

# Robert W. Baird & Company

## 2007 Industrial Conference

November 7, 2007







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# Patrick J. Hansen

# Senior Vice President & CFO







## **Financial Highlights**

- Reported improved 1<sup>st</sup> quarter operating results compared to the prior year quarter.
  - Sales \$42.7 million compared to \$38.1 million
  - Gross profit margins 19.6% compared to 13.9%
  - EPS of \$.69 versus \$.21
- Improved results driven by:
  - Additional sales to General Motors
  - Higher vehicle production volumes on platforms we supply
  - Price increases partially offsetting rising raw material costs (primarily zinc and brass)







### Financial Highlights (continued)

- Second quarter sales are softening with our four major customers (General Motors, Chrysler, Ford and Delphi)
- Special dividend \$1.00 per share and initiating regular quarterly dividends of \$.15 per share. Payout during the 1<sup>st</sup> quarter was approximately \$4.1 million
- Capital spending will be in the \$7-8 million range during fiscal year
   2008 in support of new and takeover business awards
- STRATTEC Defined Benefit Pension Plan is fully funded. Anticipate Plan contributions in fiscal 2008 of \$3 million
- As of September 30, 2007, the Company had in excess of \$60 million of cash and investments and anticipates funding the above requirements primarily from current operating cash flows.





#### STRATTEC SECURITY CORPORATION

Stock Buyback Program Status as of September 30, 2007

Number of Shares Purchased = 3,385,000 Shares

Dollar Amount Purchased = \$127.1 Million

Average Cost Per Share = \$37.55

% of Issued Shares Purchased = 49%

Additional Shares Available to Purchase Under Current Program Authorization

= 255,000 Shares





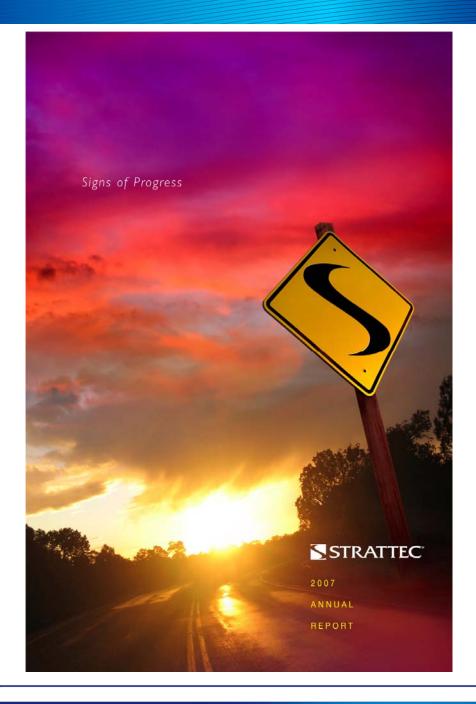
# Harold M. Stratton II

# Chairman, President & CEO













## **Signs of Progress**

- Price increases partially offsetting higher raw material costs
- Successful cost reduction activities
- Global presence and acceptance of VAST Alliance
- Endorsement from a major customer for our latch products
- New business awards for locksets and ignition lock housings
- New customers for codeable locks and passive start
- Increased aftermarket export business
- Take-over business





# General Motors Takeover Business Awards Locksets

- Started May 2007
- Annual sales volume fiscal year 2008 of \$10.1 million
- Annual production volume 947,000

#### **Vehicle Platforms**

	<b>-</b> -	
_	Buick	Lucerne

Cadillac DTS

Chevrolet Cobalt

Chevrolet Equinox

Chevrolet HHR

Chevrolet Impala

Opel GT Roadster

Pontiac G5

Pontiac Solstice

Pontiac Torrent

Saturn Sky

Suzuki X-7







# General Motors Takeover Business Awards Locksets

- Starting July 2008
- Annual sales volume fiscal year 2009 of \$8.1 million
- Annual production volume 538,000

#### **Vehicle Platforms**

- Cadillac CTS
- Cadillac SRX
- Cadillac STS
- Chevrolet Malibu
- Pontiac G6
- Saturn Aura







# General Motors New Business Awards Locksets

- Starting July 2009 and 2010
- Annual sales volume \$4.5 million
- Annual production volume 291,000

#### **Vehicle Platforms**

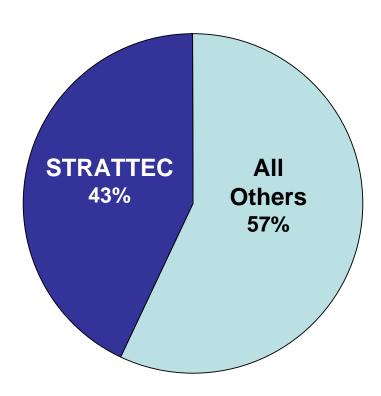
- Chevrolet Camaro
- Chevrolet Equinox (Replacement for takeover business)
- GMC Small CUV



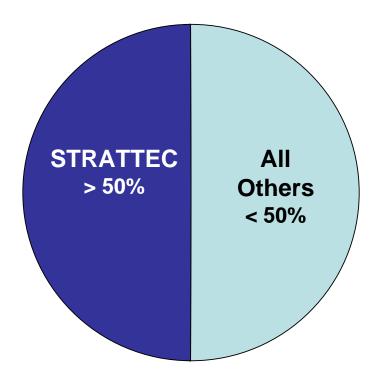




### North American Lockset Market Share



Fiscal Year 2007



Fiscal Year 2008 Projected







# Chrysler Takeover Business Awards Driver Controls – Ignition Lock Housings

- Starting April 2008
- Annual sales volume fiscal Year 2009 of \$6.6 million
- Annual production volume 1,035,000
- Material content 70% zinc castings and 30% magnesium

#### (9) Vehicle Platforms

- Chr	ysler A	Aspen
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- Chrysler PT Cruiser
- Dodge Caliber
- Dodge Dakota Pickup
- Dodge Durango
- Dodge Nitro

- Dodge Ram Pickup
- Dodge Viper
- Jeep Compass
- Jeep Liberty
- Jeep Patriot
- Jeep Wrangler







# General Motors New Business Awards Driver Controls – Ignition Lock Housings

- Starting July 2009 and 2010
- Annual sales volume \$5.5 million
- Annual production volume 700,000

#### **Vehicle Platforms**

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Buick LaCrosse

Chevrolet Colbalt

Chevrolet HHR

Chevrolet Malibu

Pontiac G4

Pontiac G5

Pontiac Pursuit

Saturn Astra

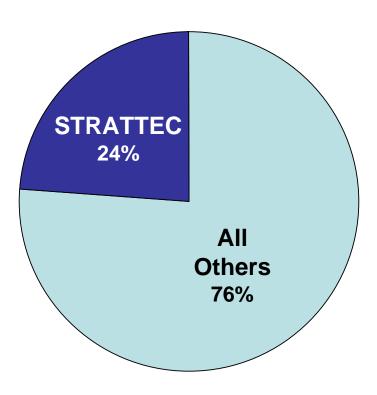
Saturn Aura



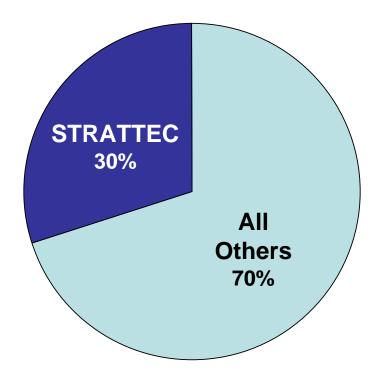




# North American Driver Controls – Lock Housing Market Share



Fiscal Year 2007



Fiscal Year 2008 Projected







# Aston Martin New Business Award

- Starting January 2008
- Vehicle platform: DBS
- Annual sales volume \$2.5 million
- New technology
  - FOBIK AIM system
  - Content is Docking Station, Bezel and FOB













# Ford Integrated Key

#### **Model Year**

<u>Vehicle Platform</u>	<u>Introduction</u>
Ford Taurus	2008
Ford Taurus X	2008
Ford Expedition	2008
Mercury Sable	2008
Lincoln Navigator	2009
Ford Mustang	2010

- Increased vehicle content
- Good Aftermarket sales potential







# **General Motors Side Milled Keys**

- To be used on all Global Epsilon II vehicles worldwide.
- The side milled key blade to be manufactured for all VAST alliance partners at the STRATTEC Milwaukee facility.









### Aftermarket Key Expansion STRATTEC XL





- Honda
  - 2003 to 2006 Accord
  - 2006 Civic, CRV, Element
  - 2005 to 2006 Odyssey
- Acura
  - 2007 Acura TL and TSX
- Nissan
  - 2003 Infinity FX35/45, G35, Nissan 3502
  - 2004 Infinity QX56, Nissan Armada, Murano, Quest, Titan
  - 2004 to 2006 Maxima
  - 2005 Pathfinder, X-Terra, Frontier
  - 2005 to 2006 Altima
- Total annual potential Aftermarket sales \$500,000







## **New Keyless Ignition System**

- First STRATTEC keyless ignition system introduced by Flaming River last week at SEMA Show for hot rod builders and car customizers.
- Opportunity to expand to other vehicle markets (motorcycles, ATV's, watercraft, etc.)









# ADAC STRATTEC de Mexico LLC (ASDM)

- New Joint Venture established between ADAC Automotive and STRATTEC effective October 2006
- The purpose of the Joint Venture is to conduct injection molding and assembly operations in Juarez, Mexico, primarily for door handle products, although certain driver control products are potential products for this JV as well.
- STRATTEC is the majority owner at 50.1% with ADAC owning 49.9%.
   Allows STRATTEC to consolidate the sales activity and record our ownership interest in future operating results.





# ADAC STRATTEC de Mexico LLC (ASDM)

- The first program in the Joint Venture started in July 2007 with the Ford Fusion, Mercury Milan and Lincoln MKZ outside door handle chassis assembly. The next vehicle programs are the Dodge Journey rear lightbar appliqué and Saturn Aura and Chevy Malibu outside door handle chassis assembly starting in December 2007 and January 2008.
- Expected ASDM sales for STRATTEC fiscal years:

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2008 = $5.2 Million
2009 = $11.0 Million
2010 = $13.0 Million
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# Ford Fusion/Mercury Milan/Lincoln MKZ

## **Dodge Journey**







## **VAST Alliance Update**

- Starting to see more serious global quoting and product development activity from our customers.
- The VAST Alliance members won a significant amount of new global programs at General Motors with their Epsilon II platform (locksets, ignition lock housings, seat back latches and outside door handles).
- North American content includes ignition lock housings and sidemilled key blades produced by STRATTEC, and outside door handles produced by ADAC.







### **VAST Alliance Update**

- VAST LLC joint ventures in China yielding approximately \$27 million of new or localized business in Calendar Year 2007 with Volkswagen, General Motors and Ford. Significant sales growth forecast over next three years. VAST China annual sales in calendar year 2010 expected to exceed \$50 million.
- We are positioned exactly where we want to be to take advantage of globalization trends to expand our business.



#### **VAST Alliance Profile**

- \$650 million annual sales
- 19 Manufacturing facilities in U.S., Mexico, Germany,
   Czech Republic, China and Brazil
- Worldwide employment of 6,000 (including JVs)







#### **VAST Customers**

























































DELPHI











## **Summary**

- Improved 1<sup>st</sup> quarter operating results for our fiscal 2008 compared to fiscal 2007
- Second quarter will be more challenging based on announced production cuts from our major four customers
- We expect second half of fiscal 2008 will show improvements over the first half:
  - Additional takeover business expected to start during the 4<sup>th</sup> quarter of fiscal 2008
  - New product sales expected to come on line
  - Improvement still dependent on customer production
- Strategic initiatives starting to show progress for both product and customer expansion in the future
- Finding more opportunities to invest our cash wisely





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