

Title: COMPANY PRESENTATION FORM TO POTENTIAL CLIENT

Date: 31/03/2011 Place: Rivoli (Torino), Italy

COMPANY

Name Phitec Ingegneria S.r.l.

VAT Nr. / Co. Reg. Nr. 08359630012 / TO-967699 (Turin Chamber of Commerce)

Legal address Via S.Anselmo, 29 – 10125 Torino (TO) - ITALY Headquarters Corso Susa, 299/A – 10098 Rivoli (TO) - ITALY

Telephone +39 (0)11 9538090Fax +39 (0)11 9550282

E-mail segreteria@phitecingegneria.it

Web site www.phitecingegneria.it

SERVICES AND ACTIVITIES

Market field Mechanical engineering services

Services SIMULATION ON STRUCTURAL, THERMAL AND FLUID DYNAMICS

✓ Structural analysis and design optimization

✓ Crash-test simulation

✓ Computational Fluids Dynamics (CFD) analysis

✓ Finite Elements Method (FEM) modeling

✓ Computer-Aided Engineering (CAE) software development

Consulting and transfer of know-how on CAE methodology

Support on materials characterization aimed at virtual tests

Business areas (2010)

(% Turnover) 60 **Crash-test simulation**

30 Structural analysis and design optimization

5 **CFD analysis**

5 Other (consulting, training and tools development)

Activities description

Mechanical engineering services and consulting from concept to testing, with extensive and expert use of numerical simulation on products coming from different market fields such as: Automotive, Aeronautical, Special vehicles, Public transports, Seats and Child car seats, Biomedical, Logistics equipment, Consumer electronics.



Title: COMPANY PRESENTATION FORM TO POTENTIAL CLIENT

Date: 31/03/2011 Place: Rivoli (Torino), Italy

CONTACTS

Business Development Mr. Daniele Speziani (languages: English)

e-mail daniele.speziani@phitecingegneria.it

tel. +39 333 1749267

Business Development Mr. Andrea Rebuffo (languages: English, Portuguese)

e-mail andrea.rebuffo@phitecingegneria.it

tel. +39 (0)11 9538090

Company Secretary Miss Erika Gravina (languages: English)

e-mail segreteria@phitecingegneria.it

tel. +39 (0)11 9538090

BALANCE AND OTHER COMPANY DATA

Share capital 10,000 € (fully paid)

Establishment in 2002

2010 annual Turnover 1,265,568 € (*) value used to calculate main Clients and Suppliers

2009 900,736 € 2008 1,231,196 €

Foreign missions in 2010 Brazil, Saudi Arabia, China and India

Turnover in foreign countries 306,869 €
R&D investments in 2010 200,000 €
Employees in 2010 20
charged of engineering tasks 18
charged of R&D 6

Quality System Internal, in accordance with main Clients Quality Systems

Member of

From Concept To Car - Piemonte since 2008

Polo d'Innovazione MESAP - Piemonte, Torino since 2010

Polo d'Innovazione Nuovi Materiali - Piemonte, Alessandria since 2010

Polo d'Innovazione POLIGHT - Piemonte, Torino since 2010



Title: COMPANY PRESENTATION FORM TO POTENTIAL CLIENT

Date: 31/03/2011 Place: Rivoli (Torino), Italy

MAIN CLIENTS 2010

Company name FIAT Group Automobiles S.p.a.

market field Automotive, car makers place Mirafiori, Torino - ITALY

% turnover (*) 45%

companies FIAT, COMAU, FERRARI, MASERATI (Italy), FIASA (Brazil) sold services Virtual prototyping, crash analysis and CAE consulting

Supplier for FIAT wind tunnel in Torino

Company name MAGNA STEYR Italia S.r.l.

market field Automotive, design and engineering

place Rivoli, Torino - ITALY

% turnover (*) 33%

sold services CAE consulting, virtual prototyping, crash and CFD analysis

Company name ITALDESIGN - GIUGIARO S.p.a.

market field Automotive, design and engineering

place Moncalieri, Torino - ITALY

% turnover (*) 5%

sold services Simulations, virtual prototyping and crash analysis.

2010 Clients: ALTRAN ITALIA, MERITOR HVS, DENSO TS

FERRARI, MASERATI, EDGE FLOW, POLYTEC, PEG PEREGO

MAIN SUPPLIERS 2010

Company name Altair Engineering S.r.l.

market field Software development and consulting

place Torino - ITALY

% turnover (*) 3.8%

purchases Software licenses

Company name DYNAmore GmbH

market field CAE Software development, consulting and distributing

place Stuttgart - GERMANY

% turnover (*) 2.2%

purchases Software licenses



Title: COMPANY PRESENTATION FORM TO POTENTIAL CLIENT

Date: 31/03/2011 Place: Rivoli (Torino), Italy

RESOURCES

✓ 32 CPUs G5 Xeon 5472 3.0GHz (CFD and Crash full scale analysis).

- ✓ 20 windows/linux 4400/4600 HP workstations.
- ✓ High Speed 20 MB internet connection to share files all over the world.
- ✓ 5 TB Data Share Server.
- ✓ Avalaible Dedicated FTP Server.

Web connection to the super computing centre that provides:

Cilea, ABAQUS e PAM-CRASH 2G

Software licenses (**) MSC Master-key license acquired on 2003

Altair Hyperworks (RADIOSS enabled)

LS-Dyna

ANSA

(**) Those licenses indicated are regularly purchased.

Other licenses are purchased if required by the solution or by Clients.

SKILLS

CAE software HYPERWORKS, ABAQUS IMPLICIT/EXPLICIT, ANSA

MSC-NASTRAN, MSC-MARC, MSC-ADAMS,

LS-DYNA, PAM-CRASH, RADIOSS, OPENFOAM and ANIMATOR.

Programming languages C, Fortran, Python and TclTk (Windows and Linux platforms)

PAYMENT TERMS

Validity of quotation 30 days

Invoicing At delivery of works or monthly

Fiscal burdens Charged to Client

Payment Settlement by bank draft 30 days from date of the invoice