

# GRUPO BOCAR

### **Business by Division**

22%

#### **BOCAR**<sup>®</sup>

#### **Automotive Integrated Systems**

CNC Machining, Assembly, Prototypes, Design and Testing.



PLASTIC TEC\*



#### **Plastic Automotive Systems**

Injection Moulding, Painting, Assembly and Welding.

Plastic Tec







#### **Aluminum Automotive Systems**

High Pressure Die Casting, Semi Permanent Mould, CNC Machining, Assembly and Testing.

Plastic Tec SLP





57%



302 mdd Volume 2008

#### **PURCHASING VOLUME BY COMMODITIES**

	ALUMINUM	RESINS	DIRECTS	INDIRECTS	MACHINERY	SERVICES	TOTAL
	26%	6%	<b>50%</b>	4%	9%	4%	
EUROP	\$0	\$4	\$65	\$7	\$25	\$0	\$101
USA	\$79	\$1	\$39	\$1	\$2	\$0	\$121
MEXICO	\$1	\$15	\$28	\$2	\$1	\$12	\$59
OTHERS	\$0	\$0	\$21	\$0	\$0	\$0	\$21
mdd	\$80	\$20	\$153	\$10	\$28	\$12	\$302

# Purchasing Volume 2008

GRUPO BOCAR

302 mdd Volume 2008

# PURCHASING VOLUME BY COMMODITIES

Aluminum	Resins	Directs	Indirect	Machinery	Services
Ingot 413	PP	Throttle body	Coolant, oil	Bühler	Transportation
Ingot 380	Nylon	Injectors	Lubricants	Chiron	Maintenance
Ingot 332	PC / ABS	Stamping	Spare parts	Heller	Systems
			<b>Cutting Tools</b>	Krauss Maffei	

# Purchasing by Market (302 mdd volume 2008)



Europ Market \$101 mdd 34 %

USA Market \$121 mdd 40 %

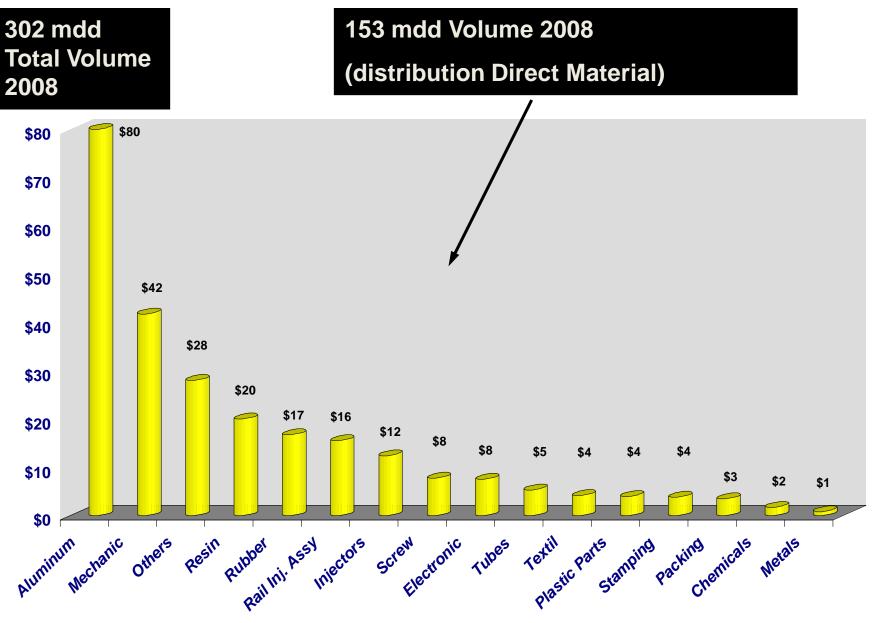
> México Market \$59 mdd 20%

Other Market \$21 mdd 7 %

	USA	EUR	MEX	OTHERS
	99%		1%	2.1
RESIN	5%	20%	75%	· · · · ·
DIRECT	25%	43%	18%	21%
NDIRECT	25%	65%	10%	
ACHINERY	7%	90%	3%	
SERVICES			100%	

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# Purchasing by Division (Direct Material)



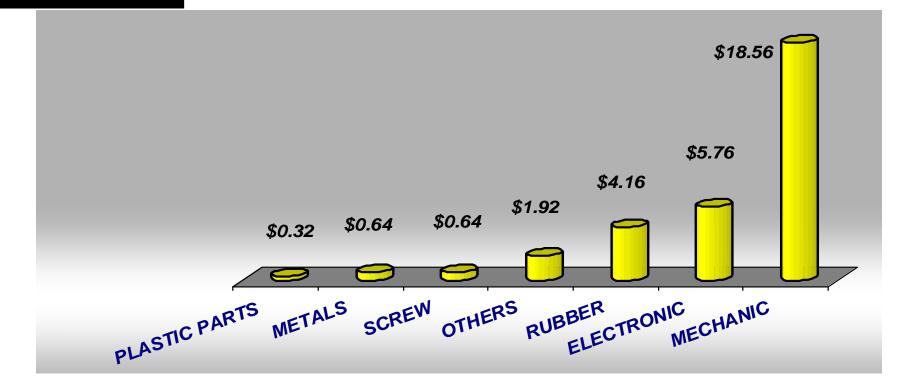
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BOCAR

Sourcing in emerging markets

Actual European Market \$101 mdd Sourcing in emerging markets \$ 32 mdd



GRUPO BOCA

BOCAR

Increase of emerging market to 32 mdd

32% of actual purchasing in European market

#### Arturo Rocha

Purchasing Manager Location: México City Ph: (55) 5422 2344 e-mail: <u>arocha@bocar.com.mx</u>

# Mark Okla

#### **Purchasing Development Manager**

Location: Wixom, MI Ph: (248)668 4930

E-mail: mokla@auma.us





# Thank you!