



LUMOTECH 
lighting your way

KEY DATA

- **Company Name** - Lumotech (Pty.) Ltd
- **Established** - October 1957
- **Shareholders** - Metair Investments Limited 100% (From 1993)
- **BBBEE Status** - Level 3 (Audited Jan 2019)
- **Location** - Uitenhage
- **Total Land** - 85 115m²
- **Factory Area** - 31 106m²
- **Employees** - 582 (July 2019)

- **Suppliers** - 52 Overseas suppliers - 49% of Spend
 - 40 Local suppliers - 51% of Spend

- **Quality Assurance System Certification - by DQS Inc. Management Systems Solution**

	<u>Date Achieved</u>
ISO 9001 : 2015	May 1999
ISO 14001: 2015	April 2003
ISO 45001 : 2018	Mar 2019
TS16949 :2002	Jan 2004
IATF 16949 : 2016	Aug 2018
Ford – Q1	Feb 2004
EC Directive 70/156/EC (VCA)	Jan 2010
VW Quality Audit – (A Rating)	Dec 2012



BRIEF COMPANY HISTORY

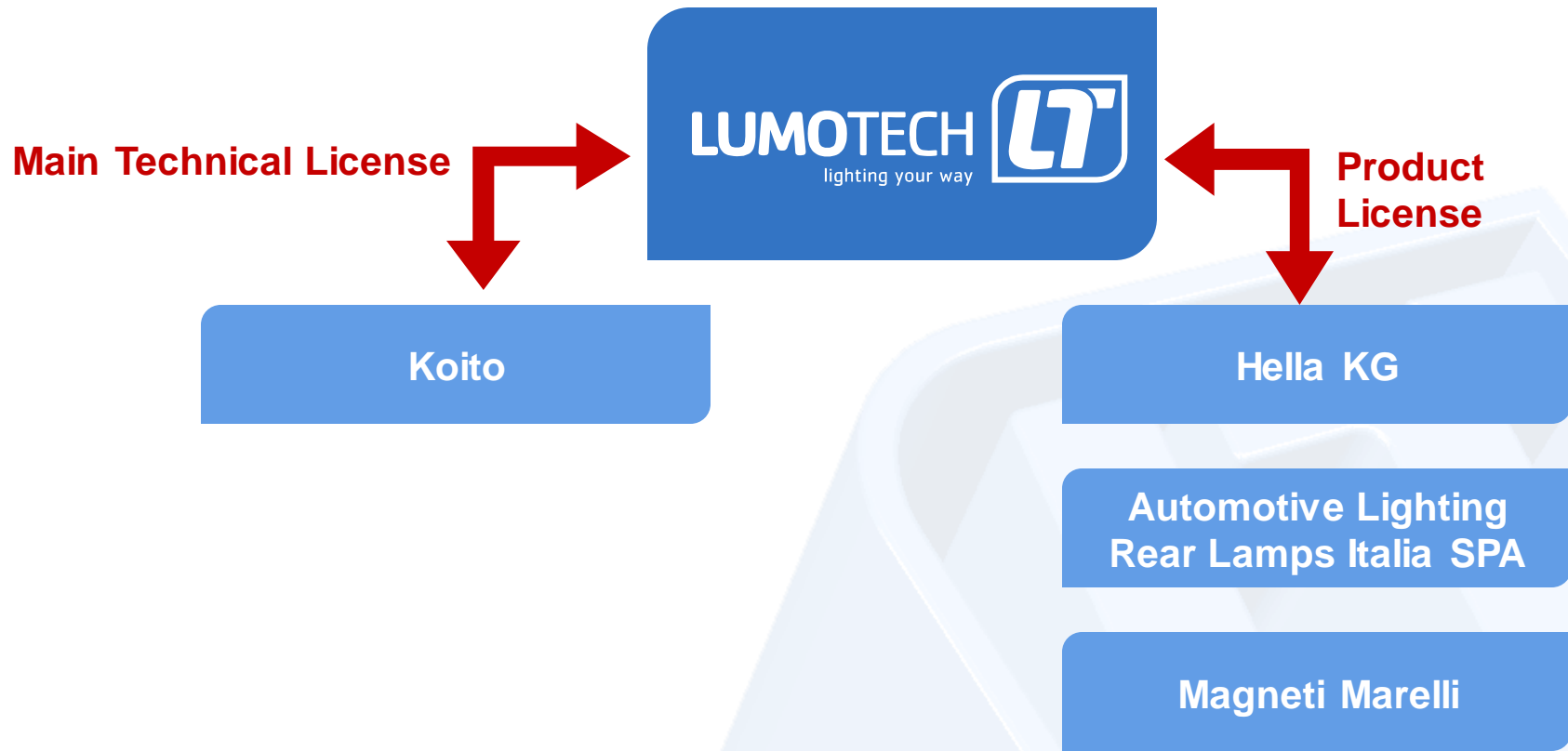
*	October	1957	Derek Riley & Company (Pty) Ltd started in Johannesburg.
	November	1961	Name changed to Automotive Lamps and Warning Signals (Pty) Ltd known as Alaws
*	January	1962	Hella Germany's Holding Company "Reinhold Poersch GmbH" invested in Alaws.
*	March	1967	Name changed to Hella (South Africa)(Pty) Ltd - Factory moved to Uitenhage near Port Elizabeth Cape Province.
	December	1983	Hella (South Africa) (Pty) Ltd signs TA agreement with Koito Manufacturing CO. Ltd
	July	1985	Hella Germany invests and takes majority share in Hella (South Africa) (Pty) Ltd.
*	March	1989	METAIR takes 40% Shareholding in Hella (South Africa) (Pty) Ltd.
*	June	1993	METAIR takes full ownership of Hella (South Africa) (Pty) Ltd. A Licence Agreement and an exclusive Agency Agreement is signed with Hella Germany.
*	March	2009	Name changed to Lumotech (Pty) Ltd.
	August	2011	Achieved Level 3 in BBBEE audit (Old Codes)

BRIEF COMPANY HISTORY

February	2012	Toyota Supplier Award for Achievement in Value Analysis (VA) for 2011
August	2012	Lumotech was awarded 1st Place in the Large Business Category Health & Wellness Award - NMMU Business Chamber.
December	2012	Awarded VW - A Rating in Quality Audit
March	2013	Awarded Certificate of Recognition for Leadership in and commitment to resource efficiency best practices – National Cleaner Production Centre
April	2016	Awarded Toyota Supplier Superior award –Stable Production 2015
May	2017	Certificate of Recognition – IGEMS Youth Development Program.
June	2017	Certificate of Achievement in Wellness Management - AIDC Best Practice Sustainable, High Impact Wellness Program
June	2017	Certificate of Achievement for Investment – Top 50 Companies in the city NMBM
March	2018	Awarded Toyota Supplier Achievement award –Stable Production 2017
March	2018	Awarded Toyota Supplier Runner Up to Superior award –Quality Management 2017

TECHNICAL AID/ ENGINEERING AGREEMENTS

Lumotech is a multi- License Company



MAIN CUSTOMERS

OEM / P&A

Ford Motor
Company

Mercedes Benz

Toyota

Volkswagen

After Market

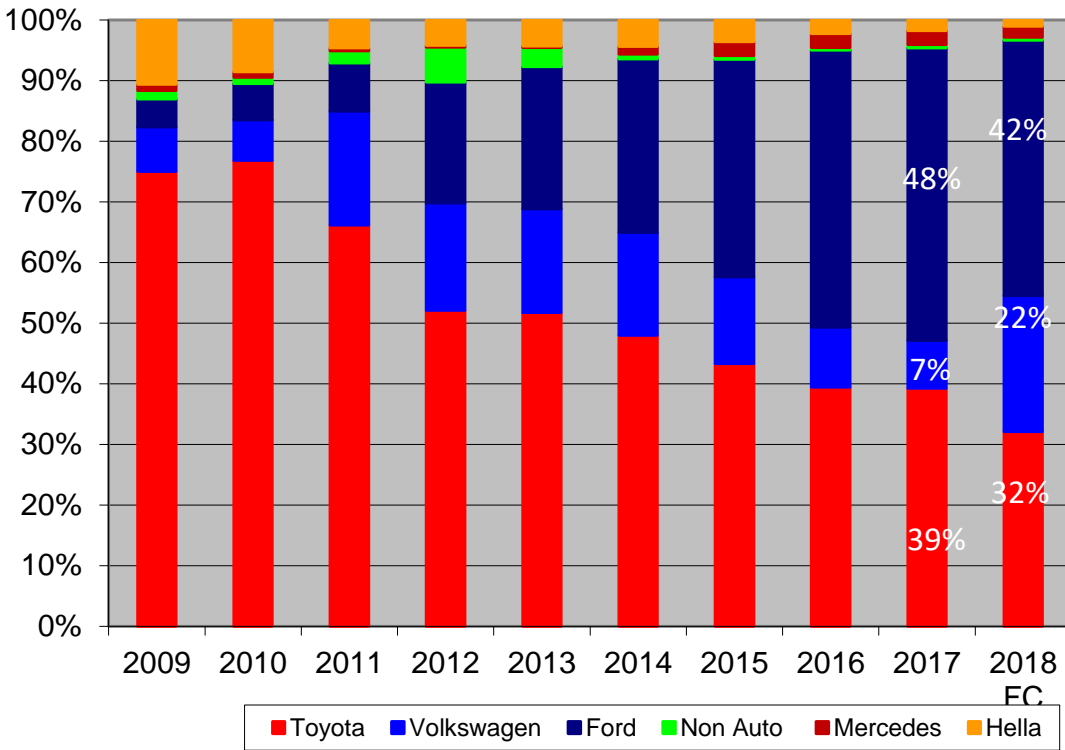
Hella Automotive
South Africa

Hella
Australia & Germany

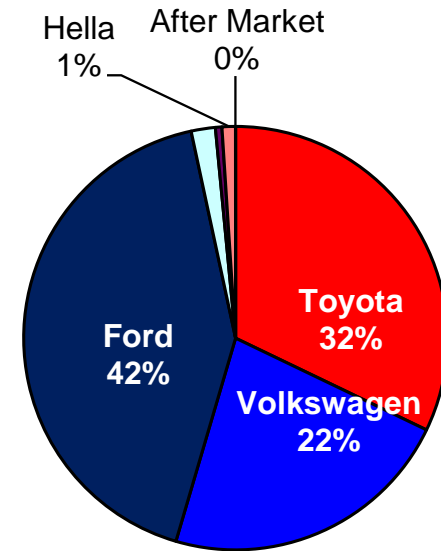
Venter Trailers

CUSTOMER BREAKDOWN

Sales Breakdown by Customer

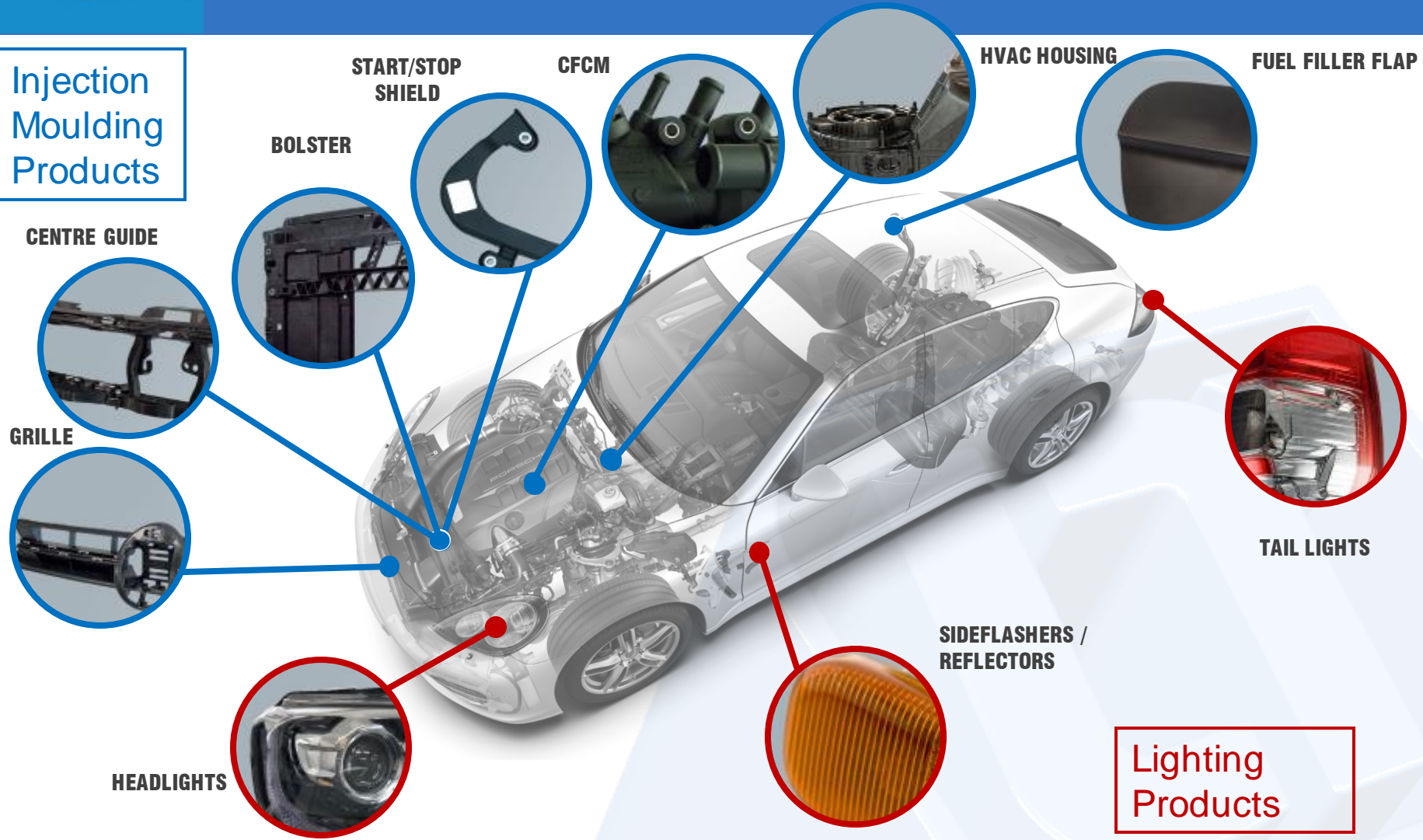


Sales Breakdown - 2018 by Customer



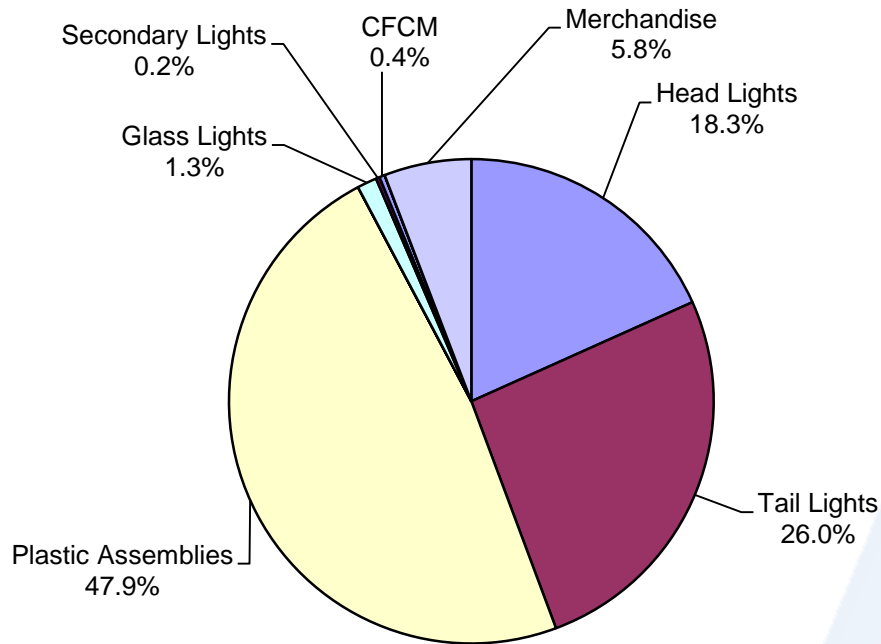
Products

Injection
Moulding
Products

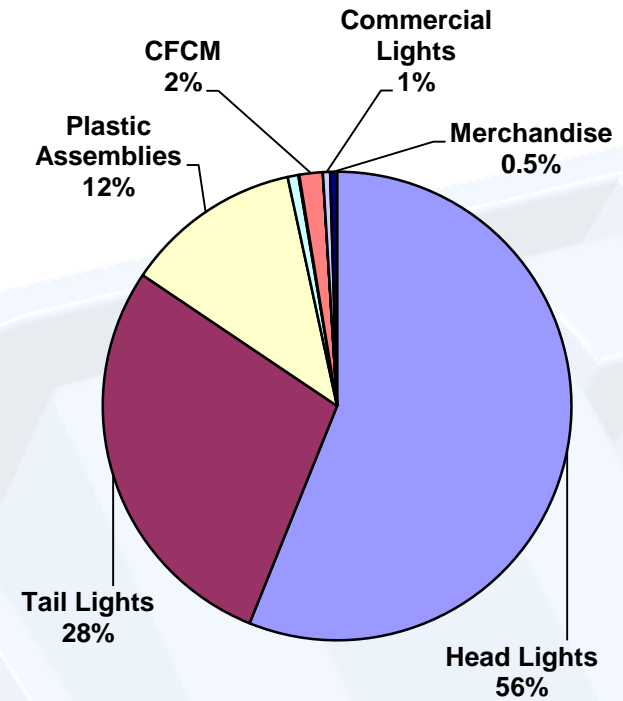


PRODUCT BREAKDOWN

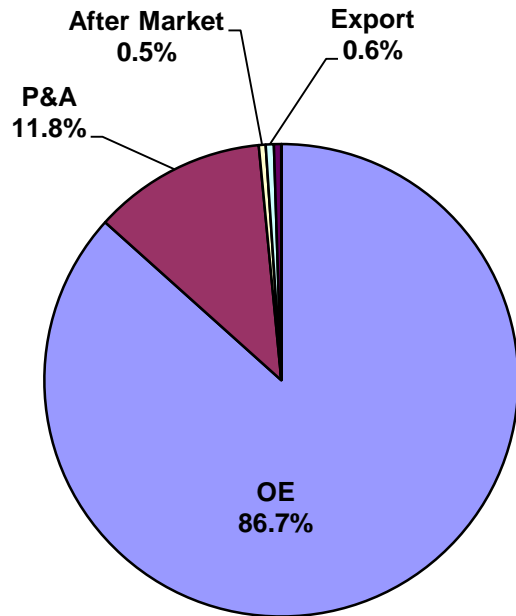
Product Breakdown - 2018 Volume



Product Breakdown - 2018 Turnover



Sales - Market Segment 2018



<u>Lumotech OE Lighting</u>	
<u>SA - Market Share - 2018</u>	
<u>- Locally manufactured Vehicles</u>	
Passenger Vehicles	36.3%
LCV	67.3%
Total Local Vehicles	50.1%

NEW FORD RANGER HEADLIGHTS, TAIL LIGHTS



NEW TOYOTA HILUX HEADLIGHTS, TAIL LIGHTS



TOYOTA COROLLA FACELIFT HEADLIGHTS , TAIL LIGHTS & REFLECTOR



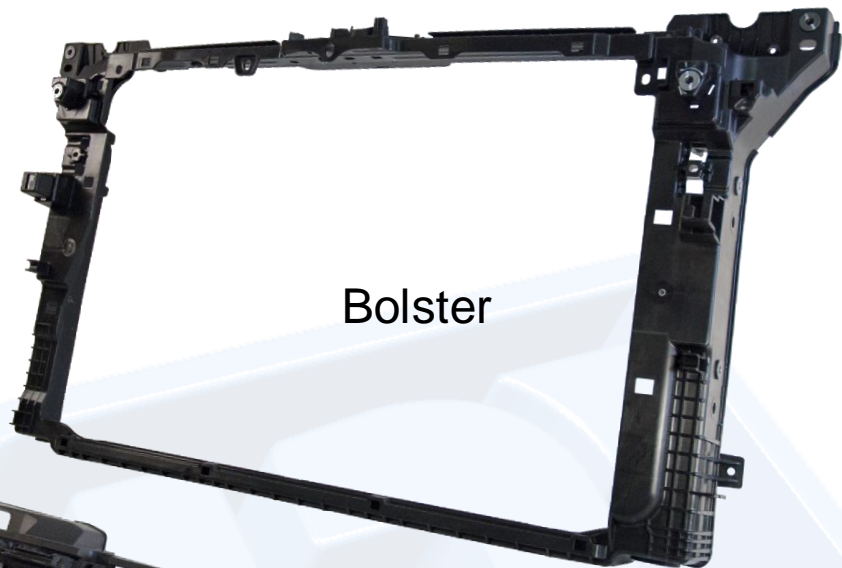
VW POLO VIVO HEADLIGHTS



POLO TAIL LIGHTS



VW POLO FRONT END



Bolster



Centre Guide



Grille

VARIOUS PLASTIC MOULDINGS



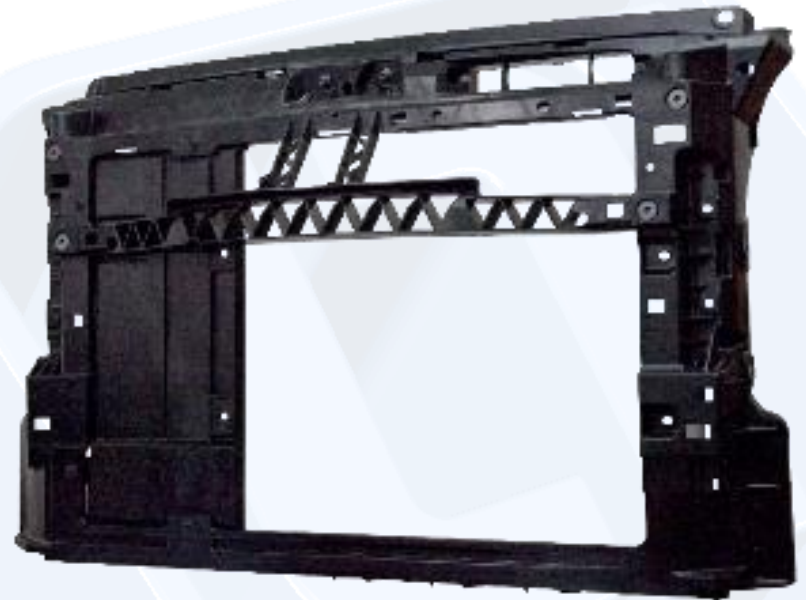
Mercedes HVAC Housings



Ford CFCM



VW Headlight Guide Bracket



VW Bolster

KEY MANUFACTURING EQUIPMENT PLASTIC MOULDING

INJECTION MOULDING	Current Qty	New 2019
- 180 Ton	9	
250 - 450 Ton	12	2x 260T / 3x 450T
500 - 700 Ton	6	
850 - 900 Ton	7	
1000 - 1500 Ton	9	
700 Ton 2K / 4K Machines	2	1x (4K) 700T
Total Number Of Machines	45	6



KEY MANUFACTURING EQUIPMENT

2K Moulding Machine – Tail Light Lenses



KEY MANUFACTURING EQUIPMENT

4K Moulding Machine – Tail Light components

New Technology

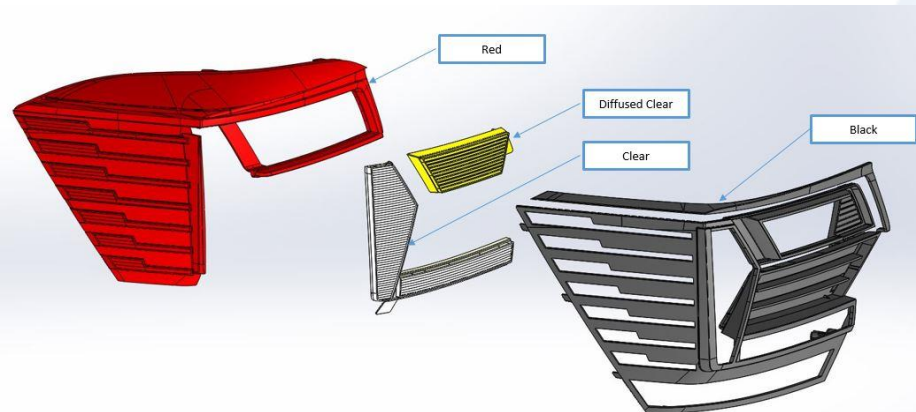
Tail Light Project with 4k Bezel and 2K Lens.



Bezel



Tail Light Assembly



KEY MANUFACTURING EQUIPMENT

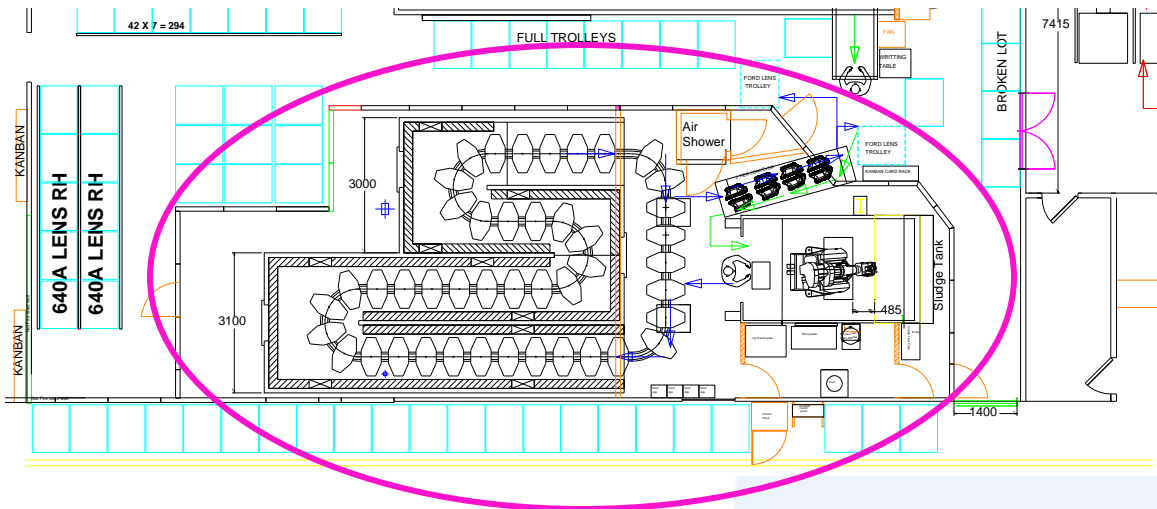
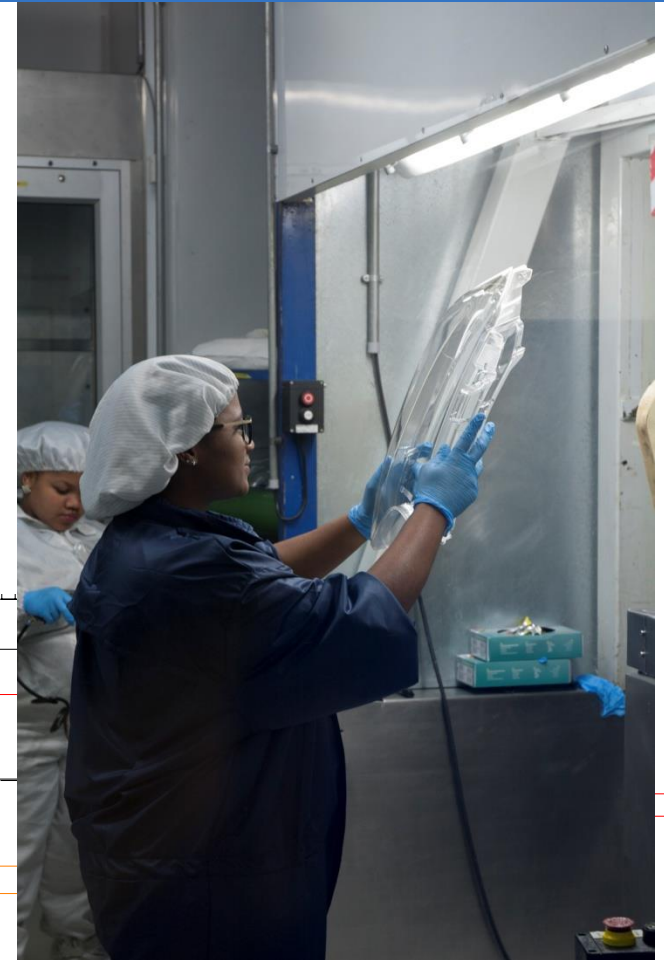
LENS COATING FACILITIES

- Clean Room (Class 10 000)
 - PC Lens Hard Coat Spraying with UV & IR Curing Facility
 - Anti Haze Coating Facility with UV & IR Curing Facility 2 x Robotic Spray Booths
 - 1 x Manual Spray Booth



Additional New Anti Haze Facility ordered for New Tail Light Project 2020

KEY MANUFACTURING EQUIPMENT ANTI HAZE FACILITY

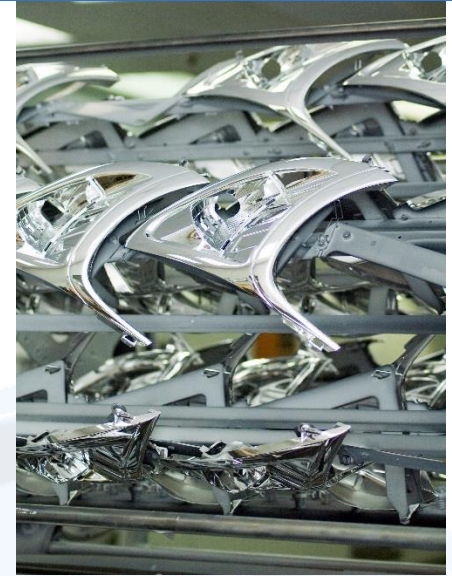


DIRECT VACUUM METALIZING

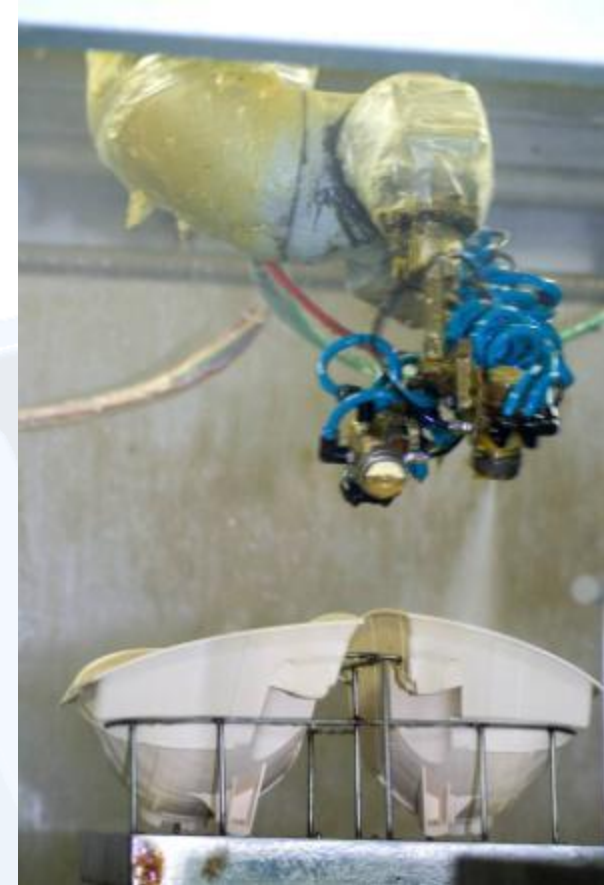
- Aluminizing - Plastic parts
- Conventional - metal parts

DVM Chambers

- 3 x Arzuffi Vertical Machines
- 3 x Horizontal Machines
- 1 x New Arzuffi Machine on order



- **Bulk Moulding Compound (BMC) Facility**
- BMC Moulding And Spray Processes
3x KraussMaffei Moulding Machines



- **Bulk Moulding Compound (BMC) Facility**

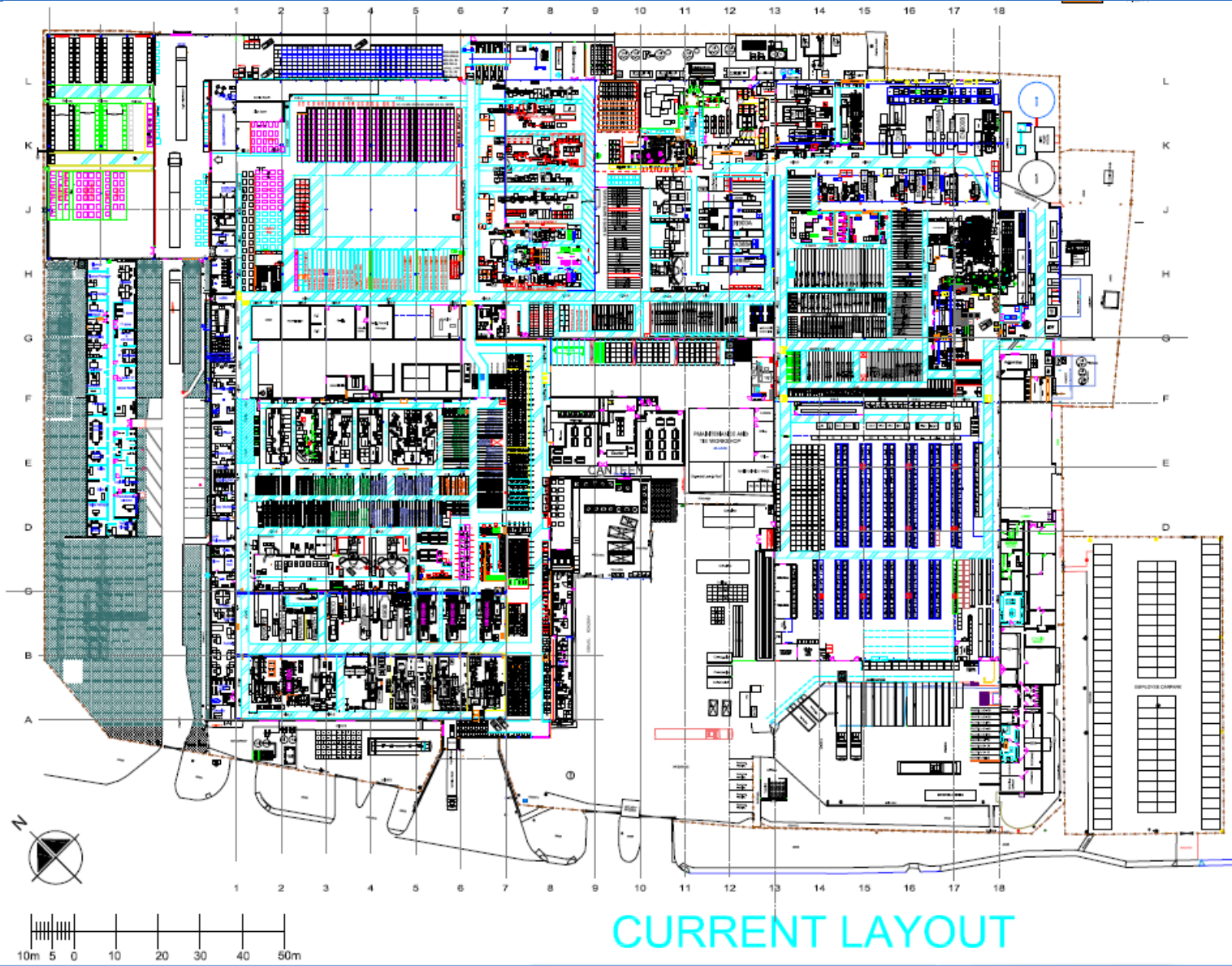
BMC DVM Process – 1 x Galileo Vertical machine



- ASSEMBLY OPERATIONS
- 6 x Headlight Assembly Lines producing 2800 units /day.
- 6 x Tail Light Assembly Lines producing 3200 units / day.
- Technologies – Ultrasonic, Hot Plate and Vibration Welding, Robotic gluing and screw stations



2019 Factory Layout



CURRENT LAYOUT

2020 Future Layout

New P&A Warehouse

New Development Test Lab

Additional Moulding Machines

New Material Feed building

Additional Moulding Machines

New WIP Warehouse

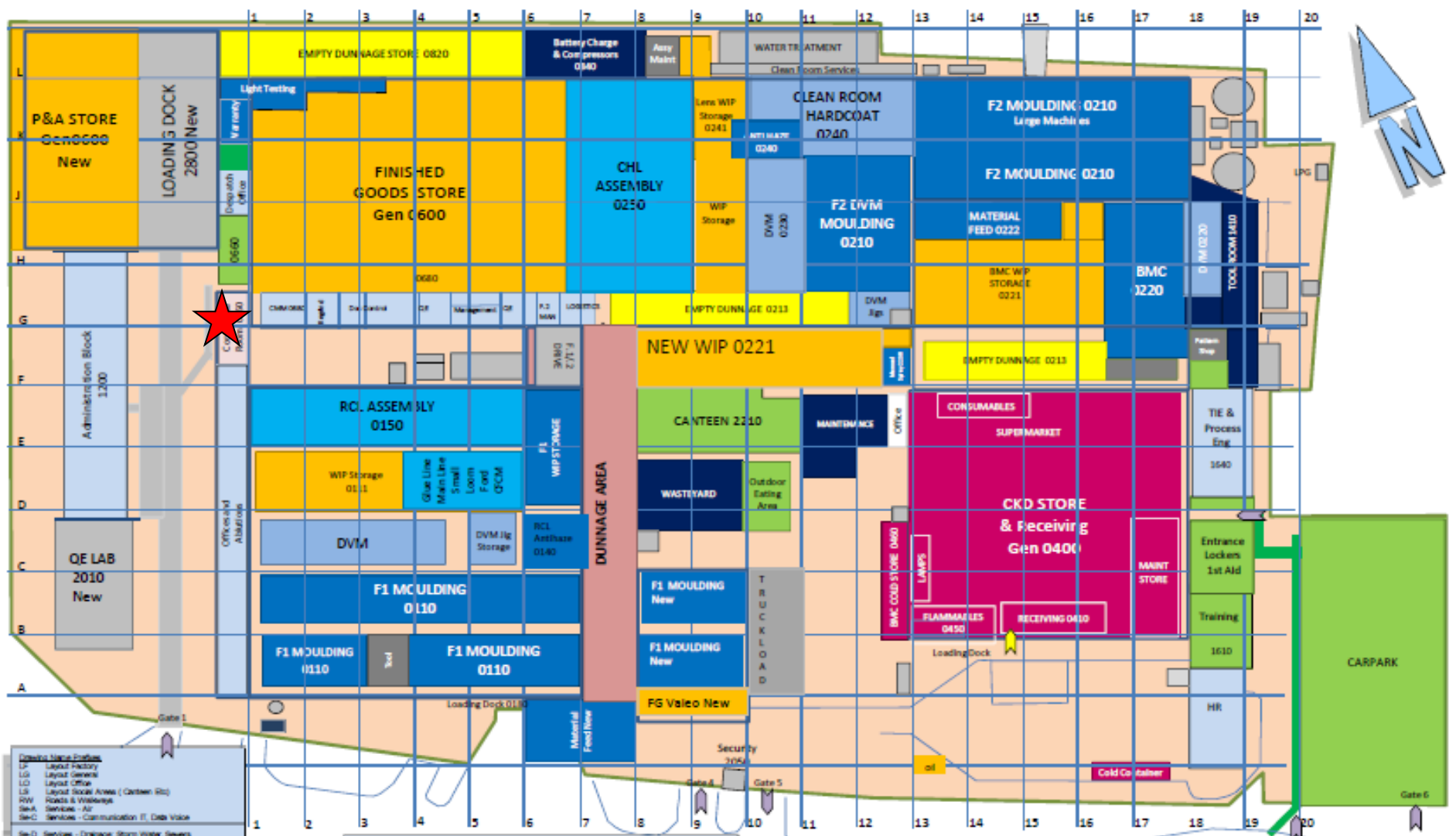
New Anti-haze Spray booth

Extension to Moulding area

PHASE 4 - 2020

Project	Part Description	Machines Req	Date
6426	4558	25W ARRIVE 4 P2	Dec19-Jan20
6436	5548 RCL Housing	F1 1 and 2	Dec19-Feb20
6438	LED Prod A & RCL box B	TWIN450A P1	Dec19-Jan20
6439	5548 Lo M		
6450	LED CH3 SELF A	TWIN 450B P2	Dec19-Jan20
6451	5548 Box		
6452	5548 RCL Inner Lens A B&D	TWIN 450C P1	Jan19-Feb20
VR1270	Box for Retro Reflector	EN/V280A P1	Jan19-Feb20
RCL	Parts move from 2588&2590 due to Increased Prod		Jan20-Jul20
6454	2588 LED Prod Cover	TWIN 450D P2	Jan20-Jul20
	2590 RFL13 355A CHL EXT		
	2590 L1000000		

2020 PHASE4 PROPOSED LAYOUT



- Revision History**
- LP Layout Factory
 - LG Layout General
 - LO Layout Office
 - LS Layout Social Areas (Canteen etc)
 - LV Layout Vehicle Areas (Carpark etc)
 - RV Roads & Walkways
 - SA Services - Air
 - SC Services - Communication IT, Data Voice
 - SD Services - Drainage Storm Water, Sewers
 - SE Services - Electrical
 - SG Services - Gas
 - SH Services - Steam
 - SV Services - Water Filtration, Recycling, Harvest
 - SL Storage & Logistics
 - SP Site Plan
 - MT Supply for Master Layouts e.g. M LG
- Layout Number Details**
- LP 0200 002 Layout Factory 2 Assembly New
 - LO 0200 000 Layout Factory 1 Offices
 - LS 0200 000 Layout Canteen Area
 - LV 0200 000 Master Layout General - Complete Factory Building

ERF No. 1: 41 961 sqm (ERF 8345)
 ERF No.2 : 43 153 sqm (ERF 12195 OPEN)
 Building Coverage 31 106 sqm
 Consolidated Erf No: 22709

Rev Detail	No	Date	By
General Update Numbers	1	2016.12.20	ICA
Update for Layout Changes	2	2017.02.01	ICA
Update for Layout Changes	3	2018.01.12	AVZ
Update for Layout Changes	5	2019.05.28	T.K

Factory Building & Area Numbers
 Dwg No: M LG 0000 012 Rev 05
 Prepared: T.Kula Date: 2019.05.28

WORK SAFE

**SAFETY STARTS
WITH YOU !**

August is Lumotech Safety Awareness Month

**SAFETY
FIRST**
**BE CAREFUL
BE AWARE
BE SAFE**

Lumotech Safety Pledge

“I personally pledge to improve workplace safety by taking these specific actions”:

- Identify and immediately reporting hazardous conditions that could harm my co-workers
- Always wearing appropriate safety apparel for the task at hand
- Always following instructions and proper procedures when operating a piece of equipment
- Understanding my evacuation plan in case of fire or other emergency
- Always use equipment, tools and machinery in a safe and proper manner, use right tool for the job
- When lifting something use your legs and not your back, keep your back straight
- Clean up all spills immediately, spill kits are available for emergency spill clean up
- Always walk in the green demarcated walkways for pedestrians
- Be on the lookout for fork trucks
- Follow and adhere to displayed safety signage and instruction
- Follow all life saving rules

**BE
CAREFUL**
STAY ALERT
**DON'T
GET HURT**

Why stay safe?

- For Me
- For You
- For Family
- For Lumotech
- Because people depend on you





Thank You