



» The leading company in steel processing and fabrication in Mexico

Company Overview

June 2021



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» G Collado | Acero tan fuerte como su gente®

Agenda



- Company Overview
- Company Capabilities
- Closing comments

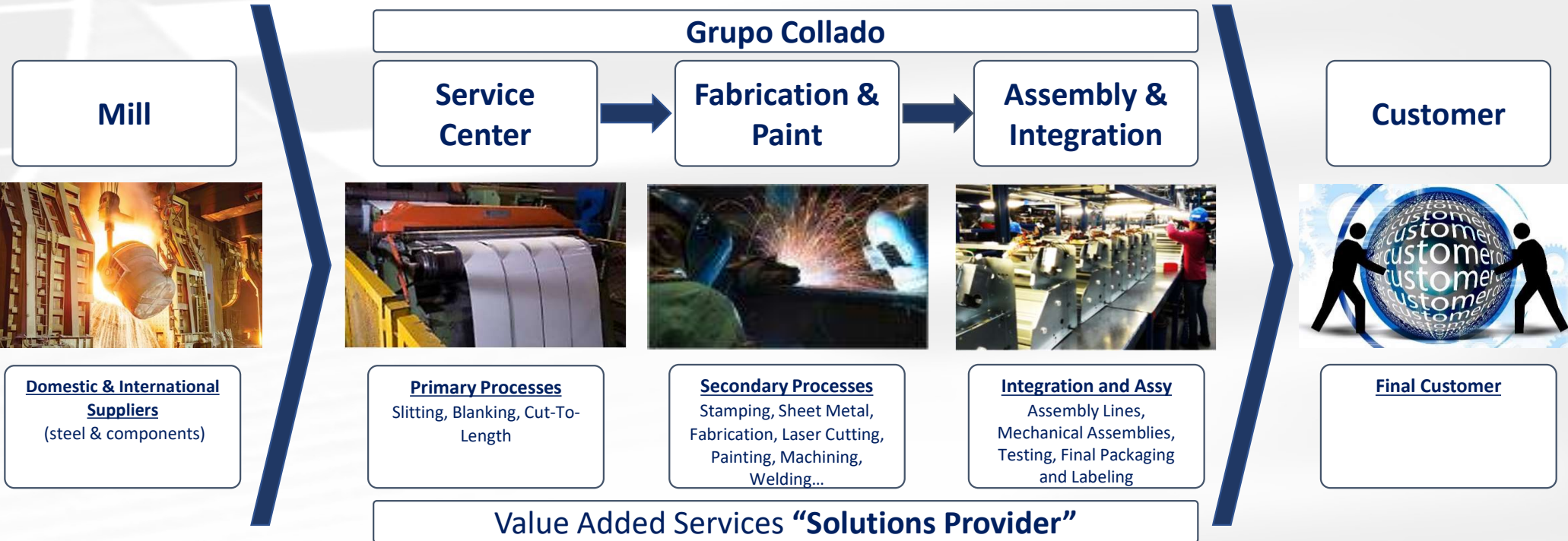
Company Overview

Overview



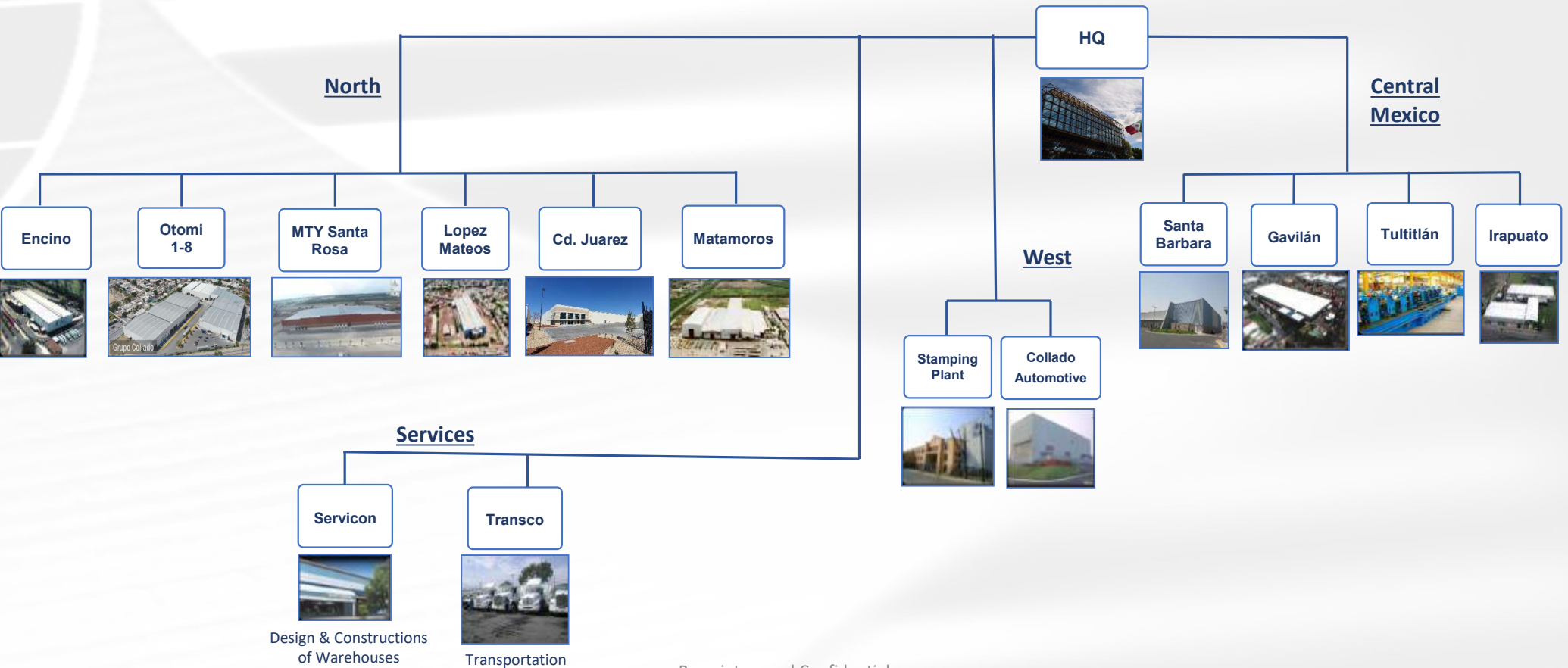
- The leading company in steel processing and steel fabrication in Mexico
- 12 plants and 8 warehouses covering all of Mexico (1.6 million square feet of floor space)
- Annual sales of US\$500 Million and 450,000 tons of steel
- 3,000 employees
- 70 years of experience
- Diversified customer base of 3,500 active customers
- Significant export volume and capabilities, awarded Mexico's National Export Prize in 2015
- Collado offers a great variety of products and processes that have turned it into a "one-stop-shop" for its customers
- The company offers competitive and integrated solutions and value added services such as just-in-time, just-in-sequence, just-in-line, inventory management, Kan-Ban, kit deliveries, logistic solutions, integration and assemblies
- International certifications: ISO 9001, IATF TS 16949, ASME, AWS, Lean Manufacturing, PMI-PMP
- UL certified, C-TPAT certified, AMCA certified
- Certified as a Socially Responsible Enterprise, UN Global Compact signatory
- Fortune 500 company (#304)
- Publicly traded in the Mexican Stock Exchange since 1997 / \$1,700 Million MXP market cap
- Capabilities:
 - Steel Service Center: slitting, cut to length, blanking
 - Hard Stamping: progressive presses of 50 to 1,000 tons, die design & manufacturing capabilities
 - Sheet Metal: punching, bending, turret press and press brakes, largest installed capacity in Mexico
 - Steel Fabrication: laser, plasma, oxycut, welding, CNC machining, assemblies, powder coating, liquid coating
 - Integration and Assembly of electro-mechanical finished goods: assembly lines, mechanical assemblies, testing, final packaging and labeling

A “vertically integrated” Company



One Stop Shop

Grupo Collado



Footprint



- Manufacturing Facility
- Sales office
- Warehouse
- Head Quarters

- "1.6M sq ft of Manufacturing floor space"
- 3,000+ Direct Jobs

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Process Offering



Sheet and Coil

- Slitting
- Blanking
- Cut To Length
- Gauer Edging (Flat Strip from coil)
- Punching
- Forming
- Welding
- Stamping
- Sheet Metal
- Painting
- Floor Decking
- Industrial Tube fabrication



Coating

- Powder coating
- Liquid coating
- Zinc Plating (through outside processor)

Plate & Heavy Gauge Sheet

- Oxyfuel
- Plasma
- Plasma Punch
- Laser
- Robotic Beveling (Contour)
- Mechanical Beveling (Straight)
- CNC Machining
- CNC Drilling
- Shotblasting
- Forming
- Rolling
- Welding
- Painting

Long Products

- Saw/Miter Cut
- Tube Bending
- Tube Swedging
- Hydrostatic Testing (Tube)
- Rebar Cut and Bend

Process Offering



Plant/Process	Sheet Metal	Laser	Welding	Service Center	Stamping	Painting	Other
Monterrey	86	6	34	12	6	2	18
Matamoros	31	2	90	0	0	2	9
Guadalajara	0	0	5	0	26	0	0
Cd. Juarez	9	4	7	0	1	1	0
Mexico City	3	0	15	18	7	1	17
Total	130	12	151	30	40	6	44
Utilization	58%	67%	57%	49%	39%	61%	60%
Available	42%	33%	43%	51%	61%	39%	40%

Customer Base



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Product Portfolio



- **Coil / Sheet:** Hot Rolled, Hot Rolled P&O, Cold Rolled
- **Coated Sheet / Coil:** Painted, Galvanized, Aluminized
- **Structural Steel:** Angles, Channels, Beams, Tee's
- **Plate:** Carbon, Heat Treated, Alloy
- **Carbon Bars:** Hot Rolled, Cold Finished
- **Tubing & Pipe:** Structural, Mechanical, Hydraulic
- **Stainless Steel:** Sheet, Plate, Bars, Structural
- **Aluminum:** Coil, Sheet, Plate, Bars, Structural, Tubing, Pipe, Extrusions
- **Wire Products:** Wire Mesh, Barbed Wire, Wire Rod, Re-Bar
- **Roll-Formed Sections:** Special Shapes for Construction
- **Stamping**
- **Sheet Metal**
- **Assemblies**
- **Integrator**



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Markets Served



Industrial

- HVAC
- Appliance
- Commercial Refrigeration
- Automotive
- Heavy Truck
- Electric goods
- Electronic goods
- Furniture
- Industrial Accessories



Commercial

- Sub-distributors
- Manufacturing companies
- Hardware Stores
- Self-construction



Infrastructure

- Metallic Structures
- Government projects
- Pipelines
- Highways
- Subway lines
- Dams



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Certifications & Achievements



- **ISO 9001: 2015**
 - Since 1994 all plants are ISO:9001 certified
- **IATF 16949:2016**
 - Stamping facilities operate with IATF 16949:2016 Automotive Certification
- **UL**
 - Products certified by UL for certain customer requirements
- **AMCA**
 - The Air Movement and Control Association International (“AMCA”) is committed to promote and defend the cause of efficient, healthy, and safe buildings
- **C-TPAT**
 - Certified since 2007 with C-TPAT norms
- **ASME / AWS**
 - ASME U Welding and AWS Certification
- **ESR**
 - Socially responsible company. Compliance with the norms and principles referring to social, economic and environmental reality that is based on values



Company Capabilities

Capabilities



Service Center

From Master coils, Collado delivers cut-to-length blanks and slitted coils, offering high precision cuts with tight tolerance ranges and an excellent surface quality

30 total pieces of equipment

Slitting

- Gauges from 0.012" (0.304mm) to 0.5" (12.7mm)
- Coil capacity from 1.25" (31.75mm) to 60" (1,524mm)

Blanking and Cut-to-Length Lines

- Gauges from 0.012" (0.304mm) to 0.5" (12.7mm)
- Coil capacity from 1.0" (25.4mm) to 72" (1,829mm)

Shearing

- Gauges from 0.017" (0.457mm) to (0.187") (4.75mm)



Capabilities

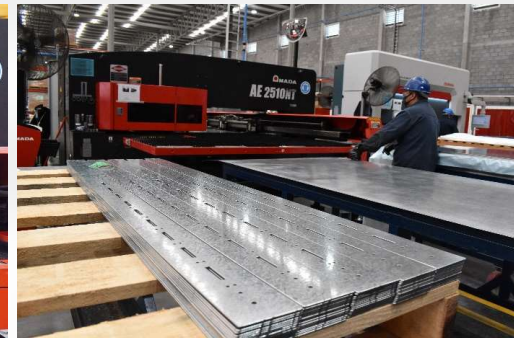


Fabrication

Sheet Metal

Collado counts with latest generation machinery made by the best manufactures from around the world specializing in turret punch presses and Brake Presses

- 130 total machines (largest installed capacity in Mexico)
 - **Turret Punch Presses:**
 - Capacity: 22 to 50 Tons
 - Max travel: 60" (1,524mm) x 120" (3,048mm)
 - Max thickness: 0.177" (4.5mm) Mild Steel
 - **Press Brakes:**
 - Capacity: 50 to 1,400 Tons
 - Max bed length: 40 ft bed



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Capabilities



Fabrication

Laser

Latest generation fiber optics laser machines giving flexibility, productivity and quick changes on demand

- Cutting power: 4,000 - 6,000 Watt
- Cutting area (X, Y) : 551" (14,000mm) x 118" (3,000mm)
- Max. sheet thickness:
 - Steel: 1" (25mm)
 - Stainless steel: 1.2" (30mm)
 - Aluminum: 1.2" (30mm)
 - Brass: 0.6" (15mm)
- **9 machines** (3 on the way!)

Plasma and Oxy Cutting

Heavy gage cutting up to 12"

- 2 HD Plasma
- 2 Oxy Machines



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Capabilities



Fabrication

Stamping

Presses ranging from 50 to 1000 tons, equipment for the manufacture and maintenance of dies such as machining centers (CNC) and cutting with thread erosion (EDM). Coordinate measuring equipment (CMM), which allows us to assure our clients a high degree of precision in each piece ready to be assembled.

- 40 presses
 - Capacity: 50 to 1,000 Tons
 - Bed sizes:
 - Length: 48" (122mm) to 120" (3,048mm)
 - Width: 31" (78mm) to 72" (1,828mm)
 - Stroke: 3" (76mm) to 20" (508mm)
 - Progressive and manual



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Capabilities



Fabrication

Machining

CNC machining centers for milling and boring

- 12 horizontal and vertical machining centers
 - Horizontal: 20 x 10 x 3 x 5 ft
 - Vertical: 10 x 10 x 4 ft
- Wire EDM
- Beveling

Shot Blasting

Removes surface contaminants such as rust and smooths the surface



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Capabilities

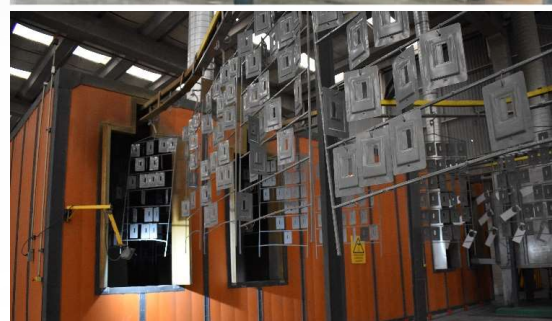
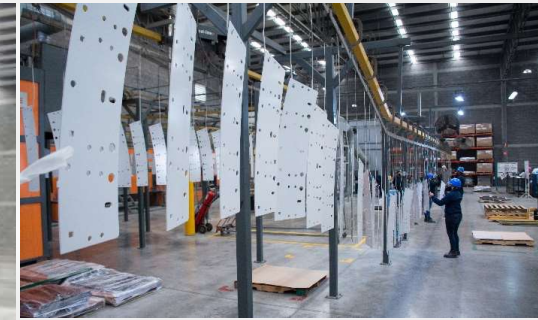


Fabrication

Painting

Collado has a total of 6 paint lines: 4 lines of electrostatic powder paint, all with nano-ceramic pretreatment based on zirconium. Two additional lines of liquid paint application

- 4 powder coating lines
 - Painting Capacity: 75,000,000 sq. ft per year
 - Booth size: 3 ft wide x 10 ft long x 5 ft tall
 - Automatic and manual spray
- 2 wet spray booths lines
 - 23ft wide x 50 ft long x 19 ft tall
 - 1080 Lumens
 - Manual spray



Capabilities



Fabrication

Welding / Joining

Welding is an integral process to the value-added services strategy of Collado. Process certified by the American Welding Society (AWS), The American Society of Mechanical Engineers (ASME) as well as ISO 9001

- 151 total machines
 - MIG
 - Up to 0.5"
 - Steel and Aluminum
 - TIG
 - Stainless Steel
 - Aluminum
 - Spot weld
 - Max thickness: 0.11" (2.8mm)
 - PEM inserts



Capabilities



Assembly & Integration

Collado manages the full component and purchased products supply chain for assemblies

- Electro-mechanical assembly lines for different products sizes
- Product insulation
- Assemblies from a single part to high volume
- 12 specialized and dedicated assembly lines (Tailored to our customer's needs)



Inspection, Testing and Packing

- Testing
 - Pneumatic Leak
 - Electrical and Electronic
- Final Packaging and Labeling (Ready for final customer)



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Capabilities - Other Services



Design Support

- Experienced work team provides input and design support for to our customers: Feasibility Analysis, Drawing and 3D development, CNC Programming and Packaging specifications

Tooling

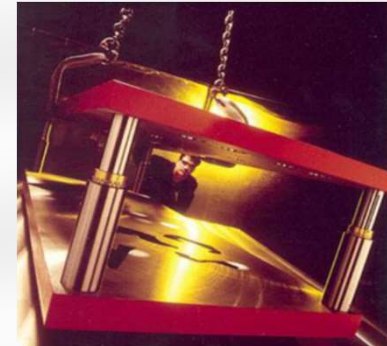
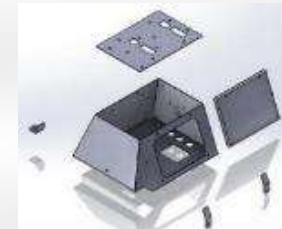
- Collaboration with external suppliers to fabricate tooling, fixtures, etc...
- Fully equipped internal Tool Rooms for die maintenance, repair and spare part fabrication

Prototyping

- Capabilities to deliver fully functional prototypes in a very short time period, which includes a final product, successful engineering developments, assembly line implementation, electrical tests, steel fabrication, component sourcing and management as well as paint samples and salt spray tests

Innovation

- Constant search and research of new technologies to stay competitive and meet the needs of our customers



- Collado is a company that is very agile in terms of investing in new machinery, plants, and capabilities.
- In the last few years, Collado has invested in new facilities (Otomí, Santa Barbara, Tultitlán, Ciudad Juárez / El Paso Texas and Santa Rosa in Monterrey).
- Collado has made significant investments in latest generation machinery (lasers, turrets, press brakes)
- Collado has also invested in state of the art powder coating lines, measurement instruments and other peripheral sub-equipment resources.
- Collado's investment strategies are focused on offering integral services regarding steel fabrication, integration and assemblies of electromechanical finished products.
- Collado's goal is to move before the market in terms of always being ahead of our customers' needs and expectations.



COLLADO

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