



**ecom**  
electronic components  
purchasing group

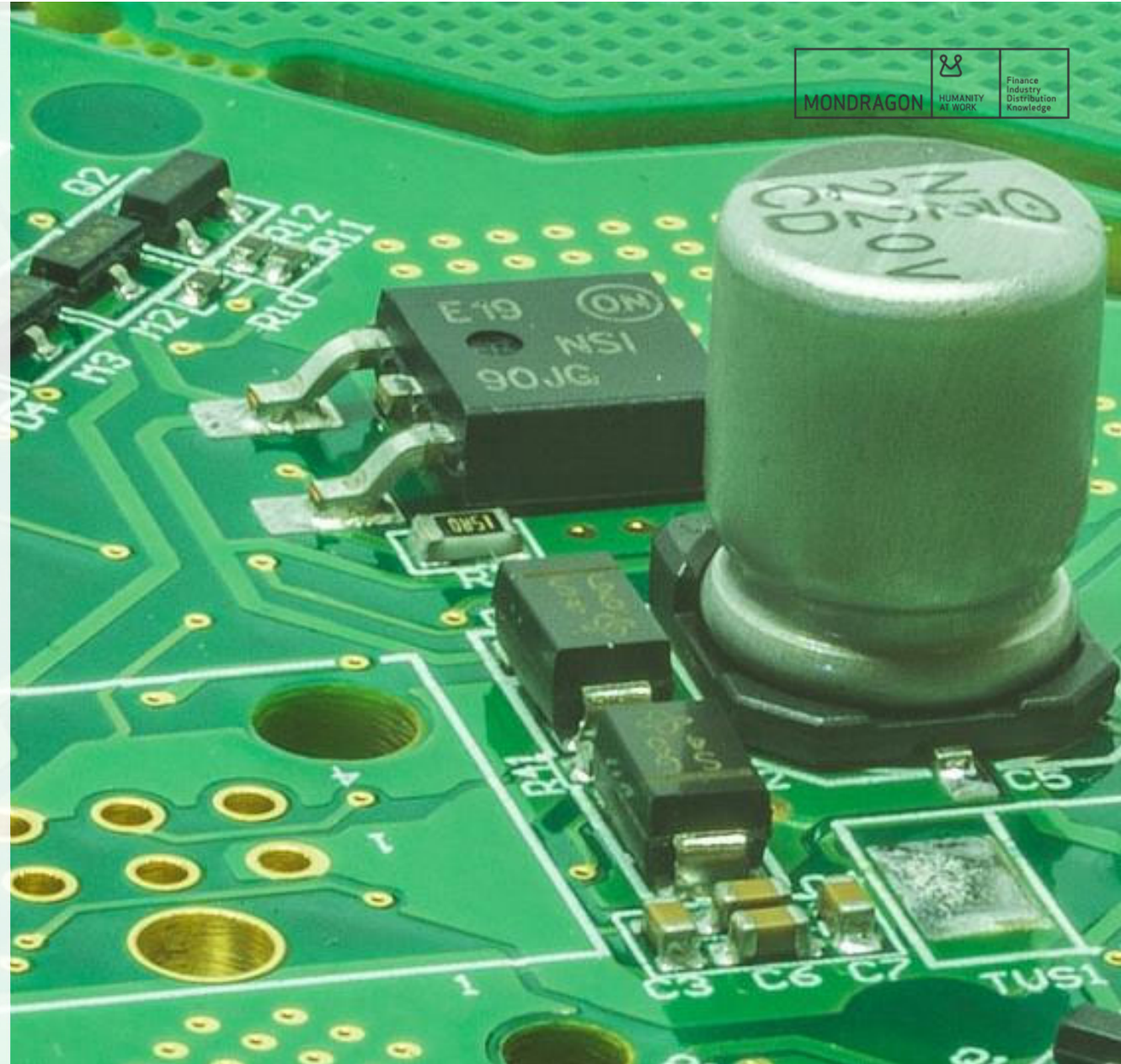




## WHO WE ARE

We are an **ELECTRONIC COMPONENTS PURCHASING GROUP**, an initiative to articulate the cooperation on purchases of **Mondragon Corporation**.

**Mondragon Components** is a Division of the Industry Area of the **Mondragon Group** is a corporation based in the Basque region of Spain that employs more than 90,000 people in 270 companies.





## MONDRAGON COMPONENTS

A Division of the Industry Area of the MONDRAGON GROUP, whose aim is to provide innovative solutions to the domestic appliance sector, the automotive sector and the home comfort sector.

**SALES 647MILL. €**



**REFERENCE PROVIDER**  
of top brands

**PRODUCTION PLANTS**

**31** | 8 SPAIN  
2 ITALY  
21 WORLDWIDE





# COMPONENTS AND SYSTEMS

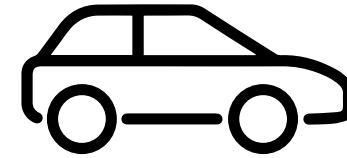
FOR GAS, ELECTRIC & INDUCTION HOBS,  
GAS & ELECTRIC OVENS AND BARBECUES





# COMPONENTS AND SYSTEMS FOR AUTOMOTIVE

Great experience in this demanding industry, supported by the ISO-TS 16949 and the approval of major car manufacturers and Tier-1. We manufacture electronic circuits for power windows, consoles, switches, control knobs, ambient lighting and ceiling for a wide range of vehicles.



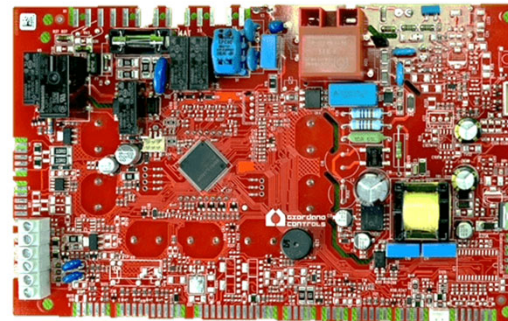
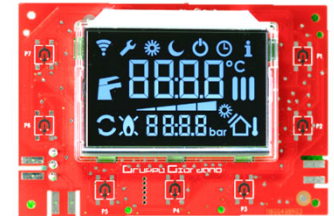


# HVAC ELECTRONIC CONTROLS

RESIDENTIAL ENERGY MANAGEMENT, HEATING AND COOLING



Production of innovative electronic systems designed to save energy, using advanced and smart technologies.

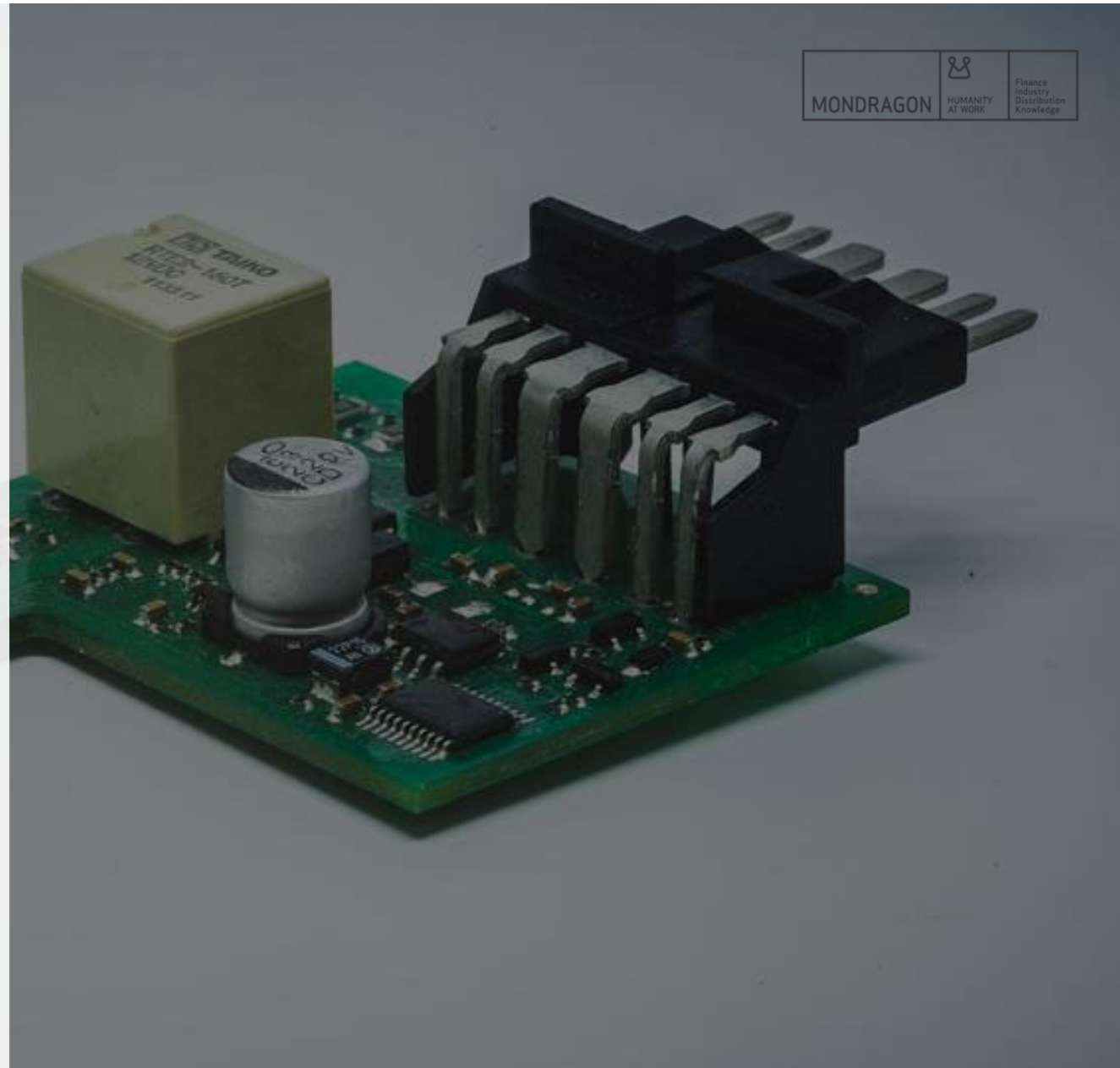




## DIMENSION

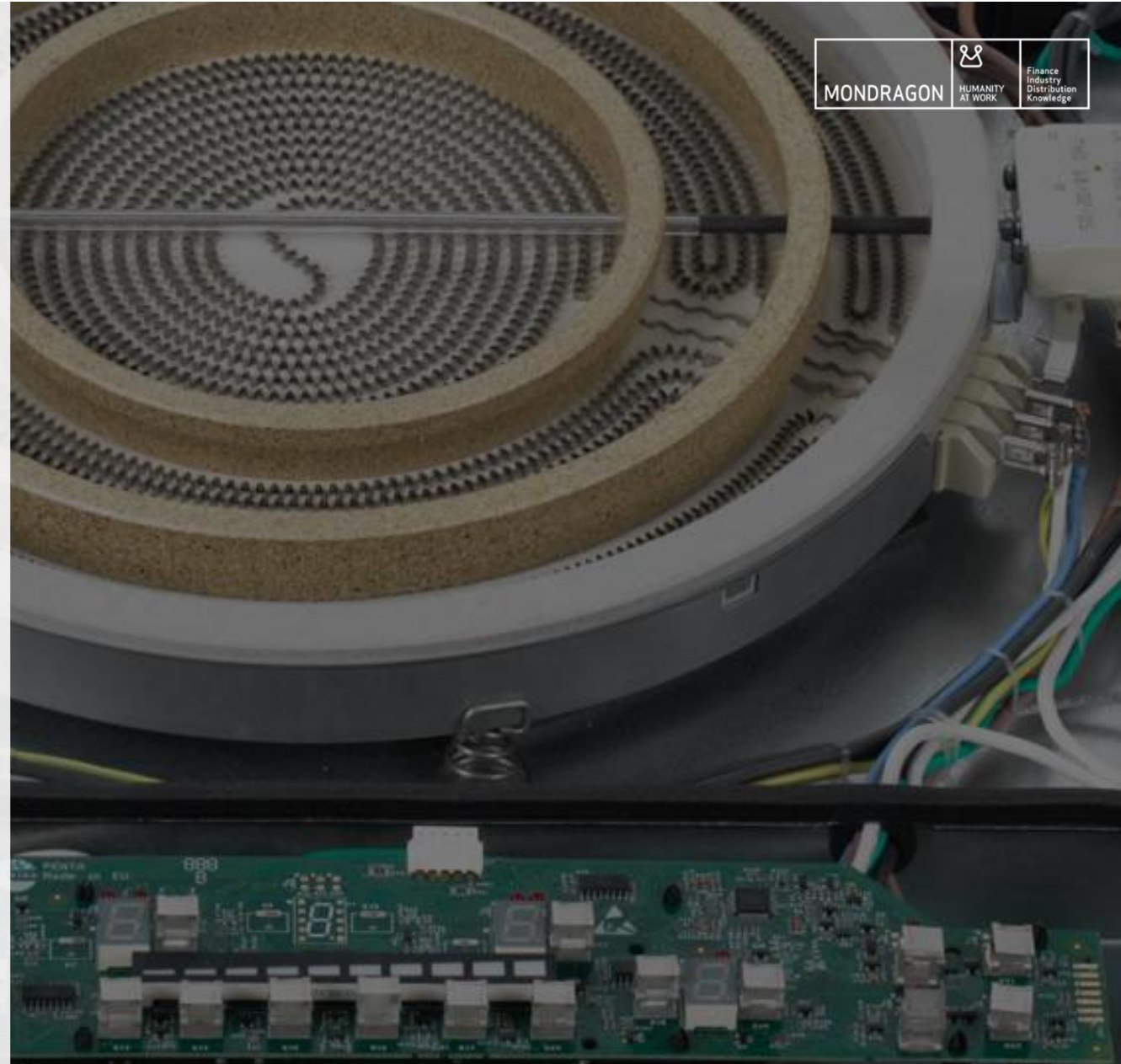
**20** M€/year  
Estimated  
purchasing  
volume for **2022**

**50** M€  
Estimated  
purchasing  
volume for **2025**



## OUR TARGET

- **Optimize the purchasing conditions** consolidating volumes.
- Coordinate engineering efforts by means of **standardized components' libraries**.
- Look for **reliable and competitive** electronic partners.
- Deal with **global suppliers** with worldwide presence, supporting our production plants in Europe, America and Asia.
- Offer **strategical partnership** to the vendors willing to be part of this project.





# OUR STRENGTHS



**Financially healthy**  
companies



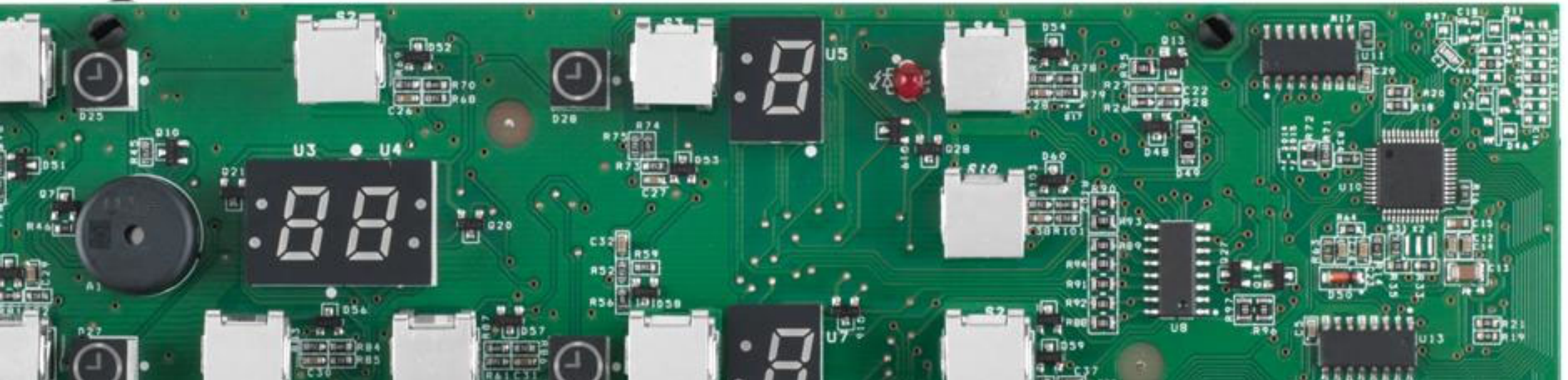
**R&D**  
Supported by **Mondragon Corporation** technological centers



**Decision center in Europe**



**Honesty and professionalism**



## COORDINATION PROCESS AND NEXT STEPS

- Share information about vendors, products and Purchasing volume managed by our partners.
- Identify (cost opportunities) product families able to be managed in a coordinated mode.
- Choose the proper global partners ready to support our projects worldwide: Europe, Asia and America.
- Set up the basis to run some negotiations for 2022 Budget. Short term



## ROLE OF E-COMP AND THE MEMBERS' PURCHASING DEPARTMENTS

- **E-COMP will work on:**
  - General Strategy and purchasing policies.
  - RFQ for different component groups.
  - Advanced purchasing, search, audits, homologation of potential suppliers.
  - Definition of purchasing procedures and continuous improvement of them.
  - Design a common data base to have updated information of each component: status, validated suppliers, prices, homologation...
  - Improvement of purchasing-logistics processes.
- **Purchasing Managers of member companies will play a key role in E-COMP:**
  - Sharing with E-COMP their own experiences, needs and worries about the Purchasing activity.
  - Being part of negotiation strategies .
  - Taking under their responsibility the negotiation and management of the product families out of the global discussion made by E-COMP.
  - Coordinating their companies' supply chain and sourcing activities.



## ESTIMATED PURCHASING VOLUME

**50** M€



+

Other Mondragon cooperatives

2020

2022

2025

