

# Seeräuber Automotive

*An extension of your operations*



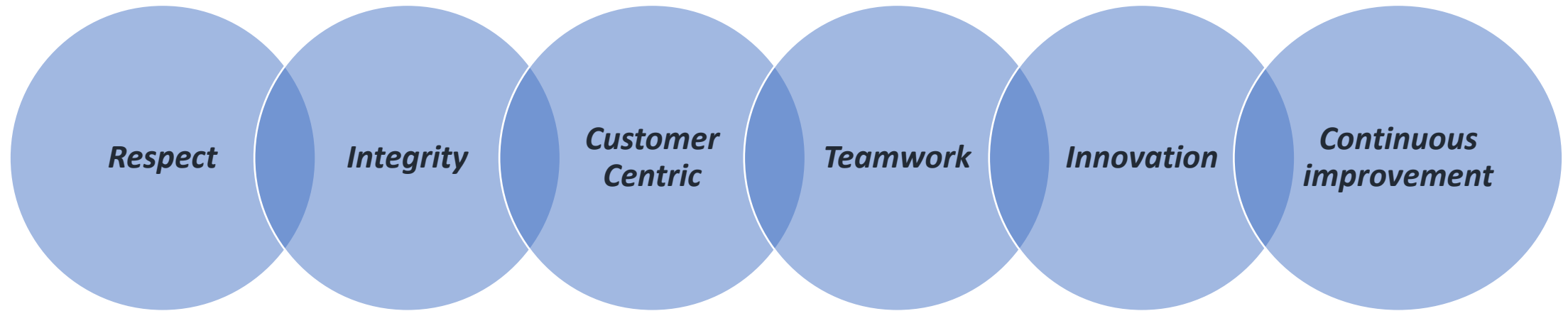
**Seeräuber  
Automotive**

# Company Profile



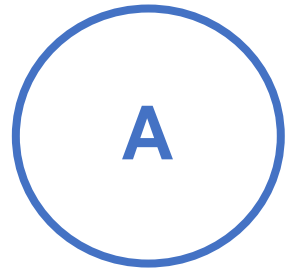
**Seeräuber Automotive is a Manufacturing and Supply Chain Management Services company, certified in IATF 16949:2016, ISO 9001:2015 and ISO 14001:2015, founded in 2014. We are focused on the Regulated Industry and located within the biggest industry cluster in the center of Mexico.**

# Our Mission Statement

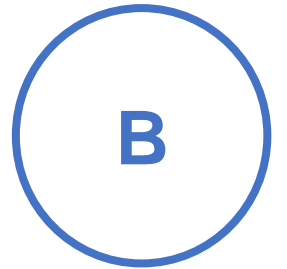


***Provide high quality manufacturing, assembly and supply chain management services, which meet or exceed our customer's requirements, in a positive work environment for our people, allowing for their professional development, thus, contributing in a positive way to society and maximizing the benefits of our stockholders.***

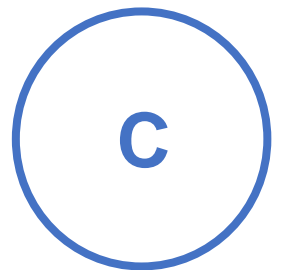
# Our Value Proposition



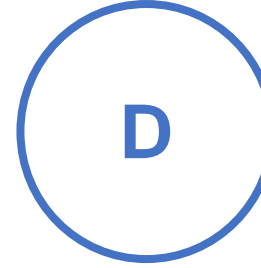
***Concentrate on your core capabilities by outsourcing your assembly processes.***



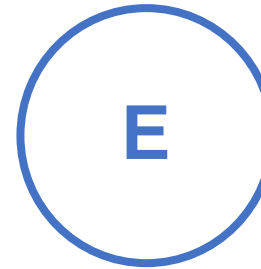
***Free up your shop floor by manufacturing in an automotive grade quality certified company.***



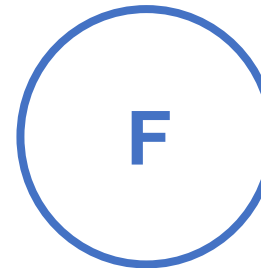
***Optimize your manufacturing in a controlled environment (systems, process, quality)***



***Manage your product life cycle in the manufacturing area from NPI to EOL***



***Develop your local supply chain with a highly connected, certified contract manufacturer.***



***Deal with an American registered and owned company.***



# Senior Management Team

## **BOD Chairman**

Ernesto Sánchez Proal

### Previous experience:

- IBM (EA procurement Mgr)
- Jabil (General Director Mexico)
- Own Company (Design & Mfg )
- Government (Minister of Economic Dev.)

### Strengths:

- New Business Development
- Execution Assurance
- Product Realization
- Process and Quality Management
- Business Strategic Planning
- Economic Development Strategy

## **Operations and Plant Manager**

Miguel García

### Previous experience:

- IBM (Reliability Mgr)
- Hitachi (Quality Mgr)
- Jabil (Quality Mgr)

### Strengths:

- Lean Manufacturing
- Master black belt 6 sigma
- Quality Management
- Mechanical and Electronics assembly
- Product realization (design and manufacturing)

## **Finance Manager**

Manuel Ríos Mena

### Previous experience:

- KPMG (Assurance Services)
- SOLECTRON (Site Controller CUU site)
- CADU (Real Estate, publicly listed corp)

### Strengths:

- Financial Strategy
- GAAP / SOX
- International Mfg. Ops Finance
- Tax/Fiscal Strategy
- TPS / Lean Mfg applied to Finance

# Quality Management System



- **IATF 16949** is a global Quality Management System Standard for the Automotive industry. IATF 16949:2016 incorporates the structure and requirements of the **ISO 9001:2015** quality management system standard with **additional** automotive customer-specific requirements. It was developed by the International Automotive Task Force (IATF), with support from AIAG.
- **IATF 16949:2016** is an independent QMS standard that is fully aligned with the structure and requirements of **ISO 9001:2015**. Therefore, the IATF 16949 cannot be implemented alone as a stand-alone document but must be implemented as a supplement and in conjunction with ISO 9001:2015.
- **Seeräuber Automotive** currently holds ISO 9001:2015, IATF 16949:2016 and ISO 14001:2015 certificates.



Certification Number: 74 700 1515.



Certification Number: 74 800 1860.



Certification Number: 01 111 1630161.

Certificate IATF Number: 0268467.



**CMMISVC/2** <sup>SM</sup>  
Exp. 2023-02-27 / Appraisal #6017



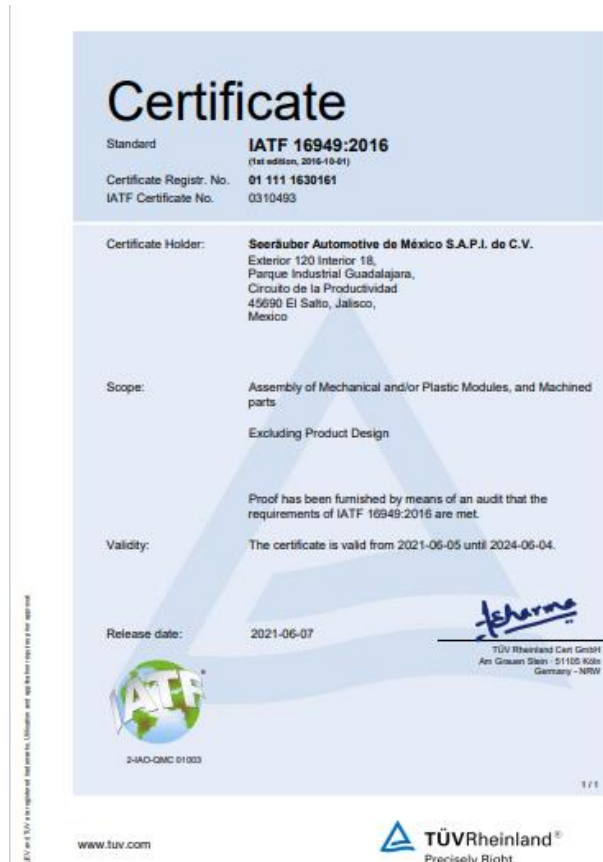
International Automotive Task Force



# Certificates



ISO9001 - 2015

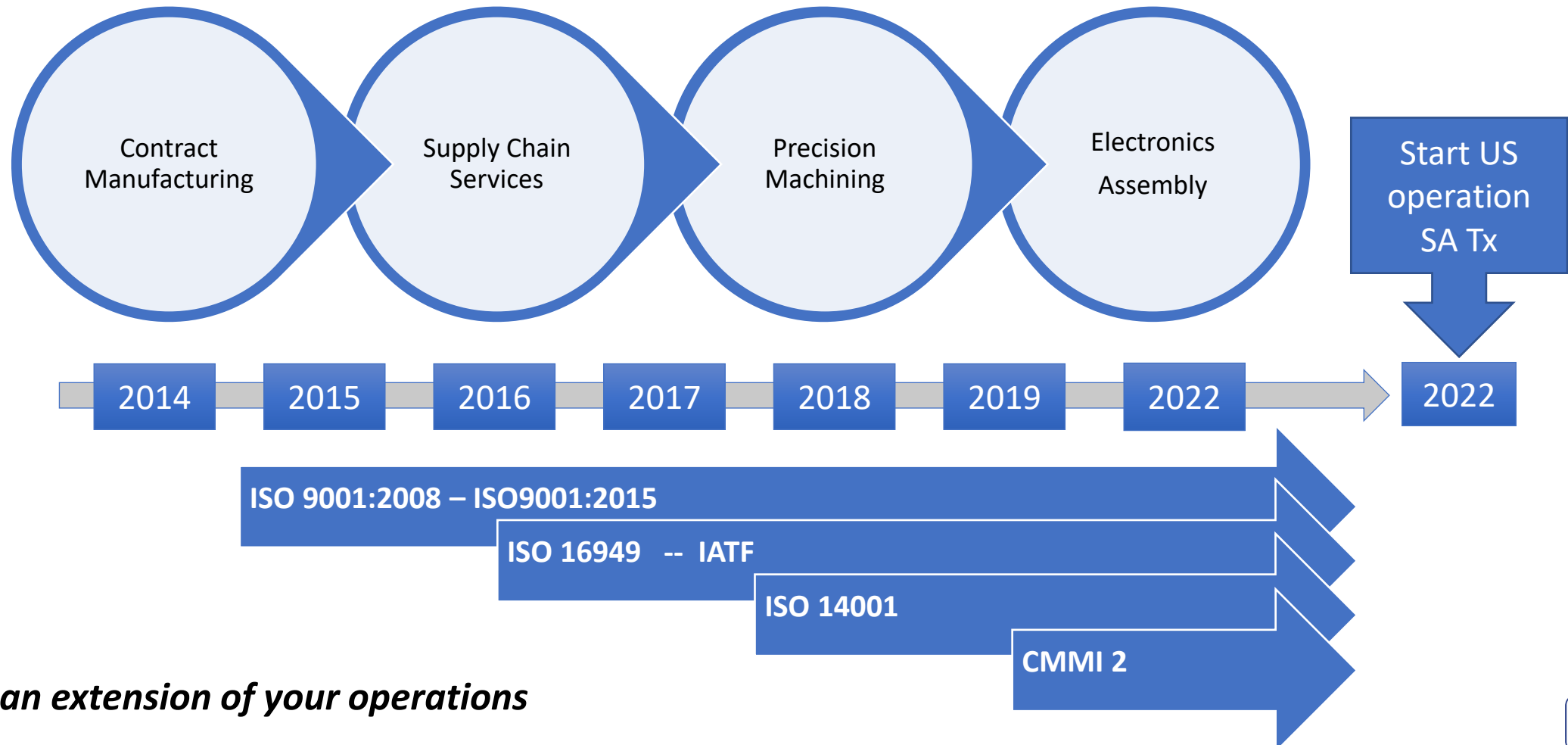


IATF 16949 - 2016



ISO 14001- 2015

# Business Development Strategy



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# Business Development Strategy

Head Quarter  
Marketing, logistics  
and Finance

Seeräuber  
Automotive LLC

**FUTURE HC** (Starting 2022)

Currently incorporated and starting operations for new customers

Manage resources for Mexico operations and **future engineering and technology services** .

Manufacturing,  
Supply Chain and  
Engineering services

Seeräuber  
Automotive  
Mexico

Contract manufacturing and supply chain management services for the corporation

# Our Customers

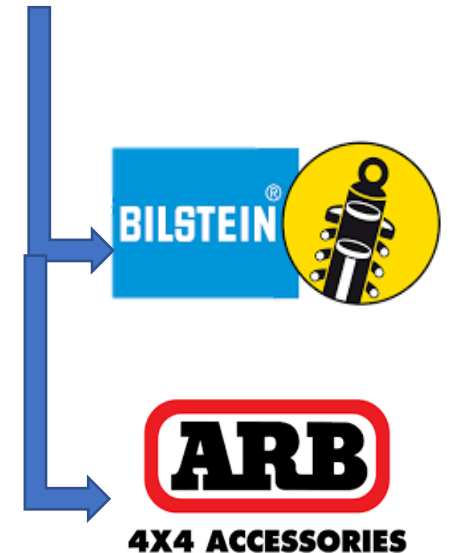
Xometry



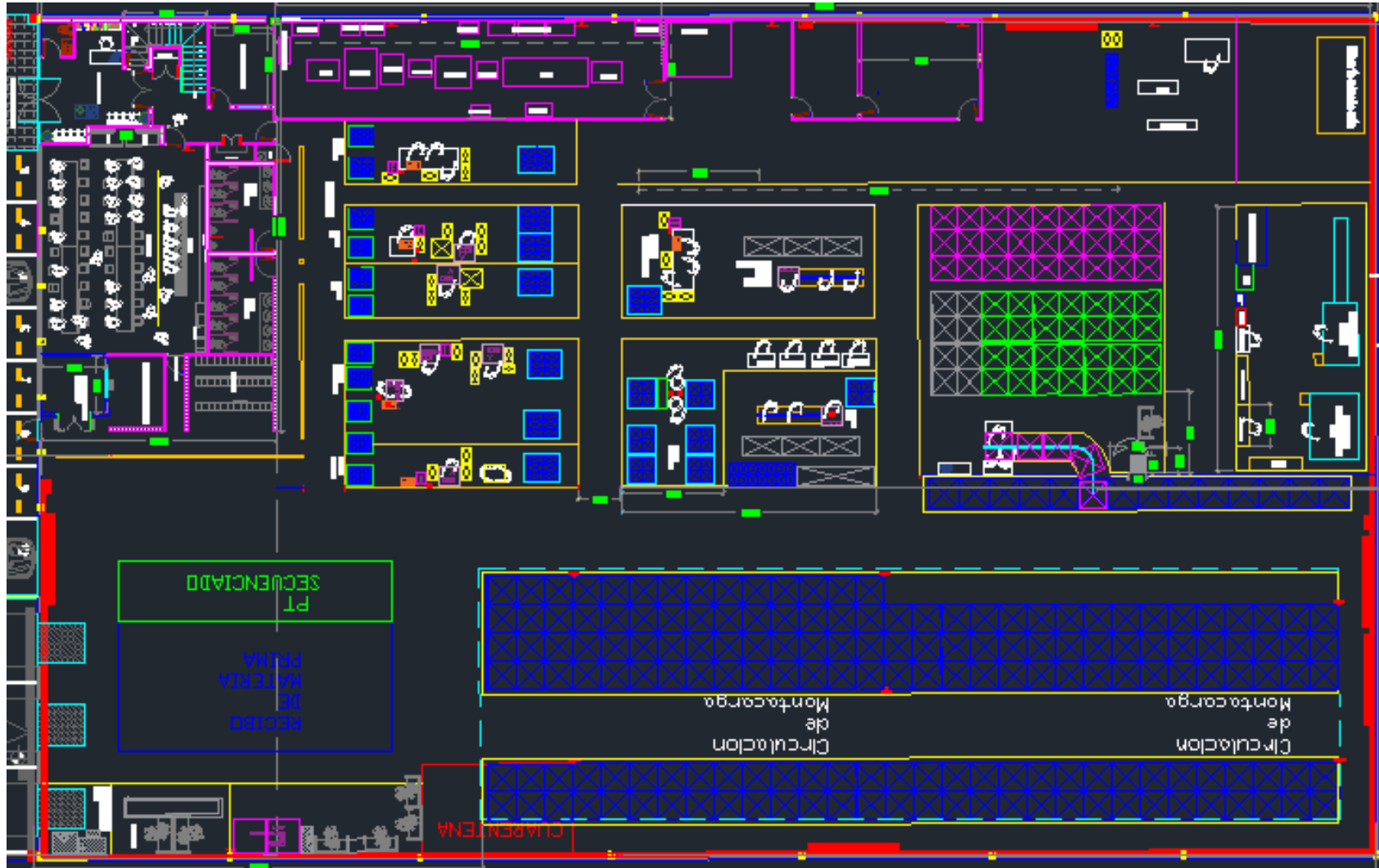
 thyssenkrupp

URREA

HUBS  
A PROTO LABS COMPANY



# Plant Layout



- ▶ Production 1200m<sup>2</sup>
- ▶ Warehouse 750m<sup>2</sup>
- ▶ Receiving 325m<sup>2</sup>
- ▶ Office 220m<sup>2</sup>
- ▶ Docks 3

# Mechanical Assembly Capacity

Automotive-grade quality processes and systems  
(IATF, ISO 9001)

Process development for mechanical and  
electromechanical assembly

Flexibility to assemble and configure parts using  
Lean Manufacturing



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# Precision Machining Capacity

**SW32 SWISS HIGH PERFORMANCE LATHE**  
High precision revolution parts for any industry,  
such as bushings, shafts, bolts, guides among  
others

D. up to 32 mm.  
L. up to 315 mm.  
Tolerance up to 0.0002 in.



**VF3 CNC MACHINING CENTER**  
Parts with non-cylindrical shapes such as bases,  
molds, pieces with irregular finishes, among  
others.

L. 1016 mm.  
H. 508mm.  
Tolerances up to 0.001 in





# Electronics Assembly Capacity

Fully automated SMT assembly line.

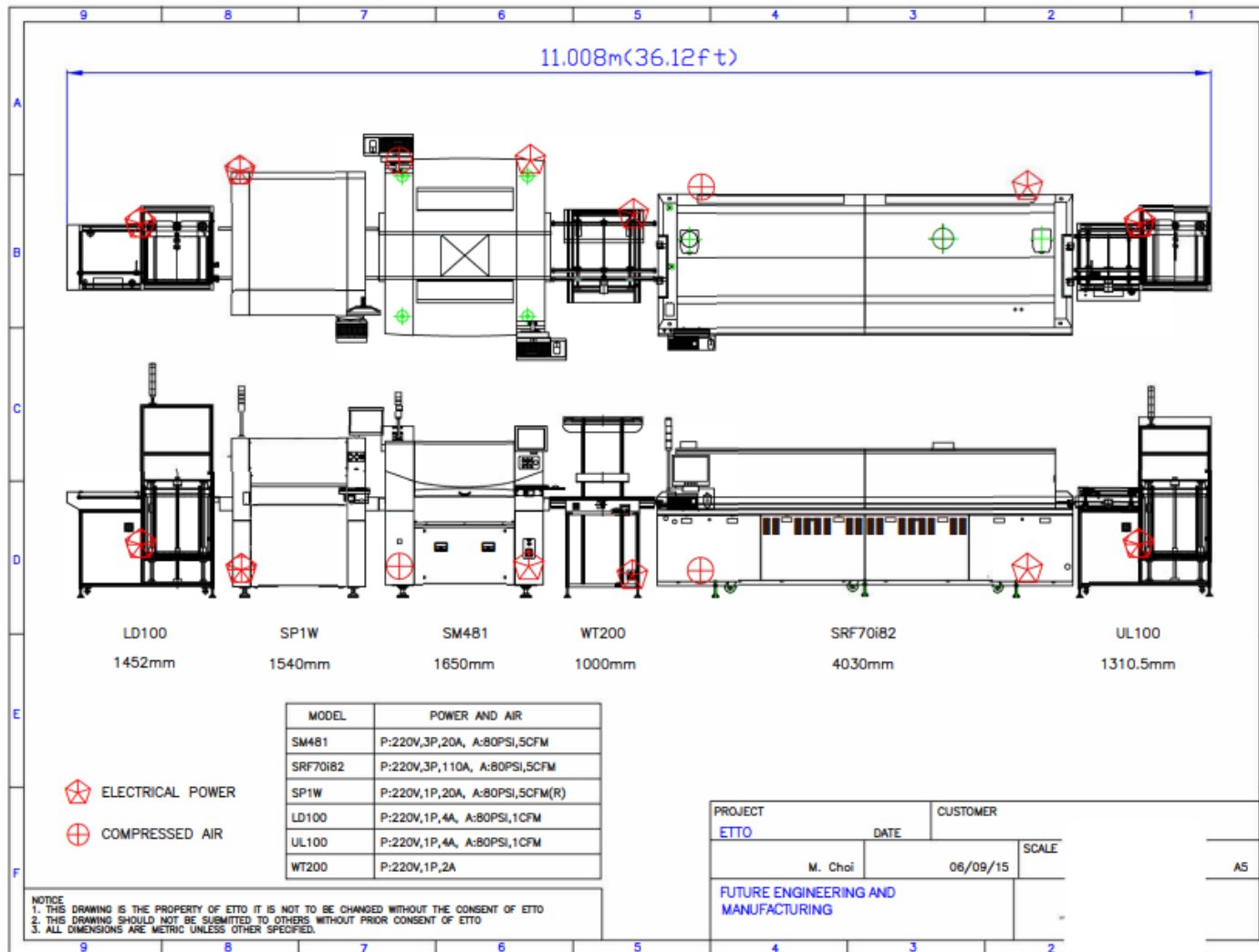
Printing Accuracy:  $12.5\mu\text{m}@6\sigma$ . Automatic  
Stencil Position Setting /  
Advanced Software Interface

Up to 38k CPH throughput, wide range of  
board sizes. Single/double lane capable.

Complete Board Handling Solution ensuring  
touch-free process.



# Electronics Assembly Capacity



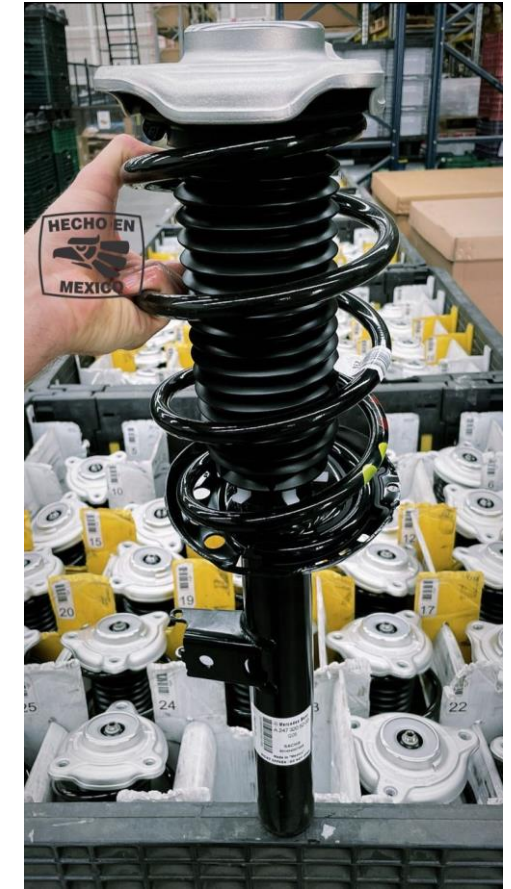
- Pick & Place: **SM481 Plus**. Performs high-speed placement of chips at 40,000CPH and QFPs at one per 1.1 seconds. Able to produce long boards with lengths of up to 1,500mm, and 510 mm width.
- Samsung SM481 High Speed Flexible Chip Mounter
- Samsung SRF70i82 Reflow Oven
- PDT Tech NPS510 Screen Printer
- Samsung LD-300E Handling System
- Samsung UL-300E Unloader
- Samsung WT-200XLE Advanced Flexible Chip Mounter
- Ingersoll-Rand SSR-EP30SE Air Compressor



# Examples of current products/services



► Modular Assembly



► Sequencing Service



# Examples of current products/services



► Precision Machining



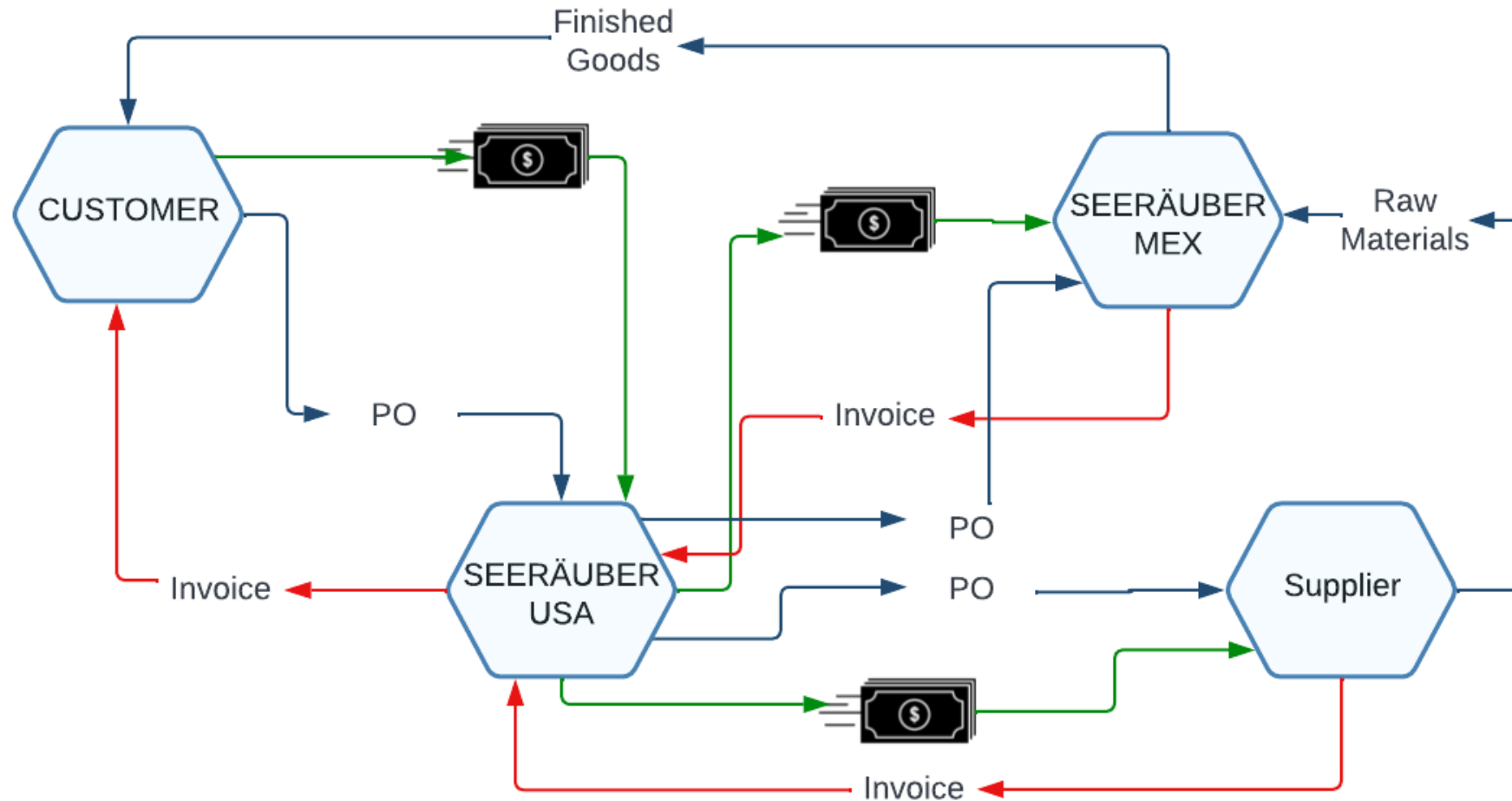
# Supply Chain Management

- Customer interface: Supply-On (EDI and performance reporting)
- ERP: SAP B1
- IMMEX program (in process)
- Access controlled warehouse for parts and Finished goods
- Supplier Management, Component Acquisition, Logistics, Re-packaging / Kits, final assembly.
- Sequential delivery.
- Supply chain development.



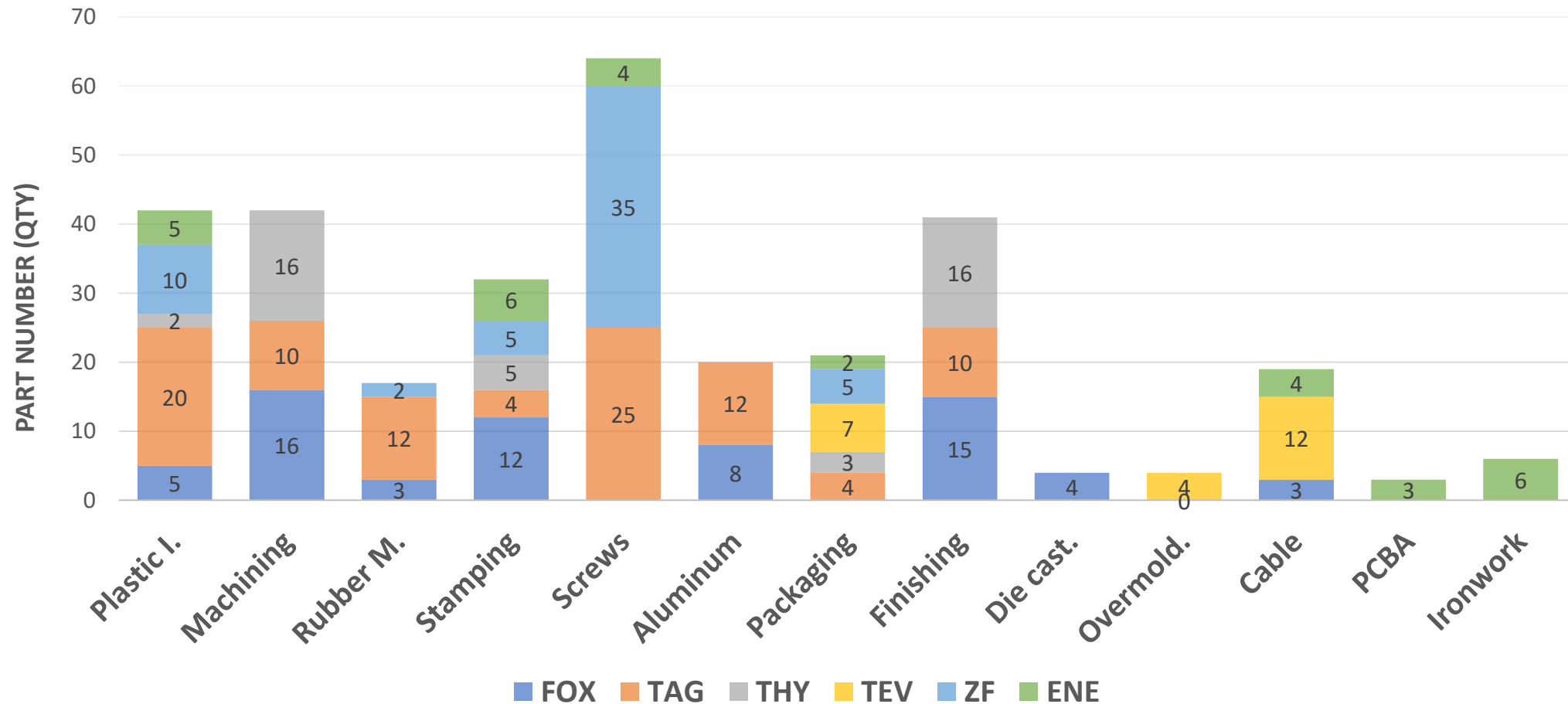


# Export Scheme



Export scheme currently in use with selected customers.

# Supply Chain Development



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# Supply Chain Reengineering

## Product development and reengineering services

Purpose: ENABLE NEARSHORING

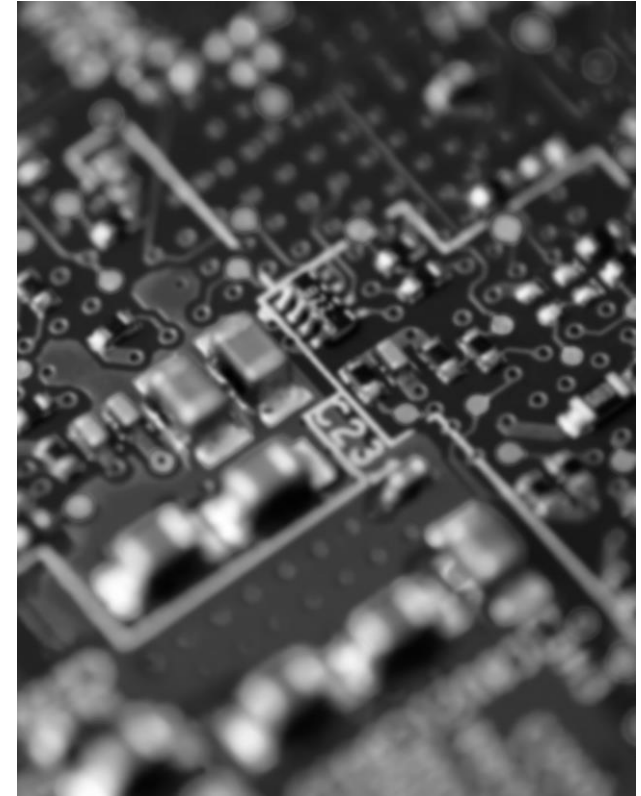
- Complement / create missing data
- Adapt design to North America's supply chain.

Design services scope:

Mechanical

Electronic and electrical

Software design



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# TurnKey Finished Products

- **Tonneau Cover Project:**
- Exported to the USA, finished product.
- Turnkey Product Development: Plastic Injection Molds, Aluminum Extrusion Molds, and all supply chain (Adhesives, FPR Panels, rubbers and others) developed in Mexico



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# Thank you



**Seeräuber  
Automotive**

*[www.seerauber.com](http://www.seerauber.com)*