

“ A Crise Económica e Financeira : Que Saídas?”



Executive Director - Mr. Andreas Hinrichs

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History



1991


Joint Venture between  and  for the production of VW Sharan, SEAT Alhambra and Ford Galaxy.
Total investment: 1.970 Mio €.

1995

MPV Start of production (SOP).



1999

 takes over 100% ownership of Autoeuropa.

2000

MPV Facelift I.

2003

MPV Facelift II. **1 000 000 units produced.**



2004

Official announcement: VW Eos to be produced at AE.
Investment: 600 Mio €.

2005

Start of production VW Eos (pre-series).



2006

End of production (EOP) Ford Galaxy.
Official announcement: New VW Scirocco to be built at AE.

2008

Start of production (SOP) VW Scirocco.



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Facts & Figures



Plant Information

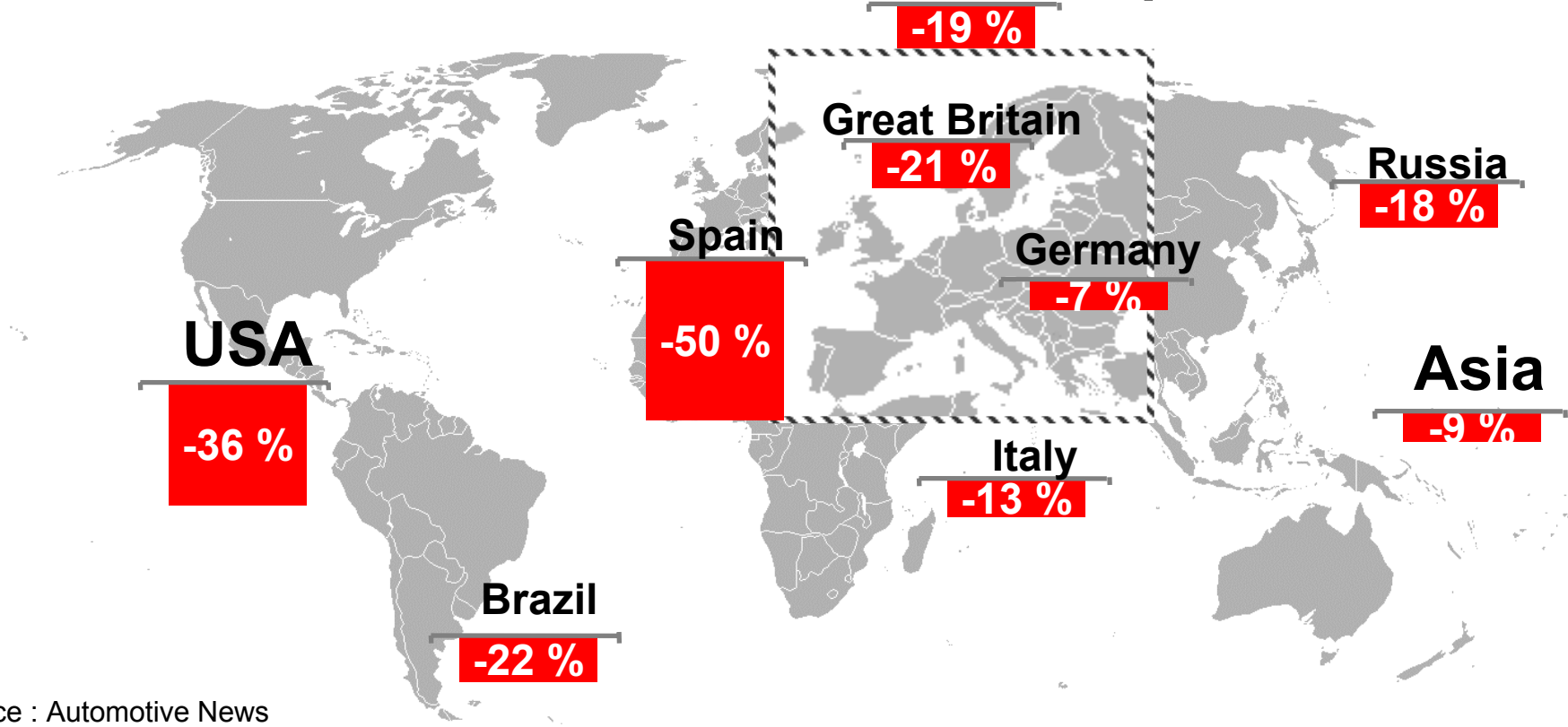
Municipality:	Palmela
District:	Setúbal
Plant:	1.100.000 m2
Industrial park:	900.000 m2
Total:	2.000.000 m2
Employees:	3 000 MA
Female:	9.3%
Age (avg.):	35



Automotive Market Sales – Jan 2008

Comparison with January 2007

Western Europe

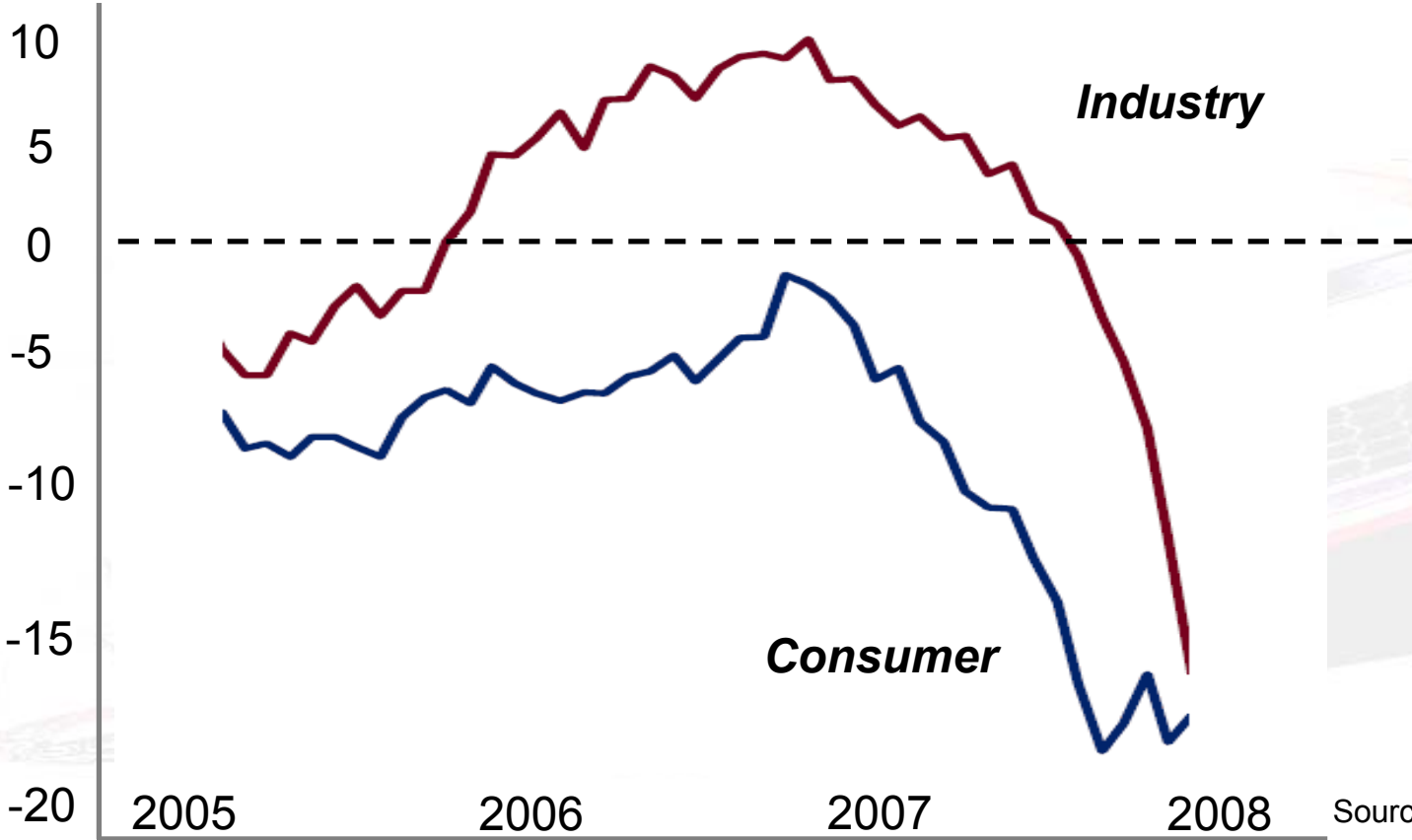


Source : Automotive News



Consumer and Industry confidence level

European Community



Source : European Community

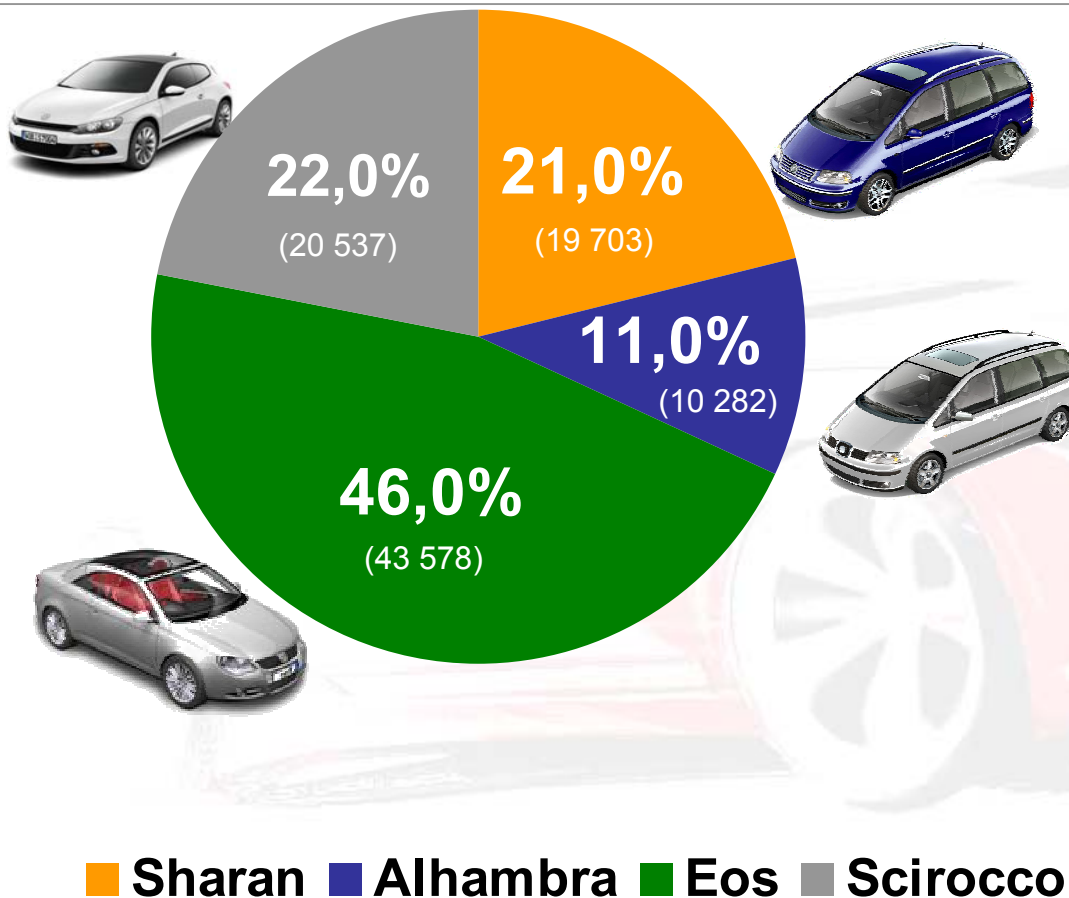


Outlook 2009



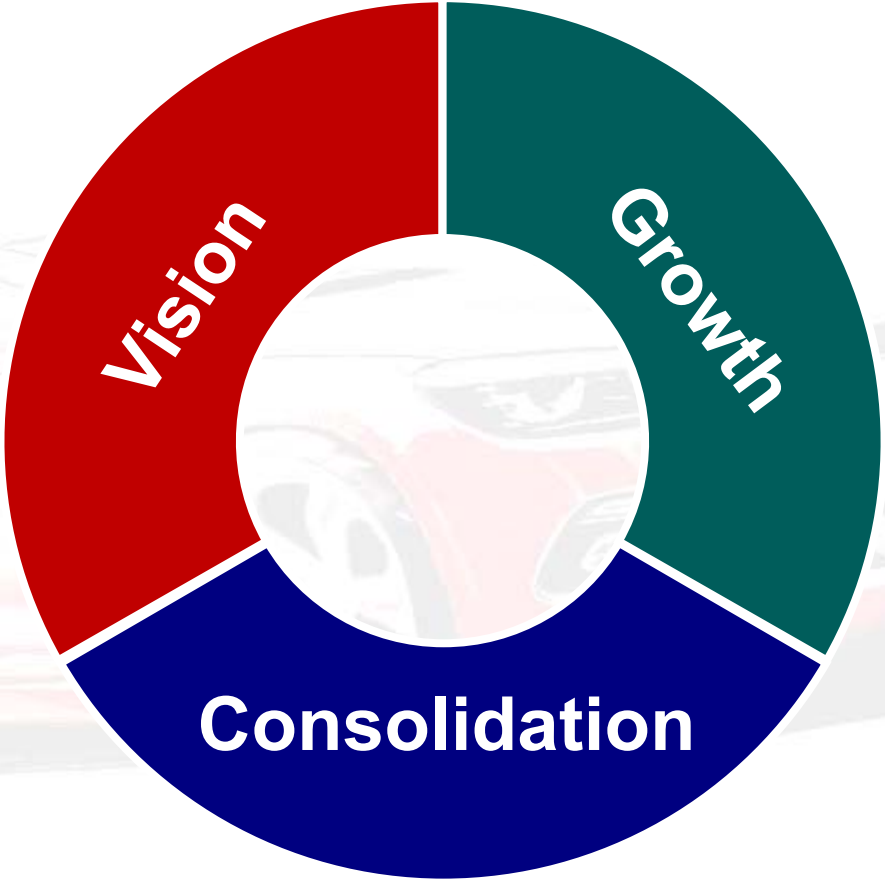
Flashback 2008

Volume 2008



Market	Total	%
Germany	26.611	28,3%
NAR	15.585	16,6%
Great Britain	9.576	10,2%
France	6.756	7,2%
Austria	6.110	6,5%
Spain	3.825	4,1%
Belgium	3.441	3,7%
Italy	2.880	3,1%
Switzerland	2.781	3,0%
Greece	1.943	2,1%
Australia	1.892	2,0%
Netherlands	1.811	1,9%
Portugal	1.340	1,4%
Sweden	630	0,7%
China	532	0,6%
Argentina	379	0,4%
RoW	8.008	8,5%
Total	94.100	100%

A Strategy based on Continuity



Our Vision

The most attractive Volkswagen Plant

1. Maximum Quality and Productivity

2. Flexibility of Infrastructures

Flexible Lines concept

3. Flexibility of Product

Focus on niche products and production volume peaks.

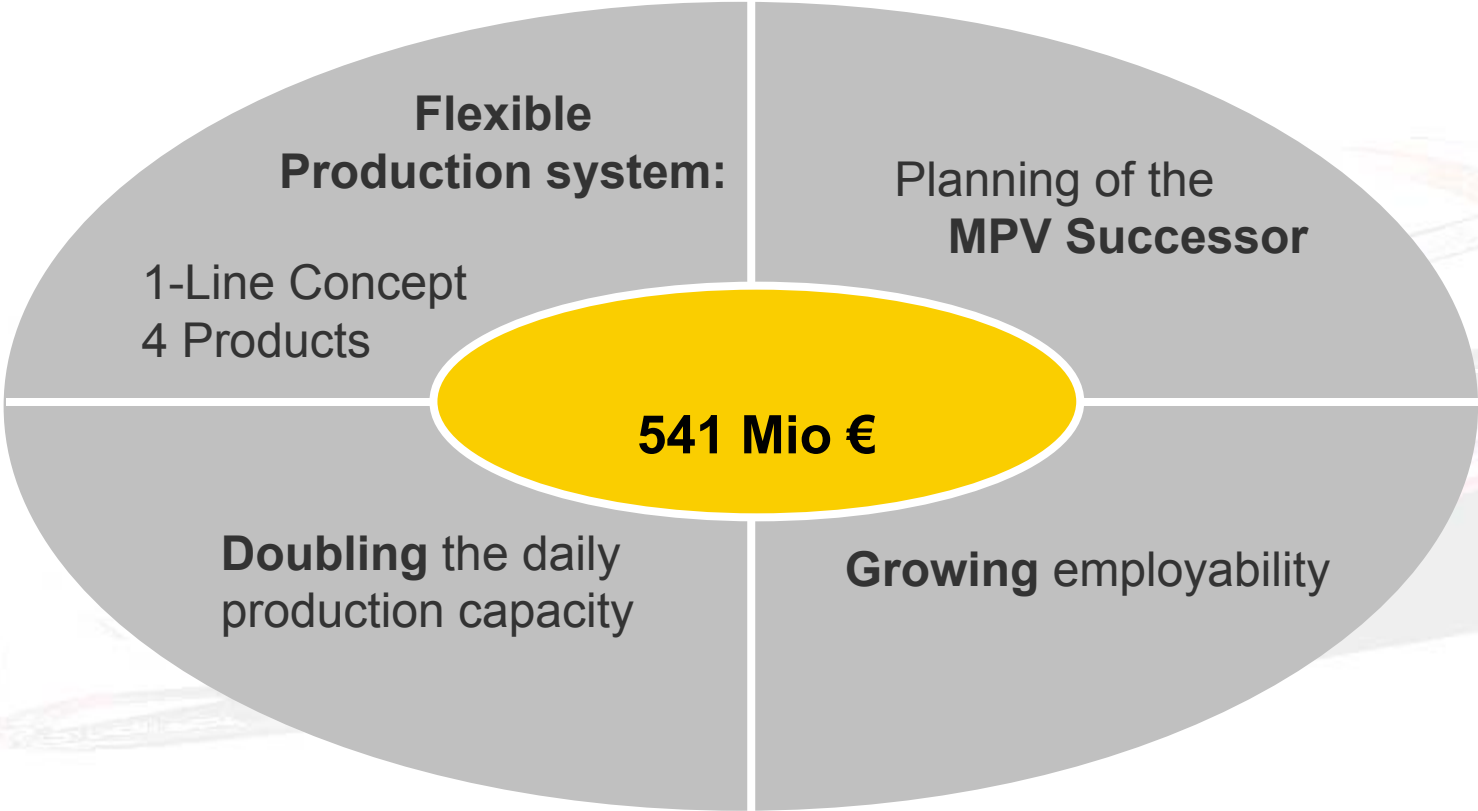
4. Flexibility of Resources

A company with adaptability.



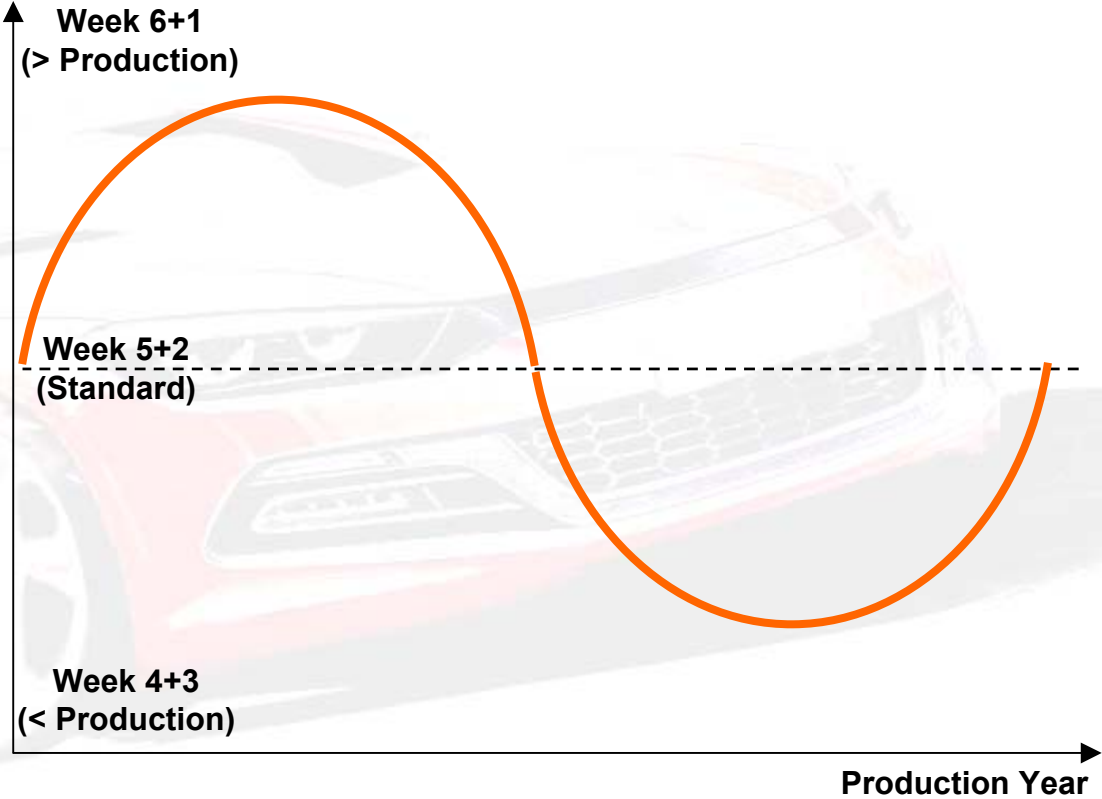
Growth and Consolidation

Pursuing the Investment Plan 2008 – 2010



Flexibility

Breathe with the market



Growth and Consolidation

Frontloading



“Simultaneous Engineering Teams” incorporation of AE’s Engineers



MIT

“Special Training Program Senior Engineers”

MIT Portugal

Bio-Engineering Systems

Engineering Design and
Advanced Manufacturing

Sustainable Energy
Systems

Transportation Systems

Engineering Systems
Program

Engineering Systems

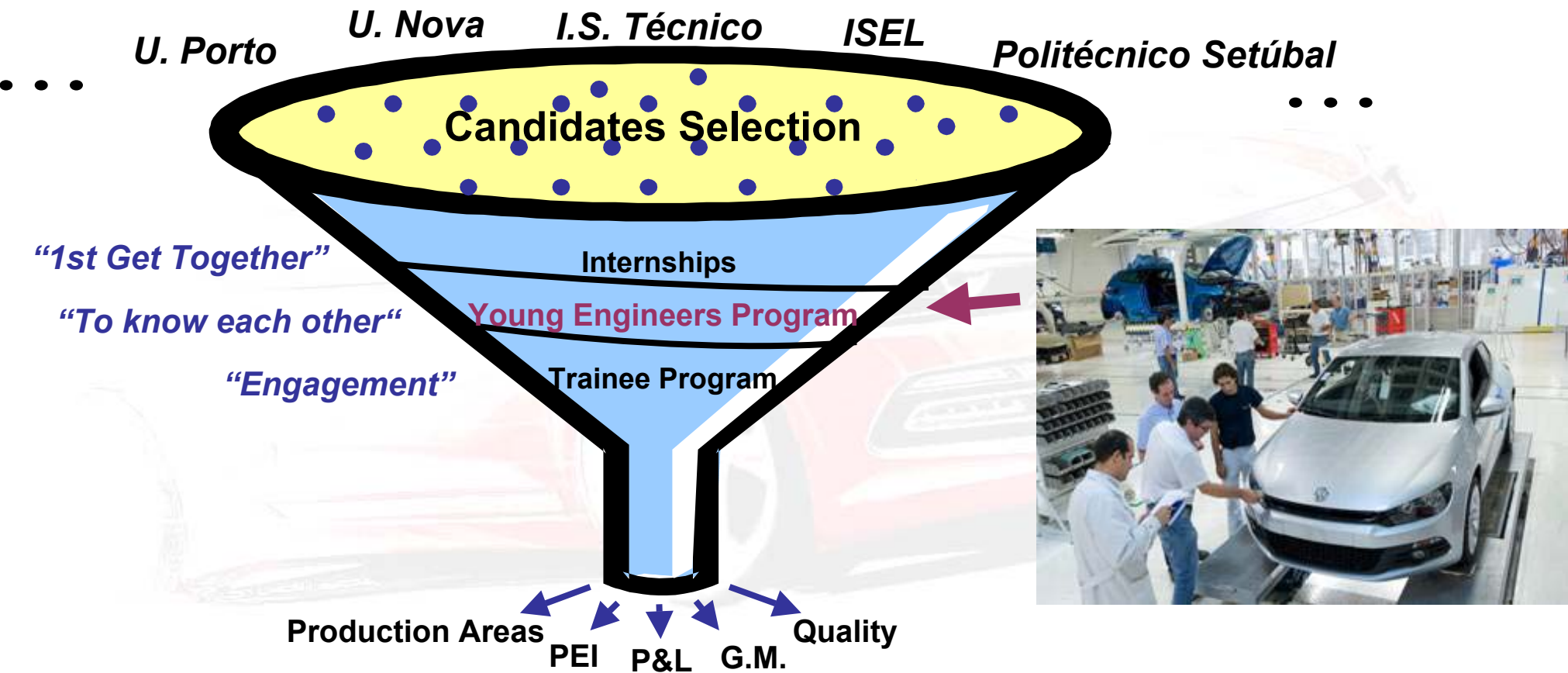
Engineering Design and Advanced Manufacturing

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ATEC - Young Engineers Program

“High Potentials for Autoeuropa”



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Projects 2009

VW Production System

**Actual:
Standard
Processes**



**Pilot Project:
Visualisation of
Processtandards**

**Training Center
Standartization of
processes and
process times**



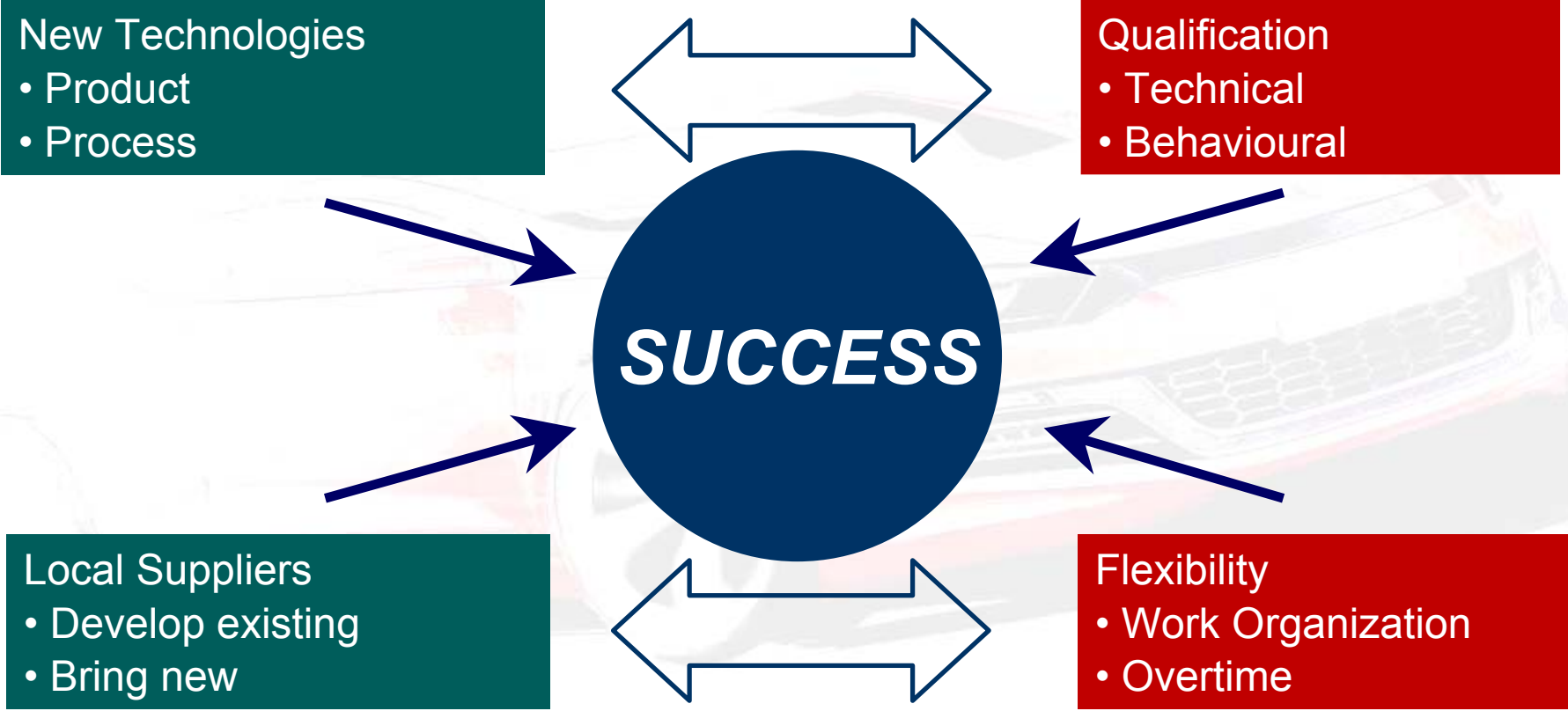
Um ciclo	Tempo de ciclo: 2.2 minutos	Sequência de Trabalho EOS / SCIROCCO	Estação: 55 LHS Montagem Principal HOUSING	
Turno A		Turno B		
Chefe Equipa: _____ Data: ____/____/____		Chefe Equipa: _____ Data: ____/____/____		
Supervisor: _____ Data: ____/____/____		Supervisor: _____ Data: ____/____/____		

Quality & Productivity improvement



Growth and Consolidation

Contributing Factors & Framework



Growth and Consolidation

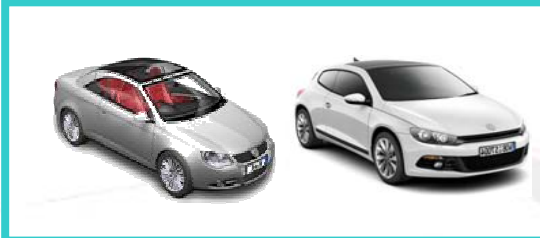
Local Supplier : Logistic and Transportation Costs (Key-Factor)



Unique platform

Exclusive components

Local supplier network



Shared Platforms

Carry-over components among different models

Shared supplier network

Components strategy for the **A-platform**



Orientation of the suppliers to the **A-platform** producing **Group plants**



Growth and Consolidation

Local Suppliers

High transportation costs due to **high transportation distances**



Solution:

To supply parts from locations **nearer to Autoeuropa:**

- » **Autoeuropa Industrial Park**
- » **Palmela region**
- » Portugal
- » Iberian Peninsula
- » Western Europe

Growth and Consolidation

Local Suppliers

To guaranty the *sustainability* and to increase the *competitiveness* of the automotive industry in Portugal.



Growth and Consolidation

Local Suppliers

Program to develop Portuguese suppliers, focusing on:

Quality

Productivity

Costs

GTDIA

Suppliers diagnosis and qualification

Development of specific competencies with regard to process quality, standards and continuous improvement.

Coordination and relationship of expertise

Portuguese Suppliers – Global Suppliers

Thank you for your attention.



Lisbon, 27th of February 2009

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