

**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

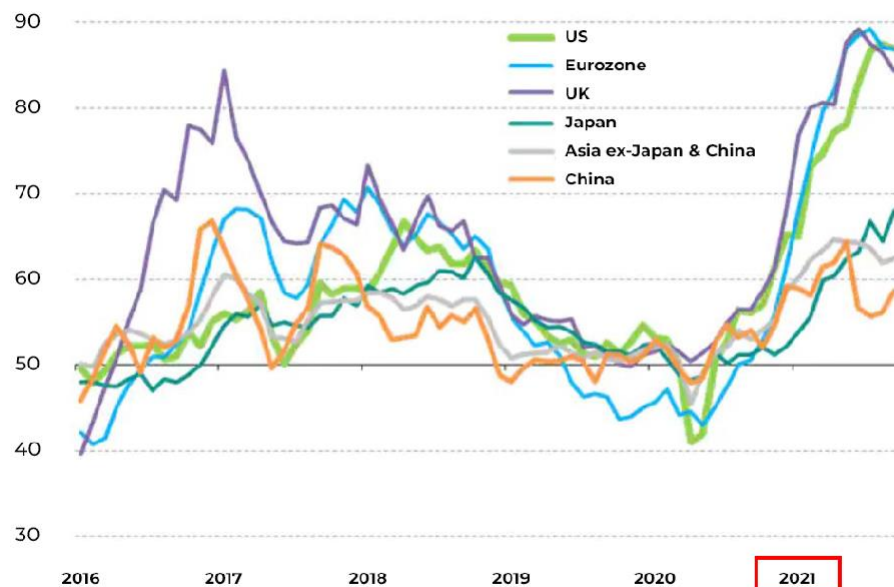


Increasing prices

# 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

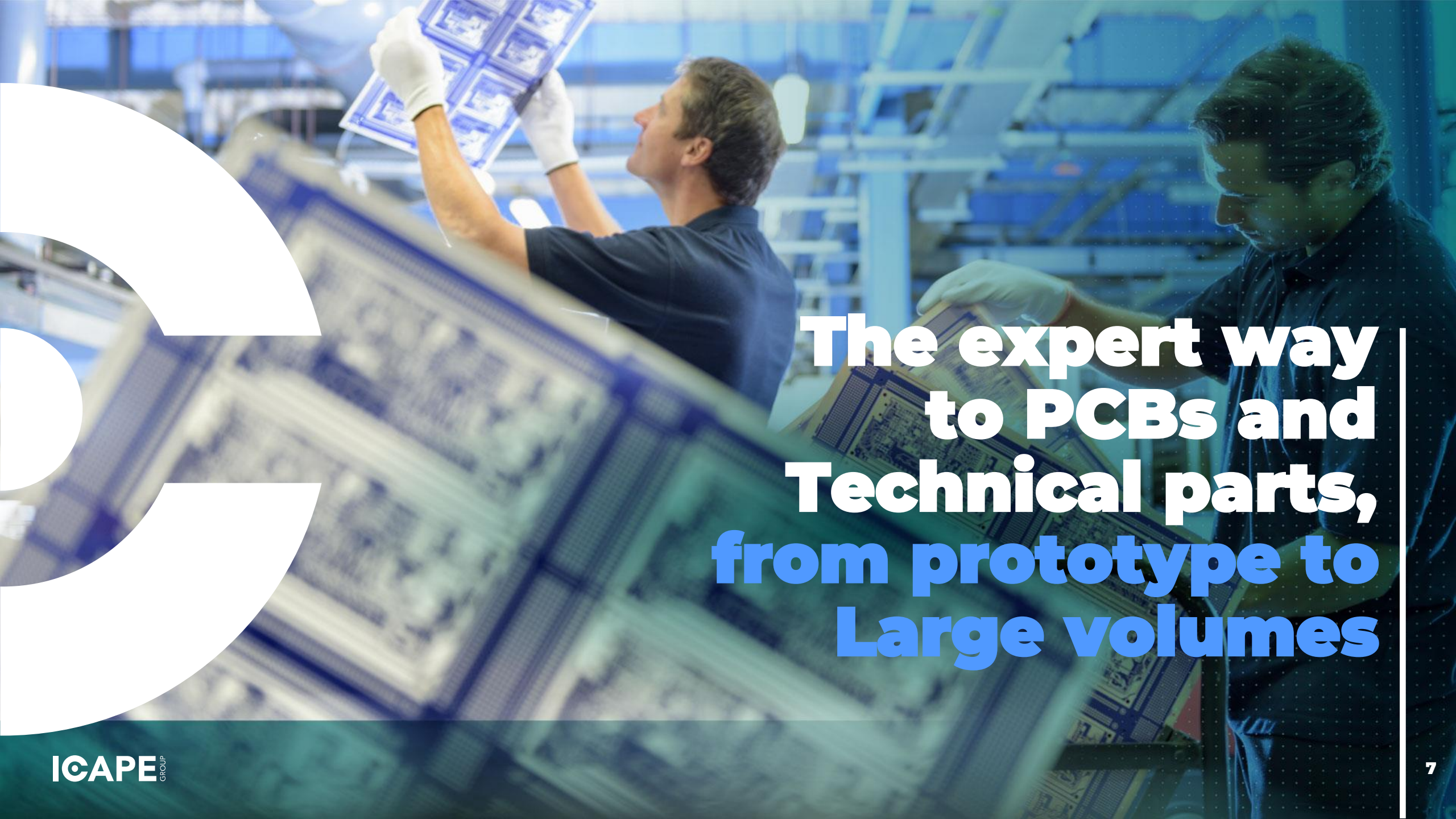


Quality issues



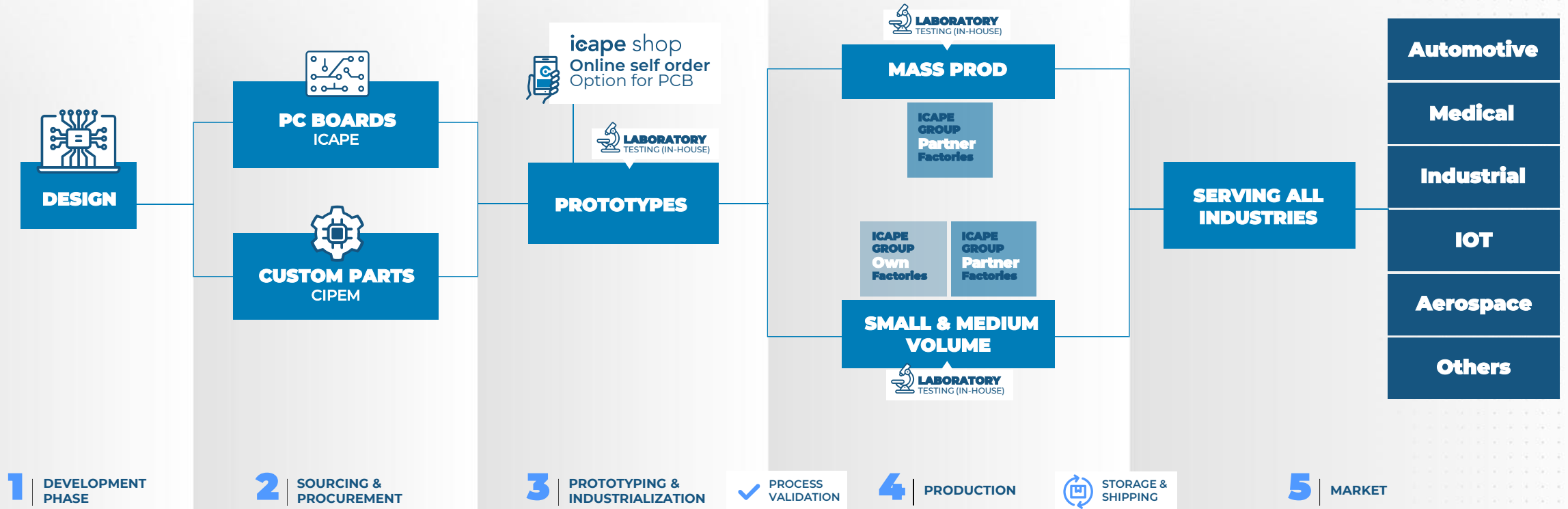
Increasing prices





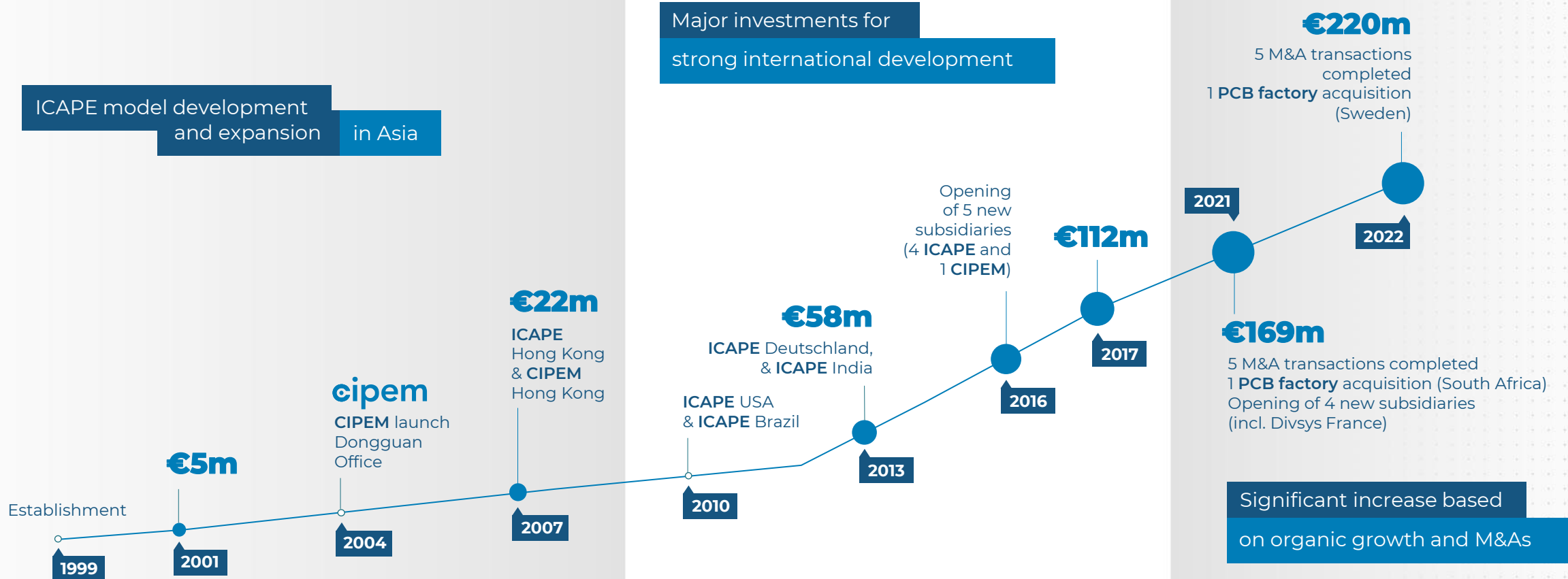
**The expert way  
to PCBs and  
Technical parts,  
from prototype to  
Large volumes**

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

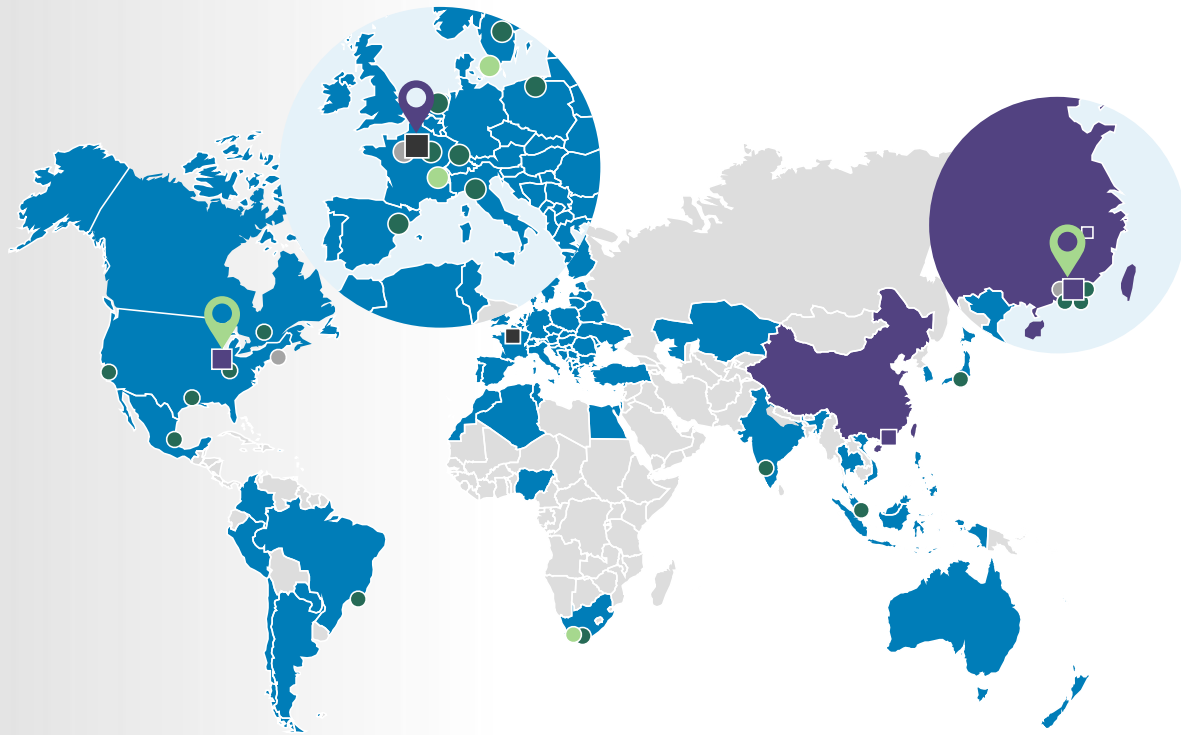




# A history of growth and geographical expansion<sup>(1)</sup>



# ICAPE Group at a glance



- Main sales countries
- Services office
- 📍 Corporate Headquarters
- ICAPE centers
- 📍 Regional Headquarters
- ICAPE Group factories
- CIPEM centers

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

**626**

employees including 261 multilingual employees in Asia

**€220m**

sales revenue<sup>(1)</sup>

**3,000**

active customers

**36**

subsidiaries and 2 Service Offices in China

**88**

qualified suppliers

**60**

countries delivered

**+27m**

electronic parts delivered per month

**3**

ICAPE Group owned factories

**73**

ESG maturity ('Excellent' score)



## High-density connection - HDI

- High-density connection (HDI) with 1, 2, or 3 levels or ELIC construction (with laser microvia)



## Rigid-flex

- Rigid part (4-16L), FR4
- Flexible parts (1, 2, 4L)
- EMI Shield Film on Flexible area



## Aluminium (IMS)

- Power & Lighting applications
- Raw material on metallic base: aluminum, copper, steel



## Semi-flex

- Economic 3D PCB in FR4 (1 - 4L)
- Lamination/routing process, cost advantage vs Rigid-Flex



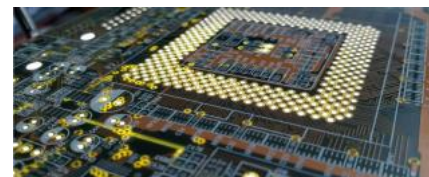
## Flex

- Standard products (1, 2, 4L) with coverlays or PHI.
- FR4 Stiffeners
- EMI Shield Film



## Black panel/Heavy copper

- Power Electronics
- High layer count (up to 64 layers)



## Multilayer

- Standard products (4-6L), FR4, photo-sensitive Solder Mask
- Special types (thick copper, thin core, hard gold, etc)
- High layer count (8 to 64 layers)



## Microwave/RF

- Radio frequency and antenna applications



## Double-sided PTH

- High-density products
- Special types



## Single-sided & double-sided STH

- With conductive jumpers: carbon, silver, or copper pastes
- Silver Through Holes (STH) or Copper Paste Through Holes (CPTH)



## Cables & connectors

- | Customized Cable Assemblies & Common Cables Assemblies
- | Wire Harnesses & Customized Connectors



## Adapters

- | Wall Mount Adapters & Interchangeable Adapters
- | Desktop Adapters & Open Frame Power & LED Drivers



## Transformers & coils

- | High & Low Frequency Transformers
- | Air Coils & Filters & Toroids, Coils & Inductors



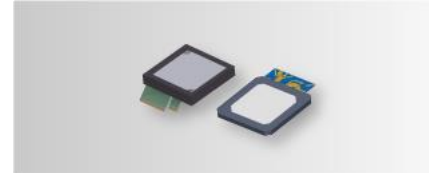
## Keypad

- | Membrane Switch Keypads
- | Overlays & Silicone Keypads



## Batteries

- | Li-ion & Li-Po & Ni-Mh & Lead Acid
- | Primary Batteries



## Displays

- | TFT & VA Type
- | TN & HTN & STN & FSTN & DFSTN Types



## Plastic & silicone

- | Plastic Injection Parts & Plastic Injection Molding
- | Silicone Mechanical Parts



## Metal

- | Stampings Parts
- | Shields & Heatsinks



## Remote control units

- | IR InfraRed
- | BT Bluetooth & RF Radio Frequency



## Sub-assemblies

- | Electromechanical Assemblies
- | PCB Assemblies

The largest portfolio in the industry covering all your needs

icape

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

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

# 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-  
mmcb**

 **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    EI 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



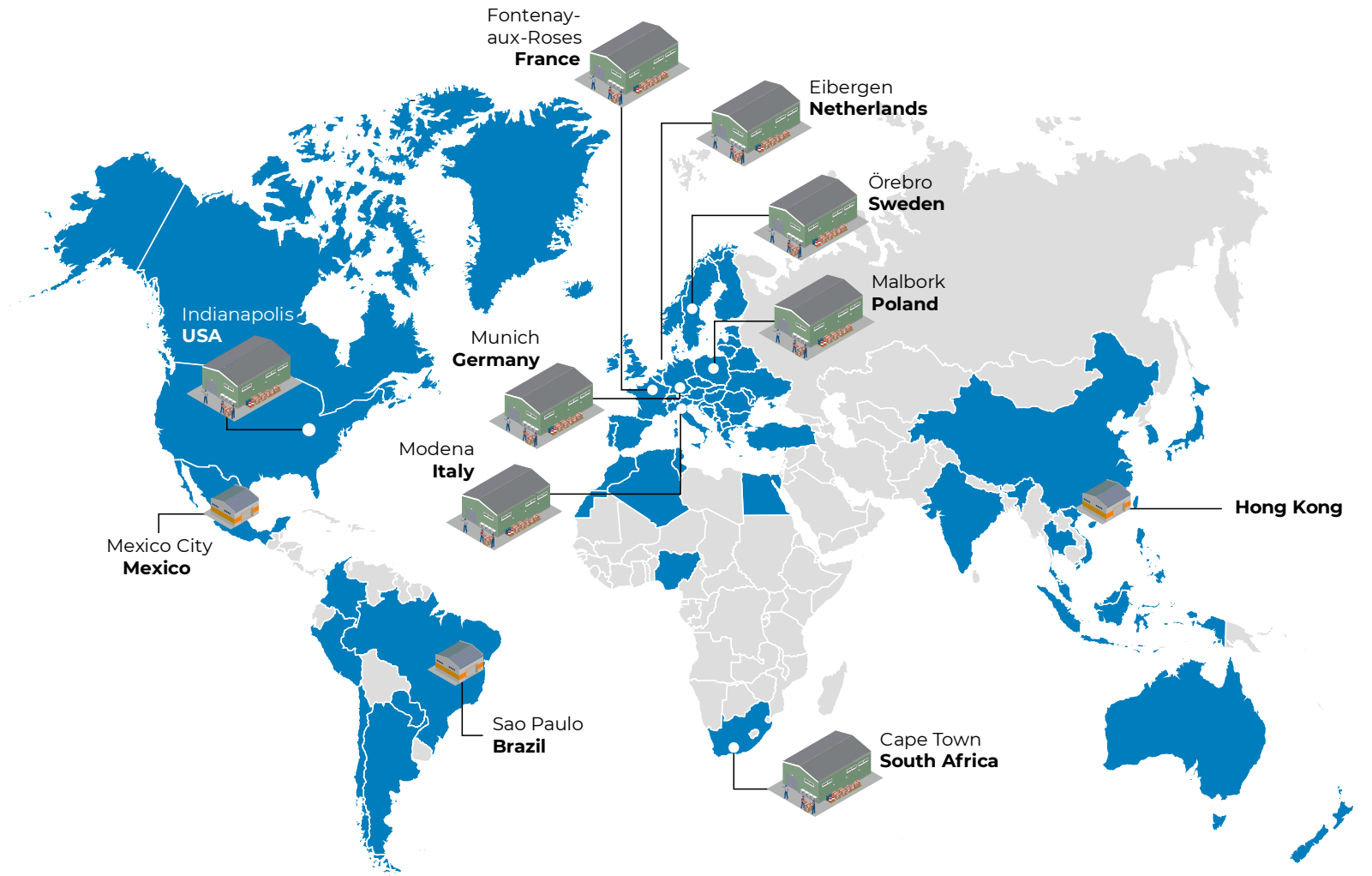
**Sea Freight**

6 to 8 weeks



**Ground Freight**

3 to 5 days (Europe only)



# 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

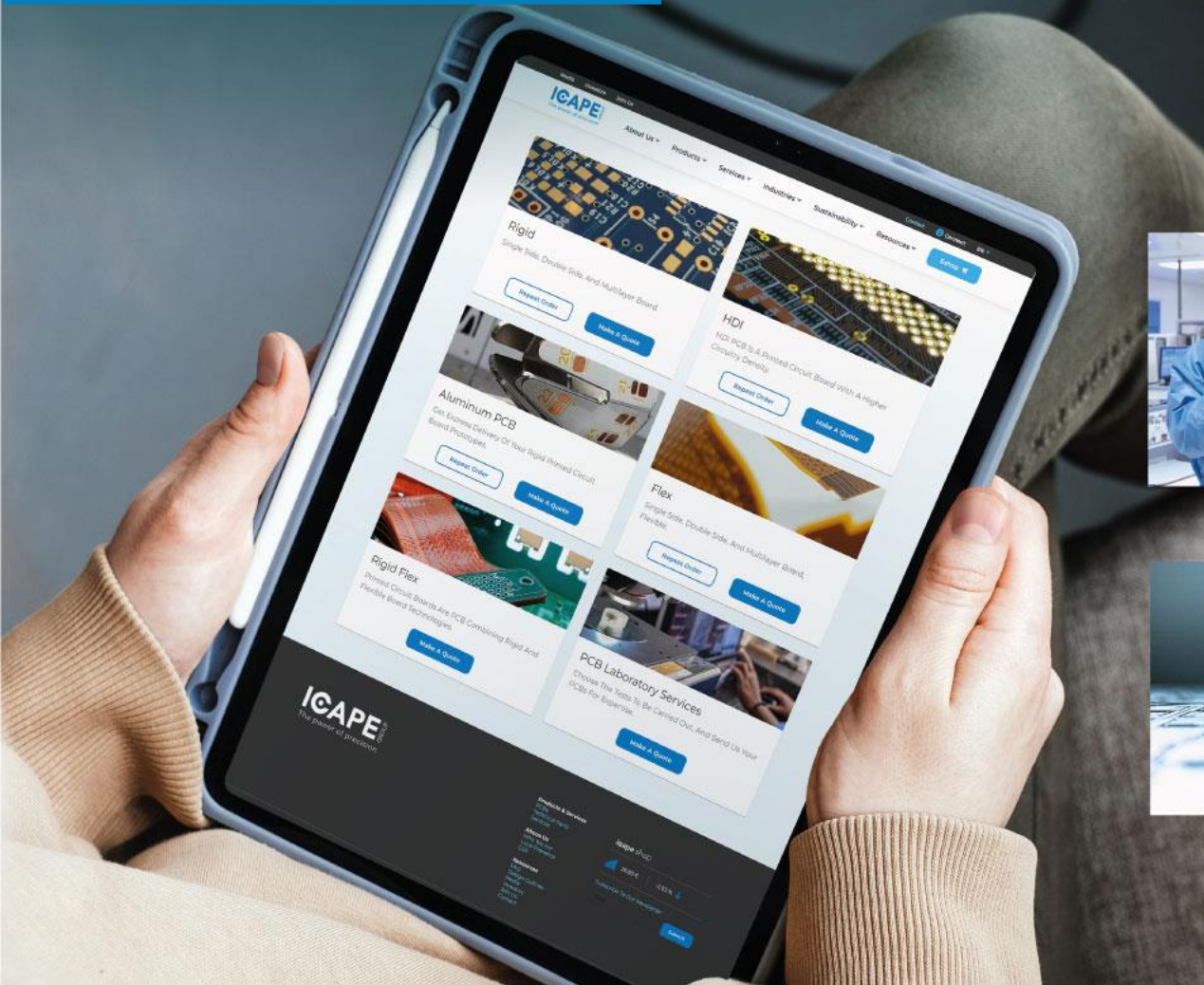


**Double inspection** Samples, quick turn & critical industries



**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



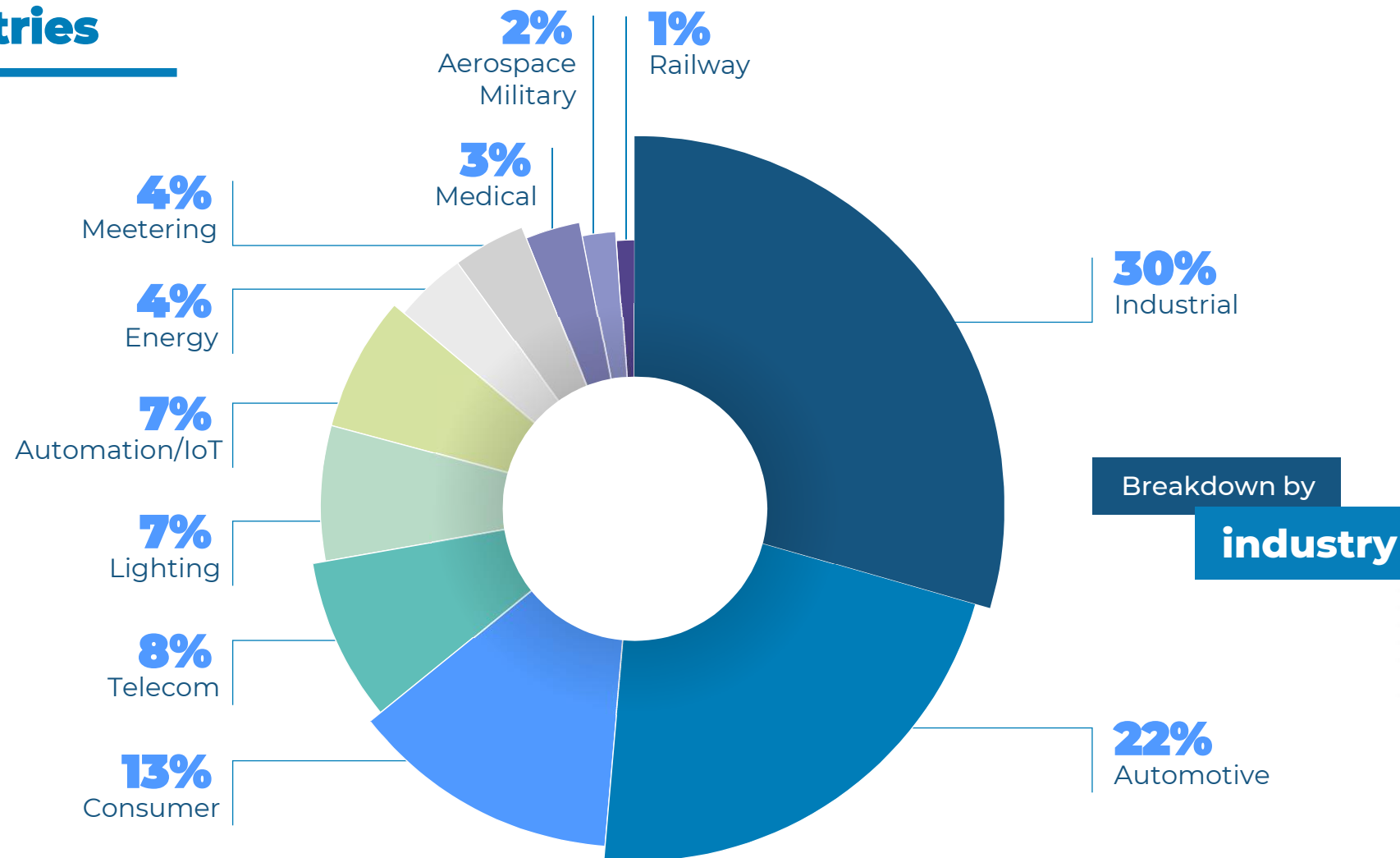
« We have found with ICAPE the ideal partner for short times productions and prices; being very competitive and with quick answers make TEMA's Custom Electronics always be a pride of Made in Italy production.



## TEMA S.P.A.

chose ICAPE Group as their strategic partner

# Mapping Revenue Across Industries



# Credentials that Count: Our Certifications in Every Industry



## Main certifications



## Automotive



## Aerospace



## Medical



## Industrial



## Railway



# 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**

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**Thank you**

**ICAPE** GROUP  
The power of precision