Welcome to the world of SAMKwang
Samkwang has been established at Reynosa Mexico since 2005 with a clear mission to be 100% Customer-focused. Providing services from top-quality facilities, technological know-how, and competent human talent.

Through incessant creation and innovation, we are intent on becoming one of the top-ranking technology companies of the world.

1. Company Overview

*Continuously striving to anticipate, meet and exceed all customer requirements*

<table>
<thead>
<tr>
<th>Country</th>
<th>Company Name</th>
<th>Sales Amount</th>
<th>Year</th>
</tr>
</thead>
<tbody>
<tr>
<td>MEXICO</td>
<td>SAMKWANG AUTOMOTIVE Co., Ltd.</td>
<td>7.8 M USD</td>
<td>2018</td>
</tr>
<tr>
<td>KOREA</td>
<td>SAMKWANG AUTOMOTIVE Co., Ltd.</td>
<td>300 M USD</td>
<td>2018</td>
</tr>
<tr>
<td>VIETNAM</td>
<td>SAMKWANG AUTOMOTIVE Co., Ltd.</td>
<td>440 M USD</td>
<td>2018</td>
</tr>
<tr>
<td>VIETNAM</td>
<td>(New company 2018 founded)</td>
<td></td>
<td></td>
</tr>
</tbody>
</table>
2. Management Philosophy

- **Vision**
  - A strong foundation of Core Competences, serving a Global Market, with World Class Performance in Delivering Value-added Services

- **Behavioral Norm**
  - **Ownership**
  - Persistency to achieve goals

- **Core Values**
  - **Human Talent**
    - Provides equal opportunity for everyone on the belief that ‘People are the Key.’ We believe in treating our customers with respect and faith
  - **Emphasis on Fundamental**
    - We integrate honesty, integrity and business ethics into all aspects of our business functioning
  - **On-site Oriented**
    - On the basis of 3 On-site Principles (On the site, On-site observation, On-site grasping) everyone is urged to solve problems on site.
  - **Technology First**
    - Driving force for future will be sought through automation and development of new technologies.
  - **Differentiation**
    - Differentiate in product and technology to remain competitive at all time.
Based on our core capability, SAMKWANG has a plan to expand its business into diverse products and materials as an expert company.

**Products Diversification**
Expanding into automotive, Cosmetics, home-appliance, and medical equipment field

**Materials Diversification (Korea/China)**
Expanding to such material field as urethane, silicone, metal, glass, and electronics

**Autonomous, robotics & singularity**
4. SWOT

**Strengths**
- Close relationship with our Customers and geographical proximity
- Management team with wide experience in product and business know-how
- Continuously improving to adapt promptly to Customer necessities
- High Quality Products
- Availability for expansion

**Weaknesses**
- Personal Turn over (Total Reynosa Maquila on 2019 needs 6000 union personnel to cover its demand)
- Machines more capacity than 550T (1078T requested by some customer low volumes)
- Verticals Machines need as part of process (no potential customer at the moment)
- Continuously improving to adapt promptly to Customer necessities
- No direct competitor near the area

**Threats**
- Increase of supplier costs which can have a high impact with our Customer
- Price wars

**Opportunities**
- Focus on market surveillance to meet Customer goals & Increase the use of technology for better products and services
- R&D offering from partner in Korea
- Asia prices
- Personal Turn over (Total Reynosa Maquila on 2019 needs 6000 union personnel to cover its demand)
- Machines more capacity than 550T (1078T requested by some customer low volumes)
- Verticals Machines need as part of process (no potential customer at the moment)
5. Company History

- 1974: Samkwang Industries Co. was founded in Masan Korea
- 2007: Machine Capability increase. Two show molding added
- 2010: Honored with the 2010 productivity award from Stanley Black and Decker
- 2019: Honored with the 2018 Working Capital from Stanley Black and Decker
On the strength of process improvements know-how and product quality, Samkwang is growing into business

Green belt certification September 2019

VSM certification September 2019
6.1 Samkwang global presence

Korea
- 1st Factory
- 2nd Factory
- 3rd Factory
- 4th Factory
- 1st Office

China
- 1st Factory
- 2nd Factory
- 3rd Factory

Vietnam
- 1st Factory
- 1st Office

Mexico
- 1st Factory

USA
- 1st Office

<table>
<thead>
<tr>
<th>Country</th>
<th>Count</th>
</tr>
</thead>
<tbody>
<tr>
<td>Korea</td>
<td>845</td>
</tr>
<tr>
<td>China</td>
<td>4,870</td>
</tr>
<tr>
<td>Vietnam</td>
<td>1,374</td>
</tr>
<tr>
<td>Mexico</td>
<td>190</td>
</tr>
<tr>
<td>USA</td>
<td>1</td>
</tr>
<tr>
<td><strong>Total</strong></td>
<td><strong>7,280</strong></td>
</tr>
</tbody>
</table>

6. Company Organization

CEO

IT
Automotive
Tool
R & D
Medical
Cosmetics
7. Gross Sales

CAGR (Compound Annual Growth Rate) / Included overseas sales.

CAGR 23.9%

Business re-location from Korea-China. Lower cost value business offered
8. Manufacturing Process

SAMKWANG as one-stop solution provider

- Material
- Molding
- Metal
- Painting
- PVD
- Laser
- Printing
- Tool Shop
- Sub-component
- Assy
- Tooling
- Metrology Lab

In-house / Out-sourcing
On the basis of accumulated processing technology and know-how from general-use to precision facility, Samkwang realizes processing of quality precision products and implements diverse molding injection and patterns.

We provide solutions that can solve problems as they occur in injection process through accumulated knowledge, from the design stage to stable mass production.

**Equipment Status**

- EDM CNC
- Conventional EDM
- Die Posting Machine
- EDM Drill
- Mig, Tig & Laser Weld Machine
- CNC Milling Machine
- Conventional Milling Machine
- NC Wire EDM
- Lathe

- Grande Machine
- Height Gauge
- Eng. Change / Repairing
- Go-No Go gages, Poka-yokes
- New Tool capability via Korean partnerships.

CNC-RXP 500

IDN-Robo form 350

Regular lathe

Regular milling machine

Wire or thread cutter machine

Manual IDM
With state-of-the-art injection facility, we have technological capability for injection control and superb reproducibility as well as quality and cost competitiveness through unmanned automation system.

We can meet specifications desired by our clients using plastic injections for prompt production with the capacity for reproducibility and mass-production capacity. On the strength of on-going R&D and specialized know-how for injection of mobile phones, we have competitiveness in productivity and cost thanks to our unmanned automation system. We ensure quality products with bold investments in injection clean-room and optimum work environment.

### Equipment Status

- Primarily based on Engel machine
- Expansion availability
- 40 Machines

<table>
<thead>
<tr>
<th>Equipment</th>
<th>Qty</th>
</tr>
</thead>
<tbody>
<tr>
<td>6T (Baby Plast)</td>
<td>3</td>
</tr>
<tr>
<td>70 Hydraulic</td>
<td>1</td>
</tr>
<tr>
<td>80T Hydraulic</td>
<td>1</td>
</tr>
<tr>
<td>150 Hydraulic</td>
<td>15</td>
</tr>
<tr>
<td>180T Electric</td>
<td>3</td>
</tr>
<tr>
<td>220T Hydraulic</td>
<td>5</td>
</tr>
<tr>
<td>240 Electric</td>
<td>1</td>
</tr>
<tr>
<td>300T Hydraulic Two shots</td>
<td>4</td>
</tr>
<tr>
<td>350T Electric</td>
<td>1</td>
</tr>
<tr>
<td>350T Hydraulic</td>
<td>2</td>
</tr>
<tr>
<td>450 Hydraulic</td>
<td>2</td>
</tr>
<tr>
<td>550T Hydraulic</td>
<td>2</td>
</tr>
<tr>
<td>550T Electric</td>
<td>1</td>
</tr>
<tr>
<td>250 Hybrid</td>
<td>1</td>
</tr>
<tr>
<td>310 Electric</td>
<td>1</td>
</tr>
<tr>
<td>350 Hybrid</td>
<td>1</td>
</tr>
<tr>
<td>1080 Hybrid</td>
<td>1</td>
</tr>
</tbody>
</table>

Expands of 4 new machines (3rd quarter FY20)
8.3 Capacity

- 6T (Baby Plast) Qty= 3
- 70 Hydraulic Qty=1
- 80T Hydraulic Qty=1
- 150 Hydraulic Qty= 15
- 180 T Electric Qty= 3
- 220T Hydraulic Qty=5
- 240 Electric Qty=1
- 300T Hydraulic Two shots Qty=4
- 350T Electric Qty=1
- 350T Hydraulic Qty=2
- 450 Hydraulic Qty=2
- 550T Hydraulic Qty=2
- 550 Electric Qty=1
8.4 Painting

We are in possession of world-class technology and unmanned automation system that can implement diverse coating patterns.

We can implement both spindle method and X-Y method of coating to go with our auto process system that can minimize defects in coating process.

- Flat Surface Painting (X-Y Paint Lines)
- Irregular Surface Painting (Spindle Paint Lines)
- Piano Black
- Top UV coating
We are in possession of world-class technology and unmanned automation system that can implement diverse coating patterns.

- Pad Printing
- Heat Transfer
Applying the principle of intaglio-type marking using different wave lengths and energy, we are implementing diverse forms of marking on the surface of various materials such as logo, trade mark, letters, and pictures.

We are in possession of state-of-the-art Fiber laser equipment that has a function to transform unique colors using instant chemical reactions that do not damage surfaces. Our equipment is very beneficial in reinforcing durability of product quality with specialize technologies for stabilization of TSP tapes and removal of flaws in coating. The technology can be applied to such fields as plastic injection, materials for auto interior, eye-glass frame, medical instruments, and precious metal marking.
8.7 Assembly line

We implement assembly work of complex and precise plastic parts through construction of automation line perfectly if is required, and realize customer delight through epoch-making productivity and the highest quality.

We have secured technological capacity to assemble diverse plastic parts through stable operation of experienced workers on assembly line and respond to quality and delivery requests from our clients through construction of automation lines, streamlining the assembly process of complex plastic parts based on accumulated know-how in years of manufacturing process, we are maximizing efficiency through optimization of processing equipment and process.
9. Facility status & global presence

**Gyeongsan**
- Injection: 40
- Painting: 2
- Laser: 3
- Printing: 2
- Assy: 12

**BacGiang**
- Injection: 92
- Painting: 2
- Laser: 18
- PVD: 4
- Printer: 8
- CNC: 15
- Assy: 16

**San Jose**
- Injection: 117
- Painting: 9
- Laser: 37
- PVD: 12
- MCT: 118
- Printer: 34
- Assy: 26
- CNC: 9

**Vietnam**
- Injection: 92
- Painting: 2
- Laser: 18
- PVD: 4
- Printer: 8
- CNC: 15
- Assy: 16

**India (Office will be open Oct 2021)**
- Injection: 154
- LSR: 10
- Painting: 5
- PVD: 8
- Press: 11
- Anodizing: 1
- Laser: 17
- Printer: 27
- buffing: 11
- Assy: 19

**Mexico**
- Injection: 154
- LSR: 10
- Painting: 5
- PVD: 8
- Press: 11
- Anodizing: 1
- Laser: 17
- Printer: 27
- buffing: 11
- Assy: 19

**USA**
- Injection: 154
- LSR: 10
- Painting: 5
- PVD: 8
- Press: 11
- Anodizing: 1
- Laser: 17
- Printer: 27
- buffing: 11
- Assy: 19
By maximizing customer satisfaction, stabilizing development quality, and 100% achievement of standard perfection ratio through process control, we are concentrating all our efforts on realizing customer satisfaction through world-class quality and services.

Quality Assurance Process (IPO System)
Quality assurance process consists of 3 stages of IPO, and competitiveness is reinforced by repetitive implementation of IPO. * IPO: IN-PUT QUALITY, PROCESS QUALITY, OUT-PUT QUALITY)

State of Quality Assurance
Emphasis is placed on enhancing quality competitiveness through quality compliance by stage and thorough verification from the design stage to manufacture and quality innovation. An integrated management and analysis system is being constructed that covers systematic process control, continuous process monitoring, statistical techniques, and company-wide proposals.
10.1 National Minority supplier in process

In process to get the National Minority Supplier
10.2. Metrology & test facilities

- 3D Visual Measuring Machine (.0001” Tolerance) 2 set
- CMM from “Brown & Sharpe”
- CMM_Scan from “Wenzel”
- Push and Pull Tester
- Spectrophotometer
- Rubbing Tester
- Salt Spray Tester
- Thermal Shock chamber

- Tumbler Tester
- Vibrator Tester
- Light Booth
- MFI Tester
- Moister Analyzer
- Temperature and Humidity chambers

Equipment Status

- VMM PMS 300
- CMM - Wenzel LH65
- CMM - BROWN SHARPE
- SALT SPRAY TESTER
- GLOSS METER
- MELDED TESTER
- SPECTROPHOTO METER
- (Thermal Hygrostat)
- (Thermal Shock Test Chamber)
Since establishing DG factory in March 2009, the factory has been steady revenue growth and become the largest partner of Samsung and Verifone within 4 years that makes successfully to build the most important production base of the global production network of Samkwang. Through contributing to job creation and economic development of communities, and social contribution activities, DG Samkwang is trying to do its best for corporate social responsibility.
SAMKWANG VINA has been established in 2018 to cooperate with SAMSUNG strategically.

SAMKWANG VINA is focusing on manufacturing for SAMSUNG now and growing rapidly. New factory has a clean manufacturing environment, and SAMKWANG VINA are contributing to the revitalization of the economy of Bac Giang province. As a corporation that will be in charge of SAMKWANG’s major sales in the future, based on the experience of Dongguan, SAMKWANG, SAMKWANG is focusing all of its capabilities to be a NO.1 injection company in Viet Nam.

**Company Name**: SAMKWANG Vina Co., Ltd

**Capital**: $ 300 Million

**Founded on**: 2018. 5

**Type of Business**: Manufacturing

**Company Type**: Foreign Investment Company

**Location**: Lot U, Quang Chau Industrial Park, Quang Chau Commune, Viet Yen District, Bac Giang Province, Viet Nam

**Building**: 40,000㎡

**No. of Employees**: 1,374 Persons

**Main Product**: Plastic component

**CAPA**: 6,000K / Month

**Telephone**: +84-204-2484-122
For the past 45 years, Samkwang has increased its production capacity and accumulated its technological know-how, constructing an integrated production system of diverse products, especially in manufacturing precision plastic parts. We are in possession of top quality facilities, technological know-how, and competent human talents. Based on this strength and thanks to our partnership with major makers of mobile phones, SAMKWANG is being recognized as an expert plastic parts company and we are intent on becoming one of the top ranking technology companies of the world through incessant creation and innovation.
## 14. Product introduction 2019

<table>
<thead>
<tr>
<th>PW PANEL Driver</th>
<th>PW PANEL Passenger</th>
<th>Body</th>
<th>PW KNOB</th>
</tr>
</thead>
</table>

**AUTOMOTIVE**
Stanley Black & Decker

| PW PANEL Driver | Housing Motor | Cover Frame | Tag retail & Infusion, black gray & red |
15. Our current customers & potential

CONSUMER: 75%
AUTOMOTIVE: 15%
IT: 10%

Sungchang
16. Our current products in Reynosa
- Optimal proximity to USA
- Exits to Monterrey and Matamoros at immediate access.
- Quick response to issues
- DHL, EXEL, FEDEX, Freight Forwarders, Several Brokers.
- Efficient weekly, daily, hourly deliveries.
- 24 hours a day Engineering support (Reynosa / Korea)
18. Tool Partner Capabilities (Korea)

C1UL

E2LB SWITCH PARK

K2XX CADILLAC BUTTON

K2XX GMC BUTTON
18. Tool Partner Capabilities (Korea).. Molding design
18. Tool Partner Capabilities Korea. - Decorative/Chroming Process

- Outside Grip Handle
- Inside Door Handle
- Grill/Body Side/Tailgate Molding
- Garnish Molding
- Foglamp/Garnish/Molding
- Bezel/Steering Wheel Bezel
- Indicator/Cupholder/Air Vent
- Nameplate

Daeyang Platech, Inc.
18. Tool Partner Capabilities (Korea) . . Certification

- Laser Etching
- Two-Tone Plating
- Electrodeposition
- Painting Method
- ISO 14001
- IATF 16949

SQ.MARK
RSM
GENERAL MOTORS (GM)
- BRIGHT CR (1502)
- PEARL BRIGHT (1302)
- GARVANO SILVER (7565)
- MATT SILKY GLOSS (908K)
- TITANIUM CR (M24)

FIAT CRYSLER AUTOMOBILES (FCA)
- BRIGHT CR ($20)
- SATIN CR ($26)
- PLATINUM CR ($27)
19. Advantages of Samkwang in Reynosa

- Reduce overall cost via continuous improvement:
- Yield Improvement
- Cycle time improvements
- Maximize equipment utilization
- Raw material Localization
- Local deliveries (OTD)
- One Stop Solution under one roof
- Tool design to Assembly with decoration process
- Engineering Support
- Local ESI team
- Work with Customers according to Local regional time.
Sales:

www.samkwangmx.com

Call Us! +1 (956) 686-0221

info@samkwangmx.com
Our best Goal, is your satisfaction

Thank You!
감사합니다!

Best Family – Friendly Management