



Welcome

14 August 2019



COMPANY VIDEO

Listed on the JSE

METAIR
INVESTMENTS LIMITED

automotive | industrial | retail

75%

Listed on the NYSE & TSE

DENSO
Crafting the Core

25%

SMITHS
MANUFACTURING (PTY) LTD

1962 – 2019

57 YEARS





DIRECTOR
Sjoerd Douwenga



CHAIRMAN
Theo Loock



MANAGING DIRECTOR
Selvin Konar



**FINANCE
& IT**
Priya Govind



**HUMAN
RESOURCES**
Paul Vermaak



**MARKETING
& SALES**
Nigel Oxenham



**COMMERCIAL
LIAISON (DENSO)**
Nobutaka Toda



**SUPPLY
CHAIN**
Paul Kenny



**MANUFACTURING
OPERATIONS ***
Jéan Esterhuizen



**MANUFACTURING
PLANT 1**
Anand Naidoo



**MANUFACTURING
PLANT 2**
Gerald Naidoo



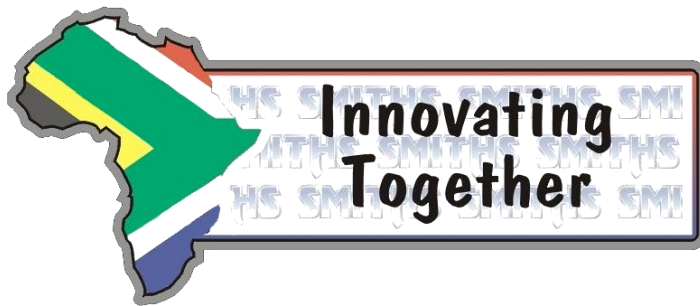
**AFTERMARKET
OES**
Fregust Ziemkendorf

* Non Executive Director

VISION

To be the leading manufacturer of high quality automotive components in Southern Africa.

SPIRIT



Drivers

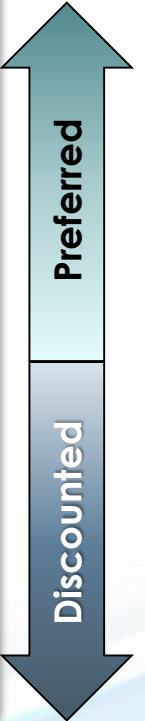
- Culture of continuous improvement and learning
- Cost down culture
- Finding localisation solutions in a low volume environment





OEM
Expectation

Category	Required Points	Contribution Level
Level 1	≥100	135%
Level 2	≥95	125%
● Level 3	≥90	110%
● Level 4	≥80	100%
Level 5	≥75	80%
Level 6	≥70	60%
Level 7	≥55	50%
Level 8	≥40	10%



Focus Areas :

- Management Control
- Preferential Procurement from Black Owned Businesses

DOMESTIC

OE
61

P&A
25

TOTAL
86

Gauteng
12

KwaZulu-Natal
67

Eastern Cape
6

Western Cape
1

INTERNATIONAL

OE
48

P&A
41

DSSA
4

TOTAL
93


Airfreight
11


Sea Freight
82

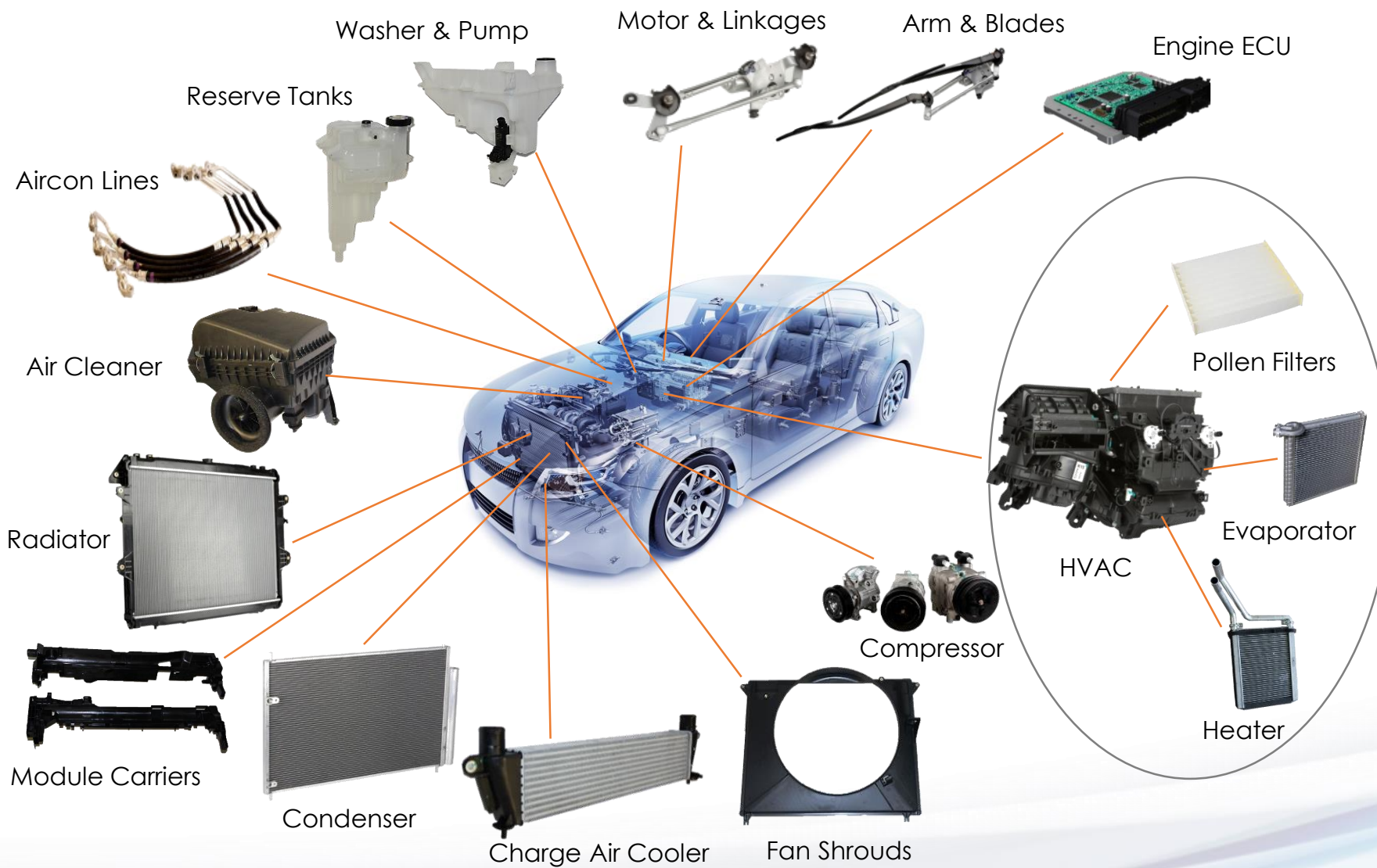
Europe
37

North & South
America
3

Middle East
1

Far East
48

Japan
4



Licensors

DENSO

HANON
SYSTEMS

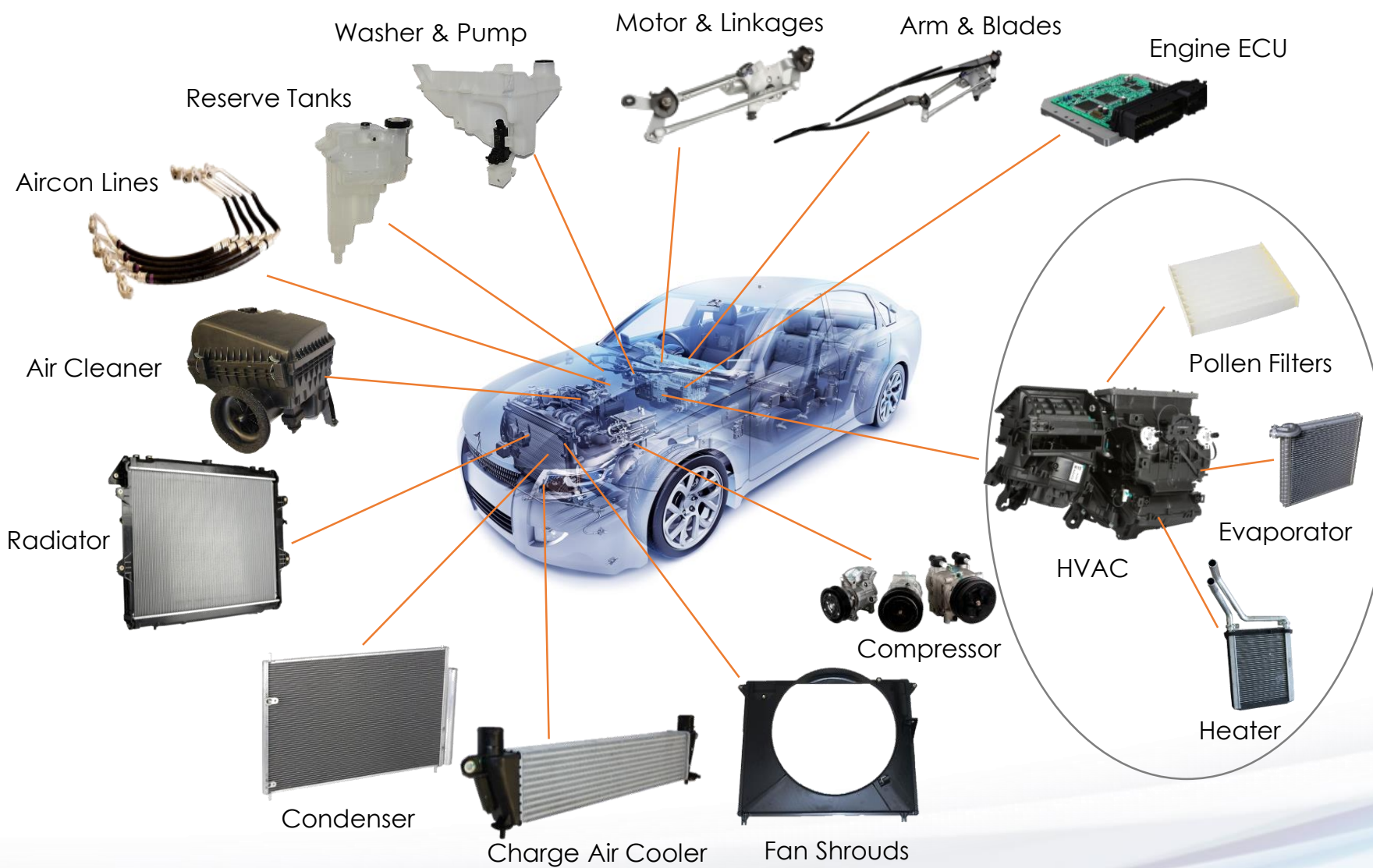
MODINE

Customers



ISUZU





Licensors

DENSO

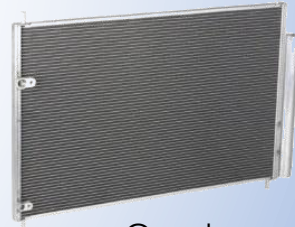
Customers



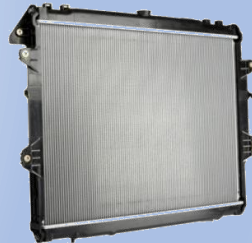
Licensor



Customer



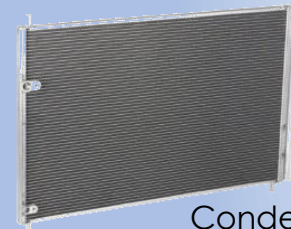
Condenser



Radiator



Charge Air Cooler



Condenser



Module Carriers

Licensor



Customer



Mercedes-Benz

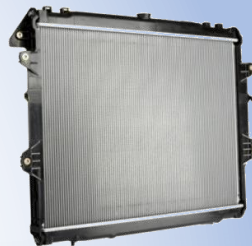
Aircon Lines



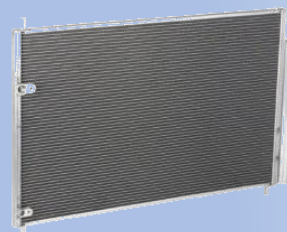
Aircon Lines



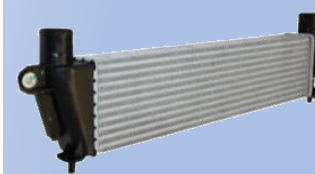
Customer



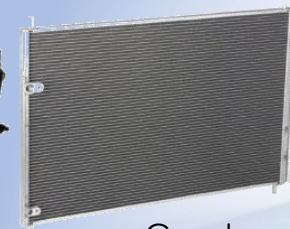
Radiator



Condenser



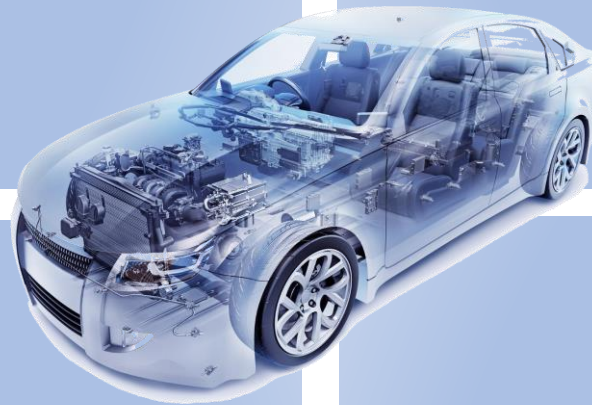
Charge Air Cooler

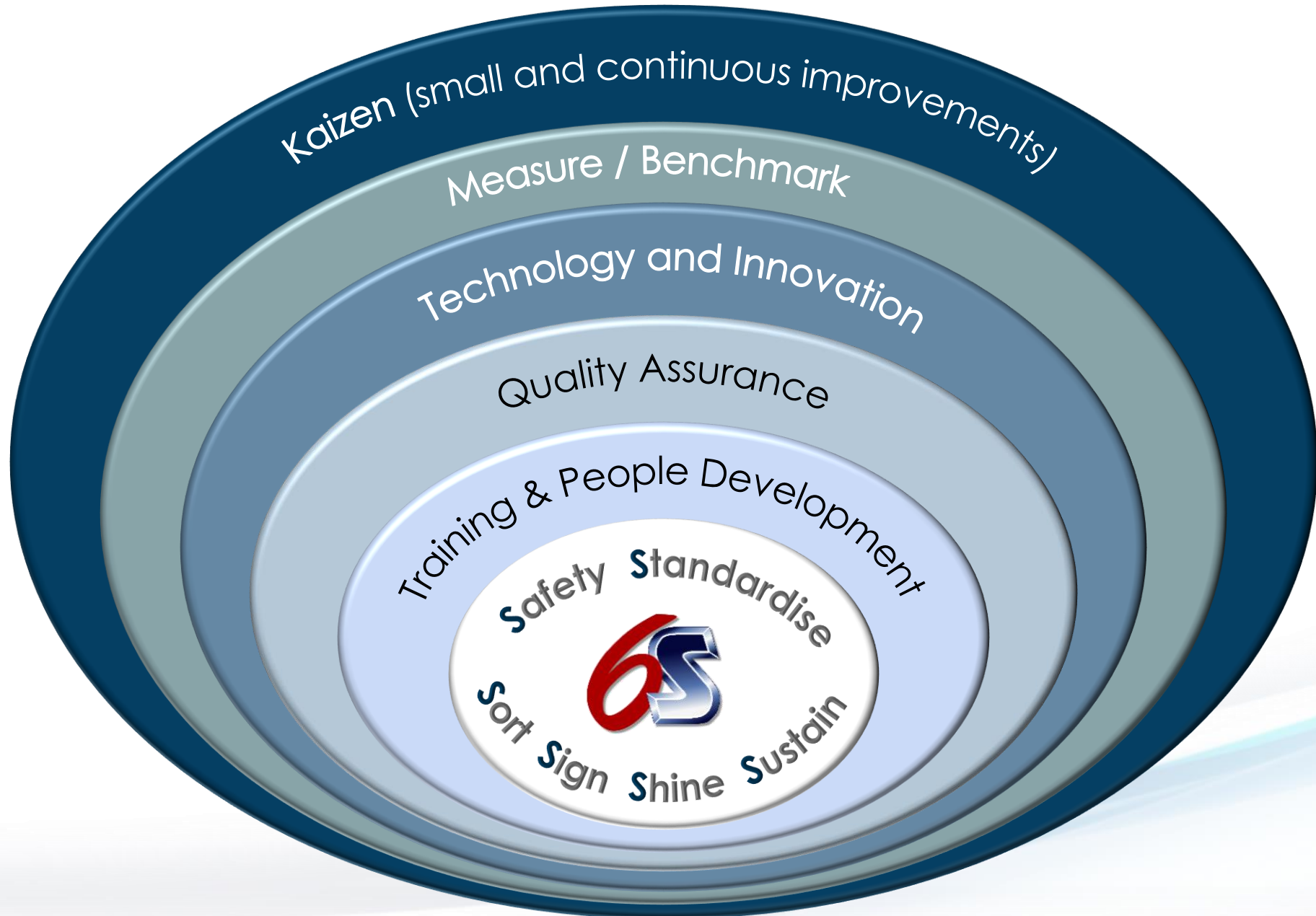


Condenser

Customer

ISUZU





PLANT 1

Heat
Exchangers

Logistics

Assembly



PLANT 2

Heat
Exchangers

Fluid
Exchangers

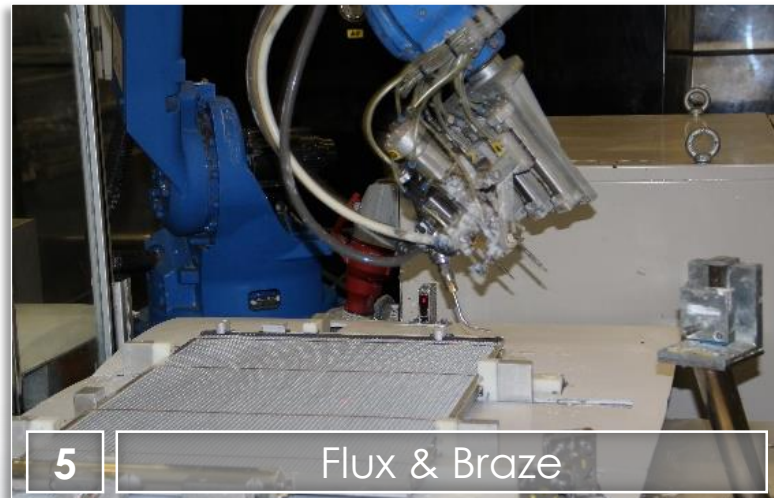
Aftermarket
OES

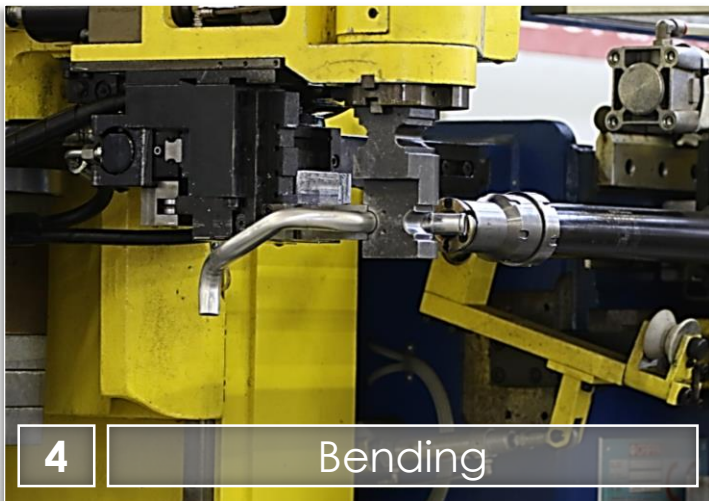


Plants are situated 2 Km's apart with $\pm 42\,000\text{m}^2$ in Manufacturing & Distribution









29 Mission Directed Work Teams



Information Collection and Measurement



Data Collection



Daily Communication
and Information Sharing



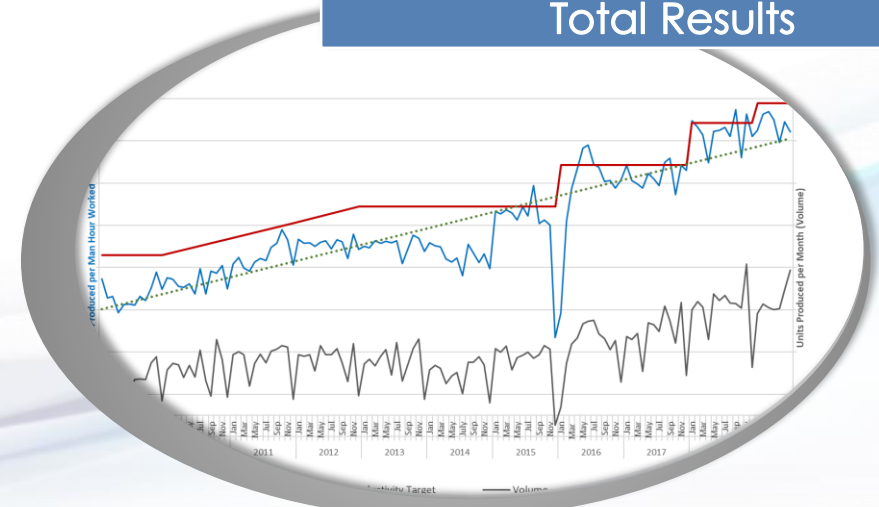
Management Meetings



Review and Counter Measure



Total Results



Performance
Consolidation

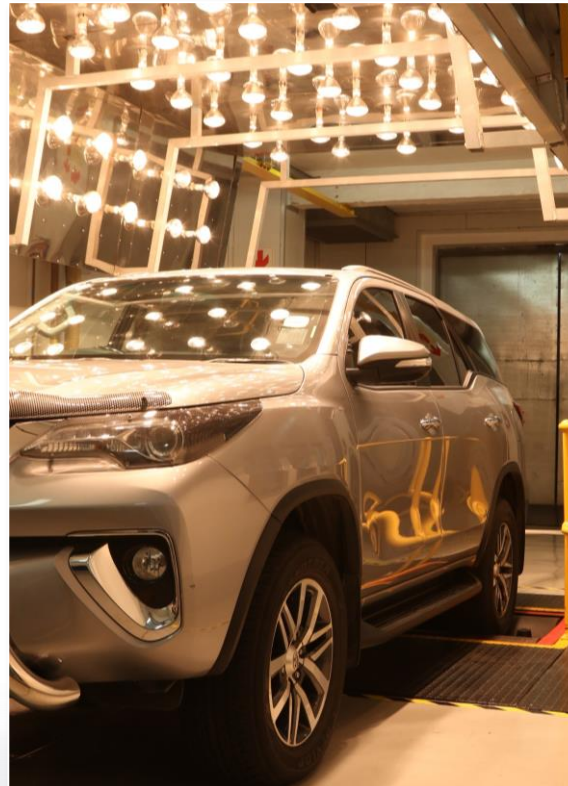


EVALUATION

- ▶ Smiths can comprehensively test products using our facilities developed for automotive testing.
- ▶ Our extensive testing facilities allow us to evaluate the performance of the products thoroughly.
- ▶ We meet the high standards associated with the automotive sector.

HEAT LOAD TEST FACILITY

- ▶ Wind speed 0 -120km/hour
- ▶ Ambient temp up to 60°C
- ▶ Humidity up to 90% RH



TESTS WE CONDUCT INCLUDE:

- ▶ High temperature test
- ▶ Cold temperature test
- ▶ Rain test
- ▶ Heat Load test
- ▶ Thermal Shock
- ▶ Durability
- ▶ Hot room/rolling road test facility
- ▶ Vibration testing with climatic chamber



Transformation Award **(First Recipient)**
Presidents Award

2018
2018



Transformation Award

2018

Localisation Award

2018

Conversion and Accessories

2009, 2018 **(Superior)**

Value Analysis / Cost Management

2009, 2011 - 2018

Parts and Accessories

2008, 2017, 2018

Stable Production

2017

Stable Supply

2016, 2017

Quality Management

2014, 2015

Hilux Project Management & Localisation

2015

Invitation to represent South African Suppliers
at Toyota Global Supplier Awards

2008, 2009, 2017



Q1 - Preferred Quality Status

2008



Supplier Quality Excellence Award

2008, 2009, 2017

Supplier of the Year Finalist

2012, 2013



Certificate of Accomplishment and
Dedication to Quality

2011



For selfless commitment to the Motor Industry

2008 - 2018



Global Contribution Award

2010, 2015 - 2018



Certification	Description	Focus
IATF 16949 : 2016	New Automotive Quality Management System Standard	Customer requirement driven
ISO 9001 : 2015	Quality Management System Standard	Aftermarket
ISO 14001 : 2015	Environmental Management System Standard	Environmental impact of business activity
ISO 50001 : 2011	Energy Management System Standard	Conservation of Energy resources
BS OHSAS 18001 : 2007 *	Health & Safety Management System Standard	Occupational Health & Safety

* Transition to ISO 45001 : 2018



High visibility vests & Eye Protection:

Mandatory use in all areas of the plant.



Personal Protection: Other protection will be provide where necessary.



Visitor Movement: Visitors to be escorted at all times. Always walk in the designated walkways. Always cross at pedestrian crossings. STOP... LOOK LEFT & RIGHT..



Moving vehicles: Always be on the lookout for moving forklifts.



Machinery / Equipment: Remain at a safe distance from and do not touch any machinery / equipment.



Evacuation Procedure: A 2 minute continuous siren signifies immediate evacuation. Your host will accompany you to Emergency Assembly Point.



Health: An Occupational Health Nurse on site provides medical care.



Facilities: Eating, drinking and smoking are strictly prohibited in the manufacturing area.



Firearms: No firearms are permitted on the premises.



Photographs: No photographs may be taken inside the Plant without prior authorisation.



Drugs and Alcohol: Drugs and alcohol and persons under the influence of drugs and alcohol are not permitted in the plant.



Environment Waste Products: Place all dirt into bins specifically labelled for this purpose.



SAFETY FIRST, LAST AND ALWAYS

- 4 Groups (Colour Coded)
- Group colour at the back of your lanyard
- Team Chaperones
 - Nonto Mbuyazi
 - Ilse Murray
 - Andre Patrick
 - Ryan Lipke
- Each group will start at a different location
- Both Plants will be covered

- Metair Directors & Management Team
- Metair Managing Directors and Associates
- Speakers
- All guests
- Smiths Management Team & Associates
- Events Co-Ordinator
- Service Providers

