

# AROUND THE WORLD

The Komax Group has a presence in all key production regions of its customers. Having had its finger on the pulse of industry for more than 40 years, Komax is able to develop appropriate, high-value and innovative automation solutions for local requirements in global markets.

19

production sites

**Komax produces in Europe, Asia, North and South America, and Africa, and provides sales and service support in more than 60 countries through its subsidiaries and independent agents.**

- Komax production, sales and service
- Komax sales and service
- Sales representative
- ▲ Participation

Headquarters:  
Komax Holding AG  
Dierikon, Switzerland

60

countries with sales and service support



38

Komax companies worldwide

# GLOBAL PRODUCTION, LOCAL DISTRIBUTION AND SERVICE NETWORK

Komax produces standardized products as well as customer-specific systems at 19 locations worldwide, and has a unique global distribution and service network. Customer proximity together with short reaction and supply times are crucial to success. For that reason, Komax has consistently been applying the motto “global local” for many years. More than 1 800 employees currently work in the 38 companies of the Komax Group worldwide.



The latest North American site is located in Irapuato in the Bajío region in the Federal State of Guanajuato in Mexico.

Komax produces standardized (off-the-shelf) products for wire processing at locations in Switzerland, Germany, France, China, Japan, and Singapore. The test systems of the TSK brand are manufactured in Germany, Bulgaria, Turkey, the US, Mexico, Brazil, Tunisia, and China. Customer proximity is very important when it comes to ensuring short supply times for testing adapters. Customer-specific systems are produced at sites in Switzerland, Germany, France, and Hungary. With production sites in all the most important market regions of the world, Komax is well positioned to meet the expectations of its global customers, who require suppliers to have a local presence.



The extension building in Dierikon will have total floor space of more than 20000 m<sup>2</sup>, spread across seven floors (lower ground floor, ground floor, five stories).

#### **Ongoing expansion of production capacity**

The demand for automation solutions continues to rise, which means Komax is coming up against its capacity limits at a number of locations. For this reason, Komax has consistently been investing in the expansion of its production capacity in recent years, such as in 2016 in the case of Komax SLE in Grafenau, Germany, and TSK in Ergene/Tekirdag, Turkey.

In 2017, Komax opened a newly built plant in Irapuato, Mexico, which specializes in the production of TSK test systems. The site lies right at the heart of the Mexican automotive market. This region is home not only to a number of different automotive plants, but also to the major automotive suppliers – which means the customers of Komax.

In order to further expand the production of TSK test systems in Europe too, Komax founded a company in Bulgaria at the end of 2017. This is located in Yambol. Employees commenced production operations in December.

### Investment of more than CHF 70 million at headquarters

The very strong order situation means that Komax is also increasingly reaching the limits of its capacity in Switzerland, and already in 2016 rented a third location in central Switzerland (Küssnacht am Rigi). In order to optimize the collaboration of staff in Switzerland as well as improve logistics, Komax is investing more than CHF 70 million in an extension building at its headquarters in Dierikon. The goal is for all employees in Switzerland to be working at this site one day.

The ground-breaking ceremony for this major project took place in mid-August 2017. The new production and office building will be situated right next to the existing buildings. It is designed so that each floor can be used for both production and administration. Thanks to the high-density building design, Komax is using the available space optimally, and will therefore have a vertical factory that should be ready for occupation in the second half of 2019.



### Expansion in Germany and Hungary

In addition to the extension building in Switzerland, Komax will be investing in three further locations in 2018: at Komax SLE in Grafenau, Germany, at Kabatec in Burghaun, Germany, and at Komax Thonauer in Budakeszi, Hungary.

Komax SLE has already quadrupled its original production and office area with a new-build completed in 2016, and is now about to embark on the next extension project. This will have the effect of more than doubling the existing floor space of some 5000 m<sup>2</sup>. At its location in Grafenau, Komax produces customer-specific systems for the manufacture of data lines and antennae. The production of these systems takes up a large amount of space for a long period of time. At the same time, the demand for machinery made in Grafenau has risen significantly – and will rise further, making a new building essential. The principal reason for the rise in demand is the fact that vehicles are becoming increasingly integrated, with driver assistance systems becoming widespread and autonomous driving on public roads not that far off in the future.

**Komax SLE in Grafenau is the center of competence for infotainment and high-frequency technology in the automotive sector.**



**At the end of 2018, Kabatec will have a new production and assembly plant as well as a separate three-stories office building in Burghaun.**

As the demand for taping and assembly technology also continues to rise, Komax is also investing in a new-build for Kabatec, a company it acquired in 2016. The new site, which will likewise be located in Burghaun, offers Kabatec the option of a further expansion at a later date. In 2017, Komax amalgamated its two companies active in the area of taping technology – Kabatec and Ondal Tape Processing – under the name Kabatec, and the employees of these two companies will now jointly occupy the new site.

The rising demand for electric vehicles is an opportunity for Komax, as new solutions are required for the automated processing of high-voltage wires. Komax develops and produces these at its electromobility center of competence in Budakeszi, Hungary. Komax Thonauer brought the first machines to market in this field in 2017. Global production of hybrid and electric vehicles will rise significantly over the next few years. This in turn entails an increase in demand for solutions for the automatic processing of the wires in these vehicles. In order to meet this demand, Komax is erecting a new building in Budakeszi.

All three buildings in Germany and Hungary are expected to be ready for occupation at the end of 2018, and have an aggregated investment volume of more than CHF 20 million.

#### **Komax is close to its customers**

The Komax Group provides sales and service support in more than 60 countries through its subsidiaries and independent agents. Around 150 employees work in Komax's global service organization. This gives Komax a unique global presence that enables it to provide efficient and competent support to its customers – both local and global – at all times. Customers can also submit their orders via the e-commerce platform Komax Direct.

Customer proximity as well as short reaction and supply times are crucial. This allows Komax to keep its finger on the pulse of industry and develop needs-driven, high-value and innovative automation solutions for local requirements in global markets by drawing on over 40 years' experience.

This global orientation reduces the impact of currency fluctuations. Moreover, Komax seeks to ensure that costs and revenues are generated/incurred in the same currencies to the greatest extent possible.