

Calsonic Kansei – Business Growth in Sunderland



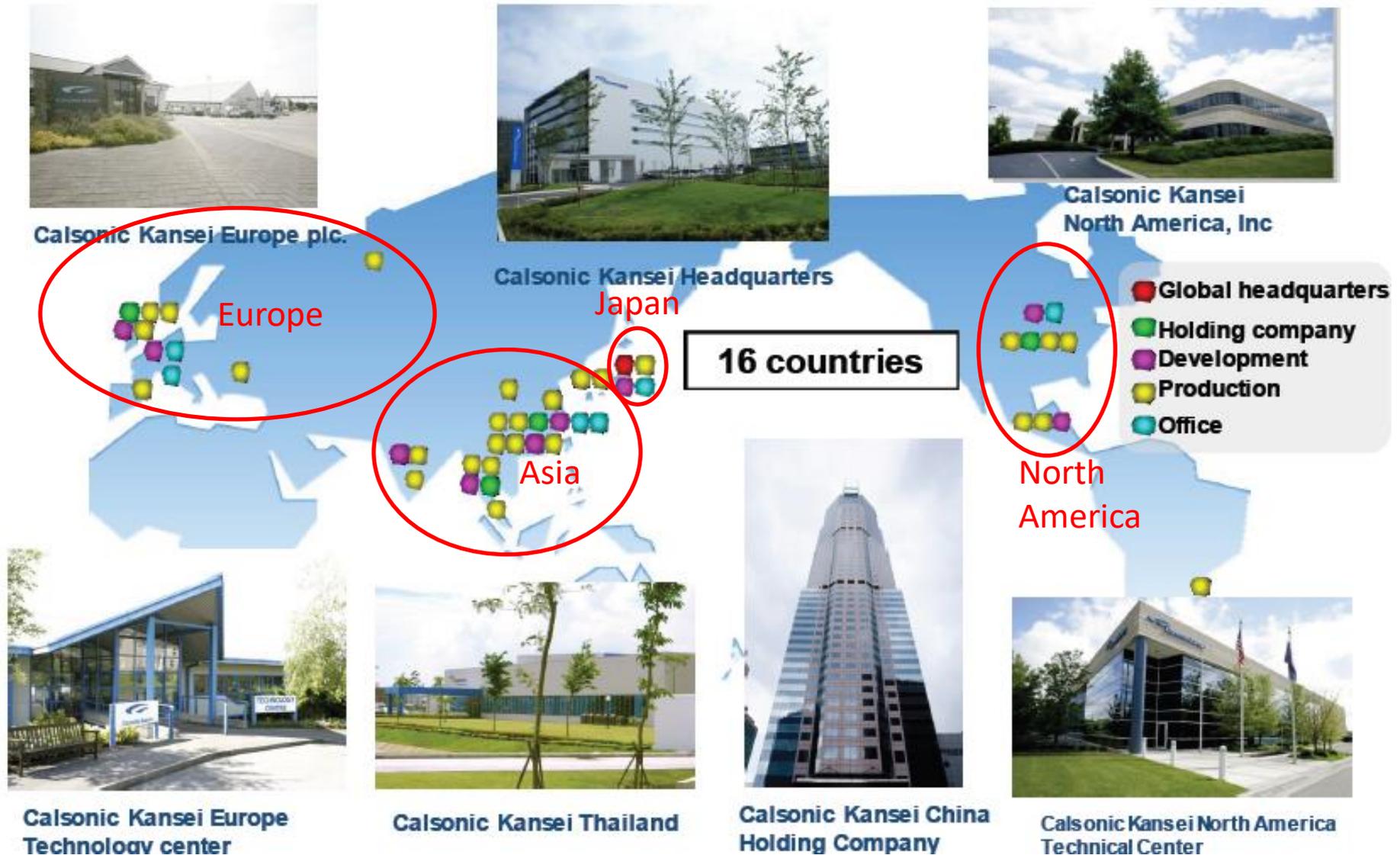
John Barnett

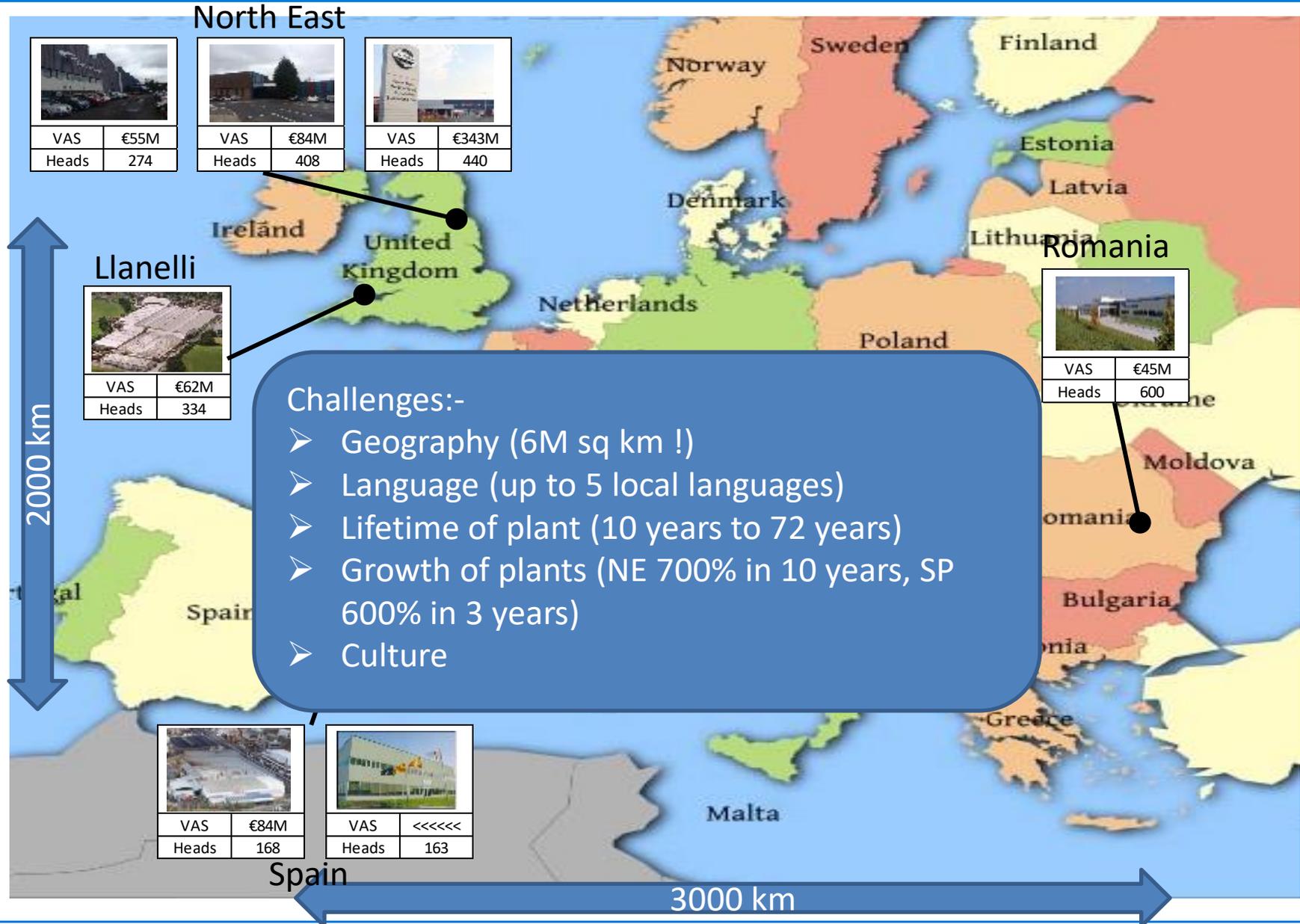
- Senior Vice President
- Operations Director Calsonic Kansei North East (CKNE)
- Head of Manufacturing & Supply Chain Management - Europe



- 1 – Calsonic Kansei – Global / Regional presence & Product Portfolio
- 2 – Calsonic Kansei North East – History and Growth
- 3 – People & Corporate Social Responsibility
- 4 – Support & Investment
- 5 – What makes us successful

Global Network – 4 Regions [21,000+ staff]





North East



VAS	€55M
Heads	274



VAS	€84M
Heads	408



VAS	€343M
Heads	440

Focus on CK
North East
[+80% of CK
Europe]

Llanelli



VAS	€62M
Heads	334

Challenges:-

- Geography (6M sq km !)
- Language (up to 5 local languages)
- Lifetime of plant (10 years to 72 years)
- Growth of plants (NE 700% in 10 years, SP 600% in 3 years)
- Culture



VAS	€45M
Heads	600



VAS	€84M
Heads	168



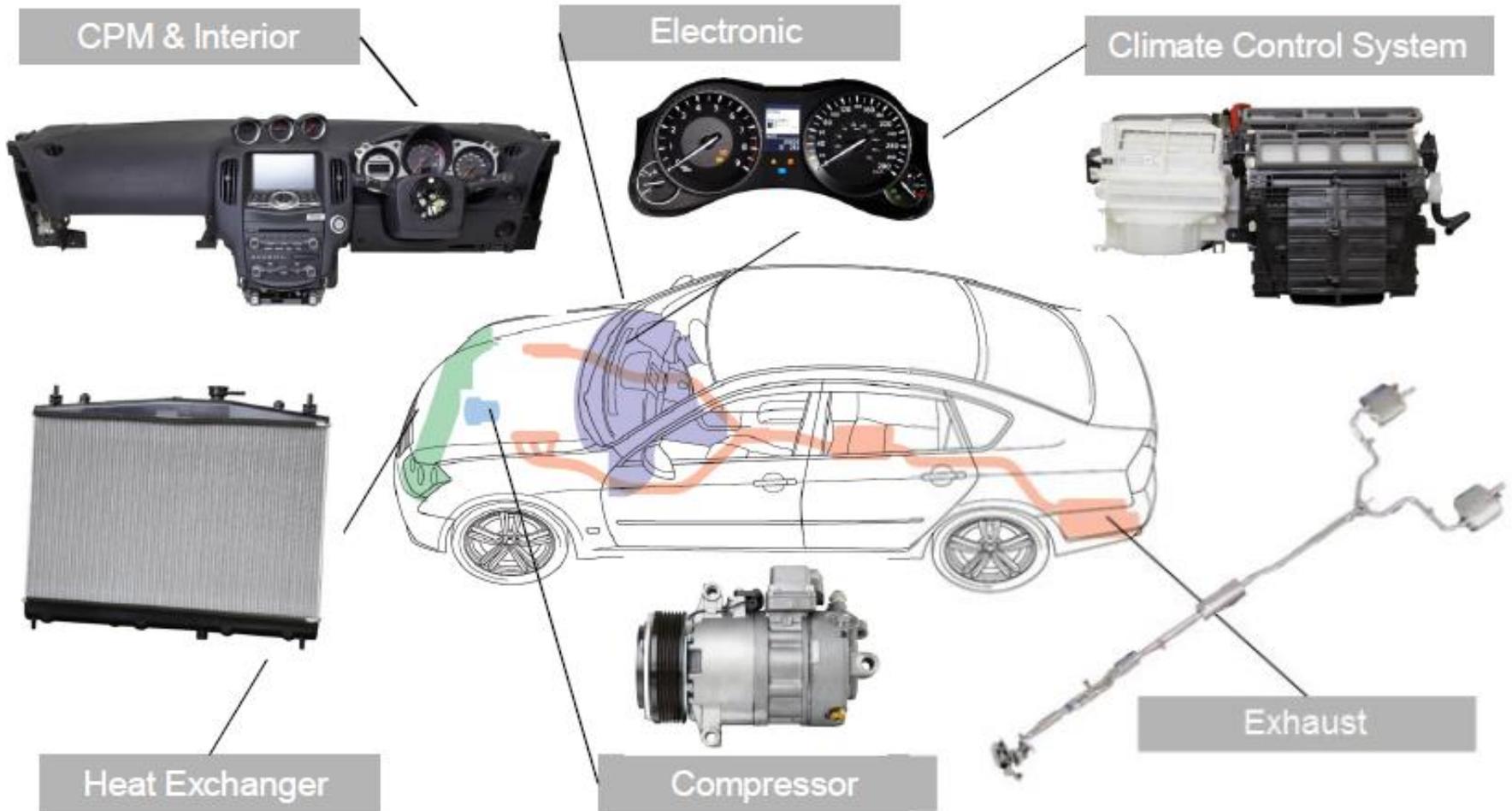
VAS	<<<<<<
Heads	163

Spain

3000 km

2000 km

Global Product Profile



CKNE Product Profile

CPM & Interior



Electronic



Climate Control System



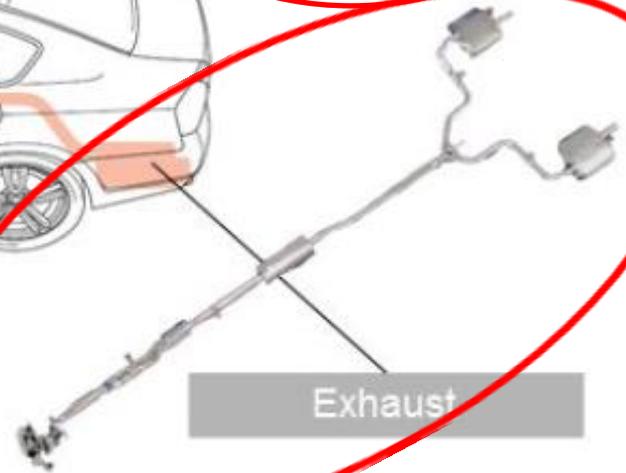
Heat Exchanger



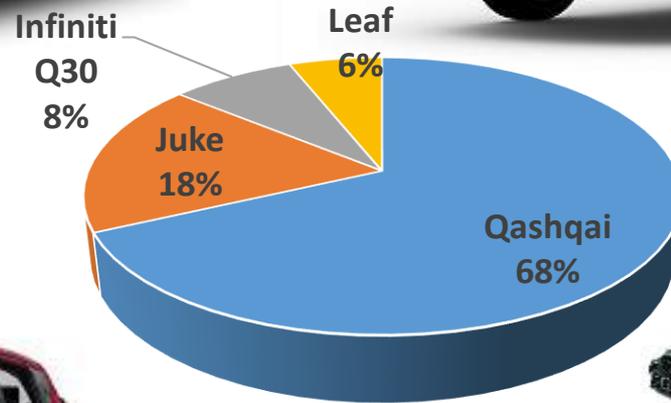
Compressor



Exhaust



NMUK Product Portfolio



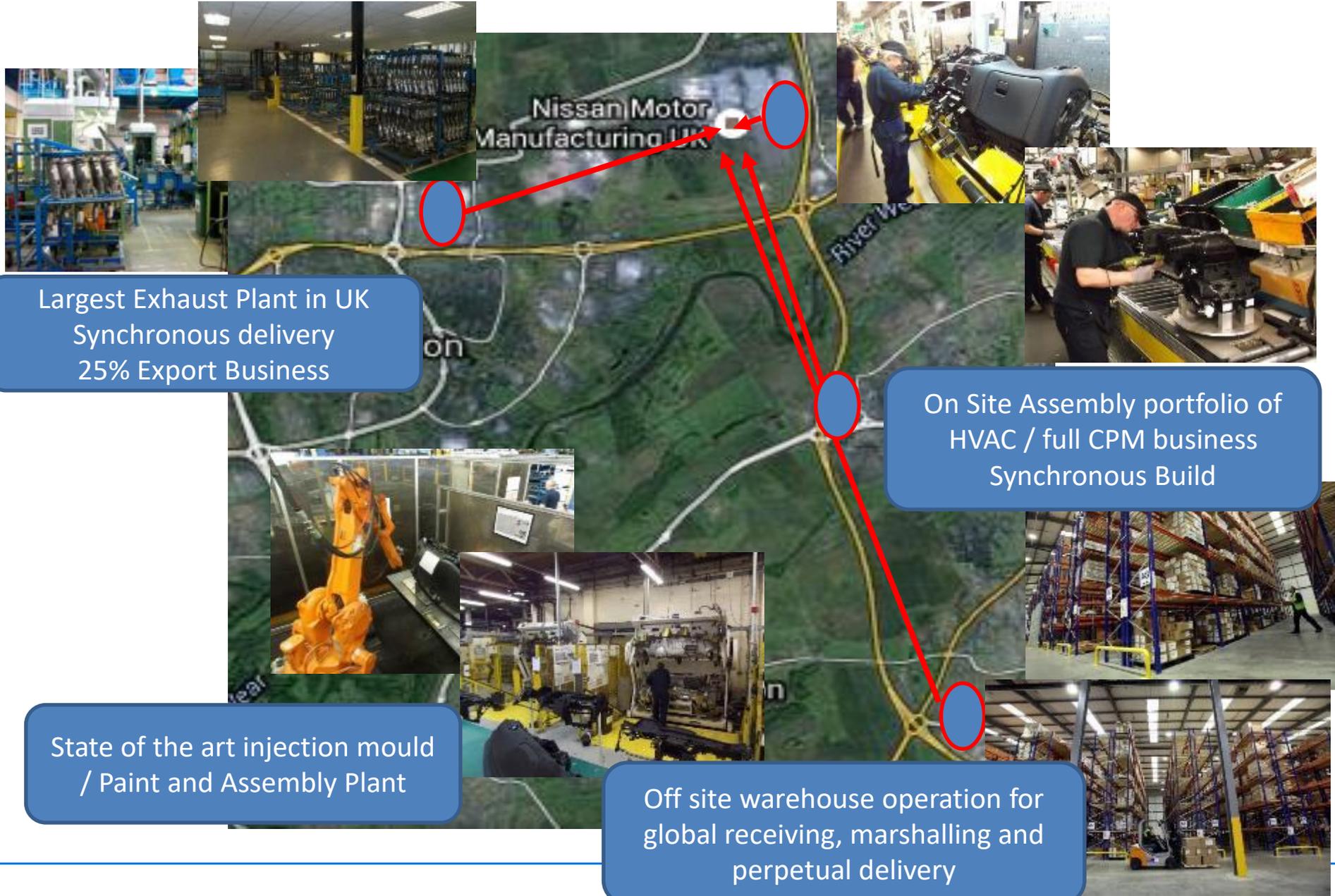
CKNE History – where we came from.....



1986

7 Employees hand
welding KD Exhaust for
Nissan start of
production

CKNE History – where we are now.....



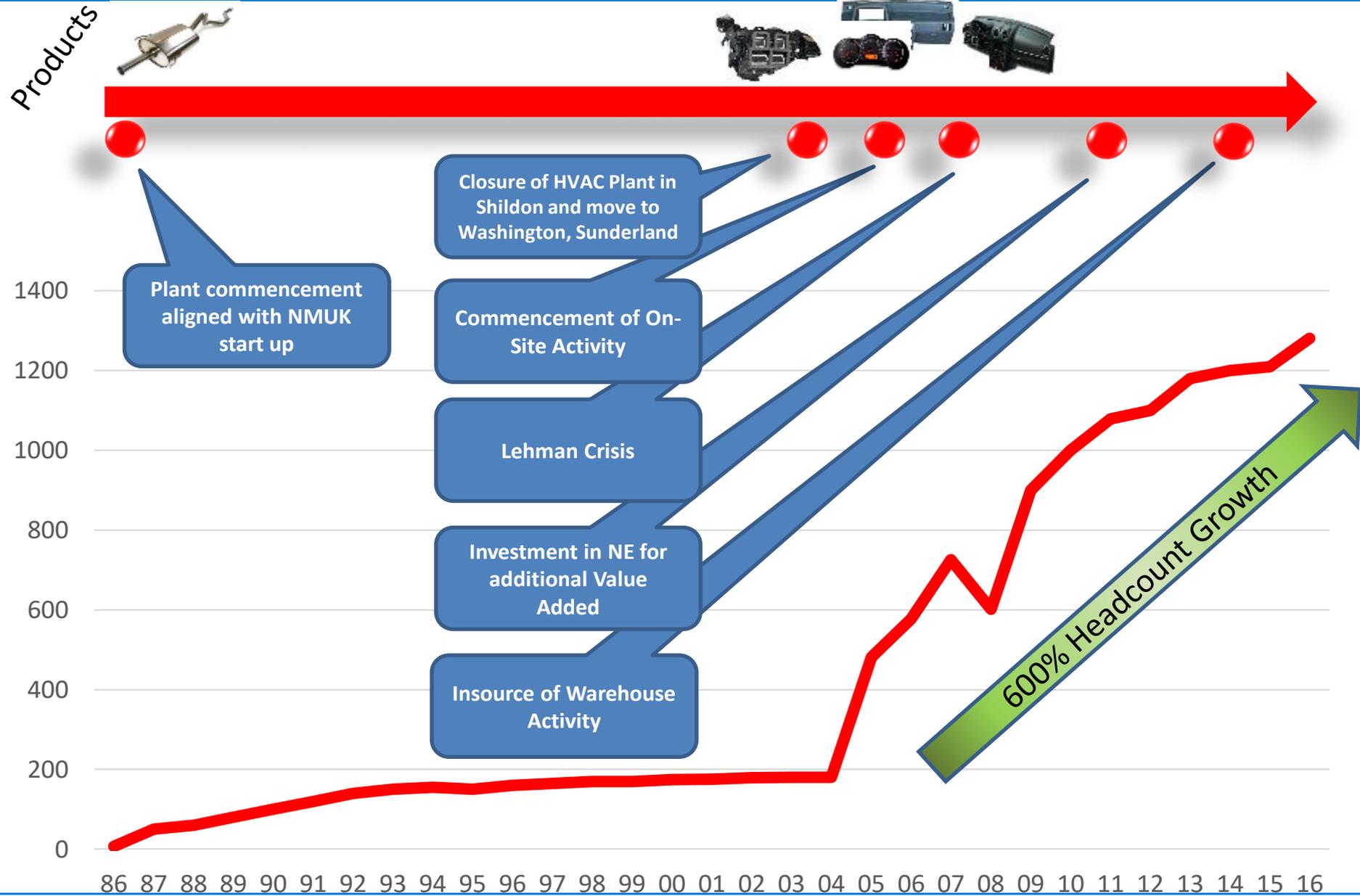
Largest Exhaust Plant in UK
Synchronous delivery
25% Export Business

On Site Assembly portfolio of
HVAC / full CPM business
Synchronous Build

State of the art injection mould
/ Paint and Assembly Plant

Off site warehouse operation for
global receiving, marshalling and
perpetual delivery

Headcount Growth and Development





Substantial growth brings with it the problem of people skills and knowledge, but people are our biggest asset.

1281 Heads total
Average age = 43,
Average LOS = 10
years

CK has invested heavily in people, with initiatives such as:-

- Pre/Post Employment Operator Training School on-site
- Annual Apprenticeship Programme
- Graduate Scheme
- Management Development Programme



- CK takes its Corporate Social Responsibility extremely seriously. We work very closely with the local community. This includes a lot of work with schools, colleges and education initiatives i.e. Work Discovery Week
- This has benefits of promoting CK and its values, and encouraging the community to be involved with CK for everyone's future prosperity



Continued Support from Sunderland City Council working closely with CKNE over the last decade has significantly helped growth

Two major Grants received in recent years have helped growth, as well as numerous smaller Grants and overall Business Support:-

RGF ROUND 2 Support - £2.3M – Investment in New Technology

- Awarded APRIL 2012
- CK Commitment : £16M Investment ; 261 Jobs

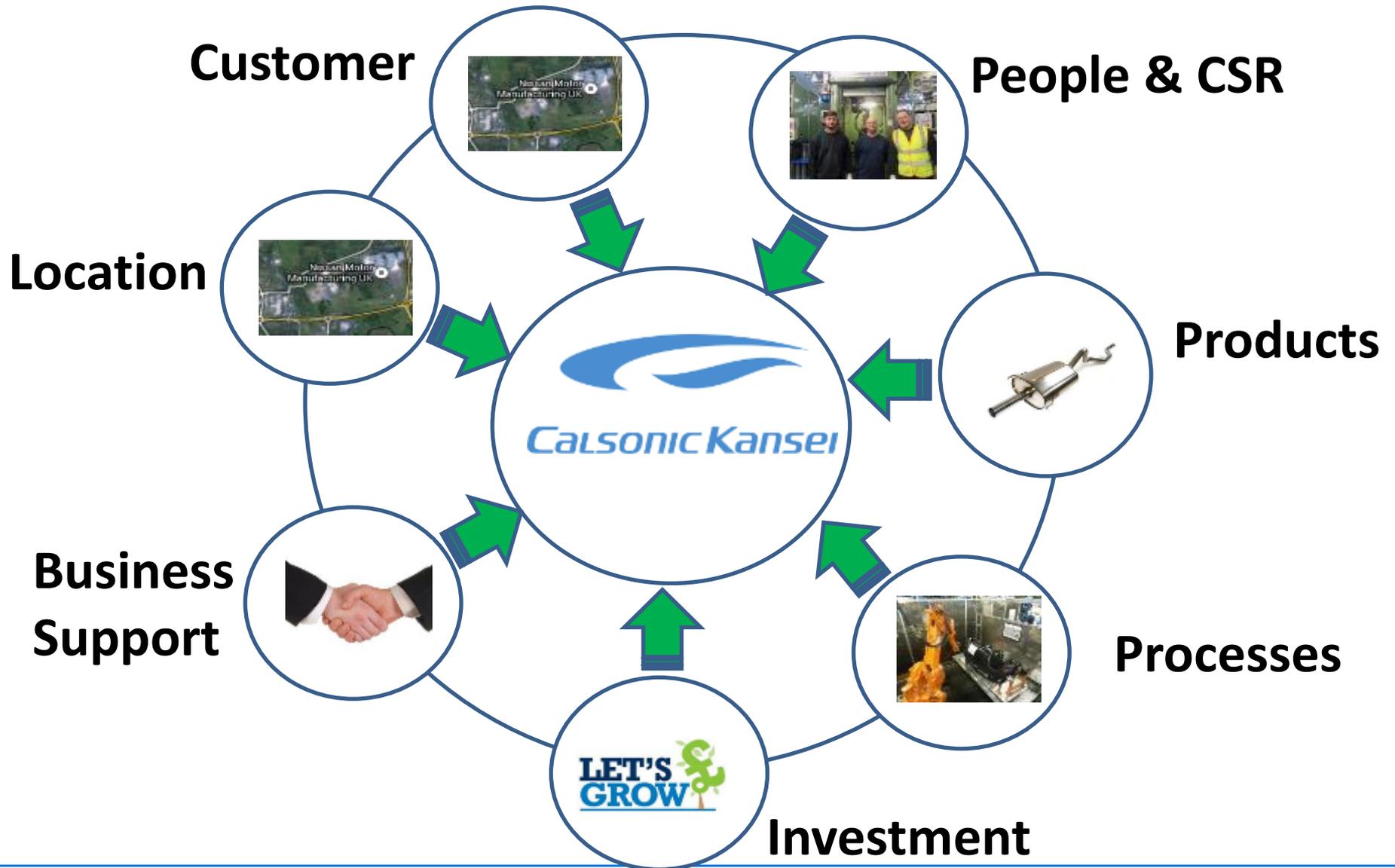


Let's Grow North East Support - £0.66M - Export Growth

- Awarded APRIL 2014
- CK Commitment : £4.5M Investment ; 70 Jobs



What makes us successful



Thank you
ありがとうございました

To organisers, contributors and to
the audience.