

Introduction of Kyokuto Boeki Kaisha Mexico “KBK Mexico”

Kyokuto Boeki Kaisha Mexico, S.A. de C.V.



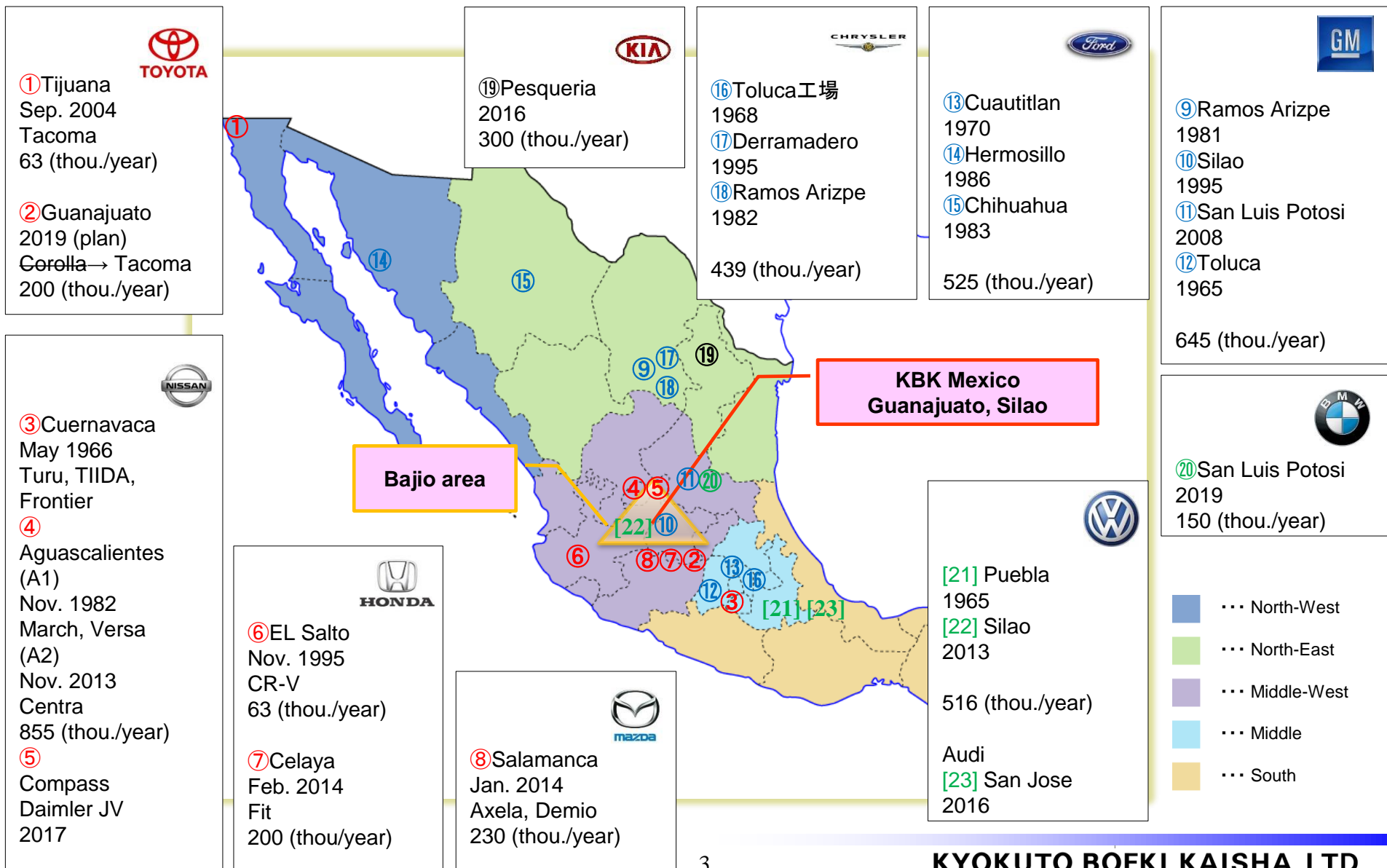
- 1. KBK Mexico
(Overview, Location, Handling Products)**
- 2. KBK Advantage**
- 3. KBK Mexico Logistics**
- 4. KBK Global Network**
- 5. Sales Window Information**

KBK Mexico - Overview

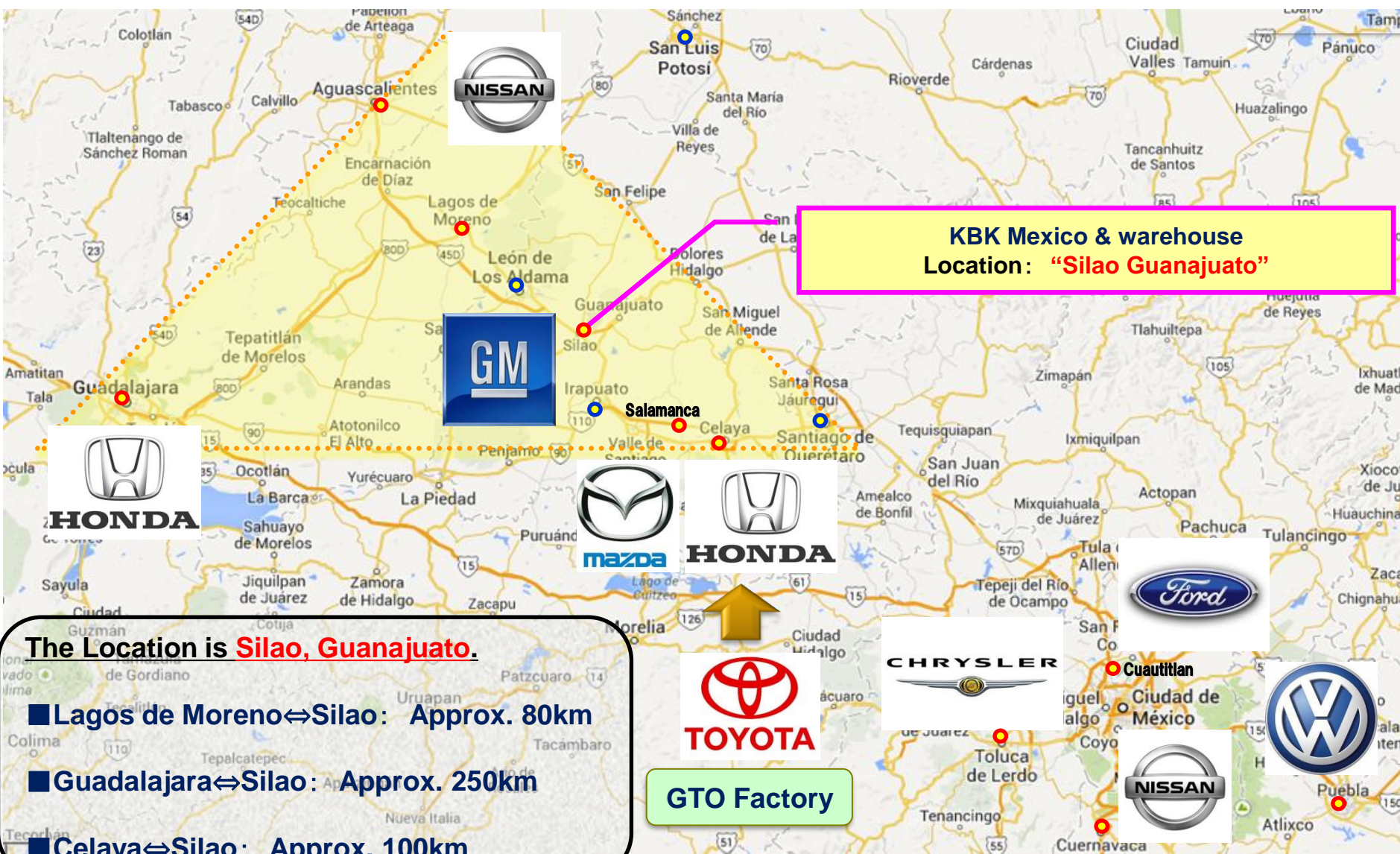


Company Name	Kyokuto Boeki Kaisha Mexico, S.A. de C.V.
Location	Guanajuato Silao, Puerto Interior No. 105
Establishment	February, 26th in 2015
Capital Fund	USD 1,250,000 / MXP 18,125,000 @ 14.50
Shareholders	KBK Japan: 53.7%, ETO Japan: 45.8% ZRC Japan: 0.5%
Business Description	Export, import, sales and wholesale sales of and agent services relating to machinery, equipment, materials, chemicals.
Employees	Japanese Resident Representative, Mexican Staff

KBK Mexico - Location



KBK Mexico - Location



The Location is **Silao, Guanajuato.**

■ **Lagos de Moreno** ↔ **Silao**: **Approx. 80km**

■ **Guadalajara** ↔ **Silao**: **Approx. 250km**

■ **Celaya** ↔ **Silao**: **Approx. 100km**

GTO Factory

KBK Mexico - Handling Products - Automotive



- **Automotive Harness materials**
Cable, Tape, Terminal, Coupler, Retainer, etc.



- **Automotive Exterior and Interior**
Film, Material, Chemicals
Ex. Decollation Film, Resin, Paint, etc.



- **Carbon-Fiber**
Ex. PAN type



- **HARVES Lubricant & Grease**
Dry Surf – Lubricant
Hi Lube - Grease



- **Paint Line**
Ex. Spindle Paint Line



- **Screw**
Various Screw products for Automotive parts



- **Automotive Assembled parts**
Ex. ABS parts

- **Various Rolls**
Non-Woven Roll for Automotive Pressing
Copper Rolls for Strip-Caster



Non-Woven Roll



- **Extruder**
Twin Extruder Machinery for Resin Compounding

KBK Mexico - Handling Products - Automotive



- **Stainless Steel Fiber**
Ex. Stainless Knit Sleeve
for Rolls of Glass Manufacturing Line



- **Aluminum Plate for Vacuum Metalizing**

- **Steel-Wire**
Steel-Wire for Automotive



- **DELVO / Screw assemble**

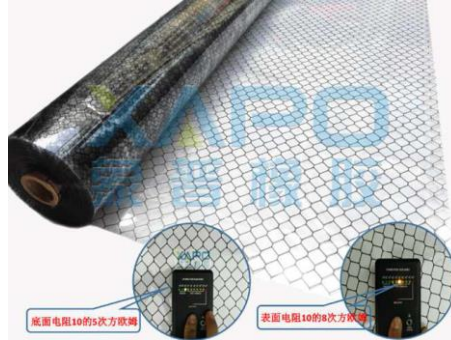


- **Particle-Counter**

KBK Mexico - Handling Products - Automotive



- Antistatic Sheet for Rack



- LION DIFFUSION PUMP OIL A



- Screw Feeder

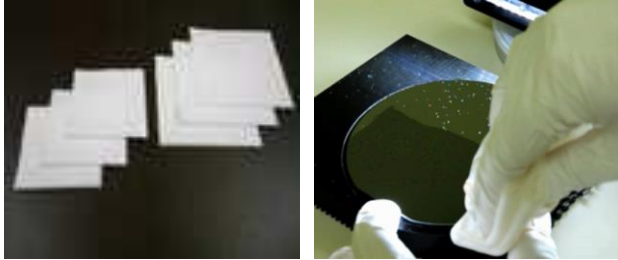


- Ink
Stefan Kupietz



- Ultrasonic-Cutter

KBK Mexico - Handling Products - Automotive



- CR-Wiper for cleaning



- Weight Scale

STAT·CLEAN



- STAT-CLEAN / Ionizer



- Auxiliary Arm
* Assemble line



- UV High-Pressure Mercury Lamp
* UV paint line

Volume Discount	<ul style="list-style-type: none"> • High volume can be applied to attractive price, especially resin. • Purchase with high volume and reduce cost.
Safety Storage	<ul style="list-style-type: none"> • Keep always safety storage. • Even little volume product, purchase by minimum order.
Daily distribution	<ul style="list-style-type: none"> • Distribute immediately based on customer's request. • Enable to distribute daily from the warehouse close to customer.

Volume Discount
(Ex: Bayer PC resin)

(lb.)	(kg)	750kg/Box	Cost Down
5,000	2,265	5 boxes	NA / Min.
10,000	4,530	6 boxes	7%
20,000	9,060	12 boxes	3%
40,000	18,120	24 boxes	3%
45,000	20,385	※Silo	1.5%



- ❑ 「13%」Cost Down by gayload-box
- ❑ Purchase with competitive price by high volume and keep safety storage by warehouse close to customers.
- ❑ Reduce warehousing cost by KBK's know-how.
- ❑ Distribute with customer's demand daily by competitive price.



Bajio area -

**Logistic Partner
(Warehouse, Truck)**

**5 minutes from
KBK MX office**



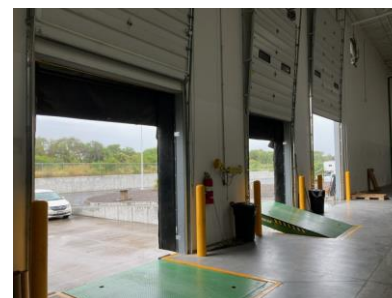
**Warehouse
Front Entrance**



**Warehouse
Trailer Docks**



**Warehouse
Trailer Parking**



**Warehouse
Inside Space**

 **BASAL**
Almacenamiento y Logística
Seco ■ Congelación ■ Refrigeración

Monterrey area -
Logistic Partner
(Warehouse, Truck)



KBK Mexico Warehousing:

Location:	<ul style="list-style-type: none"> • Silao, Guanajuato • From Silao, we distribute all Bajio district.
Safety Storage, Daily Distribute:	<ul style="list-style-type: none"> • Keep always Safety Storage. • Distribute requested volume from customers, ARO 1 day.
Hazmat Product:	<ul style="list-style-type: none"> • Handle Hazmat product (UN1263 / Class 2).
Security:	<ul style="list-style-type: none"> • Security considered. • 24H securities with cameras inside and outside, IR.
Lot control:	<ul style="list-style-type: none"> • Control Lot No. based on FIFO.
Local Risk:	<ul style="list-style-type: none"> • No damage, robbery in the past. • Rt. 45 and 450 (Highway)
Manpower:	<ul style="list-style-type: none"> • Due to KBK Mexico's Logistic Operation, Customers can reduce their operations, especially storage control.



【Non-Hazmat products】:

Ex. Resin, Parts

All small boxes Wrapped.

All products including Gay-Load boxes on the pallet.



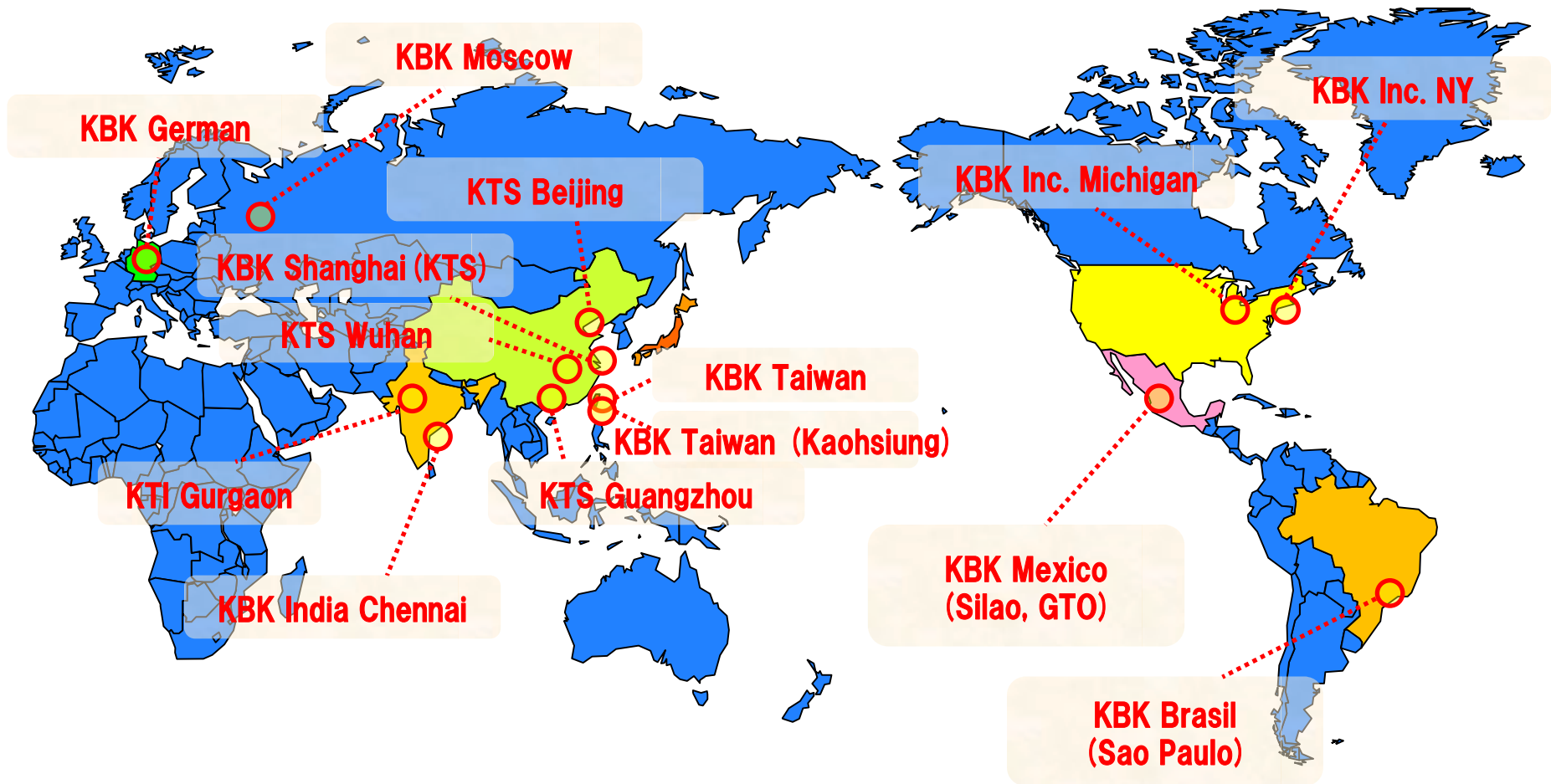
【Hazmat products】:

Ex. Paint (UV Coating)

Each pallet Wrapped and Reinforced by Rubber-Belt.



KBK Global Network



Sales Window Information



Michinaga Noji / 野地 通永

President

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Gracias

Kyokuto Boeki Kaisha Mexico, S.A. de C.V.

