

## **Professionell bedeutet planbar**

München, 11. Oktober 2006

**Krauss-Maffei is a premium partner for international plastics processing industries**



**Injection Moulding  
Technology**



**Reaction Process  
Machinery**



**Extrusion  
Technology**



**Krauss-Maffei is the only company in the market with expertise in the three major machine technologies for plastics processing**

**Our customers profit from our engineering competence and industry know-how across the board. Examples:**

**Automotive**



**Packaging**



**Medicine**



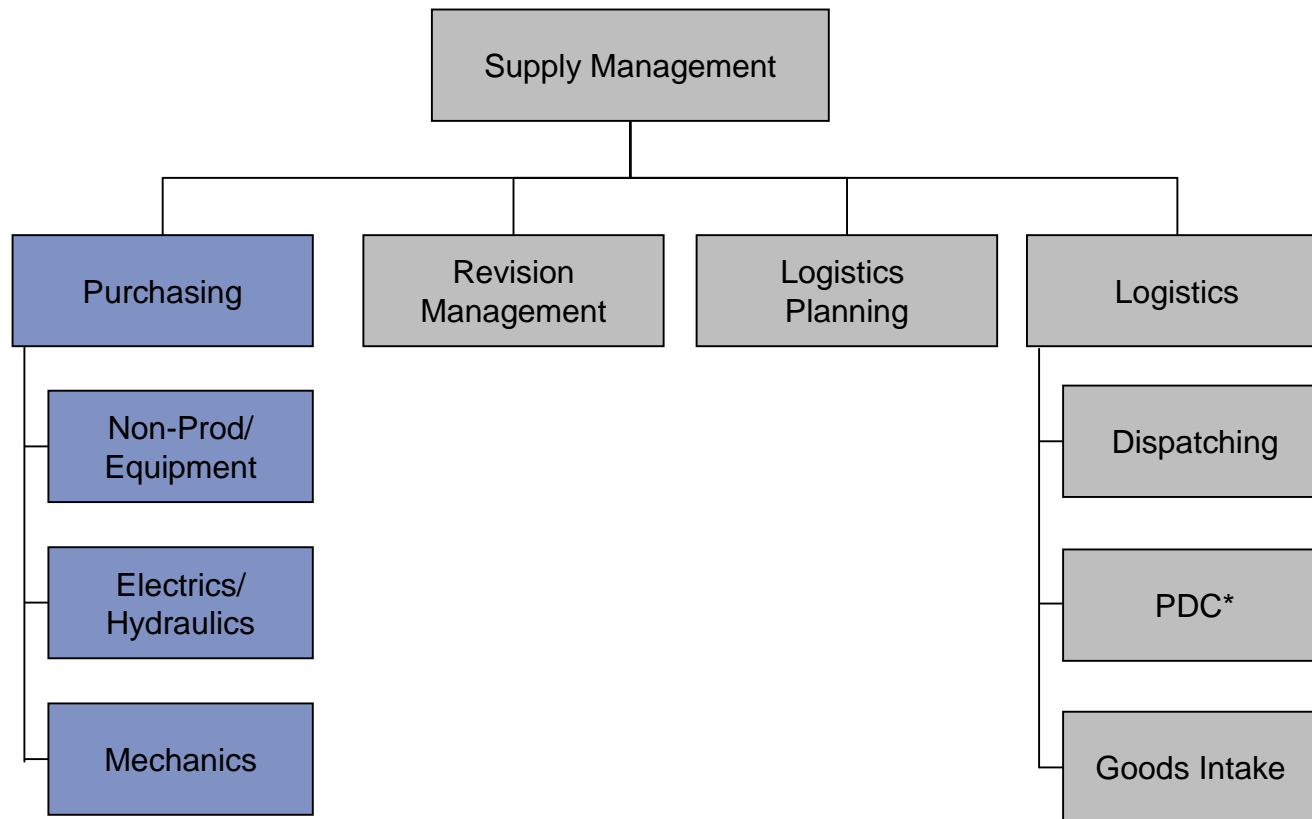
**Electrical  
Electronics**



**Optical  
Disc**



## Central Purchasing is part of the Supply Management department



\* PDC = Picking and Distribution Center

## Requirements for planning and reporting derived from specific situation of Krauss-Maffei

### Situation

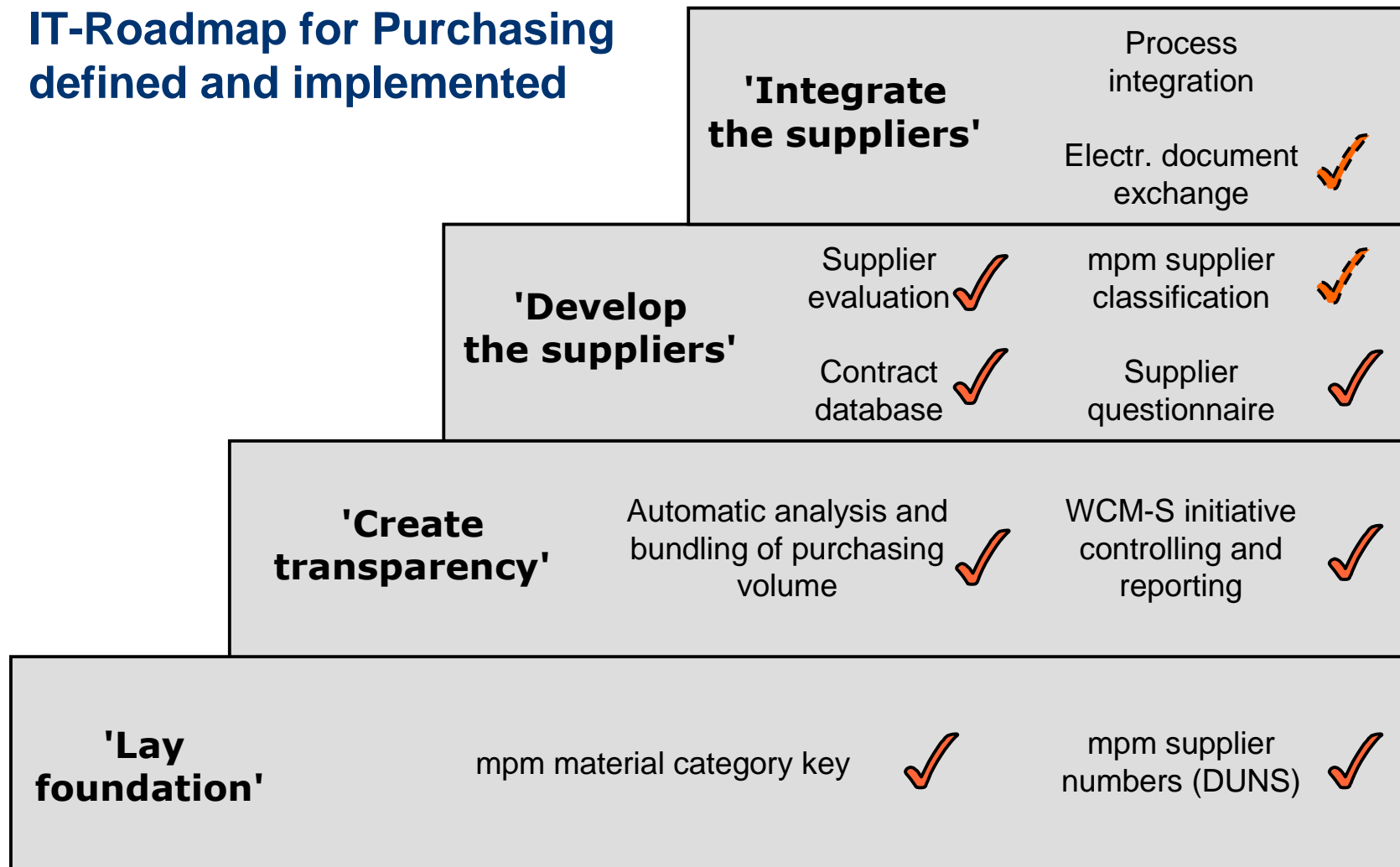
- Financial investor with strong profit and cash focus
- Group wide purchasing with lead buyer organization within mpm group



### Requirements

- Reliable
- Credible
- Accurate
- Fast response
- Userfriendly
- mpm wide

**IT-Roadmap for Purchasing defined and implemented**



# Savings reporting integrated in comprehensive Supplier Management System

**KRAUSSMAFFEI**

6

The screenshot shows the Xcitech SRM system interface in Mozilla Firefox. The browser address bar displays `http://mpm-ims02/xcitec/srm.jsp`. The main content area is titled "Initiative Management > Initiatives". A left-hand navigation menu includes items such as Suppliers, Initiative Management, Sub Initiatives, Activities, Target Values (NI), Analyses, Demand Pooling, Purchaser Directory, Materials, Organizations, Regions, Contract Management, Infopoint, Notifications, Volume, and Tools. A table of initiatives is displayed with columns for mpm-No., Initiative, Owner, Material, Status, Impact, and another Impact column. Several callout boxes highlight specific features: "Supplier data base (D-U-N-S coded)", "Initiative management / savings controlling", "Purchasing volume analysis", "Material key", and "Contract data base".

mpm-No.	Initiative	Owner	Material	Stat...	Impact t...	Impact
2389	KMC-#10 OW-Fill	Marion Kuhlich	A05, Reaction Plants			324,7
2390	KMC-#11 OW-Fill	Marion Kuhlich	A05, Reaction Plants			194,7
2392	KMC-#12 OW-Fill	Marion Kuhlich	A05, Reaction Plants			112,0
2393	KMC-#13 OW-Fill	Marion Kuhlich	A05, Reaction Plants			73,0
2381	KMC-#12 CS-Parker/Fitting	Marion Kuhlich	H09, Fittings	✓		68,0
2395	KMC-#35 CS-Phoenix+Hart	Marion Kuhlich	E12, Connector technology	✓		48,0
2396	KMC-#36 CS-Phoenix+Hart	Marion Kuhlich	E12, Connector technology	✓		22,3
2397	KMC-#37 CS-Phoenix+Hart	Marion Kuhlich	E12, Connector technology	✓		22,0
2398	KMC-#38 CS-Phoenix+Hart	Marion Kuhlich	E12, Connector technology	✓		19,7
2383	KMC-#15 NEG-Transport	Marion Kuhlich	N10, Transportation/Packa	✓		19,3
2380	KMC-#11 NEG Mid Kansa	Marion Kuhlich	A05, Extrusion-Lines			19,0
2293	KMC-D'Amici/Hartmann-C	Marion Kuhlich	N10, Transportation/Packa	✓		17,9

People for Plastics.

# Module: Initiative Management System (IMS)

KraussMaffei

**General information per initiative (Responsible, Supplier, Savings, ...)**

**Savings distribution over Business Units and over Financial Years**

**Activity planning and controlling per initiative**

**Calculation Backup (RFQs, Offers)**

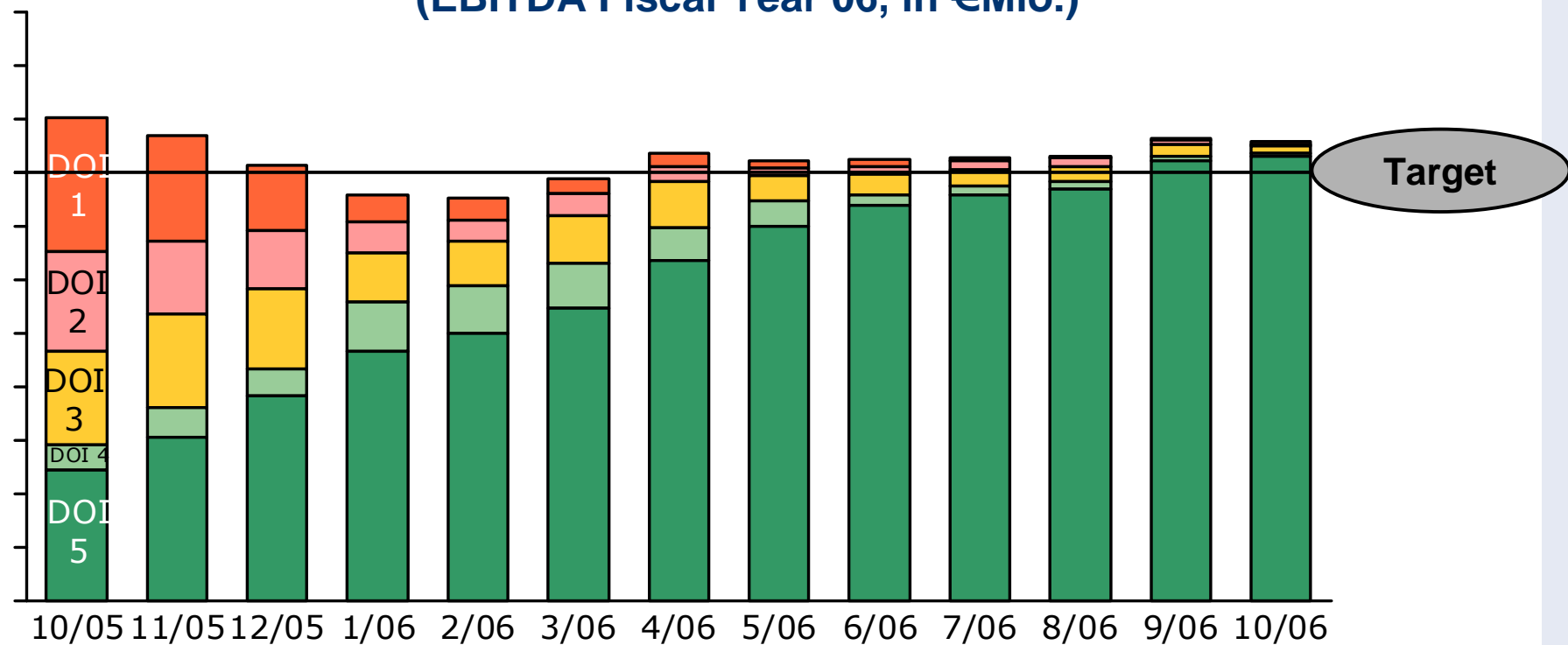
Nr.	Title of activity	Responsible	Start (plan)	End (plan)	End (actual)	Status
1	RFQ from KMK	Philipp von Heydebreck	25.10.2004	29.10.2004	29.10.2004	Done
2	RFQ from NET	Hans-Ruedi Sieber	25.10.2004	29.10.2004	29.10.2004	Done
3	RFQ from DG	Bernhar				
4	Quotation Analysis	Philipp v				
5	Negotiation - Go no go KMK	Philipp v				
6	Negotiation - Go no go DG	Bernhar				
7	Negotiation - Go no go NET	Hans-R				
8	Agreement on implementation pl Günther					
9	Agreement on implementation pl Bernhar					
10	Agreement on implementation pl Hans-R					
11	CX part group I shift implemented	Philipp v				
12	CX part group II shift implemented	Philipp v				
13	CX 380 and 750 housing shift im	Philipp v				
14	MX clamping housings shift impli	Günther				
15	Complete shift implemented	Bernhar				
16	Complete shift implemented	Hans-R				

File	Comment	Rank	Hit
041108 Angebotsvergleich NET.xls	NET Einsparungen Anselmi		n/a
041221 Durchschlag.xls	DG Einsparungen Anselmi		n/a
050101 Angebotsvergleich Gußteile.xls	KMK Einsparungen Anselmi CX + MX		n/a

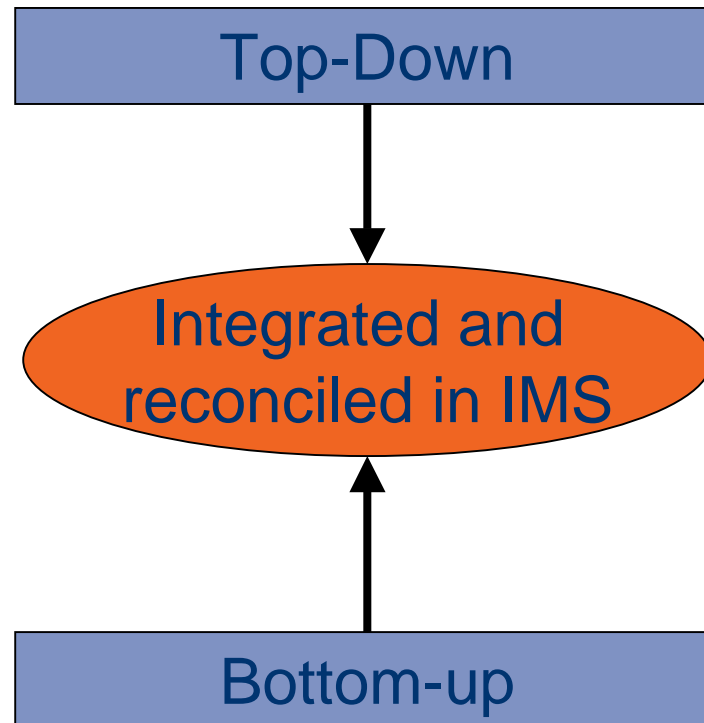
## Tracking of target achievement over time

ILLUSTRATIVE

**Financial year cost reduction new initiatives  
(EBITDA Fiscal Year 06, in €Mio.)**



## Planning is done top-down and bottom up



## Summary

- Purchasing is key lever to improve company result
- To establish itself as professional partner for board, purchasing needs track record in setting and achieving targets reliably
- Continuous tracking saves you from bad surprises
- Transparency regarding reporting rules and individual initiatives is key for standing of purchasing
- Credibility of reporting is crucial

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