





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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ALIAN
smart plastics partner



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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. Also, 13 presses ranging 160 ton -1,250ton.
 - 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



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



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



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



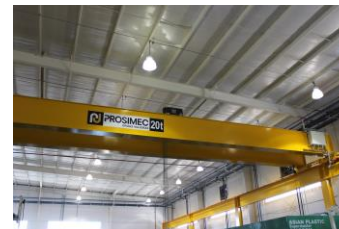
Injection Molding Machines

- 13 Presses 160 T to 1,250 T
- 5 Presses 1,650 Tons
- Shot size: 10.4 oz. (295g) - 324.7 oz. (9,205g)



Cranes and End of Arm Robot

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





Molding and Assembly Capabilities

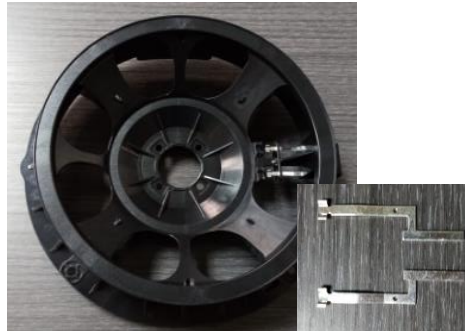
Alian has expertise in insert and over-molding as well as sonic welding and manual assembly capabilities

Manufacturing Capability

Example Part

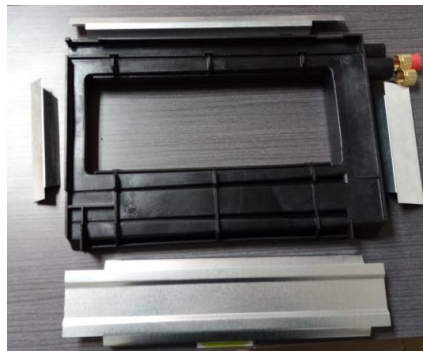
Manufacturing Expertise

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 Gardening end markets

Automotive & Heavy-Duty Truck Tier 2 Supplier

Other End Markets

 PREMIUM
SOUND SOLUTIONS

Fehrer

Dräxlmaier



PACCAR





Quality Certifications



Awards & Recognition

2021 CLAUT 1st 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:

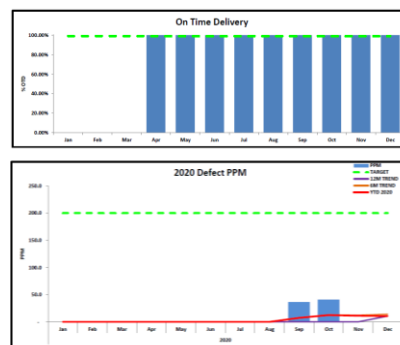
- 1st Place Tier 2 Category

2019 CLAUT Awards:

- 1st Place Tier 2 Category
- 1st Place HR Category



Carrier Corporation – Supplier Scorecard



Magna – Supplier Scorecard

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

Scorecard details: Data

Number of displayed scorecards: 5

	Nov-2020	Dec-2020	Jan-2021	Feb-2021	Mar-2021	Apr-2021
I: MAGNA_PROD						
II: Operational performance						
II-1: Logistics	50%	100%	100%	100%	100%	100%
II-1-1: On-time	100%	100%	100%	100%	100%	100%
II-1-2: Shipments with Advanced shipping notice (ASN)	100%	100%	100%	100%	100%	100%
II-1-3: ASN integrity	100%	100%	100%	100%	100%	100%
II-1-4: Delivery	100%	100%	100%	100%	100%	100%
II-1-5: Receiving discrepancy to delivery call-off	100%	100%	100%	100%	100%	100%
II-1-6: Receiving discrepancy to delivery call-off	100%	100%	100%	100%	100%	100%
II-1-7: Correct packaging	100%	100%	100%	100%	100%	100%
II-1-8: Service	100%	100%	100%	100%	100%	100%
II-1-9: Provisioned non-conformance tickets (1)	100%	100%	100%	100%	100%	100%
II-1-10: Complaint response time	100%	100%	100%	100%	100%	100%
II-1-11: Premium service	100%	100%	100%	100%	100%	100%
II-1-12: Premium service	100%	100%	100%	100%	100%	100%
II-2: Quality	50%	100%	100%	100%	100%	100%
II-2-1: Provisioned non-conformance tickets (2)	100%	100%	100%	100%	100%	100%
II-2-2: Non-conformance ticket initial response time (3)	100%	100%	100%	100%	100%	100%
II-2-3: IPM performance	100%	100%	100%	100%	100%	100%

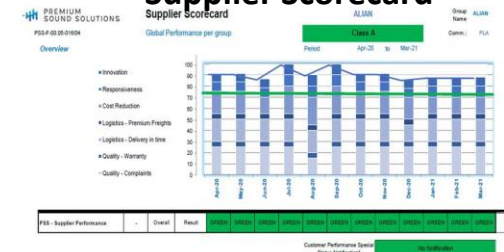
Dräexlmaier – Supplier Scorecard

Supplier Evaluation
Evaluation period: last 12 months

Classification / Reevaluation: Color / Value

Category	Score	Weight	Points
Quality	9.00	40%	36.00
Logistics	9.00	20%	18.00
Purchase	10.00	20%	20.00
Technologies	8.00	10%	8.00
Risk	9.00	10%	9.00
Total			92.00

Premium Sound Solutions – Supplier Scorecard





Alian Plastics Potential Growth

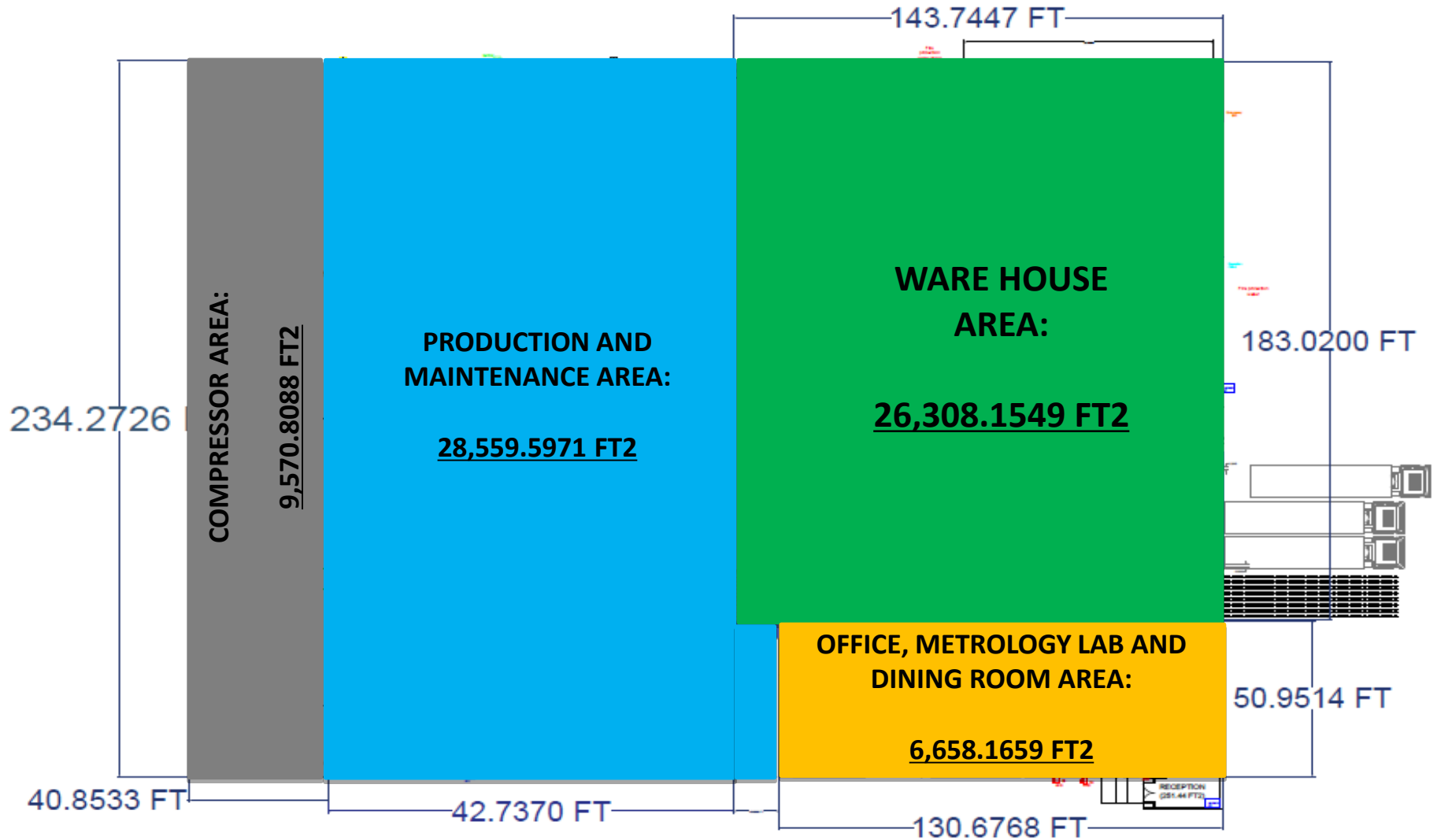
VYNMSA Park





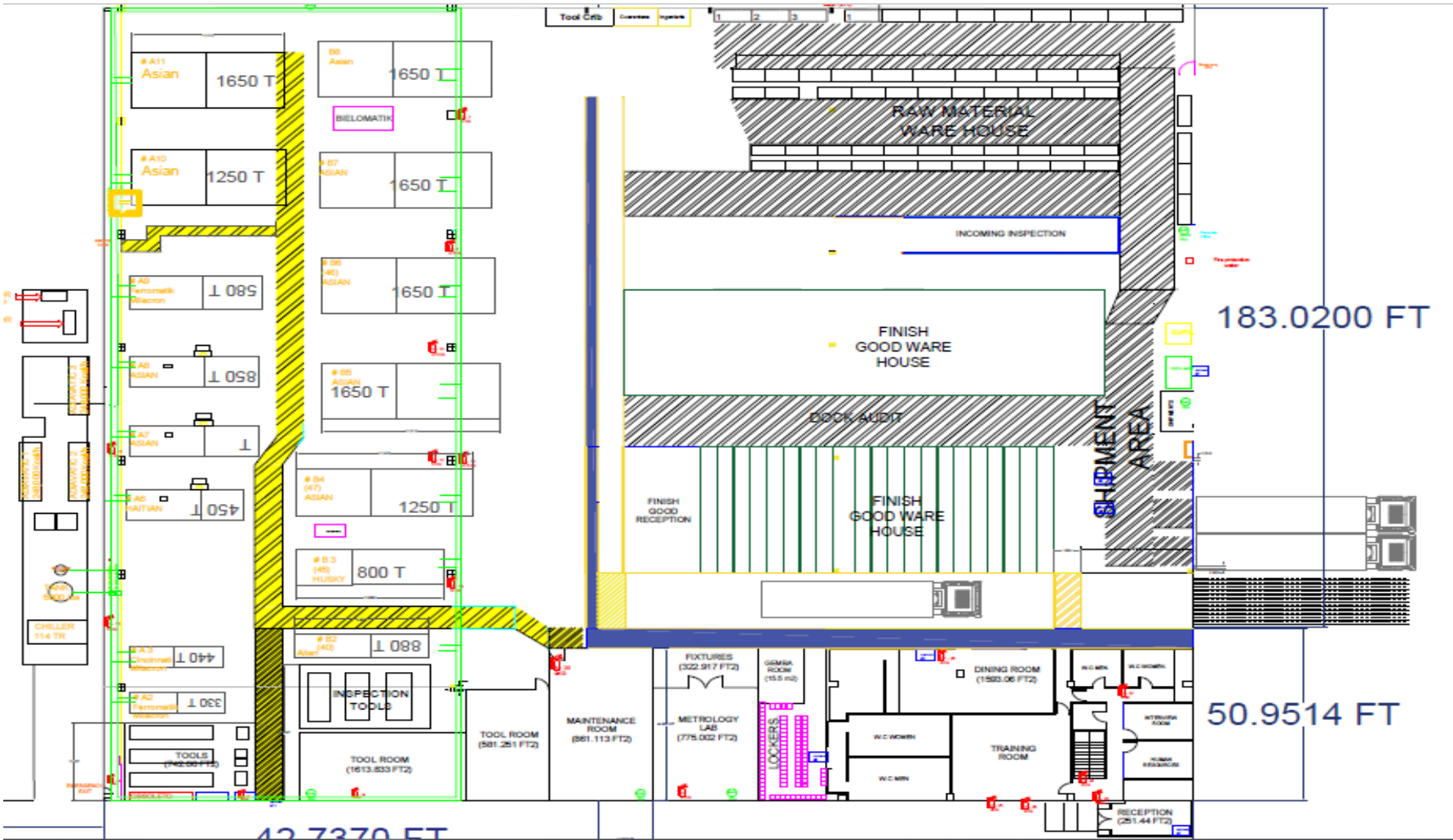
CURRENT LAYOUT ALIAN (AREAS):

TOTAL AREA:
71,096.7267 FT²

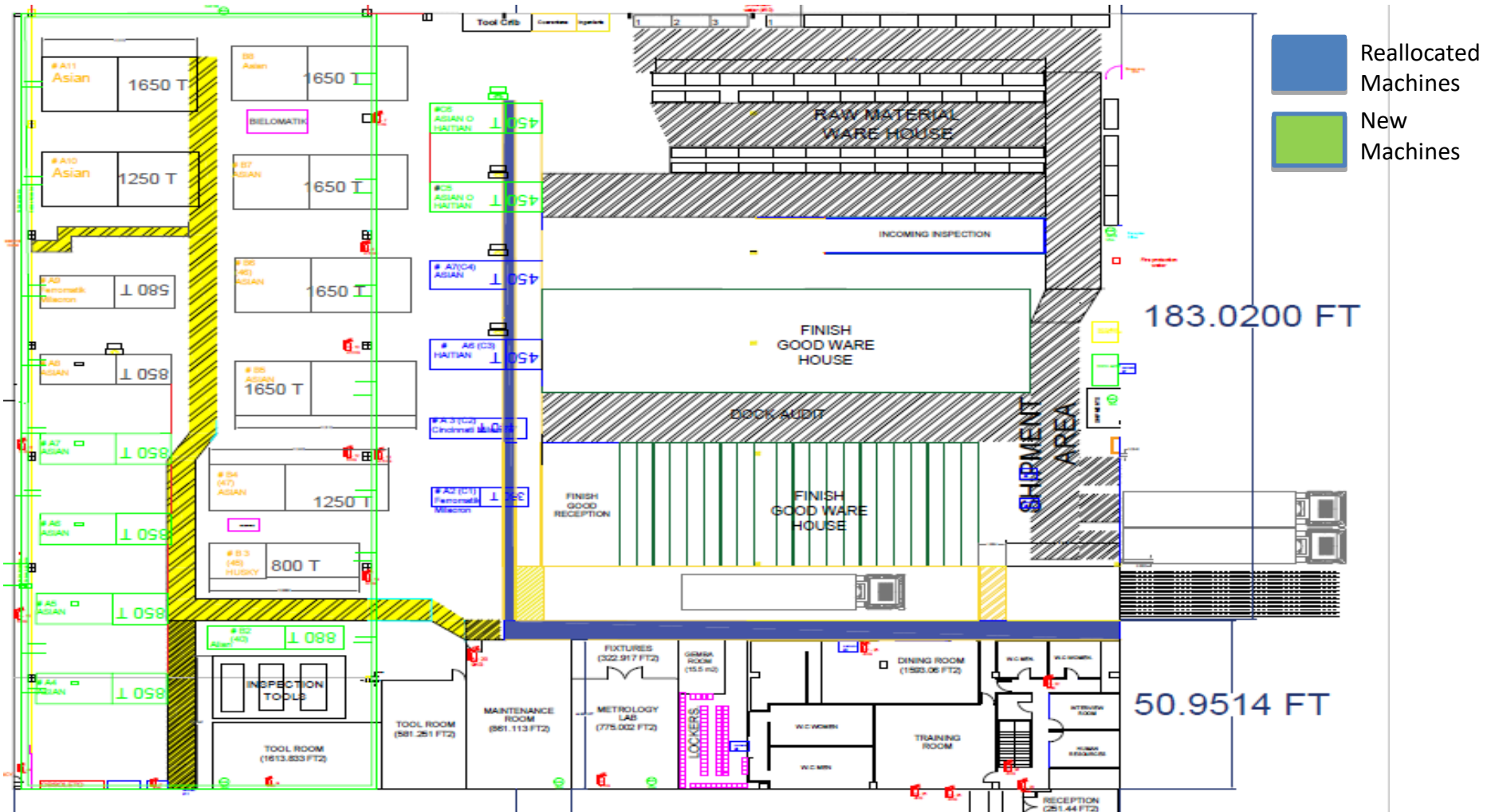




STAGE 1: Layout Actual



Growth Phase 1: 6 new machines (4-850T + 2-450T machines) within current space





VYNMSA Park





EXPANSION PLANS SUMMARY

- 1) Construction of 11,840 sq ft warehouse to relocate materials and create two lines of additional machines
 - Line C:
 - Line D:

- 2) Plant expansion
 - Floorplan expansion into 80,000 sq ft of land available next to current operations area.
 - Expansion of lines A-D into new available area.

- 3) Buildings in Construction Available



Available
Land



Available
Space
Inside Alian





Expansion
Land





Let us help you

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