

Sumitomo Electric Industries, Ltd.

-Our business in Tunisia

Yoshiyuki Ogata, Senior Managing Executive Officer
Sumitomo Electric Industries, Ltd.
6th July 2023

Company profile

Company Name

Sumitomo Electric Industries, Ltd.

Established

April 1897

Employees

289,191

Subsidiaries &
Affiliates

414 (Domestic [JAPAN] 105, Overseas 309)

Consolidated
Business Results

Net Sales **¥4,005,561 million**
Operating Income **¥177,443 million**

(As of March 31, 2023)

Business segments

[FY2022 result]

Automotive



Wiring harnesses



Components



Electronic products



Anti-vibration Rubber



Traffic Control System

Environment & Energy



Power Cables



Copper Wire Rod



Redox Flow Battery

Industrial Materials



Cutting Tools



Sintered Powder Metal Parts



Special Steel Wires

Info-communications

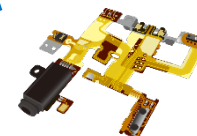


Optical Fiber Cables



Broadband Network Systems

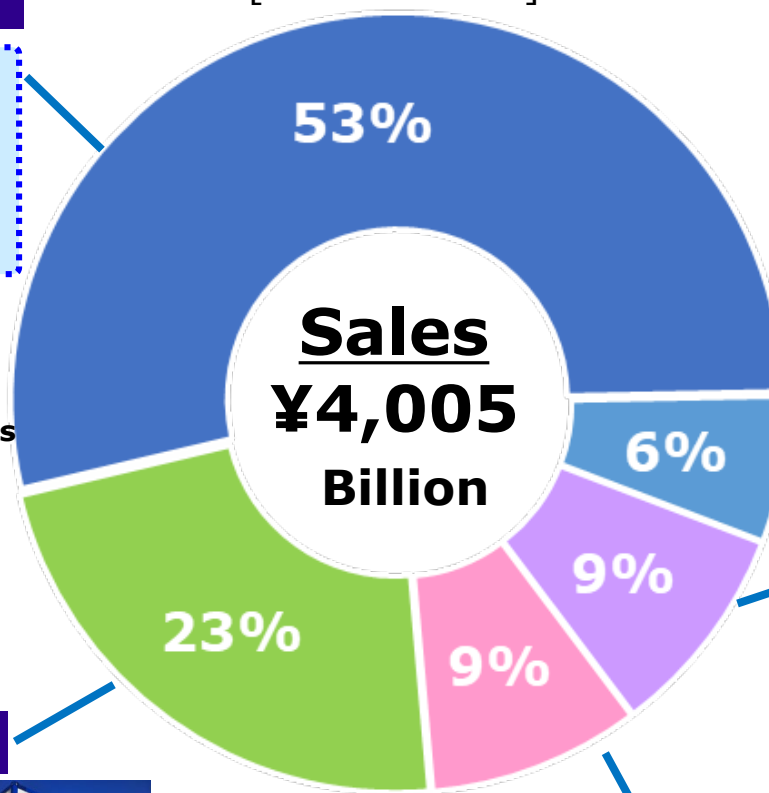
Electronics



Flexible Printed Circuits

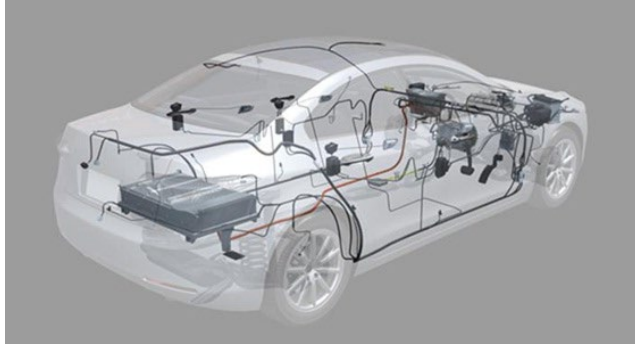


Thunderbolt™ 4 Cable



Sales
¥4,005
Billion

What is the “Wiring harnesses”?

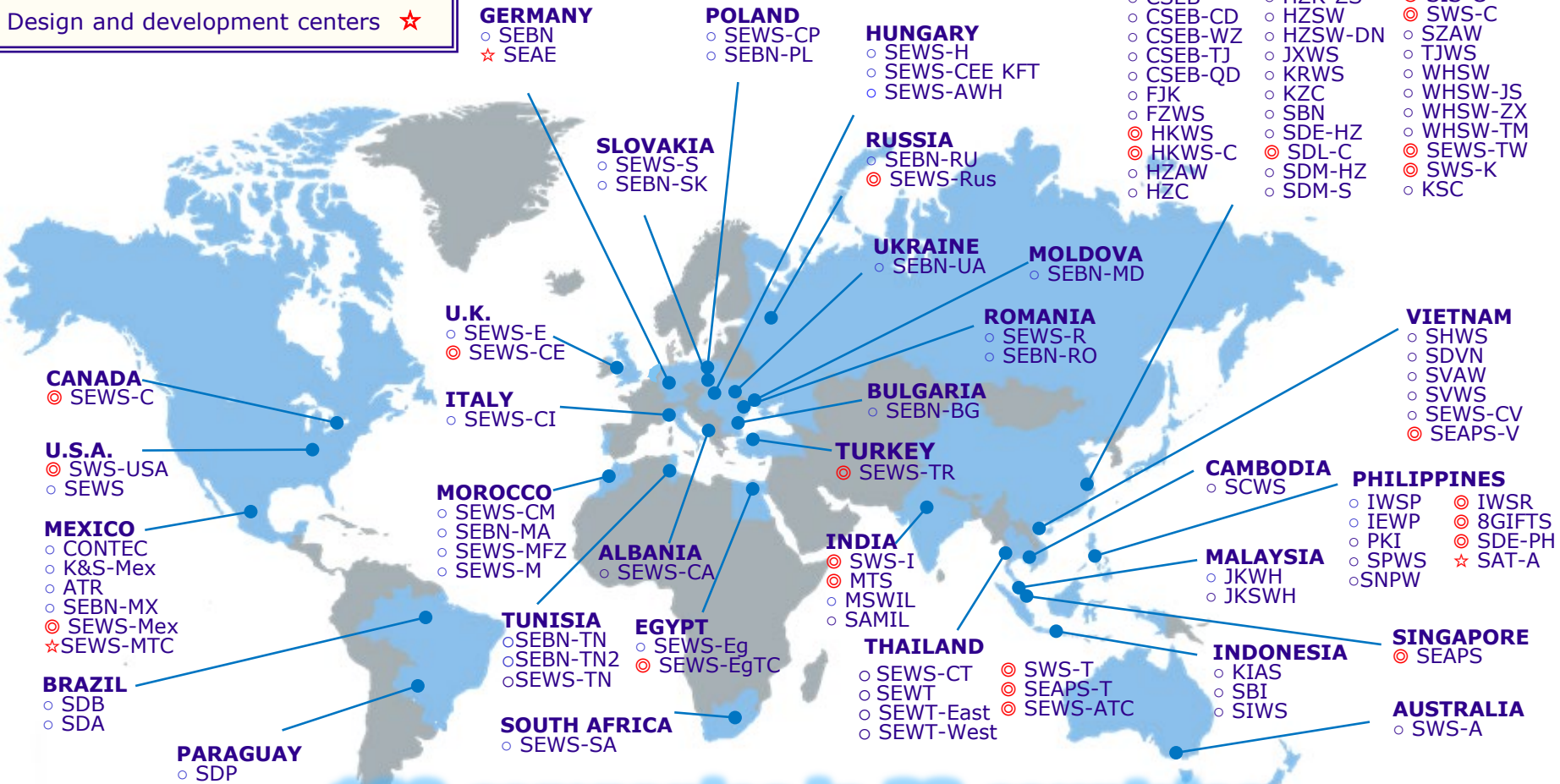


Wiring Harnesses

- Electrical wiring system assembled in vehicles to transfer power and signals
- It consists by electric wires and other components (Connectors, Tapes, Clamps, etc.)
- The production process is “Labor-intensive”

Wiring harnesses business in Overseas

- Sales and other companies ○
- Manufacturing companies ○
- Design and development centers ★



109 companies in 33 countries
242,512 employees

Our business in Tunisia

Sumitomo Electric Industries (SEI)

Automotive

InfoCommunications

Electronics

Environment and Energy

Industrial Materials

Sumitomo Wiring Systems (SWS)

Europe

Americas

Japan

Asia / Oceania

SEBN ...Germany

SEWS-E ...UK

SEWS-CI ...Italy

(Main customers) **VW group**

Toyota, Nissan, Renault, Stellantis (PSA)

Stellantis (FCA)

Subsidiaries

Subsidiaries

<Europe>
Poland, Slovakia,
Ukraine, Romania,
Bulgaria, Moldova

<North Africa>
Tunisia, Morocco

<Other>
Mexico, China

<Europe>
Slovakia, Hungary,
Romania, Turkey

<North Africa>
Tunisia, Morocco,
Egypt

Histories in Tunisia

[2008]

- SEBN established 1st plant in Tunisia

[2019]

- SEBN established 2nd plant

- SEWS-E established plant

SEBN plant in Tunisia



SEBN-TN1 (Jendouba)

- Establishment : **2008**
- Size of area : 42,000m²
- Employees : 4,000



SEBN-TN2 (El Fejja)

- Establishment : 2019
- Size of area : 30,000m²
- Employees : 1,400



SEBN HQ in Germany

- Establishment : 1986
- *SEI/SWS acquired in 2006

Business for VW group



SEWS-E plant in Tunisia



SEWS-TN (Monastir)

- Establishment : 2019
* Operation started in 2021
- Size of area : 18,500m²
- Employees : 1,500



SEWS-E HQ in UK

- Establishment : 1989
*SEI/SWS acquired in 1999

**Business for
Toyota, Nissan,
Renault, Stellantis, etc.**



Key points: (1) Access to Europe



Our customers locate in Europe
(Germany, France, Spain, etc)



**Tunisia is a strategic location
for European business
(just 1-2 days to Europe)**

In our case...
Ship from : Tunis/Monasir port
Land on : Genova(IT) /Marseille (FR)
Delivery to: European car manufactures

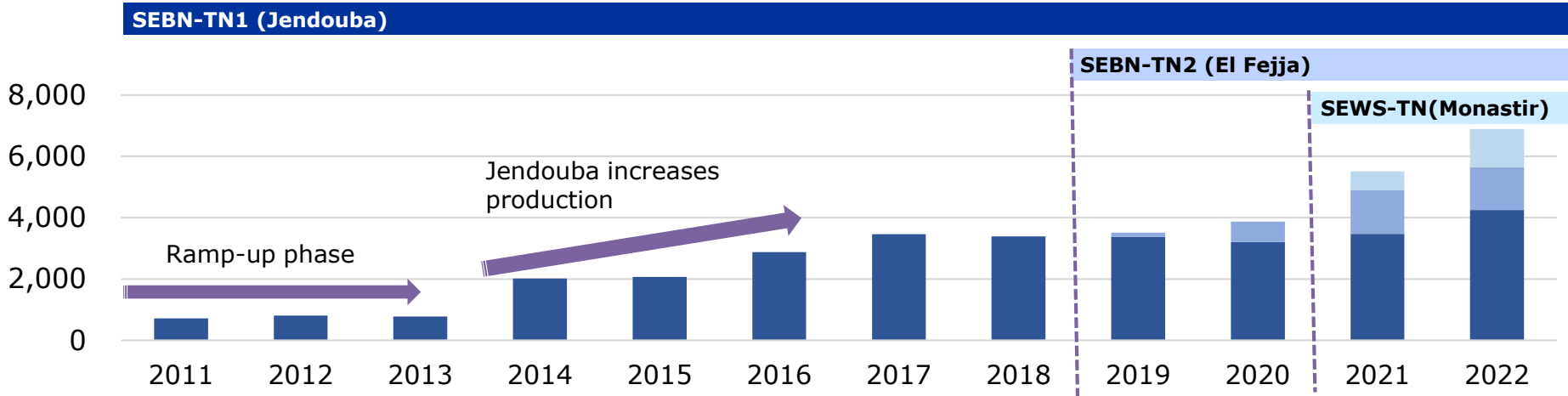
Key points: (2) Labor

Wire harnesses production is "Labor-intensive"

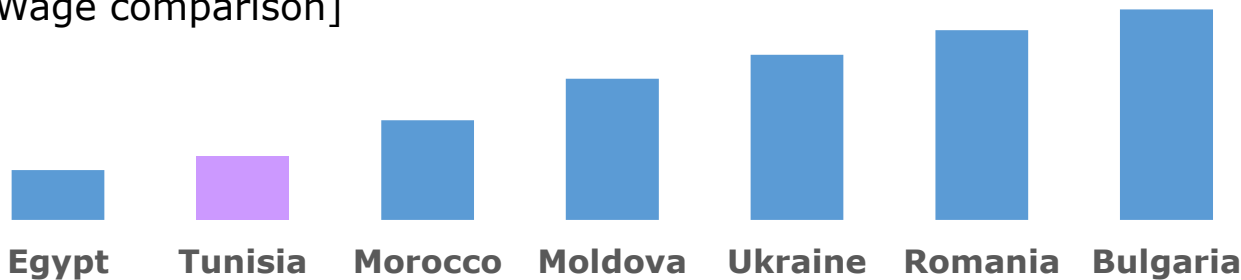


Important factors="Quantity", "Quality", "Costs"

[Hiring history in Tunisia]



[Wage comparison]

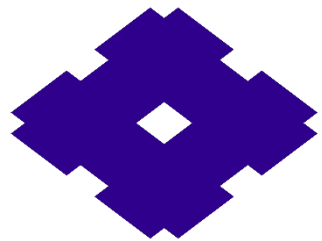


Investment in Tunisia

“Investor of the year award” in 2022



- SEBN received an award from FIPA in 2022
- This award is given for the cumulative investment in TN1 & TN2



**SUMITOMO
ELECTRIC**

Connect with Innovation

<https://global-sei.com/>