Press Kit
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Setting the standard for connectors

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CONTENTS

- Key facts and figures

- A global connector manufacturer
  - What is a connector?
  - FCI manufacturing and R&D footprint
  - The FCI story
  - FCI Corporate organizational chart

- A word class player in key markets
  - An extremely competitive market place
  - Three major market segments – three FCI divisions

- Strong customer recognition
  - Awards

- An inventive company
  - Inventive services

2009 key facts and figures

Main business	Connectors
Markets	Electronics, Microconnections, Motorized Vehicles
Established	1988
Incorporated in	France
Headquarters	Versailles, near Paris
Global reach	30 countries in Europe, the Americas and Asia
Revenue	€ 935 Million in sales in 2009
Employees	12,000
Manufacturing sites	22 in all: 7 in Europe, 4 in the Americas, 11 in Asia Pacific
R&D Centers	14
Number of patents	3,000
CEO	Pierre Vareille
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A global connector manufacturer

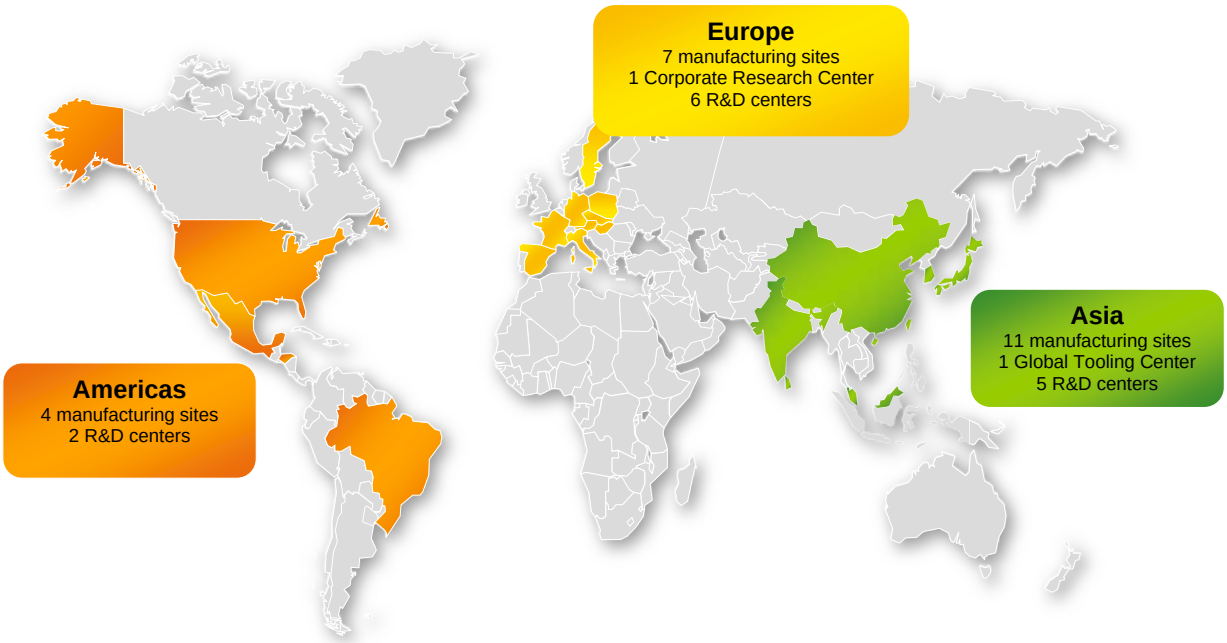
With 12,000 employees in 30 countries and sales of 935 million euros in 2009, FCI is a leading manufacturer of connectors for various markets such as automotive, telecommunications infrastructure, consumer and industrial electronics.

What is a Connector?

A “connector” transmits electrical power and/or electronic signals between two devices. It provides the vital link between electrical components with speed, efficiency and reliability.

FCI manufacturing and R&D footprint

22 manufacturing sites, 13 R&D centers, 1 Corporate Research Center and 1 Global Tooling Center



The FCI Story

FCI was established **in 1988** by Framatome as a diversification outside the nuclear field. Some 20 acquisitions and 20 years later, FCI has become **one of the largest connector manufacturers.** FCI is the first and only European connector manufacturer among the 10 global “connecticians”.

In November 2005, FCI was acquired by **Bain Capital**, a private investment fund. Bain Capital has had significant investment experience in nearly 75 industrial and technology companies worldwide, including companies in the automotive and telecommunications components sectors, making them a valuable partner for FCI in terms of financial strength, international presence and commitment to business development.

FCI organizational chart

A world class player in key markets

An extremely competitive market place

FCI is active in a high-precision industry involving the design and manufacture of electronic connectors, sockets for integrated circuits and micro-flex circuits.

The connector industry covers a multitude of products and solutions ranging from the most basic to the most complex, like smart connectors, high-density connectors for information technology applications and high-reliability connectors for airbags.

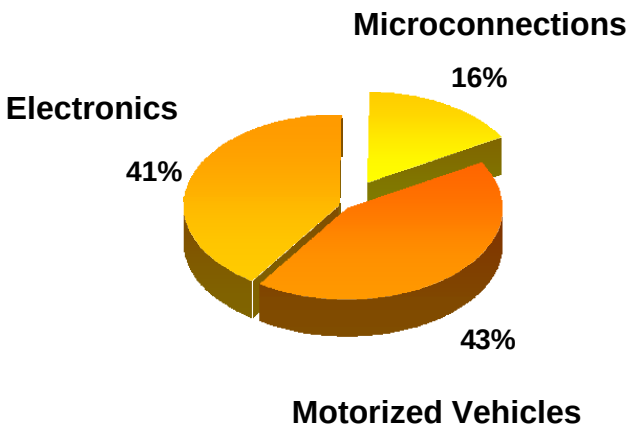
It is also a highly competitive field, with some 1,200 companies active in the connectors market. However, only a dozen of them have industrial and commercial influence of global proportions, in terms of both volume and technology: in fact, the Top 10 “connecticians” share approximately 55% of the market.

Three major markets segments – three FCI divisions

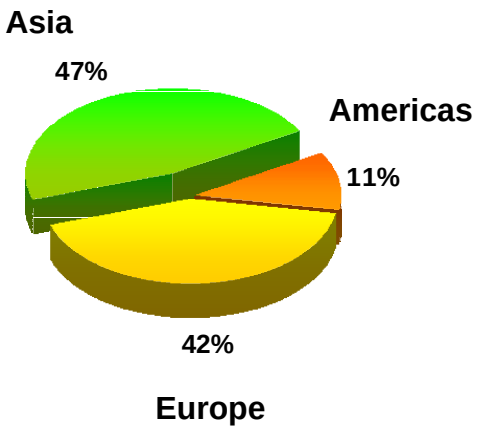
With sales revenue of 935 Million euro in 2009, FCI covers three major market segments around the world:

- **Electronics** - Innovative high-speed and miniaturized connectors to bring cost-effective electronic equipment and devices to the market.
- **Microconnections** - Micro circuitry on flexible films for smart card applications and consumer peripherals, antennas and tags for RFID applications.
- **Motorized Vehicles** - Connectors for engines, cockpits, car interiors, harness sectioning, safety applications, electronic control units (ECU), on-board electronics and multimedia as well as High Power connectors and charge plugs for Electrical Vehicles and Hybrid Electrical Vehicles. These products also have applications in the non-automotive transportation market.

FCI sales revenue by division

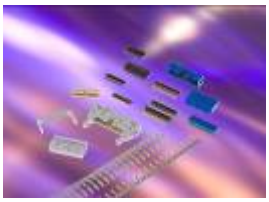
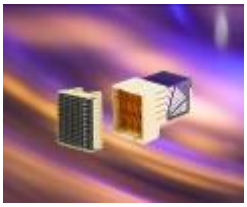


FCI sales revenue by region



ELECTRONICS

Products

FCI's technology leadership is demonstrated by products such as the AirMax VS® high-speed connector system, the first shieldless high-speed connector system, the MEG-Array® high-speed mezzanine board-stacking connector, the first connectors developed for BGA (Bowl Grid Array) termination, and the PwrBlade® connector system, which introduced stamped-and-formed power contacts as a cost-effective alternative to machine-screwed contacts for power delivery.

Markets and applications

Through its Electronics division, FCI connectors and cable assemblies are used in a broad range of electronic equipment and devices in these main markets:

- **Communications**: switches, routers, transmission equipment, access equipment, wireless base stations and infrastructure, enterprise equipment.
- **Data**: servers, external storage systems, mobile and desktop computers, hard disk drives and computer peripherals.
- **Consumer**: mobile phones, PDAs, audio/video players and recorders, plasma and LCD televisions, digital cameras, car multimedia devices (CMD) and infotainment systems.
- **Instrumentation, Industrial and Medical**: industrial process control, point-of-sale terminals and inventory control equipment, analytical and diagnostic medical electronics, patient monitors, imaging, test and measurement, and security equipment.

Inventive Services

While FCI is continuously improving its existing and new product lines to offer advancements that no other supplier can, the company recognizes that many of its customers continue to specify proven, standardized products. While customers seek new and better technology for new designs, there will always be demand for standard solutions that can be procured with ease.
FCI's web-based service programs - including with easy product selectors, 3D-models, electrical models, customer drawing and product training videos - make it simple and convenient for all customers around the world to keep the FCI components on which they rely within easy reach. Superior service and support are key to FCI's customer relationships. To discover our product mini-sites, visit www.fciconnect.com.

MICROCONNECTIONS

FCI's Microconnections division is the world's leading supplier of flexible printed circuits for contact smart card applications with sales up to 154 million euros in 2009. FCI Microconnections is one of the major suppliers for smart cards applications (telecommunications, banking…), RFID applications (data storage, asset tracking, smart security) and some consumer applications (inkjet cartridge modules).

The Microconnections division is setting the standard in RFID antennas and Dual Interface modules, tags and inkjet cartridge FPC.

Markets, products and applications

FCI's Microconnections division is a preferred supplier on the following markets:

- **Smart security*:***
  - ***Single-sided Contact***
    - Mobile phone SIM cards
    - Credit cards
    - Pay-TV, loyalty cards, health cards…
  - ***Double-sided Contact***
    - Credit card
    - Mass transit
    - Mobile payment
  - ***Contactless modules, ISO antennas and inlays***
    - ID cards
    - Mass transit, entertainment ticketing, couponing
  - ***NFC (Near Field Communication) tags and antennas***
    - Mobiles phones
    - 'Smart posters'
- **Asset tracking:**
  - **HF and UHF RFID tags**
    - Library and archive management

        - Industrial applications, fight against counterfeiting
        - Logistics
        - Cosmetic and pharmaceutical products

- **Consumer:**
    - ***Inkjet cartridge modules***
    - ***High Capacity Memory Modules (HCMM)***
        - Memory cards for digital cameras
        - Memory cards for multimedia mobile phones (HC SIM)
    - ***LTO (Linear Tape Open) antennas***
        - Data storage
    - ***Sensors***
        - Medical applications
        - Transports

Capabilities

FCI's Microconnections division supports a continuous reel to reel process for high volume production, delivering several billion parts annually and both single and double-sided products.

In addition, the FCI Microconnections division draws on leading-edge technology such as advanced plating, laser drilling capabilities, adhesive formulation and manufacturing, Automated Optical Inspection (AOI) and halogen-free high Tg epoxy glass laminate, polyimide, PET and PVC substrates.

Services

FCI Microconnections division's strength lies in its 20 years of continuous reel to reel process experience on multiple substrates. The division also integrates the full process from antenna design to Flip Chip packaging and can handle converting as an additional service at the customer's request.

A dedicated development team supports specific customized applications, from customer specifications to simulation, prototyping and measurements.

FCI Microconnections division's services apply to multiple technologies:

- Specialized harsh environments and miniaturized applications
- High-end products with high level requirements
- Temperature resistance
- Long service life
- Unique mechanical properties

MOTORIZED VEHICLES

The Motorized Vehicles division offers a complete range of reliable, cost effective and innovative solutions for motorized vehicle applications. The division provides interconnect systems for electrical harness, interior and car body equipments, exterior lighting, braking systems, safety restraints systems, Powertrain sensors and electronics including high power connectors for Hybrid and Electric Vehicles. FCI Motorized Vehicles division is recognized by its customers as a partner of choice for quality, cost competitiveness and delivery performance.

Products and applications

- ***Electrical Distribution Systems (EDS) and EDS High Power***: terminals and harness connectors for passenger, engine compartment and multimedia applications as well as High Power Interconnect and charge plugs for Electrical Vehicles and Hybrid Electrical Vehicles
- ***Safety Restraint Systems (SRS)***: interconnect systems for pyrotechnical safety applications (airbags, seat belts and pedestrian protection)
- ***Pin headers and mechatronic packaging***

The increasing use of electronics has made interconnection solutions of prime importance over the past decade. With the extensive use of passenger protection systems (airbags), the installation of on-board multimedia systems and the development of sophisticated anti-collision systems, connector technology is a key priority for car manufacturers and their system suppliers.

Driven by a range of environmental, economic and regulatory factors, over the next few years, a new generation of mass market, low emission, electric (EV) and hybrid electric vehicles (HEV) is emerging. These include the design and development of new automotive connectors for a number of critical applications, the most obvious of which is battery charging.

With their proven reliability and competitive price, the connectors developed for automotive applications are also increasingly used in adjacent markets such as trucks, buses, construction, agriculture and recreational vehicles.

Strong customer recognition

FCI awards

In recognition of its continuous innovation and anticipation of market and customer requirements, FCI has received a series of awards from its customers as a preferred supplier.

Examples of such recognitions:

- FCI Dongguan received award and nomination for being Environment Friendly Enterprise in 2008 and 2009
- "TTI Supplier excellence Award" in May 2010 **for the fourth year in a row** in the Americas, as well as in Europe for the first time and Asia for the first time as well in 2009
- FCI Japan selected by Hitachi Communication Technology amongst the 10 best suppliers for "Good delivery and Quality" in May 2009
- "Quality Award 2008/2009" from European distributor Codico in September 2009
- FCI ELX division received the "Excellent Core Partner award" from Huawei in November 2009 **for the second year in a row**
- FCI ELX division received the 2008 "Total Cost of Ownership" supplier award from Celestica Inc.
- FCI MVL division received the "Supplier of the year 2009" award from Autoliv
- FCI ELX Asia received the 2009 "Best Channel Operations Support" award from Arrow Asia
- FCI ELX China received the 2009 Quality award from Huawei in April 2010
- FCI ELX received the "Best Supplier" award from Digi-Key in May 2010
- FCI ELX Europe received the "TTI Supplier excellence Award" in June 2010

An inventive company

FCI sees innovation as a key to future growth. The continuing trend towards miniaturization and high-speed connectors has given FCI's R&D program further impetus. FCI files over **3,000 patents** with licensing agreements with leading industrial and academic organizations to acquire new technologies and spread them more rapidly throughout its divisions.

To anticipate demand and market trends, FCI is dedicated to developing leading-edge technology through a far-reaching R&D program.
More than 10% of sales revenues are invested each year in developing and manufacturing new products for emerging requirements, such as:

- new generation of connectors for high-end data
- high-speed connectors
- safety restraint electronics
- harsh environment systems and applications
- automotive connectors

- high-density flex interconnect

FCI draws on its Corporate Research Center and a network of 13 Development Centers to drive technological breakthroughs in miniaturization, high-speed signal transmission and the transition from components to sub-systems.