



Achievements in Companies

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CFO



Achievements in Companies

PWC

- BANPAIS Bank (now Banorte Bank) external Audit handled in 4 months record audit time.
- Audit I & II Courses with 1st place Award.

Vitro Corporativo (85 Locations MAYTAG, Samsonite, Whirlpool, Chrysler glass manufacturing, etc)

- Fixed assets Audit on time.
- Income statement Audit on time.

Blue Bird

- As Controller:
- Finance areas set -up : Controlling, Treasury, Taxes, AR, AP, Customs -Impo & Expo.
- Customs was assigned to me on Oct 1997 and by Dec same year was current & we get current on Import taxes & on files (eventhough I have not previous experience on area).
- Sucess Custom IRS Audit -zero observations.
- Working with Canada on set of books CAN & MEX GAAP.
- Supporting HR on Policies, Payroll, and on tasks.
- CIP Leader - I got a Water exempt payment permit for 3 years \$ 150K USD.



Achievements in Companies

Blue Bird

- As Liquidator:
- I was selected as Liquidator by VPs and worked from 2001 - 2011 finalizing Liquidation requirements.
- 500 Employees layoff.
- Productions lines transfered to Atlanta Georgia USA.
- Building Sale \$4M USD.
- Collections collected & Pay Vendors to zero Balance.
- Expert filling out any IRS or Authority requirements.

Johnson & Johnson Medical

- CIP Leader - I got a water exempt payment permit for 3 years \$ 320K USD / For J&J yearly saving \$2- 4M usd.
- Social Security risk reduction to pay lower(with Legal minute specifying we just assembly not manufacture)
- Impact per year \$150K usd.
- 90 Direct labor Headcount reduction since those were in excess based on Eng rates impact \$950k USD.
- Customs Import & Export System Implementation & IRS Audits zero observations.
- Authority Impo & Expo certification so we decreased time on imports & exports.
- Productions lines impo-transfer by \$10M usd.
- Managerial accounting - Eng rates adjustments & COGS update with current margins Cost vs Sale.
- CINCOM implementation in 6 months- acting as Internal IT Leader.
- Implementing META4 Software for Payroll in 4 months, attending Social Security audits w/o observations.

Achievements in Companies



Butler MX & USA

- Working with PM & Eng in timely revenue recognition (based on Completion %).
- Butler integration process (which take place after acquiring Varco-Pruden),
- Implementing Customs Impo & Expo area.
- Collecting VAT on time \$ 15M USD.
- DSO - reducing time of collections b/w 45-60 days.
- IT Disaster recovery plan implemented.

DBG Services

- IT - Policy implementations.
- Managerial accounting - Eng rates adjusted & COGS update with current margins Cost vs Sale.
- In compliance with MEX & Canadian GAAPs.
- Customs Import & Export System Implementation & IRS Audits zero observations.
- CIP Leader.

Caterpillar – Progress

- 2015 Excellence Award - 1 Employee in all MX.
- 2015 Adequate Corporate Audit.
- 2016-2017 Success on Kansas City Southern Mex Freight Car & Pretrip transition (\$345M usd Transfer of Material, Labor & Fixed assets)- Acting as Leader for MEX.
- Value Added Tax collections \$ 11M USD.
- IRS impo -expo Audit zero observations.
- Assigned as International Controller for Electro Motive Diesel for Peru & Chile with set-up of Audit Firms & Accounting books.

Achievements in Companies

TRUMPF (TMX) – CFO–CCO–CSO & Risk Mgmt

- WC Goal achieved from 38% to below 30%.
- Maintain CC Capacity cost lower than Goal 7%.
- Switching from Banamex Bank to HSBC Bank & implementing TIS Digital payment processing.
- Cash flow updated for 1-3 Years every quarter.
- Excellent feedback from Compliance VP on Mexico Controls , Guidelines & Financials.
- AR Collections per month of \$ 3-4 M USD- supporting also USA & Swiss.
- Loan payment \$ 8M with Value added tax collections.
- CIP 5 years in a row where Finance & Admin department got awards / achieved \$ Goal per year \$2-3.5 M USD.
- Sustainability Project Mgr leader on Panel Solar Phase I & II with Savings of \$ 7M Euros & CO2 reduction of 15,122 Tons.
TMX was assigned as a CO2 reduction Plant Benchmark in Impulse annual TRUMPF Magazine & I as a Sustainability PM.
- Adequate ICS Group Compliance Audit & PWC.
- Cycle inventories of RM/ FG to have more accurate Inventory levels \$ 15M USD.
- Fixed assets Inventory assigning tag and creating folder with pics of each asset.
- Implementing Controlling Report in 2021 with USA CFO.
- Monthly Margin contribution analysis for Sales, Services , Spare parts & Production.
- Digitalization Projects implemented (6-12 per Year): SF (SAP) implemented S/4Hana -In process, Power BI, BCD travel expense digitalization, Legal Contracts DocuSign, Winshuttle, OneCore, etc.
- Implementing 1 Broker instead of 12 - savings \$ 650K USDper Year
- Implementing 125 Policies & Guidelines and being Benchmark for other affiliates such as Italy, France, Spain etc sharing best practices

Achievements in Companies



TRUMPF (TMX)

- Selected as Leader for the Focus Leader Program in Farmington USA and recognition of my Participation on Project Service Technicians Soft skills recommended to be implemented.
- Implement Financing Legal Departments & Contracts for supporting USA on Mexican Customer Contracts & 70M USD.
- JFY Mexico legal entity was set up in 2022 to sell JFY China Machines and has achieved record Machine World Sale of 45-60 Machines per Year.
- EHS - Defining Protocols before Pandemic Authority audits /FirePSys project proposal.
- InSourcing Payroll.
- Employee Survey from 8.6 to above 9.4 (above USA & Group) implementing monetary / non monetary benefits for Employees.
- Turnover Administrative 3% & Direct labor 11%.
- IT Disaster recovery plan implemented.
- 4 years Continuous Performance above KPI 100% ; achieved by me 120-150%.
- Tax Strategic Planning w/ External Audit firm - Accuracy on Taxes 99.8%. Savings \$200K USD per year.
- Attending Authority requirements & its Audits.
- Being in Compliance with Local Laws not only as TMX.
- Leader on insurance for Machines In-transit from USA-Germany to Mexico imports - Risk \$90M USD.
- Expert Consultant that supports Other Departments as required on the go.
- Strong communication channel b/w Germany , USA & Mexico.
- Accurate Budget & Quartely Forecast.
- Member of TRUMPF NAFTA Steering Committee for Purchasing and SAP.
- Implementing recovery on spare parts recalls for Mexico from Germany \$ 30M USD.

CIPs Accomplishments Honors

mine



Team Accomplishments



TRUMPFS CIPs Achievements



Positioning	My daily, monthly, and annual contributions are essential, as they support my team in monitoring progress and defining countermeasures when necessary. For instance, during the tumultuous period of 2020-2021, characterized by rising raw material, logistics, and other costs, I sought to establish a fair and competitive transfer price for Manufacturing at TRUMPF Mexico, thereby reversing a negative trend.
Values	I possess a robust set of values, which I have exemplified since my initial day as an employee of TRUMPF Mexico. As a Compliance expert, I am well-versed in the company's internal policies and the legal statutes of the country in which we operate. I consistently act, and ensure that all personnel adhere, to the prevailing legal framework. In my role as Chief Compliance Officer for Mexico, I advocate for and impart core values, serving as a resource for inquiries related to bribery, theft, misconduct, and other ethical concerns.
Excellence	Through my projects, persistence, and accomplishments in Mexico, I have garnered attention from the corporate sector in Germany and established Trumpf Mexico as a subsidiary exemplifying Best Practices. Consequently, I was selected for the Focus Program, which is designed to cultivate potential leaders within TRUMPF.

TRUMPF Achievements

Sustainability

Solar Panels Project (impacts goes to 30 years): 15,122 tons of CO2 reduction, equivalent to 80,145 trees and 620 cars, with savings of 90% on CFE receipts amounting to €7 million and \$4.6 million MXN in Income Tax ISR benefits. I advocated for two years to secure project approval, which necessitated a substantial economic investment. Through meticulous calculations and projections, I successfully brought this project to fruition, leading to the acceptance of a second phase due to its positive environmental impact. Consequently, the Corporation featured Sustainability Projects in its monthly magazine "Impulse," highlighting the Apodaca initiative as the most impactful in 2021. This endeavor not only assisted the Group in achieving its annual CO2 emissions reduction target but also benefited the US subsidiary. Today, TRUMPF, Inc. has established Sustainability as a KPI.





TRUMPF Achievements

Social Investment in Community Development

- Social Work, Active involvement through HR in Community Benefit events such as:
- Manitas Pintadas, through voluntary contributions and the procurement of supplies for children with cancer.
- Unidos por Mina ABP supplies tablets to children facing significant financial hardship, enabling them to continue their education during quarantine.
- The Manantial de Amor Civil Association organized the distribution of toys and Christmas gifts to the children of the home, accompanied by a gathering to celebrate the holiday.

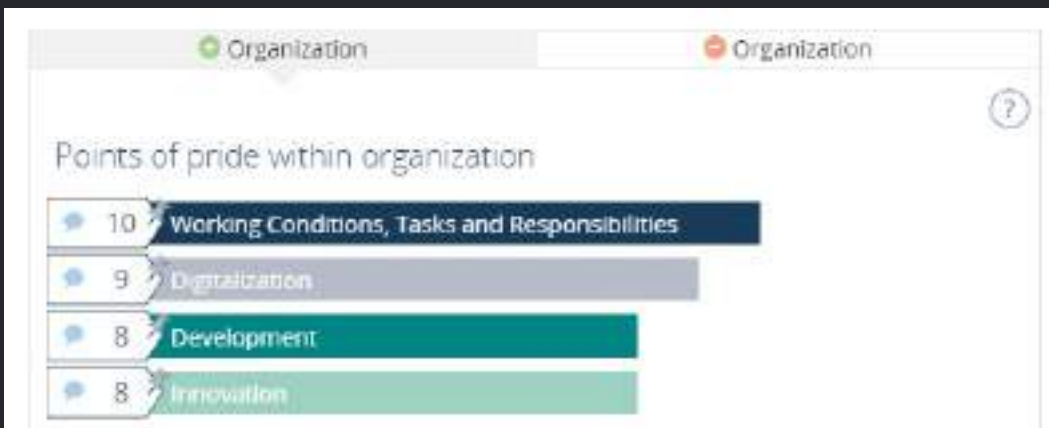
TRUMPF Leadership.

- **Leadership:** My leadership profile extends beyond my department, strategically positioning the entire organization to address issues within my sphere of influence. Personnel from the Service, Sales, or Production sectors seek guidance from a Server to ensure alignment in achieving the company's objectives. I successfully instigated a transformation in the work culture within the Finance department, which directly influenced other departments, thereby establishing Finance as a supportive entity that effectively fulfills its core activities.

For me, it has always been essential to cultivate professionals who not only advance the company's objectives but also foster personal, professional, and spiritual growth while maintaining balance in their lives. Consequently, I strive to guide them in recognizing the significance of remaining physically and emotionally healthy.



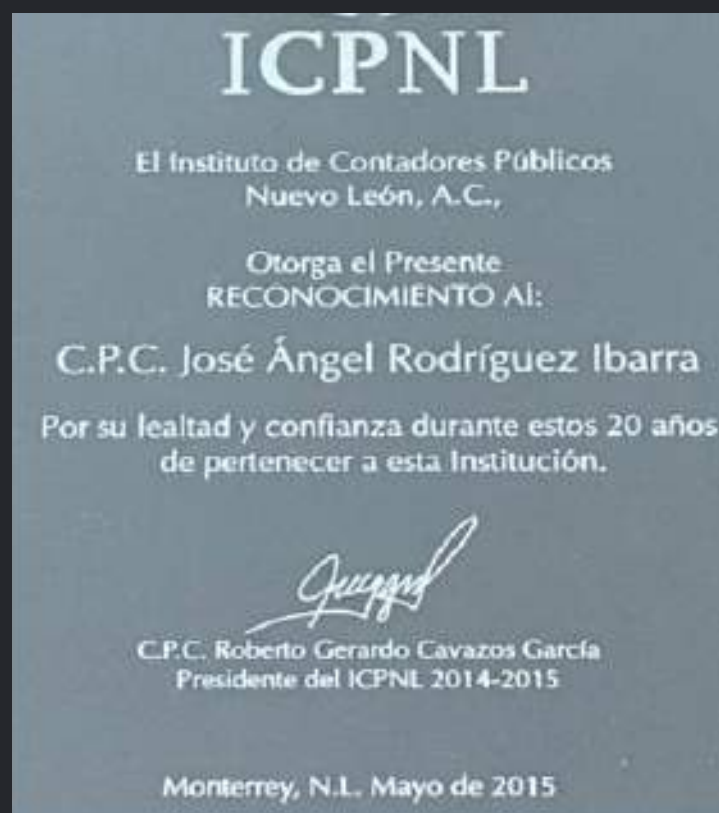
TRUMPF Employee Survey



Seminars



Acknowledgements



Participation in Chambers:

- CAMEXA German Chamber
- AMCHAM American Chamber.



Renaissance Finance Executive Forum.





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