GRUPO UNIVERSAL

- MODERNIZING THE INDUSTRY -

UNIVERSAL GAS DE SALTILLO S.A. DE C.V.

GAS ELENA

GASCAPRICORNIO

pipgas

MULTINACIONAL DE GAS

Who We Are?

Grupo Universal has established itself as a major corporation dedicated to the commercialization and distribution of LP gas nationwide. The corporation originated 40 years ago in the state of Coahuila with Universal Gas, later expanding to include Gas Capricornio, Gas Elena, Pip Gas, Sauro Gas, among others; which together cover the largest market share in the region.

Thanks to our competitive pricing strategy and the guaranteed performance of our service, we have positioned ourselves as a leading company in the regional hydrocarbons market, with liquefied petroleum gas as our main strength.

Mission

To provide, with ethics and efficiency, the energy that your family or business needs, while modernizing the gas industry

Vision

To be, by 2030, an institutionalized company and a leader in the hydrocarbons market within the state of Coahuila and Mexico recognized for its growth, modernization, and social responsibility.

Values

At Grupo Universal, we strive to apply our core values at all times, from internal operations to the follow-up and communication we maintain with each of our clients.

Ethics / Honesty / Commitment / Integrity / Trust / Respect

Strategic Objectives

- Human Capital: High-performance team
- Institutionalization and Control: Improvement of internal processes
- Sales Growth
- Technology and Innovation
- Social Responsibility

MARKET SHARE

40% OF REGIONAL DISTRIBUTION

SAVING INVESTING

BENEFITS

Grupo Universal has implemented an aggressive sales strategy to increase its participation in the industrial sector.

01

SECURED SUPPLY

Ww have 75 tanker trucks, 14 delivery units and 14 semi-trailers.

02

INSTALLED CAPACITY

We have the largest storage capacity in the region, with more than 2,000,000 liters.

03

COMPETITIVE PRICING

We ensure cost savings by offering the most competitive prices in the region.

04

LIABILITY INDURANCE

We carry liability insurance coverage of 10 million dollars.

Clients

Grupo Universal has significantly expanded its industrial client portfolio in recent years, demonstrating and confirming substantial savings for each of them. Below are some of our clients.

30 ANIVERSARIO Monterreal RESORT • SKI • GOLF

SPORTSWORLD

Plaza sendero

THE WING EXPERTS WING·STOP

Pizza Hut

KFC

Sabritas

Vancouver Wings

Carl's Jr. CHARBROILED BURGERS

Soriana

merco

GUTIERREZ

CIMAGUA

VentAcero

DIF

ISSSTE
INSTITUTO DE SEGURIDAD Y SERVICIOS SOCIALES DE LOS TRABAJADORES DEL ESTADO

CRUZ ROJA MEXICANA

Centro Hospitalario La Concepción
El hospital de Saltillo...Siempre cerca de ti.

IMSS

Grand Fiesta Americana HOTELS & RESORTS

DOUBLETREE by Hilton™

FOUR POINTS BY SHERATON

POSADAS®

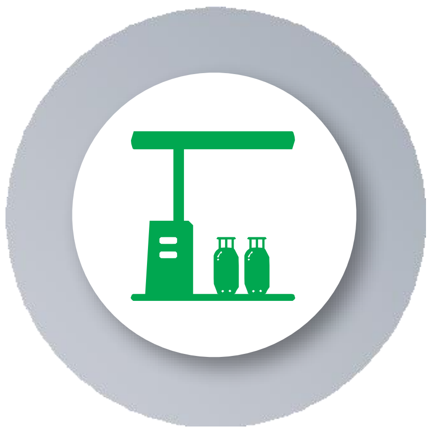
one hoteles ®

INSTALLED STORAGE CAPACITY:

2,000,000.00 Liters

This allows us to guarantee gas supply even during periods of low availability, giving us a competitive advantage in the regional market.

4 Distribution Storage Plants



6 LP Gas Carburation Stations

75 Delivery Units (subsidiary transportation fleet por LP Gas Distribution)

Subsidiary Transporter for the distribution of LPG

National Presence and Commercialization

We operate in 25 states across Mexico: Aguascalientes, Baja California, Baja California Sur, Chiapas, Chihuahua, Coahuila, Durango, State of Mexico, Guanajuato, Hidalgo, Jalisco, Nuevo León, Oaxaca, Puebla, Querétaro, Quintana Roo, San Luis Potosí, Sinaloa, Sonora, Tabasco, Tamaulipas, Tlaxcala, Veracruz, Yucatán, and Zacatecas.

Supplying 78% of Mexico

Thanks to our strategic alliances, we reach 78% of the states in Mexico, distributing a total of 77,000 tons of energy, representing 13% of net sales in the national market. This reflects a 146% growth in market participation within the country’s energy sector.

Our commercial alliances, consisting of 398 carburetion stations and 122 storage plants, generate purchases from PEMEX Gas and Basic Petrochemicals of approximately 35.7 million pesos daily, as well as more than 15,000 direct jobs and around 70,000 indirect jobs.

One of our short-term goals is to reduce high operating costs caused by overregulation. To achieve this, we promote regulatory reforms to eliminate excessive requirements and obligations, benefiting the end consumer and improving the efficiency of distribution companies.

Supply via Tanker Trucks

We provide stationary tank filling services through a large fleet of tanker trucks that meet the highest quality and safety standards to ensure customer satisfaction. Each unit is monitored through a modern geolocation system equipped with advanced technology.

Supply via Cylinders

We offer cylinder filling services at our plants, using modern and fast filling systems to ensure full product delivery. Our high-quality handling standards provide safety and peace of mind.

Distribution

We have a large distribution team, ranging from tanker trucks to rail tank cars, equipped with advanced technology to deliver precise quantities.

Client: **General Motors San Luis Potosí**

Previous LP Gas Supplier

-Average consumption: 35,000 liters/month
-No annual savings (2015–2020)
-Forklift tank filling process
-6 times per week with 50 tanks (36 liters each)
-Billing issues with 2-month delays

Currently With Us

-Average consumption: 20,000 liters/month
-45% annual savings since August 2020
-3 times per week with 100 tanks (36 liters each)
-Weekly, up-to-date billing

Client: **Kimberly Clark Ramos Plant**

Previous LP Gas Supplier

-Previous average consumption: 100,000 liters/month
-No annual savings (2015–2021)
-Unloading process with initial and final truck tare
-15–25% error margin in liters-to-kilograms conversion
-Conversion factor: 0.5250

Currently With Us

-Current average consumption: 65,000 liters/month
-Annual savings: 3.9 million pesos (35% savings in 2022)
-2–5% error margin in conversion
-Same conversion factor: 0.5250

Client: **Stellantis Mexico Sites**

Previous LP Gas Supplier

-Average consumption: 200,000 liters/month
-No annual savings (2015–2023)
-17–27% error margin in conversion
-No real-time volumetric controls

Currently With Us

-Average consumption: 165,000 liters/month
-Savings: 65,000 USD (first four months of 2024)
-2–5% error margin
-Installation of SAT volumetric controls (RMF Art. 30)

Success Stories

Contact Us

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