

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.

20

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

Headquarters:
Komax Holding AG
Dierikon, Switzerland

60

countries with
sales and
service support

42

Komax
companies
worldwide



GLOBAL LOCAL

Customer proximity together with short reaction and supply times are crucial to success. This is why Komax has been applying the motto “global local” for many years now – global production with a unique local sales, engineering, and service network across all continents. Komax produces standardized products and customer-specific systems at 20 locations worldwide. More than 2 200 employees currently work in the 42 companies of the Komax Group.

Komax has production sites spread across five continents: the company’s standardized (off-the-shelf) products for wire processing are manufactured at locations in Switzerland, Belgium, Germany, France, China, Japan, Singapore, and the US. The test systems of the TSK brand (see page 34) are manufactured in Germany, Bulgaria, Turkey, the US, Mexico, Brazil, Morocco, 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, Belgium, Germany, France, Hungary, China, and the US. Thanks to its production sites in all the most important market regions of the world, Komax meets the expectations of its global customers, who require their suppliers to have a local presence.

The distribution and service network is a unique selling proposition

The Komax Group has a unique global presence that enables it to provide efficient and competent support to its locally and globally active customers at all times. It provides sales and service support in more than 60 countries through its subsidiaries and independent agents. Around 260 employees work in Komax’s global service organization. Customers can also submit their orders via the e-commerce platform Komax Direct.

Thanks to its customer proximity, Komax has its finger on the pulse of industry. This is crucial for Komax if it is to deploy its experience of 45 years to develop high-quality, innovative automation solutions for local needs in global markets. In addition, the company’s international orientation helps mitigate the repercussions of currency fluctuations. Komax seeks to ensure that costs and revenues are generated or incurred in the same currencies to the greatest extent possible.

Following the establishment of its own company in Thailand and the acquisition of US enterprise Artos Engineering, Komax strengthened its proximity to customers in Asia and North America. The new company in Southeast Asia is responsible for Komax’s distribution and service portfolio in Thailand. Meanwhile the Komax Group numbers five of its own companies in Asia – in Thailand, China, India, Japan, and Singapore. The takeover of long-established enterprise Artos Engineering (see page 33) marks a further step in the Komax Group’s efforts to bolster its position in North America too. The con-

clusion of an asset deal with the Application Tooling business area of TE Connectivity at the end of 2018 likewise enabled Komax to expand its proximity to its customers in North America. TE Connectivity has distributed Komax products in the US, Canada, and Mexico for more than 15 years while also providing services. As a result of the asset deal, Komax has again assumed direct responsibility for this distribution business, and is therefore closer to more customers.



Artos Engineering, headquartered in Brookfield, Wisconsin, USA, was founded in 1911 and stands out for its customer focus.

Expansion of production capacity at various locations

Komax has grown considerably in the past few years, pushing it to the limits of its capacity at a number of locations. To permit further growth, Komax invests continually in the expansion of production capacity – both by scaling up the infrastructure at existing locations and by opening new production sites. Above all in order to expand the production of TSK test systems, Komax has opened a number of new sites over the past few years, including in Yambol, Bulgaria, and Tangier, Morocco, in 2017 and 2018 respectively. The next TSK production site is scheduled to open in Ciudad Juárez, Mexico, in the early months of 2020. This site is located in direct proximity to the numerous customers based in the region.

In response to a very strong performance since its establishment in 2017, the TSK company in Bulgaria moved staff into a newly built extension at the existing site towards the end of 2019. TSK in Bulgaria also benefited from the services of several software developers in the year under review, and these developers are now responsible for software development within the entire TSK Group. Additional reinforcement for the Group came in the shape of the approximately 60 Exmore employees (see page 34), who brought with them a wealth of experience in application development. Komax acquired the Belgian company Exmore in autumn 2019.

Largest investment program in Komax's history

In a drive to expand capacity, Komax has invested over CHF 90 million in four construction projects in Switzerland, Germany, and Hungary since 2016. This volume of investment is unique in the history of Komax to date. Komax made the largest investment in Switzerland, channelling more than CHF 70 million into the new production and development building at the headquarters in Dierikon. The extension building is designed as a vertical factory with total floor space of more than 20 000 m², spread across seven levels (lower ground floor, ground floor, five storeys). Each level can be used for production as

well as office work, and the lower ground floor accommodates a state-of-the-art, automated small-parts storage area with an intralogistics system. Guaranteeing the automatic receipt into and removal from storage of some 15 000 articles, the installation transports them autonomously to the respective storey of the building for assembly into the machines. The process of stocking the warehouse began at the end of 2019. To avoid production interruptions as far as possible, the move into the new building will be staggered. All materials are to be installed first, with personnel following as of March 2020. When the removal has been completed, Komax will give up the rented site in Küssnacht am Rigi and operate just two locations in Switzerland, namely Dierikon and Rotkreuz.

Three new buildings go into service in 2019

The building projects in Germany and Hungary were completed in 2019. After a construction period of just under one year, Kabatec employees moved into their new location in Burghaun, Germany, at the end of March. The workforce now has a large production and assembly hall plus a three-storey office building at their disposal for the development and production of their highly sought-after solutions in the area of taping and assembly technology. Employees were previously spread over two locations in Hünfeld and Burghaun.

Since mid-September, Komax Thonauer staff have been working at the newly constructed e-mobility competence center in Budakeszi, Hungary, where the company develops and produces automation solutions for the processing of high-voltage cables. Demand for these solutions is increasing as the number of electric vehicles produced rises.

Employees of Komax SLE in Grafenau, Germany, moved into the new extension building in November following a two-year construction period. The previous space of some 5 000 m² has more than doubled thanks to the new-build. With the rise of integrated networks in vehicles and the growing trend towards autonomous driving, demand for the customized wire processing systems produced in Grafenau is very high, since they cover such areas as data connectivity and high-frequency technology.



Since September 2019, Komax Thonauer has had ample space for the development and production of its e-mobility solutions.