

Sam Dong Europe

A new Sam Dong company
less than 100 km from Berlin
operational early 2018

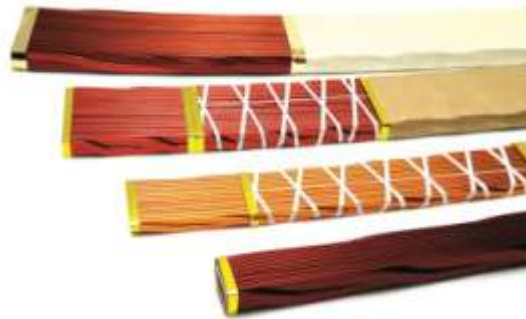


Sam Dong

founded in 1977 in South Korea

a top tier partner in winding wire

Continuously Transposed Conductor
and insulated rectangular copper wire



Sam Dong has three facilities in South Korea



Sam Dong

HQ + Eumseong Entity

founded in 1977

292 employees



Mungyeong Entity

acquired in 1999

198 employees



Kuk Dong Entity

acquired in 2005

44 employees



Sam Dong has two facilities in the USA



Tennessee Entity

founded in 2007

190 employees



Ohio Entity

founded in 2009

110 employees



Sam Dong will have a new facility in Europe !



Sam Dong

- **to serve the European customers even better**
delivery time, transport,
service, cooperation
- **at the request of many customers**
- **the European CTC market is significant**
30 % of the world market



reasons for Poland:

- **the location to customers**

more than 50 % of the European CTC use is
within a radius of 1,000 km

- **the labour market**

Polish employees are well educated and hard working,
for a reasonable salary

- **the investment climate**

reasonable prices ,
support and incentives from
the Special Economic Zone



KOSTRZYŃSKO-SŁUBICKA
SPECJALNA STREFA EKONOMICZNA S.A.

what has been realized in this greenfield project ?

1. business plan and project plan
2. establishing a Limited Liability Company
3. buying an area
4. design and construction of a new building
5. installation of equipment
6. recruitment and training of personnel

Wherever there is energy there is Sam Dong

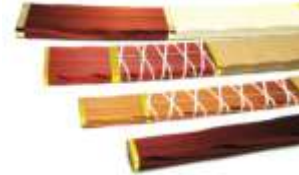
1. business plan and project plan

activities

1. CTC

2. insulated strip

(paper covered, glass covered, enameled)



capacity

6,000 T CTC, to be produced in 2020/2021

investments

area,

a new building,

equipment partly from the USA and partly new

personnel

120 employees in 2020/2021

2. establishing a Limited Liability Company

SDE sp. z o. o. has been established in April 2016

Sam Dong Korea is the sole shareholder

The Registration Procedure of a Branch in Poland



- All the information and documents required for [establishing a branch in Poland](#) must be registered with the National Court Register.
- As a result, the company will receive a [certificate of registration](#), a statistical number and a tax identification number.

3. buying an area

Out of 21 quoted locations in South West Poland,
Sam Dong has chosen for 3.5 ha,
Aleja Milenijna 16, 66-470 Kostrzyn nad Odrą



4. design and construction of new building

the factory has been designed in cooperation with the contractor Cobouw

the contractor also arranges:

- installations (electricity, lighting, heating, ventilation, sanitary)
- technical foundations
- platforms and stairs in the enameling tower
- external works
- building permit and environmental license

the new building

- four production halls:
 - flattening (drawing and rolling)
 - enameling (and annealing)
 - cable (CTC) production
 - paper and glass covering
- a slitting room and a room for stripping CTC ends
- a warehouse for copper rod, finished products and reels
- workshops (maintenance and tooling, test room)
- technical rooms for chemicals, transformers and heating
- a social building (offices, meeting rooms, canteen, changing /washing rooms)
- In total amply 10,000 m²
- height of the halls 7,5 meter, height of the enameling tower 25 meter
- the present equipment has a capacity of 7,000 T (6,000 T CTC)
- the present building gives room for equipment up to 12,000 T (9,000 T CTC)
- the building can be expanded

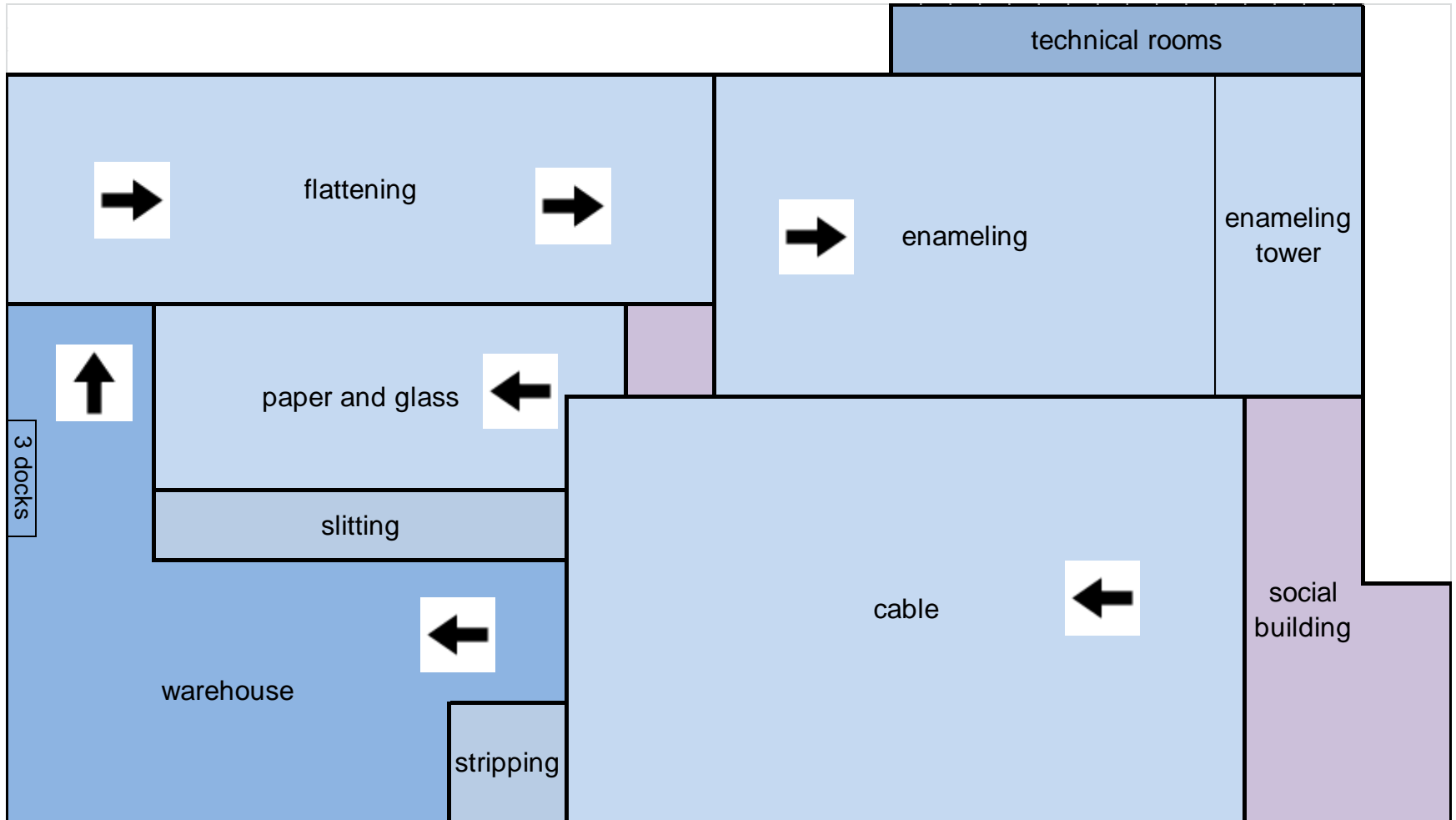
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Sam Dong Europe



the products follow a logical U-route



status of the building

- design: ready
- building permit and environmental design: approved
- foundations and the constructions: ready
- installation of equipment: has started in June 2017

- transfer of the building including all installations: November 2017





5. installation of equipment

list of main equipment

drawing line with shaving unit
rolling mill (brand new)

20 enameling lines
6 annealing lines

4 CTC lines (with new generation transposing heads !)
extra CTC line for extra operations (e.g. twin CTC)

paper covering line (up to triple conductor)
glass covering line (polyester-glass)

slitting equipment
equipment for stripping CTC ends

complete range of test equipment



5. installation of equipment

all equipment is state of the art
from well-known (European) manufacturers



all equipment has a CE certification for machine safety



the installation has started in May 2017
by an engineering team of Sam Dong USA

during the installation and start-up key operators from
Sam Dong USA / Korea will assist until the end of 2018

capacity: 6,000 T CTC (in 2020/2021)

specification: according to customer specification

number of strands: 5 – 81

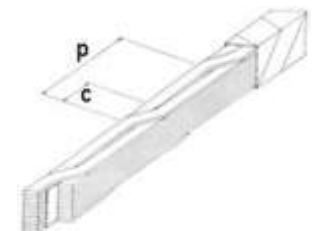
max. number of strands
per line 81, 49, 30 and 24

dimensions of the single strands

thickness: 0.8 – 4.0 mm

width: 2.8 – 14.0 mm

transposing factor (pitch / width) 5 - 15



6. recruitment and training of personnel

as the first employee has started

managing director Wim K. de Vries

five managers have started the 1st of June 2017

quality manager Piotr Bojko

production manager Kamil Jandy

engineering manager Adam Tobolski

IT specialist Robert Sobkowski

HR manager Anna Raczykowska - Korlak

6. recruitment and training of personnel

seven key operators and one quality engineer
have started the 1st of June 2017

all employees are

- well educated
- experienced (30-38 years old)
- English speaking (at least the staff)
- highly motivated

12 employees are trained during two months (June / July 2017)
at Sam Dong Tennessee



the next steps

installation of equipment	June – October 2017
test runs	August – October 2017
building completely ready	November 2017
training first group employees	June – July 2017
set up management system	August – December 2017
recruitment second group employees	August – October 2017
additional training	September – December 2017
homologation Sam Dong Europe	January – March 2018
Sam Dong Europe operational	early 2018



thank you for your attention !

CWIEME BERLIN

20 -22 June 2017
Messe Berlin

Karl Schramboeck

Wim K. de Vries