



UNITED NATIONS
INDUSTRIAL DEVELOPMENT ORGANIZATION



Korea International
Cooperation Agency



PROCOLOMBIA
EXPORTS TOURISM INVESTMENT COUNTRY BRAND



WORLD-CLASS MOBILITY INDUSTRY



El progreso
es de todos

Mincomercio



PRODUCTIVITY · QUALITY · VALUE ADDED

PORTFOLIO
OF THE

**COLOMBIAN
AUTOMOTIVE
INDUSTRY**

Composites

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www.procolombia.co

Editorial

The National Government is highly committed to supporting the diversification of Colombian exports, focused on taking advantage of the signed Free Trade Agreements and, thereby, pointing to increase the non-mining/energy exports to US\$ 27 Billion by 2022. Within this context the Ministry of Commerce, Industry and Tourism has developed a policy and guidelines to facilitate international trade through cost reduction and processes streamlining.

This is an ambitious objective that requires major efforts in two key aspects related to economic growth: namely the increase of productivity and quality, which improve the global competitiveness of the products made in Colombia; and the business internationalization of our industry, enabling this way the expansion of its commercial scope - all of this supported by the service portfolio of ProColombia.

The Colombian automotive and auto parts industry plays an important role in the national economy. With more than 50 years of experience, today, this sector is the 4th largest industry in the region (in terms of production volume) and represents 6.2% of the country's industrial GDP. It also generates more than 25,000 highly skilled and well-paid direct jobs, as well as 100,000 indirect ones, while producing a variety of automotive components through diverse production processes.

With the support given by the international technical cooperation project "PRO-Motion", by the Korea International Cooperation Agency (KOICA), the United Nations Industrial Development Organization (UNIDO), the Ministry of Commerce, Industry and Tourism of Colombia (MINCIT), and the "Colombia Productiva" program, we obtained a deeper understanding of our companies' needs, which has let us take actions that generate results to strengthen the sector.

It is great to know that this portfolio is one of the valuable results reached by the joint actions implemented by the project and ProColombia. With the objective of building a key tool to reach new markets and attract the foreign investment we have compiled relevant information regarding the industrial capacities with the invaluable support and enthusiasm of the participating companies.

We are confident about the positive results that this competitive, innovative and relevant industry will achieve in its internationalization process.

Saúl Pineda Hoyos

Deputy Minister of Business Development

Introduction

Inspired by the idea of building a country that grows based on equity, in August 2018, the National Government established spaces for honest dialogue with the private sector, which resulted in the elaboration of 12 pacts for the expansion and creation of new employment in different productive sectors.

This initiative includes the mobility industry - a sector in which ProColombia has identified a great internationalization potential.

Colombia offers great opportunities in this field. We have 16 trade agreements in force and a strategic geographical position, which turn us into an ideal platform to reach third markets.

The country has an industry specialized in the production and assembly of vehicles and motorcycles, which allows us to satisfy local and regional demands.

We are also highly qualified in the manufacturing of auto parts, meeting OEM and aftermarket requirements.

This expertise has allowed the country to position itself as the fourth largest assembler of vehicles in Latin America after Mexico, Brazil and Argentina; and the second largest assembler of motorcycles in the region after Brazil.

With almost 200 companies operating along the supply chain, the local automotive industry has a production capacity of 260,000 vehicles and one million motorcycles per year.

Furthermore, Colombia exports vehicles to 19 countries and auto parts to more than 50 countries. According to numbers generated from the National Statistics Administration Department of Colombia (DANE) and analyzed by ProColombia, this represented almost US\$ 1,000 million of sales in 2018.

















In this catalogue, we present the portfolio of a number of manufacturers supported by international quality certifications for their products and processes, which has already enabled them to build the trust of customers in the automotive, shipbuilding and aeronautical industries, among others.

This, together with the design and development capacities of the portrayed manufacturers, presents the Colombian automotive industry as a potential partner, able to deliver custom-made solutions that meet the requirements of global buyers.

This publication features more than 100 companies from 15 cities in the country, which portray the creativity and capacity of the Colombian people. I invite you to take your time to go through this catalogue and discover the capacities and talent that characterize the Colombian mobility industry.

Flavia Santoro Trujillo
President of ProColombia

Symbols

- | | | | |
|---|---------------------------|---|-------------------------|
|  | Heat transfer |  | Electric power industry |
|  | Graphic |  | Composites |
|  | Non-ferrous materials |  | Electronics |
|  | Metal mechanical industry |  | Elastomers |
|  | Paints and coatings |  | Assembling |
|  | Plastics |  | Siderurgical |
|  | Chemical industry |  | Textile |
|  | Accessories |  | Glass |



| Manufacturers

PORTFOLIO
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Incolbest S.A.

Company founded in 1956 that has a production area of 31,000 m². Dedicated to the production and marketing of friction materials and brake systems. Leader of the automotive industry in the Andean region.

- www.incolbest.com
- Avenida Calle 17 # 123 B - 49
- NIT. 860056886-0
- Bogota, Cundinamarca



1. Production floor

Type of company: Aftermarket

Number of employees: 560

International presence: · United States · Guatemala · Panama · Honduras

· Peru · Costa Rica · El Salvador · Mexico · Ecuador · Chile

Sales per industry: Automotive 100%



2. Laboratory, inertial dynamometer



3. Brake blocks



4. Brake pads production line



5. Laboratory accredited by ONAC

Main clients



Certifications

- ISO 9001: 2015
- BASC
- ISO 14001: 2015

Automotive industry portfolio

- Heavy and light vehicle brake pads
- Motorcycle brake pads
- Light and semi-light vehicle linings
- Heavy vehicle brake blocks
- Clutch facings

Equipment

- Dosing and mixes equipment
- 100 to 1000 T capacity curing presses
- Convection furnaces
- Electrostatic paint line
- Grinding machines
- Power saw machines
- Marking systems

Development capabilities

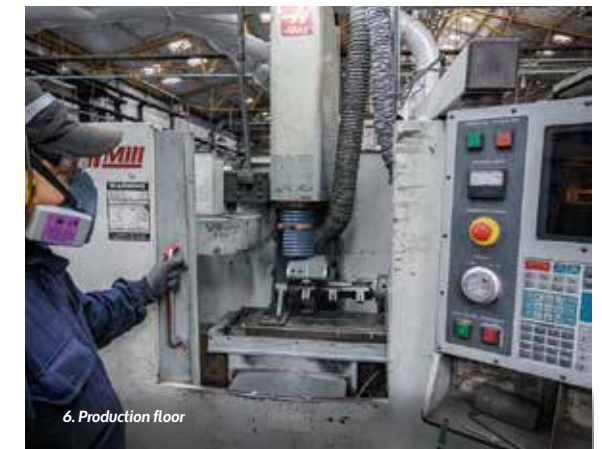
- Computer Aided Design (CAD)
 - Solid Edge by Siemens
 - AutoCAD by Autodesk
 - Autodesk Inventor

★ Key strength

Laboratory capabilities

- Accredited brake systems tests
 - Hardness test
 - Shear strength

- Dimensional stability
- Cutting resistance
- Relative density
- Cylinder tightness
- Humidity operation
- Temperature resistance
- Corrosion resistance
- Salt spray chamber test
- Accredited measuring instruments calibration
 - Length
 - Pressure
- Laboratory accredited by ONAC



6. Production floor





OSAKA S.A.S.

Company founded in 1999, dedicated to the manufacturing of motorcycle components. It has a total area of 800 m², where it manufactures brake pads and bands for motorcycles and ATVs.

- www.osaka.com.co
- Carrera 48C # 100 Sur - 72
- NIT. 811022876-1
- La Estrella, Antioquia



1. Brake pad

Type of company: Aftermarket

Number of employees: 85

International presence: · Mexico · Costa Rica · Ecuador · Chile

Sales per industry: Automotive 100%



2. Product in process



3. Product in process



4. Production floor



5. Brake pad

★ Key strength

Automotive industry portfolio

- Motorcycle brake pads
- Motorcycle brake bands
- Clutch and brake handle levers

Equipment

- Hydraulic presses with 70 to 90 T capacity
- Gas ovens with a capacity of up to 600 bands per hour
- Grinding machines
- Sandblasters

Development capabilities

- Reverse engineering
- Aftermarket brake component development
- Research and development of new friction materials

Laboratory capabilities

- Dimensional analysis



6. Production floor





TGS - Transport Global Suppliers S.A.S.

Company founded in 2012, dedicated to the manufacturing of friction material of brake systems for heavy vehicles. It has a total area of 7.500 m2. Supply brake linings for aftermarket customers around the world and the OE customers in North America.

- www.somosgrupo-a.com
- km 9 via Mamonal Zona Franca de la Candelaria F. 40 - 43
- NIT. 900447550-3
- Cartagena de Indias, Bolivar



1. Production facility

Type of company: · Aftermarket · Tier 1 for truck body manufacturers

International presence: · Canada · Mexico · Guatemala · Panama

· Peru · Venezuela · Chile · Ecuador · China

Sales per industry: Automotive 100%



2. Automated production line



3. Packing process



4. Quality control



5. Product

Main clients



Certifications

- ISO 9001: 2015
- BASC V5 2017

★ Key strength

Automotive industry portfolio

- Brake lining (friction material) for heavy-duty vehicles (drum brakes)

Equipment

- Automated raw material dosing equipment
- Curing presses with up to 1,000 T capacity
- Machining equipments
 - Cutting machines
 - Drills
 - Hole punching machines
 - Grinding machines
 - Convection furnaces

Development capabilities

- Computer Aided Design (CAD)
 - Solid Edge by Siemens
- Reverse Engineering
- Engineering design optimization meeting international standards (APQP)

Laboratory capabilities

- Destructive tests for friction materials
 - Functional Analysis Screening Tool (FAST)
 - Swell, growth and dimensional stability
 - Shear strength
 - Particle size analysis
 - Specific gravity



6. Preforming process

