

#### Robert W. Baird & Company

#### 2005 Industrial Technology Conference

November 8, 2005



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### Patrick J. Hansen

## **Senior Vice President & CFO**

## **Industry Dynamics**

- The New Domestic Manufacturers (Toyota, Nissan, Honda, etc.) continue to increase their production market share of North American vehicles at the expense of our traditional OEM customers (General Motors, Ford and DaimlerChrysler) further eroding STRATTEC's traditional lockset market share.
- Traditional OEM vehicle product mix geared towards SUV's and Trucks while new vehicle purchasers have renewed interest in more fuel efficient cars due to rising fuel costs.
- Continued customer price reduction pressures along with STRATTEC's inability to pass on cost increases for raw materials and health care.

### **Industry Dynamics**

- Several automotive suppliers are in financial distress and some have been forced into filing for bankruptcy protection during the past year due to:
  - Highly leveraged capital structures

- Significant obligations relating to their legacy liabilities for pensions and retiree healthcare
- Inability to absorb rising raw material costs
- STRATTEC recorded a \$3.2 million charge in our Fiscal 2006 first quarter results to reflect the impact of the Delphi Bankruptcy filing.

## **STRATTEC Dynamics**

- Continued emphasis on cost reductions and lean manufacturing initiatives both in the plant and office.
- Our high quality/low cost assembly and key finishing operations located in Juarez, Mexico represents a significant competitive advantage for STRATTEC.
- Favorable union contract at our Milwaukee facility effective June 27, 2005 requires all eligible U.S. associates and retirees be on a "Consumer Driven Medical Plan" that reduces both current and future legacy costs for healthcare.

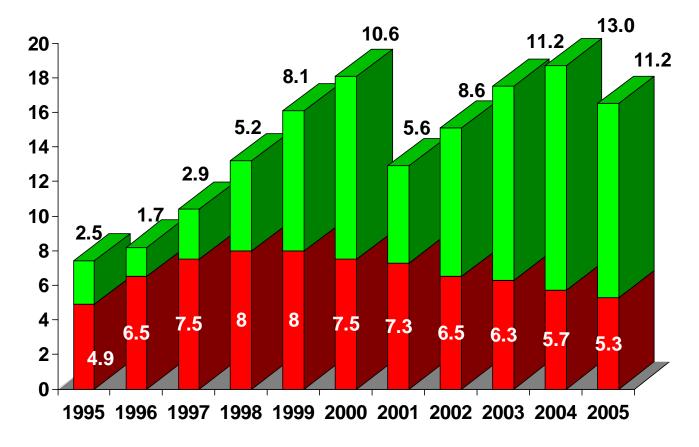
### **STRATTEC Dynamics**

- Capital Investments in our traditional lockset business today requires significantly higher returns with faster payback periods than in the past.
- The business continues to generate significant cash flow from operations that has supported our stock buyback program and strategic initiatives in new and transitional products (latches, driver controls/ignition lock housings, codeable lock, residual magnetics, etc.)

#### Economic Value Added (EVA) (in millions of dollars)

STRATTEC

Cost of Capital EVA Dollars



NOTE: Cost of capital was 12% for fiscal years 1995 - 2003, 11% for fiscal years 2004 and 2005

STRATTEC SECURITY CORPORATION (Historical EVA Returns)

STRATTEC

Fiscal Year	<u>Return</u>
2005	34.4%
2004	36.2%
2003	33.1%
2002	28.1%
2001	21.1%
2000	29.1%
1999	24.1%
1998	19.7%
1997	16.5%
1996	15.1%
1995	17.8%

Represents Actual EVA Return to Our Shareholders Based on Average Net Capital Assets Employed in the Business



#### STRATTEC SECURITY CORPORATION Stock Buyback Program Status

Number of Shares Purchased	=	3,151,000	Shares
Dollar Amount Purchased	=	\$117.9	Million
Average Cost Per Share	=	\$37.42	
% of The Issued Shares Purchased	=	46%	
Additional Shares Available to Purchase Under Current Program Authorization	=	288,000	Shares



Our strong financial position, with \$48 million of invested cash and no debt facility borrowings over the last eight years, positions us well to make strategic investments - including acquisitions





#### New Products New Initiatives

- Codeable Lock
- Driver Controls (Ignition Lock Housings)
- Residual Magnetics
- Alliance Activities

#### **Codeable Lock**

- Codeable lock is built with generic tumblers and special features which allow it to code to the first key inserted and turned in the lock
- Different than a standard lock which is built with tumblers to match a specific key code



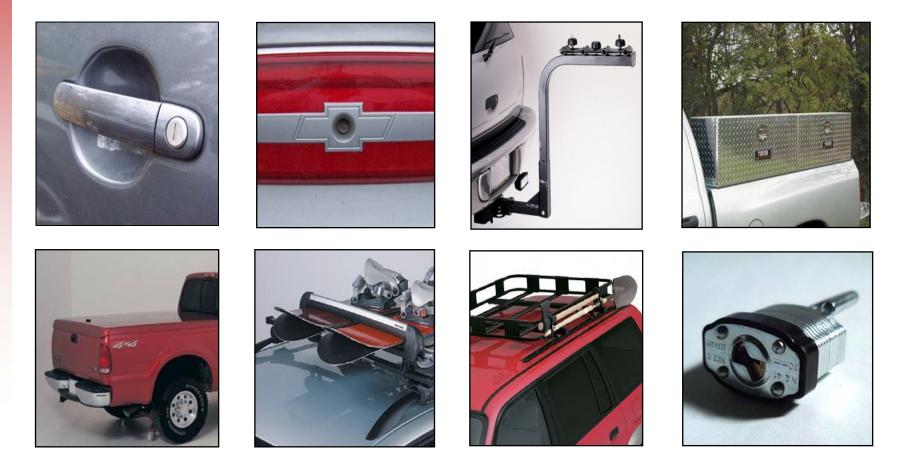
#### Codeable Lock Benefits

- **OEM:** Significant opportunity for reducing cost and complexity in the vehicle assembly process
- Aftermarket: Convenience of being able to use one key for your vehicle and any lockable accessories

## STRATTEC

#### **Codeable Lock**

STRATTEC's codeable lock provides unique convenience to users by making it possible to use one key to lock your car door, trunk, trailer hitch, truck tool box, tonneau cover, ski rack, padlock...





#### Codeable Lock Additional Benefit

• **STRATTEC:** Increased content and value per lock, and new markets



- First accessory application for a new family of light trucks
- Working with a lock hardware manufacturer to develop codeable products for the residential door hardware and consumer products markets
- Solid market potential



#### **Driver Controls**

- New definition for this product category
- Ignition Lock Housings
- Growing business



#### **Driver Controls** Ignition Lock Housing Opportunities

- Expansion of customer base
- Additional mechanical and electrical/electronic content
- Participation in evolving systems



# Driver Controls Ignition Lock Housings Awarded Business



#### **Current base of business is approximately \$35 million**

	Estimated New	
<u>Vehicle</u>	Ann. Unit Volume	Model Year
<ul> <li>Chevrolet Mid-Size Cars (Delphi)</li> </ul>	275,000	2006
<ul> <li>GMT 900 Trucks (Delphi)</li> </ul>	(replacement)	2007
<ul> <li>Chrysler/Dodge Mid-Size Cars (DaimlerChrysler)</li> </ul>	200,000	2007
<ul> <li>GM Mid-Size CUVs Program (Alps)</li> </ul>	200,000	2007
<ul> <li>GM Holden Mid-Size Cars (NACAM)</li> </ul>	140,000	2007
<ul> <li>GM Mid-Size SUV's (Alps)</li> </ul>	(replacement)	2008

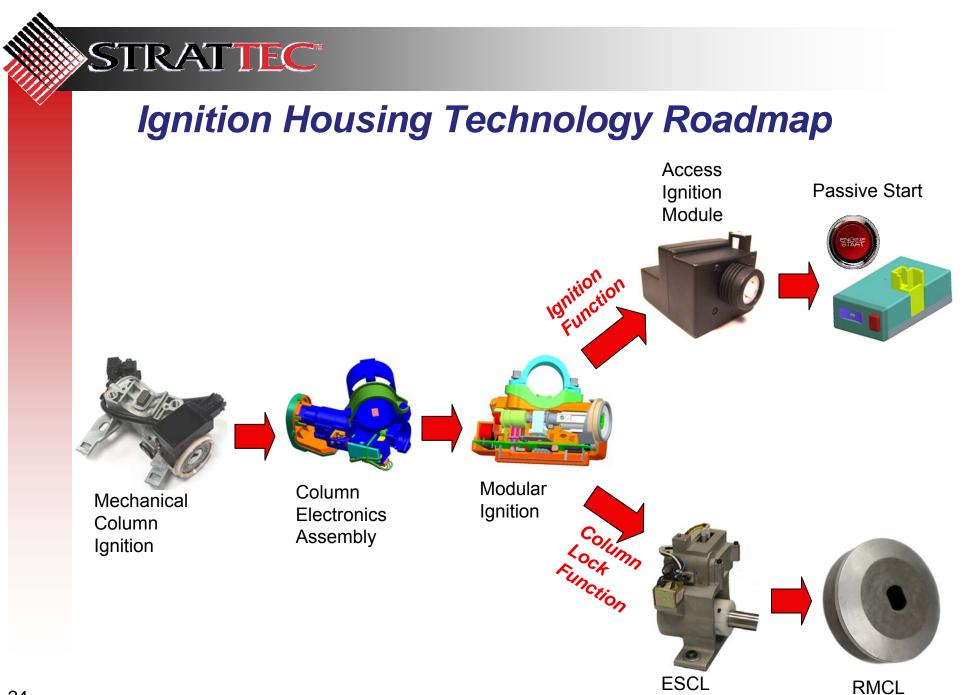


STRATTEC

New Ignition Lock Housings Business Being Pursued During Fiscal Year 2006

	Estimated	
	Ann. Unit	
Vehicle	<u>Volume</u>	<u>Model Year</u>
Ford – Mid-size Cars and SUV's	700,000	2007
GM – Mid-size Cars (NACAM)	225,000	2008
GM - GMT 900 Trucks Upper Tilt (Delphi)	1,500,000	2008
Ford – Compact Cars	550,000	2008
Ford – Full-size Cars	190,000	2008
GM – Full-size Cars - CEA (Alps)	50,000	2008
GM – Mid-size Cars – CEA and PSCL (Alps)	250,000	2009
Heavy Duty Class 8 Trucks-RM, PSE and MCL (Douglas Autotech)	50,000	2009
DaimlerChrysler – Full-size Trucks	400,000	2009
Porsche – Full-size SUV and Mid-size Car– PSCL	30,000	2009
Ford – Mid-size Truck	150,000	2010

Total Estimated Annual Sales Opportunity = \$33 million





# Residual Magnetic Products

#### **Residual Magnetics Definition**

Residual Magnetics is the science of creating a magnetic attraction between two ferrous objects:

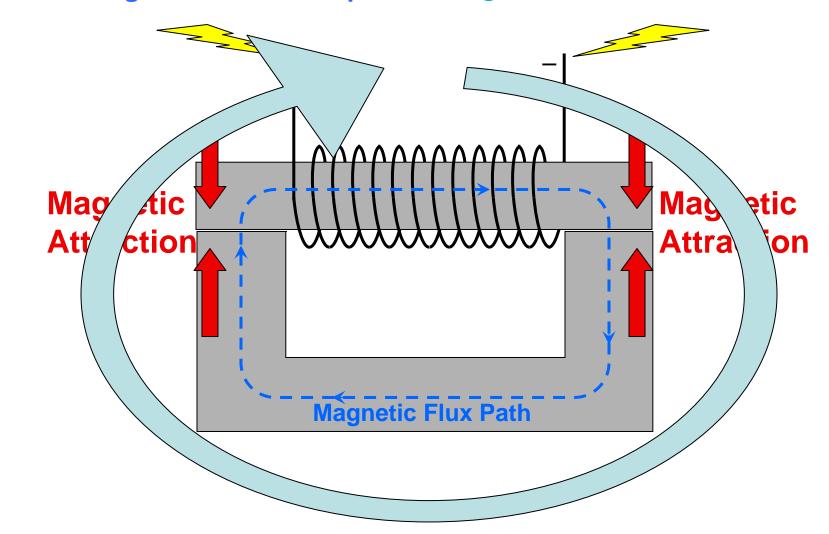
- Uses a closed path electromagnetic circuit to induce the magnetic attraction
- Maintains the magnetic attraction when the electrical power is removed
- Removes the magnetic attraction by means of the same electromagnetic circuit

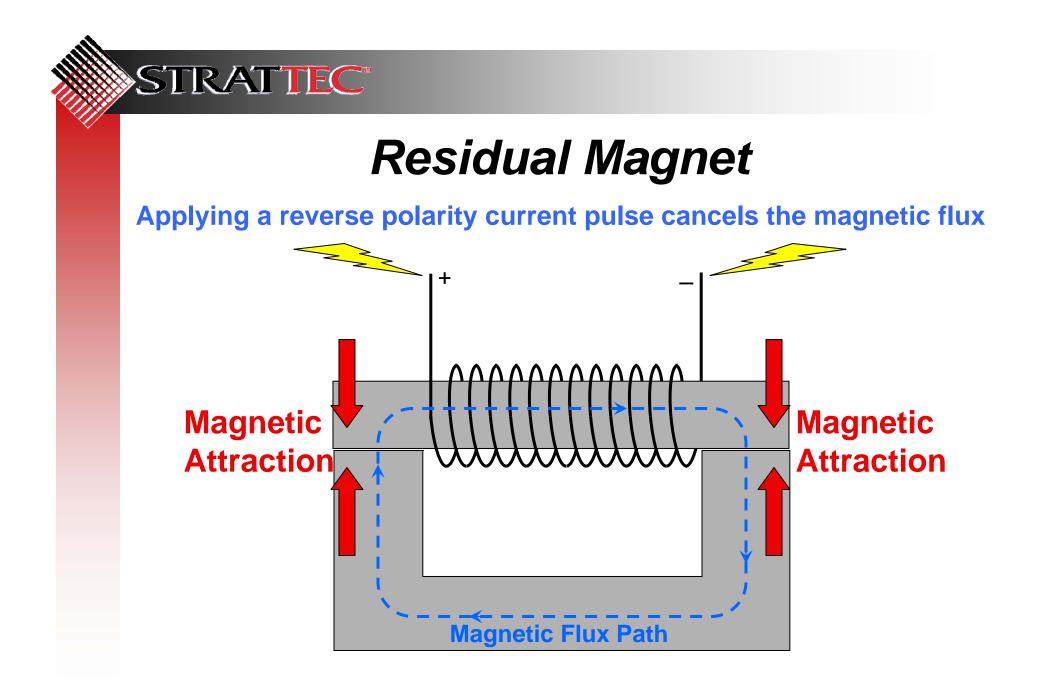


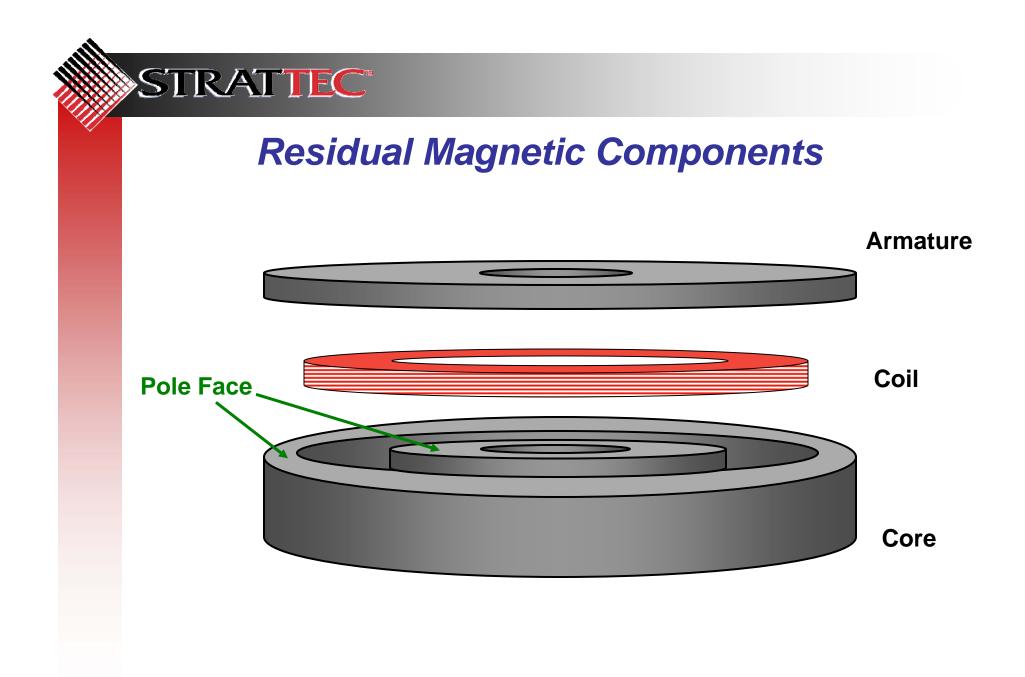


#### **Residual Magnet**

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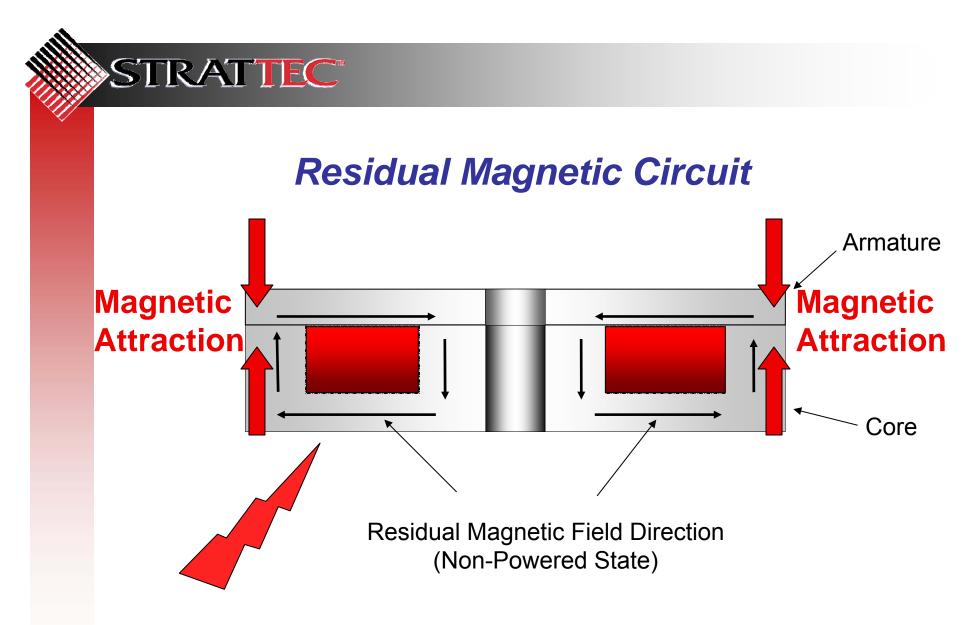
#### **Residual Magnetic Components**

Core - Ferrous component that houses the coil and provides the stationary base of the magnetic circuit

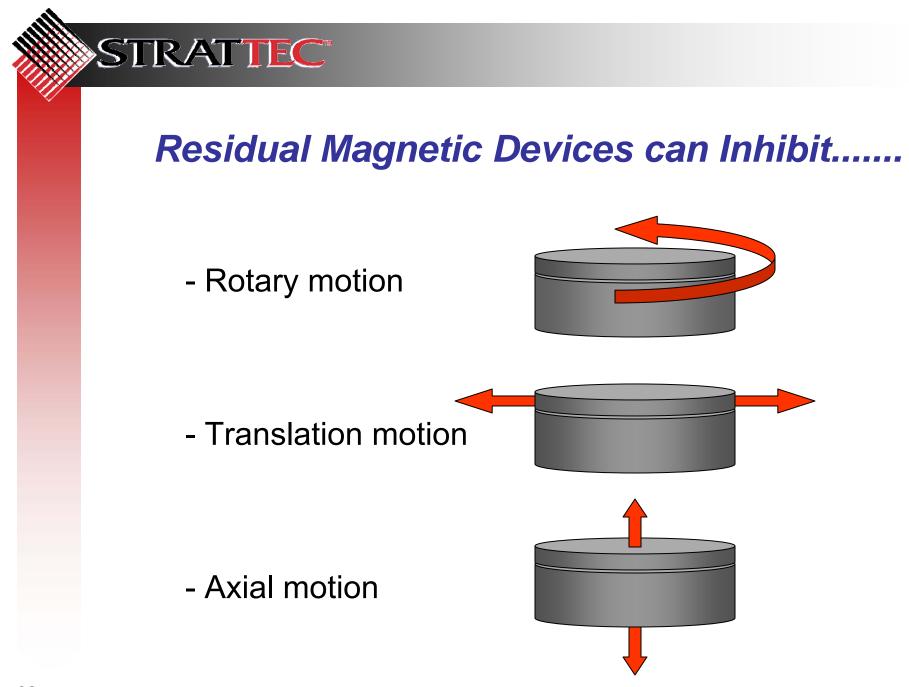
- Coil Wire coil that provides the required number of amp turns to the magnetic circuit
- Armature Ferrous component of the magnetic circuit that moves relative to the core

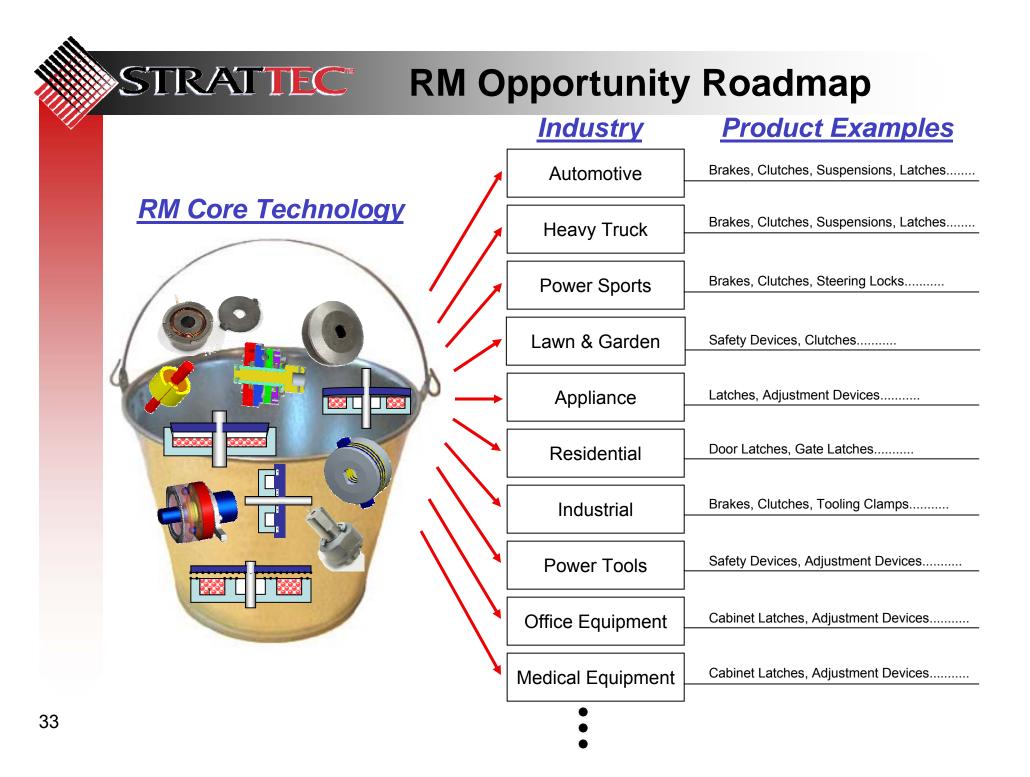






**Current pulse creates magnetic saturation of the assembly** 





### WITTE-STRATTEC Globalization Strategy Update

- Alliance and JV with WITTE established in November, 2000
- Revised and renewed July, 2005

- Provides credibility and access to markets in Europe, South America and Far East
- Protects STRATTEC's existing North American market
- Expands our portfolio of access control products (primarily in secondary latches)
- WITTE-STRATTEC LLC joint ventures in Brazil and China yielding approximately \$10 million of new or localized business in Calendar Year 2005 with Volkswagen, General Motors and Ford

## WITTE-STRATTEC Globalization Strategy

 Starting to see more serious global quoting and product development activity from our customers

- WITTE-STRATTEC quoting a rear compartment latch to a global customer
- WITTE-STRATTEC quoting locksets, ignition lock housings, rear compartment latches, seat back latches and outside door handles for another global program.
- We are positioned exactly where we want to be to take advantage of globalization trends to expand our transitional/future business
- Close to signing an agreement that would add a third member to the Alliance

#### WITTE-STRATTEC "EXPANDED" Alliance Profile

• \$720 million annual sales

- 17 Manufacturing facilities in U.S., Mexico, U.K., Germany, and Czech Republic
- One JV manufacturing facility in Brazil and two JV manufacturing facilities in China
- Worldwide employment of 5,700 (excluding JVs)
- Major Customers Served:

DaimlerChrysler	Honda	BMW
Ford	Nissan	Thyssen-Krupp
General Motors	ZF	Delphi
Volkswagen Group	Lear	JCI

#### End of the presentation.

#### Beginning of a New Era for

