



To: OESA Members and Guests

BULLETIN: 04-28

From: Neil De Koker, President

Date: August 3, 2004

***Global Automotive M&A:  
Successful Mergers and Acquisitions: Exceeding Investor Expectations***

October 12, 2004 ♦ 7:30 Registration ♦ 8:30 a.m. – 4:30 p.m. Program  
The Ritz-Carlton Hotel ♦ 300 Town Center Drive ♦ Dearborn, Michigan

OESA and PricewaterhouseCoopers (PwC) are partnering to present a full-day conference, "Successful Mergers and Acquisitions: Exceeding Investor Expectations," on October 12, 2004, at The Ritz-Carlton Hotel, Dearborn, Michigan. While M&A activity has leveled off from an all time high in 1998, PwC reports 262 component supplier acquisitions in 2003, with combined value of \$12.8 billion. Rationalizing capacity, leveraging economies of scale, and gaining share with new customers continue to drive M&A offensive strategies. On the supply side, M&A activity is driven by companies selling product lines to focus on core competencies and diversified companies making a strategic decision to exit unprofitable automotive sector segments.

The conference speakers are each in a unique position to provide insight into the challenges and opportunities supplier executives encounter during M&A activities. The supplier panel includes:

- **Timothy Manganello**, Chairman and CEO, BorgWarner
- **Alan C. Johnson**, President and COO, Plastech Engineered Products
- **John Sanderson**, President and CEO, Siemens VDO Automotive

**John Blahnik**, Vice President, Treasury, Mergers and Acquisitions, Delphi Corp., will present the keynote luncheon address on the M&A statistics at Delphi.

PwC launched the M&A Conferences eight years ago and partnered with OESA in 2003. **Michael Burwell**, Partner, Transaction Services, PricewaterhouseCoopers and **Neil DeKoker**, OESA President, will facilitate the full-day conference.

Senior level executives with an interest in M&A activity comprise the target audience for the conference.

Questions about the program content should be directed to Noelle Schiffer, at [nschiffer@oesa.org](mailto:nschiffer@oesa.org).

Click here [Online Registration](#), to use the new OESA online registration process. Members must login using their e-mail address. First time users must refer to OESA Bulletin 04-29 for password information. If you do not have Bulletin 04-29, click "reset my password" to change your password and gain access to OESA online registration. For assistance with registration, contact Jennifer Demoff, at [jdemoff@oesa.org](mailto:jdemoff@oesa.org).



# Original Equipment Suppliers Association and PricewaterhouseCoopers Agenda

## ***Global Automotive M&A:***

### ***Successful Mergers and Acquisitions: Exceeding Investor Expectations***

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|---------------|---|
| 7:30 - 8:30   | Registration and Continental Breakfast  |
| 8:30 - 8:50   | Opening Remarks<br><b>Neil De Koker</b> , President, OESA   |
| 8:50 - 9:10   | <i>Overview of Successful Mergers and Acquisitions</i><br><b>Michael Burwell</b> , Partner, Transaction Services, PricewaterhouseCoopers  |
| 9:10 - 9:40   | <i>Automotive Industry Review and Outlook</i><br><b>Michael R. Bruynesteyn</b> , Automotive Analyst, Prudential Securities  |
| 9:40 - 10:10  | <i>The Banking Perspective</i><br><b>Greg Ledford</b> , Managing Director, The Carlyle Group  |
| 10:10 - 10:30 | Break and Networking  |
| 10:30 - 11:15 | <i>The Evolving Materials Business Model: How Cost and Availability Impact Valuation</i><br><b>Fred Cohen</b> , Partner, PricewaterhouseCoopers   |
| 11:15 - 12:00 | <i>The Investor Perspective</i><br><b>Tim Leuliette</b> , Chairman, President and CEO, Metaldyne  |
| 12:00 - 1:30  | Lunch<br>Summary Comments -- <b>Michael Burwell</b> , Partner, Transaction Services, PricewaterhouseCoopers<br>Introduction -- <b>Edward Lapham</b> , Executive Editor, Automotive News<br>Keynote Luncheon Address -- <b>John Blahnik</b> , Vice President, Treasury, Mergers and Acquisitions, Delphi Corp. |
| 1:30 - 2:00   | Break and Networking  |
| 2:00 - 3:00   | <i>Supplier Community Panel Discussion: Strategic and Financial Buyers</i><br><b>Tim Manganello</b> , Chairman and CEO, BorgWarner Inc.<br><b>Alan C. Johnson</b> , President and COO, Plastech Engineered Products<br><b>John Sanderson</b> , President and CEO, Siemens VDO Automotive                      |
| 3:00 - 3:15   | Break   |
| 3:15 - 4:15   | <i>Manufacturer/Business Development Panel Discussion</i><br><b>Barbara Pilarski</b> , Director, DaimlerChrysler Corporation<br><b>Kevin Cramton</b> , Director, Ford Motor Company<br><b>Michael Kanarias</b> , Director, General Motors Corporation   |



# Original Equipment Suppliers Association and PricewaterhouseCoopers

## Registration Form

### *Global Automotive M&A:*

### *Successful Mergers and Acquisitions: Exceeding Investor Expectations*

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**For faster online credit card registration click here - [Online Registration](#).**

Members must login using their e-mail address. First time online users must refer to OESA Bulletin 04-29 for password information. Members who do not have Bulletin 04-29, should click "Reset My Password" to change your password and gain access to OESA online registration. Contact Brenna Putman at 248.952.6401 for assistance.

**Company:** \_\_\_\_\_

**Address:** \_\_\_\_\_

**City:** \_\_\_\_\_ **State:** \_\_\_\_\_ **Zip Code:** \_\_\_\_\_

**Phone:** \_\_\_\_\_ **Fax:** \_\_\_\_\_

**1. Name:** \_\_\_\_\_ **e-Mail:** \_\_\_\_\_

Confirmation e-mails will be sent to registrants on October 6, 2004

**Title:** \_\_\_\_\_ **Will you stay for lunch?**  Yes  No

**2. Name:** \_\_\_\_\_ **e-Mail:** \_\_\_\_\_

Confirmation e-mails will be sent to registrants on October 6, 2004

**Title:** \_\_\_\_\_ **Will you stay for lunch?**  Yes  No

### **Registration Fees:**

OESA Members\* on or before 9/21/04: \$ 495.00 x \_\_\_\_\_ = Total: \$ \_\_\_\_\_

OESA Members\* after 9/21/04: \$ 595.00 x \_\_\_\_\_ = Total: \$ \_\_\_\_\_

Non-Members on or before 9/21/04: \$ 595.00 x \_\_\_\_\_ = Total: \$ \_\_\_\_\_

Non-Members after 9/21/04: \$ 695.00 x \_\_\_\_\_ = Total: \$ \_\_\_\_\_

**Payment Method:** Check enclosed for \$ \_\_\_\_\_ **Make check payable to OESA** OR

**Charge to (Circle One):** American Express      MasterCard      VISA

Card Number \_\_\_\_\_ Exp. Date \_\_\_\_\_

Name (as printed on card) \_\_\_\_\_ Signature \_\_\_\_\_

\* OESA Membership is based on company, not individual. To review the membership list, visit [www.oesa.org](http://www.oesa.org) Notes:  
**Refunds cannot be given after September 28, 2004.** Substitutions are always welcome. Please mail the completed Registration form and check payment to the address below. Registrants who do not receive a confirmation by **October 6** should contact OESA.