



**2017**

# News

**31**

| First semester

## **CIE Automotive acquires the North American Newcor**

Thus reinforcing its presence  
in that market with three new  
plants

**pg. 3**

## **CIE begins production of stamped and assembled components for electric vehicles**

**pg. 10**

## **Dominion innovates in risk control**

Dominion applies VCA technology  
in critical processes with potential  
for improvement, achieving greater  
efficiency for its customers through  
innovation

**pg. 15**



**CIE Automotive**

Managing high value added processes

[www.cieautomotive.com](http://www.cieautomotive.com)

# 2017, the year of record increases

Dear Colleagues:

We are living a key year for the history of our company. The first half of 2017 has been full of good omens and key milestones that make us believe that we are at a unique moment, a turning point in the trajectory of CIE Automotive that will lead us to new and higher levels of success.

In February, we announced the acquisition of Newcor, a company specialised in the design and production of high precision machined components and sub-assemblies, powertrain and transmissions. This strengthens our position in the USA, which is a key market. As well as adding a new company to the group, we have expanded our production capabilities in various facilities in Mexico and Romania and continue working to be in an optimal position in two of the markets which currently show the greatest growth potential: Brazil, whose economy seems to be reactivating, and India, to which some analysts have already handed the sceptre of "Asia's future economic engine", to the detriment of China.

In addition, the high level of contract wins during the period has made us revise our growth prospects upwards. These wins include projects for specific components for electric vehicles. In the short term, it means the expansion of our client portfolio, as well as a greater diversification of our commercial offer. In the long term, it means our alignment with an automotive industry trend that favours us, as new generations of vehicles will force manufacturers to rely more on the component industry.

All this news is accompanied by solid business figures that indicate not only a record annual result in 2017, the fourth consecutive, but that the pace of growth in sales and profits will also be historic. The

good progress of the company allows us to move forward by a year, to 2019, our current strategic plan's objective to reach a net profit of 260 million euros. A year ago, we set the ambitious goal of doubling our results in five years, now we plan to achieve this in four.

The successes we are reaping, and those we are close to achieving, are not the result of chance. They are the result of our business model. Of our work to be highly competitive on a global scale and thus grow more than the rest of the market. Of our strategic vision, as a result of which we have diversified to take timely advantage of the best opportunities in different technologies and geographies, whilst mitigating risks and laying the foundations for sustainable and long-term growth. Of our entrepreneurial spirit, which has always led us in pursuit of profitability and the mandatory achievement of the goals set.

The course we are on is exciting. In our sector, we are already a benchmark company and we hope to also reflect this relevance in the financial markets. We believe that, in the not-too-distant future, our brilliant stock market performance will lead us to become part of the IBEX 35, making CIE Automotive visible to investors at the highest level.

We want to close this letter by thanking all the professionals who are part of CIE Automotive for their work and dedication. The involvement of all our great team is the engine that drives us to achieve the successes we have just reported.

Let's continue to add strength to that winning impetus. Let's make 2017 an unforgettable year.

**Antón Pradera**

**Jesús María Herrera**

## Index

pg. 02 Letter from the Chairman and CEO

pg. 03 CIE Automotive acquires Newcor in the USA  
Production begins at Bill Forge in Mexico

pg. 04 Puebla Greenfield site  
Celaya aluminium factory expansion

pg. 05 CIE Automotive historic results  
Publication of CIE Automotive Annual Report  
Shareholders' General Meeting

pg. 06 Interview with Carlos Santos (CIE Matricon)

pg. 07 Investor Relations

pg. 08 Corporate Social Responsibility

pg. 09 CIE joins the Forética climate change group

Jesús M<sup>a</sup> Herrera, among the best CEOs according to Forbes

pg. 10 New electric vehicle components  
Brake parts Mexico and Brazil

pg. 11 CIE collaborates on the ODIN project

pg. 12 Fuel injection rails

pg. 13 Orbelan's 50th anniversary  
Camaçari's 15th anniversary

pg. 14 Awards and Acknowledgments

pg. 15 Dominion

pg. 16 CIE Automotive in the world





# CIE Automotive acquires the North American Newcor

Thus strengthening its presence in that market with three new plants and extending its technological and product portfolio.

CIE Automotive has acquired Newcor Inc, a company specialised in the design and production of high precision machined components and sub-assemblies, powertrain and transmissions for the automotive sector.

Newcor has three production plants in the State of Michigan (Clifford, Corunna and Owosso) and annual sales are around 140 million euros (150 million dollars). Among its customers are

the main vehicle manufacturers and first-class suppliers, with a significant presence in the United States of America.

The operation allows CIE Automotive to extend its technological and product portfolio in the USA, and to strengthen its position with strategic clients, as demonstrated by the announced growth of automotive investments in that territory.

This € 100 million transaction is part of CIE Automotive Group's growth and diversification strategy, in accordance with the guidelines of the 2016-2020 Strategic Plan.

## BILL FORGE OF MEXICO BEGINS MASS PRODUCTION IN ITS NEW CELAYA FACILITIES

In January 2017, the company Bill Forge - belonging to MCIE - established itself in Mexico through the opening of new facilities in Celaya, Guanajuato.

This new expansion allows Bill Forge, and therefore MCIE, to continue its strategy of globalisation and support for its customers, offering high levels of technical ability in both processes and products.

Bill Forge has installed a transfer press for the manufacture of outer races and tulips, which will allow the company to be the most important Tier 2 supplier in this type of product in the country.

Mass production has already begun and a first expansion is underway due to the award of a new contract by a second customer.



# Strategic Development: CIE Nugar Puebla Greenfield Site

CIE Automotive finalises details of the new plant built in Puebla, Mexico

In order to optimise logistics costs and provide a JIT service to our customers, CIE Nugar is opening a *greenfield site* in Puebla, Mexico. The new plant, which will be operational by the end of this year, will be able to assemble welded units. The pieces will be sent to Puebla once they have been stamped in our current plant of CIE Nugar Tultitlán.

This factory will have different assembly lines for various sub-assemblies and will have an area of 5,300 m<sup>2</sup>. 140 people are expected to work there.

This project is part of the growth and diversification strategy of the CIE Automotive Group, in accordance with the development lines of the 2016-2020 Strategic Plan.



## CIE CELAYA ALUMINIUM EXPANDS ITS PRODUCTION CAPACITIES

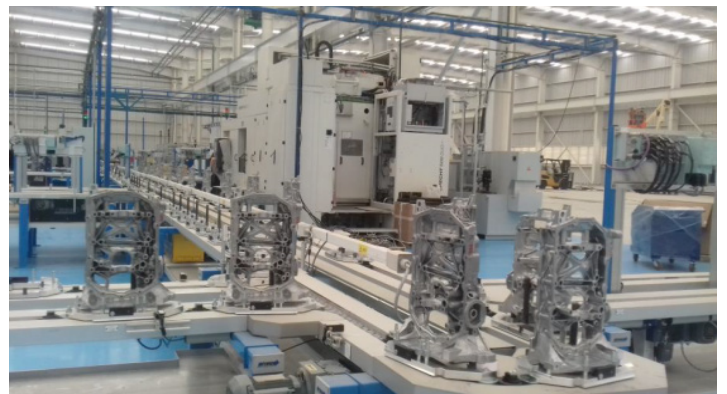
In order to meet the demand of customers in NAFTA for cast and machined products, CIE Celaya has expanded its capabilities in melting furnaces, aluminium injection machines and machining.

Since the end of 2016, a new high capacity melting furnace has been operating at CIE Celaya. In addition, in order to meet the high demand for automatic transmission pistons, new aluminium injection cells have been incorporated, making a total of 16 cells of between 450 and 2,000 tons currently in operation. In machining, we have significantly increased the number of cells with vertical CNC lathes.

In addition, we have also increased the quantity of Aluminum HPDC injection machines to produce powertrain housings. To this we can add the forecast of capacity expansion in the coming years to meet the demand for engine *ladder frames* that we started producing during 2017.

The new products will be machined in the robotic cells of recently acquired CNC machining centres.

In terms of infrastructure, the plant has a new section of 6,500 square metres, in addition to the existing buildings, giving a total of 18,500 square metres dedicated to the production and storage of products in CIE Celaya Aluminium.





# CIE AUTOMOTIVE INCREASES NET PROFIT BY 47% IN THE FIRST QUARTER OF 2017

CIE Automotive has improved its net profit in the first quarter of the year by 47% to reach 54.9 million euros, which means once again beating all the company's records and significantly exceeding market expectations.

In terms of turnover, it has achieved 863.4 million euros, a 31% increase over 2016, a key highlight being the organic growth of the Automotive project which has achieved more than 17% in a sector that has grown globally at 6%.

With an EBITDA - gross operating income - of 130 million, an increase of 35%, and EBIT - net operating income - of 92.2 million, an increase of 41%, the Automotive project has improved the margins in all its divisions, while in Dominion the operational focus has remained on the integration of the latest acquisitions.

## CIE HOLDS ITS SHAREHOLDERS' GENERAL MEETING

The event took place on 4 May 2017

CIE Automotive held its Shareholders' General Meeting on May 4th 2017. During the day, the consolidated annual accounts and the proposal for allocation of earnings for the year 2016 were approved, in addition to other agreements.



## ANNUAL REPORT 2016

Now available on the CIE Automotive website

[www.cieautomotive.com](http://www.cieautomotive.com)

# CARLOS SANTOS

CIE MATRICON MANAGER

## What has been CIE Matricon's evolution from its acquisition in 2006 to date?

CIE Matricon started its activities by reviewing its commercial commitments with non-strategic clients, eliminating its zamak processes and undertaking projects transferred from other CIE plants. It was hard work and involved change.

Over the course of this time, we have been able to enter into high added value developments with first class customers, always in the automotive sector.

The plant has implemented several improvements to date, with last year being one of the most important in terms of investments, both in Foundry and in Machining. Now we can say with pride that we have a plant that receives very positive comments from our customers.

## What did CIE's entry into the country mean and what growth prospects are there for Romania?

It was an important commitment to the Aluminium Division. At that time it was necessary to be in this European region as it has great growth potential.

Currently, we are present in the two established customers in Romania, and not only with current parts but with new projects starting next year.

Romania is a young country with a great desire for improvement and there will certainly be a strong demand for vehicles in the coming years.

## What have been the keys to the plant's growth?

I would say that there have been two fundamentals, the commitment of CIE through a significant level of investment and CIE Matricon's people. It is an honour to lead this team.

Every day we put all our energy into taking this plant to the highest levels of operational excellence.

## Tell us briefly what projects are currently under development and the latest opportunities that have arisen.

As I've already mentioned, we're working on developments for our strategic customers: Renault, Ford, VW - JTEKT... From this second half of 2017, we'll have to give our best in order to meet all the goals for each of the projects, industrialisations, standardisations... It's going to be a big challenge.

## How important is the plant and its technology expertise within the CIE Automotive group?

After a number of difficult years, today we can say that we have a well-organised plant, with growth and profitability sustained over time.



As a relevant fact I would like to emphasise that CIE Matricon has a unique Business Unit within the Aluminium Division, dedicated to the development and manufacture of moulds. Last year, we completed a major expansion, with new machining centres, improving the assembly and final operations area. This will allow us to supply moulds, not only for CIE Matricon, but also for the rest of the Aluminium plants.

## What have been CIE Matricon's most recent steps on CSR? And what are the next steps planned?

In this area, for some time we have been developing assistance and collaboration projects for our workers and for our local community. These are activities that are governed by a specific annual budget.

In Romania, although the situation is improving rapidly, there are still basic needs which are unmet. At CIE Matricon we support various activities with special attention to women and children. We will analyse other possible CSR actions for the coming year.

## What are CIE Matricon's future objectives and plans in the medium to long term?

Our main objective is to comply with the deadlines of the projects in progress. We have to ensure we meet the performance indicators established, that is, we must achieve the economic ratios in each project, adjusting to the levels of investment established.

Another element that we believe is fundamental for us to be well positioned in the market is to ensure the total quality levels in our manufacturing processes.

Our current Strategic Plan aims to exceed 40 million euros in turnover.

In the medium-long term we want to be a benchmark plant in CIE Automotive.



# Investor Relations

## STOCK-MARKET PERFORMANCE ANALYSIS

More than ever, the beginning of the year was complicated and the stock fell by 7.95% in the first month. Uncertainties about the new President Trump's lines of action and more specifically his threats concerning NAFTA and the collateral effects on vehicle production in Mexico - the location for significant investments by CIE in recent times - projected shadows on the CIE project and its future performance in that market.

With the passage of the months, it seems that the market has, on the one hand, discounted his new model of presidency and, on the other hand, regained its confidence in us.

European politics, with important electoral appointments in different countries (France, UK ...), has also injected prudence into the markets.

With all this, the IBEX 35 is the benchmark index that has risen the most in European stock markets, up 16.4% to June 2017.

In the same period, CIE's stock appreciated 13.4%, with a first three months in which the IBEX significantly exceeded our performance and a last couple of months where we once again surpassed the performance of the Spanish index.

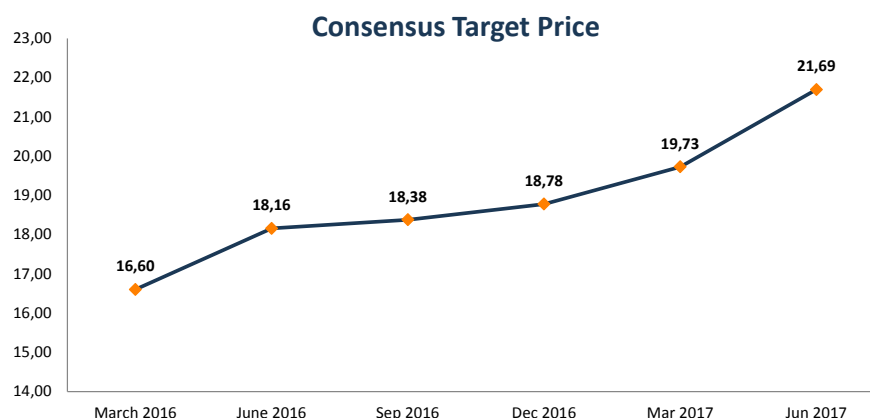
## MARKETING ACTIVITY

From the point of view of activity undertaken by the Department of Investor Relations, during this first half of 2017 we have attended 6 important conferences in different areas:

- In January, we went to the 7th Spain Investors Days of Exane BNP Paribas in Madrid, where we met with 22 European investors.
- In February, we made our annual visit to the 23rd Santander Iberian Conference in Madrid, where we held 35 meetings, mostly with European investors.
- In April, we were at the Mirabaud Securities 5th Spanish Equities Day in Geneva and Zurich, where we met with 9 investors from Switzerland.
- In May, we went to the BME MedCap 2017 Forum in Madrid, where we had meetings with 35 investors.
- In June, we attended the Société Générale Automotive Conference in Paris, where we held meetings with 19 French investors, and the 7th Spanish Small & Mid Cap Conference with BME and JB Capital Markets in New York and Chicago, where we met with 20 American investors.

The rest of the activity of this first semester has been focused on update roadshows for the Strategic Plan 2016-2020 (Andorra, Barcelona, Bilbao, Madrid, London, Edinburgh, Lugano, Milan, Frankfurt, Copenhagen, Stockholm, Oslo and Stavanger).

In general, we can speak of a 2017 which has been a very active year to date: 6 conferences attended, 10 roadshows completed, more than 200 meetings with investors, 17 international markets visited, 5 visits of investors to our facilities... Numbers that, for another year, confirm our growing dedication to the marketing of the project.





# CIE Automotive and Corporate Social Responsibility (CSR)

CIE Automotive implements and promotes ethical and responsible behaviour along its value chain to meet the expectations of its stakeholders and to meet the challenge of improving the procedures that allow it to put in objective terms and evaluate the importance and the significance of actions undertaken. In accordance with the actions provided for in our CSR Strategic Plan 2015-2018, in the first quarter of the year we conducted a range of global surveys in the automotive business regarding human resources, supply chain, environmental management and social action. The data extracted, detailed in the Company's Annual Report and summarised below, forms the basis for better focusing efforts, setting new targets and measuring results.

## HUMAN RESOURCES

More than 26,000 professionals were part of CIE Automotive's staff at the end of 2016, with 80% in Automotive and 20% in Smart Innovation. Working with the labour legislation of each country, and following the principles of the UN Global Compact, the general lines of action are **labour stability**: approximately 80% of the workforce has an indefinite contract; **offer dignified employment**: 53% of the employees underwent a formal evaluation of their annual performance in 2016 and 33% also received a variable salary or bonus; **the right to collective bargaining**: 63% of workers are directly linked to a collective bargaining agreement; **non-discrimination and equality** of opportunity and **diversity** in the workforce; **rejection of child labour** and forced labour; and **reconciliation** of family and work life: in 2016, more than 10 million euros were provided for measures that facilitate the daily life of workers and their families, such as educational assistance, insurance and medical services, employee advances, company canteens and transport.

## SUSTAINABLE SUPPLY CHAIN MANAGEMENT

In 2016, purchases amounting to more than 1.4 billion euros were made from more than 18,000 suppliers. 87% of purchases were from local suppliers, compared to 84% in 2015 and 80% in 2014. The continued growth of this percentage shows the group's commitment to the industrial fabric and the social progress of the countries where it operates. More than 90% of suppliers of raw materials, components and subcontract services are ISO TS 16949 or ISO 9001 certified, and more than 80% of them have ISO 14001 environmental certification. In addition, it is important to note that more than 850 suppliers have signed the CIE Automotive Social Responsibility Commitment, through which, on the one hand, they agree to respect the International Labour Organization Conventions, and on the other hand, in the environmental field, they are required to act according to the principle of precaution, to take initiatives to promote greater responsibility for the environment and to encourage the development and diffusion of technologies which are respectful of nature.

## COMMUNITY

Having an involvement with our environment is part of our essence as a company and is reflected in our corporate values. We contribute to local development by creating jobs, purchasing from local suppliers and paying taxes in all countries where we have a presence. We also maintain a relationship with the Public Administrations and allocate resources to help the most disadvantaged groups and local community organisations. In 2016, more than 200,000 euros were allocated to NGO social action programmes such as schooling programmes or programmes to reduce hunger and poverty, and in 2016 alone more than 3,800 workers have participated in this type of initiative.

Thanks to your efforts, we are an outstanding agent in the communities where we are present and we make a valuable social contribution.

## ENVIRONMENTAL MANAGEMENT

CIE Automotive is committed to combating climate change in line with the historic agreements reached at the Paris Climate Summit to halt global warming and reduce greenhouse gases, and in accordance with the United Nations Sustainable Development Goals. In addition, following the environmental principles of the Global Compact and the position advocated by the European Union, the group works to maintain the necessary balance between its industrial activity and the protection of the environment.



# CIE AUTOMOTIVE JOINS THE FORÉTICA CLIMATE CHANGE GROUP



The group will focus on analysing the business response to the implications of climate change in cities and the role of companies in the next Climate Change Law in Spain

In January 2017, CIE Automotive joined the Forética Climate Change group ([www.foretica.org](http://www.foretica.org)), an interest group that aims to translate the main climate change trends and conversations that are taking place globally (from a business perspective) into the Spanish context, contribute through studies to the generation of practical solutions, disseminate among the business community

the trends linked to this issue, and collaborate with Public Administrations and opinion leaders making the interest group a reference point on the subject of climate change.

Being part of the group involves having a company climate change strategy and periodically publishing performance indicators in this area.

# JESÚS M<sup>a</sup> HERRERA, AMONG THE BEST CEOs OF 2016

The study carried out by Forbes highlights his management throughout 2016 and places him in the first place among those who lead companies that do not belong to the Ibex 35

Forbes

In January 2017, Forbes magazine prepared and published a study - in collaboration with the leading investment banks, asset managers and business schools operating in Spain - which includes our CEO among the executives who excelled in their management during 2016. Forbes has awarded Jesus M<sup>a</sup> Herrera the eleventh place in a ranking of 50 managers.

The aspects that are evaluated for entry to this list are the profitability generated for shareholders, the evaluations of investment banks and asset managers, the capitalisation of the company, as well as the degree of innovation, the company's defence of freedom and the leadership demonstrated.



# CIE BEGINS PRODUCTION OF STAMPED AND ASSEMBLED COMPONENTS FOR ELECTRIC VEHICLES

Once again, CIE Automotive is positioned to adapt to the different trends and changes generated by the market

At the CIE Nugar Tultitlán (State of Mexico) plant, CIE Automotive has won a project for parts for electric vehicles.

This project, as well as having structural parts, includes the entire environment surrounding the electric car's battery, composed of both steel parts and stamped aluminium parts, with different assembly processes in robotic cells (welding, riveting and impregnation of silicone joints). These stamped aluminium parts contribute to reducing the electric car's weight, necessary to compensate for the greater weight of the battery. Part of the production is already underway.



## CIE'S GROWTH CONTINUES IN STAMPED PRODUCTS FOR BRAKE SYSTEMS AT THE GLOBAL LEVEL

In Mexico, CIE Automotive has won a global and strategic customer for iBooster components. These parts belong to the new generation of brakes that are electrically activated. They will gradually be introduced into the market and will coexist with the current hydraulic brake system.

In Brazil, the company has started producing and delivering stamped parts to a global strategic customer. These parts will be manufactured in the CIE Nakayone plant (Sao Paulo). This new win means introducing this product into a new geographic area (Mercosur) and thus serving our customer globally as well as maintaining our leadership in this market niche.





# CIE COLLABORATES ON THE ODIN PROJECT

## OPTIMIZED ELECTRIC DRIVETRAIN BY INTEGRATION

CIE Automotive has collaborated on the ODIN project within the European FP7 framework programme in a consortium made up of Bosch, CIE Automotive, Fuchs, GKN Driveline, ISEA of RWTH University of Aachen, Renault and Romax.

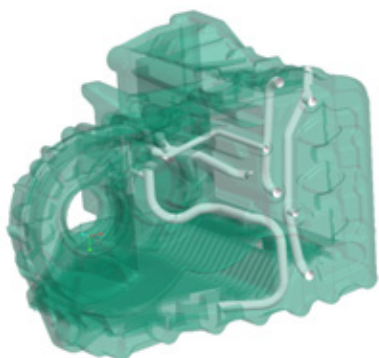
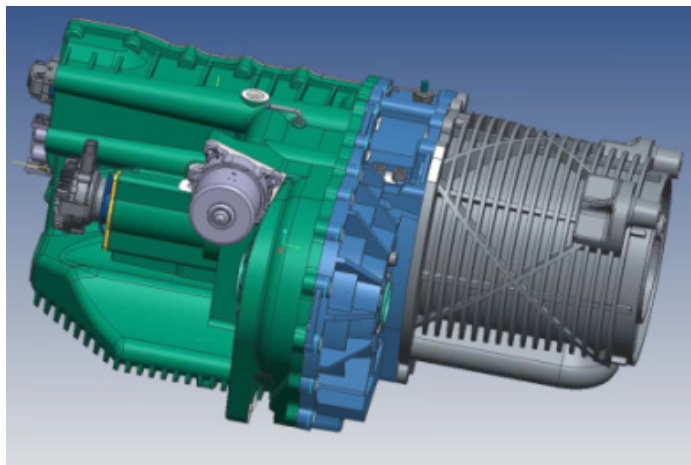
The objective of the project has been the development of a highly integrated, compact and efficient electric propulsion unit, which includes the electric motor, transmission and electronics in a single module.

To achieve this, a high speed electric motor, a gearbox and power electronics are optimally integrated and share aluminium casting housings.

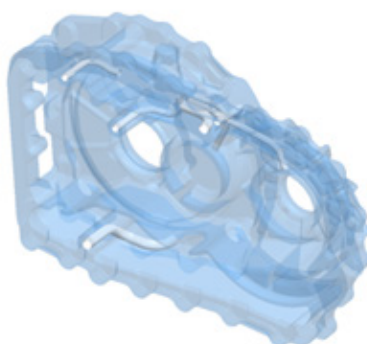
The result is a compact and lightweight product which can be integrated into an urban vehicle, showing a significant potential cost saving compared to the current solutions where these 3 parts are supplied separately.

CIE Automotive has collaborated in the development of aluminium housings which, in addition to meeting very high structural requirements, integrate a lubrication and cooling system through internal channels, overmoulded steel tubes and fins on the outer surface, also guaranteeing an optimum performance in terms of NVH and resistance. This implies giving the aluminium housings significant functional value in the system, while providing a robust and competitive design.

The propulsion unit was tested on the Renault test circuit in a latest generation Renault Zoe.



*Cover housing*



*Intermediate housing*



*Motor housing*

# CIE AUTOMOTIVE AND THE GASOLINE INJECTION RAILS



As part of its strategy for the development and manufacture of components and sub-assemblies for engines (Powertrain), CIE Automotive works actively on solutions that contribute to the reduction of both CO<sub>2</sub> emissions and fuel consumption, resulting in increasingly efficient engines.

In this context, one of the new lines of work is the high pressure gasoline rail used in the new gasoline direct injection (GDI) and dual injection engines.

The gasoline rail - or fuel rail - is the component that distributes the fuel under pressure (200-350 bars) from the injection pump to the injectors which in turn introduce the atomized fuel into the combustion engine cylinders. The gasoline rail is part of the injection system which, in addition to the rail, is composed of the injectors, the fuel injection pump and the electronic components that regulate the system.

For several years, CIE Norma has been working with different OEMs and Tier 1 companies, delivering "rail" solutions developed by our Boroa central engineering unit. In each case, these are adapted to the specific needs of each engine/customer. We have thus become a benchmark supplier in the area of injection components (rails) at the European level.

During 2017, and due to the award of new projects in this area, a second line of rail manufacturing is being launched, which will be

operational in the middle of 2018. Thus, CIE Norma will have two complete production lines for the manufacture of this component which has been defined as strategic within the metal division in the European market.

Also, given the strategic nature of this component in CIE Automotive and the global nature of some Powertrain platforms, an additional line of fuel rail manufacturing for the Chinese market has been in place and operational in CIE Shanghai (Scap) since 2015. In fact, last month CIE Shanghai (Scap) officially received confirmation of the extension of the contract for the supply of the rail, which is currently being produced, for the next generation of engine required to comply with the China 5 pollution standard (equivalent to the Euro 6.2 in Europe).





# CIE Orbelan celebrates 50 years of operation

CIE Orbelan, the plastic injection plant located in Andoain, held a celebration to commemorate its 50th anniversary

It was a very special day in Andoain on 24 June. Dozens of workers, both active and retired, accompanied by their families, visited CIE Orbelan to take part in the factory's open day and enjoy the programme of activities.

It was a day of reunions, of stories told a thousand times, of proud grandparents and surprised grandchildren. A day full of many emotions, during which the founders were remembered for their tenacity and courage in setting up the factory. The men and women who have dedicated their entire professional lives to working in the company also received a well-deserved tribute.

Koldo Izeta, Manager of the company, wanted to take the opportunity to thank the current team for their work and support. Orbelan is a company in continuous evolution and its people show an outstanding ability to adapt to the changes and to make continual improvements.

Since Orbelan joined CIE Automotive in 2002, the company has taken on another dimension and grown in prominence within the automotive sector. It has specialised in small-medium plastic components of ever-increasing complexity, giving it a differential advantage over competitors.

Convinced that CIE Orbelan still has many successes to come, it only remains for us to wish them a prosperous next 50 years!



## CIE Autometal Camaçari is 15 years old

Since its inauguration in 2002, the plant in Bahia has given this Group many reasons to celebrate.

CIE Autometal Camaçari is one of the most efficient companies in CIE Automotive. It produces technical parts and interior subassemblies as well as exterior painted parts, all by means of plastic injection.

It is a preferred supplier for several OEMs and in recent years has expanded its portfolio with new projects for Tier 1 customers.

We can only congratulate Alexandre T. Colomar and his team for their success and encourage them to continue along the same path of excellence.



# Awards and Honours



## CIE COMPIÈGNE RECEIVES AN AWARD FROM PSA

CIE Compiègne has won an award from PSA as one of the best suppliers for its levels of quality, service and cost. This is the third consecutive year that the plant has won this recognition.

For this reason, CIE Compiègne has become part of the select list of the “Best of the best plants”. Only 11 plants supplying PSA, out of a total of 1,850, have reached this list.

In addition, CIE Norma and ACS Ibérica will also receive awards from PSA in recognition of the 2016 results.

## ACS FRANCE SELECTED BY RENAULT

Each year, Renault gives an award to those suppliers whose contribution has been particularly notable, whether in Quality, Innovation, Corporate Social Responsibility or Design.

This year, ACS France has been selected to receive the award in the Quality category.

## CIE CELAYA METAL RECEIVES AN AWARD FROM NEXTEER

For the second year in a row, the customer Nexteer has awarded CIE Celaya Metal a recognition of excellence in quality (Perfect Quality).

## PEMSA SALTILLO GETS CLOSER TO WCM BRONZE CERTIFICATION



CIE Pemsá Saltillo participated in the 3rd WCM Audit organised by FCA, in which it obtained 5 points, to reach a total of 27. CIE Pemsá Saltillo thus positions itself as the supplier with the highest score within the NAFTA region and becomes a *benchmark* supplier.

The FCA system, which adopts the philosophy of zero accidents, zero defects, 100% deliveries, etc., requires 50 points to obtain WCM Bronze certification. The objective of CIE Pemsá Saltillo is to achieve bronze status (50 points) during 2018 - 2019.



# Dominion innovates in Risk Control with Video Content Analysis technologies



Dominion applies VCA technology in critical processes with improvement potential, achieving efficiency for its clients through innovation

## Applied Technologic Knowledge

Dominion keeps its focus on innovation through the deep knowledge of its clients' processes and Dominion's expertise on technology. By joining them, Dominion is able to apply these technologies in an efficient way and generating value to the process. Dominion applies already developed technologies but with a huge potential for new applications like the VCA technology.

## VCA Technology and Artificial Intelligence

Dominion's business unit develops and commercializes niche products to increase security in critical infrastructures and processes, reducing risks in an innovative and cost-effective way through the use of Video Content Analysis.

VCA technology allows automatic video analysis to determine time events not based on a single image but in a continuous stream of images. As such, it can be considered the automated equivalent of the biological visual cortex.

Artificial Intelligence is also used to train and classify the detected events. This allows the solution to learn and achieve a greater efficiency through time.

## Applications and business development

This product has a wide arrange of uses in security issues. Recent studies foresee an annual increase of 19.5% in the 2015-2020 period for business related to Video Analytics (VA) and Video Content Analysis (VCA).

Dominion, through Visual Line, offers security systems that allow the detection of security events. It also allows minimizing the time of reaction and the consequences of the detected event.

Some of the processes where this technology is applied are level crossings; In this case the system generates automatic alerts in real time as a response to events like a detection of an obstacle in

the level crossing, like a damaged car in the railway, or a security element that doesn't work correctly.

Another use for this solution is in railway stations or mechanical stairs with great affluence of people. In these cases the station's CCTV system is used to identify and alert of possible risks. The system automatically and instantly processes the video looking for issues and possible dangers, like falls on the railway or agglomerations. Another process where Dominion is capable of generating value and efficiency is in the detection of fire and smoke in industrial plants with VCA technology.

In all of these processes security is critical and with technology we can achieve efficiency in minimizing risks.

Going hand in hand with Dominion's strategic plan, this business unit has a growth goal which is being developed detecting new opportunities with its clients.



# CIE Automotive in the world.

## NAFTA

### USA

Plastic  
Machining  
Dominion

### MEXICO

R&D  
Aluminium  
Forging  
Stamping & Tube Forming  
Machining  
Plastic  
Roof Systems  
Dominion

### CANADA

Dominion

## WEST EUROPE

### SPAIN

Headquarters  
R&D  
Aluminium  
Forging  
Stamping & Tube Forming  
Machining  
Plastic  
Roof Systems  
Bionor  
Dominion

### GERMANY

R&D  
Forging  
Dominion

### UK

Forging  
Dominion

### FRANCE

R&D  
Machining  
Roof Systems  
Dominion

### ITALY

Machining  
Dominion

### PORTUGAL

R&D  
Plastic  
Dominion

### DENMARK

Dominion

## CENTRAL & EAST EUROPE

### SLOVAKIA

Machining  
Dominion

### CZECH REP.

Stamping & Tube Forming  
Machining  
Plastic

### LITHUANIA

Forging

### POLAND

Dominion

### ROMANIA

Aluminium  
Roof Systems

### RUSSIA

Aluminium

## ASIA

### CHINA

Forging  
Stamping & Tube Forming  
Machining  
Plastic  
Roof Systems

### INDIA

R&D  
Forging  
Stamping & Tube Forming  
Machining  
Casting  
Composites  
Dominion

### TURKEY

Dominion

### VIETNAM

Dominion

### PHILIPPINES

Dominion

## CENTRAL AMERICA & SOUTH AMERICA

### ARGENTINA

Dominion

### BRAZIL

R&D  
Forging  
Stamping & Tube Forming  
Machining  
Aluminium  
Plastic  
Casting  
Dominion

### GUATEMALA

Bionor

### HONDURAS

Dominion

### CHILE

Dominion

### COLOMBIA

Dominion

### ECUADOR

Dominion

### HAITI

Dominion

### PERU

Dominion

## MIDDLE EAST

### BAHRAIN

Dominion

### OMAN

Dominion

### QATAR

Dominion

### SAUDI ARABIA

Dominion

### UNITED ARAB EMIRATES

Dominion

### KUWAIT

Dominion

## AFRICA

### MOROCCO

Plastic

### SOUTH AFRICA

Dominion

### EGYPT

Dominion

## OCEANIA

### AUSTRALIA

Dominion

### INDONESIA

Dominion



## Registered Office

Alameda Mazarredo, 69 - 8º  
E-48009 Bilbao (Vizcaya), Spain

Tel: +34 94 605 48 35  
Fax: +34 94 605 48 37  
[www.cieautomotive.com](http://www.cieautomotive.com)

## Commercial Offices

AIC - AUTOMOTIVE INTELLIGENCE CENTRE  
Parque empresarial Boroa E-48340 Amorebieta-Etxano  
(Vizcaya), Spain

Tel: +34 94 605 62 00  
Fax: +34 94 605 62 48  
[www.cieautomotive.com](http://www.cieautomotive.com)