

As a leader in the automotive fastening solutions market, ARaymond meets its customers' specific demands with high value-added products; the French teams have recently developed a new, innovative "Quick Connector" product for fuel systems on Renault vehicles.

ARaymond is one of the leaders in its sector of business and expertise, i.e. fasteners, assemblies and the production of quick connectors for the automotive market. To maintain this position and its technological lead, the ARaymond Network, which is present in 25 countries, develops custom parts for its customers. ARaymond in France exports more than 40% of its clips and nearly 95% of its quick connectors.

A custom "connector-clip" was developed with ARaymond expertise to equip the new Renault Espace, Talisman and Megane models.

Two years ago Renault spoke to ARaymond teams, via its supplier MGI Coutier, about a very specific problem: the aim was to develop a multi-functional connector for the diesel supply system on R9M and K9K engines. This should enable a pressure sensor to be clipped on and hold a pipe while being fastened to the vehicle body. The fastening to the body should be removable without tools.

"To respond to Renault's request, **we contacted our engineering department for two key expertise: fastening and fluid connections.**" explains Florent Lagarde, Sales Manager, Rayconnect* France. "It was the first time we were designing a part which incorporated both functions. This collaborative work was a real show of strength and enabled us to set ourselves apart from other market players. In the end, it was indeed due to the pooling of our fastening and fluid connection expertise that we were selected for this project".

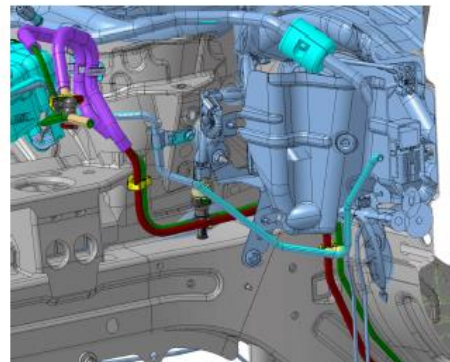
This connector took more than a year to develop between its design and its roll-out; 250,000 parts should be produced per year starting 2016.

The ARaymond teams regularly respond to calls to develop innovative products to meet specific customer demands.

These custom products (5 to 10% of developments) enhance the group's offering; we estimate that each year 10% of products are renewed.

"We consistently try to create more customer specific products," states Florent Lagarde. "In a globalized automotive market where we must face increasingly aggressive competition, **we must adopt a strategy of expertise and support for our customers in order to provide them with high value-added products.** For example, we can incorporate sensors or systems in our fasteners guaranteeing optimal assembly in production."

* Rayconnect International SASU (102 people) is dedicated to marketing fluid connectors and to the design and marketing of quick connectors.



View of part installation in the vehicle

Innovation as our DNA and unique selling point

Having a view over the market is vital for the development of custom solutions in view of new challenges to be met. **Some products are not created in response to calls for customer specific developments, but by monitoring the identification and analysis of the strongest market trends.** To anticipate these developments, ARaymond founded its centre of expertise in 2009 (in Saint-Louis in Alsace), bringing together engineers, scientists and academics of different nationalities in an environment conducive to creativity.

The R&D and advanced research teams work together in developing new technical solutions which are then incorporated in the projects.

The ARaymond Network invests 6% of its turnover back into Research and Development; in total 300 people work in R&D.

The ARaymond Network in figures:

930 million euros of turnover, 95% of which is from the automotive sector and 94% from abroad

5,500 employees in **25** countries and across four continents

1,600 active patents

25,000 production items

Most vehicles in the world include on average

400 ARaymond parts!

About the ARaymond Network

The ARaymond Network is one of the global leaders in fastening and assembly solutions for the automotive industry and is developing its know-how in other sectors: Truck, Industrial, Energies, Agriculture and Life. Founded in Grenoble in 1865, the ARaymond Network has always been a family business. The current CEO, Antoine Raymond, is the great-great-grandson of the founder Albert-Pierre Raymond.

www.araymond.com and <http://fr.araymond-150.com/>

Press contact:

Claire-Marie Signouret - agency PLUS2SENS

clairemarie@plus2sens.com - +33 (0) 6 14 61 82 95 - @CMSignouret