

Newtec

# SHAPING THE FUTURE OF SATELLITE COMMUNICATIONS



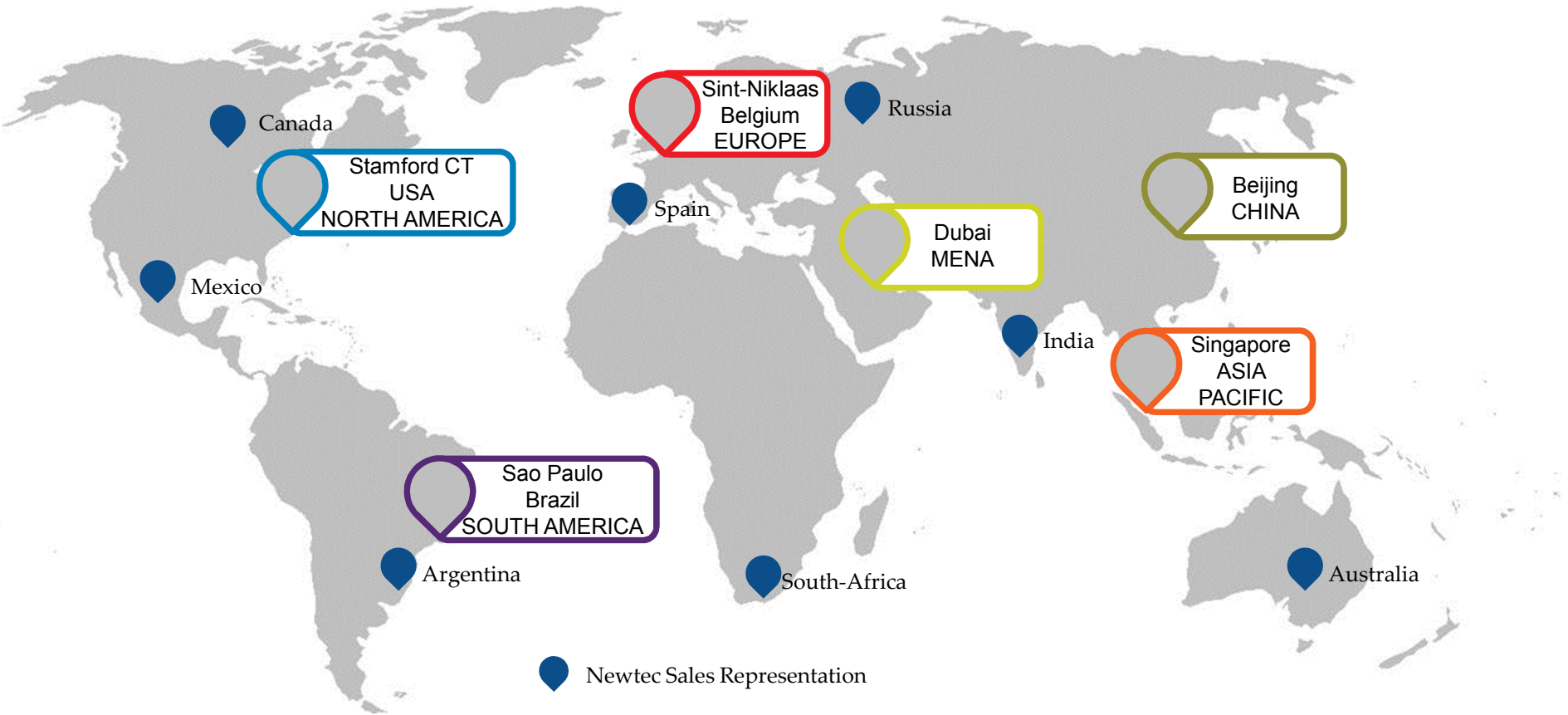
GLOBAL REACH,  
LOCAL  
CONNECTION



2005: 165FTE's; 23M€  
2015: 310FTE's; 55M€

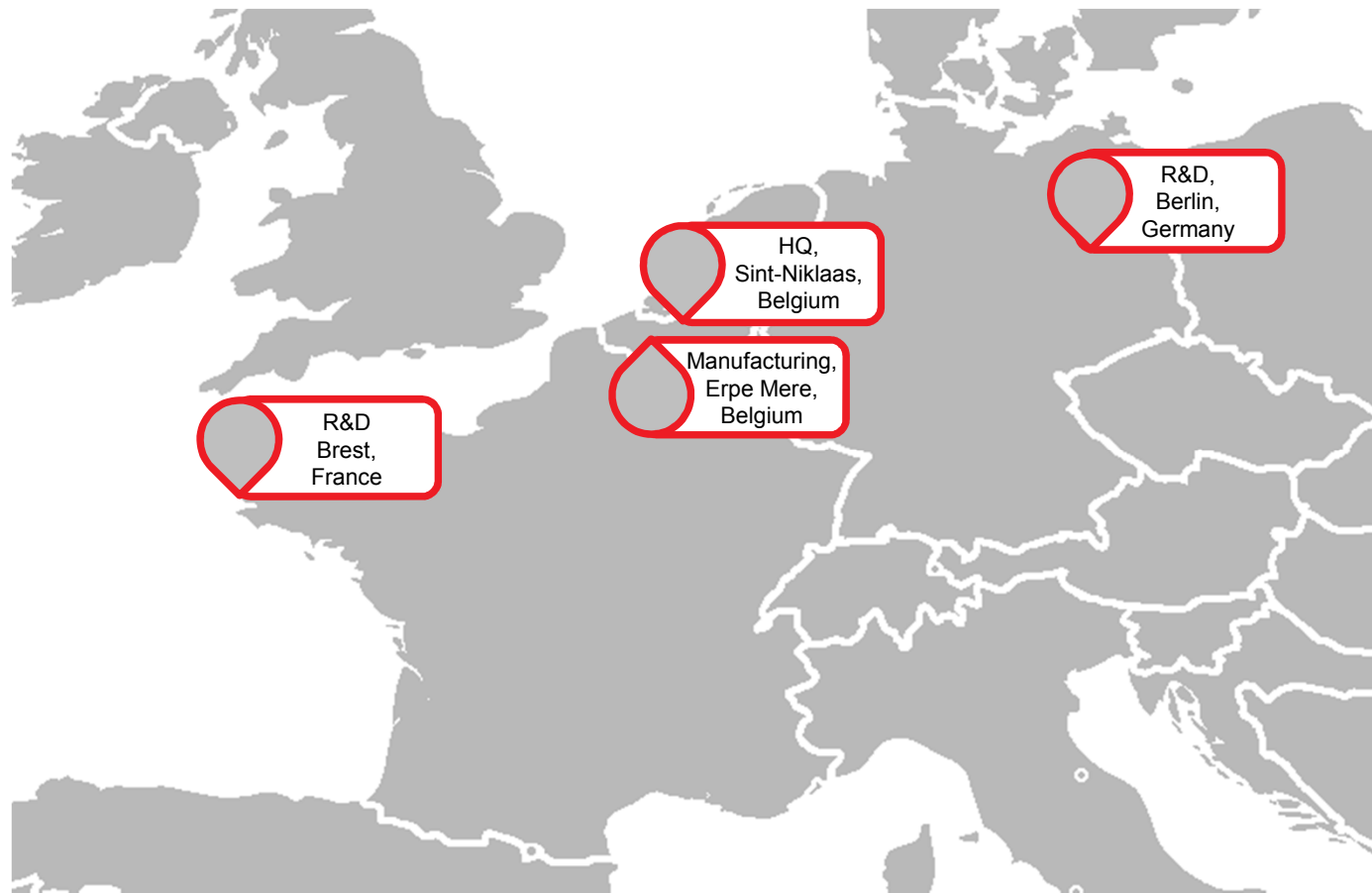
EVERY DAY,  
3 BILLION PEOPLE  
WATCH TELEVISION  
THANKS TO NEWTEC

# WORLDWIDE PRESENCE

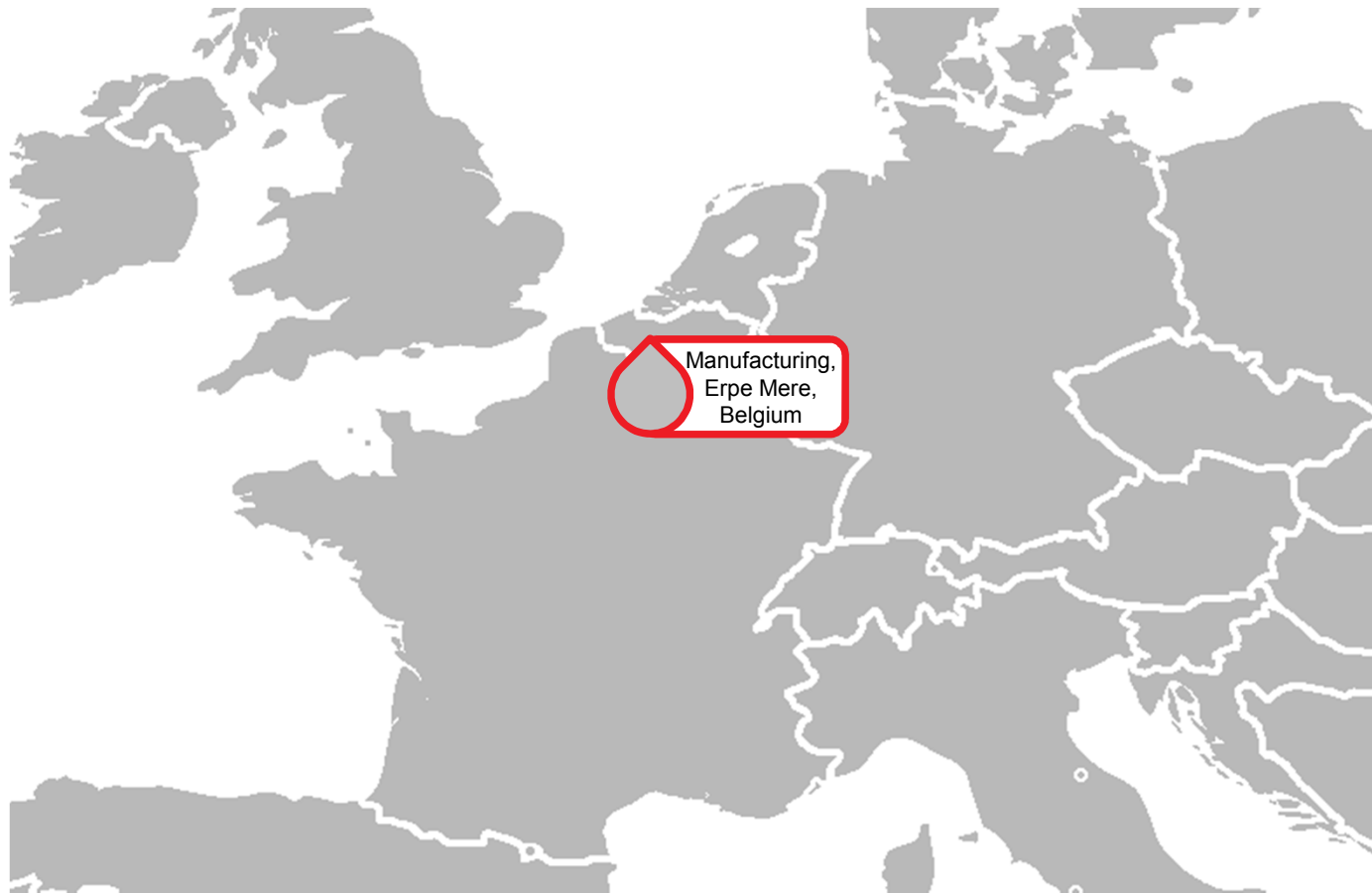




## EUROPEAN ROOTS



## LOCAL MANUFACTURING



## WORLD WIDE CUSTOMERS & WORLD CLASS REFERENCES



# MANUFACTURING PARTNER OF TECHNOLOGY COMPANIES

In touch with today's  
market needs

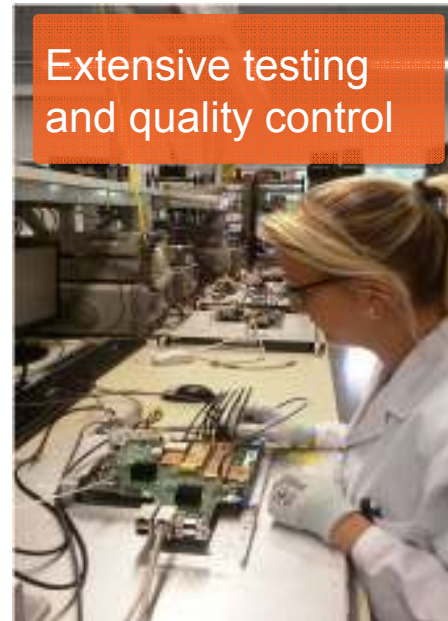


MANUFACTURING COMPETENCE CENTER

High-end factory



Extensive testing  
and quality control



Precision manufacturing





# DIFFERENT MARKETS

Eye for quality and reliability

MTBF >20 years



MANUFACTURING COMPETENCE CENTER



Industrial & professional



Cellular  
backhaul &  
trunking



Mobile,  
offshore &  
maritime



Government & defense



Space



cEDM event "November -2015"

Newtec Proprietary – Unrestricted

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# OUR ENVIRONMENT

PCBA production  
Device assembly  
Full integration  
Repair service

Optional:  
Functional testing &  
test development



We deliver products to a global market



We make products with high added value



We need to be flexible in handling changes



Knowledge and commitment of employees is vital

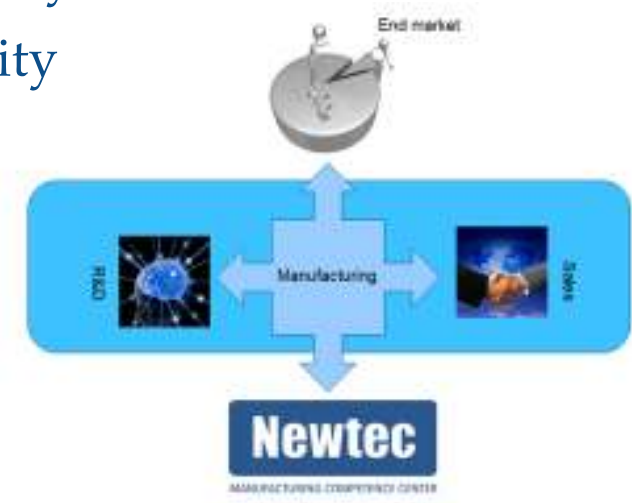
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## Why own production?

5 times faster than world wide competition

- End-customers gain confidence during a factory visit
- Close cooperation with development and sales
- Support of regional service centers
- Pilot plant for mass manufacturing
- Support of mass manufacturing
- Focus on quality and reliability
- IP protection & confidentiality
- Fast to market (& ramp up)
- Product customization
- Open communication



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Why also for other companies?

Intensive cooperation as a networked factory

- Manufacturing competence center
  - Up-to-date with latest component technology
  - Wide technology gathering
  - Operational support
  - Knowledge sharing
  - Critical mass
- Focus on quality and reliability
  - Certified: IPC, ESA, NASA...
- IP protection & confidentiality
- Close to development & sales
- World-wide logistics
- Open communication



Go for a win-win NOT to be the largest manufacturer

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Why an “open organisation”?

Close to high-end engineering

- Customers are looking for an intelligent combination of technologies and knowledge
- Synchronised manufacturing requires thorough knowledge of end markets
- Cooperation in complex assignments
- **Manufacturing Competence Center** as partner for:
  - Development
    - Co-thinking
    - Technical workshops
  - Sales
    - Flexible organisation
  - Component suppliers
    - Certification for new generation components
  - Equipment suppliers
    - “Beta customer” for equipment manufacturers

Always at the edge of technology

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Successful track record:  
Startup's & mature companies

In the frontline today's manufacturing

Manufacturing competence center



End-to-end engineering

Human centered production  
(Continuous improvement)

World class

Digital factory

Smart  
production  
(First time right...)

Networked  
factory  
(EDI, Beta testing...)

ECO  
production  
(Full Material Declaration...)

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## WE PREPARE ...

### Industry 4.0

An intelligent factory, characterized by adaptability, resource efficiency and ergonomics as well as the integration of customers and business partners in business and value added processes.

#### Short leadtimes

We deliver products to a  
global market

#### Building in quality

We make products with high  
added value

#### Stakeholders involved

We need to be flexible in  
handling changes

#### Generation X-Y-Z

Knowledge and commitment of  
employees is vital

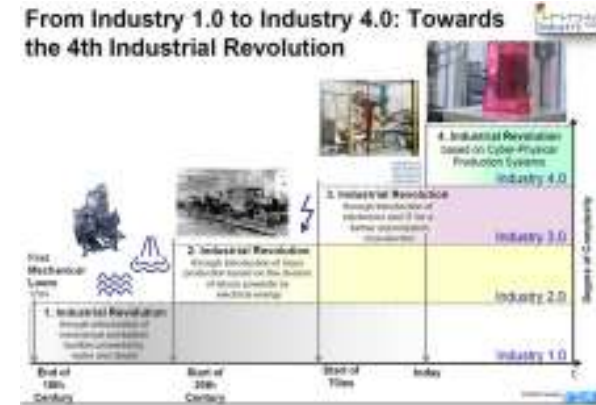
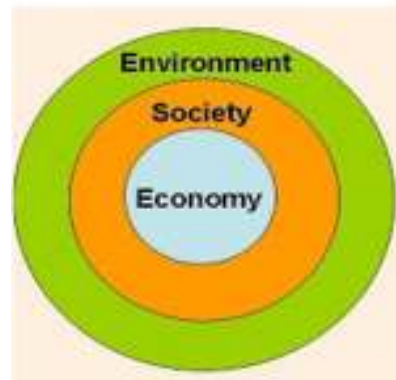


# ... THE WORLD OF TOMORROW

With local production



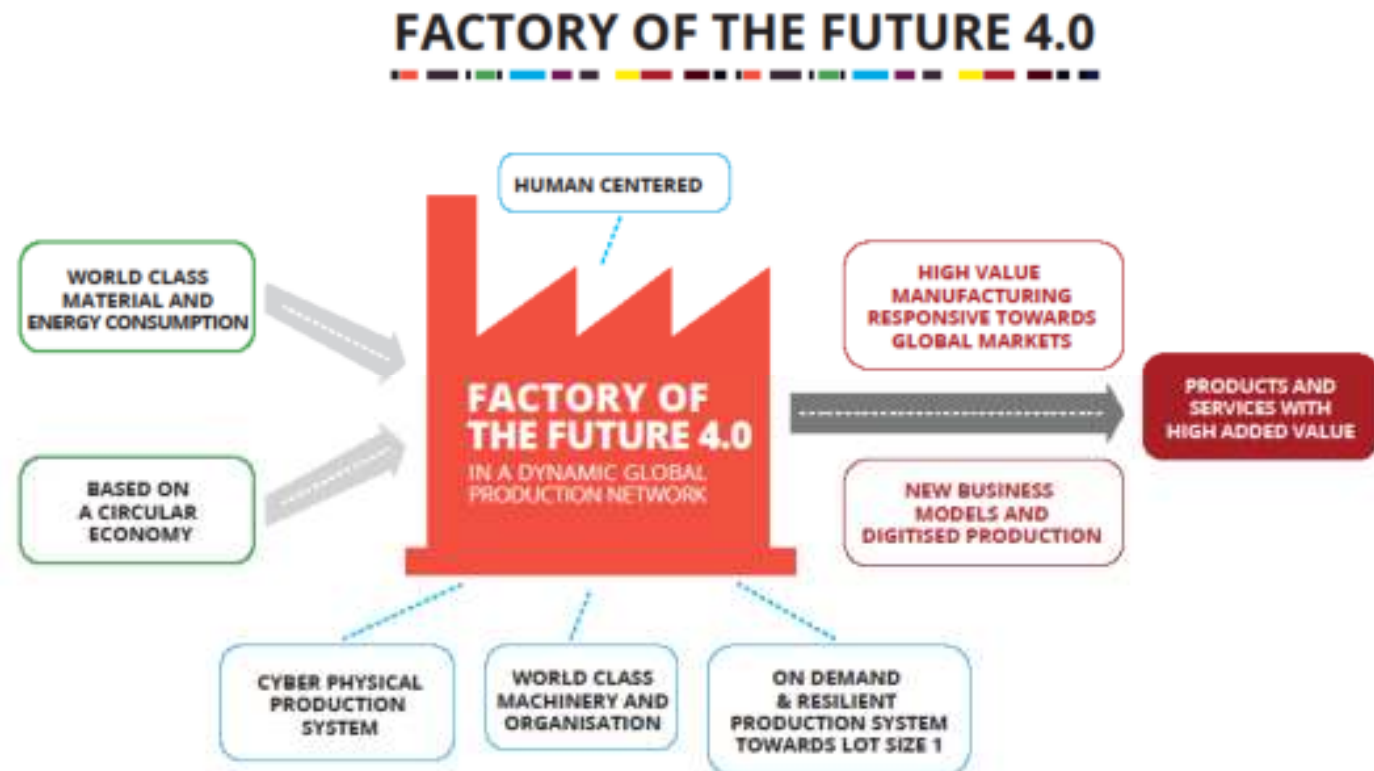
1. Capital and labour driven economy
2. Efficiency driven economy
3. Innovation driven economy
4. Value driven economy
  1. Cooperation & “Internet of Things”
  2. Ethical behaviour
  3. Positive image



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# THE FUTURE IS COMING

Are you prepared?



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FOLLOW US



Get in touch

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