Location of Group Companies
Milestones

- 1973: Production started in İzmir, Turkey
- 1994: ISO 9002 & First export
- 1996: Production moved to İzmir Atatürk Industrial Zone
- 1998: Warehouse established in Paris, France & Coating started
- 2000: ISO 9001 & ISO TS 16949
- 2001: Warehouse established in Bursa, Turkey
- 2003: QS 9000
- 2004: ISO 14001 & FORD Q1
Milestones

- **2006**
  - Tooling production started & Turkish Automotive Suppliers Association «Golden Award»

- **2008**
  - EN 14399-1 & CE

- **2009**
  - R&D Center established & FORD «Best Supplier Silver Star Award»

- **2011**
  - First Patent & ISO 18001 & Warehouse established in Dusseldorf, Germany

- **2012**
  - Bolt production started in Salihi, Turkey & TOFAS – FIAT «Quality & Performance Award»

- **2013**
  - Screw production started in Salihi, Turkey & FORD «Best Supplier Golden Star Award»

- **2014**
  - Nut production started in Salihi, Turkey

- **2015**
  - TOFAS – FIAT «Supplier of the Year Award»
Establishment: 1973
Phosphating: 48,000 Tons
Annealing: 22,000 Tons
Cold Forming: 60
Heat Treatment: 48,000 Tons (5 lines)
P. Capacity: 45,000 Tons
Workforce: 650

Establishment: 1996
Phosphating: 21,000 Tons
Cold Forming: 70
Thread Forming: 122
Sorting: 14
P. Capacity: 15,000 Tons
Workforce: 400

Establishment: 1998
Zinc Cr+3
24,000 Tons (4 lines)
Zinc Nickel Cr+3
3,000 Tons (1 line)
Zinc Flake (Delta + Magni + Geo)
33,000 Tons (6 lines)
3M+Plastic Patch
80,000,000 pcs
Sorting: 45
P. Capacity: 60,000 Tons
Workforce: 150

Establishment: 2006
Wire Cutting & EDM: 15
Lathe & Milling: 9
CNC Lathe: 24
Grinding: 30
Workforce: 120
Production in SALIHLI

**NORM GROUP**

**Process & Capacity**

**NORM SALIHLI**
- Establishment: 2013
- Phosphating: 25,000 Tons
- Annealing: 5,000 Tons
- Cold Forming: 42
- Heat Treatment: 36,000 Tons (4 lines)
- P. Capacity: 35,000 Tons
- Workforce: 190

**NORM SOMUN SALIHLI**
- Establishment: 2014
- Phosphating: 70,000 Tons
- Cold Forming: 28
- Thread Forming: 42
- P. Capacity: 12,000 Tons
- Workforce: 120

**UYSAL MAKİNA SALIHLİ**
- Establishment: 2014
- Zinc Cr+3: 12,000 Tons (2 lines)
- P. Capacity: 12,000 Tons
- Workforce: 39

**MS VİDA**
- Establishment: 2014
- Cold Forming: 66
- Thread Forming: 49
- Pointing: 15
- Heat Treatment: 6,000 Tons (2 lines)
- P. Capacity: 10,000 Tons
- Workforce: 180
Consolidated Facts of 2015

Sales: 210 € million
Employees: 2000

Market
- Automobile industry
- White goods sector
- Agriculture goods sector
- Steel construction sector
- Cycle and motorcycle sector
- Machine production sector

Export Sales (M€’s)

<table>
<thead>
<tr>
<th>Year</th>
<th>2012</th>
<th>2013</th>
<th>2014</th>
<th>2015</th>
</tr>
</thead>
<tbody>
<tr>
<td>Sales (M€)</td>
<td>33</td>
<td>39</td>
<td>55</td>
<td>68</td>
</tr>
</tbody>
</table>

2012
2013
2014
2015
Total Production (Ton) *

*Including bolts, nuts, screws, ball joints, rivets and special parts. 2016 estimate.
2000

International Cold Forging Group Membership

2005

Numerical simulations started

2008

Cofounder of Metal Forming Center of Excellency & TTGV - Most Successful Thesis and Organization Award

2011

Approval of R&D Center by Ministry of Science, Industry and Technology of Turkey

2012

Izmir Young Businessmen’s Association – Innovation Winer & IAOSB – Innovation Mention Award

2013

Patents: NORMEST & Norm One Way & Weldless Clinching Fastener
Simulation Software
- SIMUFACT

Modelling Software
- CATIA
- Auto Desk

Analyses Types
- 2-D,
- 2-D Asymmetric,
- and 3-D

Process Simulations
- Tool Life, Material Flow, Forging Forces,
- Ductile Damage, Lap Formation, and
- Hardness Prediction

Partnerships
- FCA TOFAS & ERMETAL & CMS &
- Universities and Research Groups
Strengths

- Family run business,
- All in-house, integrated production for flexibility and promptness,
- In-house tool production,
- Common ERP system usage between sister companies,
- R&D center to give assistance from the beginning,
- Full Service Provider,
- Home Depot & KANBAN services,
- Very well organized trade network,
- Over 40 years of experience,
- Young and experienced staff,
Social Activities & Welfare

NORM Technical School

NORM Primary School

NORM Art Gallery

NORM Sailing Team
Thank you for your time...