



Opportunity - Entry into Global Retractable Hard Top Market:

This is an opportunity to acquire the capabilities of a world class retractable hard top (RHT) design and supply firm through the purchase of its technologies and transfer of its knowledge. Included in this opportunity are a global portfolio of patents, and the studies, benchmarking, designs, prototypes and knowledge base from Heuliez. Heuliez continues to operate its non-automotive business lines and has made the strategic decision to transition the RHT assets to a customer looking to create or enhance their market position in retractable hard tops.



Opel Tigra Twin Top

Heuliez Portfolio

The portfolio includes 750 patents and designs suitable for a wide range of vehicle sizes from A-segment mini cars all the way to E-segment mid-size luxury cars and body styles from sports cars to 2-seater coupes to 4 door sedans and light trucks.

Solutions for:

- Folding mechanisms
- Water management
- Trunk Cover
- Anti-pinch system
- Single piston roof systems
- Locking and tensioning systems



Peugeot 206cc

Value to OEM

- Entry into new market segments
- Achieve higher price points
- Consolidation of vehicle line-up as RHT's are more versatile in climate and application

Market Size

Convertibles account for roughly 1.9 percent of the global automotive market of 77 million units (RL Polk). Approximately 50% of these are hardtop, and the average selling price is \$1,500 per assembly. The market is approximately \$1 billion and predicted to grow at 6% annually over the next 5 years.

Total Vehicle Sales	77,000,000
Convertibles	1.90%
Hardtop Share	50%
Predicted Hardtop Sales	731,500
Average Supplier Price	\$1,500
Market Size	\$1,097,250,000
Growth Rate (Est)	6%



Production History: Heuliez was a leader in the RHT market with 30% of the global market, supplying designs and production for many vehicles including the Peugeot 206/7 CC (350,000 units) and the Opel Tigra Twin Top (87,000 units).

Value to Customer:

- *Year round drivability:* More practical in all climates year-round, compared to soft-tops which are more prone to leakage in heavy rain or winter. In addition,
- *Quieter ride:* Hardtops minimize wind noise and road noise
- *Subtlety:* less conspicuous appearance difference to its coupe counterpart
- *Security:* hard top vehicles are harder to break in to (the cloth of certain soft-tops can be slashed by a knife).

Heuliez Portfolio Size

- 750 patents in 13 countries (U.S., Korea, China, Japan, Russia, Germany, Sweden, France, Great Britain, Europe, Spain, Italy, Romania)
- Average Patent age 8 years

Proof of Quality

- Opel Tigra Twin Top
- Peugeot 206cc
- Peugeot 207cc
- Renault Megane 3cc
- Volvo C70

Peugeot 407 – Macarena Prototype



Review and Process of Sale

Heuliez is prepared to provide due diligence assistance throughout the sale process. We will be soliciting indications of interest through March 2012. Please contact us for more detailed information about the assets and the sale process.

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