



4X4 ACCESSORIES



**ARB Thailand
Off Road Accessories Company Limited**

INTRODUCING ARB



<https://youtu.be/JLRSJ8r1NIE>

COMPANY OVERVIEW

ARB CORPORATION LTD



- ✓ Founded in 1975
- ✓ Listed on the Australian Stock Exchange in 1987
- ✓ Headquartered in Melbourne, Australia
- ✓ Over 1,600 employees worldwide
- ✓ Operational presence in over 100 countries
- ✓ 2017/18 Sales Revenue AUD 426 million (as published in the annual report)

ARB designs, manufactures, distributes and sells four-wheel-drive motor vehicle accessories under the ARB brand as well as Old Man Emu suspension systems, IPF lights, WARN Industries and Safari snorkels. ARB has a dedicated OEM department manufacturing OE branded products.



COMPANY OVERVIEW



A RANGE OF PRODUCTS TO RESPOND TO EVERY NEED

With over 40 years of design ingenuity, manufacturing excellence and market leadership, ARB offers a range of options to customise a vehicle to suit individual requirements.

ARB's products include, air lockers, air compressors, protection equipment, suspension, roof racks and roof bars, snorkels, recovery equipment, lights, tow bars, canopies, fuel/water tanks, hydraulic jack and a host of smaller accessories.

The company also offers general accessories such as branded apparel, in-car fridges/freezers, radios, car seats and cargo barriers.



Air Lockers & Accessories



ARB Compressors



Protection Equipment



Old Man Emu Suspension



Roof Racks and Roof Bars



Safari Snorkels



Recovery Equipment



Fridges & Camping Accessories



Vehicle Lighting & Rear Vision



Canopies & Ute Lids



Drawers & Cargo Barriers



Battery, Power & 12V Solar

COMPANY OVERVIEW

ARB CORPORATION LTD



The ARB Group and its subsidiaries include:

- ✓ 62 ARB branded stores in Australia (combination of independent and company owned)
- ✓ Five State distribution centres in Australia
- ✓ Over 100 international distributors
- ✓ Research & Development, warehousing and manufacturing operations in Australia
- ✓ Warehousing and manufacturing operations in Thailand
- ✓ Two warehouse facilities in the United States
- ✓ One warehouse facility in the UAE
- ✓ One warehouse and manufacturing facility in Czech Republic



COMPANY OVERVIEW

A GLOBAL DISTRIBUTION NETWORK



 ARB INTERNATIONAL OFFICE

 ARB DISTRIBUTOR

COMPANY OVERVIEW

ARB PRODUCTION FACILITIES



ARB strives to retain its position as an innovator in the industry by utilising the most modern, state-of-the-art fabrication and machining equipment.

Manufacturing Facilities

- Kilsyth, Australia Size: 31,000 sqm
- Rayong, Thailand (ORA 1) Size: 9,500 sqm
- Rayong, Thailand (ORA 2) Size: 17,500 sqm
- Prague, Czech Republic Size: 3,000 sqm
- New 20,000sqm facility to be added in Rayong, Thailand in 2019



As an industry leader, ARB has vertically integrated manufacturing processes backed by quality systems – **ISO 9001** and **ISO 14001**.

85% of products sold by ARB are designed in-house by ARB engineers, this ensures the highest quality components and functionality under ARB's strict quality control system.

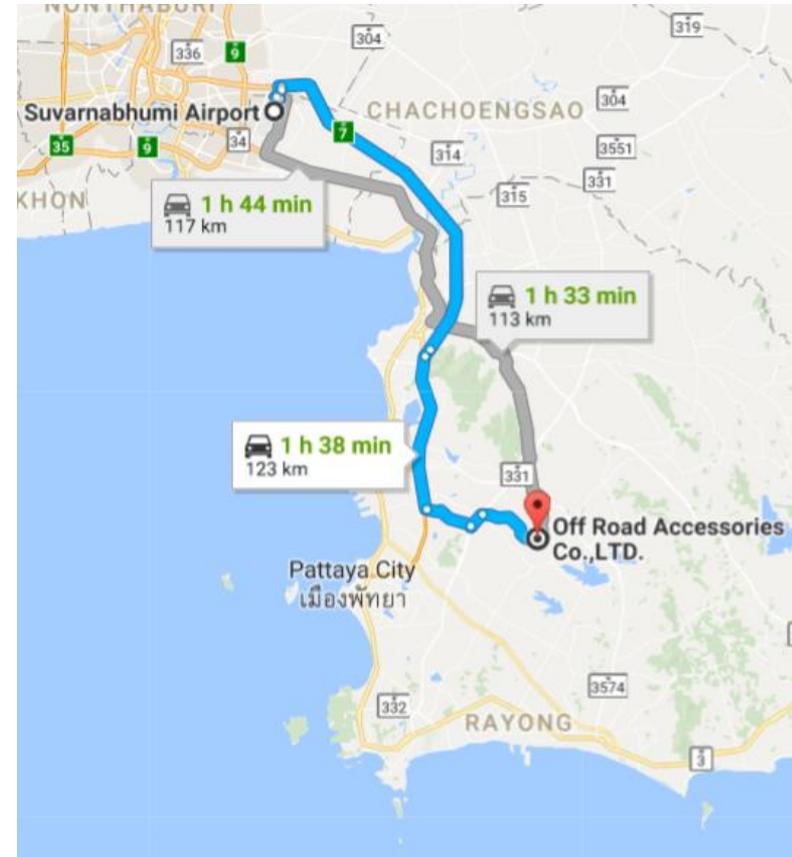


COMPANY OVERVIEW

ARB PRODUCTION FACILITIES - THAILAND



- ✓ Thailand manufacturing Commenced operations in 2004.
- ✓ Based in Eastern Seaboard Industrial Estate, Rayong.
- ✓ Established under Thai Board of Investment.
- ✓ Two sites - 9,500sqm & 17,500 sqm.
- ✓ 385 permanent employees, 120 sub-contract employees & 6 Australian ex-patriot staff.
- ✓ Well structured and skilled production engineering team.
- ✓ Quality controls in place – BASF.



COMPANY OVERVIEW

ARB PRODUCTION CONTROL - BASF



BASF = Building A Solid Foundation

BASF is a method of ensuring our foundations are rock solid and able to provide us with assurance we can support our customer's needs now and in the future



B.A.S.F. Score	Jan 2017 M.T.D at 10-01-17							Yellow highlight = Data still to be gathered, or latest to be received
	Bayfield Rd	Bolt kit	Canopy	Mech Prod	Powder Coat	Sheet Metal	Welding	Updated
Safety and 5S	53%	57%	51%	71%	71%	77%	73%	
Mini Audit	0%	29%	0%	62%	59%	84%	73%	16/1/17
Safety Incidents	100%	100%	100%	100%	90%	100%	100%	17/1/17
5S Audit Score	44%	29%	37%	42%	56%	40%	38%	3/11/16
Quality	40%	42%	40%	61%	57%	66%	60%	
Mini Audit	0%	14%	0%	69%	65%	87%	81%	16/1/17
FTTR	0%	0%	0%	0%	0%	0%	0%	
Customer Concerns	100%	95%	100%	100%	95%	100%	90%	16/1/17
Kaizen	0%	0%	0%	0%	0%	0%	0%	
Approved improvement suggestions	0%	0%	0%	0%	0%	0%	0%	
Output	76%	78%	90%	100%	87%	71%	77%	
DIFOT	74%	74%	92%	87%	74%	74%	74%	20/1/17
Output Compared to Target	52%	69%	83%	103%	89%	50%	60%	17/1/17
Attendance	100%	88%	96%	99%	88%	91%	94%	10/1/17
STD Work and Efficiency	47%	59%	50%	74%	68%	73%	72%	
Mini Audit	0%	33%	0%	78%	65%	87%	76%	16/1/17
Area efficiency	4.9	7.3	9.6	10.9	7.4	5.8	7.5	17/1/17
Skills and Training	0%	0%	0%	0%	0%	0%	0%	
Training Completed	0%	0%	0%	0%	0%	0%	0%	
Totals re: 100% expected	43.13%	47.18%	46.18%	61.17%	56.56%	57.52%	56.31%	

ENGINEERING CAPABILITIES



IN-HOUSE DEDICATED TEAM

ARB invests substantial amounts of capital into research, design and manufacturing each year. In particular, the ARB engineering department:

- ✓ **61 qualified staff**, dedicated to designing, testing and development.
 - ✓ **34 design engineers** working on developing conceptual and product designs
 - ✓ **27 production engineers** in Australia and Thailand to introduce new products to our factories

Latest CAD, CAM parametric modelling systems and finite element analysis packages:

- ✓ Solidworks
- ✓ Altair Hyperworks
- ✓ CATIA Dassault Systems

ARB also uses specialist laboratories and collaborates with local universities for advanced testing.



Testing includes

- ✓ Field testing
- ✓ Lab testing
- ✓ Crash testing
- ✓ 3D inspections & dimensional analysis
- ✓ Dyno Testing
- ✓ FEA Testing
- ✓ FMEA Testing
- ✓ ESC Testing

ENGINEERING CAPABILITIES



ENGINEERING DEPARTMENT STRUCTURE

The engineering department comprises five main divisions.

ARB Product Development Structure Personnel breakdown

Category	Design Engineering	Production Engineering (Australia)	Production Engineering (Thailand)
ELECTRICAL	5	2	1
AIR LOCKER	5	2	1
CANOPY	6	2	2
FABRICATED STEEL & ALLOY	14	8	6
OME PRODUCTS	4	1	2
GRAND TOTAL	34	15	12

MARKETING CHANNELS

RETAIL STORE



MARKETING CHANNELS

SHOWS & EVENTS - AUSTRALIA

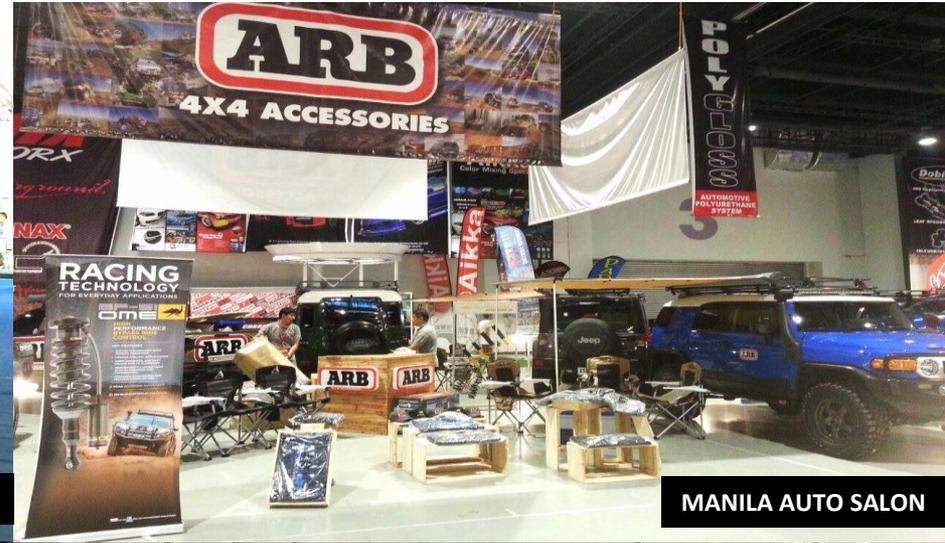


MARKETING CHANNELS

SHOWS & EVENTS - ASIA



INAPA, INDONESIA



MANILA AUTO SALON



BANGKOK AUTO SALON



AUTOMECHANIKA SHANGHAI

OEM BUSINESS UNIT

GENUINE ACCESSORY SPECIALISTS



4X4 ACCESSORIES



OEM BUSINESS UNIT

GENUINE ACCESSORY PROGRAMS



ARB Develop Integrated Accessories for Genuine Accessory Approval and Distribution

OEM BUSINESS UNIT

OUR STRATEGIC PARTNERS WORLDWIDE

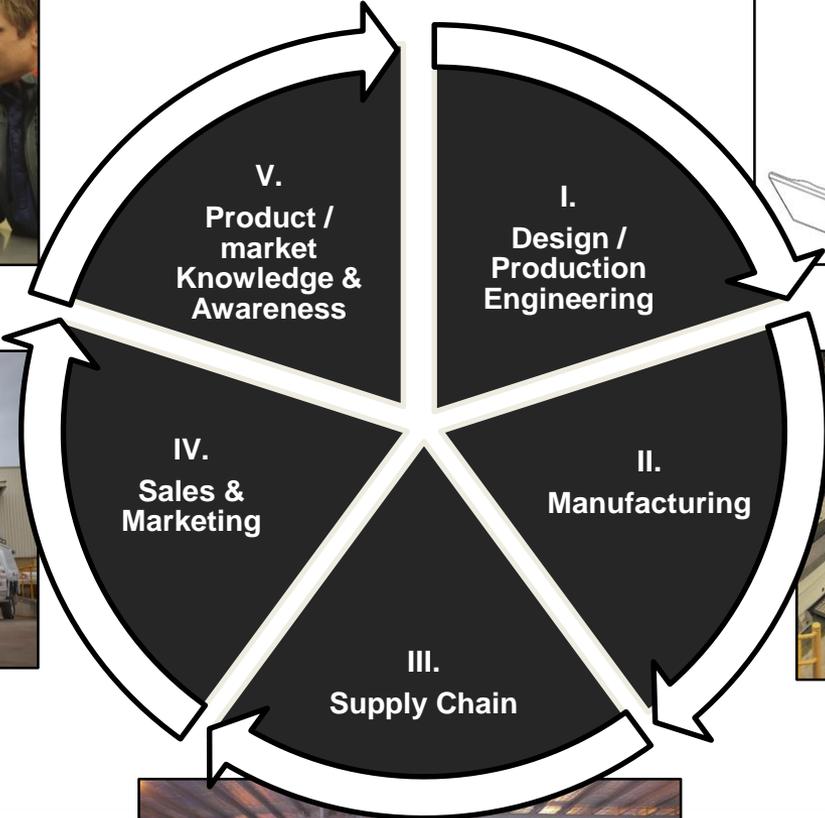
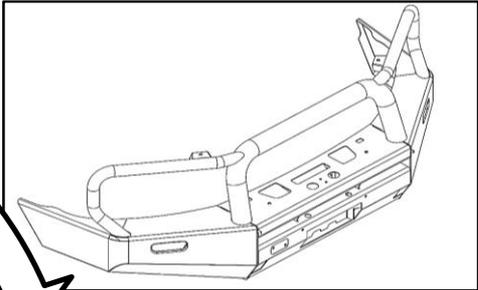


PRODUCT LIFE CYCLE MANAGEMENT

A COLLABORATIVE APPROACH



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ARB GENUINE PRODUCTS

FRONTAL PROTECTION – SUMMIT BULL BAR



ARB GENUINE PRODUCTS

OME BP51 – BYPASS TECHNOLOGY SHOCK ABSORBER



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ARB GENUINE PRODUCTS



OME BP51 – BYPASS TECHNOLOGY SHOCK ABSORBER



ARB GENUINE PRODUCTS

HYDRAULIC JACK



4X4 ACCESSORIES



ARB GENUINE PRODUCTS

ARB ASCENT CANOPY AND WINDOWS



THANK YOU



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