

**2024**

**SEKAI**

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# Agenda

Who we are



Our Services



Our Quality  
Control

# Sekai Technology Mission



**To contribute to proactively collaborate in the design of our clients'**



**Established operations and processes, through technologies and certifications in quality**



**Safety programs inside and outside our facilities**



**Working as a team**



**Always seeking innovation in our inspection and storage processes**



To be recognized as a leading company in Storage Services (VMI)



Inspection (OBA) and Rework exceeding the expectations of our customers.

# Sekai Technology Vision



# Sekai Technology Value

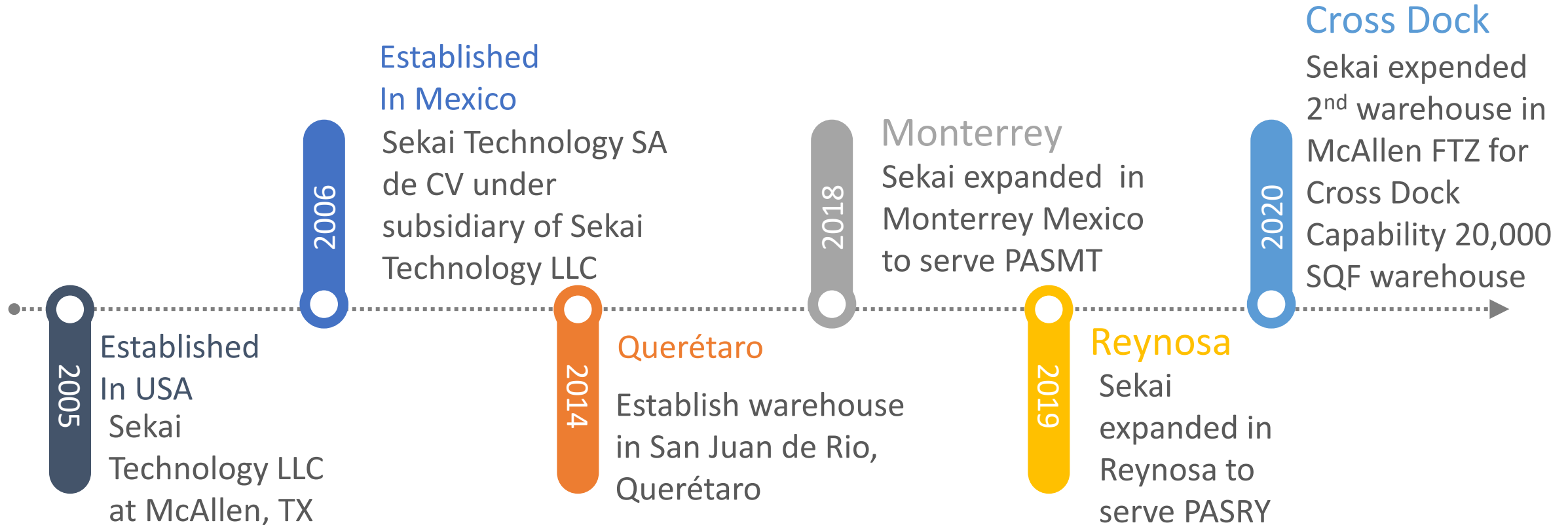
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- Integration
- Competitiveness
- Efficiency
- Commitment
- Punctuality

# Sekai Technology Timeline

History of our Company

**Sekai can adapt to meet the needs of our customers.**  
**Sekai are expanding our warehouse by customer's demand**



# Permits & Certifications

Note: We are in process in 2 security certifications OEA (Mexican security program) & CTPAT (USA security program).



ISO 9001:2015

**SHCP** SECRETARÍA DE HACIENDA Y CRÉDITO PÚBLICO

**SAT** Servicio de Administración Tributaria  
Administración Central de Certificación y Asuntos Internacionales de Auditoría de Comercio Exterior  
Administración de Certificación y Asuntos Internacionales de Auditoría de Comercio Exterior "1"

Oficio: 010030100032017030100022-000140

**RESOLUCIÓN**

Primero.- Se tiene a la persona moral denominada Sekai Technology, S.A. de C.V. por desistida del Registro en el Esquema de Certificación de Empresas modalidad IVA e IPS, rubro A, otorgado mediante la presentación del "Aviso Único de renovación en el Registro del Esquema de Certificación de Empresas" de fecha 10 de febrero de 2017, y se ordena la suspensión de efectos de la misma a partir de la fecha de inicio de vigencia de la presente certificación.

Segundo.- Se otorga la inscripción al Registro en el Esquema de Certificación de Empresas, modalidad IVA e IPS, rubro AAA, a la persona moral denominada Empresa Sekai Technology, S.A. de C.V. misma que tendrá una vigencia de tres años contados a partir del 07 de julio de 2017, conforme a los siguientes datos:

Denominación o razón social:	SEKAI TECHNOLOGY SA DE CV	
R.F.C.:	STE0601188V7	
Domicilio fiscal:	MIKE ALLEN 2105., Col.PARQUE INDUSTRIAL REYNOSA SECCION NORTE, REYNOSA, 88788, TAMAULIPAS	
Domicilio donde se realizó la visita:	Mike Allen, 2105, Parque Industrial Reynosa Sección Norte, C. P. 88788, Reynosa, Tamaulipas.	
Régimen Aduanero:	Importación temporal para elaboración, transformación o reparación en programas de maquila o de exportación (IMMEX)	
Modalidad:	IVA e IPS, rubro AAA	
Programa IMMEX:	Tipo	Número
	Autorización Programa Nuevo Industrial	6082007

Tercero.- Sekai Technology, S.A. de C.V., podrá aplicar el crédito fiscal para el pago del Impuesto al Valor Agregado y el pago del Impuesto Especial Sobre Producción y Servicios respecto de las importaciones que realice en términos de lo dispuesto en los artículos 28-A de la Ley del Impuesto al Valor Agregado y 15-A

Av. Paseo de la Reforma núm. 15, piso 24, Torre Callesito, Cal. Telesur, Delegación Cuauhtémoc, C.P. 06710, Ciudad de México.  
México: 01551 82722228, www.sat.gob.mx, youtu.be/evm7u9m Twitter.com/satmx

IMMEX AAA

**HACIENDA** SECRETARÍA DE HACIENDA Y CRÉDITO PÚBLICO

**SAT** Servicio de Administración Tributaria

**ACUSE DE MOVIMIENTOS DE ACTUALIZACIÓN DE SITUACIÓN FISCAL**

Lugar y Fecha de Emisión: REYNOSA, TAMAULIPAS, a 09 de Mayo de 2022

Se ha presentado el aviso de actualización al registro fiscal de contribuyentes adscritos, con la siguiente información:

Datos de Identificación del Contribuyente:	
RFC:	STE0601188V7
Denominación/Razón Social:	SEKAI TECHNOLOGY
Régimen Fiscal:	EXCENSO NACIONAL DE CAPITAL UNIFORME
Nombre Comercial:	
Tipo de Movimiento:	
Identificación del aviso: Apertura de establecimiento o sucursal	Fecha del Aviso: 05/05/2022
Datos de Ubicación:	
Tipo de Servicio: ESTABLECIMIENTO	Código Postal: 88788
Tipo de Ubicación: Sucursal (SUC)	Moneda de la Unidad de la Búsqueda:
Nombre Comercial: 000	Nombre Interim:
Nombre de la Oficina: PARQUE INDUSTRIAL REYNOSA	Nombre de la Localidad: CIUDAD APODACA
Nombre del Municipio o Demarcación Territorial: REYNOSA	Nombre de la Entidad Federativa: NUEVO LEÓN
Nombre Calle: C/PA. INDUSTRIAL CARRETERA A SALTILLO	P. Calle: 488 LOS PERIFONEOS DE MONTEPERO
Características del Servicio: IVA INDUSTRIAL COLOR GRIS	Referencia Adicional: A LUGAR DE POLYTECHNO REYNOSA
Teléfono Móvil:	044 8888888888

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**GOBIERNO DE MÉXICO**

Contrato: [Detalles de contrato]

SAT



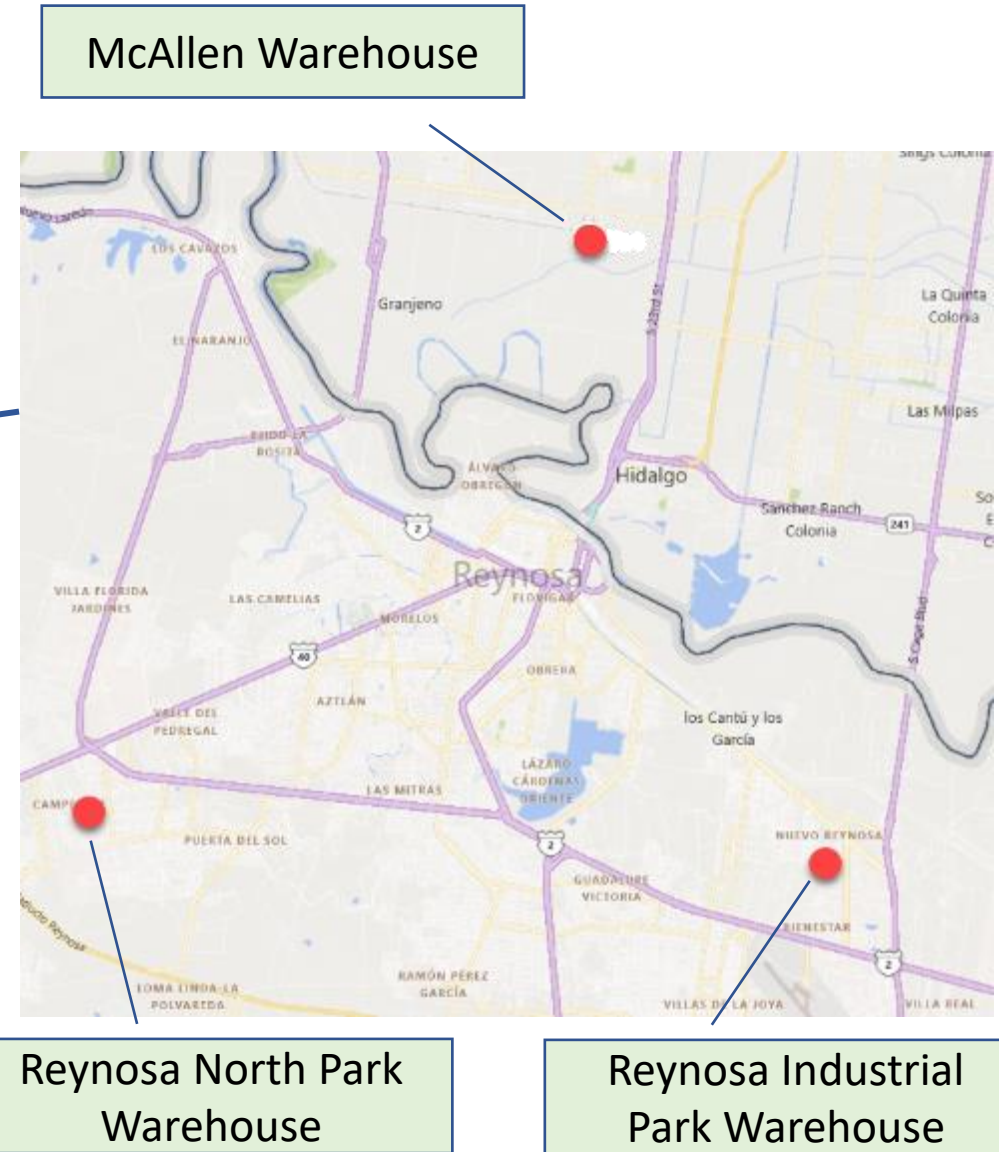
# Our Establishment

## 7 Warehouses in 4 Cities:

- McAllen, Texas USA --- 1 Head Office and 2 Warehouse
- Reynosa, Tamaulipas, Mexico --- 3 Warehouses
- Apodaca, Nuevo Leon, Mexico --- 1 Warehouse
- San Juan de Rio, Queretaro, Mexico --- 1 Warehouse



# Our Locations





## Head office Warehouse & Inspection



## McAllen HQ and Warehouses

- Head office (Establish in 2005)
- Inspection Room (1000 SFT)
- 2 warehouses (30,000 SFT) in McAllen TX USA
- Expandable for up to 70,000 SFT



## Warehouse 2





## Reynosa Industrial Park

- Office (Establish in 2006)
- Inspection Rooms (2000 SFT)
- Warehouses (30,000 SFT) in Reynosa Tamaulipas Mexico
- Overflow warehouse space (15,000 SFT)







## Reynosa Industrial Park II

- Office (Opened in 2024)
- Inspection Rooms
- Warehouse (80,000 SF)
- Capacity (6,000 Pallets)







## Reynosa North Park

- Office (Establish in 2019)
- Inspection Room (1000 SFT)
- Warehouses (30,000 SFT) in Reynosa Tamaulipas Mexico
- Expandable for 30,000 SFT

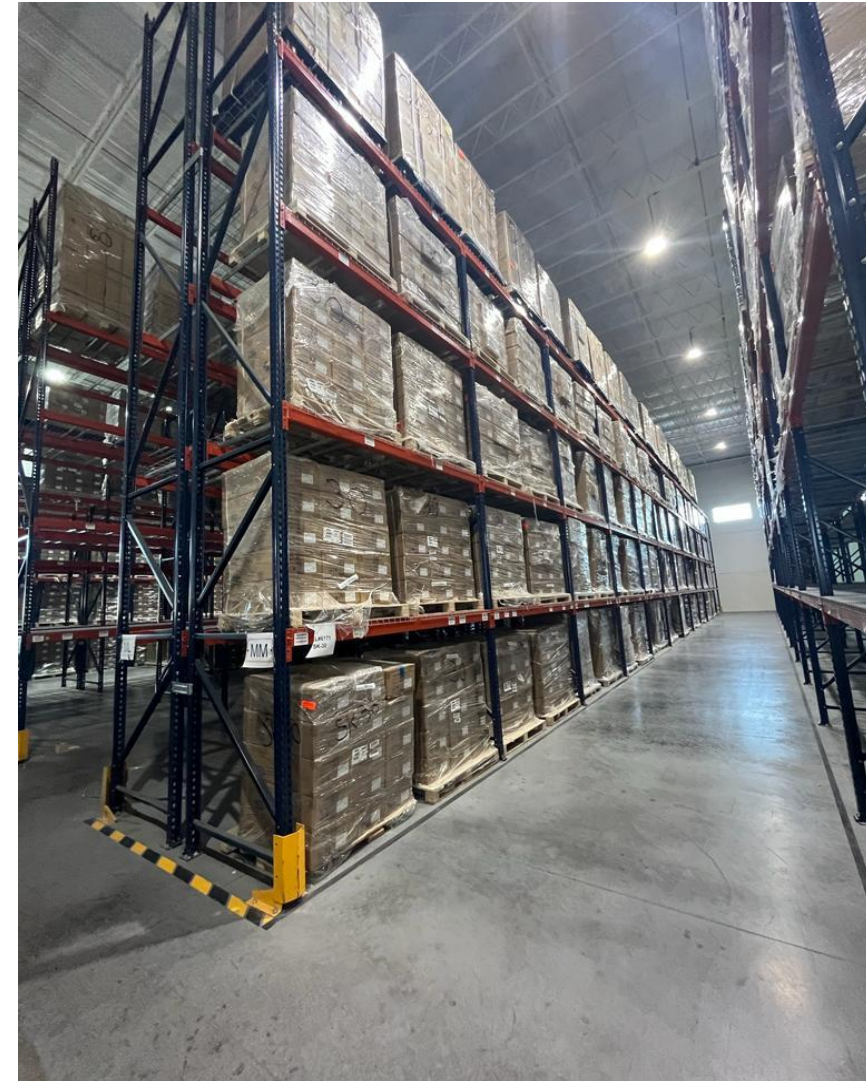






## Monterrey

- Office (Establish in 2018)
- Inspection Room (800 SFT)
- Warehouse (45,000 SFT) in Apodaca Nuevo Leon Mexico





## Queretaro

- Office (Establish in 2014)
- Inspection Room (800 SFT)
- Warehouses (30,000 SFT) In San Juan de Rio Queretaro Mexico
- Expandable for 30,000 SFT





# Our Customers

**Manufacture**  
**Panasonic**

PASM X PASRY PASMT PEMX

**ALPS**

**DENSO**

**IKUNI**

**HUF**

**TENNECO**

*Fisher & Paykel*

**DENSO TEN**



**GSW**

**TOKAI RIKA**

**clarion**

CAR AUDIO BEYOND

**R.R. DONNELLEY**



**Suppliers**  **IRISO**

**JTC**

**CMK**



**KIYOHUNI**

**Fuji Plastic**

**LG Display**

**Star Machinery**

**e|ematec**

**AUO**

**TAIYO**  
Imagine • Desire • Create

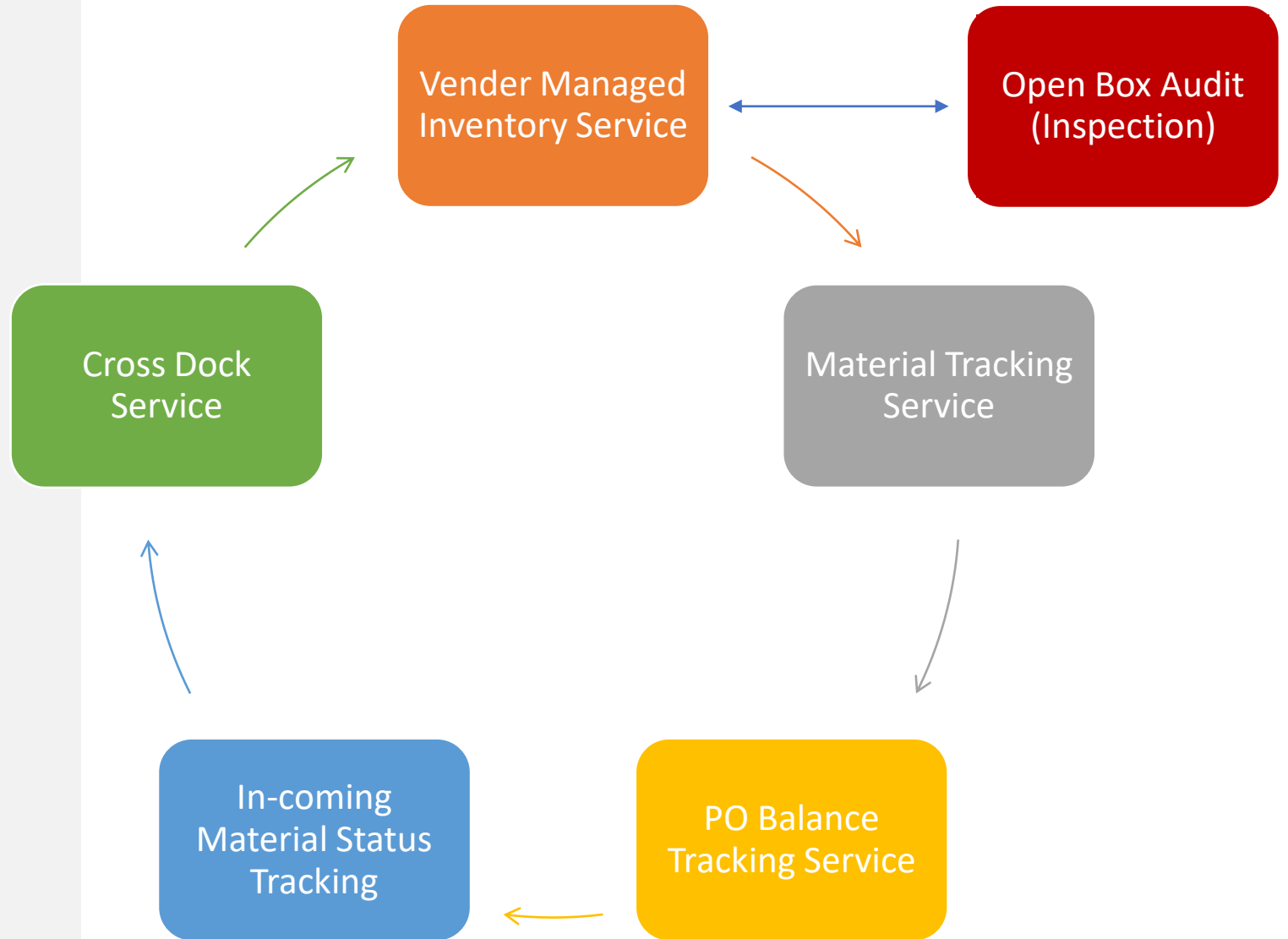
**INFOVISION**



**Restar**



# Our Services



# Vendor Managed Inventory (VMI) Service

## Supplier



**30-90 days Lead Time**

## SEKAI



Receiving



Monitor Movement



Inspection

Rework as needed



**Holding 30 days of Stock**

## Customer



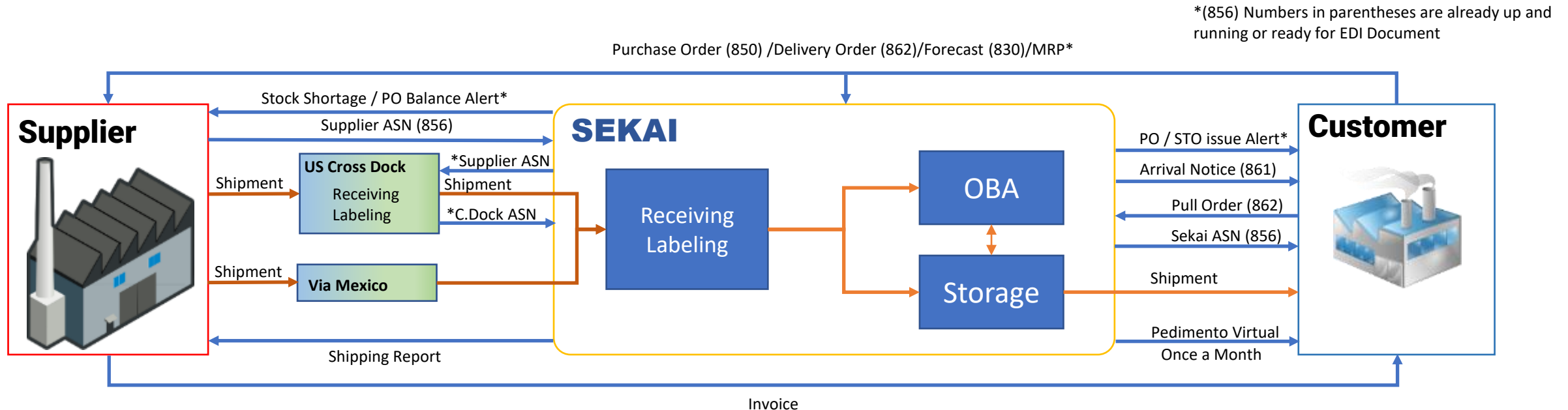
**Minimum or zero  
Stock Shortage**

**Pick up as needed**

## BENEFITS

- Reduction in stock-outs and overall inventory Level
- Improved supplier service
- Reduction in Lead-time
- Reduced Inventory carrying cost
- Reduced downtime due to waiting for raw-material
- On Call Service for outside of our business hour 24/7

# VMI Data Flow and Physical Movement



- Stock Shortage / PO Balance Alert and PO / STO issue Alert require Purchase Order, Delivery Order, Forecast, MRP data. This alert will submit automatically by RPA (Robotics Process Automation)
- This service is extended service for VMI (Please see following Slide)

\* Note: Currently, we do not send Supplier ASN to Nippon Express due to Nippon Express capability nor demand. Sekai can send and receive EDI (856). We receive notification from Logistic Master for Incoming Shipment.

**Legend**

- Physical Movement
- Information flow

# Mexico Port of Entry Map



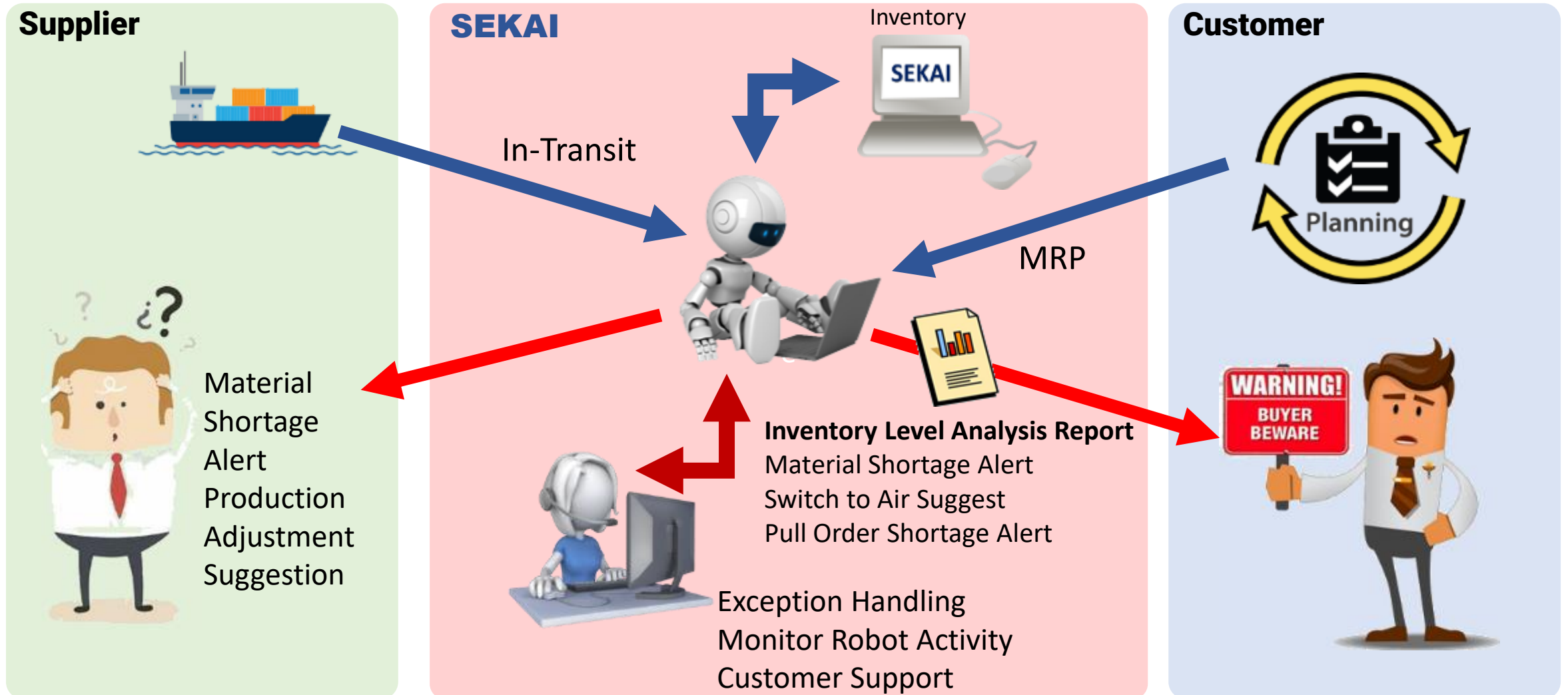
# Our Advantage for Import to Mexico

Port of Entry in Mexico	Cross Dock (Custom Broker)	Sekai Experience
Tijuana, International Line (Land)	Sekai (Logistic Master)	Once a Year (Previously 3 times week)
Nuevo Laredo, World Trad Bridge (Land)	Sekai (Logistic Master)	A few per Year
Manzanillo, Port Authority (Sea)	Sekai (Victor Salinas)	Actively used
Monterrey Mariano Escobedo Int'l Airport (Air)	Sekai (AFS Agencia)	A few per Year
Lazaro Cardenas, Port Authority (Sea)	Sekai (Grupo Border)	Actively used
Benito Juarez Mexico City Int'l Airport (Air)	Sekai (Grupo Border)	Once a Month
Pharr-Reynosa International Bridge (Land)	Sekai (Logistic Master)	Actively used

We can Import or do custom brokerage using our partner. Only require Cross Dock if you need to do consolidation with other B/L together

# Material Tracking Service (Please see Next Page for Sample)

\*Extension of VMI Service



# Example of Report

## Inventory Stock Analysis Report

Current Month  
End Inventory

Following Month  
End Inventory

Supplier	Name	Parts No	Description	End of this month			End of Next Month		
				Requirement	Stock On Hand	Stock Status	In-Transit	Projection	Stock Days
0000002291	DALIAN FUJI PLASTICS	YEFCU01761B	ESC ASSY	10,236	4,296	13	19,656	3,480	10
0000002291	DALIAN FUJI PLASTICS	YEFU0110208	KNOB OUTER BASE	28,980	31,500	33	57,960	31,500	33
0000002291	DALIAN FUJI PLASTICS	YEFU00185B	ESC Assy	4,410	7,938	54	5,292	4,410	30
0000002291	DALIAN FUJI PLASTICS	YEFU00186B	ESC Assy	3,528	6,174	53	9,702	8,820	75
0000002291	DALIAN FUJI PLASTICS	YEFU00284D	ESC ASSY	4,032	4,032	30	20,160	16,128	120
0000002291	DALIAN FUJI PLASTICS	YEFU00333	ESC ASSY	22,176	22,176	30	30,240	8,064	11
0000002291	DALIAN FUJI PLASTICS	YEFU00381	ESC ASSY	9,702	10,584	33	15,876	7,056	22
0000002291	DALIAN FUJI PLASTICS	YEFU00382	ESC ASSY	7,938	9,702	37	16,758	10,584	40
000000					4,320	26	1,440	(4,320)	-26
000000					864	17	3,840	1,632	32
000000					1,344	42	9,264	8,688	272
000000					-	-	3,888	(432)	-6
000000					2,640	31	4,740	2,220	26
000000					-	-	-	(4,992)	-60
000000					3,240	81	3,180	4,020	101
000000					14,880	26	25,440	6,600	12
000000					2,160	9	44,928	32,616	135
000000					5,184	999	-	5,184	999
000000					39,312	91	4,752	18,144	42
000000					1,944	19	-	(4,104)	-41
000000					6,336	17	42,336	26,784	73
000000					37,776	492	8,736	41,904	546
000000					2,304	60	16,128	16,128	420
000000					47,760	40	44,520	40,740	30

### Color Legend (No of days are Calendar days)



0 to 10 Days of Inventory (Air shipment May require)



10 to 20 Days of Inventory (Critical Attention needs)



20 to 40 Days of Inventory (Inventory Level is OK)



40 to 90 Days of Inventory (Over Stock Attention needs)

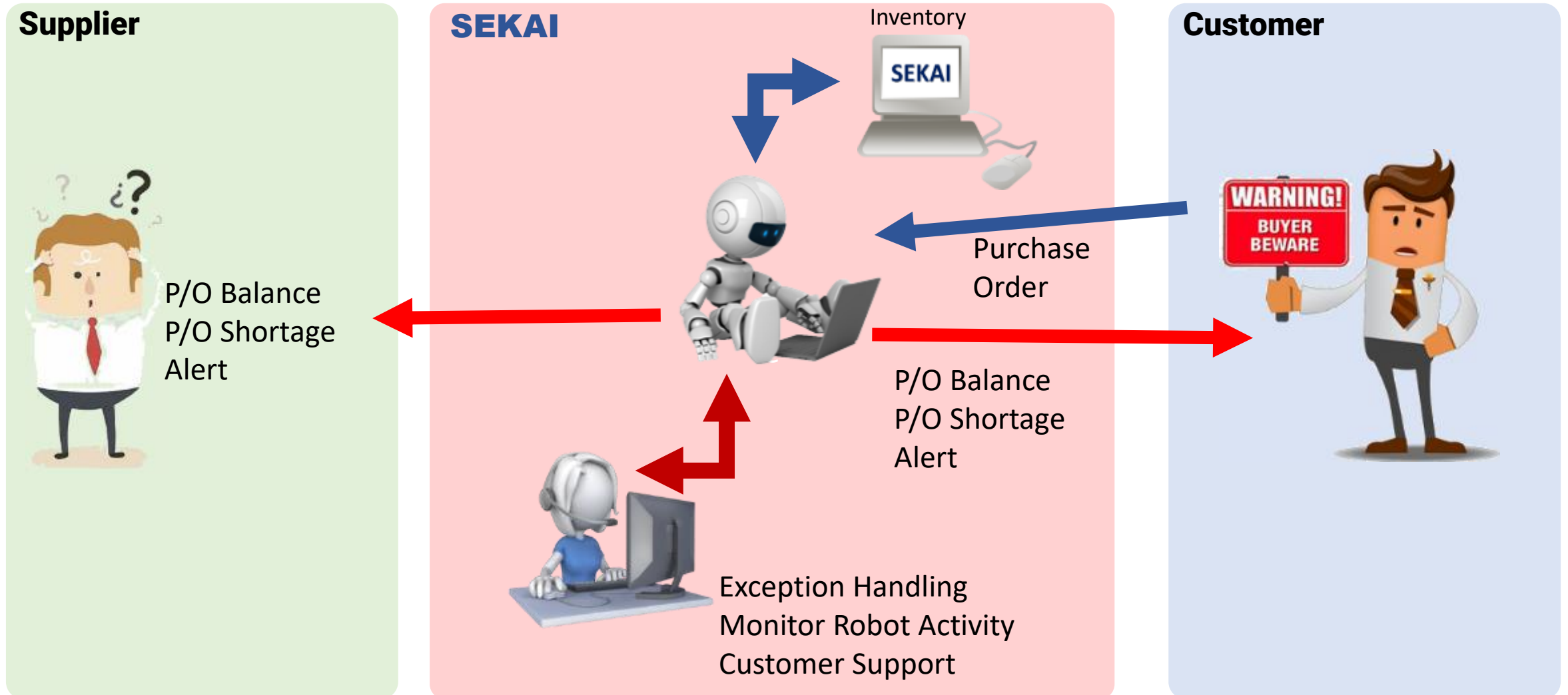


Over 90 Days or 999 is No requirement Exist



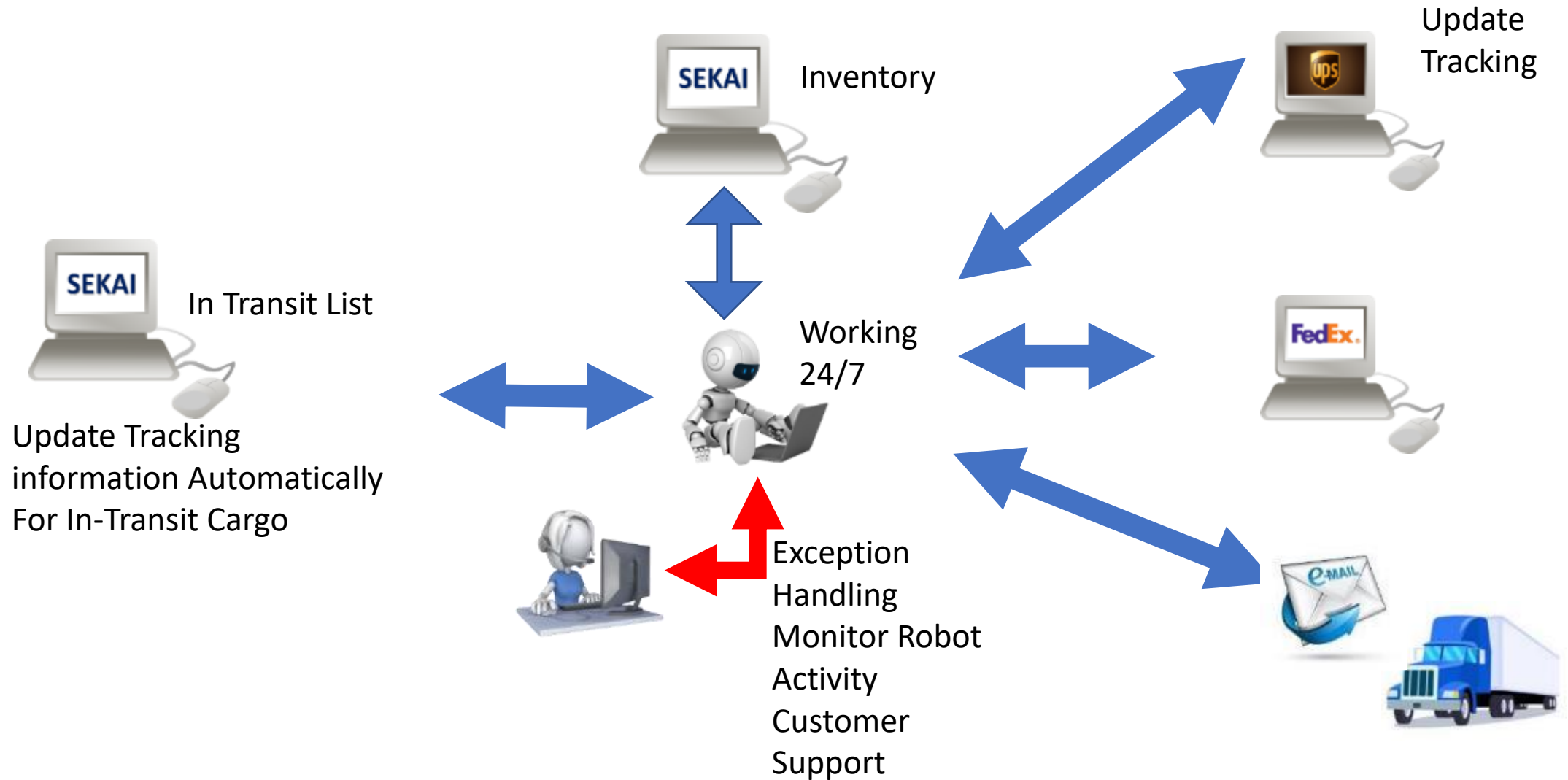
# PO Balance Tracking Service

\*Extension of VMI Service  
Require Material Tracking Service





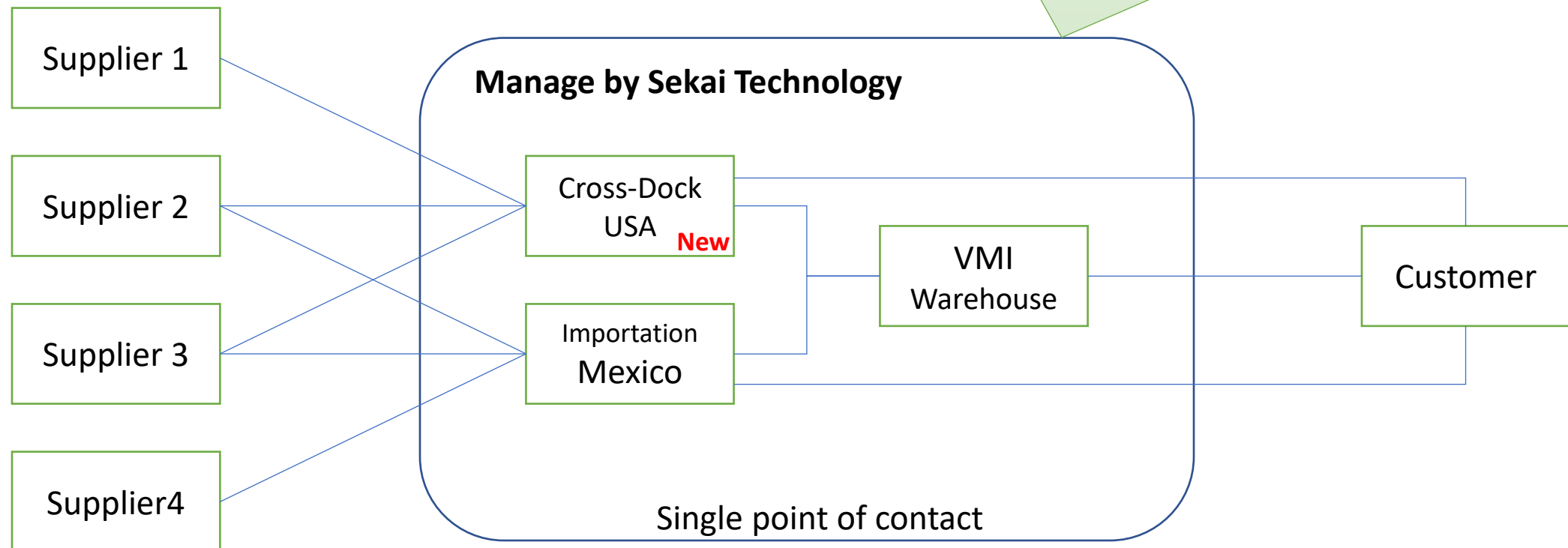
# In-coming Material Status Tracking



# Cross Dock Service

## Single operation Model

The International Cross Dock Service challenge is how speedily inquires about the Cargo status. We use RPA to obtain automatically to get the Status of Incoming cargo and update it. Human concentrate on exception handling.



# Milk Run (Scheduled On time delivery)

## BENEFITS



Our geographical advantage

We can send material for predefined schedule (15 min Windows)



Prepare Delivery Items  
And Send ASN (856)



3 to 15 min Drive Distance  
Sekai's Own Truck to deliver



Schedule to arrive  
10:00 AM – 10:15 AM



# Portal Services



- We can provide to any platform for
  - Current Inventory information
  - Shipping/Receiving
  - In-Transit information
- We are using Microsoft Power Apps Platform for Agile develop and deploy.
- No EDI, No problem just upload current used document and we convert overusing RPA
  - To avoid double entry and potential error
- Daily Automate Inventory Report

## Sekai

Home > Portal > Inventory > Summary

### Summary

[Export to Excel](#)

ID ↑	Customer	Category	Part	GOOD	HOLD	SORT	Replacement	NG	Total	In Transit	
IS00000021	PASMX	RMA	YEFX0701990	0	1	0	0	0	1	0	▼
IS00000022	PASMX	VMI	M1G4102100	1,575	0	0	0	0	1,575	0	▼
IS00000023	PASMX	VMI	M1G4118501B	0	0	0	0	0	0	810	▼
IS00000024	PASMX	VMI	M1G4118505B	71,040	0	0	0	0	71,040	78,720	▼
IS00000025	PASMX	VMI	M1G497102A	0	0	0	0	0	0	0	▼
IS00000026	PASMX	VMI	M2G4102005	4,320	0	0	0	0	4,320	1,440	▼
IS00000027	PASMX	VMI	M2G4102055	864	0	0	0	0	864	3,840	▼
IS00000028	PASMX	VMI	M4G4102039	2,976	0	0	0	0	2,976	0	▼
IS00000029	PASMX	VMI	M3G4102007	0	0	0	0	0	0	0	▼
IS00000030	PASMX	VMI	M3G4114805B	2,832	0	0	0	0	2,832	9,264	▼

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# Portal Services

## Sekai

Home > Portal > Inventory > Summary

### Summary

Search

ID ↑	Customer	Category	Part	GOOD	HOLD	SORT	Replacement	NG	Total	In Transit
IS00000021	PASMX	RMA	YETX0701990	0	1	0	0	0	1	0
IS00000022	PASMX	VMI	M1G4102100	1,575	0	0	0	0	1,575	0
IS00000023	PASMX	VMI	M1G41185018	0	0	0	0	0	0	810
IS00000024	PASMX	VMI	M1G4118505B	71,040	0	0	0	0	71,040	78,720
IS00000025	PASMX	VMI	M1G497102A	0	0	0	0	0	0	0
IS00000026	PASMX	VMI	M2G4102005	4,320	0	0	0	0	4,320	1,440
IS00000027	PASMX	VMI	M2G4102055	864	0	0	0	0	864	3,840
IS00000028	PASMX	VMI	M4G4102039	2,976	0	0	0	0	2,976	0
IS00000029	PASMX	VMI	M3G4102007	0	0	0	0	0	0	0
IS00000030	PASMX	VMI	M3G4114005B	2,832	0	0	0	0	2,832	9,264

### Inventory Summary Selected Data

#### Summary

Parts No	GOOD *	HOLD *	Total In Stock
M1G4118505B	71,040	0	71,040
Customer	NG *	SORT *	In Transit *
PASMX	0	0	78,720
Category	Replacement *		
VMI	0		

#### Inventory Detail

Serial ID ↑	Category	Customer	Part	Qty	Stock Status
S202009290316	VMI	PASMX		384	GOOD
S202009290317	VMI	PASMX		384	GOOD
S202009290318	VMI	PASMX		384	GOOD
S202009290319	VMI	PASMX		384	GOOD

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Stock Status
GOOD
GOOD
GOOD
GOOD

47 >

#### In Transit Detail

In Transit drill down

ASN Number (ASN Detail ID)	Line No (ASN Detail ID)	ETA ↑	Shipped Qty (ASN Detail ID)	Shipped Date
10583	003	11/6/2020	2,304	9/16/2020
10586	013	11/6/2020	3,888	9/16/2020
10593	001	11/6/2020	300	9/17/2020
10583	016	11/6/2020	360	9/16/2020

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# Our Quality Control

## **Eliminate error by minimum human involvement**

- Barcode Process Control
- Constant Cycle Count (At least once a month)
- Internal audits (quality department)
- External audits (ISO 9001 – QMS)

# Barcode Control

## Receiving Process



When we received Cargo, we place a Serial Barcode Label for each control base (Pallet or Box). We put Pallet Label on each Pallet



We scan Serial Label and Customer Label. if Customer Label is missing, we place Label using ASN information. We scan Any Label on the box



Only Exact match with ASN to Confirmed and put away Otherwise, investigate



Put Away for designated Location. Scan with Location Barcode and Pallet Label

## Shipping Process



Obtain ship order by Data Transfer or Read by Robot. No human data entry is involved. Only human will involve when Robot could not read or understand



The pickup List will generate from System and confirm by Human Operator. Hand over to Pickup Operator. The Pickup Operator Scan Pickup Order and Move to pickup Locations.



Scan all Serial Barcode from Pickup List. Move Confirmed Pallet to designated ship Stage Area. If it requires breaking Pallet, create Pallet ID, and put a new barcode for the rest of the Boxes and Put Away.



At Stage Area, Scan Pickup List and All Pallet ID to confirm Shipping is ready before Loading to Trailer

# Constant Cycle Count (At least once a month)



Systematically programmed Location  
by Location to set Cycle Count  
Target



Scan Location ID, Serial ID and  
Customer Label to confirm  
inventory On-Hand accuracy

If we have any discrepancy, we will Investigate and recount and short  
frequency of the cycle count



# Eliminate or minimize human error using RPA



Read Email Attachment and process its contents (ASN or Shipping Information)



Open the Website and obtain information (Get Tracking Status)



Login to ERP System (Provided)  
Obtain List data from ERP  
Enter data using Terminal  
No Interface necessary



# RPA



Receive and Send EDI Document Direct to process quickly



Eliminate Human Error: Simple Posting, Data Transfer, Repetitive task To RPA



Monitor and Log each key stroke for audit trail  
Trace back when and what was entered

# OBA (Open Box Audit inspection) Services

**Sekai's OBA consistently outperforms customer's three best quality suppliers**  
**Sekai dispatches inspectors to Customer Location to conduct thorough quality control**



In house service



On call service

## Inspection Products

- LCD Display
- Escutcheon
- Diecast
- Metal Stamping
- Plastic molding
- Switches
- PCB

# OBA In house service

Receiving inspection  
Material



OBA Designated stock  
locations

Inspections



High Standard Personnel After Inspection and  
Passed  
Ready to Ship

Physically Separate



Inspection Reports



Comprehensive Report  
as requested

# OBA On Call Services



On your Call, we send Inspector anywhere to inspect your material  
With same Quality of our Services



At your Customer Site

At your Finish Goods Warehouse



At your plant



At your Warehouse

# Appendix: What is RPA

## Robotics Process Automation

- A “robot” to emulate and integrate the actions of a human interacting within digital systems to execute a business process.
- RPA robots utilize the user interface to capture data and manipulate applications just like humans do. They interpret, trigger responses and communicate with other systems in order to perform on a vast variety of repetitive tasks.
- Only substantially better: an RPA software robot never sleeps and makes zero mistakes.

