



# Precision. From design to delivery

Corporate presentation

# Summary\*

**1.**

**Industry challenges**

**Value chain**

**Timeline and expansion**

**Key figures**

**2.**

**Our portfolio**

**Our expert services**

**Engineering**

**Sourcing**

**3.**

**Manufacturer**

**Logistics**

**Quality**

**Online PCB ordering**

**4.**

**CSR**

**Client testimonials**

**Key takeaways**

**Your sales contact**

\*This is a dynamic summary slide,  
click on the part that interests you and go directly to the slide.



# We understand your industry's challenges

Supply chain  
constraints



Quality  
issues



Increasing  
prices





# The necessity of diversifying the global supply chain

Supply chain constraints



Quality issues



Increasing prices



## Tech companies are expanding their manufacturing footprint globally out of Asia

A 3.8% increase in US PCB production.  
25% of companies are considering investing in manufacturing outside of Asia.

# The hidden costs of compromising on quality



**2016**

**Auto ignition issues**

Estimated cost: **\$4bn+**



**2017**

**Airbag errors**

Estimated cost: **25bn+**



**2018**

**Exploding phones**

Estimated cost: **\$5bn+**



Supply chain constraints



Quality issues



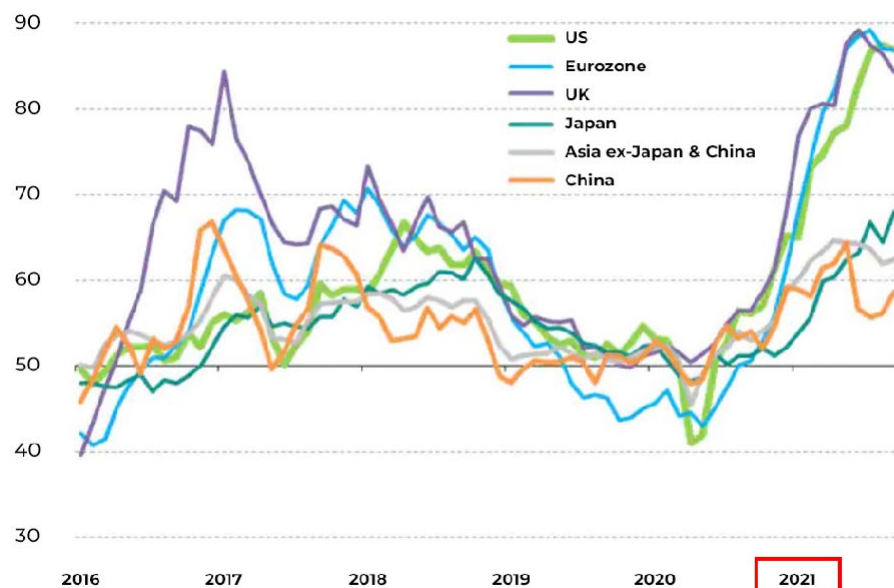
Increasing prices



# Supply constraints leading to the spiking of prices

## Producer input prices

Manufacturing PMI, input prices (50 = no change on prior month)



**Eurozone inflation**  
**8.5%**

On average in February 2023



**USA inflation**  
**6.0%**

On average in February 2023



**China inflation**  
**8.5%**

On average in February 2023



**Crude oil WTI**  
**+59.1%**

From 2020 to 2023

Supply chain constraints

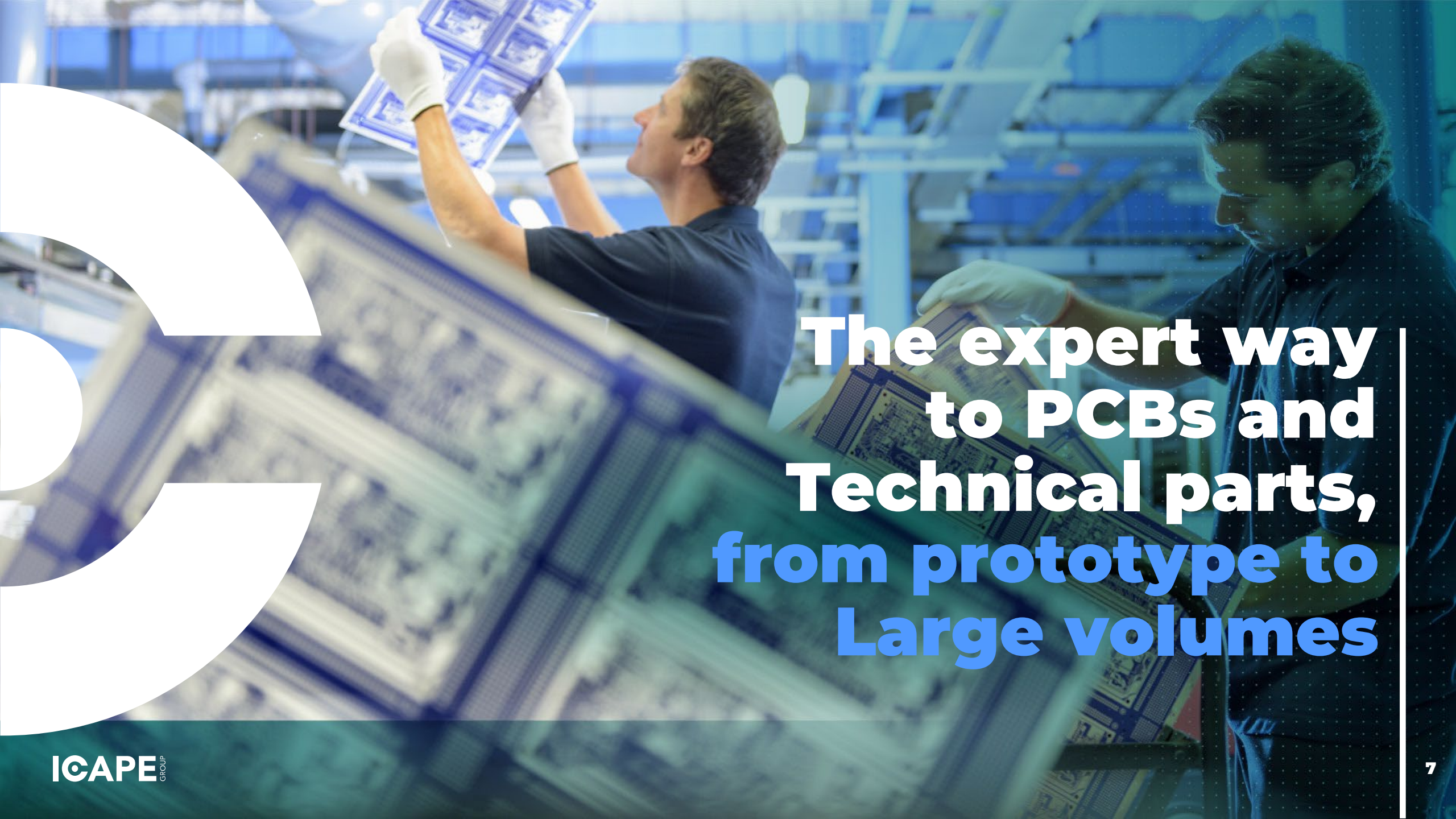


Quality issues



Increasing prices

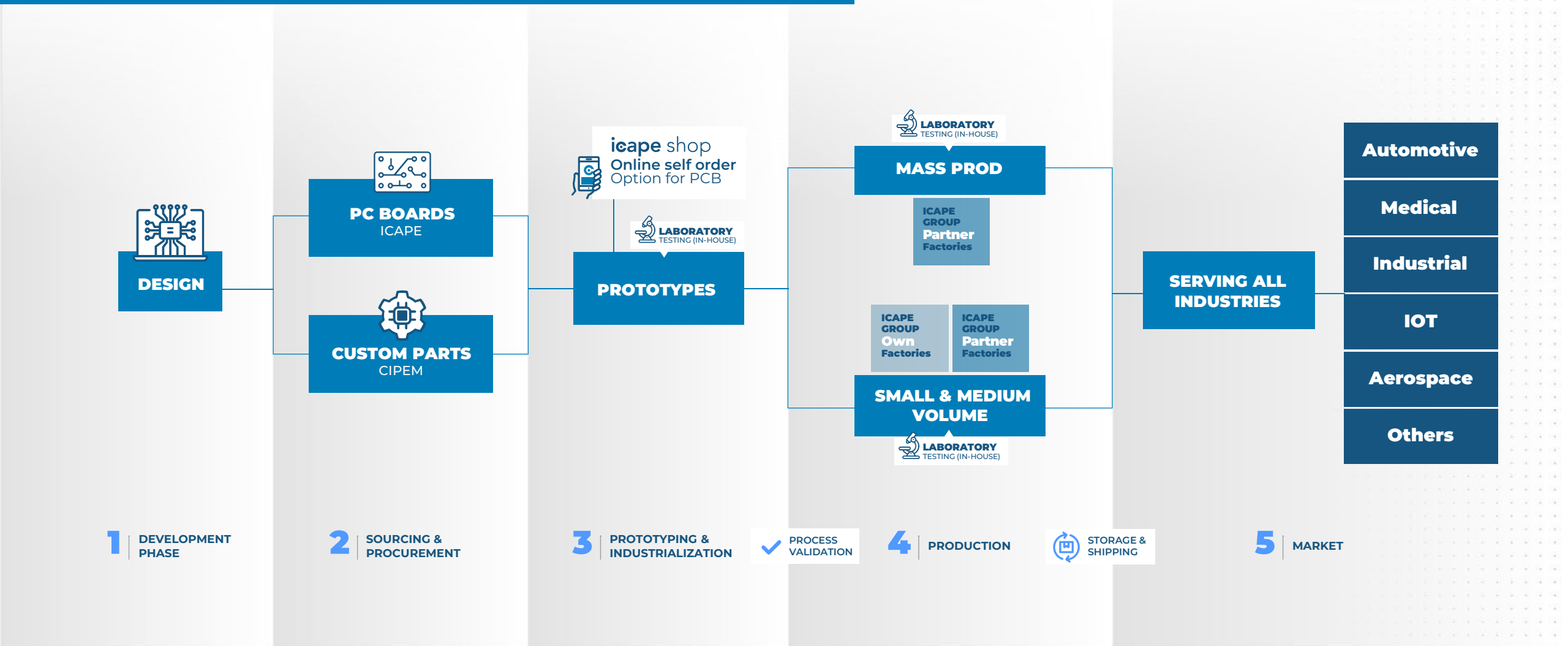




**The expert way  
to PCBs and  
Technical parts,  
from prototype to  
Large volumes**

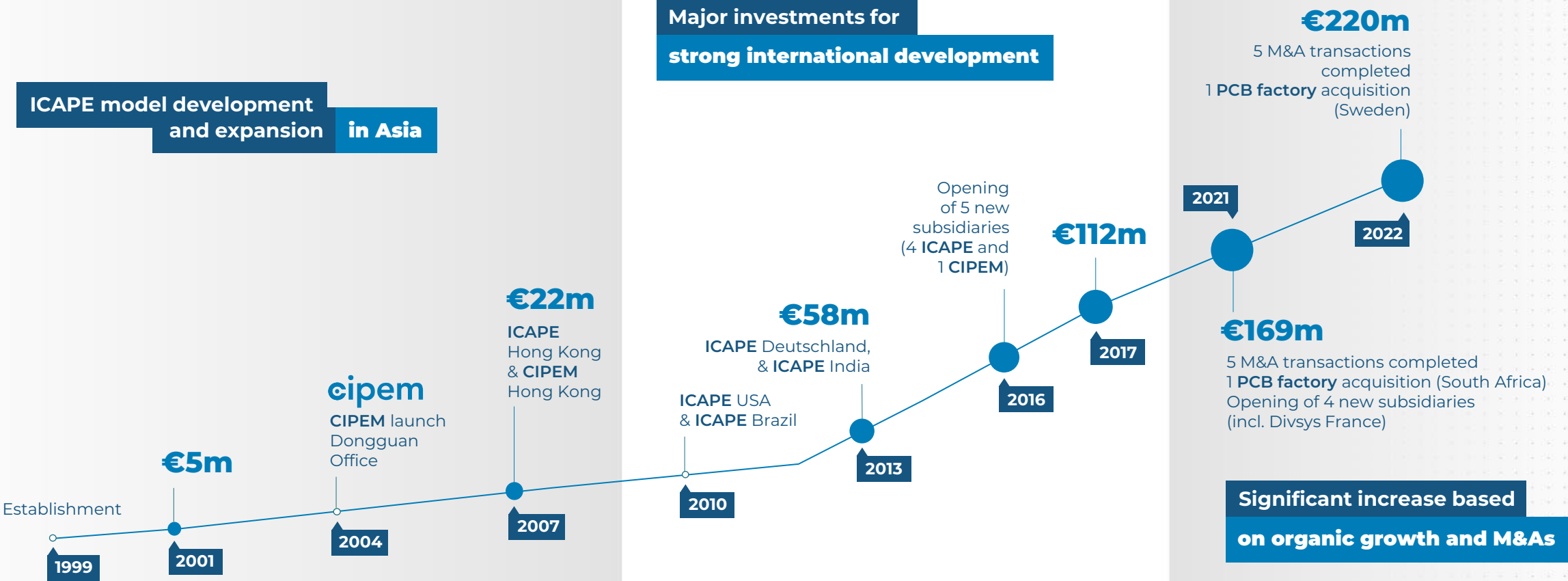


# Our goal is to add value at every stage of the product creation chain

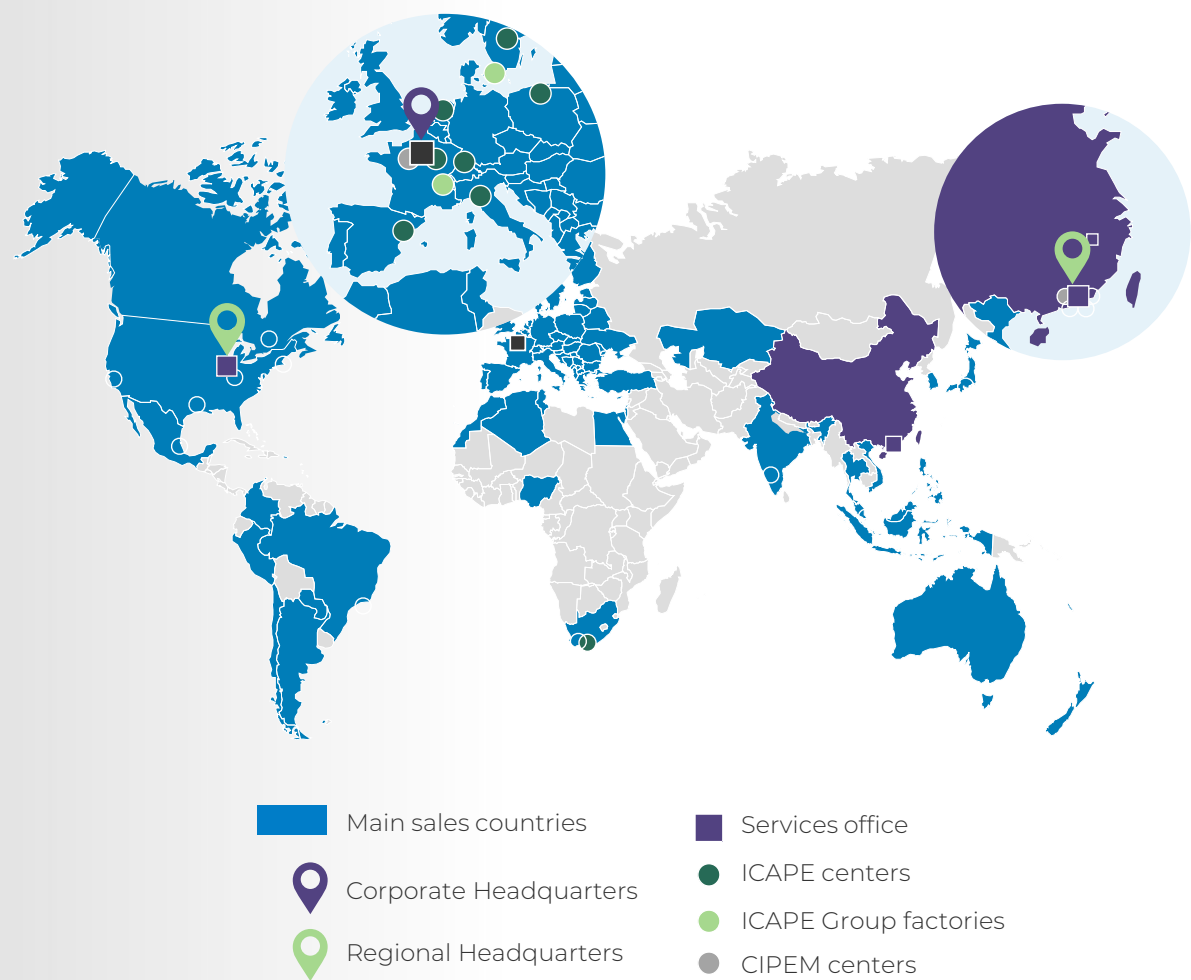




# A history of growth and geographical expansion<sup>(1)</sup>



# ICAPE Group at a glance



## Among the world's leading companies and one of the main players in Europe





The largest portfolio in the industry covering all your needs

icafe

*Printed Circuit Boards*



**+10 technologies**



**27 factories**

HDI | Rigid-flex | Aluminum (IMS)  
Semi-flex | Heavy Copper & Back Panel  
Multilayer | Microwave /RF  
Double-sided PTH  
Single-sided & double-sided STH

cipem

*Technical Parts*



**+10 commodities**



**61 factories**

Cables & Connectors | Adapters  
Transformers & Coils | Keypads  
Batteries | Displays | Plastic & Silicone  
Metal | Remote control units  
Sub assemblies

divsys

*Complete electronics products*



**Turnkey products**

**Ideas to full-fledged Design**

**Prototypes to series production**

**R&D - Industrialization - production**



# Combined with unique services

## ENGINEERING

- Design to cost/DFM
- R&D
- Value-engineering
- Local FAE team

## SOURCING

- Strict AVL
- Diversified factories
- All volumes
- Purchasing leverage

## QUALITY

- Permanent audits
- Strict targets
- Double control
- 99.9% quality accuracy

## SUPPLY CHAIN

- Consolidation
- VMI/CMI/Call Off
- All incoterms
- Local warehouses

## QUICK TURN SERVICES

- Online shop
- Prototype & Small series
- Fast delivery



# Save time & money with efficient engineering

## The initial design matters!

- | Ensuring the best design choices
  - | Value-engineering changes
  - | Fewer iterations:  
fast production status ready
- 
- | Technical data  
and specification analysis
  - | TQ (technical question) if needed
  - | Ucamco integr8tor
  - | Design rules comparison



**Erik Pedersen**

FAE Director  
Scandinavia &  
Poland & Asia

★ 34 years of experience



**Ron Sandala**

FAE Manager  
North America

★ 35 years of experience



**Olivier Gauthier**

FAE Engineer  
France &  
Southern Europe

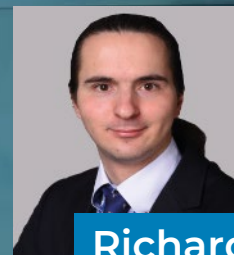
★ 25 years of experience



**Wolfgang Marten**

FAE Engineer  
German speaking countries

★ 20 years of experience



**Richard Könsgen**

FAE Manager  
Germany &  
The Netherlands

★ 6 years of experience

## A diversified base around the world

Our purchasing leverage as a way to **fight price increases**

We create **leverage** with long-term partner factories to increase **your buying power**

### ICAPE Group's purchasing networks





**We are more than a supplier,  
we are a manufacturer**

**trax**

 **SOUTH AFRICA**

**Quick turn**  
Rigid PCB

MONTHLY CAPACITY

**550 m2**

MAIN PRODUCTION

**SS - 18L**

**FR4**

**PTFE**

CERTIFICATES

**ISO9001**

**UL**

**icape-  
mmab**

 **SWEDEN** | Europe

**Quick Turn**  
Rigid PCB

MONTHLY CAPACITY

**500 m<sup>2</sup>**

MAIN PRODUCTION

**2L**

**4L**

**6L**

**8L**

CERTIFICATES

**ISO9001**

**UL**

**ihm**

 **FRANCE** | Europe

**Keyboards &  
Control Panels**

MAIN PRODUCTION

**Membrane keypad**

**Front Panel**

**El Lamp**

**Digital  
Printing**

**Pad  
Printing**

**Technical Labels**

CERTIFICATES

**ISO9001**

**14001**

# A logistics network that spans the world

- Systematic consolidation and optimization
- Multiple logistics platforms
- Tracking of goods in real time
- Inventory management (VMI/CMI/Call-off)
- Sustainability and eco-friendly shipping practices



**97%**  
On Time Delivery



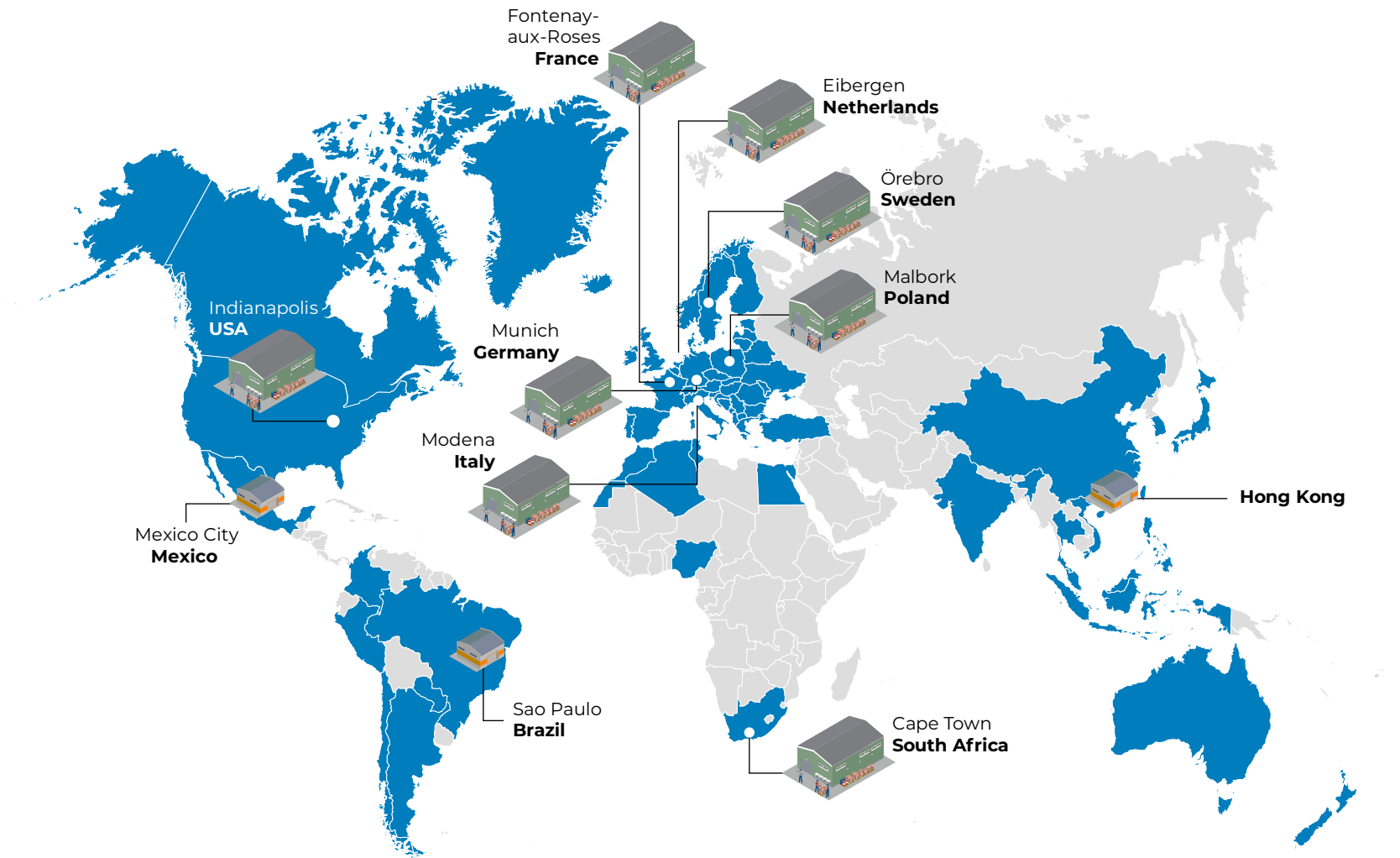
**Air Freight**  
10 to 14 days



**Sea Freight**  
6 to 8 weeks



**Ground Freight**  
3 to 5 days (Europe only)



 Sales presence

 ICAPE Group warehouses

 Sub-contracted warehouses



# Uncompromising standards every step of the production process

**IPC 600 | IPC 610**  
**ISO 9001 | VDA AUDITOR**



A team of  
**60 people**  
dedicated to quality



**3 laboratories**  
in France, China, and the US



**90%**  
of production batches  
**inspected**



**88 quality audits**  
performed per year



**Double inspection**  
Samples, quick turn  
& critical industries



**Inspectors**  
on site

# The easiest way to order PCBs online

## Prototyping and small series PCB lab testing services



**4 DAY  
DELIVERY  
MAX**



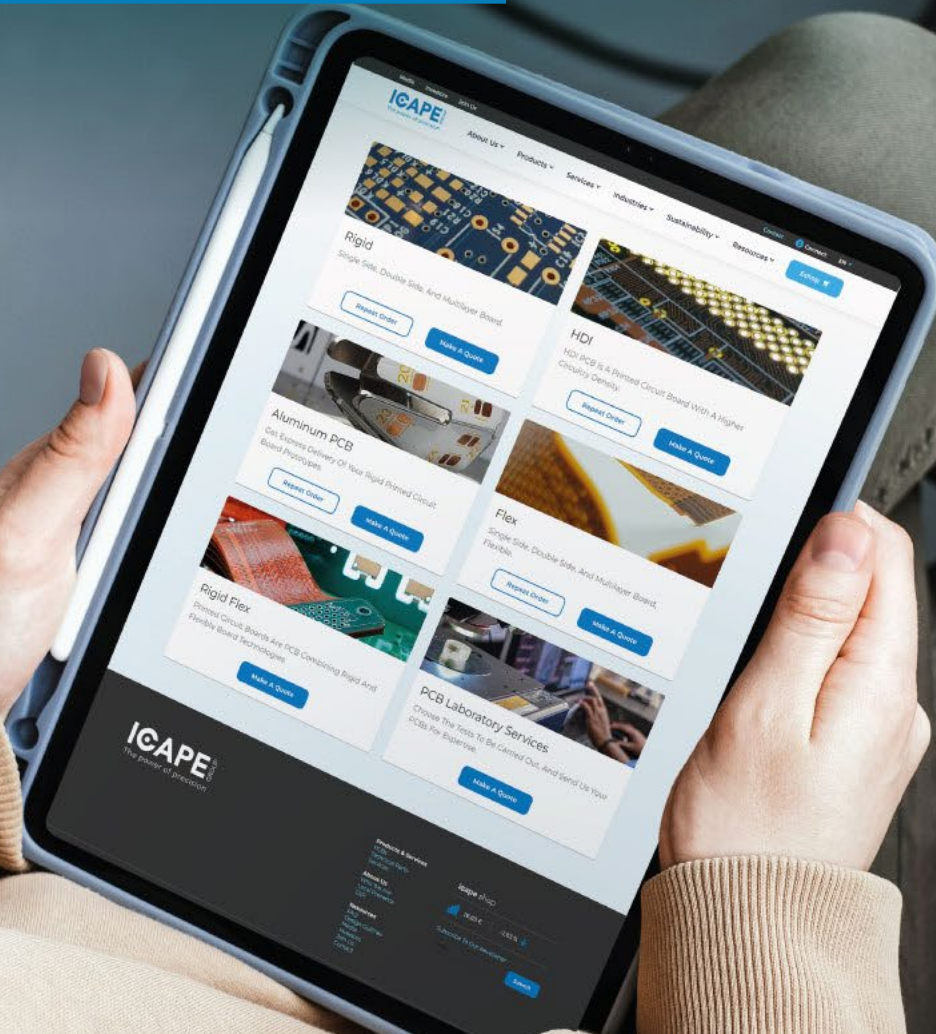
**DOUBLE  
QUALITY  
CONTROL**



**COMPLETE  
QUALITY  
ACCURACY**



**AUTOMATIC  
GERBER  
EXTRACTION**



## QUALITY CONTROL

- | Product Liability Analysis & Assurance
- | Low defect rate
- | Several controls on all batches (over 30 tests)



## ENGINEERING TEAM

- | Team of 6 PCB engineers available 16 hours/day and 6 days/week
- | Accelerate product development cycle
- | A complete set of services  
(DFM, UCAMCO Report, Working Gerber, Stencil)



# CSR is embedded in everything we do



**56%**  
Of **female employees**



**39**  
different **nationalities**



**Scoring 97**  
For **ESG maturity**

- | Providing a **safe** and stimulating **environment** for our teams
- | Promoting a **responsible** and sustainable **value chain**
- | Operating with independence and **integrity**
- | Limiting our impact on the **environment** and climate change

# Let our clients speak for us



« One of the recent great successes with CIPEM was a project for realization of the plastics molds in a very short time.

In short, a project well led by both companies that has helped to meet the expected objectives and encourages future projects with CIPEM.



#### LACROIX Electronics

chose ICAPE Group as their strategic technical parts and PCB partner



« ACTIA Automotive started a supplier partnership with ICAPE in 2015. Their technical expertise in the PCB environment, responsiveness of interlocutors as well as competitiveness at the price level make them a strategic partner.



#### ACTIA Automotive

chose ICAPE Group as their strategic PCB partner



« We have found with ICAPE the ideal partner for short times productions and prices; being very competitive and with quick answers make TEMA's Custom Electronics always be a pride of Made in Italy production.



#### TEMA S.P.A.

chose ICAPE Group as their strategic partner



Let us be the right  
partner for your projects



The most  
**diversified portfolio**  
in the industry



Unmatched  
**Technical  
Expertise**



A **global company**  
with a **local approach**  
to better serve you



**For any questions,  
keep in touch**

**First name**  
**Surname**

**Job Position**



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# Thank you

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# ICAPE<sup>GROUP</sup>

The power of precision



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