

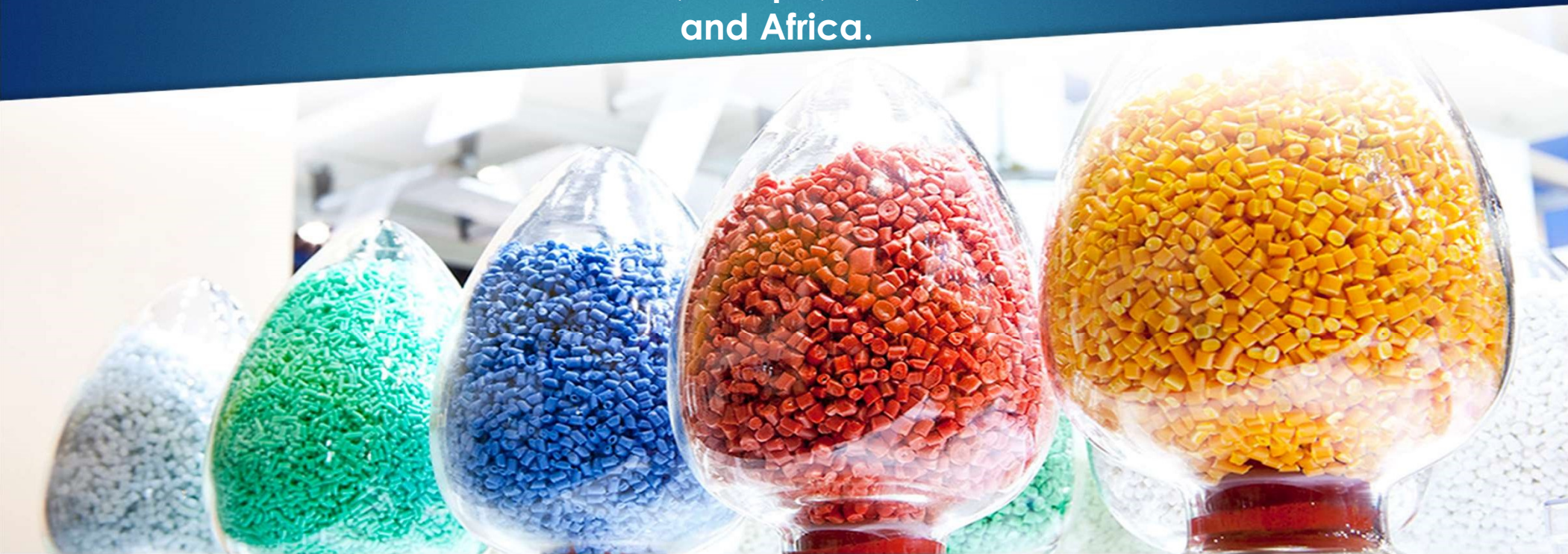
TELCH[®]



Corporación Telch was founded in 1987.

Telch operates as a Distributor, Importer and Exporter in the plastic industry.

- Domestic suppliers.
- International suppliers from North America, South America, Europe, Asia, Middle East and Africa.



► Plastic resins

- Commodities
- Specialties
- Technical plastics
- Alloys and blends
- Compound

► Additives

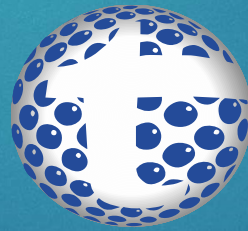
- Process
- Functional

► Color master batch

► Purge compounds



WAREHOUSES & OFFICES



TELCH®

► HEADQUARTERS

- Thiers No. 17, Col. Anzures, 11590 Mexico City.

► WAREHOUSES:

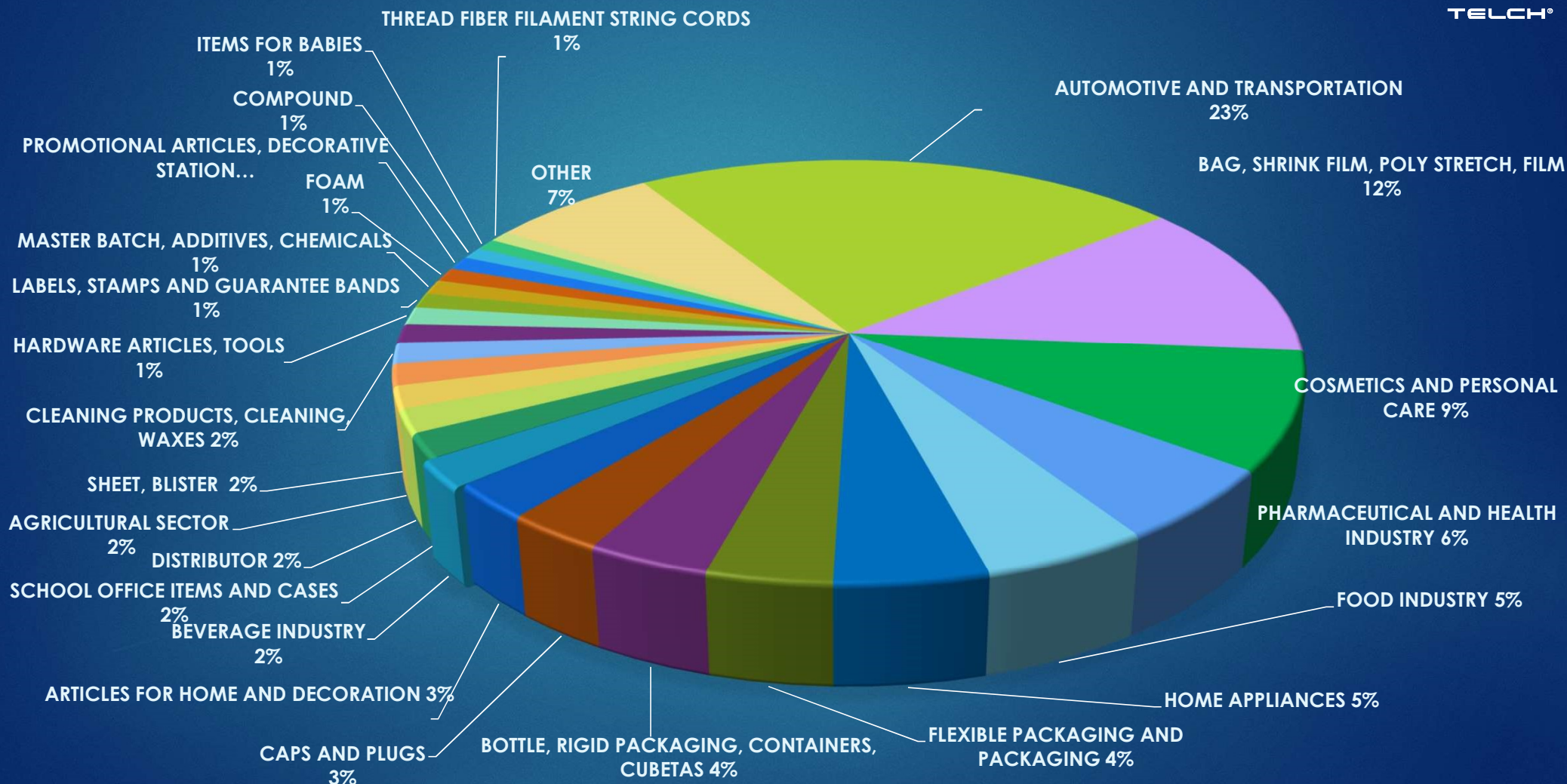
1. **Mexico City (Vallejo, Industrial Park)**
70,000 ft² warehouse with railway facility,
Loading platform and offices.
Address: Norte 59 No.1015, Industrial Vallejo.
2. **Guadalajara, Jalisco**
12,000 ft² warehouse with loading platform and offices.
Address: Calle 4 #200-202 col. Nueva Central Camionera
San Pedro Tlaquepaque, Jalisco.
3. **Monterrey, N.L.**
12,500 ft² warehouse and offices.
Address: Calidad No. 100 B. Parque industrial Promofisa.
Guadalupe. Nuevo León.
4. **Puebla, Pue.**
15,000 ft² warehouse with loading platform and offices.
Address: Blvd. Cholula – Huejotzingo # 522
Col. San Juan Tlautla San Pedro Cholula.
5. **Querétaro, Qro.**
11,000 ft² Atta Microparque Industrial PyME
Carretera Estatal 500 Chichimequillas km 30+ 419,
Ejido Tierra Blanca, El Marqués, Qro., 76220.

► SALES OFFICES:

1. San Luis Potosí, SLP
2. Chihuahua, Chihuahua



SALES BY INDUSTRIAL SECTORS



INVENTORY



- ▶ Continuous stock of all regular items.
- ▶ Over 800 SKUs.
- ▶ Over 3,900 MT in stock.
(31 days of inventory)
- ▶ Over 3,800 MT in traffic.
(57% Bulk, 39% Truck-loads,
4% Full-containers)
- ▶ Available in over 20 locations in-house or outsourcing facilities (TDC).
- ▶ Statistical control purchases for JIT deliveries.



SERVICES

- Technical Service to customers:
 - ❑ Materials
 - ❑ Process
 - ❑ End use and application
 - ❑ Quality issues
- Q&A department for:
 - ❑ Audits
 - ❑ Documents and Certifications
- Logistics:
 - ❑ Comprehensive custom made ERP program for deliveries, traffic, logistics and inventory control.



CUSTOMERS

- ▶ Covering the whole Mexican Territory.
- ▶ 832 Clients.
- ▶ 305 Customers with approved Credit Lines.
- ▶ (80.6% of all credit sales are insured clients).

- ▶ Market segments we participate:
 - Automotive
 - Appliances
 - Medical
 - Electronics
 - Packaging (rigid & flexible)
 - Containers
 - Film and labeling
 - Sheets
 - Food & Beverages
 - Fibers
 - Disposables
 - Office and School Supplies
 - Others



AUTOMOTIVE CLIENTS



NON AUTOMOTIVE CLIENTS



BRANDING



台湾化學纖維股份有限公司
FORMOSA CHEMICALS & FIBRE CORPORATION



Formosa Plastics



APPLICATIONS



Corporación Telch Portfolio of Solutions

PPA and alloys: Akro Plastic

PA6, PA66: Akro Plastic, Lanxess, LG, Kolon

PBT: Akro Plastic, Lanxess, LG Chem

ABS, ABS alloys, SAN: Elix, LG Chem

PMMA: Arkema

ASA: LG Chem

PC, PC alloys: Elix, LG Chem

POM: Kolon Plastic, Celanese

TPU: FCC

PA11, PA12: Arkema

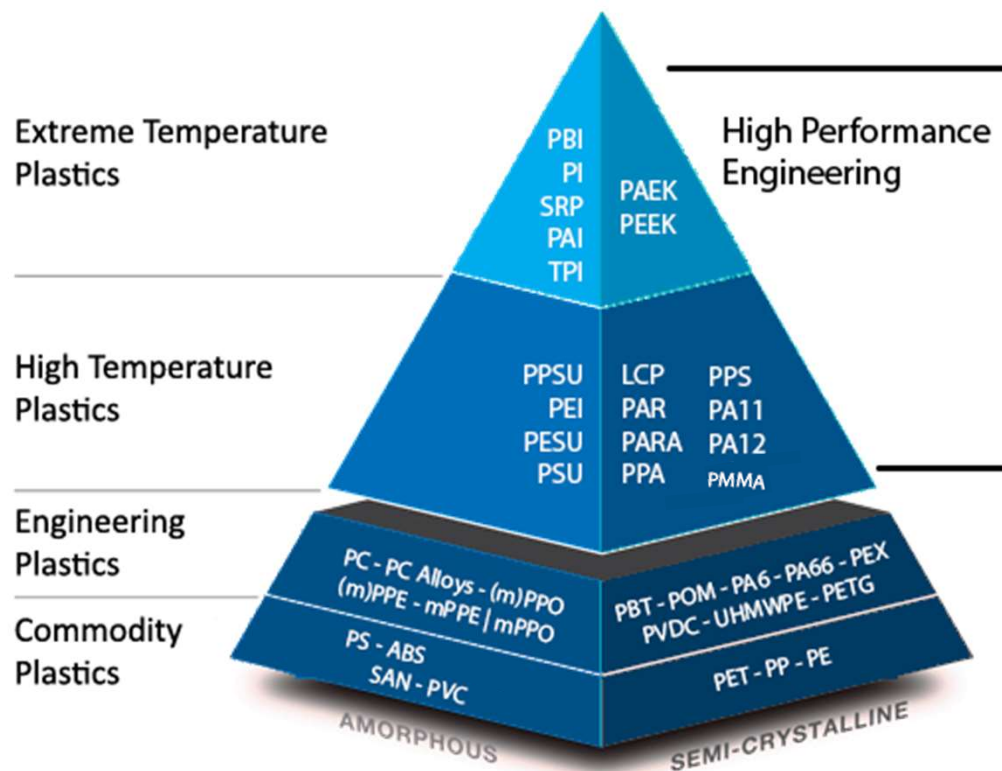
PPS: Celanese, LG Chem, Solvay

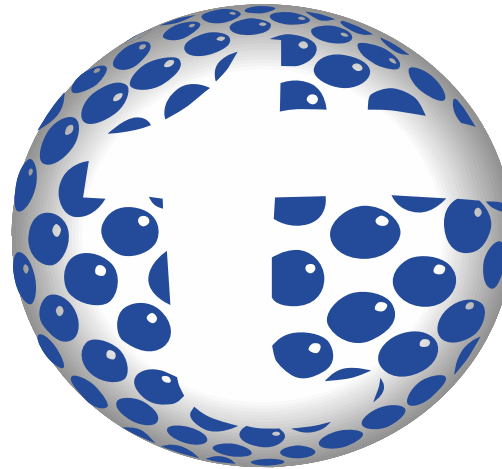
PEEK, PK: Akro Plastics

PP: Formosa y Repsol

PAI: Akro

Included reinforced materials





Deloitte.

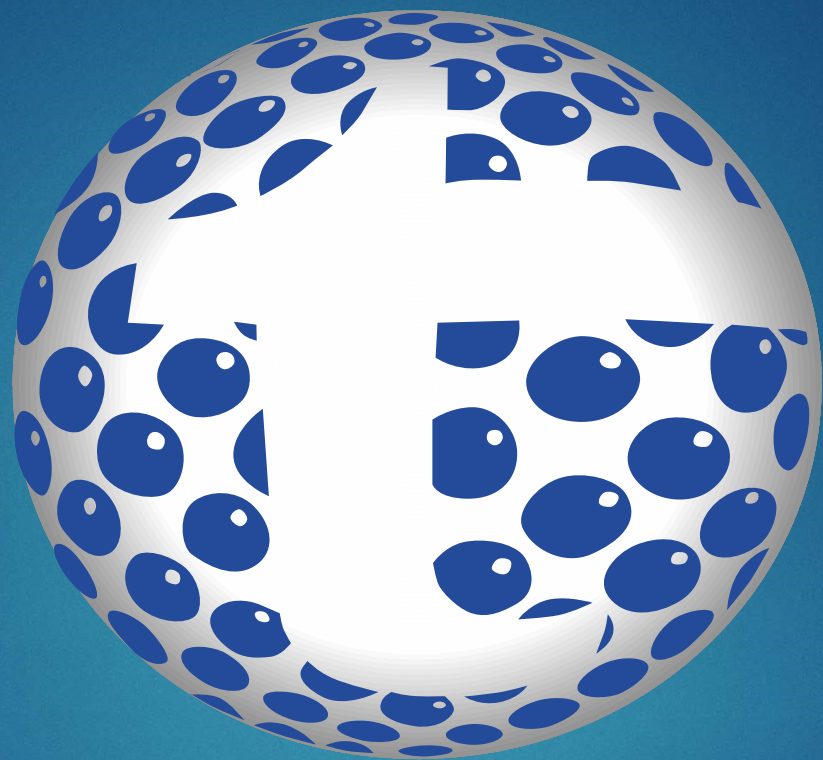


Mexico City, January 28th, 2018

IATF 16949 – Letter of Intent

Corporación Telch strive to be a leading organization that understands the vital importance of ensure the supply chain.

Therefore, meeting the special requirements of our customers in the Automotive Industry is a crucial point for us. Concerning our quality management system, we have always aligned it accordingly. This led to quality certifications (ISO 9001, since 2014). The newly advised IATF 16949 takes us to a new level. As a supplier, we neitheras insinuate into the challenges aviation companies. We full heard into an



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