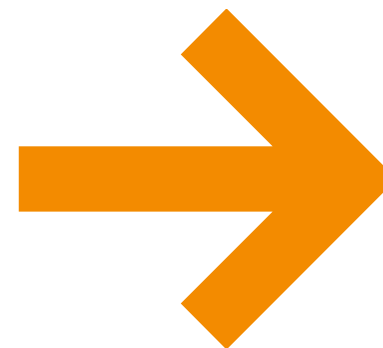


We're Aimtec.



Introducing Aimtec

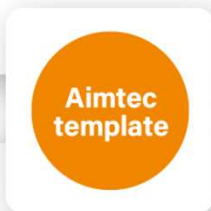


Roman Žák

Jaroslav Follprecht

16. 6. 2022

Plzeň



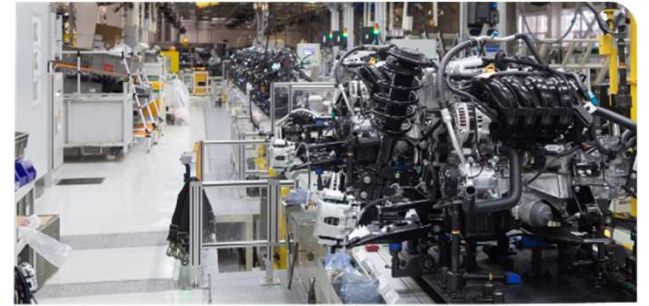
Corporate roll-out strategy



Revenue
400 mil.
CZK in 2021

230+
Professionals

26+
Years





Door panels



Headliner



Cockpit / IP



Přeštice, CZ

MOM

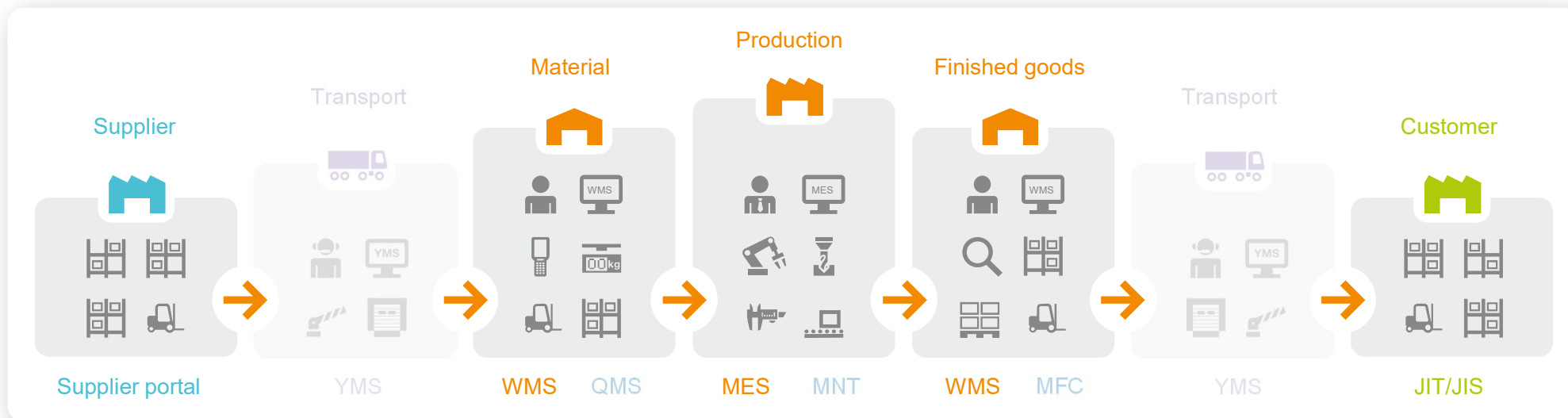
Highly complex MOM (Manufacturing Operations Management) = JIS, MES, MFC and WMS

6s

4,000 car sets ~ 16,000 door panels / day
9 independent “sequences” on 24 assembly lines



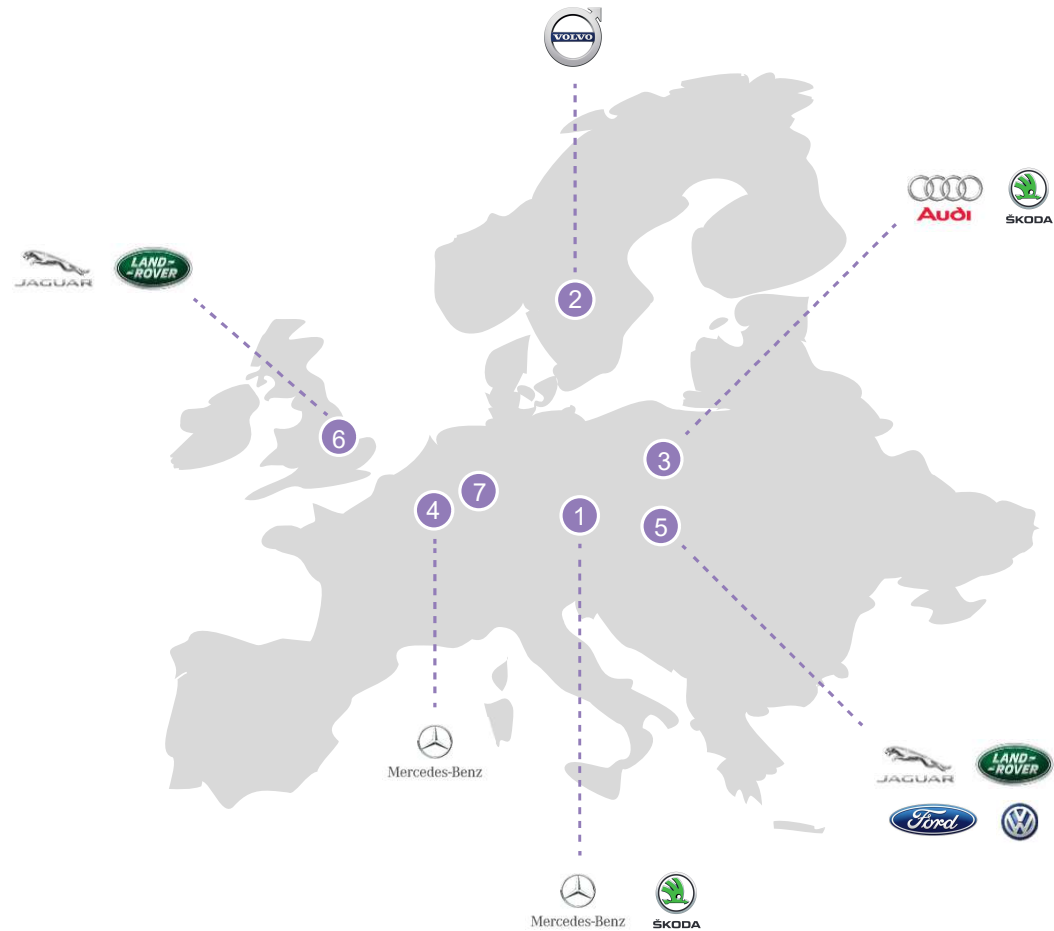
8 million OPC rec. per day – peak 3.500 trans. per second
282 connected machines



- 1 Přeštice, CZ
- 2 Skara & Lassby, SWE
- 3 Opole, PL
- 4 Born, NL
- 5 Lozorno, SK
- 6 Elmdon, UK
- 7 Düsseldorf, DE

Global

- 9** 9 complex roll-out projects in 3 years
-  MOM standard at IAC EMEA
Holistic digitalisation platform
-  Digital delivery approach incl.
fully remote projects
-  Complex JIS assembly
Multiple OEMs and modules



8 East London, RSA

Global

9

9 complex roll-out projects
in 3 years



MOM standard at IAC EMEA
Holistic digitalisation platform



Digital delivery approach incl.
fully remote projects



Complex JIS assembly
Multiple OEMs and modules





The Families – Introduction







Jaroslav

Sandra

Sabina

Klára

Tereza

Roman

Eliška



How It All Started





CCA

Kancelářské stroje

- like in the bad old days
- state administration
- poor organisation
- how employees are perceived

Arcus

- a small firm from Pilsen, later Prague
⇒ provinciality
- lack of vision
- strategy
- no know-how
- amateurism

IDOM (Deloitte)

- expats
- information sharing
- wasting of know-how
- system support
- “whatever works”

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IDOM 1995



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Now We Know What We Want



1996

aimtec®
APLIKACE ■ INTEGRACE ■ MANAGEMENT



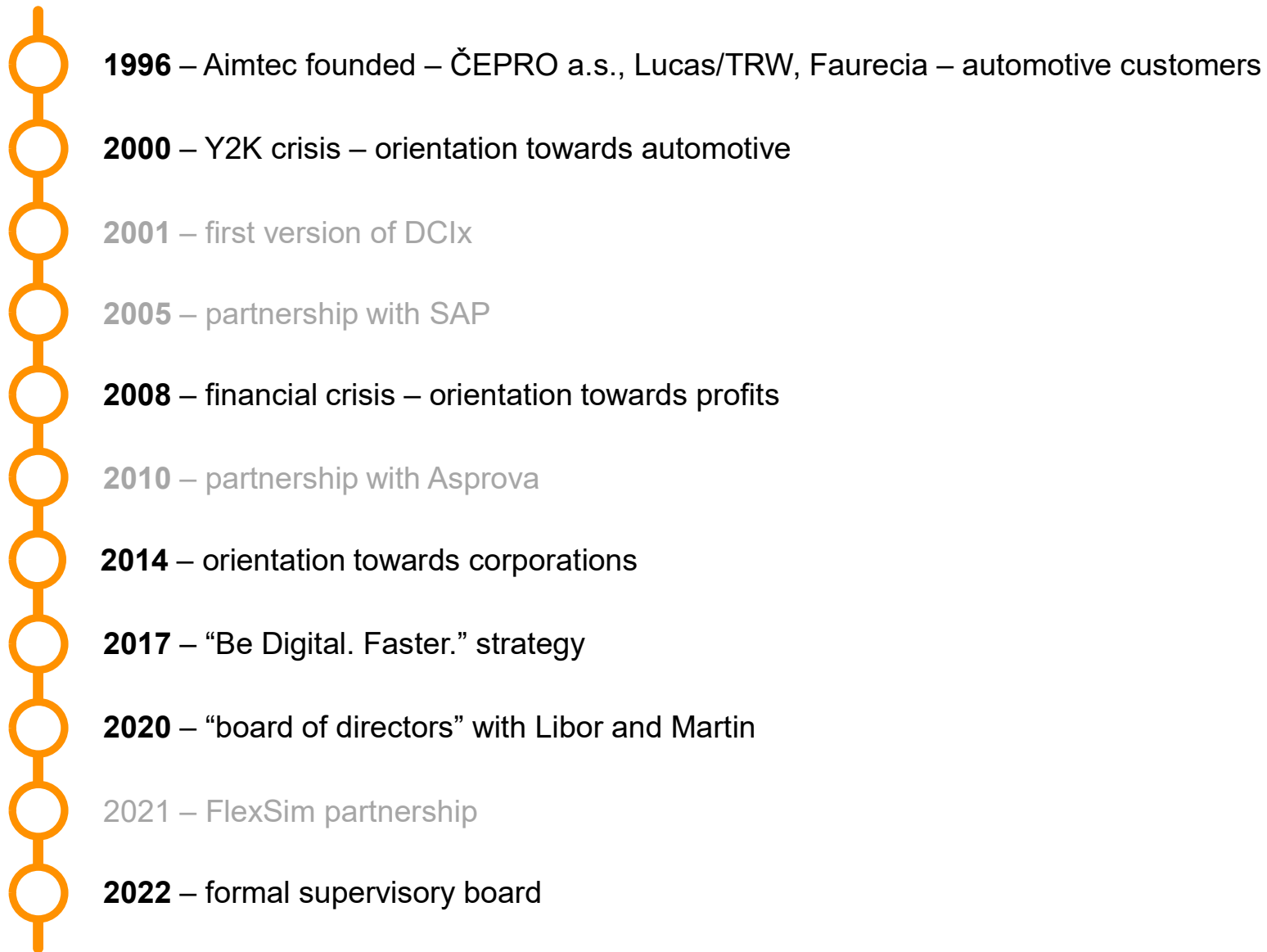
Aimtec's Founding Attributes

- ✓ people first
- ✓ values; company culture
- ✓ know-how management
- ✓ emphasis on management systems
- ✓ perseverance
- ✓ desire for a vision and strategy

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**Intuitive approach
to management**





What Aimtec Brings Its Customers



Supplier

Transport

Material

Production

Finished goods

Transport

Customer



ERP

Planning

Digitalisation
platform

SAP

APS

Resource planning
Capacity planning

EDI

WebEDI
Call-offs
Kanban
ASN

YMS

Slot control
Automated gatehouse
Real-time visibility

WMS

Traceability
Receiving
Replenishment
Kanban
Handling-unit mgmt.
Material flow control

QMS

Inspection
Control plan/Sampling
Rework

MES

Traceability
OEE
Process control
Planning board
Paperless production
Assembly to sequence

MNT

Reactive maintenance
Preventive maintenance
Maintenance scheduling

WMS

Traceability
Picking
Packing
Kiting
Order management
Handling-unit mgmt.

MFC

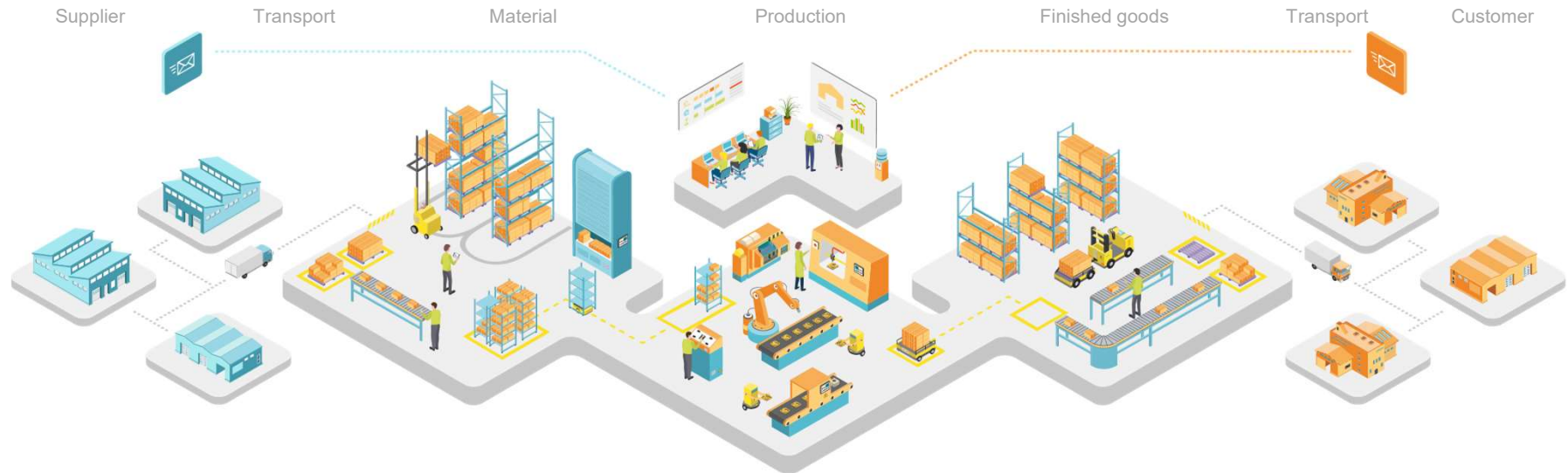
Warehouse automation
Goods-to-person
Semi/Automated trucks
Conveyors

YMS

Slot control
Staging
Courier auction

JIT/JIS

Just in Time
Just in Sequence
Deliveries
EDI processing



VERTICAL INTEGRATION

ERP

Planning

SAP

APS

Resource planning
Capacity planning

EDI

WebEDI
Call-offs
Kanban
ASN

YMS

Slot control
Automated gatehouse
Real-time visibility

WMS

Traceability
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Replenishment
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Inspection
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MES

Traceability
OEE
Process control
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Apples production
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MNT

Reactive maintenance
Preventive maintenance
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WMS

Traceability
Picking
Packing
Kitting
Order management
Inventory management

MFC

Warehouse automation
Goods-to-person
Semi/Automated trucks
Conveyors

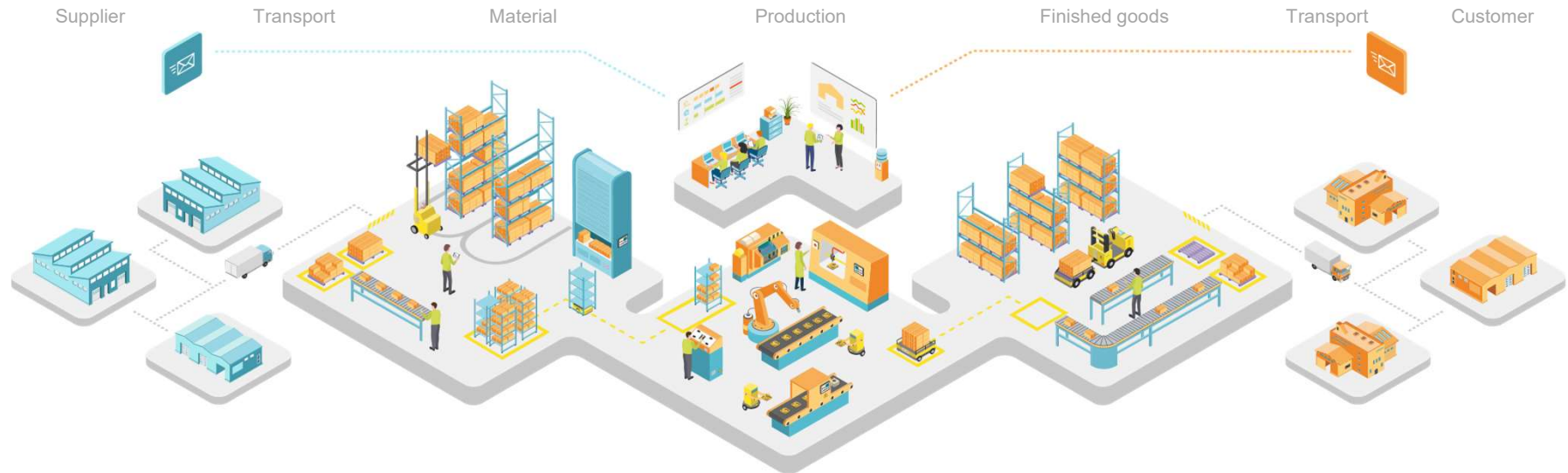
YMS

Slot control
Staging
Courier auction

JIT/JIS

Just in Time
Just in Sequence
Deliveries
EDI processing

HORIZONTAL INTEGRATION





Automotive

AAS
AUTOMOTIVE

ADIENT

Adler Pelzer Group

AGOR

AINISIN
Geared up for the future

AKT ČECHY
PLASTIKÁŘSKÁ
TECHNOLOGIE

ALFMEIER

Amphenol
Amphenol-Tuchel Electronics GmbH

aperam

• **A P T I V** •

ASMO

BOS

bosal

COBA
automotive

Continental

CooperStandard

CVG
Commercial Vehicle Group, Inc.



DAIHO

DANA

DATWYLER

DELPHI

DENSO

DONGWON

DURA
Automotive Systems

EISSMANN
GROUP AUTOMOTIVE

faurecia

frauenthal
automotive

fremach
we are part of you

FUJIKOKI
Fujikoki Czech s.r.o.

FUTABA
FUTABA INDUSTRIAL CO., LTD.

GRAMMER

GRUPO
ANTOLIN

GUMOTEX

HP

Hanwha

HAUK

HENNIGES
AUTOMOTIVE

IAC
International Automotive Components

Intertell
spol. s r.o.

JTEKT



KDK
Automotive GmbH

NOVARES

kiekert

KNORR-BREMSE

Kōtō

KYB

LEAR
CORPORATION

LemTech

lukov

LIPLASTEC

MAGNA

Matador
AUTOMOTIVE

MB TOOL

metaldyne

NARETEC
Interior & Acoustic Solutions

NVH
K O R E A

PAJR

Panasonic

PHA

PLAKOR

PLASTIKA
flexibility first

pricol



REHAU
Unlimited Polymer Solutions

Renokar CNC
s.r.o.

SAARGUMMI

SAINT-GOBAIN

SAPE

SEDYON E-HWA

SCHUKRA
A Leybold & Platt COMPANY

SOAG

starcam ::S::

SCE
STEEL CENTER EUROPE

TI Automotive

TOYODA GOSAI

TRAD

TRCZ

Webasto

WITTE
AUTOMOTIVE

WOLTERS
EUROPE

YBP

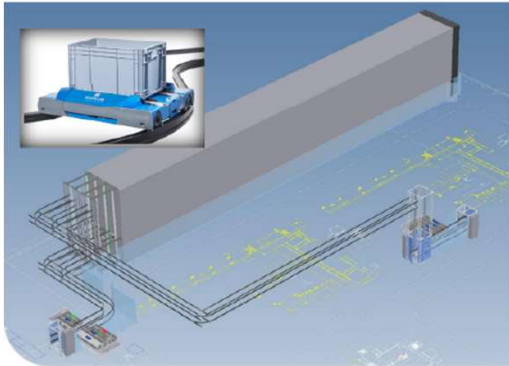
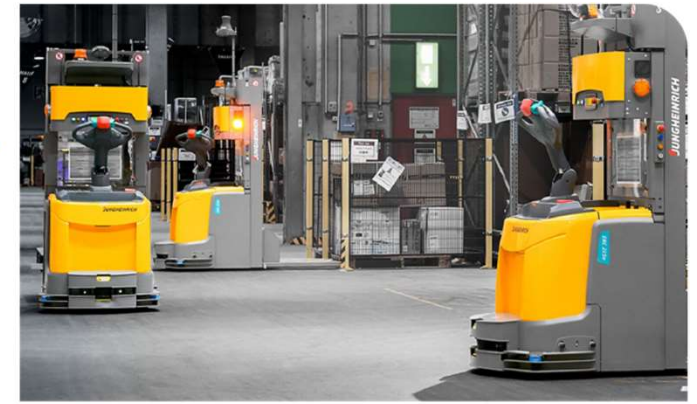
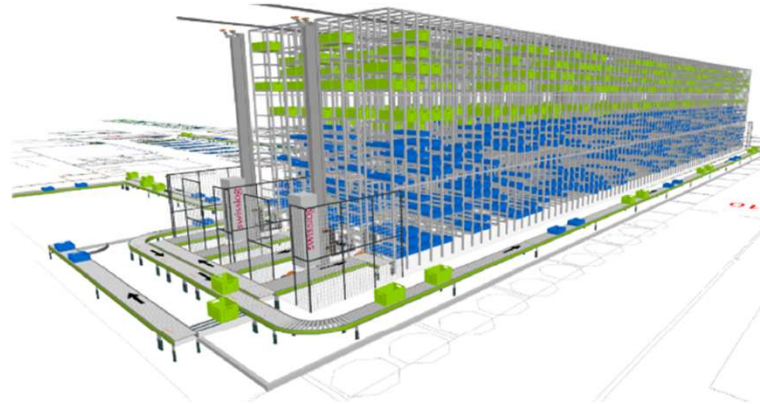
YURA
YURA CORPORATION

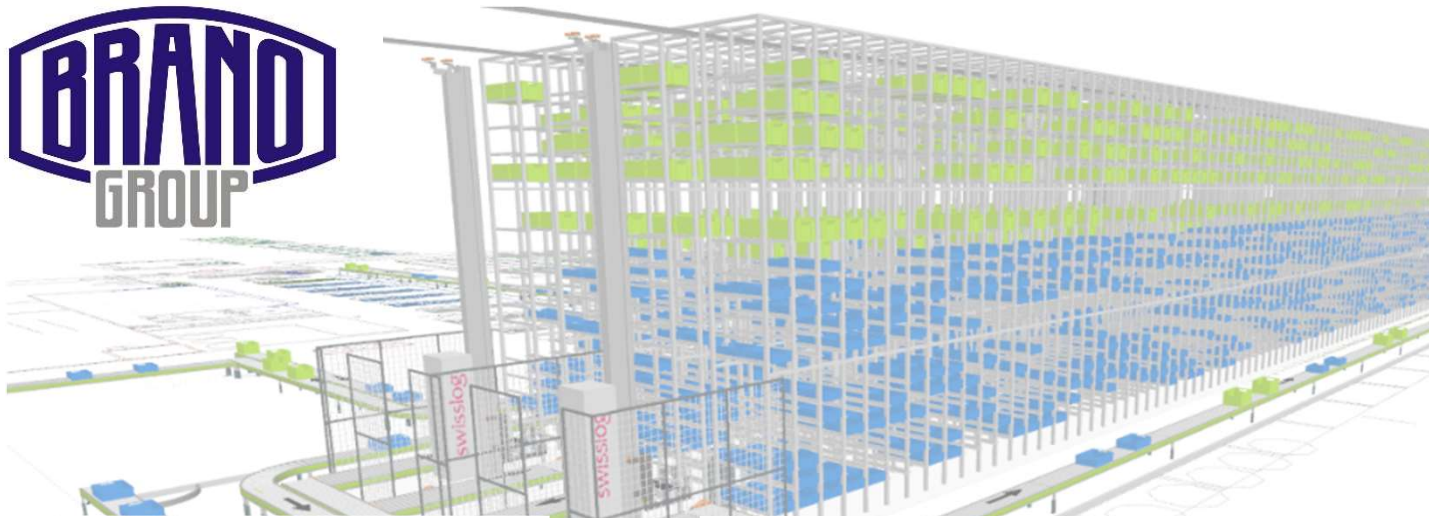
ZF

Consumer Goods



Holistic Integration of Automation Technologies





Automated Miniload Crane
Swisslog



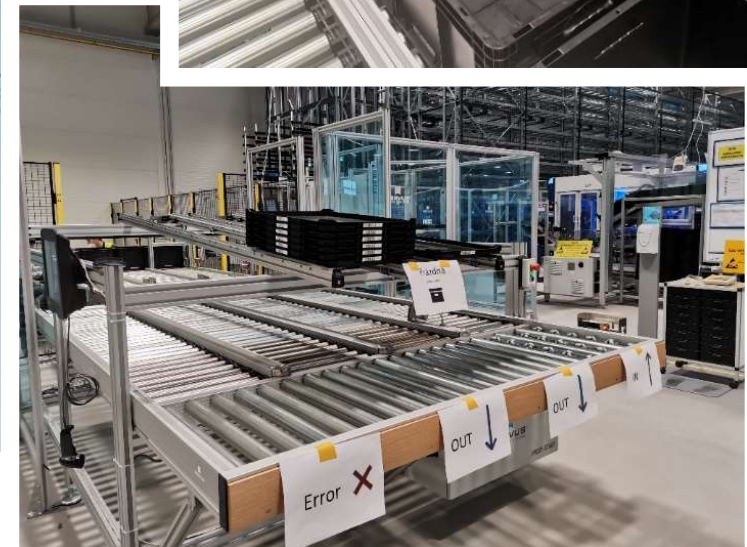
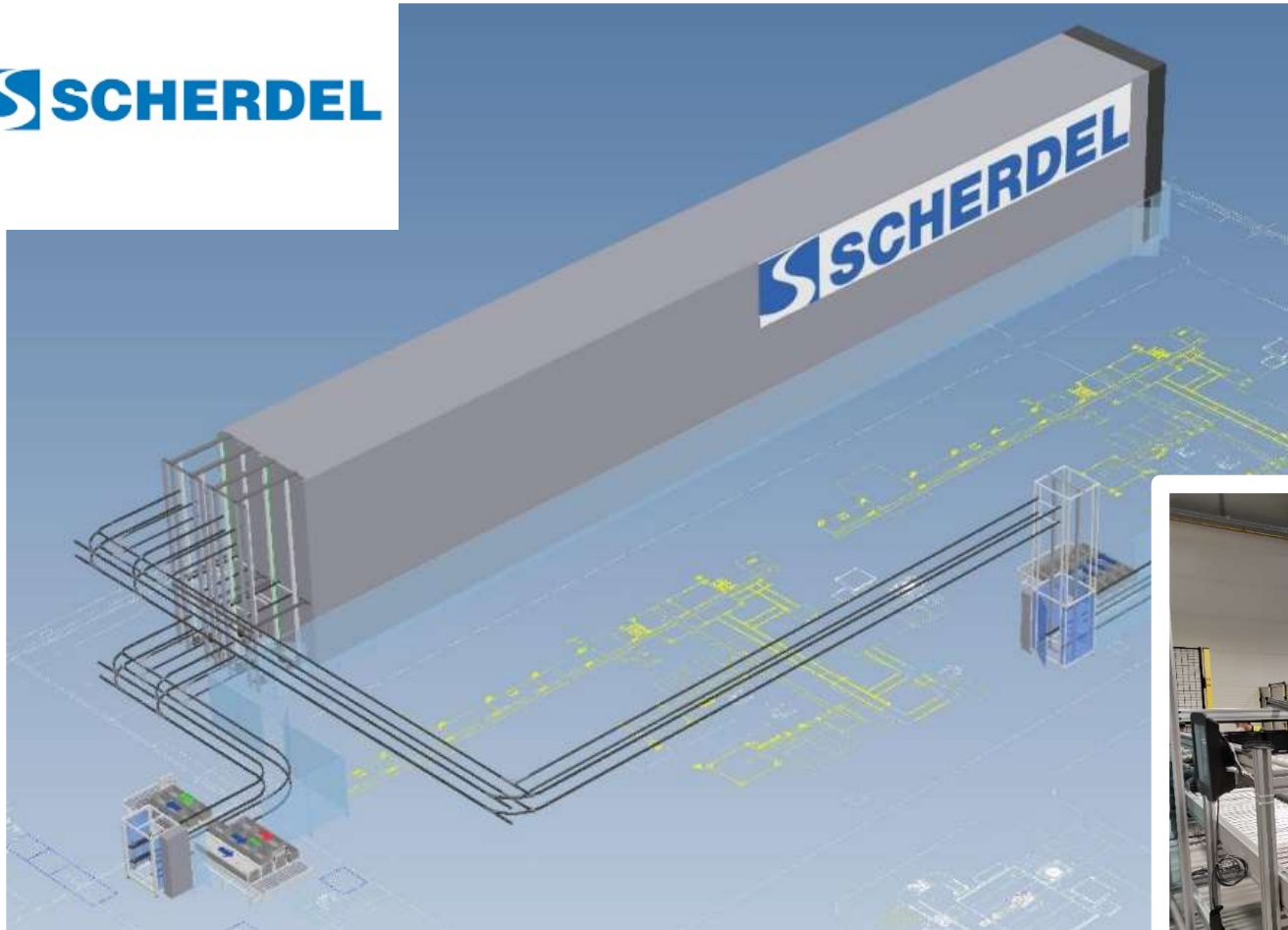
Depalletiser
M.A.S. Automation a.s



Conveyor
LogTech



AGV – Automated Guided Vehicles
Jungheinrich







Supporting the Aimtec Brand





Trends in Automotive Logistics





#AimtecHackathon

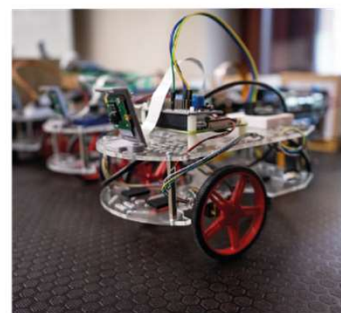
HackIT

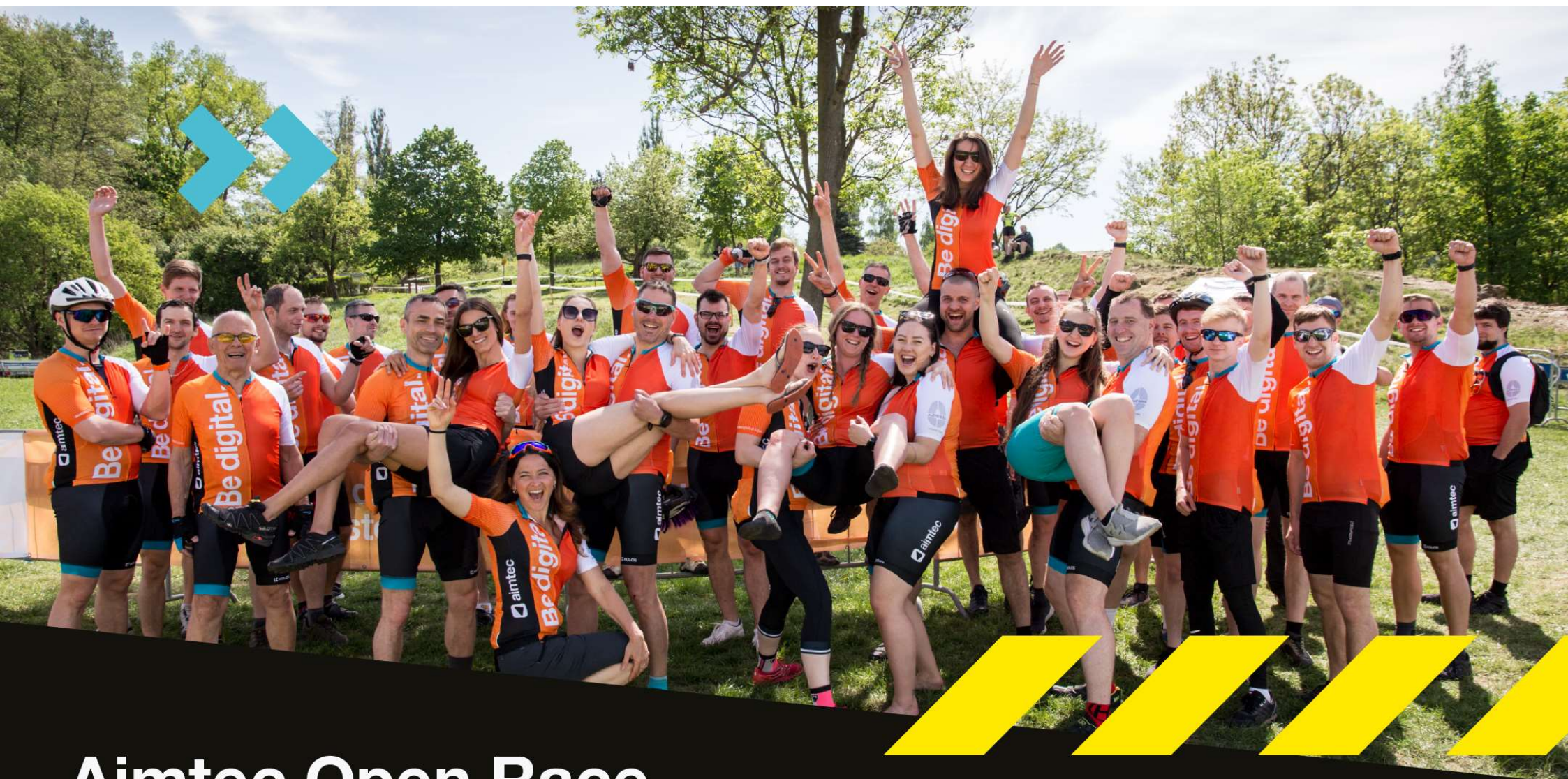
YoungHackers

TechTalks

#AimtecHackathon







Aimtec Open Race





Aimtec and People





- ✓ people first
- ✓ values and company culture
- ✓ environment, atmosphere
- ✓ social contact



Ergonomics



Aimíci



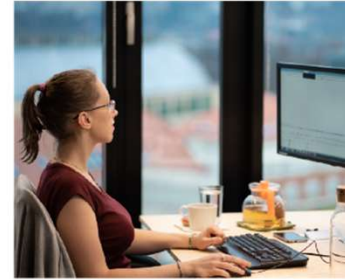
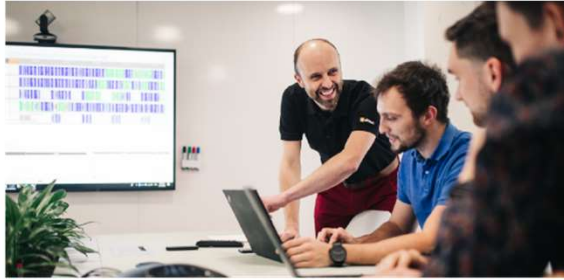
 ul Lékaře.cz



hedepu
online terapie



Culture





Our Values



Core Values



True Value



Selflessness



Reliability



**Thinking
Beyond**

Permission-to-play Values



**Respect &
Modesty**



Courage



**Know-how
Development**



**Team Spirit
& Honesty**



**Driving
Change**



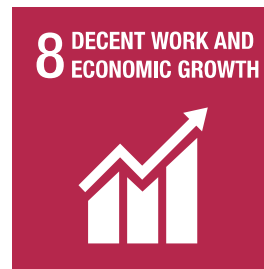
Sustainability







SUSTAINABLE DEVELOPMENT GOALS





Our Goals



Aimtec's 2027 Founders Assignment / Goals

- ✓ revenues of 1 billion CZK
- ✓ positioning in the Gartner Magic Quadrant for MES, WMS
- ✓ perception as an premium, high-end firm
- ✓ our biggest competitors know and respect us*
- ✓ perception of its employer brand on par with Avast etc.

*Dassault Systemes / Blue Yonder / Rockwell Automation / Körber Supply Chain



The Future for the Aimtec Family Firm

- 
- 2020** – supervisory board trial run
 - 2021** – involvement of NextGen in administration
 - 2021** – selection of a NED with nurole.com
 - 2022** – new supervisory board and fine-tuning
 - 2022/3** – holding & ownership structure
 - 2025** – new CEO and transition into NE roles

Board of Directors



Jaroslav Follprecht
Chairman of the Board, CEO



Rostislav Schwob
Member of the Board of Directors



Jakub Klíma
Member of the Board of Directors

Supervisory Board



Kelvin Harrison,
Member of the Supervisory Board

Mike Westcott,
Member of the Supervisory Board

Lucie Baleková,
Member of the Supervisory Board

Roman Žák,
Member of the Supervisory Board

Martin Málek,
Member of the Supervisory Board

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**Be digital.
Faster.**



aimtecglobal.com