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HMT becomes first airbag manufacturer worldwide to implement Lectra's FocusQuantum® OPW laser technology

The automotive supplier aims to capture a third of the Chinese airbag market

Paris, March 29, 2016 – Lectra, the world leader in integrated technology solutions dedicated to industries using fabrics, leather, technical textiles and composite materials, is pleased to announce the signing of an agreement with HMT, a leading Chinese airbag manufacturer, supplier of airbag fabrics and technical textiles, to supply a complete solution for the development and manufacture of one-piece woven (OPW) airbags.

Based on the unmatched performance of FocusQuantum®, Lectra's newest airbag textile-cutting technology platform, HMT has entrusted the company with a comprehensive project comprising a FocusQuantum OPW laser cutter, FocusQuantum Suite pre-production software and value-added Lectra Professional Services, enabling maximum return on investment.

Lectra has supported HMT's business growth since the publicly traded company's airbag activity first started. Equipped with a Focus Airbag OPW cutter and three Focus Airbag XHP cutters, HMT sought to substantially increase its airbag manufacturing capacity.

With a trust-based relationship reaching back four years, HMT approached Lectra to conduct a benchmark test. FocusQuantum OPW's productivity was found to be three times that of the current technology used by HMT, resulting in a significantly lower price per bag. The perfect control of quality and fully industrialized design and cutting processes enabled by FocusQuantum OPW were also decisive factors leading to HMT's final choice.

By aggressively driving down costs and consolidating its competitive advantage, HMT aims ultimately to acquire a third of the Chinese airbag market. Implementation of FocusQuantum OPW laser technology is a major milestone toward the achievement of this strategic objective.

"We needed a technology partner with the industry leadership to support us into the long term as we expand our operations," states Charles Zhang, General Manager, HMT. "With FocusQuantum, Lectra is revolutionizing the way OPW airbags are produced. They are the only company with the technology and local support in China to help us ensure quality as we increase production. They also provide the breadth and depth of airbag cutting operations expertise to support execution of our growth strategy."

"Recent headlines show that the airbag supply chain is still undergoing tremendous change," declares Daniel Harari, Lectra CEO. "As worldwide demand for vehicle safety content continues to rise, airbag manufacturers must stay apace to capitalize on emerging opportunities. FocusQuantum is a breakthrough in airbag manufacturing in terms of quality and productivity."

FocusQuantum offers unprecedented precision and streamlined processes meeting the stringent requirements of airbag manufacturing. The fully integrated FocusQuantum Suite enables preparation phases as rigorous and methodical as possible in order to eliminate errors from design to manufacturing, ensuring a level of quality approaching zero defects. The integrated offer was launched in January 2016.

About HMT

Based in Xiamen, China, HMT New Technical Materials (Stock Code: 603306) is active in the research and development, manufacture and distribution of automotive airbag fabric and products. Its portfolio of clients includes Volkswagen, General Motors, Audi, Volvo, Ford, Mazda, Chery, Geely and BYD Auto. Founded in 2002, the company employs a workforce of 1,300. HMT registered annual output value of \$90 million in 2015.

For more information, please visit www.hmtnew.com

About Lectra

Lectra is the world leader in integrated technology solutions (software, automated cutting equipment, and associated services) specifically designed for industries using fabrics, leather, technical textiles, and composite materials to manufacture their products. It serves major world markets: fashion and apparel, automotive, and furniture as well as a broad array of other industries. Lectra's solutions, specific to each market, enable customers to automate and optimize product design, development, and manufacturing. With more than 1,500 employees, Lectra has developed privileged relationships with prestigious customers in more than 100 countries, contributing to their operational excellence. Lectra registered revenues of \$264 million in 2015 and is listed on Euronext.

For more information, please visit www.lectra.com

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