



Falk Schröter

TOGETHER, LET'S ENGINEER THE FUTURE.

TE Connectivity

EVERY CONNECTION COUNTS

AUTOMOTIVE

A solid orange horizontal bar located below the 'AUTOMOTIVE' text.

A TRUSTED INNOVATION PARTNER TO CUSTOMERS ACROSS INDUSTRIAL AND TRANSPORTATION SECTORS



INDUSTRIAL SOLUTIONS SEGMENT



DIGITAL DATA
NETWORKS



ENERGY



AEROSPACE,
DEFENSE AND
MARINE



MEDICAL



INDUSTRIAL
AUTOMATION &
ELECTRIFICATION



CONNECTED
LIVING
SOLUTIONS



PRECISION
TECHNOLOGY
SOLUTIONS



CHANNEL
DISTRIBUTION*

AUTOMATION & CONNECTED LIVING SECTOR

* Channel serves customers across the Industrial and Transportation Segments



TRANSPORTATION SOLUTIONS SEGMENT



AUTOMOTIVE



INDUSTRIAL &
COMMERCIAL
TRANSPORTATION



SENSORS



PRODUCT CATEGORIES

CONNECTORS



SENSORS



SEALING & PROTECTING



TUBING



PRECISION WIRE & CABLE



RELAYS



APPLICATION TOOLING



EMI & EMC SOLUTIONS



GLOBAL SALES IN FY25

TOTAL \$17.3B

AMERICAS

\$5.0B

EMEA

\$5.7B

APAC

\$6.6B

Sales figures have been
rounded for presentation
purposes





Falk Schröter | Sr. Manager Cost & Value Engineering
Tset Cost Engineering Summit 2026 | Munich

AUTOMATE THE CALCULATION – ELEVATE THE COST ENGINEER.

From costing provider to trusted value creation partner

EVERY CONNECTION COUNTS

AUTOMOTIVE

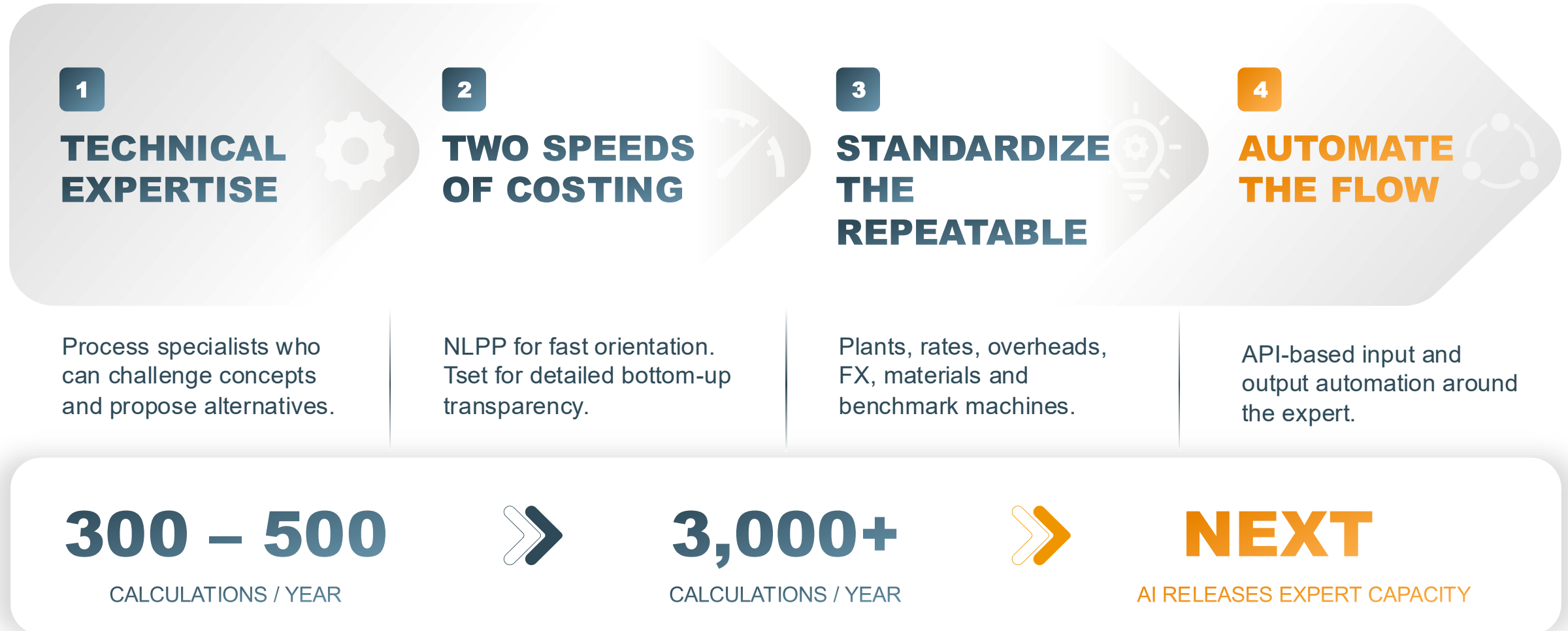
AI IS NOT THE DESTINATION

IT IS THE
**CAPACITY
UNLOCK**

THE REAL QUESTION IS

» **WHAT WE DO WITH THE
TIME WE GET BACK.**

HOW WE GOT HERE



BUILD EXPERTISE, NOT JUST CALCULATION CAPACITY

PROCESS EXPERTS



People who understand how the part is really made – not only how the model is filled.



CHALLENGE & ALTERNATIVES



Counter-proposals to manufacturing and design. Different processes, concepts and assumptions.



CONSULT ACROSS FUNCTIONS

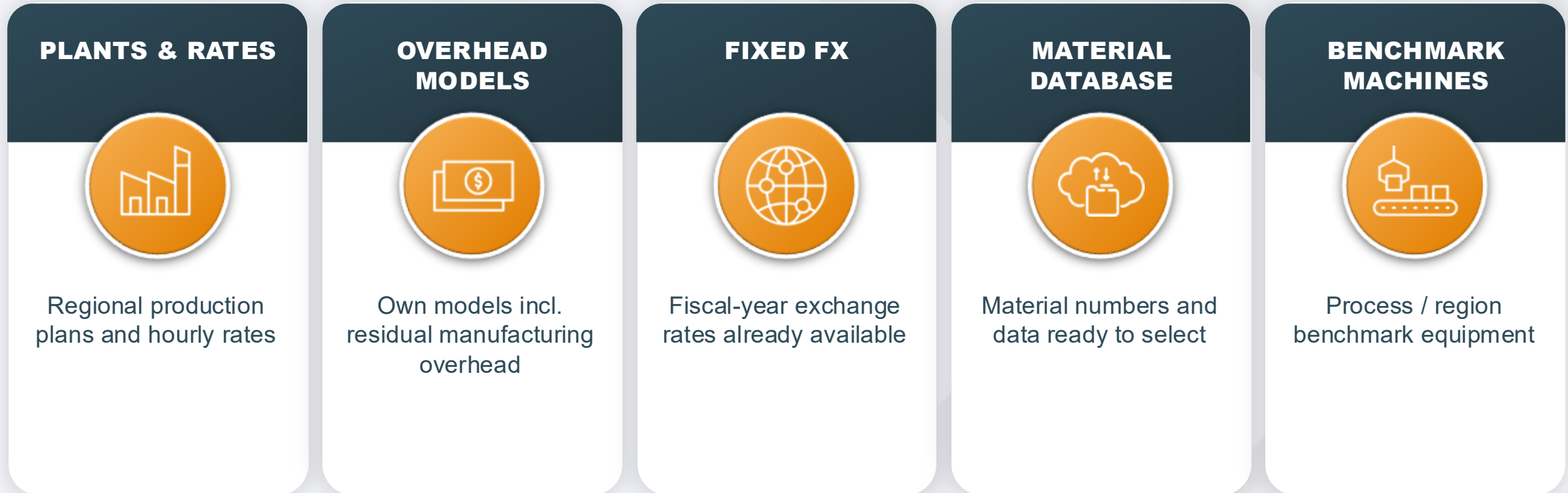


Support Engineering, Procurement, Sales, Product Management and Operations – beyond the calculation.



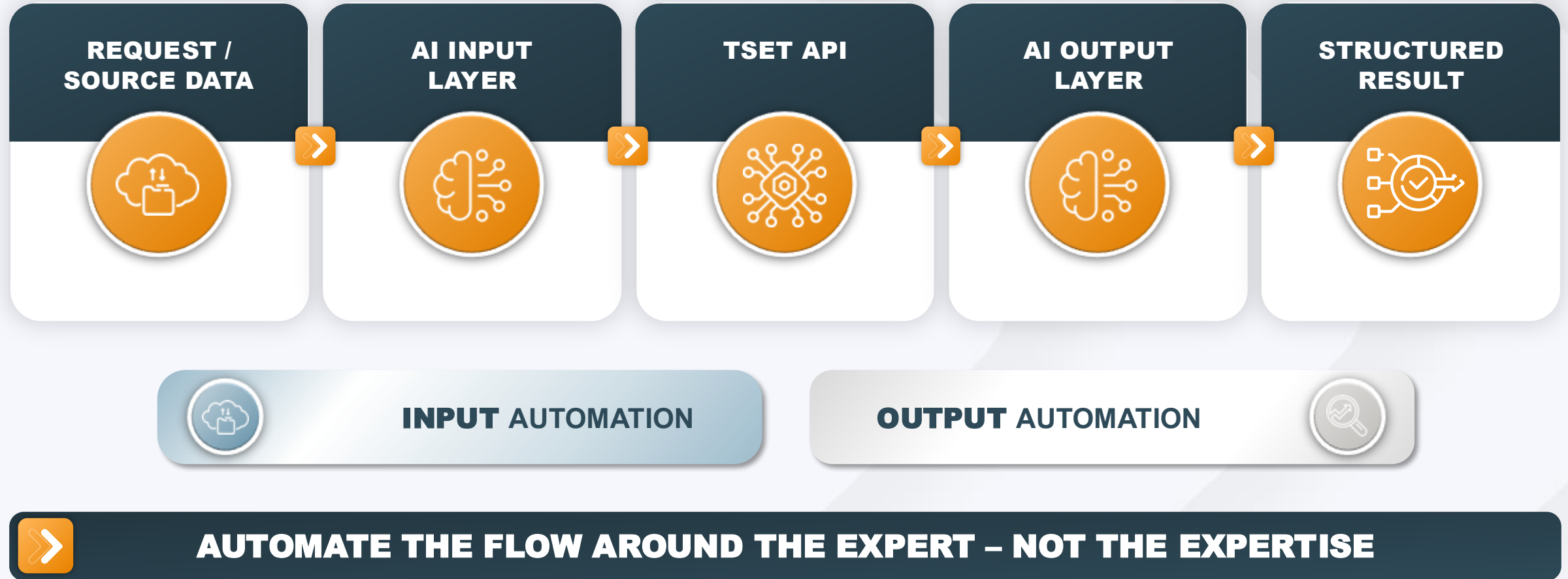
THE NUMBER IS ONLY THE STARTING POINT.

STANDARDIZE WHAT SHOULD NOT REQUIRE EXPERT TIME



 **SELECTION INSTEAD OF DATA HUNTING**

THEN AI CHANGES THE EQUATION



UP TO 40% OF THE EFFORT CAN BE INPUT & OUTPUT

40%
OF WORKING EFFORT



INPUT AUTOMATION

- Repeated model setup
- Transfers and selections
- Administrative data handling



OUTPUT AUTOMATION

- Exports and formatting
- Transferring results
- Repackaging information



DOES THIS CREATE VALUE?

AI FREES CAPACITY. NOW WHAT?



OUTPUT OPTIMIZATION

LOWER COST / MORE CALCULATIONS

Shorter cycle time
Lower cost per calculation
Higher calculations per FTE



IMPACT OPTIMIZATION

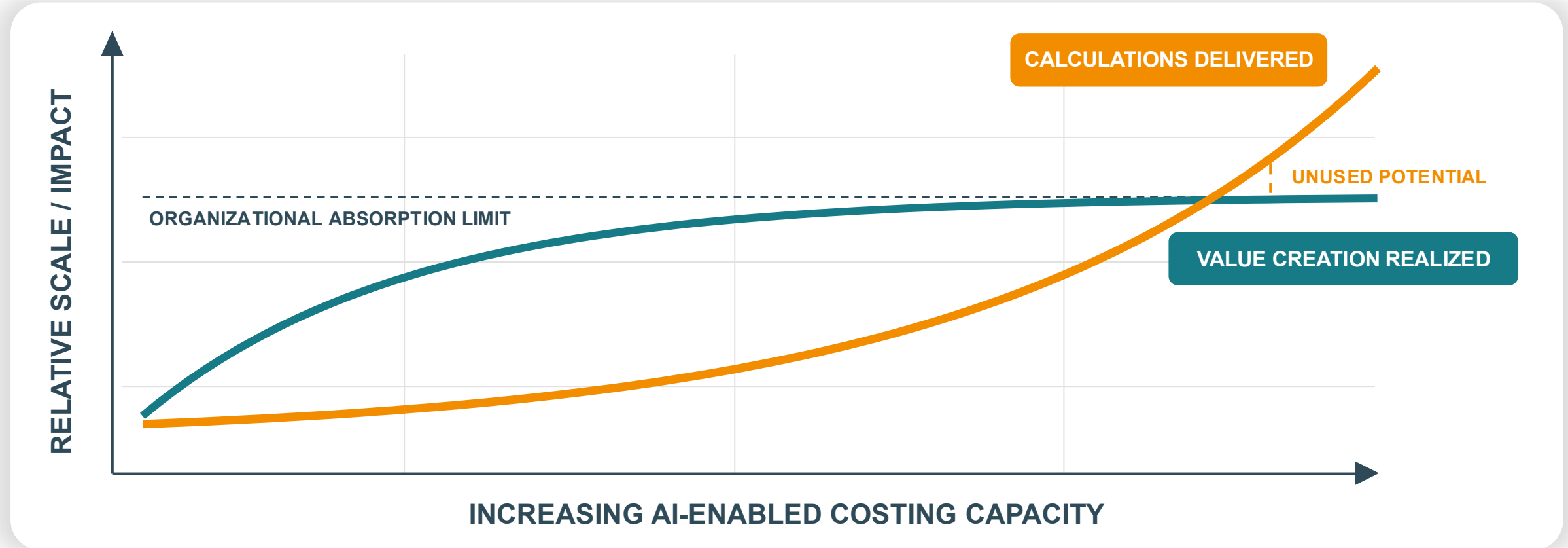
MORE VALUE CREATION

More consulting
Better decisions
More business impact



EFFICIENCY MATTERS. BUT EFFICIENCY IS NOT THE FINAL GOAL.

MORE CALCULATIONS $\neq$ MORE VALUE.



THE BOTTLENECK SHIFTS FROM CALCULATION SPEED TO DECISION CAPACITY.

ANSWER PROVIDER OR TARGET-SETTING PARTNER?

SERVICE MODEL

Calculate

Deliver answer

Function accepts / rejects

Deviation disappears

VALUE CREATION MODEL

Set transparent target

Track through the project

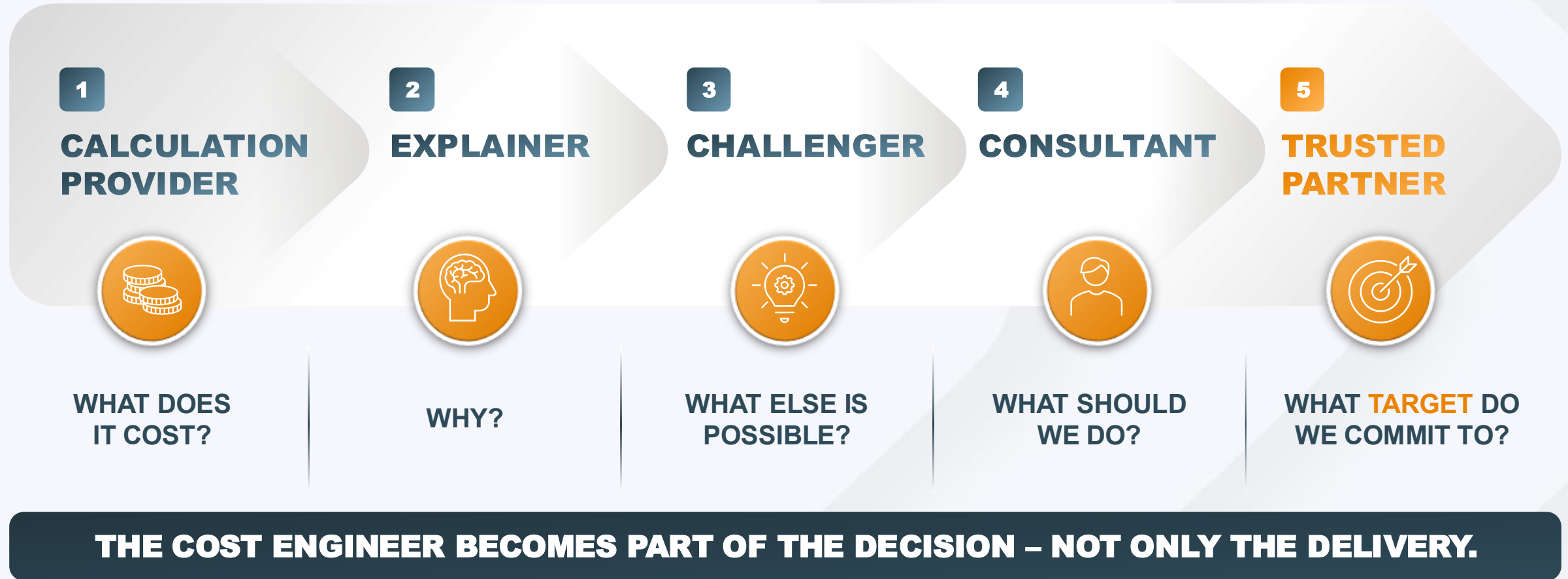
Explain deviations

Assess alternatives before accepting



THE DIFFERENCE IS ACCOUNTABILITY.

MOVE THE COST ENGINEER UPSTREAM



TRUST IS THE OPERATING CONDITION

Target setting only works when Cost Engineering has the credibility to challenge assumptions before decisions are locked.

**TECHNICAL
COMPETENCE**



TRANSPARENCY



CONSISTENCY

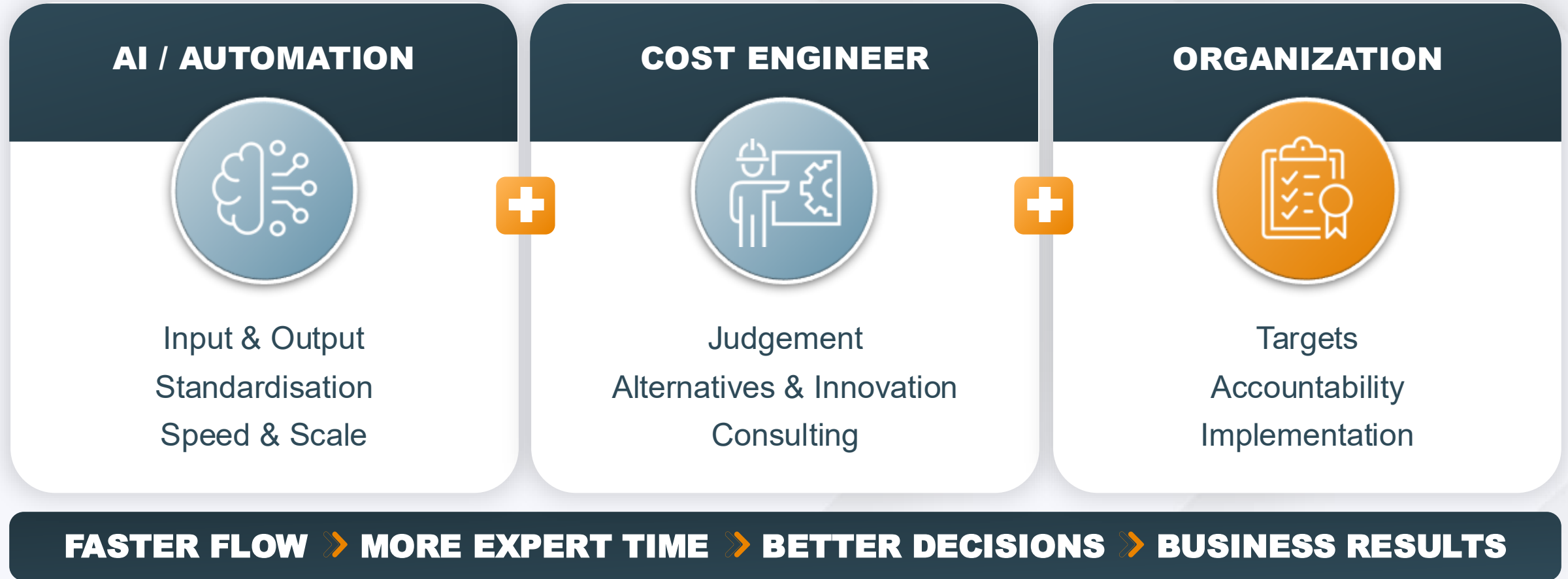


COLLABORATION



TRUST CANNOT BE INSTALLED. IT MUST BE EARNED.

THE OPERATING MODEL IS HUMAN + AI



OPTIMIZE IMPACT, NOT OUTPUT.

AI scales the calculation. People scale the value.

AUTOMATE THE CALCULATION. ELEVATE THE COST ENGINEER.

Falk Schröter | TE Connectivity

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AUTOMOTIVE



ANY CONNECTION CAN CHANGE THE WORLD



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