



BECKTEL, S.A. DE C.V.

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To whom it may concern:

Becktel is a textile company with operations based in Mexico and has commercial presence in domestic and international market. Becktel's portfolio consists of internationally renowned clients, and is one of the main textile groups in the country.

We certify that from August 2015 to March 2016 we developed with the firm London Consulting Group the project named "**Becktel Compensation Model**" which was developed making teamwork with our personnel in the following departments Weaving, Dye-work, Finishing and Confection.

The methodology applied by London Consulting Group has helped us improve our productivity and cost reduction rates. Also, through the management models implemented we have been able to achieve, among others, the following results:

Implemented Models

- Productive efficiency and down time management model.
- Preventive maintenance planning and execution model.
- Key Performance Indicator management model.
- Variable compensation model per job position.
- Reprocesses management model.
- Inventory control and reliability model.

Costs

- 15% reduction in production costs.

Weaving

- An 8% increase in productivity measured by average daily tons.
- A 24% decrease in substandard quality production during the weaving process.
- An 18% increase in efficiency per roll calculated with the data sheet.

Dye-work

- An 18% increase in productivity measured by average daily tons.
- A 14% increase in efficiency calculated against standard time per process and operation parameters.
- A 25% decrease in the volume of reprocesses generated in dyeing.
- A 26% increase in the repeatability in production of colors formulated by the laboratory.
- A 28% increase in chemicals and colorants inventory reliability.

Finishing

- A 20% increase in productivity measured by average daily tons.
- A 13% increase in efficiency calculated against standard time per process.
- A 66% decrease in down time due to mechanical failures.
- A 46% reduction of prep time per productive stage.

The return on investment to this date is **2.1 a 1** and we project a return of **6.3 a 1** after one year of the project's completion. Additionally, due to the results achieved and our complete satisfaction with the work performed by London Consulting Group, we will continue with the next phase of the project to reinforce the results achieved and solve other needs within the company.

It is worth noting the commitment and professionalism shown by London's personnel, as well as the effectiveness of the design and implementation methodology which ensures compliance from all levels within the organization and continuity of the achieved results.

Sincerely,


Sergio Becker
General Director
Becktel, S.A. de C.V.


Mario Becker
Operations Director
Becktel, S.A. de C.V.