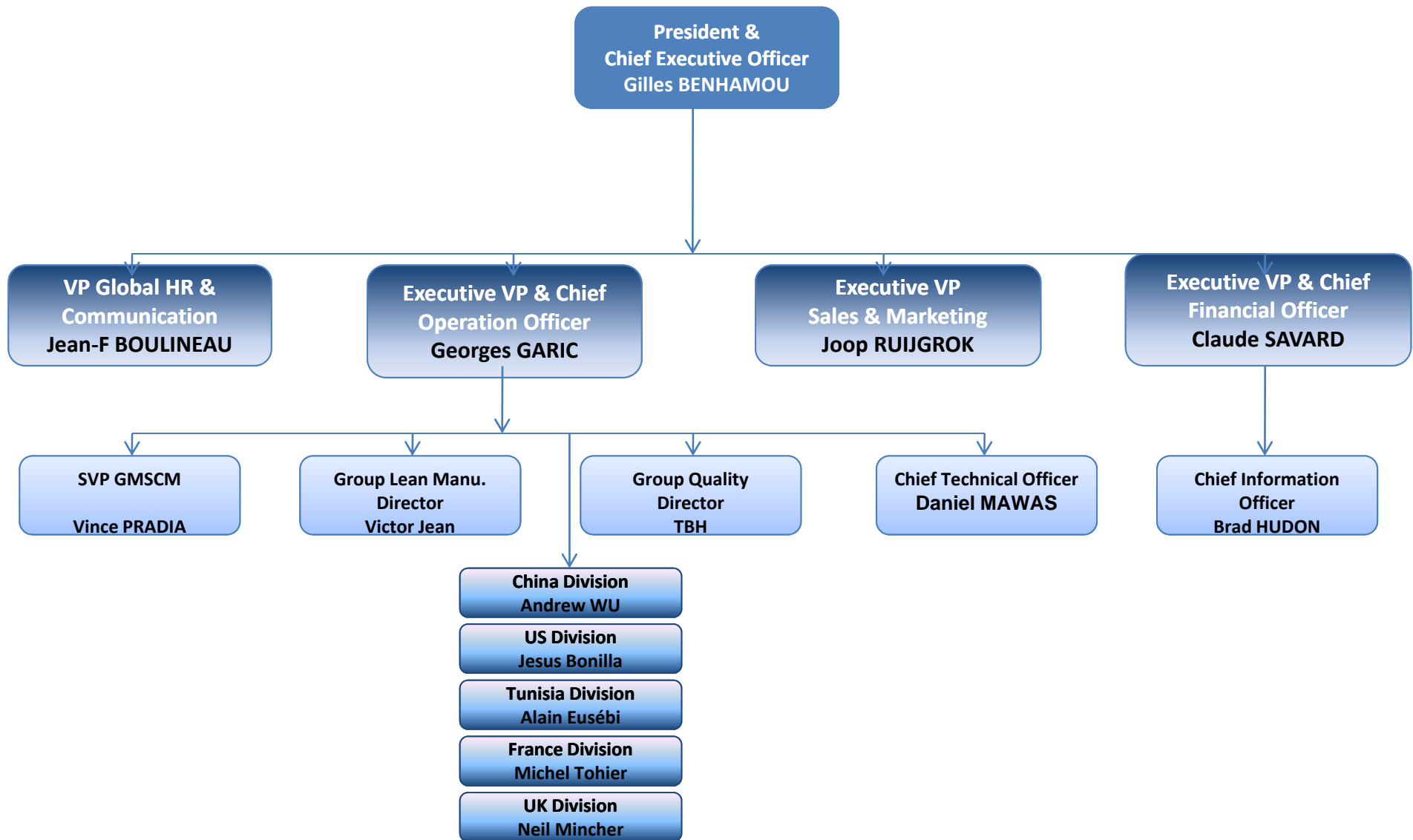
**HIGH MIX  
AND  
COMPLEX  
PRODUCTS**



**GLOBAL  
SUPPLY  
CHAIN  
MGMT**

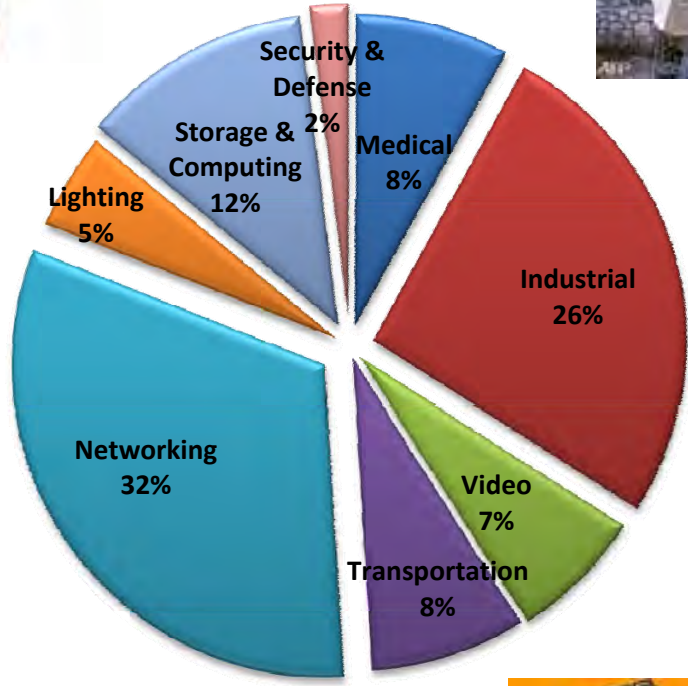






The collage features a variety of electronic products and components, including:

- White and yellow sensors and detectors.
- A blue handheld device with a screen and buttons.
- Memory cards and a silver device labeled 'SCENIC'.
- A high-speed train in motion.
- A white military-style vehicle.
- Computer mice and various circuit boards.
- An orange handheld device.
- A large, colorful LED display wall.
- A white public phone booth.
- A circular LED light fixture with red and blue lights.
- A server rack with multiple bays.
- A computer monitor and keyboard.
- A satellite dish antenna.
- A black office phone.
- A silver mobile phone.
- A public phone booth.
- Various mobile phone components and accessories.

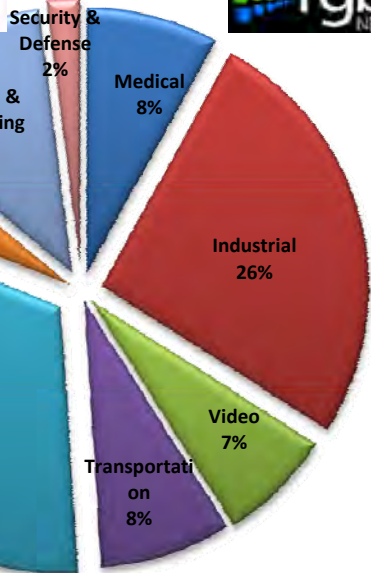


Your Able, Flexible and Global EMS Partner

Communications

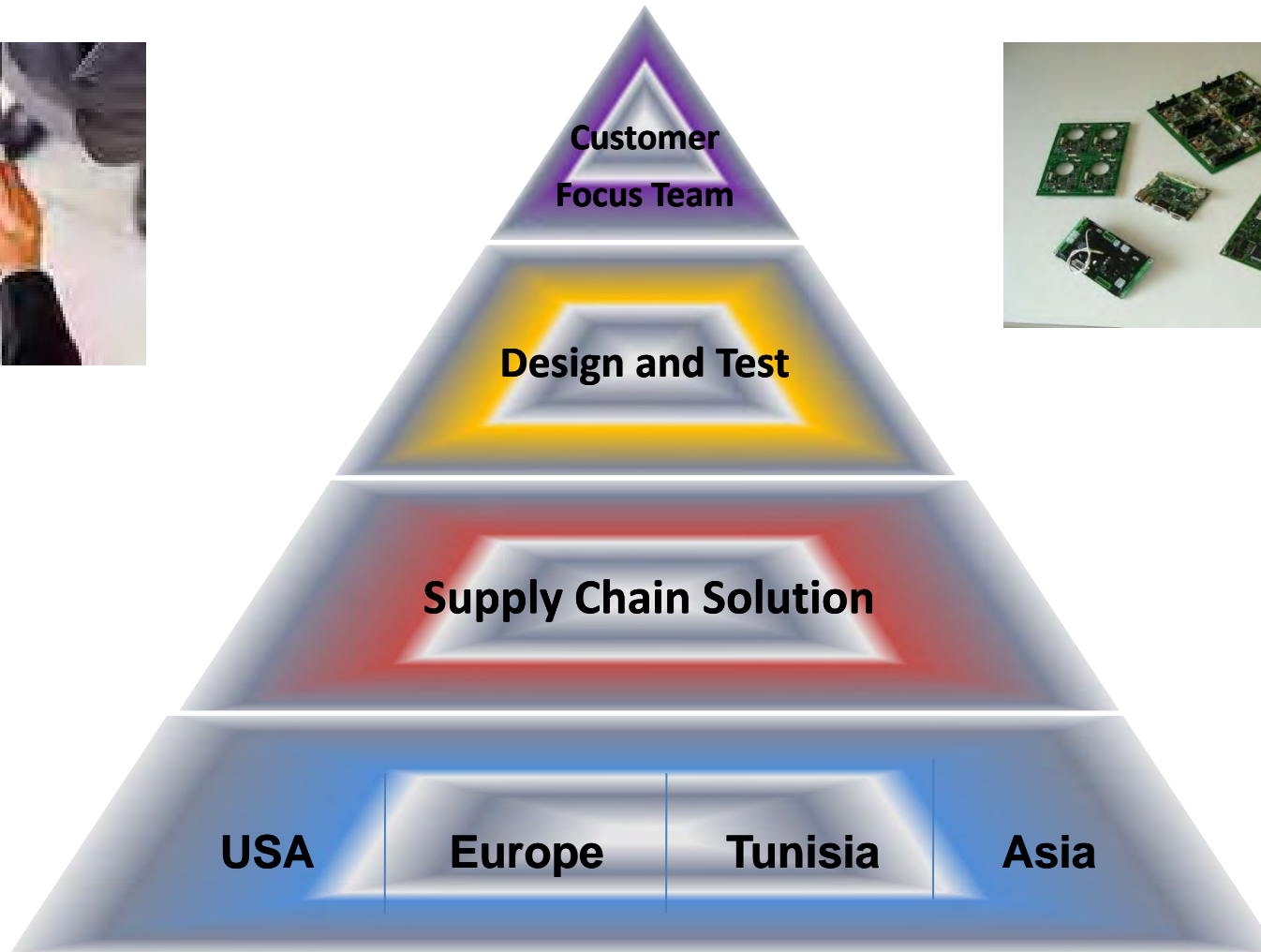


Transportation/  
Lighting



Industrial &  
Medical







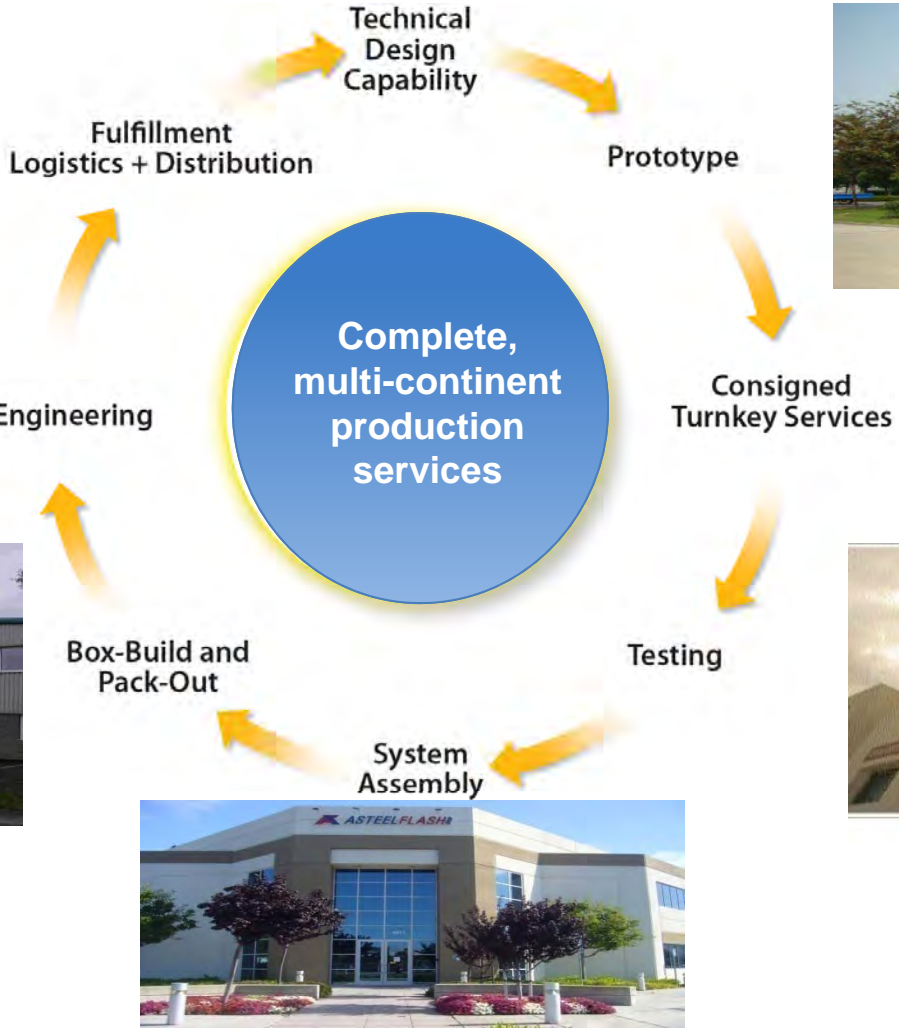
France



China



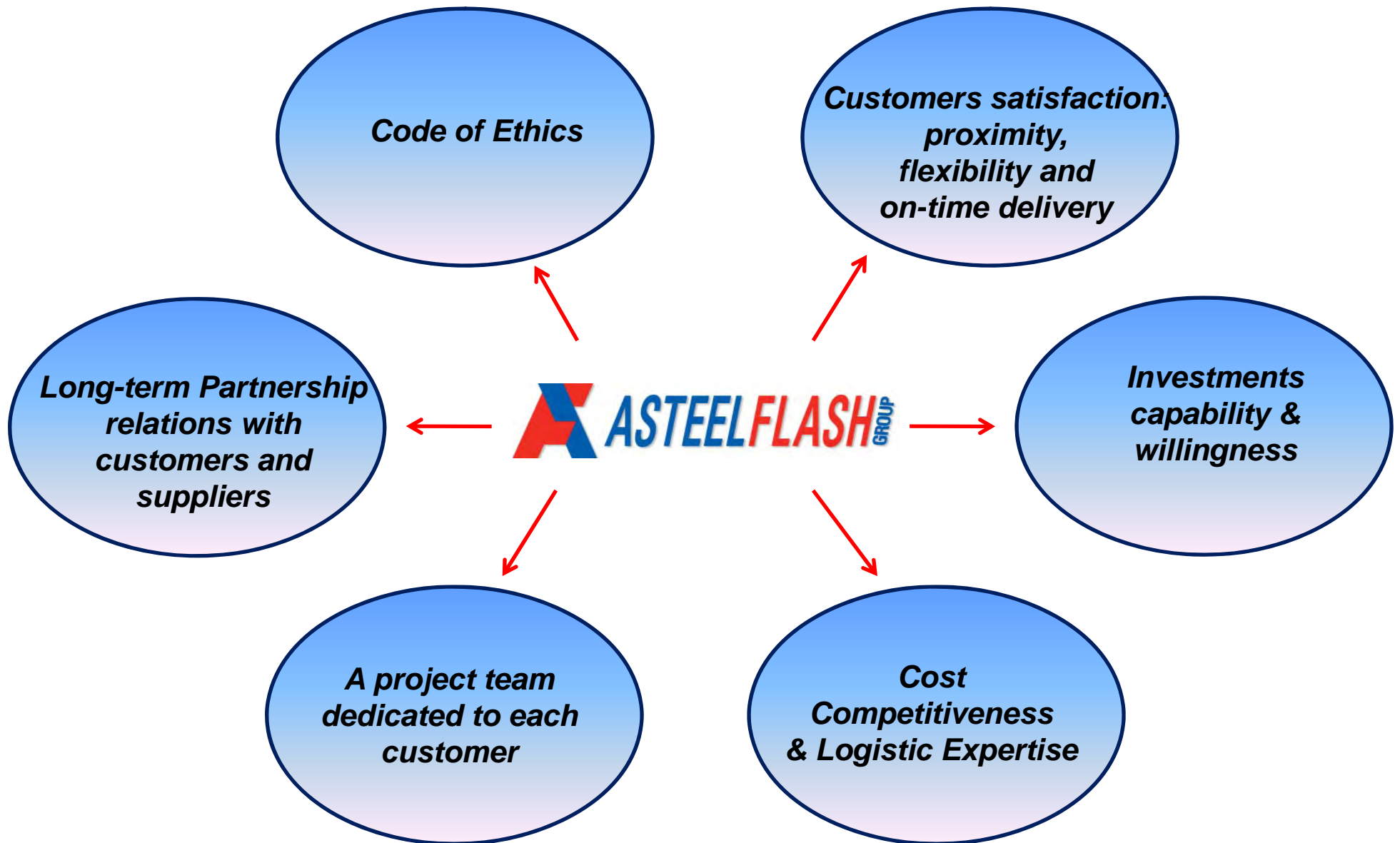
UK



USA



Tunisia



*In Design*

- Electronic, Software and Mechanical Designs
- Design For Manufacturing
- Design For Testing
- Qualifications



*In Technology*

- Cost Reduction and Optimization
- Industrialization
- Components Expertise





***In Electronics***

- Production capability of small, medium or large volumes in High mix applications
- Printed Circuit Board Assembly:
  - PTH automatic insertion,
  - Axial, radial and DIP /
  - Double Reflow, SMT, BGA & Shielding Assembly
  - BGA Repair
- Combined Testing Solution (AOI, ICT, X-Ray, JTAG, Functional)
- Low Cost Model in Asia or Tunisia



***In Products Integration***

- Plastic Injection,/Decoration Expertise
- Sourcing of Mechanical Parts in Low Cost Region
- Mechanical assembly competency for complete integration of Products

***In Equipment Capability***

**FUJI NXT, XPF, CP6, QP1 (Europe)**

**PTH – Automatic Insertion (Axial, Radial and DILs) (Europe)**

**Coating lines (Europe)**

**Screen Printer**

Dek265GS/Dek265GSX/Dek265Infinity (Europe/USA / China)  
Dek 265GS/Dek Horizon 03i (China)



Dek265 Screen Printer

**Chip Shooter**

Fuji FCP6 series/Fuji FCP7 series (USA / China)  
Fuji FCP8 series (China)  
Fuji XP143E (China)  
Fuji QP1, CP6, XPF (Europe)



Fuji XPF



Fuji XP143

**Chip Placer**

Fuji QP-341E/Fuji FIP-3/Fuji XP243E(USA)  
Fuji FIP-2/FIP-3/Fuji XP243/Fuji XPF(China)  
Fuji NXT, XPF, QP2, IP3 (Europe)



Fuji QP341E



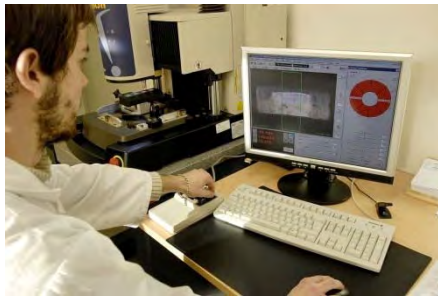
NXT

**Reflow Oven**

Conceptronics HVN-HT convection reflow oven series:  
HVN-HT120/HVN-HT155(USA)  
Conceptronics Profile 117 convection reflow oven series:  
Profile 117TM/Profile XPM3/Profile HVA-HT120/HVN-HT155(China)



*In Testing*



### + Flying Probe

- Fixtureless Tester
- Takaya APT-8400CJ (USA/Europe)
- MDA SRC6001 (China)

### + In-Circuit Test

- Agilent (HP) - 3070 Series III (USA / China/Europe)
- GenRad 2286E (USA/ Europe)
- Teradyne (China/ Europe)
- XingHE MDA (China)

### + Agilent 5DX Series III / Teradyne X-Station MX (USA / China)

### + AOI (Automated Optical Inspection)

- TRI 7100 EPL (USA / China)
- Orbotech Trion-2340 (USA / China)
- (Europe)

### + RF Test

- Full range of test & debug



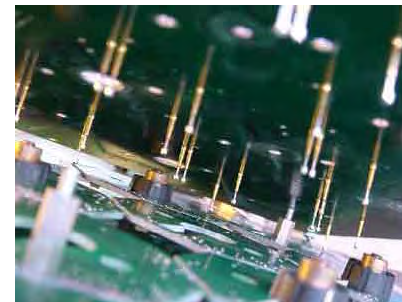
### + Burn-in

Static Burn-in Chamber = 40°C to 50° C with or without test, power cycling, Ambient Burn-in, constant temperature with power

+ ESS (USA / China / Europe) Temperature and power cycling - 40°C to +60° C

+ Hi-Pot Test (USA / China)

+ Functional Test (USA / China / Europe) Consigned, Development through partner channels



***In Process***

### Visual Management / Complexity Reduction

- **Flag System**  
To identify the next kit status of each SMT line on real time basis
- **Continuous Flow Manufacturing**  
To improve quality & productivity by streamlining entire manufacturing process through Kanban square application
- **Product Grouping**  
To minimize change-over frequency and losses
- **All-In-One Schedule Board**  
To eliminate un-scheduled line-down situation



Flag System



Kanban Square



Product Grouping



All-In-One Schedule Board



# GLOBAL SUPPLY CHAIN OVERVIEW





**Vince Pradia**  
Corporate SVP  
Supply Chain Management  
AsteelFlash Group

**Georges Garic**  
Chief Operating Officer (COO)  
AsteelFlash Group

**AMERICAS**  
Daniel Lee  
Fremont/CA

**ASIA PACIFIC**  
John Yu  
Suzhou/China

**EMEA**  
Bruno Paul  
France (5sites)  
Bedford/UK  
Tunisia/N. Africa

**GLOBAL**  
Tim Patrick  
Systems  
Tools  
Programs  
Contracts  
Distribution



**RFQ**

**Commodity Management**

**Procurement Execution**

**Materials Management**

**Logistics**

**FACTORIES**

GMSCM Customer Focus Teams (CFT)

AM

Ops

BD

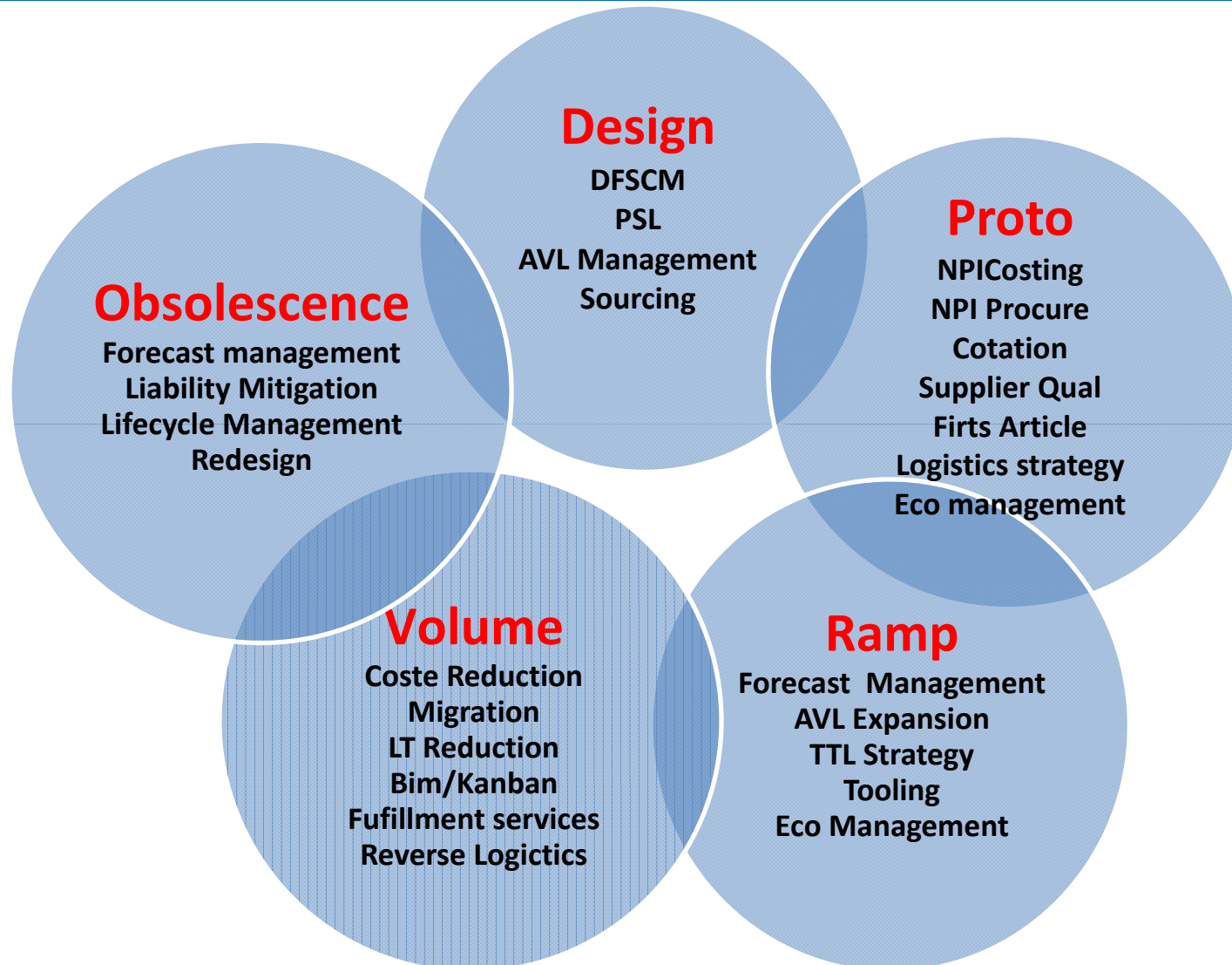
PM

**GMSCM Platform**

**Limitless Scale. Repeatable Execution.**



To create an organization with limitless scale managed by a system that leads, drives, and supports repeatable (flawless) execution



**GMSCM = Execution**

### Worldwide manufacturing operations & Supply Chain Management

Ability to get the right product to the right place, right time, right cost

Customer Supply Chain Optimization: through Strategy & Design

Speed, agility and flexibility

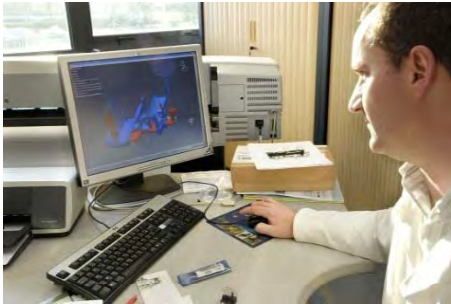
Costs reductions

Global logistics services and turnkey supply chain solutions

Warehousing/inventory quality management

Implementation of quality partnerships with our suppliers

Supplier quality management



### Value Add and Differentiator:

- Flexibility through reduced lead-time
- Quality assurance
- Best Practices
- Scalable and Repeatable
- Leveraged Pricing



The system that enables **AFG** to leverage our competitive **GMSCM** advantages, scalable, repeatable focused on achieving speed, improve execution and reduce bureaucracy globally



**THANK YOU**

