

Sierra Manufacturing 2017 Business Analytics

May 2017



SIERRA
MANUFACTURING

Inserts Made to Perform

Mission, Vision and KPIs

Our Mission and Vision

Mission

To profitably and ethically deliver exceptional indexable tooling solutions at a value and in timeframes unrivaled in our industry.

Vision

To sustainably and ethically grow the most profitable and productive indexable tooling solutions company in the Americas. Our commitment to delivering customer value and continued improvement will enhance the quality of life and independence of our employees, customers, shareholders and client end users.

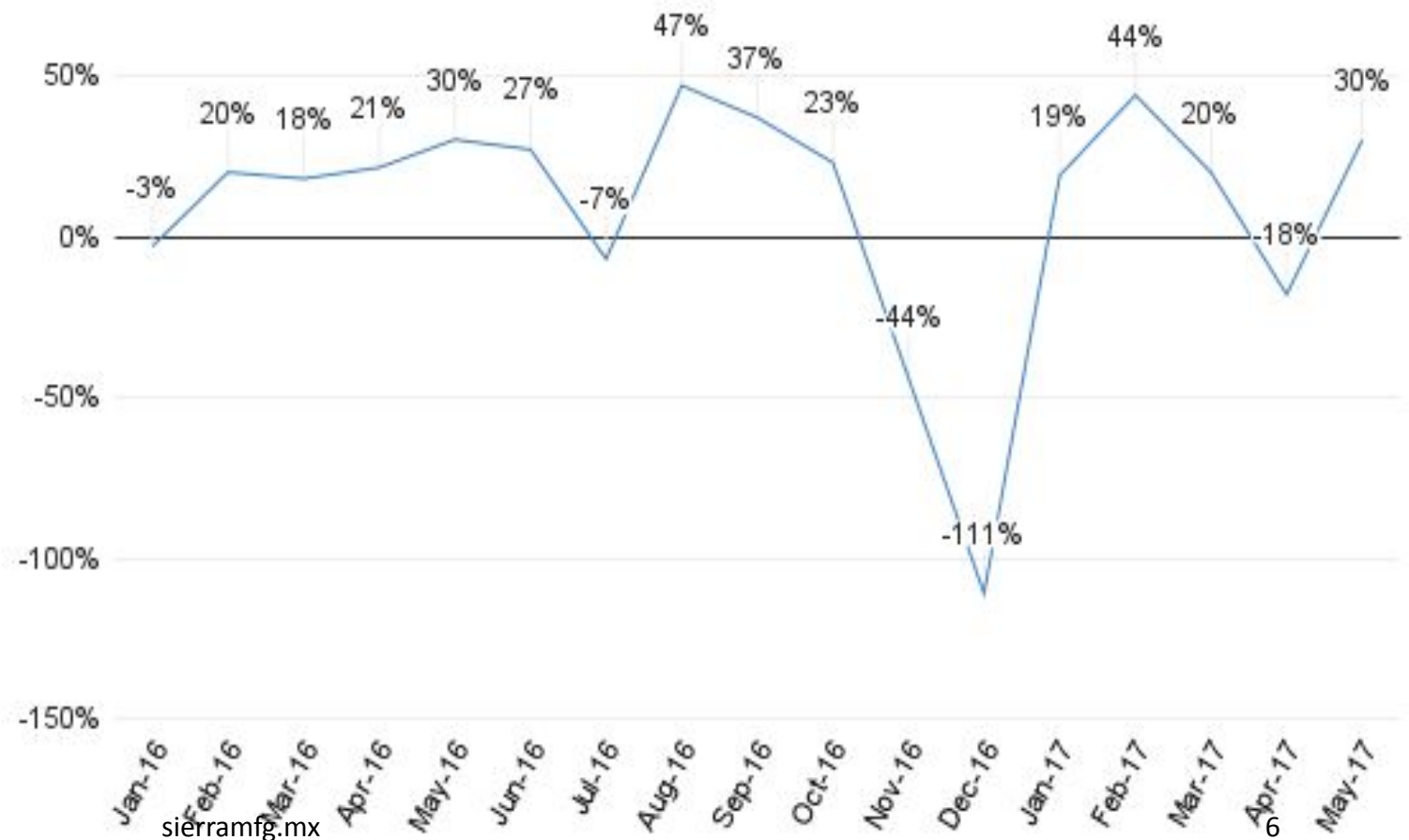
KPIs

KPIs	Jan	Feb	Mar	Apr	May	Jun	Jul	Aug	Sep	Oct	Dec	Avg
Targets												
Ventas (mes)												
Target	\$79,306	\$79,306	\$79,306	\$79,306	\$79,306	\$79,306	\$79,306	\$79,306	\$79,306	\$79,306	\$79,306	
Stretch	\$100,000	\$100,000	\$100,000	\$100,000	\$100,000	\$100,000	\$100,000	\$100,000	\$100,000	\$100,000	\$100,000	
Crear Reseva de Capital de para fin de año	\$100,000	\$100,000	\$100,000	\$100,000	\$100,000	\$100,000	\$100,000	\$100,000	\$100,000	\$100,000	\$100,000	
Utilidades	15%	15%	15%	15%	15%	15%	15%	15%	15%	15%	15%	
Tiempo de Entrega (días)	30	30	30	30	30	30	30	30	30	30	30	
Productividad (100% de Tiempo Estándar)	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	
Ausencias no justificadas no mayores a 3 por mes	3	3	3	3	3	3	3	3	3	3	3	
Tiempo en Máquina	8	8	8	8	8	8	8	8	8	8	8	
Calidad (Scrap)	2%	2%	2%	2%	2%	2%	2%	2%	2%	2%	2%	
OPEX (igual o inferior al Ingreso Real)	50%	50%	50%	50%	50%	50%	50%	50%	50%	50%	50%	
Rotación de Inventario Igual o Inferior a 50%	50%	50%	50%	50%	50%	50%	50%	50%	50%	50%	50%	
Responder al Cliente en Menos de 12 Horas	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	
Visita al cliente conformando a los SLA establecidas	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	

Finance

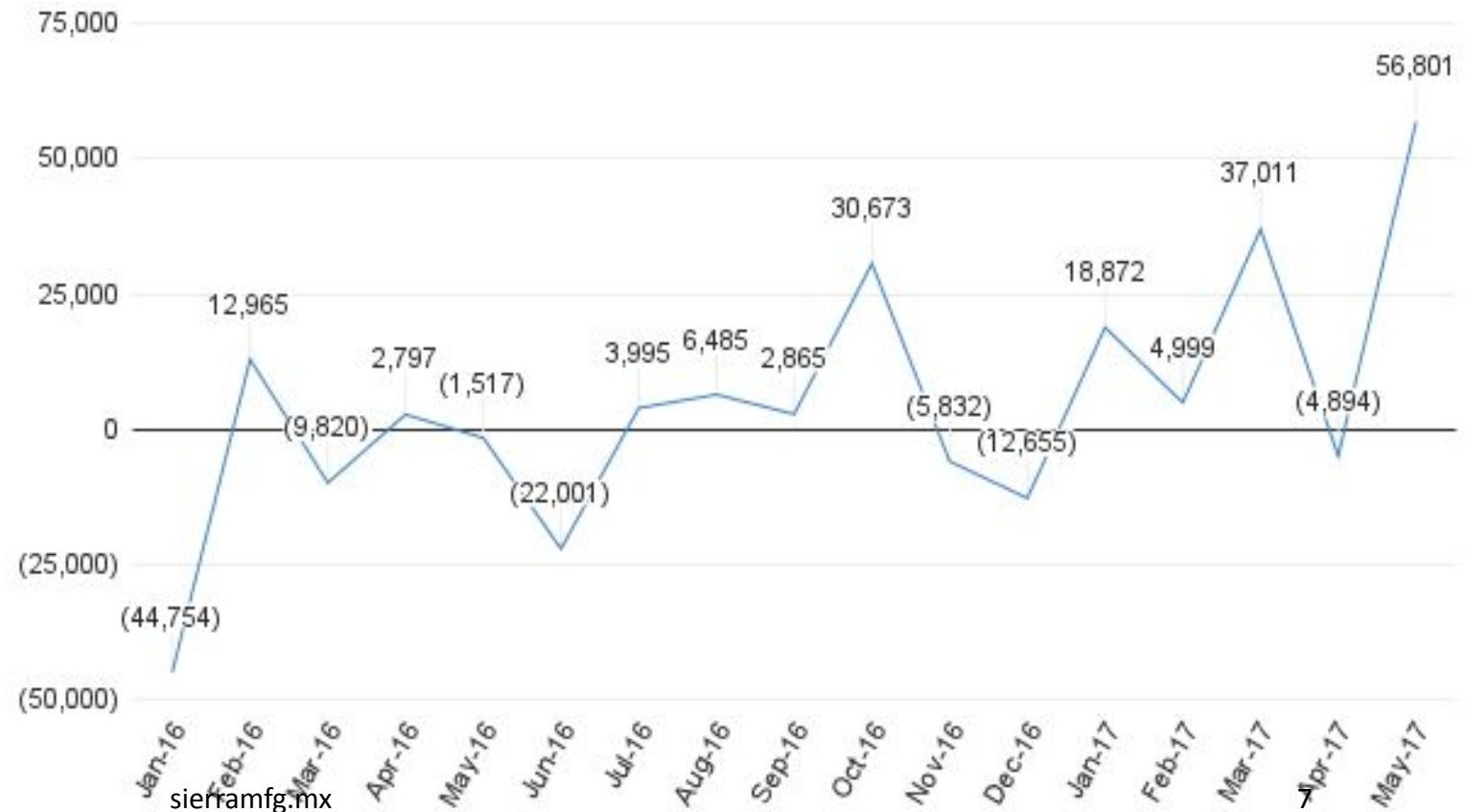
Profit

Monthly Profit (%) (Jan 2016 - May 2017)

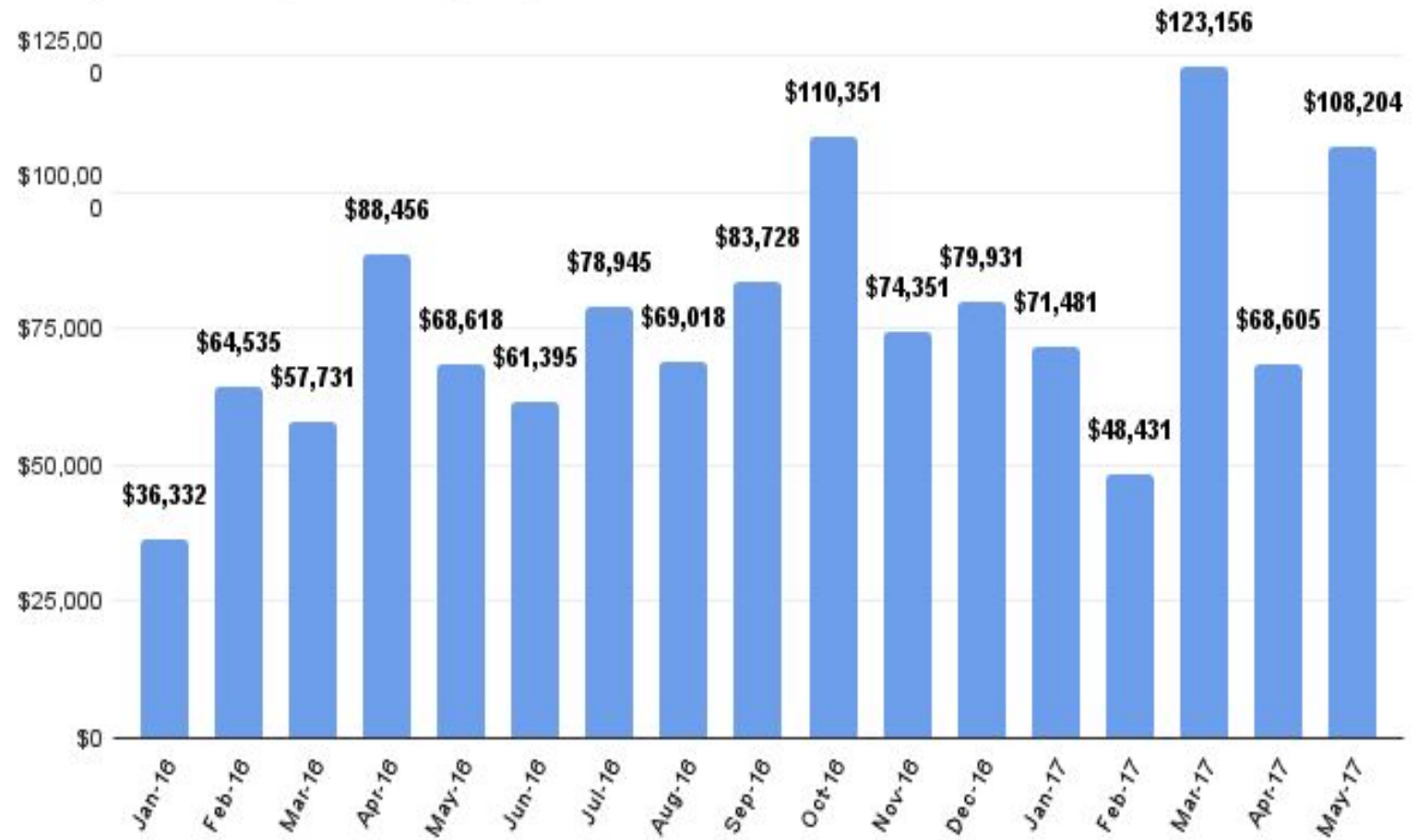


Cashflow

Monthly Cashflow (Jan 2016 - May 2017)



Monthly Net Receivable (Jan 2016 - May 2017)

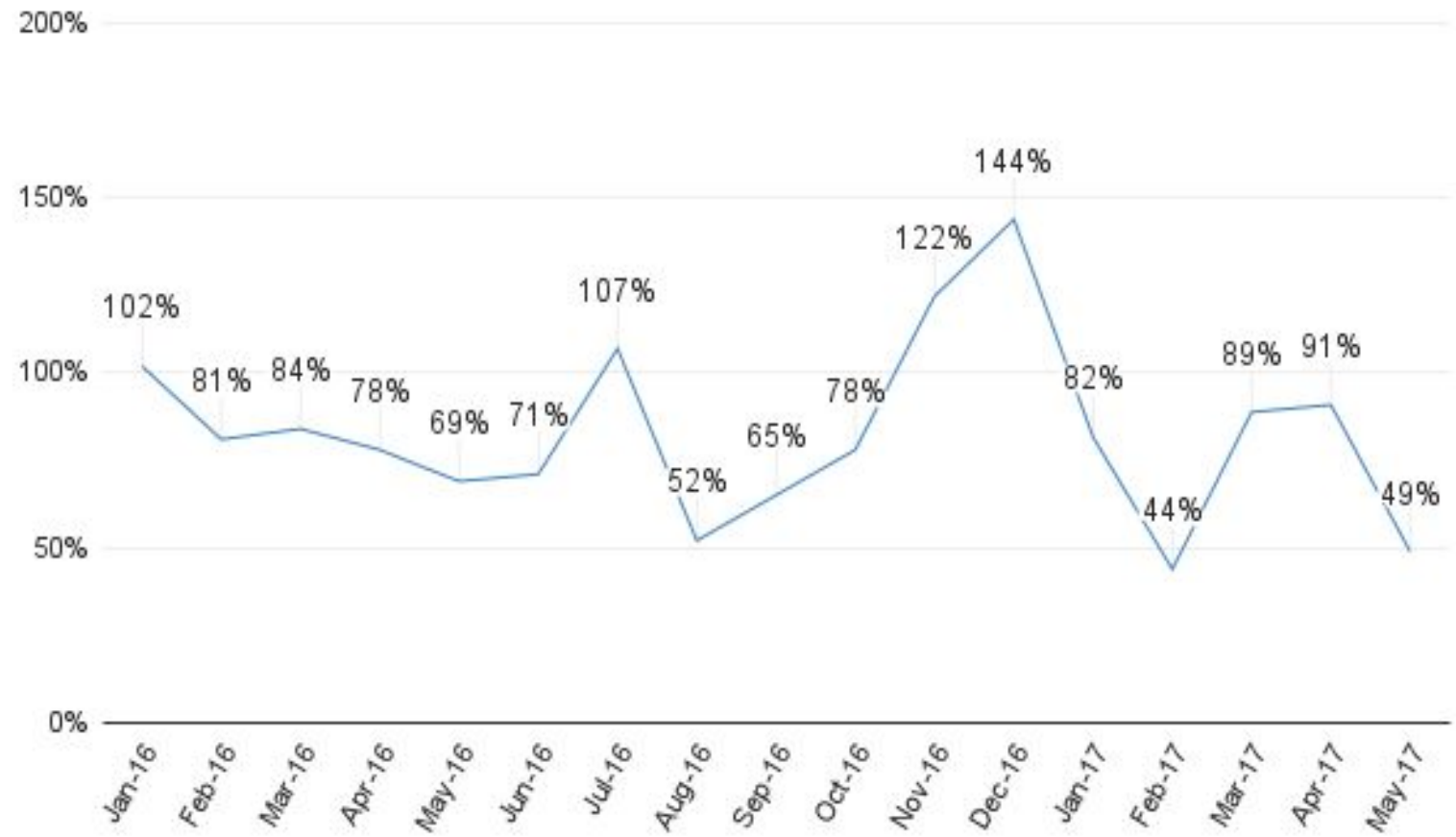


Expenses

Monthly Expenses (Jan 2016 - May 2017)

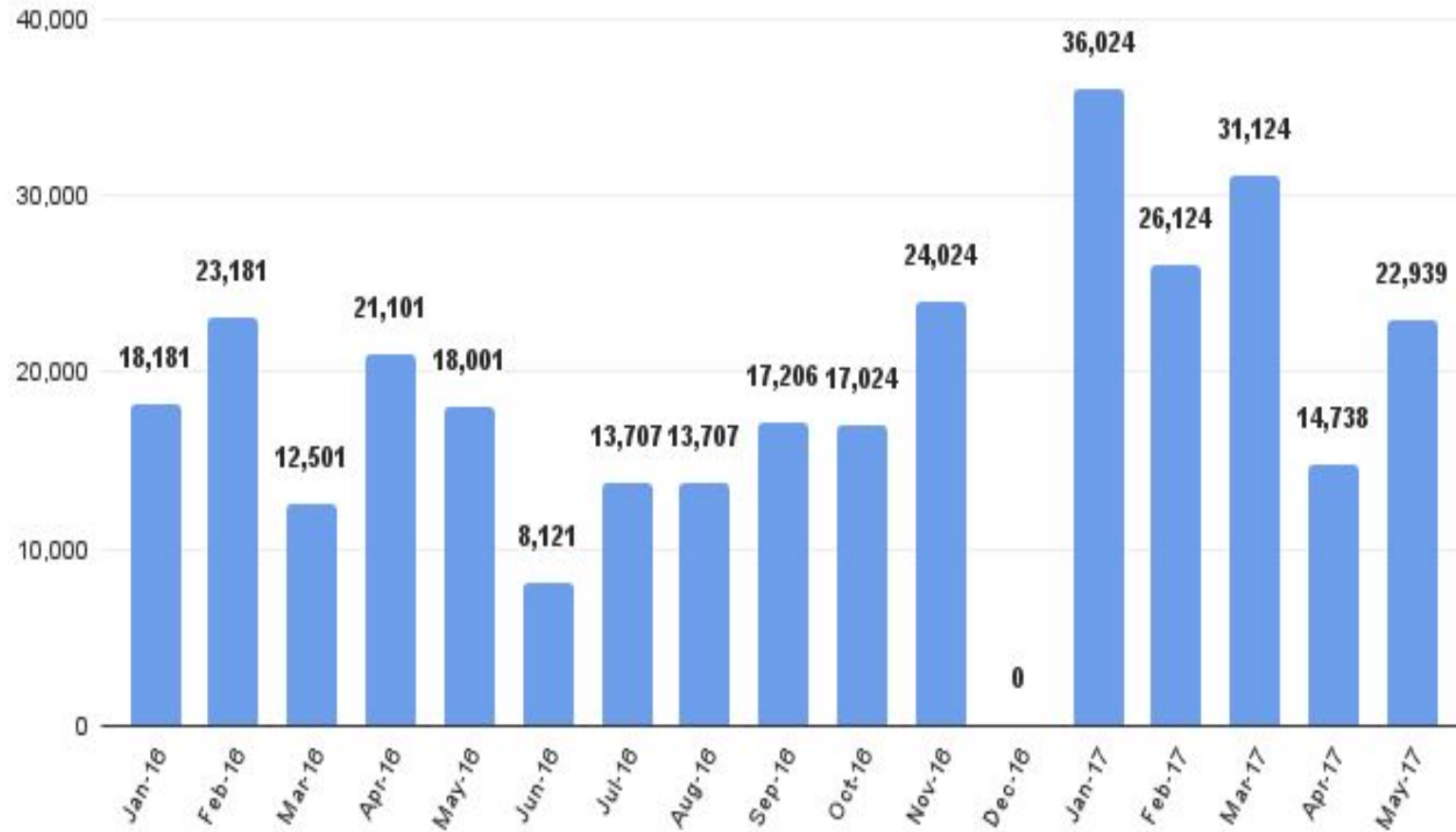


Expense as % of Sales (Jan 2016 - May 2017)



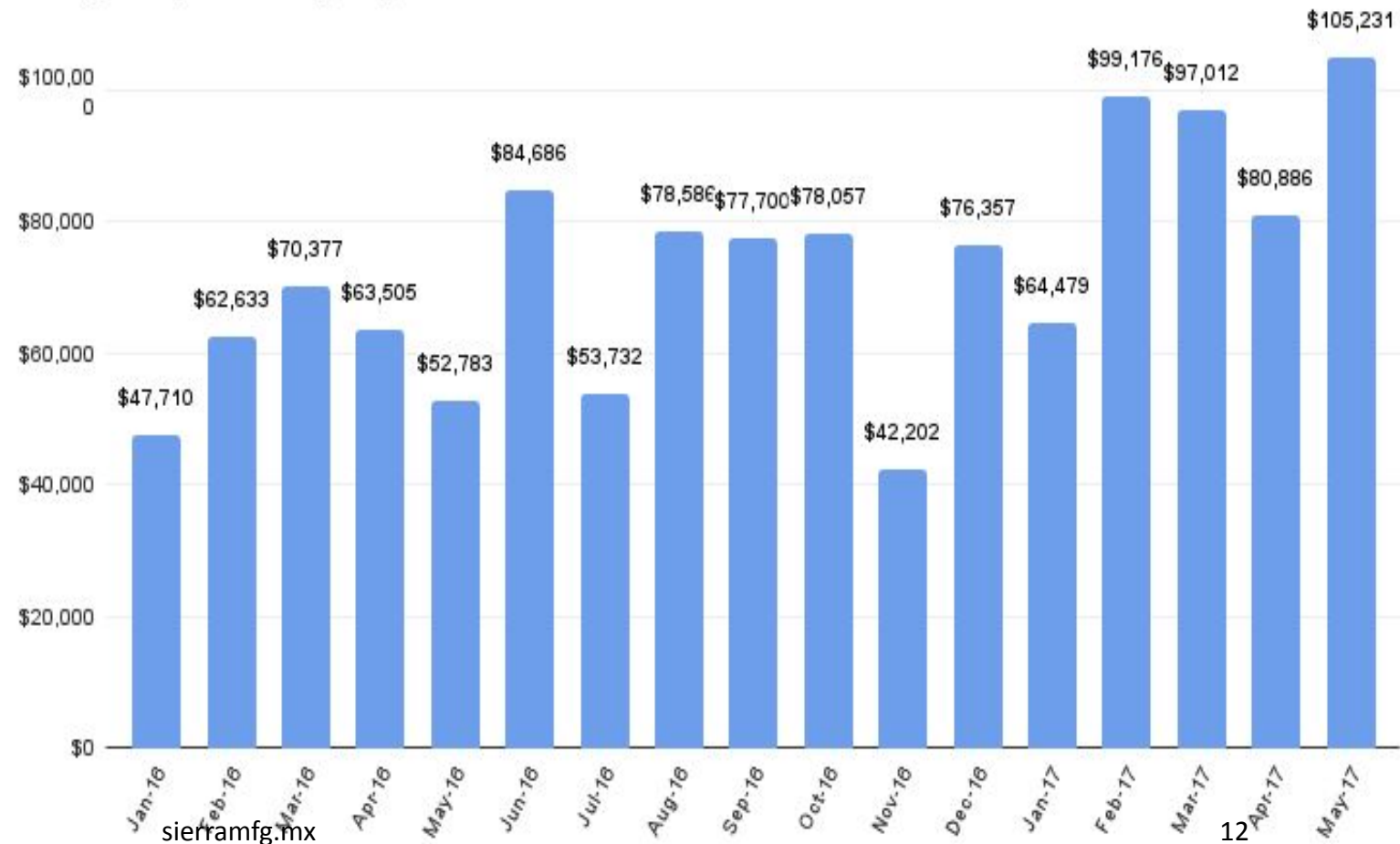
Capital Reserves

Monthly Savings (Jan 2016 - May 2017)

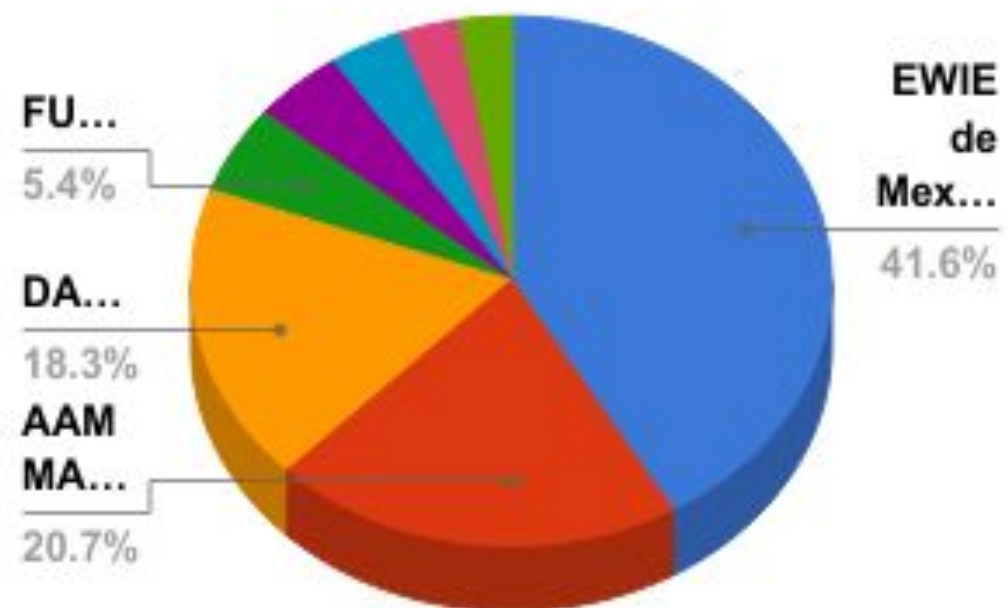


Sales

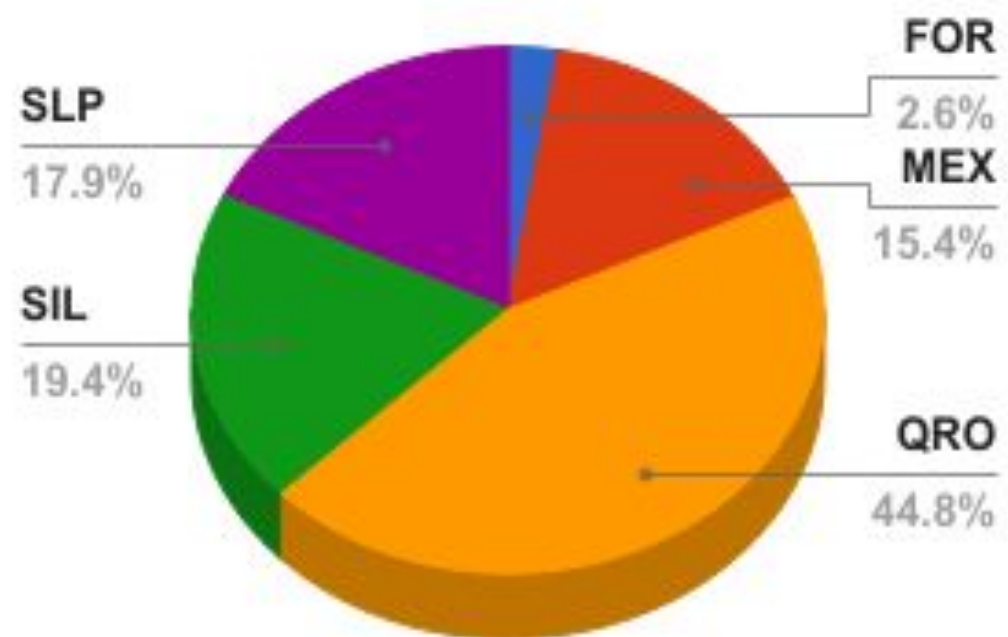
Monthly Sales (Jan 2016 - May 2017)



% Sales By Client YTD 2016

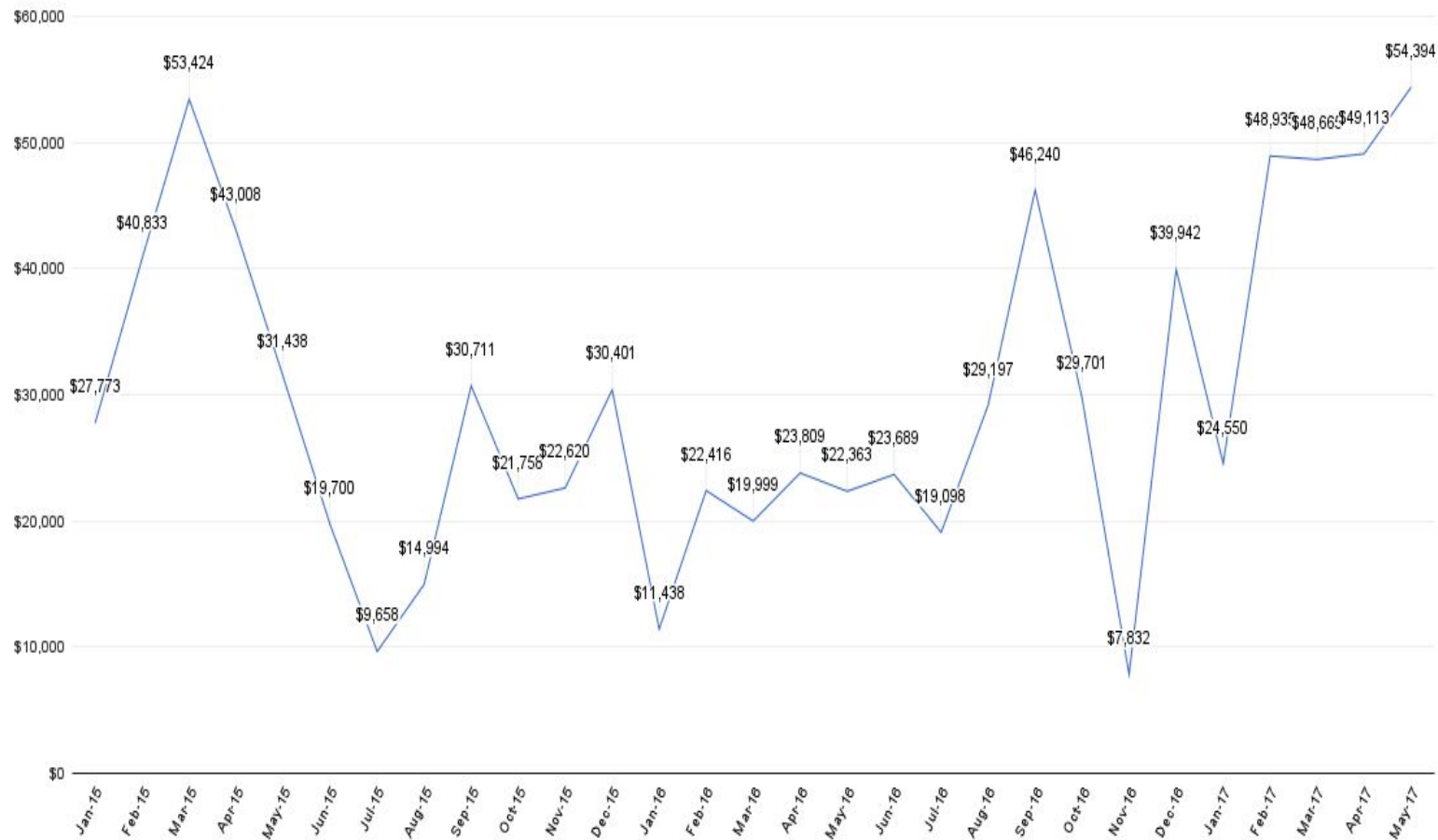


Sales by Region 2016 Avg.



EWIE de Mexico S de RL de CV

EWIE de Mexico S de RL de CV Monthly Sales (Jan 2015 - May 2017)



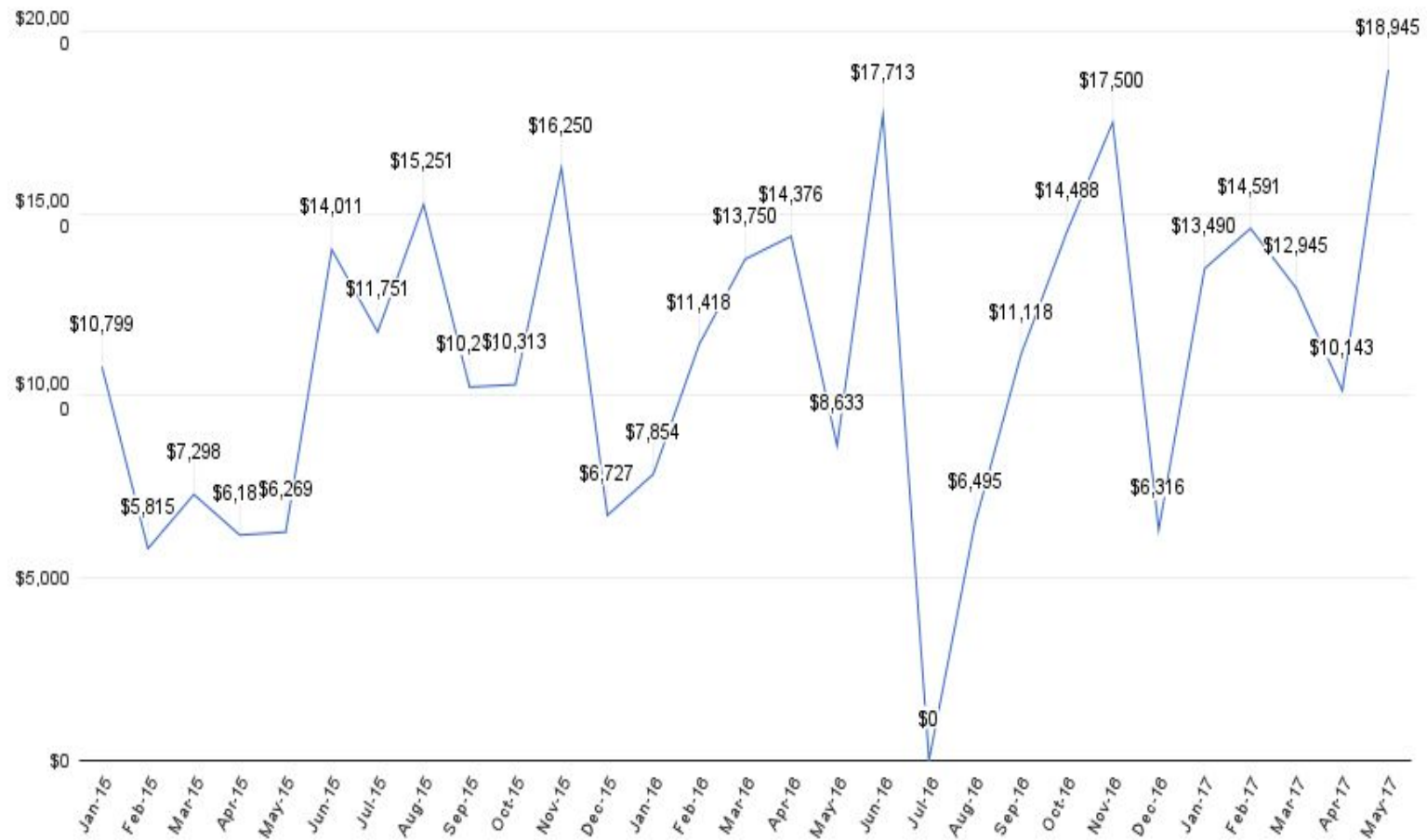
AAM MAQUILADORA MEXICO S. DE R.L. DE CV

AAM MAQUILADORA MEXICO S. DE R.L. DE CV Monthly Sales (Jan 2015 - May 2017)



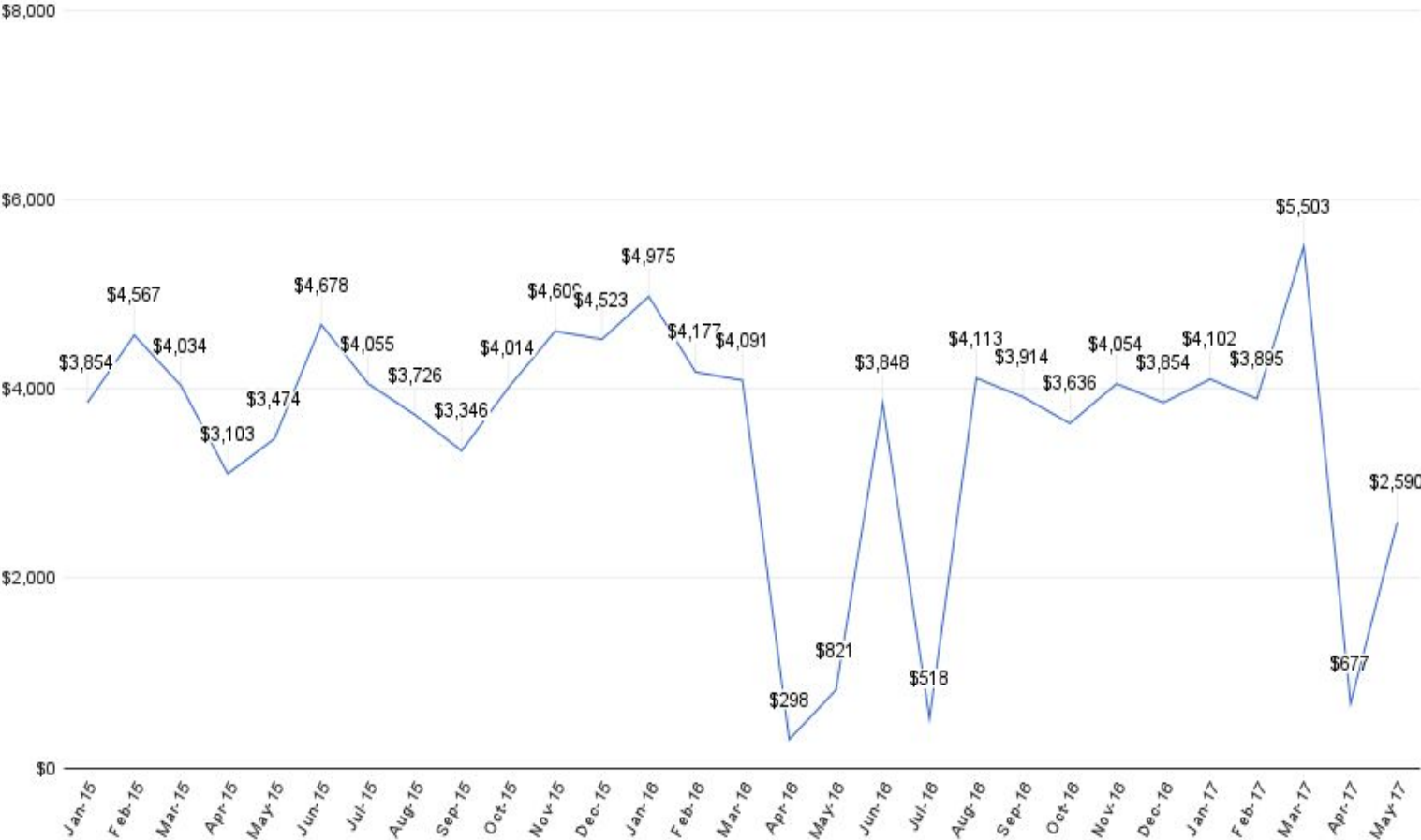
DAYCO PRODUCTS S.A. DE C.V.

DAYCO PRODUCTS S.A. DE CV Monthly Sales (Jan 2015 - May 2017)



FUMAQ SA DE CV

FUMAQ SA DE CV Monthly Sales (Jan 2015 - May 2017)



DRILL COMPANY SA DE CV

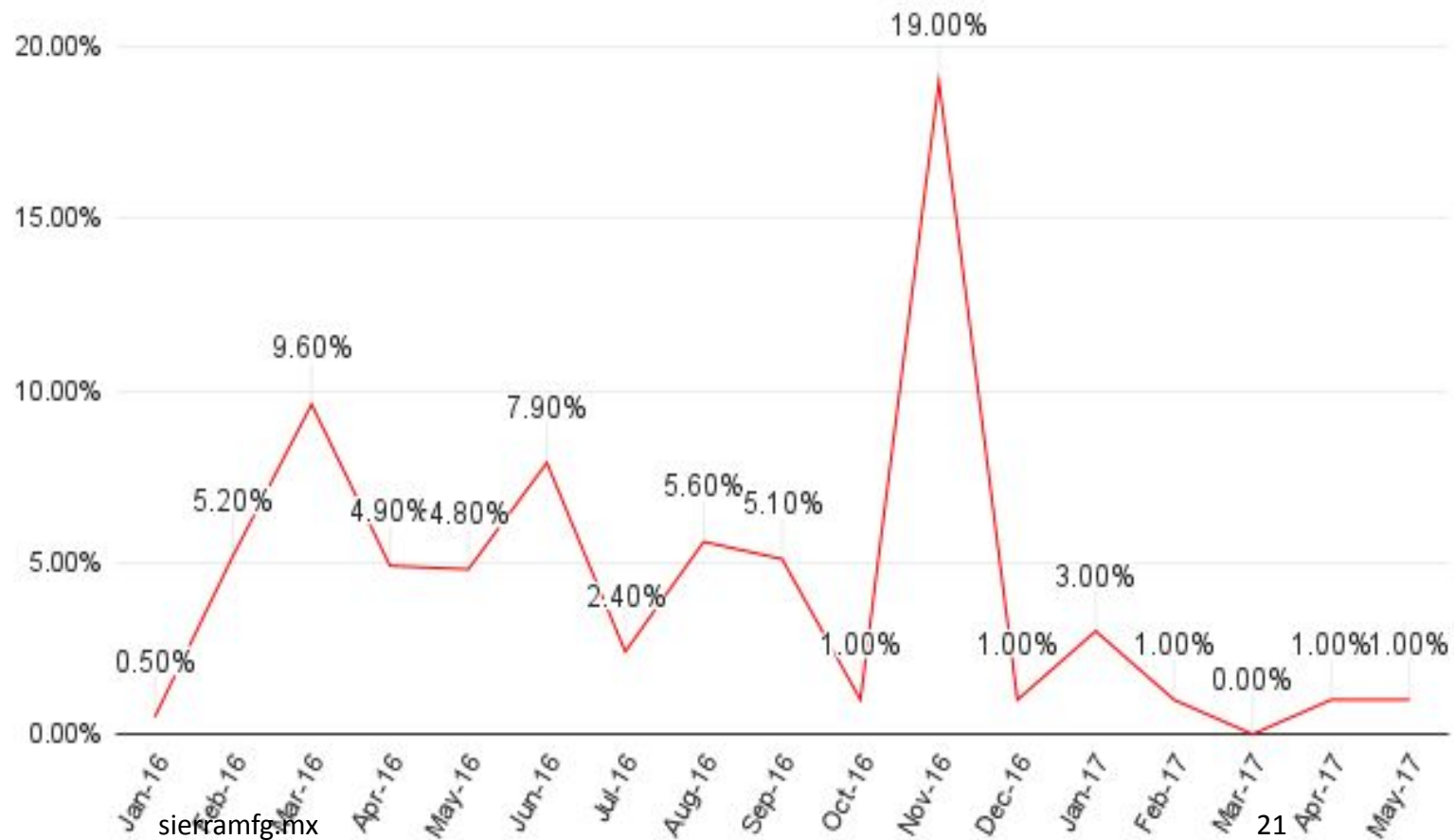
DRILL COMPANY SA DE CV Monthly Sales (Jan 2015 - May 2017)



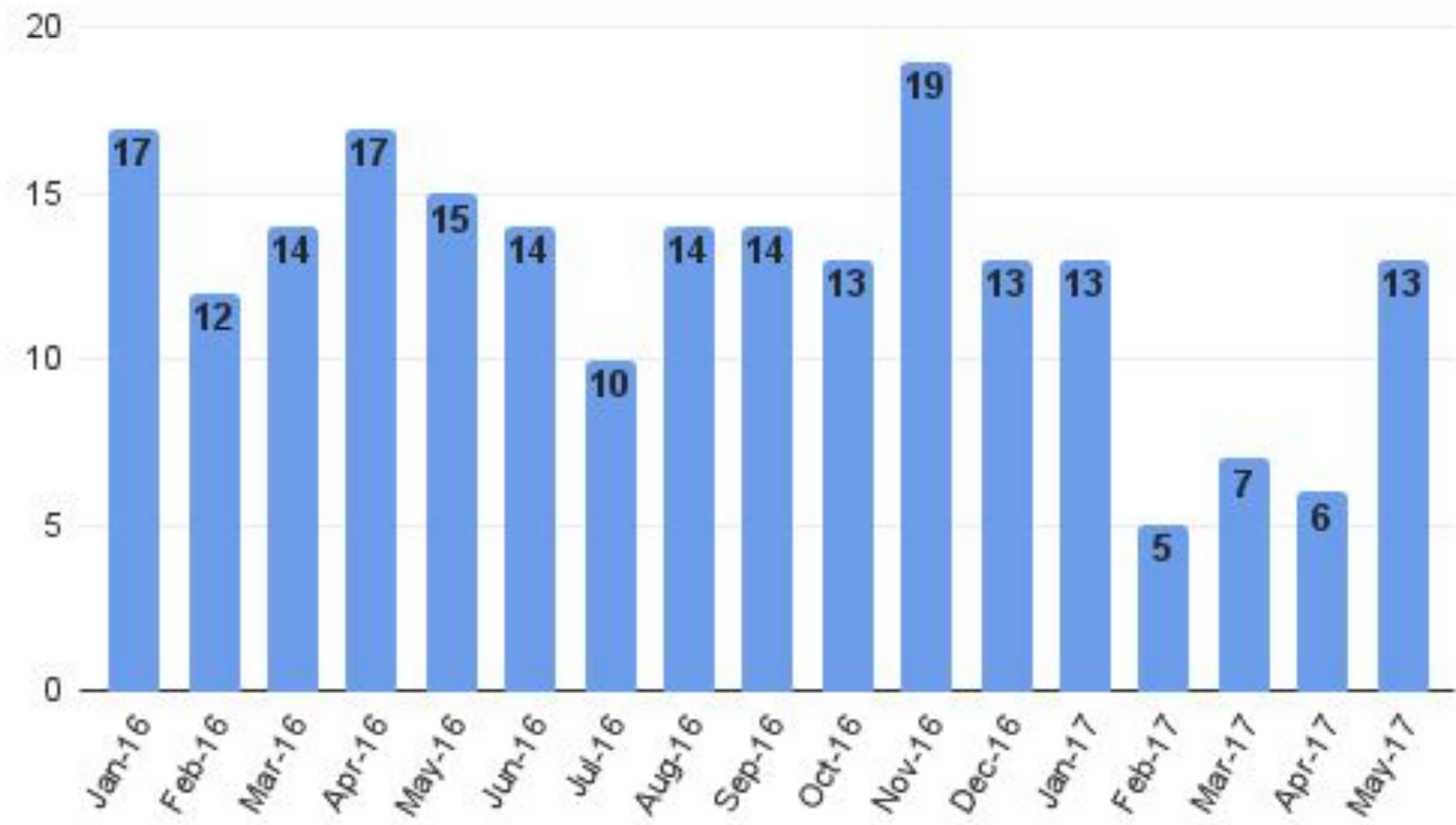
Manufacturing and Productivity

Performance and Quality

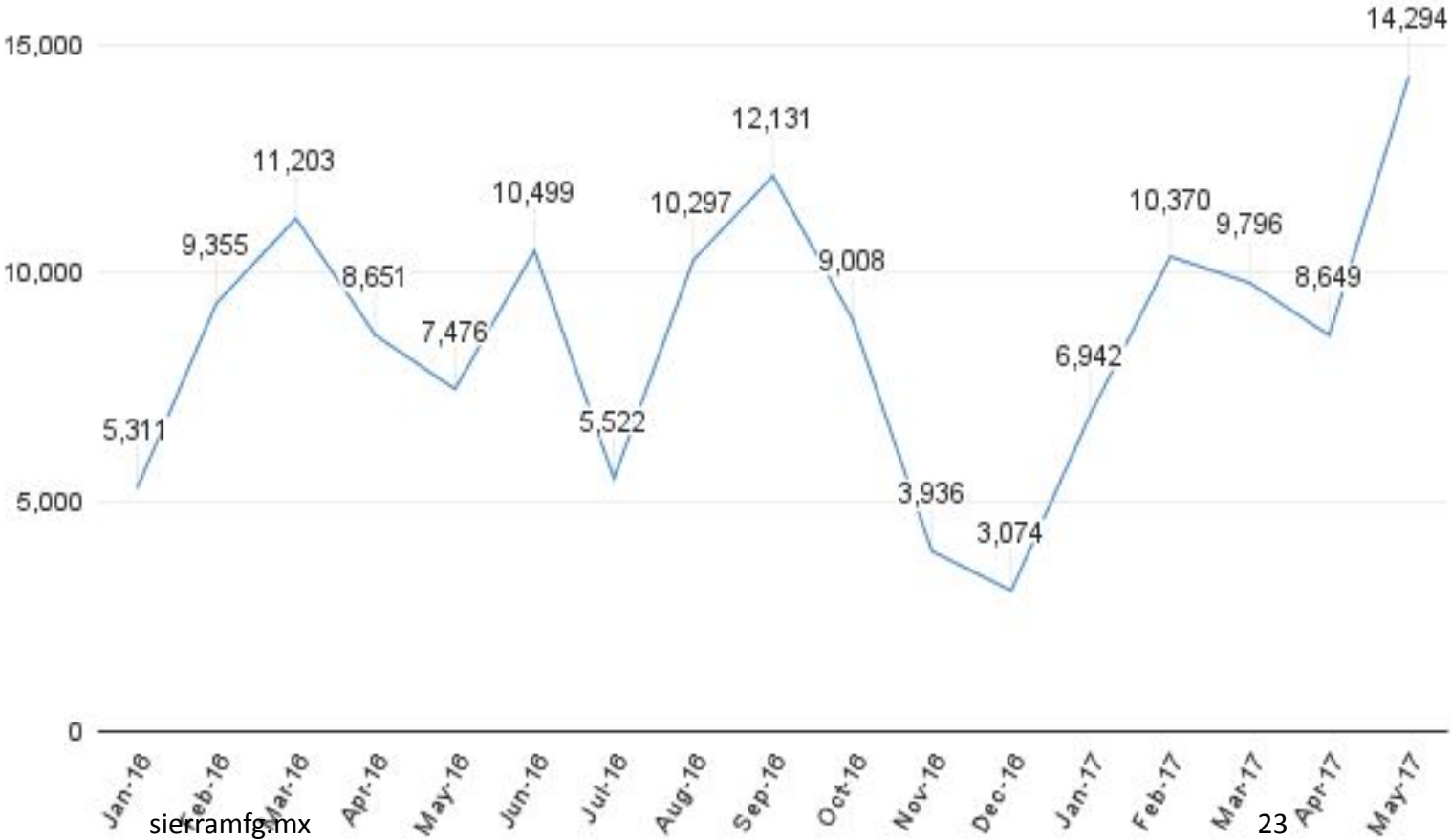
Monthly Scrap % (Jan 2016 - May 2017)



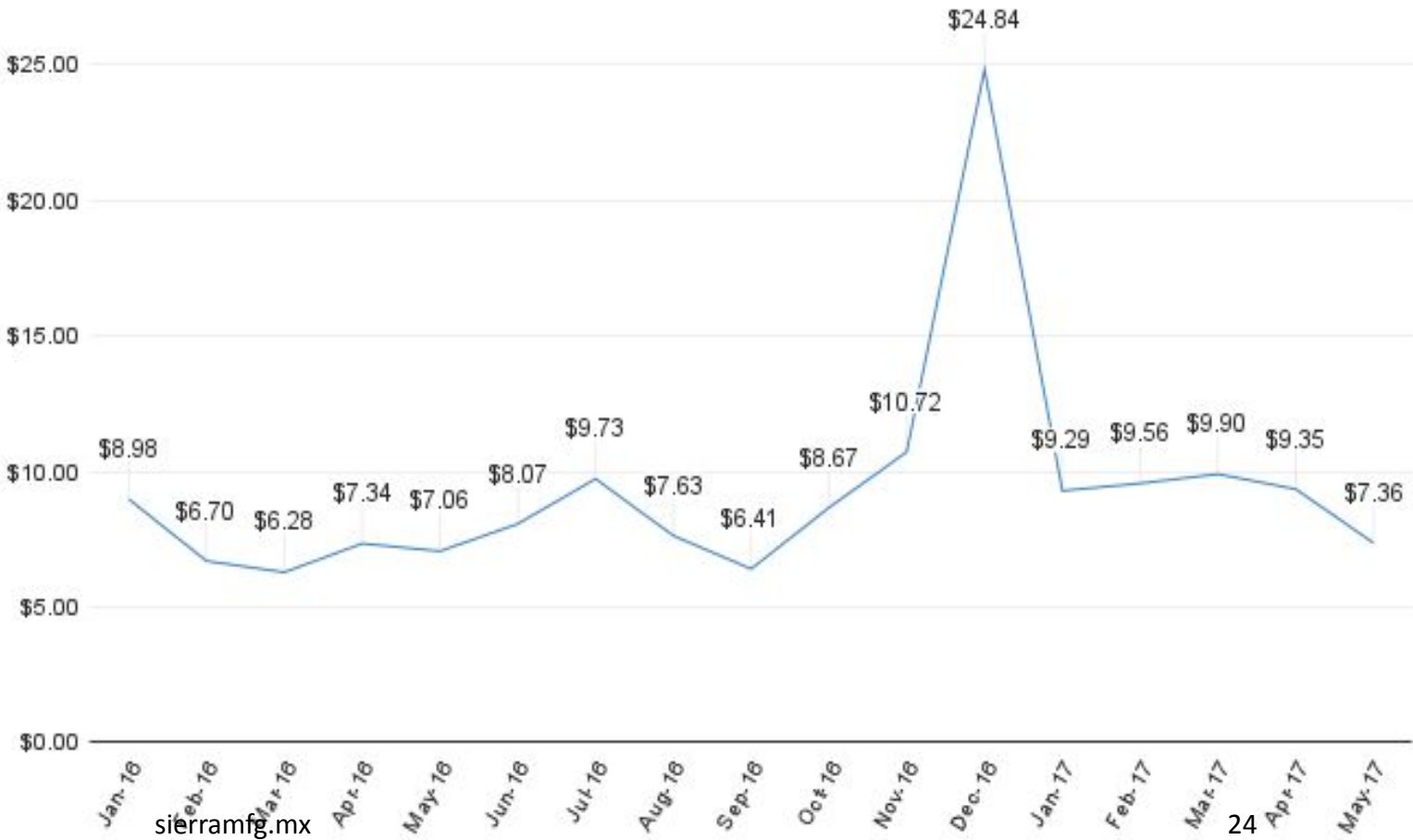
Monthly Delivery Lead Time (Jan 2016 - May 2017)



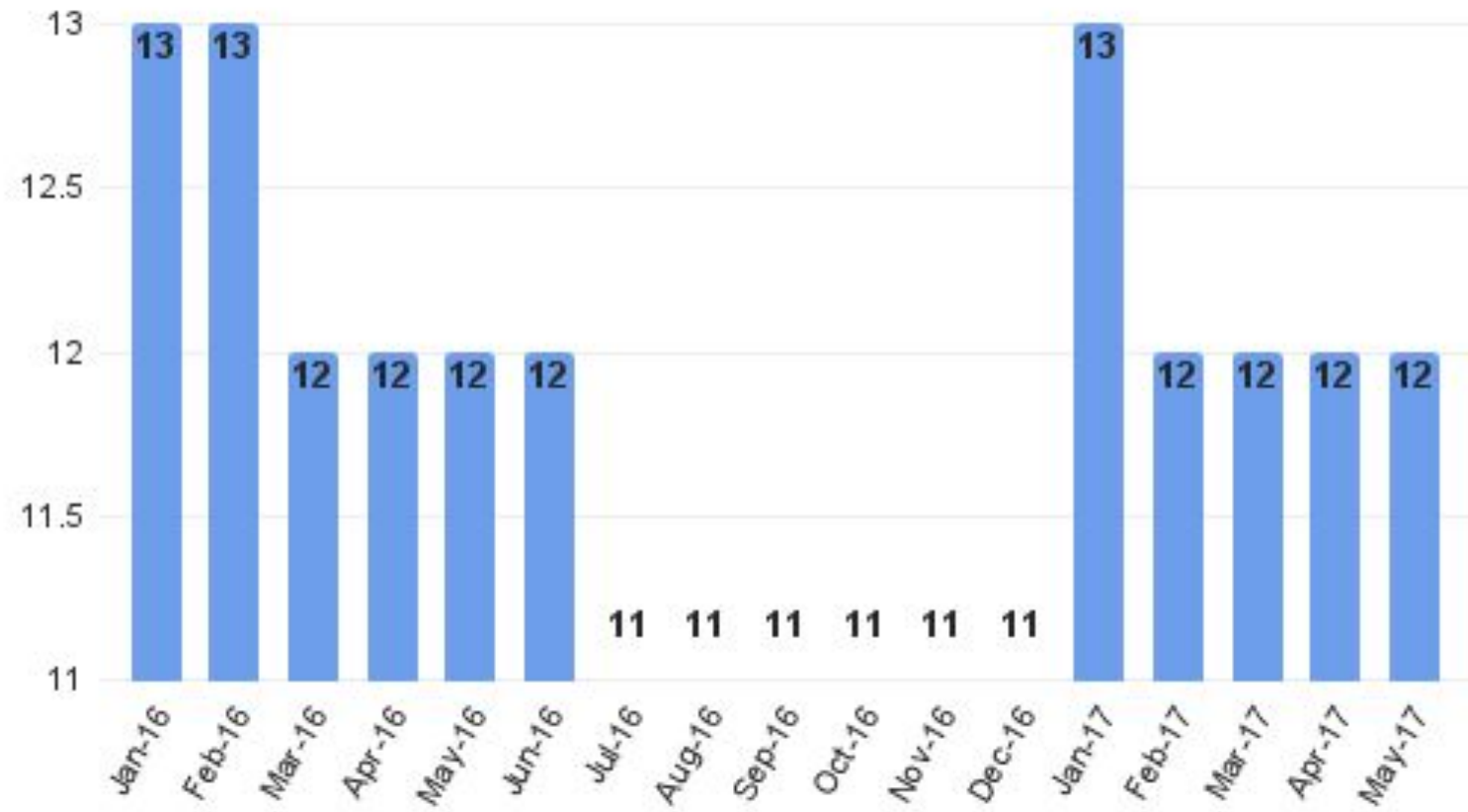
Monthly Pieces Produced/Month (Jan 2016 - May 2017)



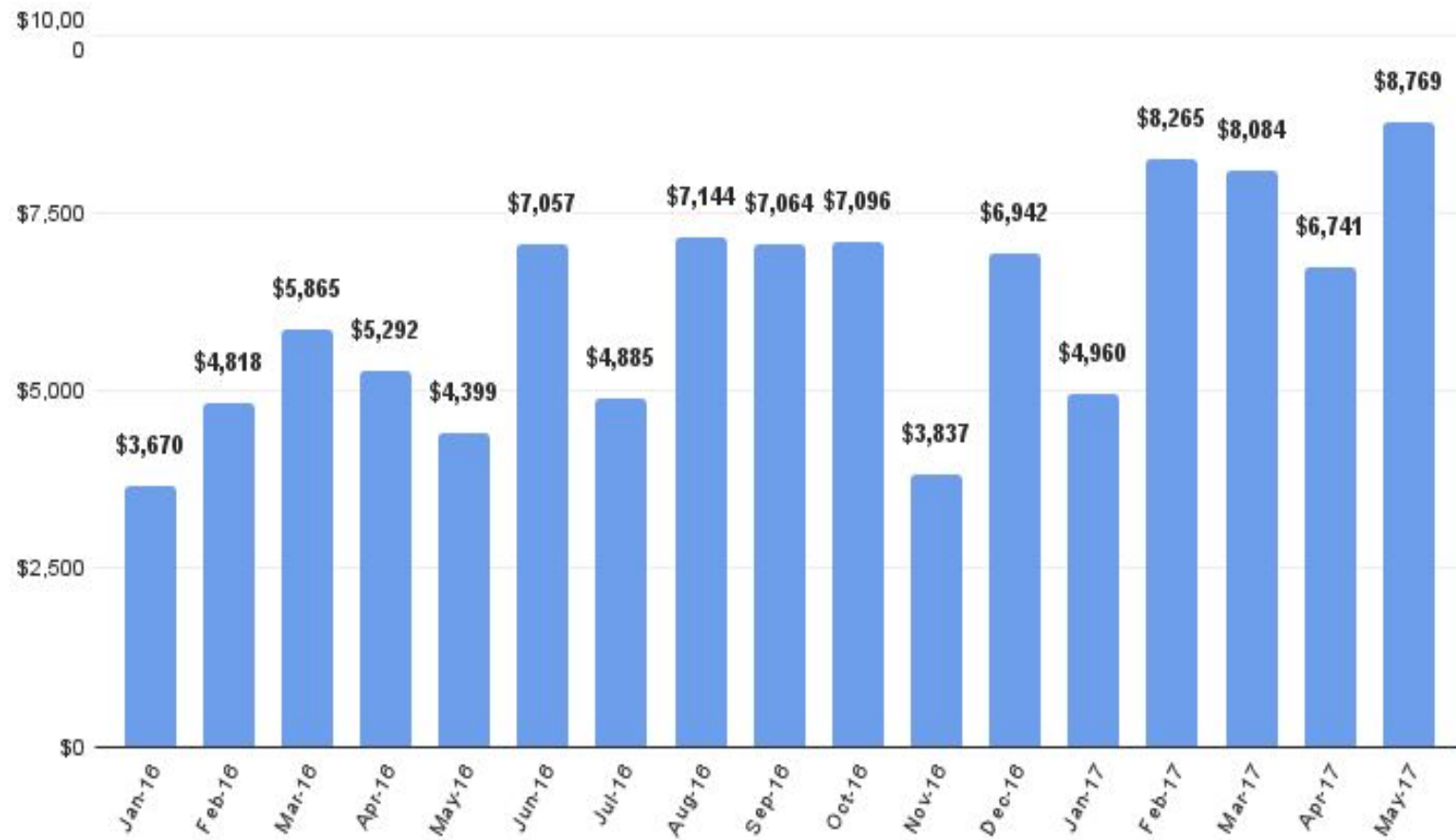
Monthly Avg. Revenue/Piece (Jan 2016 - May 2017)



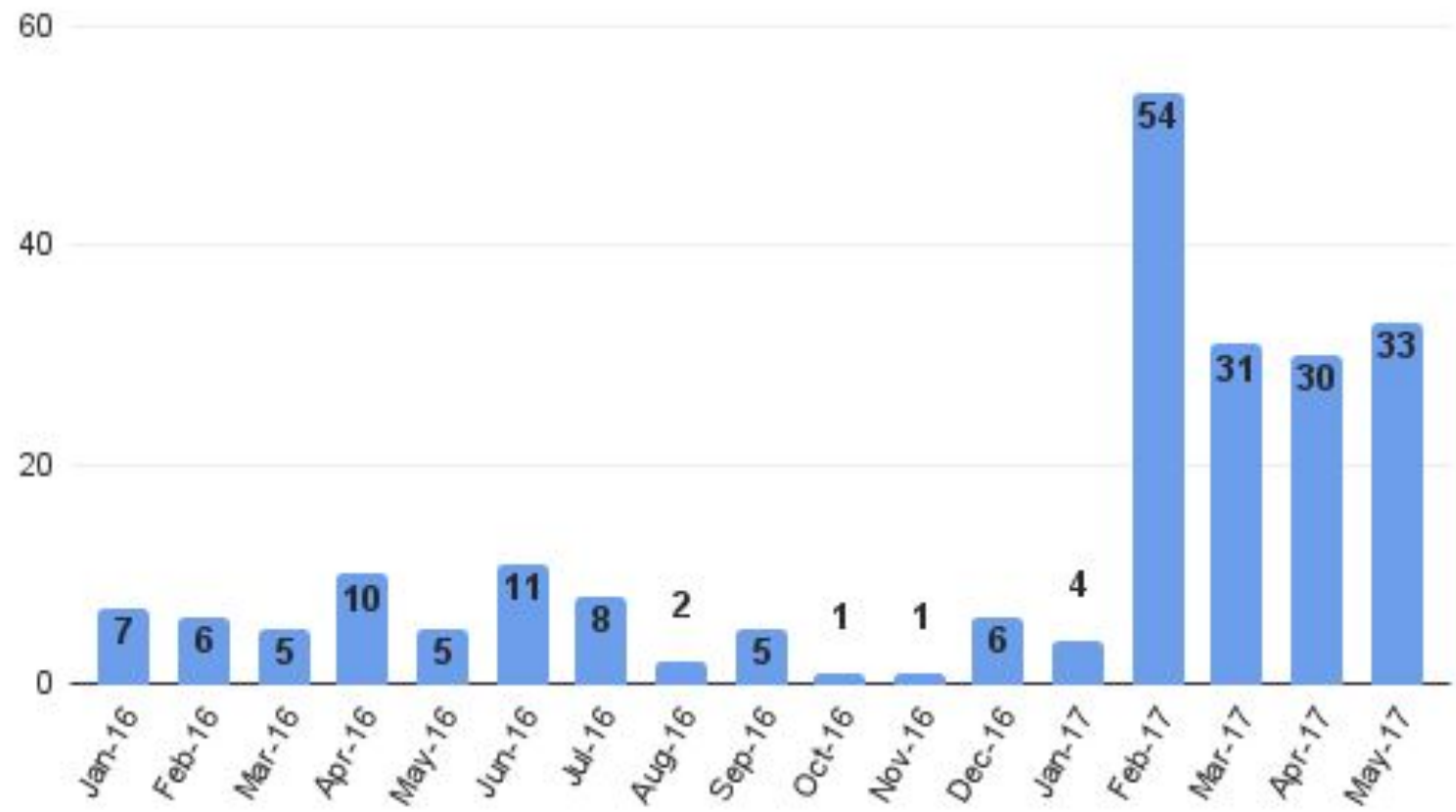
Monthly No. Production Employee (Jan 2016 - May 2017)



Monthly Avg. Rev/Production Employee (Jan 2016 - May 2017)



Absences per Month (Jan 2016 - May 2017)



Sierra Manufacturing



Sierra offers the gamut of cutting tool solutions.

For additional information, please contact us at

+52 (444) 824-1060
info@sierramfg.mx
www.sierramfg.mx