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# Company Overview

**ALIAN Plastics is a Monterrey Mexico-based injection molder with a nearly 40-year heritage of injection molding know-how and expertise used to make challenging plastic parts and sub-assemblies for the blue-chip brands in several end markets**



## Mission

To provide integral solutions in plastic injection and secondary operations, applying the best available technology, to achieve the satisfaction of our customers, staff and shareholders with responsibility towards the environment.



## Vision

To be a benchmark in productivity, quality and service in the plastic molding industry.



## Values

### Integrity

*"I am honest"*



### Teamwork

*"I want to go far I walk in a group"*



### Creativity

*"I imagine out of the ordinary"*



### Compromise

*"I say it, I do it"*



### Respect

*"I understand and accept my coworkers and their ideas"*



### Communication

*"I express my ideas at the right time with the right person"*





**ALIAN Plastics is a one of the 20 companies that belong to AURIA CAPITAL.**

Auria Capital was formally established in 2012 as a single-family private equity fund to institutionalize the investment, management and divesture of the De la Garza Clariond family's holdings. The family has been involved in the investment and operation of various businesses, including manufacturing, car dealerships, real estate and financial services. In addition, Fundación Auria was incorporated in 2013 as a non-for-profit institution for the financial support of philanthropy activities in Mexico.





# Value Proposition

**Mexico-based plastics processor with capacity and expertise to manufacture high quality, complex larger parts and assemblies**

## Ability to Mold Complex Parts

- Demonstrated capability to mold challenging parts with complex geometries and molds with
- Strong over-molding and insert molding capabilities

## High Tonnage Press and Secondary Capabilities

- 1,650-ton press machines purchased within last five years with approximately 40% open capacity. Also, eight presses ranging 330 ton -1,250ton with approximately 25% open capacity
- Automated assembly and sonic welding machines

## High Quality & Delivery Performance Serving Blue-chip Customers

- Demonstrated results for meeting requirements of blue-chip, global brands
- IATF 16949, UL, ISO 9001-2015 and ISO 14001 quality certifications

## Focused, Growth-oriented Pragmatic Management and Ownership

- Growth-oriented leadership focused on building strategic partnerships that deliver business value for its partners and end customers



# ALIAN PLASTICS

## SMART PLASTICS PARTNER

We want to be your choice to provide total solutions for your plastic injection molding and secondary operations needs, your Smart Plastics Partner.

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# Manufacturing capabilities – product examples

Disciplined mold set up consistently executed to meet demanding customer standards

| Part Name                    | Part  | End Product Application  | Manufacturing Expertise  |
|------------------------------|---|--|--|
| Condensation Pan             |    |    | <ul style="list-style-type: none"> <li>• <b>Control tight plasticizing temperature range</b> for 30% glass fiber PBT to mitigate risk of part deformation</li> <li>• <b>Complete in house flamability, impact, and penetrating liquids tests</b></li> </ul>  |
| Tesla Model 3 Bass Subwoofer |   |   | <ul style="list-style-type: none"> <li>• <b>Strict set up of complex mold</b> with gates at the injection point required to mitigate overpacking mold inserts</li> <li>• <b>Execute rigorous controls</b> to comply with customer VDA 6.3 requirement (product design intent met and mfg. process in control)</li> </ul> |
| Audi Q5 Bass Box             |  |  | <ul style="list-style-type: none"> <li>• <b>Control set up process to mitigate burns</b> at each end of product resulting from PP fluidity</li> <li>• <b>Execute rigorous controls</b> to comply with customer VDA 6.3 requirement (product design intent met and mfg. process in control)</li> </ul>                    |



# Manufacturing capabilities – product examples (cont.)

Demonstrated ability to mold Class A cosmetic parts and control multiple process variables to meet customer requirements

| Part Name                                      | Part  | End Product Application  | Manufacturing Expertise  |
|--|---|--|--|
| Cadillac CTS<br>Glove Box Assembly<br>Parts    |    |    | <ul style="list-style-type: none"> <li>• <b>Employ strict controls</b> to mitigate part warpage risk resulting from glove box design. Measure and analyze the following variables:                             <ul style="list-style-type: none"> <li>○ Melt temperature</li> <li>○ Melt mobility</li> <li>○ Temperature distribution</li> <li>○ Mold temperature</li> </ul> </li> </ul> |
| Fiat Ducato<br>HSG Promaster SAE<br>LH/RH      |   |   | <ul style="list-style-type: none"> <li>• <b>Optimize process parameters for resin flow</b> to manage risk of final fill imbalance resulting from different weight cavities</li> </ul>  |
| Freightliner<br>Seat Cover<br>NSC Common Below |  |  | <ul style="list-style-type: none"> <li>• <b>Control process including release agent</b> to remove part from mold due to combination of part geometry and difficult PVC flex material</li> <li>• <b>Class A part cosmetic requirements</b></li> </ul>   |





# Facility and High Tonnage Presses

State of the art equipment and facility allows strategic partners to leverage Alian's capital investment to efficiently grow their business

## Facility

- Year constructed: 2013
- Manufacturing space: 71,000 sq. ft.
- Potential to expand



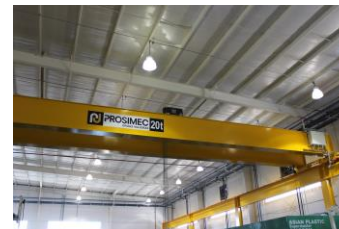
## Injection Molding Machines

- 13 Presses 160 T to 1,250 T
- 5 Presses 1,650 Tons
- Shot size: 29 oz. (822g) - 324.7 oz. (9,205g)



## Cranes and End of Arm Robot

- Crane Capacity: 20T
- Reach: Full manufacturing space





# Molding and Assembly Capabilities

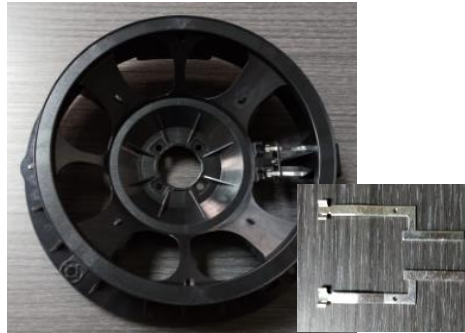
Alian has expertise in insert and over-molding as well as sonic welding and manual assembly capabilities

## Manufacturing Capability

## Example Part

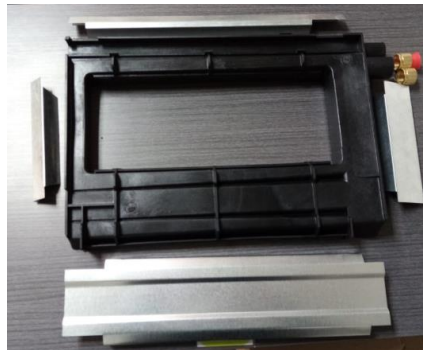
## Manufacturing Expertise

Insert-Molding



Metal clips for electrical connection over molded in plastic housing

Assembly



Assembly of metal components to molded plastic parts



# Welding Equipment

State of the art equipment enables secondary process capabilities

## Automatic Sonic Welding Machine

- Install Date: 2014



## Additional Welding Equipment

- Install Date: 2015





# High Profile Customers

Alian serves high-profile customers that includes well-known names across automotive, HVAC and toy end markets

## Automotive & Heavy-Duty Truck Tier 2 Supplier

## Other End Markets



Fehrer

Dräxlmaier



PACCAR



Custom Engineered Wheels



## Quality Certifications



## Awards & Recognition

**2021 CLAUT 1<sup>st</sup> Place Tier 2 Award:** is the distinction awarded by the Automotive Cluster of Nuevo León to recognize implementation of improvement projects that have generated high impact results.

**2020 CLAUT Award:**

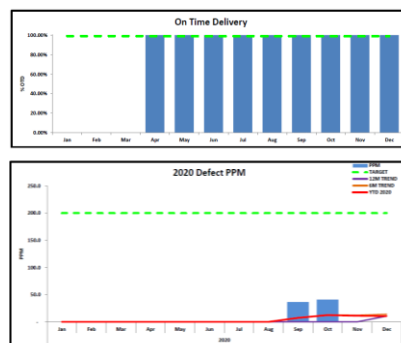
- 1<sup>st</sup> Place Tier 2 Category

**2019 CLAUT Awards:**

- 1<sup>st</sup> Place Tier 2 Category
- 1<sup>st</sup> Place HR Category



## Carrier Corporation – Supplier Scorecard



## Magna – Supplier Scorecard

Company: Magna Plastics, S.A. de C.V. (81-243-1326)  
Original: Deslomas

Scorecard details: Data

Number of displayed scorecards: 5

|   | Nov-2020 | Dec-2020 | Jan-2021 | Feb-2021 | Mar-2021 | Apr-2021 |
|---|----------|----------|----------|----------|----------|----------|
| <b>II. Operational performance</b>                              |          |          |          |          |          |          |
| <b>II. Logistics</b>  | 50%      | 100%     | 100%     | 100%     | 100%     | 100%     |
| <b>II.1. On-time</b>  | 100%     | 100%     | 100%     | 100%     | 100%     | 100%     |
| <b>II.1.1. Shipments with Advanced shipping notice (ASN)</b>    | 100%     | 100%     | 100%     | 100%     | 100%     | 100%     |
| <b>II.1.2. ASN integrity</b>                                    | 100%     | 100%     | 100%     | 100%     | 100%     | 100%     |
| <b>II.1.3. Delivery</b>   | 100%     | 100%     | 100%     | 100%     | 100%     | 100%     |
| <b>II.1.4. Receiving discrepancy to delivery call-off</b>       | 100%     | 100%     | 100%     | 100%     | 100%     | 100%     |
| <b>II.1.5. Receiving discrepancy to delivery note</b>           | 100%     | 100%     | 100%     | 100%     | 100%     | 100%     |
| <b>II.1.6. Correct packaging</b>                                | 100%     | 100%     | 100%     | 100%     | 100%     | 100%     |
| <b>II.2. Service</b>  | 100%     | 100%     | 100%     | 100%     | 100%     | 100%     |
| <b>II.2.1. Provisioned non-conformance tickets (1)</b>          | 100%     | 100%     | 100%     | 100%     | 100%     | 100%     |
| <b>II.2.2. Complaint response time</b>                          | 100%     | 100%     | 100%     | 100%     | 100%     | 100%     |
| <b>II.2.3. Premium service</b>                                  | 100%     | 100%     | 100%     | 100%     | 100%     | 100%     |
| <b>II.3. Quality</b>  | 50%      | 100%     | 100%     | 100%     | 100%     | 100%     |
| <b>II.3.1. Provisioned non-conformance tickets (2)</b>          | 100%     | 100%     | 100%     | 100%     | 100%     | 100%     |
| <b>II.3.2. Non-conformance ticket initial response time (3)</b> | 100%     | 100%     | 100%     | 100%     | 100%     | 100%     |
| <b>II.3.3. IPM performance</b>                                  | 100%     | 100%     | 100%     | 100%     | 100%     | 100%     |

## Dräexlmaier – Supplier Scorecard

**Supplier Evaluation**  
Evaluation period: last 12 months

Classification / Reclasificación: 8 - 10 (Green), 6 - 8 (Yellow), 4 - 6 (Red), 2 - 4 (Dark Red)

| Category     | Score       |
|--------------|-------------|
| Quality      | 9.00        |
| Logistics    | 9.00        |
| Purchase     | 10.00       |
| Technologies | 8.00        |
| Risk         | 9.00        |
| <b>Total</b> | <b>9.25</b> |

## Premium Sound Solutions – Supplier Scorecard







## Let us help you

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# **Alian Plastics Potential Growth**



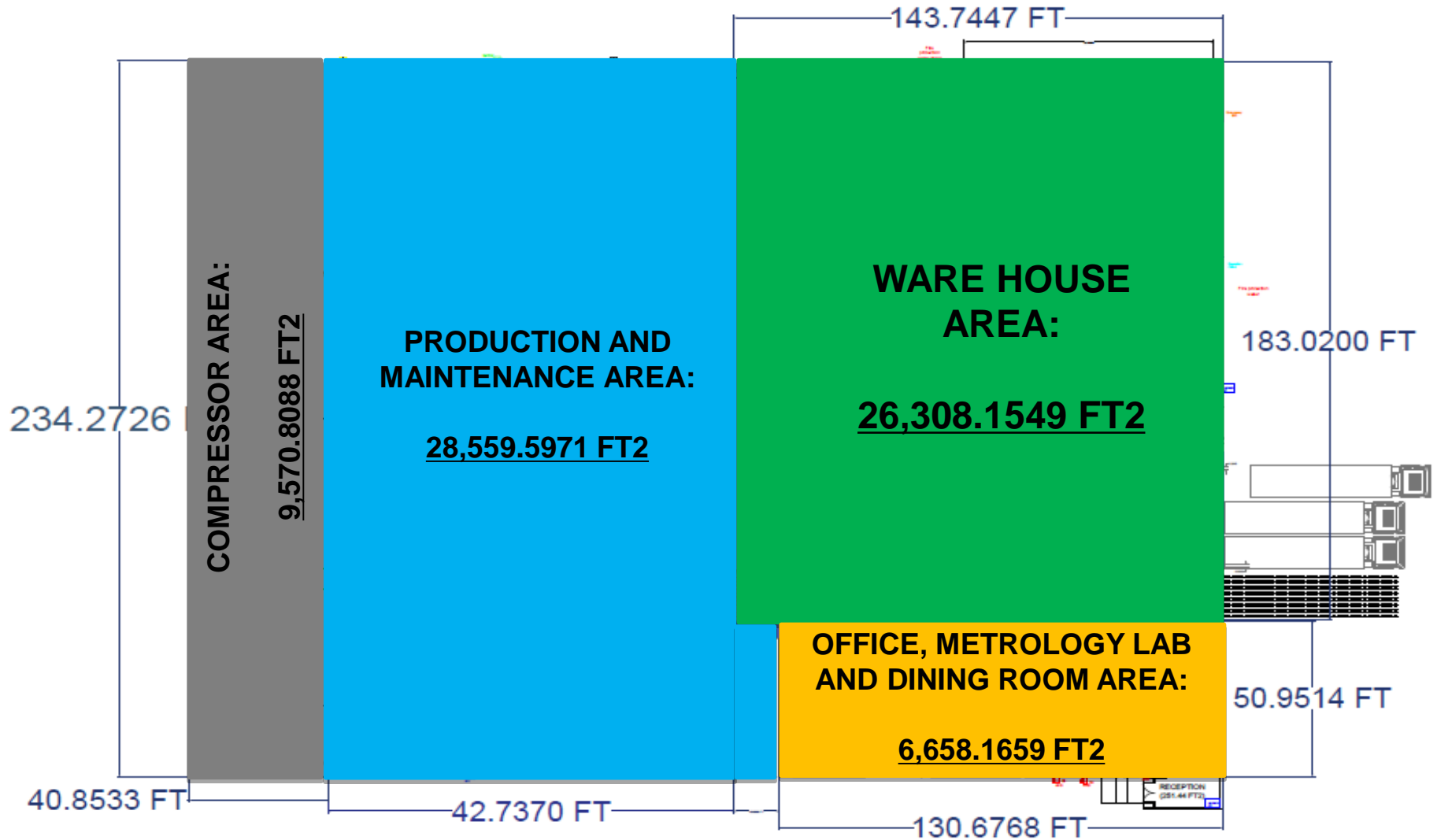
## VYNMSA Park



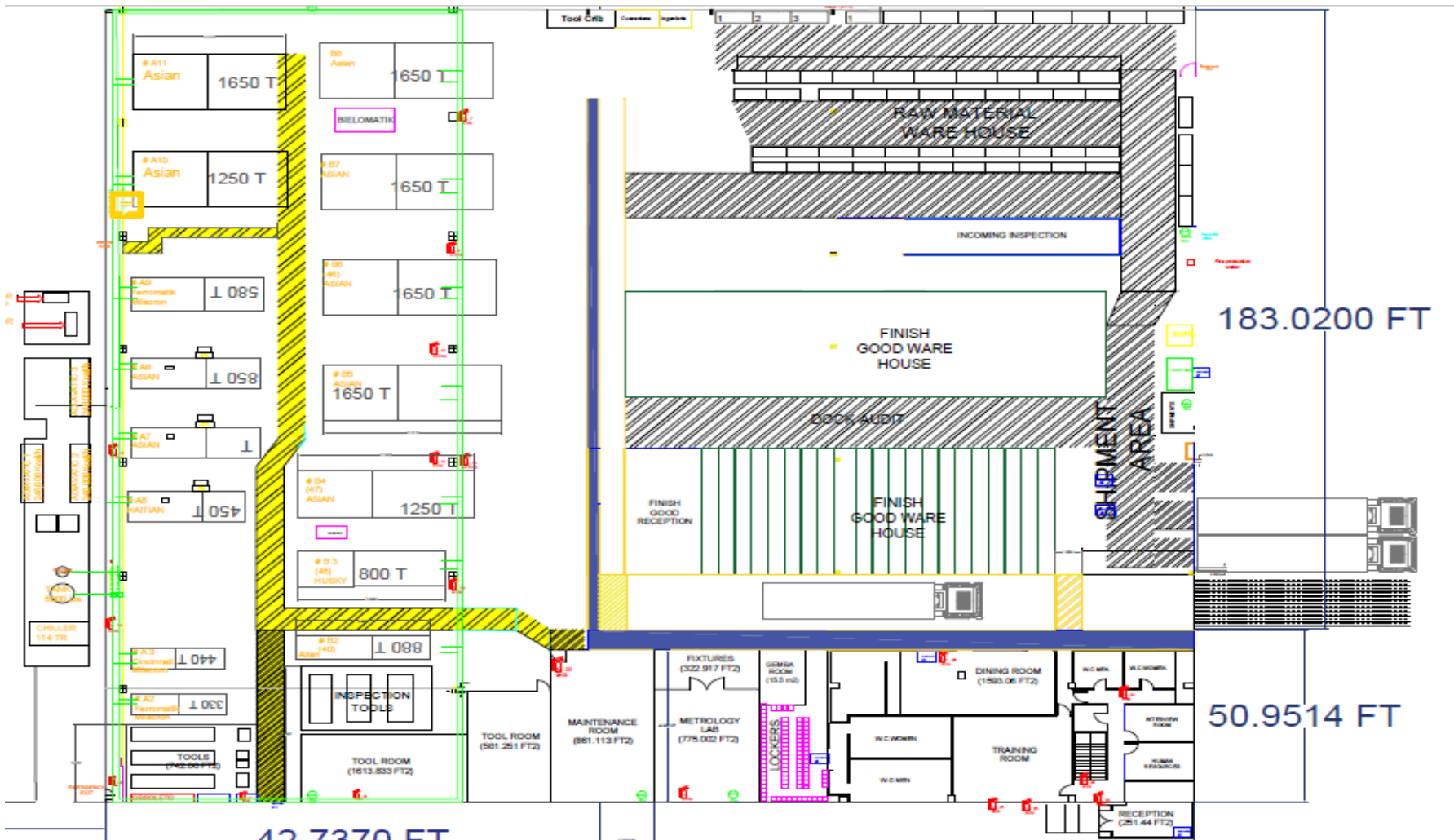


## LAYOUT ALIAN (AREAS):

**TOTAL AREA:**  
71,096.7267 FT<sup>2</sup>



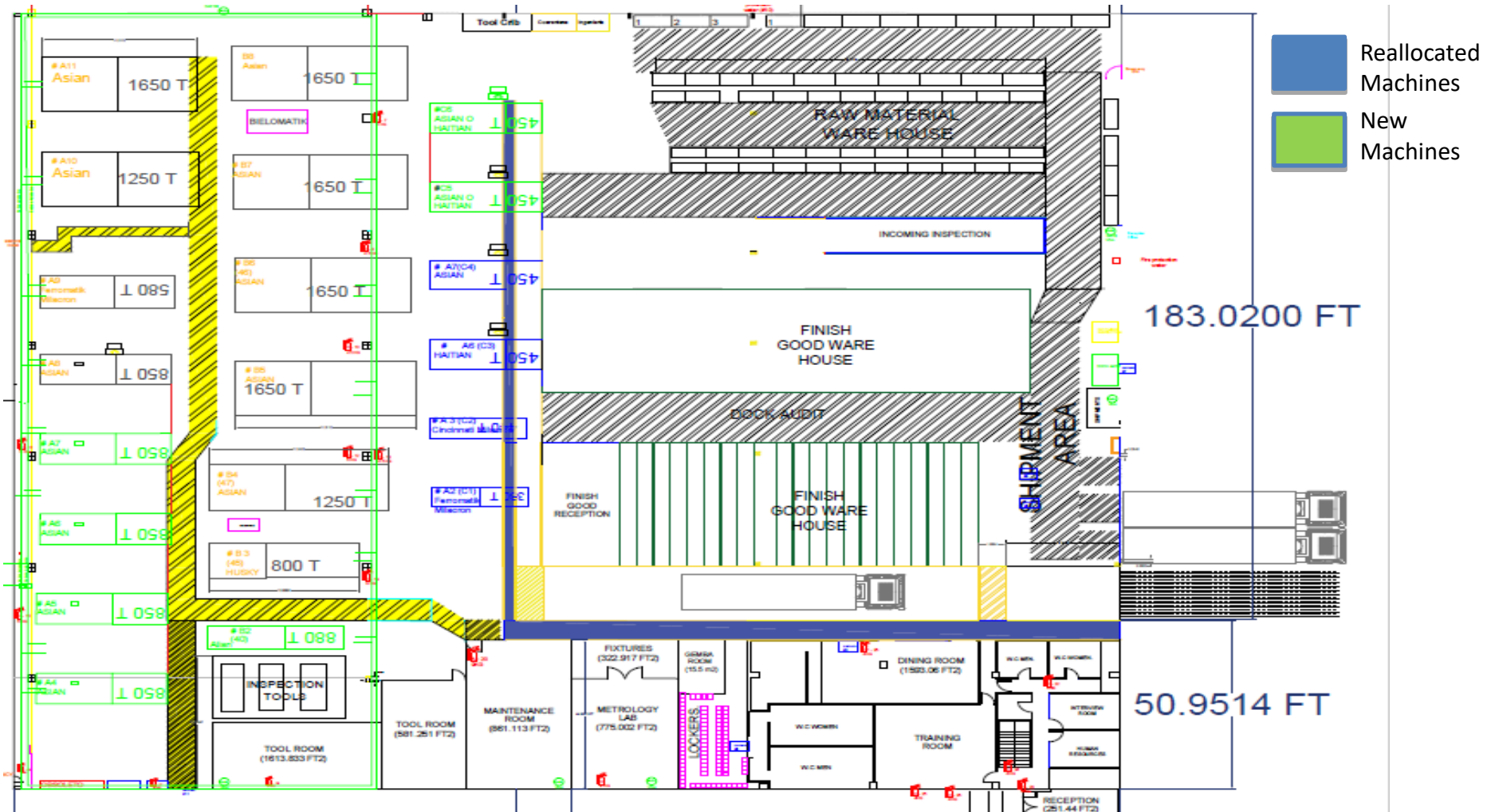
## STAGE 1: Layout Actual







## Growth Phase 1: 6 new machines (4-850T + 2-450T machines) in the same space





## VYNMSA Park





## Growth Opportunities

- 1) Inside Construction of 11,840 sq ft to move raw materials and create two lines of additional machines
  - Line C:
  - Line D:
  
- 2) Expansion Plan
  - More than 80,000 sq ft of available land
  
- 3) Buildings in Construction Available





Available  
Land







Available  
Space  
Inside Alian





Expansion  
Land

