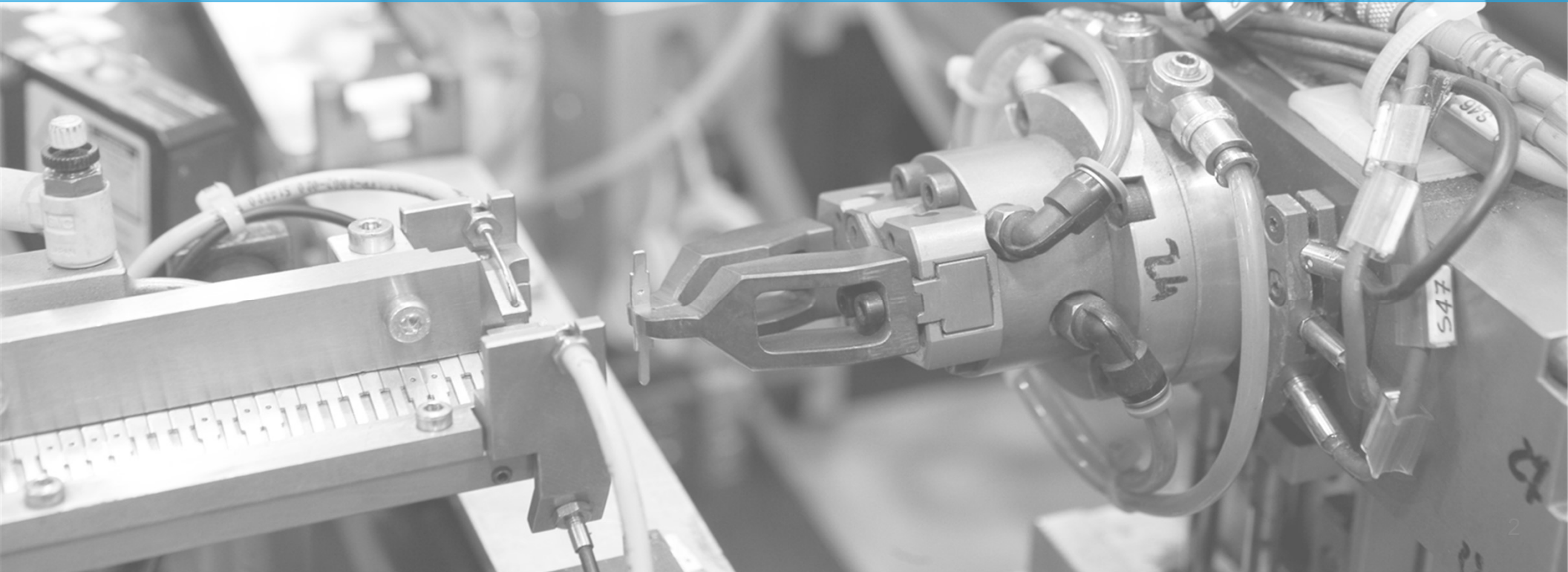




Brazil country Seminar

22 September 2017

Cebi is a worldwide leader for pumps and washer systems and is the European leader on the temperature sensors market.



3000 employees in total

7 R&D centers

And 260 employees in R&D

1 automatic assembly lines development center

Bimatic

11 production sites

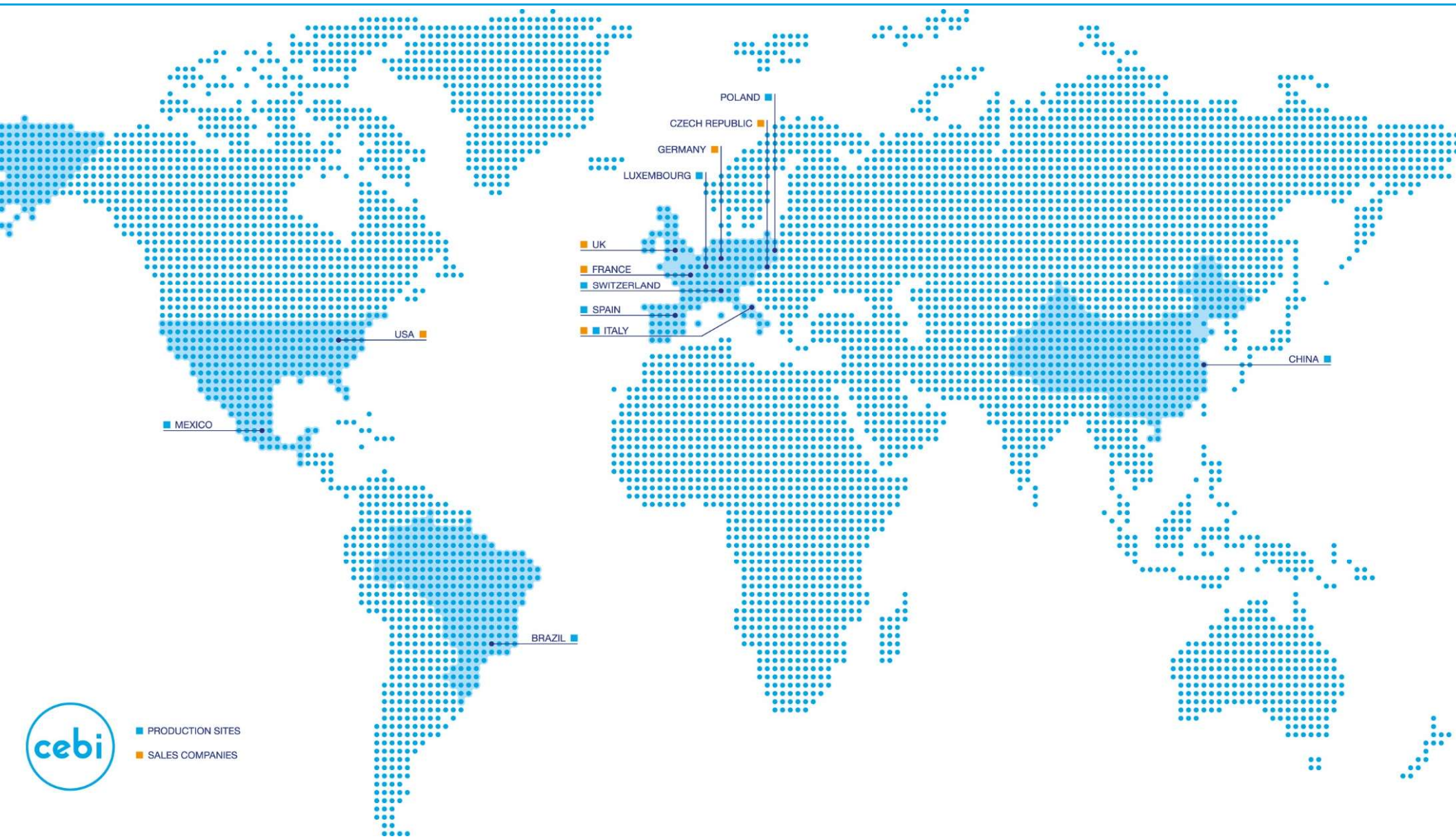
More than 166 500 m² covered area

13 sales offices

4 major business sectors

Automotive – Household Appliances – Industries – E-Mobility

Our locations



Cebi Brasil LTDA

Components for the automotive industry and household appliances

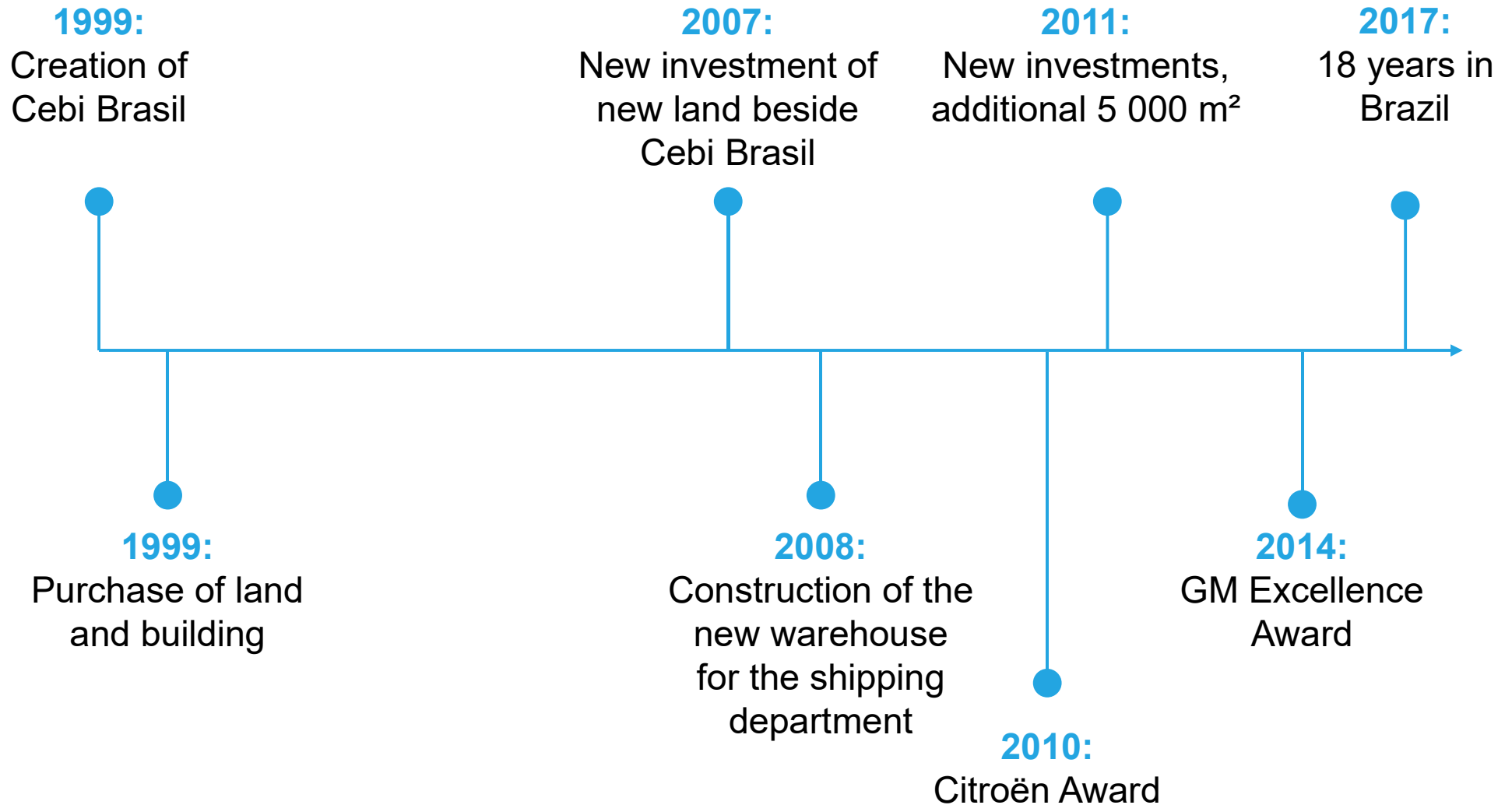
Established	1999
Total surface area	50 000 m ²
Covered area	10 800 m ²
Personnel	191
Turnover 2016	18 480 000 €



Cebi Brasil



Indaiatuba



Why did we choose Indaiatuba?

- Key point for the *automotive sector*.
- One of the *most industrial* region.
- Based on the latest IFDM social index data, Indaiatuba ranks number one of the "*Top 100 best cities to live in, in Brazil*".



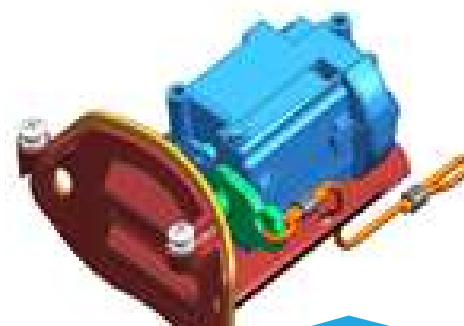
Our products



Washer System



Tail Gate Latch



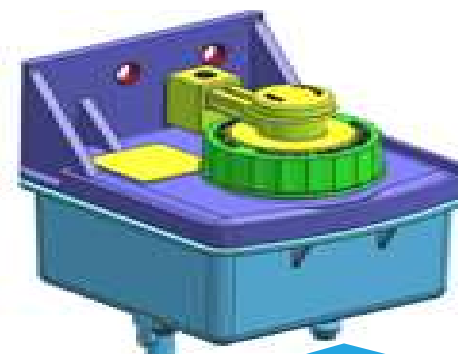
Filler Flap
Actuator



Flex Fuel Tank



Coolant
Expansion Tank



Break Fluid Tank

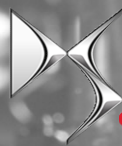
Our customers



RENAULT NISSAN



PSA PEUGEOT CITROËN



CITROËN PEUGEOT



Jeep



TOYOTA

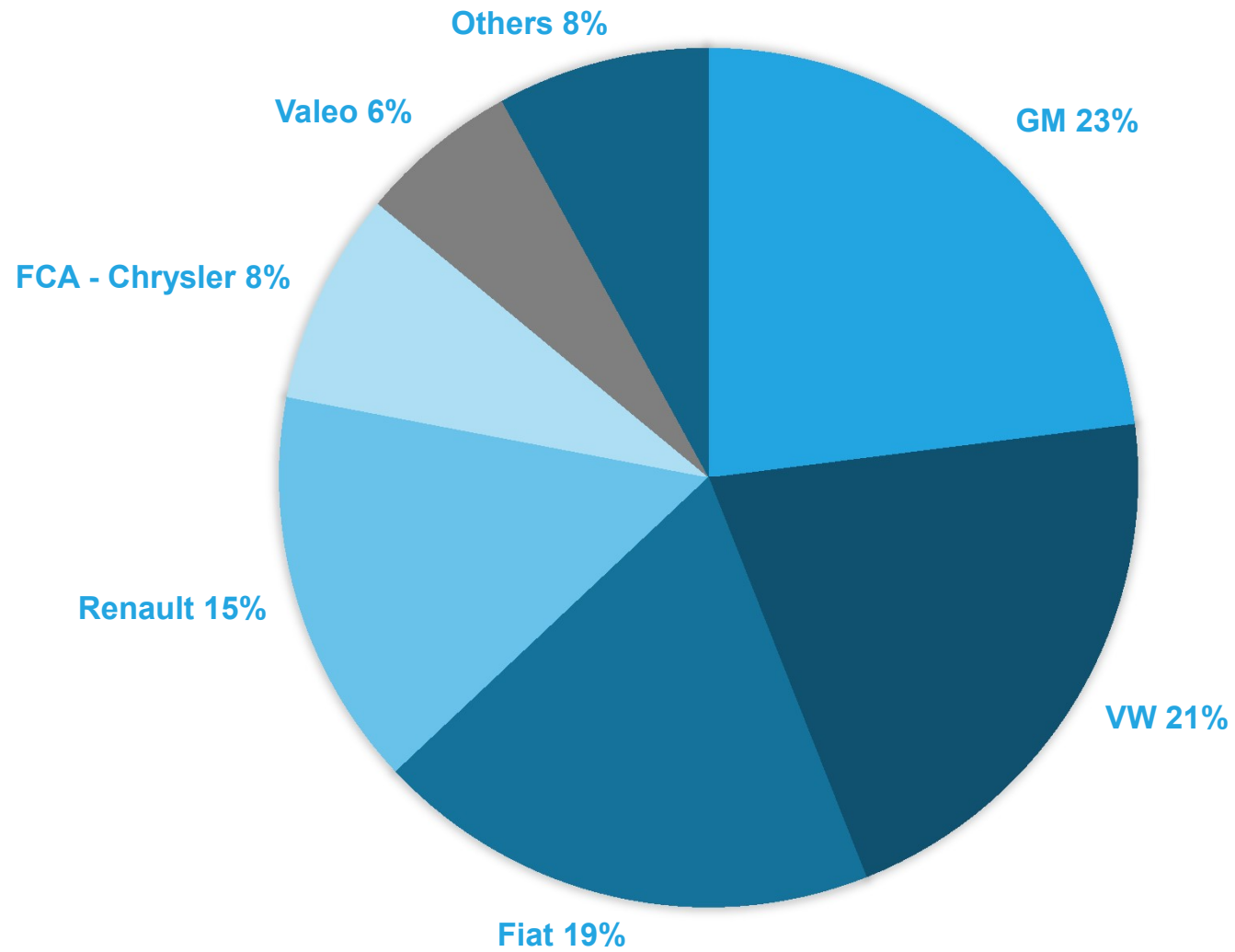


HYUNDAI



Valeo

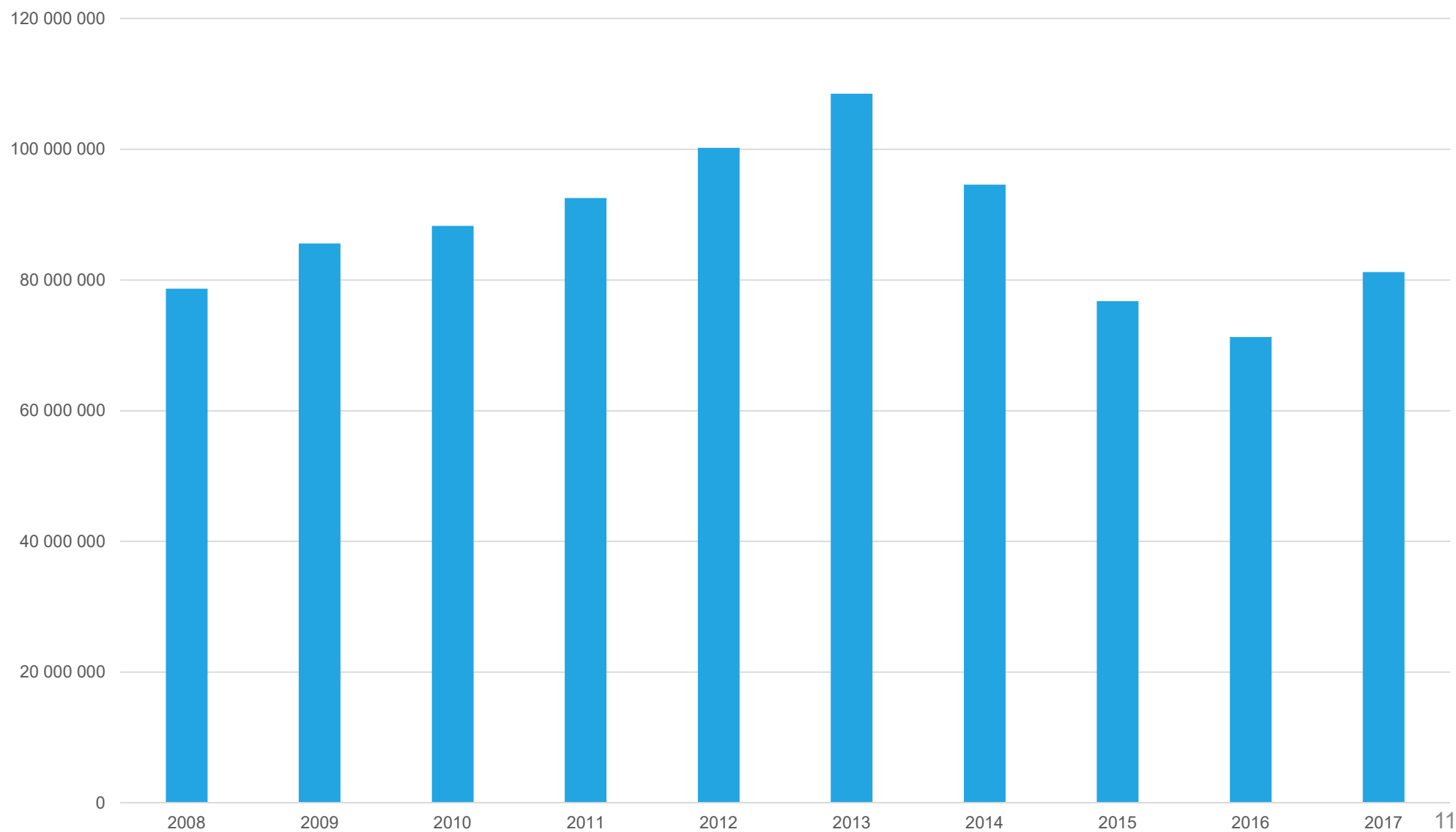
2017 Turnover : Customers share

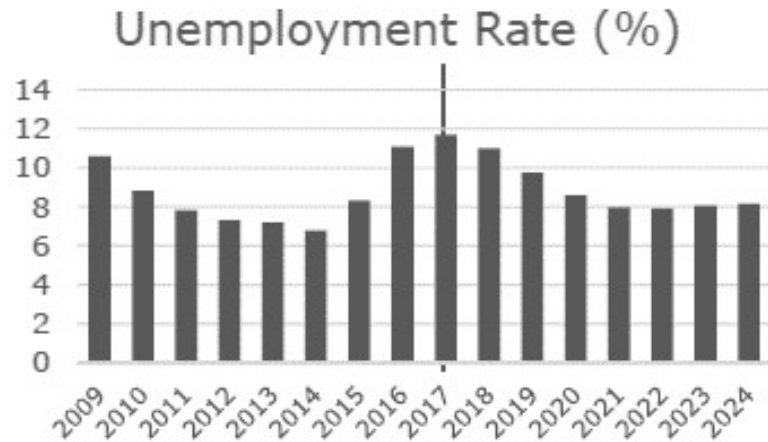


Turnover Cebi Brasil – 2008 to 2017

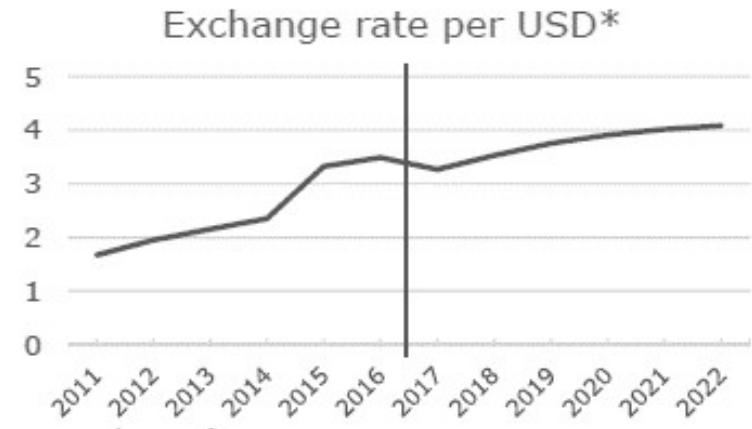


Turnover Cebi Brasil 2008 - 2017 in BRL

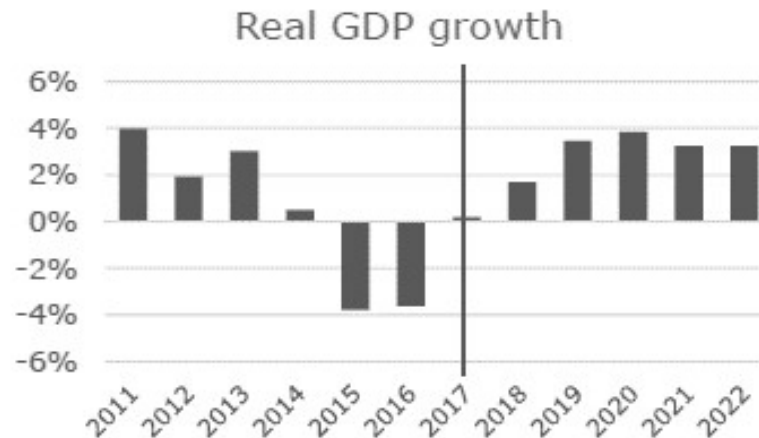




Highest unemployment rate in the last 10 years (13,6%, 14 M unemployed);

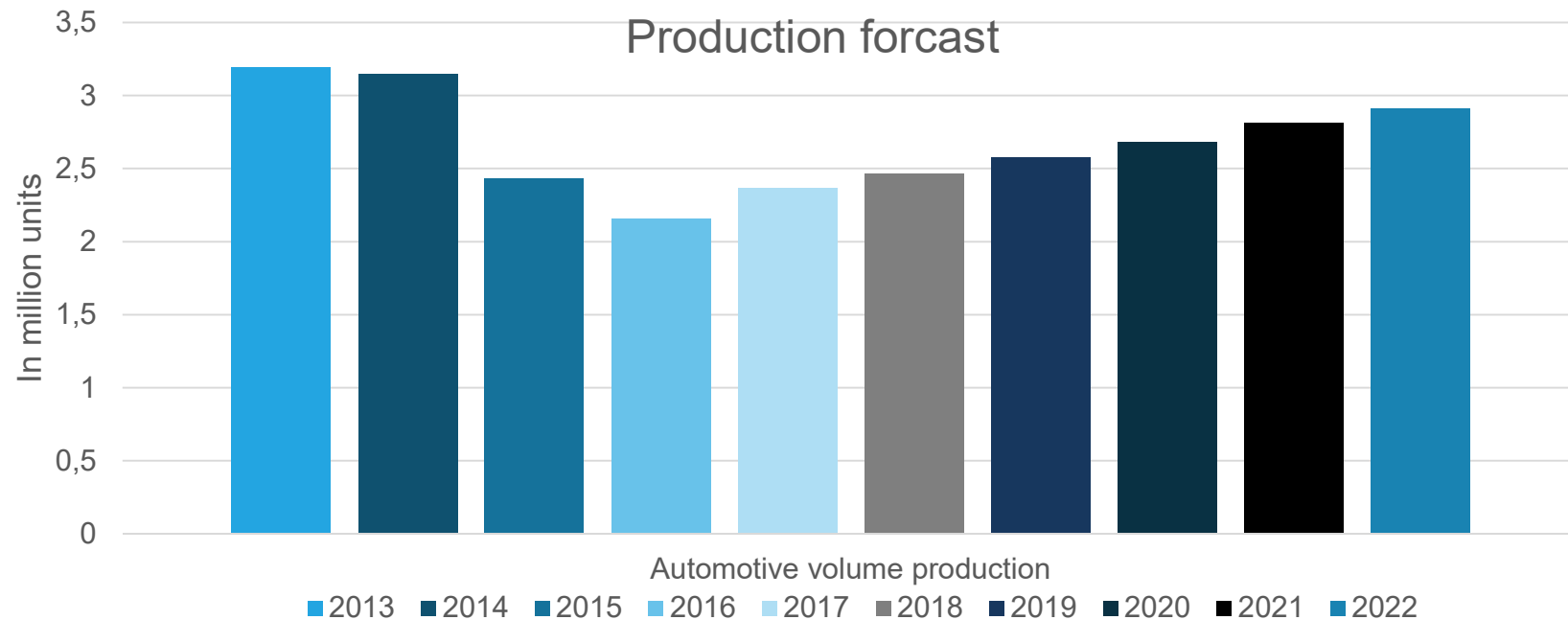


2017 Exchange rate in stable situation in comparison to 2016;



Brazilian GDP 2017 Forecast as +0,3%, **best result since 2014** – 2018 trend of 1,5% to 2,0%;

Brazilian Automotive Industry – Production Volumes



- Total Production Forecast (Light and Commercial Vehicles) – **2,4 Million and around -33% in comparison to 2013;**
- **A total increase of 10% is expected for 2017 in comparison to 2016** according to Sindipeças (The National Association of Brazilian Auto Parts manufacturers);
- Credit grantings due to low interest rates is also supporting market growth;
- **Around 66% capacity utilization in OEMs for Light Vehicles, 35% for Heavy/Commercial Vehicles;**
- New Investments coming from Honda, BMW, Jaguar Land Rover, Audi, Mercedes Benz, Nissan.

- The labour force is highly qualified in various sectors, which is a real asset considering the current unemployment rate. Moreover, the labour force is motivated.
- Administration (bureaucracy, tax regulations, labour relation laws, trading agreements) is highly complicated in Brazil. However, the government is trying to improve it.
- Brazil might have fewer changes in tax law, following the new Tax Regulations approval.
- New labour relation laws enable better employment flexibility.

- Sustaining an economic stability despite the uncertainty of the political environment and 2018 elections;
- Maintaining export rates after 2017 and improving trade agreements;
- Ensuring the implementation of reforms linked to labour relations, tax regulations, political laws;
- Reaching a sufficient level of profitability as a driver for continuous improvement and investments;
- Increasing R&D investments despite lower production level;
- Avoiding legal instability;
- Improving the robustness and competitiveness of the automotive industry in order to include Brazil as one of the main players of the automotive market.

18 years in Brazil



Thank you for your
attention

