Chicago Federal Reserve Bank Program
Magna Overview
May 30, 2013
A True Global Player

Locations in All Key Markets

~ 121,000 People | 29 Countries | 315 • 87 • | $30.8 Billion (2012 Sales)
(As of Q1 2013)
Magna in Mexico

• Established:
  – 1991, Puebla, Mexico
  – First Customer: VW
  – First Products: Stampings & Assemblies
  – Original Employees: 400

• Today:
  – Total Mfg Facilities: 29
  – Total Eng/P&D/Sales Facilities: 1
  – Employees: 20,950
  – Located in: 8 States
Facilities in Mexico Today

<table>
<thead>
<tr>
<th>Division Locations</th>
<th>City</th>
<th>Mfg/Assy – 29</th>
<th>Eng/Prod Dev/Sales – 1</th>
</tr>
</thead>
<tbody>
<tr>
<td><strong>Cosma International</strong></td>
<td>10</td>
<td>Cuautitlan Izcalli, Ramos Arizpe (4), Toluca (E), Puebla, Hermosillo, San Luis Potosi (2)</td>
<td></td>
</tr>
<tr>
<td><strong>Magna Exteriors and Interiors</strong></td>
<td>3</td>
<td>Saltillo, Saltillo+, Toluca (2)</td>
<td></td>
</tr>
<tr>
<td>Interiors</td>
<td></td>
<td>Celaya, Cuautitlan Izcalli, Saltillo (2), Toluca+, Toluca, Hermosillo</td>
<td></td>
</tr>
<tr>
<td>Exteriors</td>
<td>7</td>
<td>Acuna, Sabinas (2), Saltillo</td>
<td></td>
</tr>
<tr>
<td><strong>Magna Seating</strong></td>
<td>4</td>
<td>Acuna, Sabinas (2), Saltillo</td>
<td></td>
</tr>
<tr>
<td><strong>Magna Mirrors</strong></td>
<td>1</td>
<td>Monterrey</td>
<td></td>
</tr>
<tr>
<td><strong>Magna Closures</strong></td>
<td>2</td>
<td>Matamoros, Saltillo+</td>
<td></td>
</tr>
<tr>
<td><strong>Magna Powertrain</strong></td>
<td></td>
<td>Ramos Arizpe (2), Monterrey</td>
<td></td>
</tr>
<tr>
<td>Powertrain</td>
<td>3</td>
<td>Monterrey</td>
<td></td>
</tr>
<tr>
<td>Electronics</td>
<td>1</td>
<td>Monterrey</td>
<td></td>
</tr>
<tr>
<td><strong>Magna Steyr</strong></td>
<td>1</td>
<td>Toluca+</td>
<td></td>
</tr>
</tbody>
</table>

Manufacturing/Engineering/Product Development/Sales
(E) Engineering/Product Development/Sales Only
★ In Progress
+ Shared Location

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### Mexico Product Portfolio

<table>
<thead>
<tr>
<th>Segment</th>
<th>BODY/CHASSIS</th>
<th>POWERTRAIN</th>
<th>EXTERIORS</th>
<th>INTERIORS</th>
</tr>
</thead>
<tbody>
<tr>
<td>A SEGMENT</td>
<td>- Stampings</td>
<td>- Transmission parts</td>
<td>- Exterior trim</td>
<td>- Complete interiors</td>
</tr>
<tr>
<td></td>
<td>- Light &amp; heavy duty frames</td>
<td>- Transfer cases</td>
<td>- Front End Modules (FEM)</td>
<td>- Overhead systems</td>
</tr>
<tr>
<td></td>
<td>- Rear suspension modules</td>
<td>- Oil Pumps</td>
<td>- Fascias</td>
<td>- Cockpit systems</td>
</tr>
<tr>
<td></td>
<td>- BIW modules</td>
<td>- Water &amp; Vacuum Pumps</td>
<td>- Soft Top Assemblies</td>
<td>- Spoilers</td>
</tr>
<tr>
<td></td>
<td>- Door modules</td>
<td>- Integrated Front Covers</td>
<td>- Grilles</td>
<td>- Seat structures</td>
</tr>
<tr>
<td></td>
<td>- Class A</td>
<td>- Flexplates</td>
<td>- Running boards</td>
<td>- Seat trim covers</td>
</tr>
</tbody>
</table>

### ELECTRONICS
- Mirror and CHMSL Electronic PCBs
- Power Lift Gate (PLG) Controller
- Variable Blower Controller
- Window Lift ECU
- Exterior lighting
- Window encapsulation
- Soft Tonneau Assemblies
- Mirrors

### POWERTRAIN
- Transmission parts
- Transfer cases
- Oil Pumps
- Water & Vacuum Pumps
- Integrated Front Covers
- Flexplates
- Pulleys & Vibration Dampners

### EXTERIORS
- Exterior trim
- Front End Modules (FEM)
- Fascias
- Soft Top Assemblies
- Grilles
- Running boards
- Exterior lighting
- Window encapsulation
- Soft Tonneau Assemblies
- Mirrors

### INTERIORS
- Complete interiors
- Overhead systems
- Cockpit systems
- Spoilers
- Seat structures
- Seat trim covers
- Seat mechanisms
- Power liftgates
- Interior lighting
- Window regulators
- Latches
- Cargo Management
Magna Investments

- Investment of approx. $200 million
- New facilities in:
  - Coahuila
  - Morelos
- Expansion projects in:
  - Coahuila
  - Guanajuato
Importance of Mexico

• Export to USA/Brasil & others
• Domestic market growth
  – Toyota/Mazda
  – Honda
  – Nissan
  – Audi
• Hardworking people
  – Willing to learn
  – Want to prove capabilities and skill set
  – Competitive low cost labor rate
• Proximity to existing North American facilities, staffing, etc.
Mexico Training Centers

Hermosillo, Mexico

Apprenticeship Programs

- Tool & Die
- Industrial Electrician
- Millwright
- Mechatronics Trade

Puebla, Mexico
Supply Chain Management

- **Mexico Supply Base:**
  - ~200 local suppliers used
  - *Strict pre-qualifications*

- **Common Management Practices**
  - **Electronic Database**
    Ensures use of qualified suppliers only
  - **Supplier Quality & Development (SQD) Program**
    Plants manage supplier quality activities
  - **Risk Management**
    Financial & Quality (operational)
The future is ours to make.