

PARTNER FOR SUCCESS



American Industries®



American Industries®

About Us

American Industries is a privately held Mexican company that, for **50 years**, has helped more than **300** international companies establish and grow their operations in Mexico through **3** business units.



Back-Office Services



100+
Clients



20,000+
Jobs



700+
Experts



Industrial Real Estate



135+
Tenants



150+
Buildings



17+
Industrial
Parks



Cross-Docking & Warehousing Services



80+
Clients



1,100
Daily
Transactions



70+
Daily
Shipments



American Industries®

INDUSTRIAL GREATNESS

Our Presence

A leading presence in **Mexico's key industrial** hubs, enabling global manufacturing and logistics to thrive.



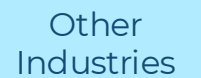
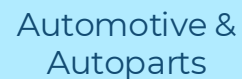
American Industries®

INDUSTRIAL GREATNESS

Country of Origin: 20 Countries + 4 Continents



Industrial



Clients

MONTERREY – SALTILLO - TORREÓN

: 30

HC : 5,000 +

REAL ESTATE



POLARIS



kdc/one



SHELTER



Quanta Computer

Headcount: 2700
Industry: Automotive
Product: PCB Boards
Location: García



Headcount: 700
Industry: Furniture
Product: Office Furniture
Location: Saltillo



Headcount: 700
Industry: Furniture
Product: Home Furniture
Location: Apodaca



Headcount: 600
Industry: Machinery and Eq.
Product: Water pumps
Location: Apodaca



Headcount: 400
Industry: Automotive
Product: Automotive Solutions
Location: Apodaca



Headcount: 350
Industry: Home Appliances
Product: Air Conditioning
Location: Guadalupe



Headcount: 300
Industry: Home Appliances/Autor
Product: AC for RV's
Location: Apodaca



Headcount: 250
Industry: Automotive
Product: Tims and Rims Assemble
Location: Apodaca



Headcount: 250
Industry: Automotive
Product: Axle
Location: Salinas Victoria



Headcount: 210
Industry: Automotive
Product: PCB Boards
Location: Apodaca



Headcount: 205
Industry: Automotive
Product: PCB Boards
Location: Apodaca



Headcount: 150
Industry: Automotive
Product: Interior Trim Products
Location: García



Headcount: 145
Industry: Automotive
Product: Automatic Transmission
Location: Apodaca



Headcount: 135
Industry: Automotive
Product: Controllers
Location: Apodaca



Headcount: 120
Industry: Industrial
Product: Construction Machinery
Location: Escobedo



Headcount: 110
Industry: Home
Product: SPC Flooring
Location: Saltillo



Headcount: 100
Industry: Lightning
Product: LED Lights
Location: Saltillo



Headcount: 70
Industry: Heavy Machinery
Product: Lifting Machinery
Location: Apodaca



Headcount: 50
Industry: Automotive
Product: Cooling Systems
Location: Torreón



Headcount: 50
Industry: Construction
Product: Controllers
Location: Apodaca



Headcount: 43
Industry: Medical Devices
Product: Dental Devices
Location: Apodaca



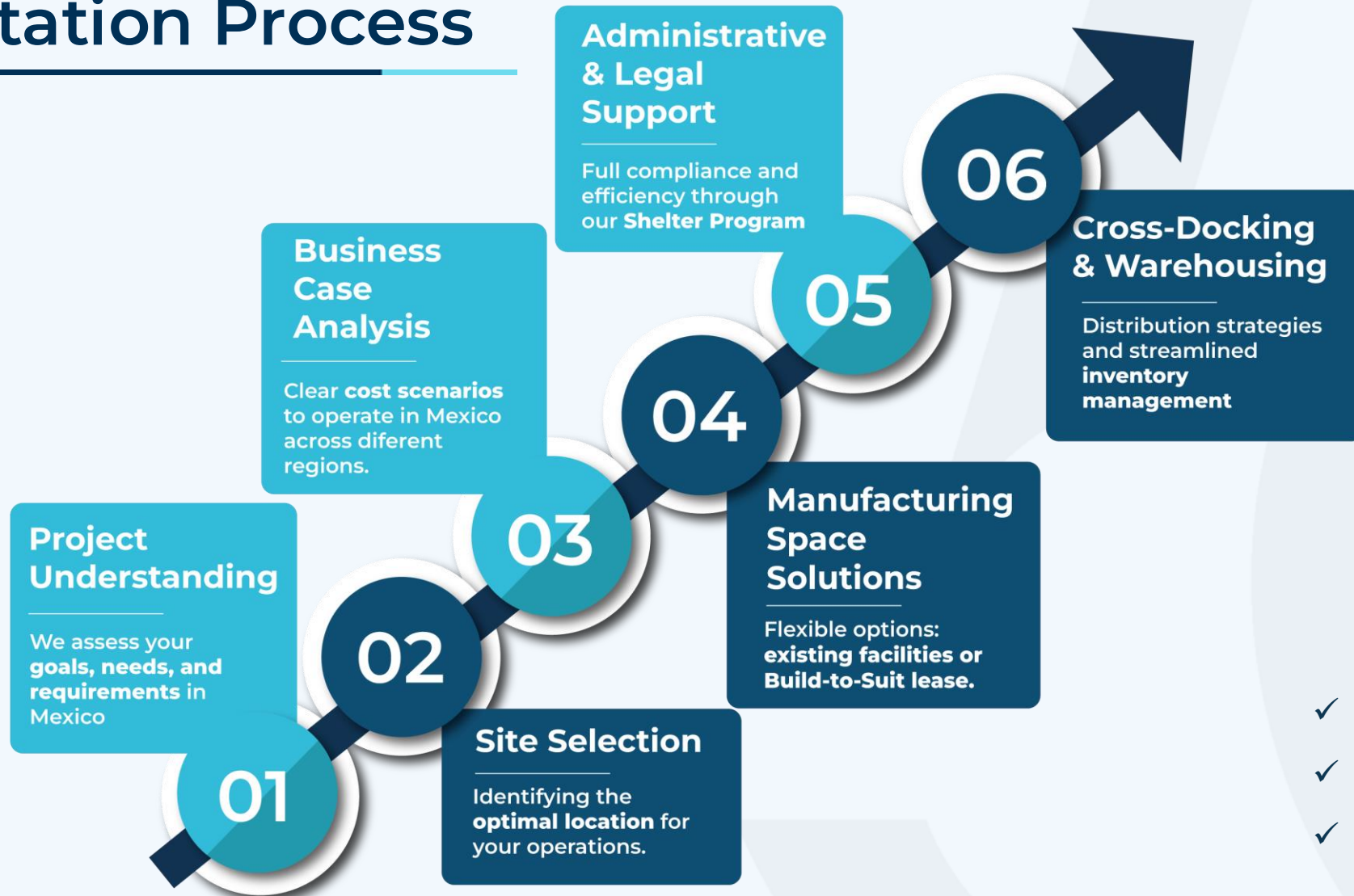
Headcount: 15
Industry: Machinery and Eq.
Product: T-Nuts
Location: Santa Catarina



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INDUSTRIAL GREATNESS

Facilitation Process



- ✓ **Information**
- ✓ **Expertise**
- ✓ **Guidance**



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INDUSTRIAL GREATNESS



Estimated Monthly Operating Cost Summary (in US Dlls)

Location:

Monterrey



Project Population = 300

Building Size Sq.Ft. = 350,000

Location:		Project Population = 300		QTY	US \$		Sub-Total	US\$	Cost/Clock Hr			
Monterrey		Building Size Sq.Ft. = 350,000							Total	Direct labor	%	
Labor	1	Direct Labor		221	\$	9.30	\$	364,766	\$633,228	\$11.88	\$16.15	50%
	2	Indirect Labor		58	\$	13.11	\$	134,947				
	3	Supervision & Engineering		16	\$	25.64	\$	72,802				
	4	Operative Management		5	\$	68.43	\$	60,712				
Building	5	Building Rent		350,000	\$	0.88	\$	308,000	\$461,797	\$8.66	\$11.78	37%
	6	Building NNN			\$	0.02	\$	7,000				
	7	Park Fees			\$	0.01	\$	3,500				
	8	Building Utilities			\$	0.26	\$	90,963				
	9	Process Utilities			\$	0.15	\$	52,334				
Logistics	10	Southbound freight	Laredo	12	\$	943	\$	11,316	\$86,846	\$1.63	\$2.21	7%
	11	Seaport Inbond Freight	Manzanillo	12	\$	4,500	\$	54,000				
	12	Northbound freight	Laredo	10	\$	943	\$	9,430				
	13	Local Freights		0	\$	-	\$	-				
	14	S. bound US/Mex broker fee		12	\$	168	\$	2,016				
	15	N. bound US/Mex broker fee		10	\$	168	\$	1,680				
	16	Additional Maritimal Cost (Seguros)		12	\$	1,800	\$	21,600				
	17	Virtual northbound (Mex broker fee only)		0	\$	43	\$	-				
	18	S. bound Freight forwarding		12	\$	382	\$	4,584				
	19	N. bound Freight forwarding		10	\$	382	\$	3,820				
Adm Cost	20	Administrative Cost						\$67,129	\$1.26	\$1.71	5%	
Other	21	Telephone & Internet					\$	759	\$11,232	\$0.21	\$0.29	1%
	22	Office Supplies					\$	564				
	23	Training					\$	800				
	24	Security Guards (12 Hr Shift)		1	\$	2,962	\$	2,962				
	25	Safety equipment		300	\$	12	\$	3,547				
	26	Cleaning (External Janitorial Services)		1	\$	1,600	\$	1,600				
	27	Union Fee					\$	1,000				

*Information valid
for 3 months
after date of
elaboration

Avg. monthly total work hours: 177.74
Avg. monthly direct labor hours : 177.43
Exchange rate: 17.50

Total estimated per Month

\$1,260,232



Total Hours/Mo.

53,321.3

Estimated Cost/Total Hr.

\$23.63

Total Direct Labor Hrs./Mo.

39,212.7

Estimated Cost/D.L. Hr.

\$32.14

\$32.14

100%

Location	Monterrey
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Building Space (Ft²)	350,000
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Lease? (Y=1/N=0)	1
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Headcount

1.00 Direct Labor	1st	2nd	3rd			\$/Hr
1.01 General Operator	62	31				8.06
1.02 Skilled Operator	35	17				8.49
1.03 Qualified Operator	45	22				11.00
1.04 CNC Operator						
1.05 Senior Specialized Operator						
1.06 Production Group Leader	6	3				14.18
1.07						
1.08						
Sub-Total Direct	148	73	0	0	0	9.30
Total Direct Personnel	221					

2.00 Indirect Labor	1st	2nd	3rd			\$/Hr
2.01 Facilities Maintenance Tech	4	1				14.35
2.02 Electrical Maintenance Tech						
2.03 Die repair / Molding Technician						
2.04 SMT Technician	4	1				11.97
2.05 Electromechanical Maintenance Tech						
2.06 PLC Technician						
2.07 Quality Inspector	4	1				10.55
2.08 Quality Technician	4	1				12.74
2.09 Laboratory Technician						
2.10 Material Handler						
2.11 Receiving and Shipping Tech	4					11.64
2.12 Forklift Operator	3	2				10.49
2.13 Warehouse Group Leader	6	2				14.76
2.14 Inventory Control Assistant	10	3				13.55
2.15 Driver						
2.16 Production Trainer	8					14.47
2.17 Guard						
2.18 Nurse						
2.19 EHS Technician						
2.20						
2.21						
2.22						
2.23						
2.24						
2.25						
Sub-Total Indirect	47	11	0	0	0	13.11
Total Indirect Personnel	58					

3.00 Supervision & Engineering	1st	2nd	3rd			\$/Hr
3.01 Direct Materials Buyer						
3.02 Material Planner						
3.03 EHS Engineer	3	1				26.19
3.04 Logistics Engineer						
3.05 Quality Engineer						
3.06 ISO Quality Engineer						
3.07 Product Engineer						
3.08 Manufacturing Process Engineer						
3.09 Manufacturing Process Engineer Sr						
3.10 Materials Engineer						
3.11 Molding Engineer						
3.12 Tooling Engineer	1	1				28.38
3.13 Project Manager						
3.14 Design Engineer						
3.15 IT Engineer	2	1				25.18
3.16 Maintenance Engineer						
3.17 Production Supervisor	3	1				25.06
3.18 Cost Accountant	3					25.09
3.19 Warehouse Supervisor						
3.20 General Affairs						
3.21						
3.22						
Sub-Total Supervision & Technical	12	4	0	0	0	25.64
Total Personnel	16					

4.00 Operative Management	1st	2nd	3rd			\$/Hr
4.01 Plant Manager	1					92.02
4.02 Operations Manager						
4.03 Production Manager	1	1				55.50
4.04 Maintenance Manager						
4.05 Engineering Manager						
4.06 Quality Manager	1	1				57.78
4.07 Materials Manager						
4.08						
4.09						
Sub-Total Management	3	2	0	0	0	68.43
Total Management Personnel	5					
Total Headcount	300					

Utilities Monthly Est. Consumption (ONE measurement ONLY)	
Tension	M
Electricity ~ kWh	278,000
Water ~ m³	-
Water ~ ft³	-
Water ~ Gallons	25,000
Natural Gas ~ ft³	
Natural Gas ~ Gcal	

In Park = Y, Off Park = N	Y
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Southbound Shipments Freight/Mo	12
Seaport Inbonds Freight/Mo	12
Northbound Shipments/Mo	10
Northbound Freight Forwarding	10
Local Shipments	
Virtual Exportations	

Exchange Rate (MXP/USD) =	\$17.50
Weighted Avg. hours per year =	2132.8

Location
Monterrey

Port of Entry
Laredo

Seaport
Manzanillo

CONCEPT		General Operator
Base Salary (Pesos per Day)		\$ 382.70
BY LAW	SDI	\$ 476
	Base Salary (Pesos per Day)	\$ 131,649
	Basic Benefits:	\$ 64,705
	Vacation Days	12
	Vacation Premium	50%
	Holidays	9
	Christmas Bonus	21
	Savings Fund (*)	7%
	Food Coupons (Pesos/Wk)	\$ 300
	Attendance Bonus (Pesos Wk) estimated	\$ 150
MARKET	KPI(Pesos/Wk)	150
	Profit Sharing (Days/Yr)	14
	Additional Benefits:	\$ 45,270
	Cafeteria (Pesos/Wk)	\$ 443
	Life Insurance (Pesos/Yr)	\$ 350
	Medical Major (Pesos/Yr)	\$ -
	Uniforms (Pesos/Yr)	\$ 1,000
	Transportation (Pesos/Yr)	\$ 18,500
	Medicines (Pesos/Yr)	\$ 400
	Social Activities (Pesos/Yr)	\$ 2,000
	Sports Activities (Pesos/Yr)	\$ -
	Others (Pesos/Yr)	\$ -

General Operator // 1 Shift

Simple duties such as assembling or adjusting parts or components, operating equipment, or machinery of easy handling and/or performing simple test to verify product.

(Primary School, Unskilled, No Experience, Follows basic instructions)

Fiscal Cost:	\$ 58,487	TOTAL TAXES
Social Security	\$ 39,530	
Housing Program	\$ 8,694	
State Tax	\$ 5,918	
FEDERAL TAX	4345.519185	
Subtotal:	\$ 58,487	
Total Annual (Pesos)	\$ 300,111	
Exchange Rate (USD/MXP)	\$ 17.50	
Hours per Year	2,129	
Cost per Hour (USDlls)	\$ 8.06	
Total cost per Month (USDlls)	1,429.10	

PARTNER FOR SUCCESS

INDUSTRIAL REAL ESTATE



American Industries®

Monterrey Metropolis



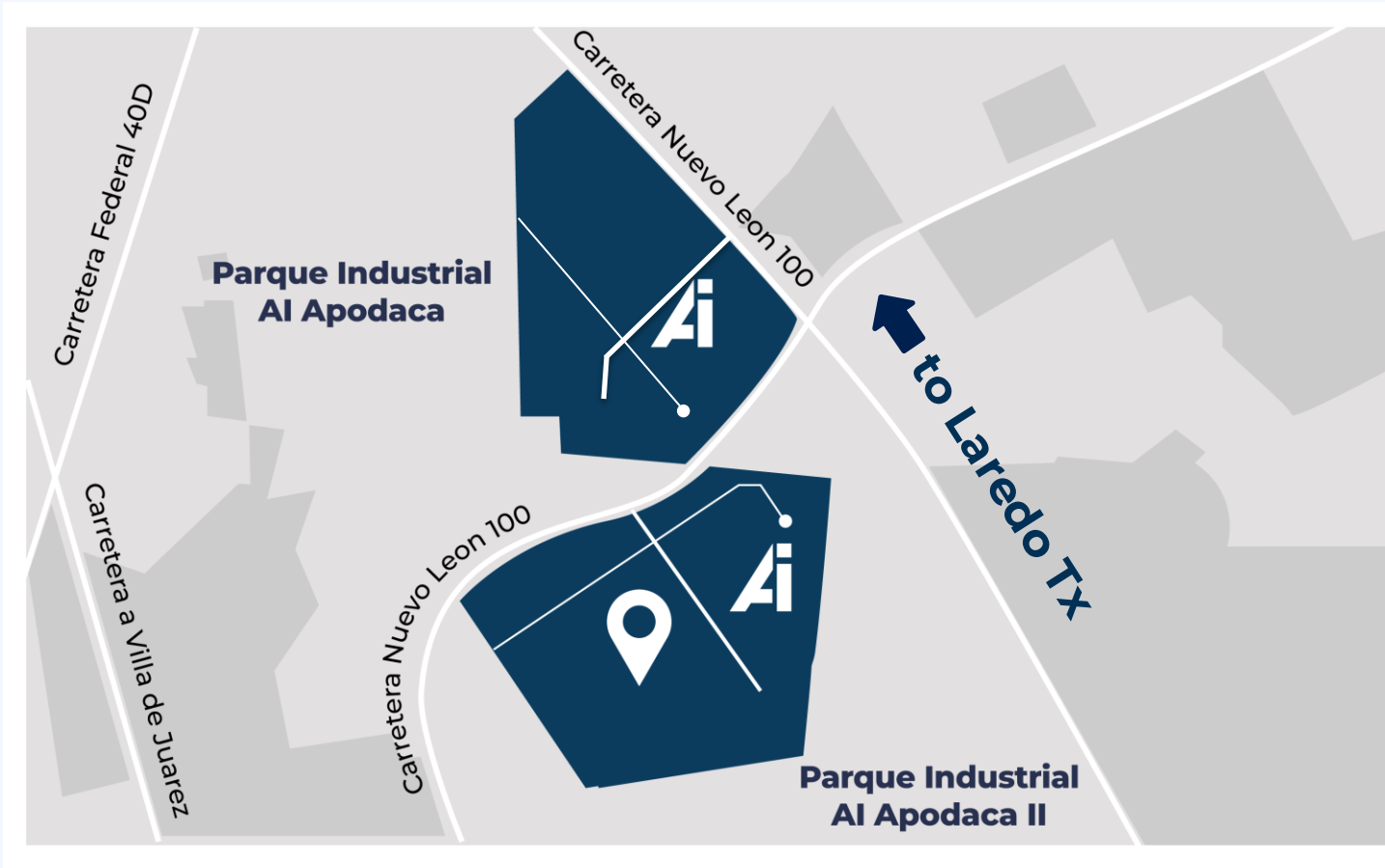
Nuevo León



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Location



American Industries Apodaca I and II Location

- Logistics Access to the U.S.
- Largest Concentration of Industrial Parks
- Accessible Industrial Labor Pool



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AI Apodaca II

INDUSTRIAL PARK



INVENTORY BUILDINGS & BTS FOR LEASE

- ✓ Inventory Building VI: 100,070 Sq.Ft. Available
- ✓ Inventory Building VIII: 146,136 Sq.Ft. Available
- ✓ Inventory Building IX: 240,000 Sq.Ft. Under Construction
- ✓ Inventory Building X: 500,000 Sq.Ft. Planned
- ✓ Land for Build To Suit (BTS) projects for lease

We will show you all available buildings in the region



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Building Design

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BACK-OFFICE SERVICES

Shelter Program | Administrative Services



American Industries®

Operating Frameworks



**Shelter Existing
Legal entity**

Not Incorporated

COST CENTER

From Clients Headquarters

Extension of existing IMMEX program
Exception of VAT on imports

Consigned to AI
Imported in temporary basis

Operates as a cost center

**Invoice
Of finished products**

**IMMEX
VAT Certification**

**Raw Material
Machinery & Equipment**

**Accounting
& Cost Calculation**

**Clients own
Legal entity**

Incorporated

COST or PROFIT CENTER

From Clients headquarters (IMMEX)
Or invoicing from Mexican entity (No IMMEX)

Clients IMMEX program obtention
Exemption of VAT until programs approval

Consigned or owned
Imported in temporary or permanent basis

Additional accountant & software cost



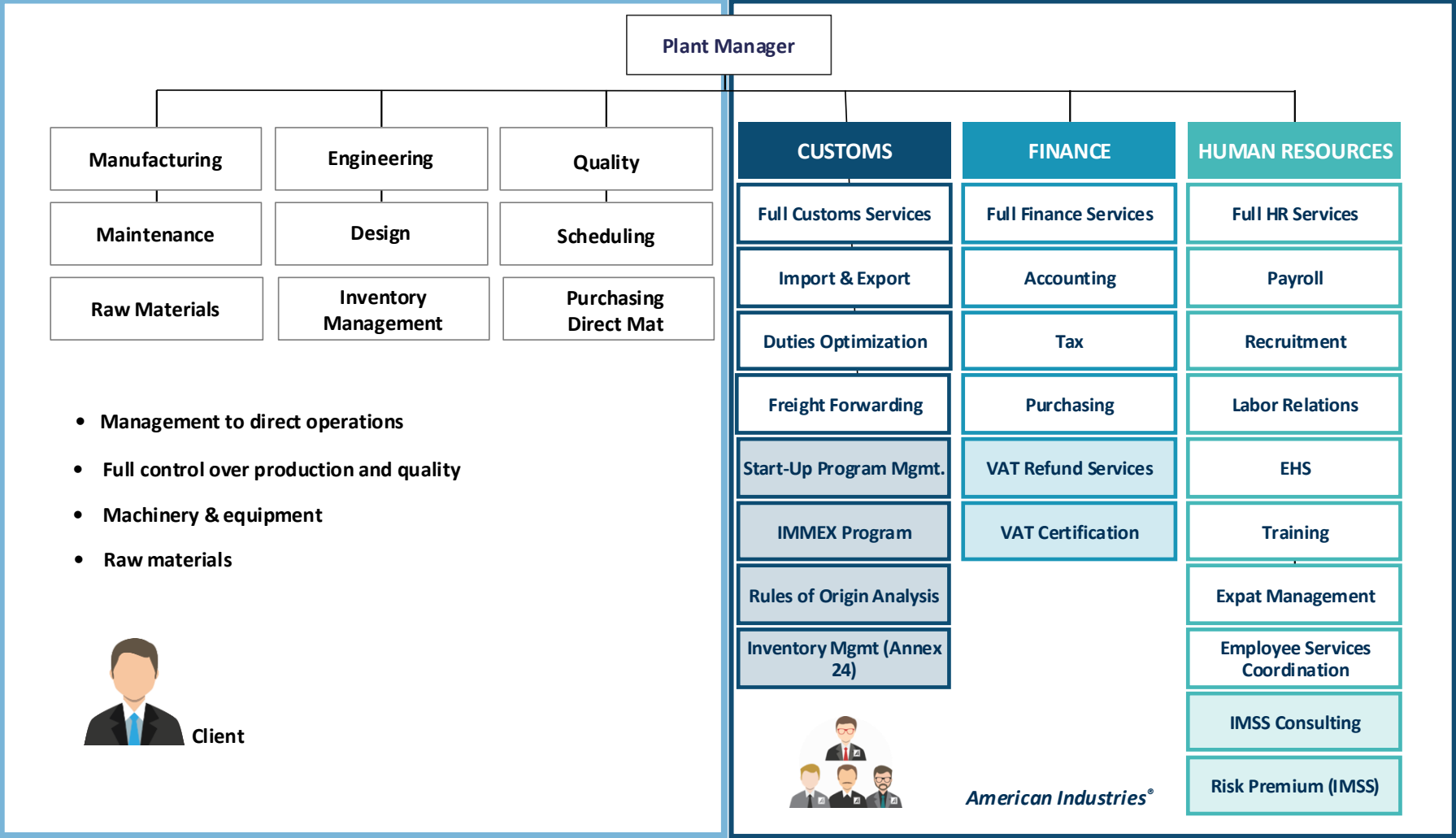
American Industries is able to offer the same scope of services in either framework.



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Back Office Support



Flexible Options

- ✓ **Full Service**
All included
- ✓ **Modular**
Pick by group
- ✓ **On Demand**
Pick by unit



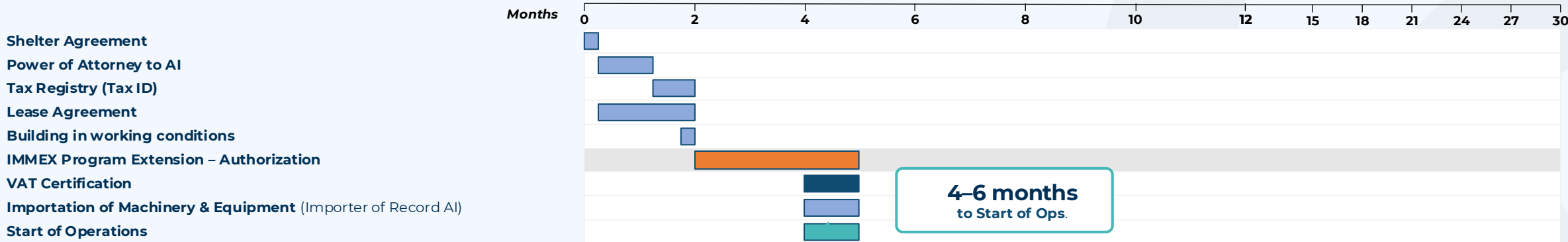
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INDUSTRIAL GREATNESS

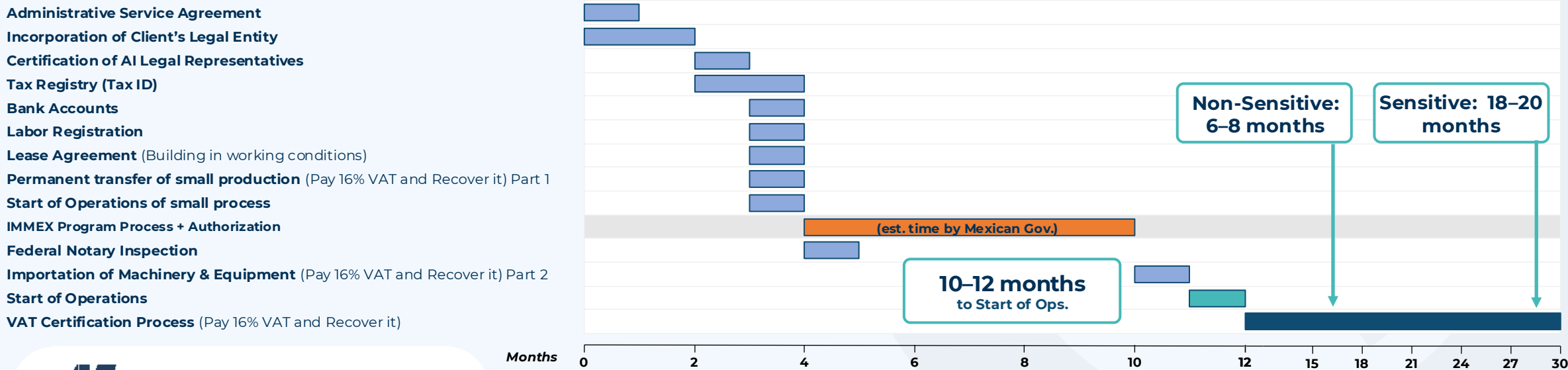
Timeline

SHELTER VS. INCORPORATED LEGAL ENTITY

SHELTER — Under American Industries legal entity



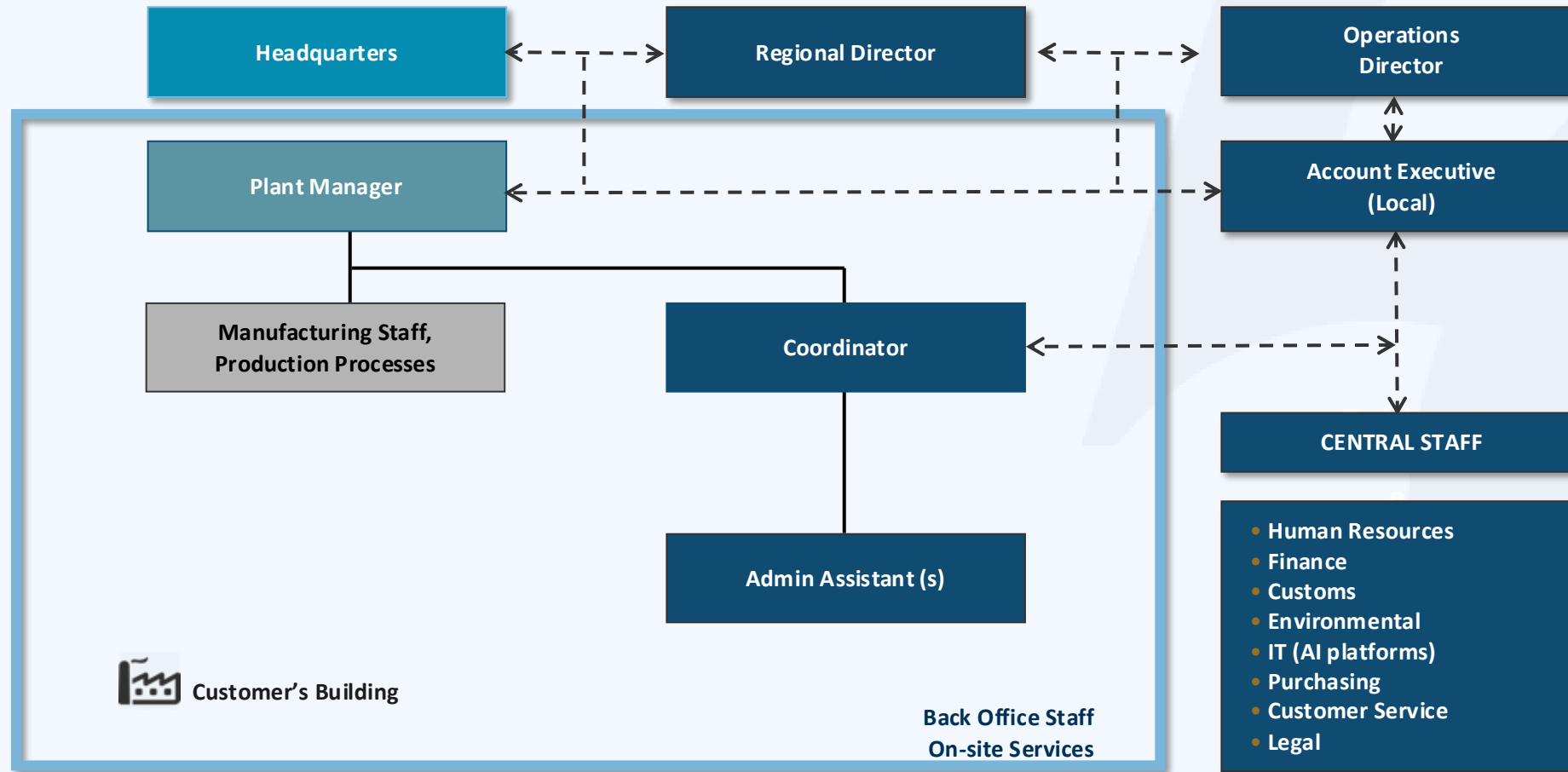
CLIENT’S LEGAL ENTITY — Under client’s own Mexican legal entity



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Operating Structure



All back-office staff is American Industries cost.



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CROSS-DOCKING AND WAREHOUSE



American Industries®



American Industries®

Warehousing and Cross-docking



80 Clients (Aerospace, Automotive, Medical & more)



140+ Parcel boxes / day



1,100+ Pallets / day



70+ Southbound consolidated shipments / day

SERVICES

- ✓ Cross-docking
- ✓ Indirect / Distributor Cross docking
- ✓ Reception & consolidation to Mexico
- ✓ Warehousing
- ✓ Distribution
- ✓ PO Management
- ✓ Kitting services
- ✓ Labeling

EL PASO



177,760 Sq.Ft

10 min from
Zaragoza
International Bridge

TEXAS

LAREDO



71,535 Sq.Ft

10 min from World Trade
Bridge
(Bridge IV in USA, Bridge III
in MX)

50,000+

**Trouble-free import/export
transactions per year.**



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CONTACT US:

THANK YOU

Paulina González

pgonzalez@aiig.com

Regional Director

Melany Calderón

mcalderon@aiig.com

Business Development Manager

Iván Ochoa

iochoa@aiig.com

Business Development Manager



American Industries®