



Qingdao KOTAI Heavy Industry Machinery Co., Ltd.

www.kotaimachinery.com

CONTENTS

- **Company Profile**
- **Brands**
- **R&D**
- **Business**
- **Products**
- **Quality**
- **Services**
- **Market**



Company Profile

- **Company Profile**
- **Business Philosophy**
- **Company History**
- **Management Team**



Company Profile



Qingdao KOTAI Heavy Industry Machinery Co., Ltd., founded in 2003 and headquartered in Qingdao, Shandong, is a national high-tech enterprise specializing in the R&D and manufacturing of construction machinery as well as the production of high-end structural components. As the Chairman Unit of China Road Machinery Alliance and one of the China Top 50 Specialized Construction Machinery Manufacturers, KOTAI always upholds the philosophy of "Quality Leading the Future" and can provide customized complete sets of equipment and technical support.

Global Business Philosophy



Core Values

Integrity as the Foundation |
Quality First | Innovation-Driven

Business Philosophy

Earn trust through quality,
Fulfill delivery with efficiency

Business Strategy

Leverage China's manufacturing strengths to
serve global market demands;
Build long-term, win-win partnerships with clients
through consistent quality and flexible delivery

Company History

KOTAI

- Founded in 2003, KOTAI is a Chinese high-tech enterprise specializing in the R&D and manufacturing of road construction machinery and high-end structural components.
- In 2005, the new manufacturing base began operations, and the first batch of 25 road rollers was exported to Iraq, marking the first-ever export of construction machinery from Qingdao.
- In 2007, KOTAI expanded its road roller lineup to cover the mainstream 3 to 22 ton range, securing a strong foothold in key domestic markets. Obtaining independent import and export rights enabled direct expansion into global markets.
- In 2010, KOTAI showcased its advanced R&D, manufacturing processes, and overall corporate strength at Bauma China in Shanghai. The company was appointed Vice-President Unit of the Road and Compaction Machinery Branch of the China Construction Machinery Industry Association and recognized among the "Top 10 Brands of Chinese Road Machinery."
- In 2011, Akihiro Takeuchi, President of Japan's Takeuchi Manufacturing, visited KOTAI. This visit solidified the strategic partnership. KOTAI established a dual-core business model centered on road rollers and structural components.
- In 2014, KOTAI secured a single order of 100 units exported to Algeria. Achieving annual production and sales of over 1,500 road rollers and revenue exceeding RMB 500 million, KOTAI ranked among the top three in domestic market share, with products exported to over 30 countries and regions.

Company History



- In 2017, KOTAI won the Gold Award for Technological Innovation in the "Top 50 Annual Construction Machinery Products in China" and garnered significant attention from major mainstream media outlets, including CCTV's Xinwen Lianbo, Xinhua News Agency, and the official website of the Chinese Government (www.gov.cn), which all conducted interviews and published reports on the company.
- In 2020, the structural components division achieved remarkable growth, becoming a core supplier to renowned machinery manufacturers such as Takeuchi, Ishikawajima, Clark, and Hyundai, with an annual production capacity of over 100,000 tons.
- In 2023, KOTAI initiated the construction of a brand-new office headquarters, with strategic goals to build a 100-member elite marketing team, develop 100 high-quality products, and establish 100 overseas sales outlets worldwide.
- In 2025, KOTAI's structural components reached world-class quality standards and received the world's first "Award for Excellence in Quality" from Japan's Takeuchi Manufacturing, a manufacturer with over 60 years of industry heritage. Through nearly 30 overseas dealers and numerous trading partners, more than 100 product models across over 30 categories are exported to global markets.

Management Team

The Vice Chairman of KOTAI, in charge of the international business, has over 40 years of experience from a leading domestic manufacturer. The CEO is a highly educated overseas returnee. Department heads across Sales, International Trade, Product, Quality, Technical Center, Service, and Management possess at least 20 years of industry experience. Bound by unity, collaboration, drive, and dedication, this team provides inexhaustible momentum for the company's rapid growth and underpins the exceptional quality of KOTAI.



Yao Luting

Ph.D. / Vice Chairman

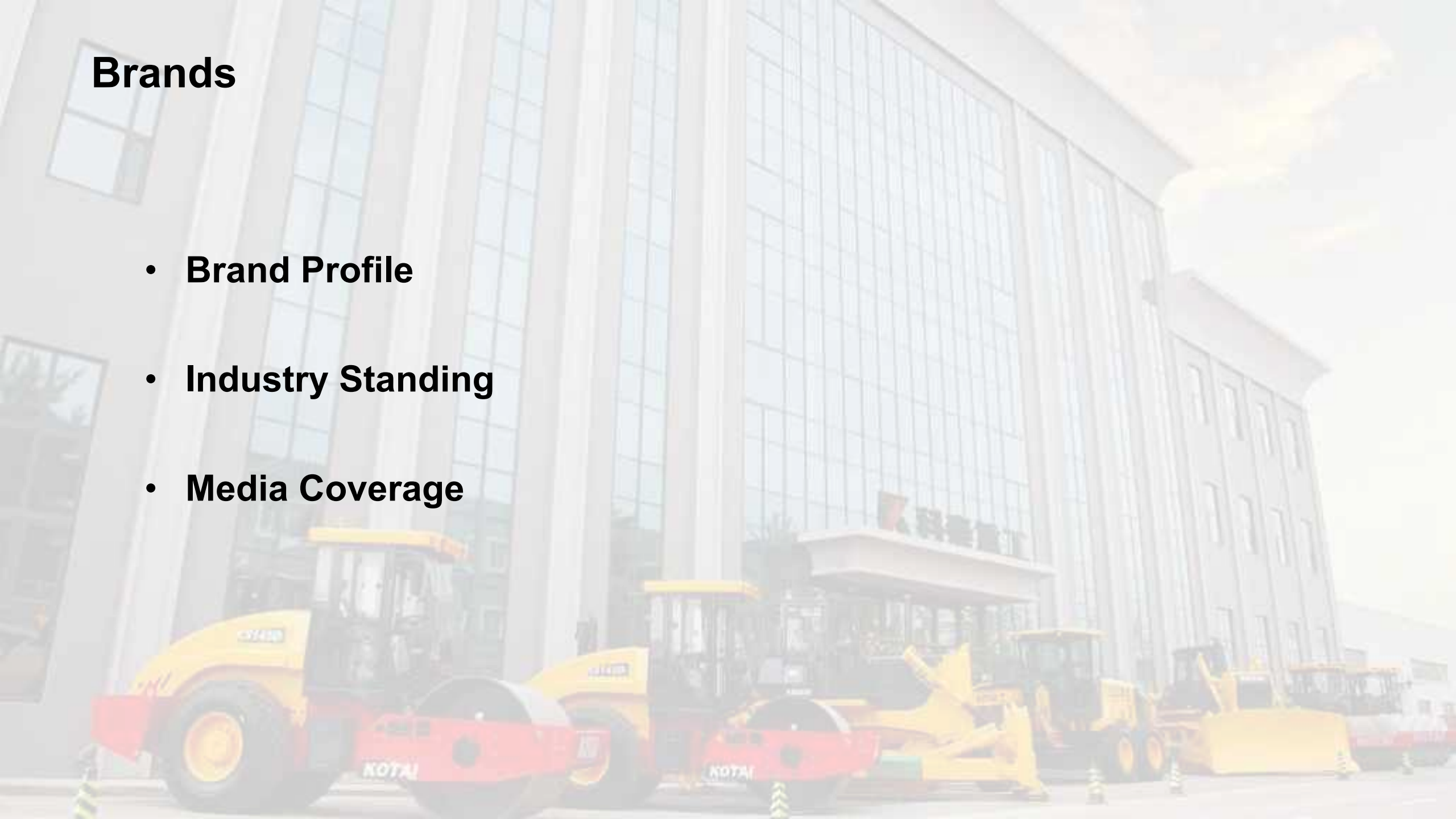


Rick Zhang

M.Sc. / CEO

Brands

- **Brand Profile**
- **Industry Standing**
- **Media Coverage**



Brand Profile



KOTAI is a specialized construction equipment brand dedicated to the R&D, manufacturing, and global supply of construction machinery. Leveraging China's advanced engineering manufacturing capabilities to serve global markets, KOTAI provides international contractors and equipment distributors with a full lineup of highly reliable, cost-effective machinery alongside tailored, localized business partnership solutions.

Industry Standing

Chairman Unit of
China Road Machinery Alliance (Est. 2014)



2024 China Top 50 Specialized
Construction Machinery Manufacturers



Media Coverage

Reported by CCTV Xinwen Lianbo



Widely Featured Across Leading Media Platforms



Business

- **Construction Machinery Business**
- **Structural Components Business**
- **Agricultural Machinery Business**
- **Electronic Security Business**



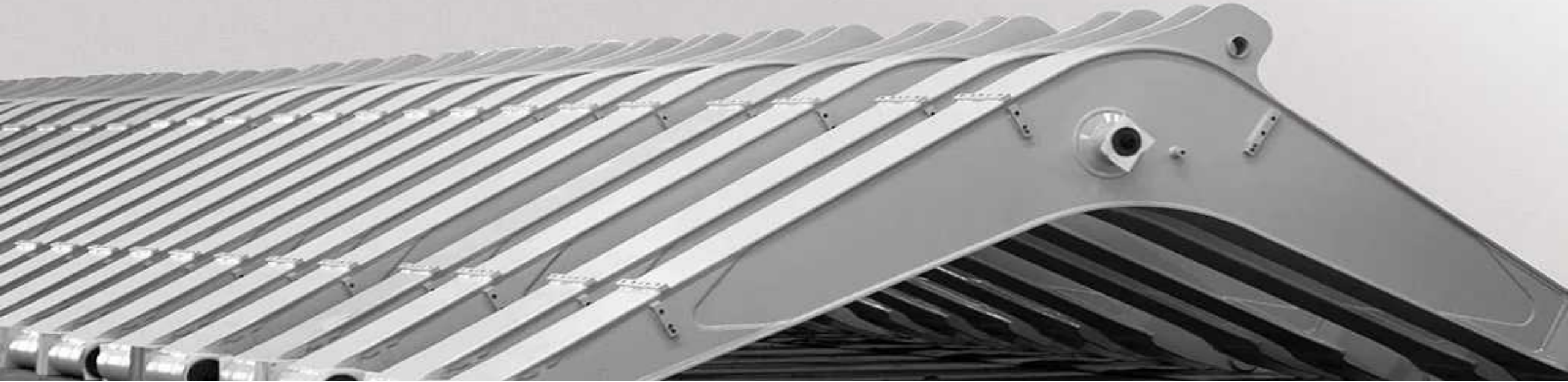
Construction Machinery Business



Specialized Construction Machinery Manufacturer

KOTAI keeps pace with the industry forefront, focusing on the R&D and manufacturing of equipment to provide customers with premium equipment and professional solutions. From high-precision core components to complete systems, every product undergoes strict testing and iterative optimization. We adapt to complex working conditions and high-complexity projects with stable and reliable performance, fully ensuring the smooth progress of your projects. KOTAI has established a complete product portfolio, fully covering key fields such as road machinery, earthmoving machinery, construction machinery and mining machinery. Our products are marketed across more than 60 countries and regions worldwide.

Structural Components Business



World-Class Structural Components Manufacturer

As a leading manufacturer of structural components in China, KOTAI integrates full-process production capabilities including blanking, forming, welding, precision machining and finished product painting. Focusing on the manufacturing of core products, we professionally fabricate key structural components for construction machinery and related equipment. With strict quality control and sophisticated craftsmanship, KOTAI has become a trusted partner with world-famous OEMs such as Takeuchi, Yanmar, Kato, Clark and Hyundai, and won high recognition from global customers with outstanding quality.

Agricultural Machinery Business



KOTAL expands into the agricultural machinery sector through strategic investments. The company takes the R&D, manufacturing, and sales of multi-functional self-propelled combine harvesters and high-horsepower tractors as its core business, and is a governing unit of the China Agricultural Machinery Manufacturers Association, a member unit of the China Agricultural Machinery Distribution Association, a governing unit of the Chinese Association of Agricultural Mechanization, an industry AAA credit-rated enterprise, a national high-tech enterprise, a municipal enterprise technology center, a municipal engineering research center, a municipal technology innovation center, a municipal SRDI enterprise, one of the first master technician workstations in the West Coast New Area, a youth (college student) employment and entrepreneurship internship base in the West Coast New Area, and a youth talent innovation and entrepreneurship base in the West Coast New Area.

Electronic Security Business



KOTAI keenly captures market demands. With independently developed radar + spectrum fusion detection technology, AI intelligent recognition algorithm and multi-modal flexible counter-measure scheme as the core, it builds a full-link low-altitude security protection system covering important scenarios, provides low-altitude security guarantees, and helps ensure public safety. Relying on its own technical and industrial resource advantages, the company provides all-domain situational awareness low-altitude security defense solutions, taking technology as the core and service as the purpose, effectively solving the serious problem of unauthorized drone flights ("black flights") at home and abroad, and filling the gap in China's technology for full-band detection and intelligent control of unauthorized drones. Its anti-drone systems are currently deployed across sensitive low-altitude airspaces, including ports, sports stadiums, oil refineries, and oil storage depots.

Products

- **Construction Machinery**
- **Structural Components**
- **Agricultural Machinery**
- **Electronic Security Products**



Products



KOTAI's products are consistently benchmarked against cutting-edge international technology, with key components sourced directly from world-renowned manufacturers to ensure our products remain at the forefront of the industry. Our products are renowned among customers for their "high technical standards" and "excellent value for money." While providing customers with high-quality, cost-effective products, KOTAI is equally committed to offering specialized, comprehensive, and integrated value-added solutions.

Construction Machinery

KOTAL has established a complete product portfolio, fully covering key fields such as road machinery, earthmoving machinery, construction machinery and mining machinery. Whether for road construction, urban infrastructure, mining operations or large-scale engineering projects, KOTAL products can meet complex operational requirements in diverse scenarios.



Road Machinery



Construction Machinery



Material Handling Machinery



Sanitation Machinery



Earthmoving Machinery



Mining Machinery



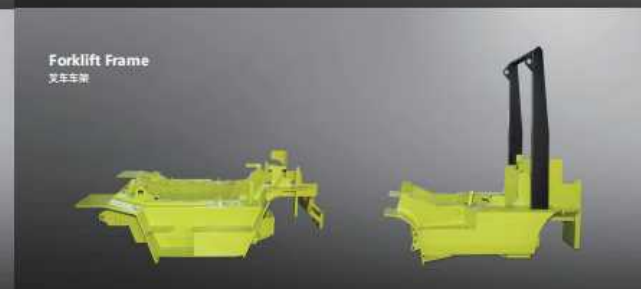
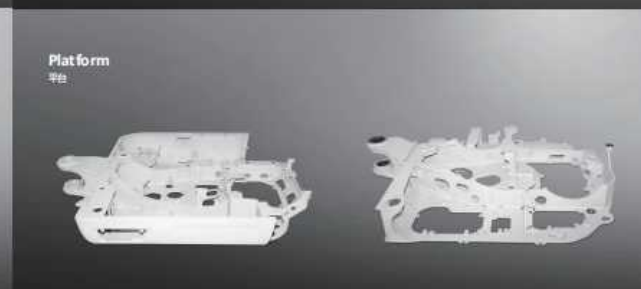
Transportation Machinery



Used Machinery

Structural Components

KOTAL integrates full-process production capabilities including blanking, forming, welding, precision machining and finished product painting. Its products are now supplied to well-known domestic and overseas OEMs, meeting the manufacturing demands for structural parts of excavators, loaders, forklifts and other equipment.



Agricultural Machinery

Taking "manufacturing high-end corn harvesters" as its mission, the company has independently developed 3-row, 4-row, 5-row, compact 6-row, compact 8-row, Central Plains type grain harvesters, Northeast type grain harvesters, ear-and-stalk harvesters, and other corn harvesters, as well as soybean harvester products.



Electronic Security Products

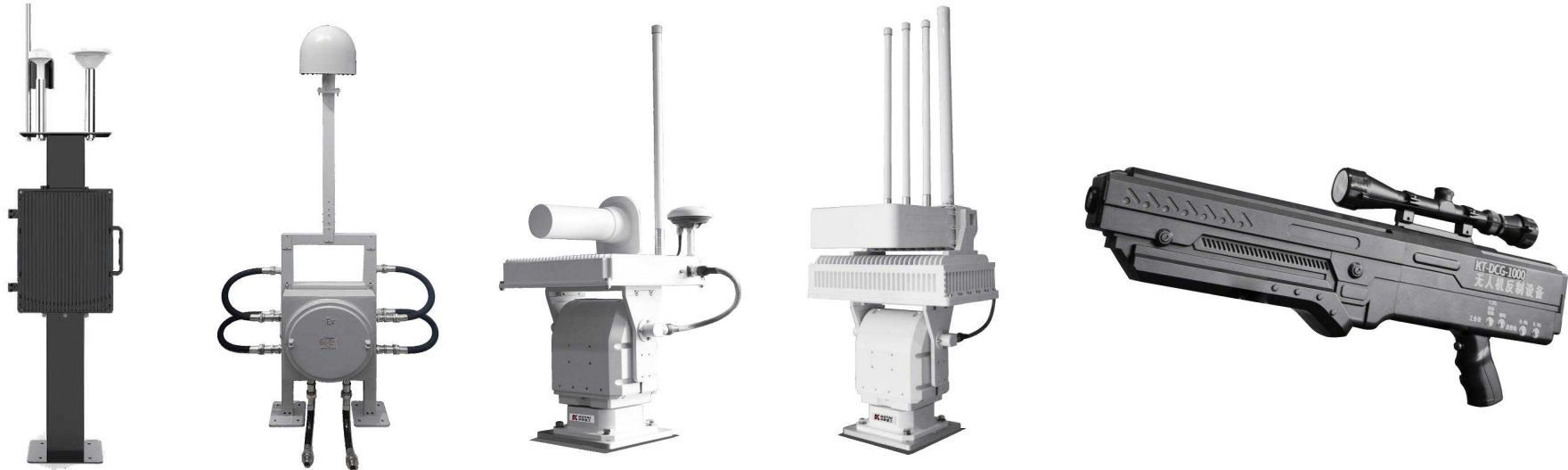
UAV Warning and Detection Equipment



UAV Target Recognition Equipment



Drone Countermeasure Equipment



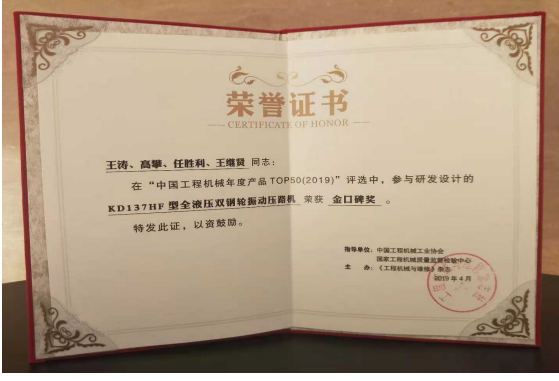
R&D

- R&D Capability
- R&D Achievements
- Honors & Certificates



R&D Capability

KOTAI has established robust technological R&D capabilities after more than 20 years of development. The company's technology center is accredited as a provincial-level technology center, a Qingdao municipal enterprise technology center, and the Qingdao Compaction Machinery Engineering Research Center. KOTAI employs 64 R&D professionals—including 1 Ph.D., 15 Master's degree holders, 18 Senior Engineers, and 30 Engineers—and invests more than 4% of its annual revenue into R&D.



R&D Achievements

Over 20 of KOTAI's R&D achievements have passed technical appraisals by national, provincial, and municipal science and technology authorities, three of which are national-level appraisals. Our KP262 pneumatic tire roller was included in the National Torch Program of the Ministry of Science and Technology, and features internationally-advanced technical performance.



National Torch Program
Certificate



First Prize of Qingdao Science
and Technology Award



Third Prize of Qingdao Science
and Technology Award



Honors & Certificates

KOTAL runs an industry-academia-research integrated manufacturing base. We improve product technical performance by translating research institute achievements into real-world applications. Meanwhile, we act as a teaching and practice base for Chang'an University, Shandong University of Science and Technology, and Qingdao University of Technology. In recent years, KOTAL has obtained more than 40 patents and 10 software copyrights.



Quality

- **Quality System**
- **Manufacturing Process**
- **Strategic Suppliers**



Quality System



KOTAI has built a scientific model for the coordinated development of design, procurement, manufacturing processes, production, sales, service, and quality control, driving continuous product-quality improvement across every stage of the value chain. Certified to ISO 9001:2015 quality management standards, we operate a comprehensive quality assurance system. We keep increasing investment in equipment upgrades and testing facilities for strict quality control throughout all processes. We foster a “Brand-Quality” corporate culture, promoting a company-wide mindset of “building the brand through quality.” Every employee acts as a quality-control unit, striving for perfection and pursuing excellence relentlessly.

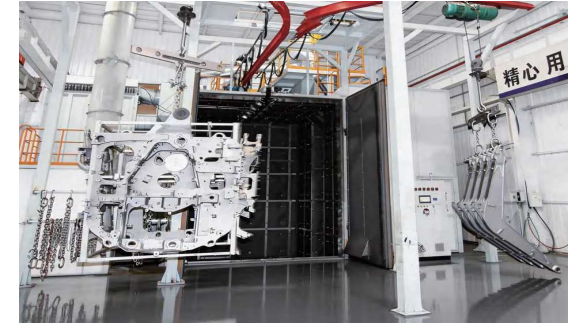
Manufacturing Process



Material Cutting



Structural Components Welding



Shot Blasting



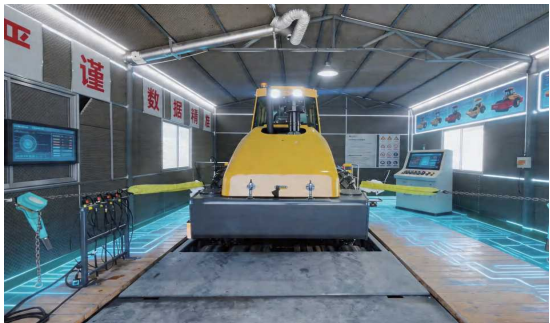
3D Scanning Inspection



Painting Line



Product Assembly



Running Testing



Product Final Inspection



Prototype Showroom

Strategic Suppliers

KOTAI adopts a stringent supplier evaluation system to ensure machinery's core performance and durability from the source. We maintain stable strategic supply partnerships with world-renowned component brands, including Cummins, Yanmar, Kubota, Isuzu, Caterpillar, Weichai, Kawasaki, Carraro, and Hengli.

These globally leading suppliers cover core segments such as engines, hydraulic systems, transmission units and key structural components, renowned for outstanding reliability, high efficiency and prolonged service life. We equip all our machinery with premium original components from these reputable brands, ensuring every unit is fitted with industry-leading core components to substantially reduce failure rates, extend service life and deliver long-term operational value for customers.



Services

- **Service Concept**
- **Service Support**
- **Spare Parts**



Service Concept



KOTAI adheres to the core principles of integrity, professionalism, and efficiency, upholding a customer-centric service philosophy. We thoroughly understand the practical business needs of overseas clients, respond promptly to inquiries, handle every business detail with rigor, and ease client concerns through dependable service. We are committed to establishing long-term, stable partnerships with global clients for shared value.

Service Support



KOTAI provides comprehensive after-sales support for customers, covering professional technical consultation, remote installation guidance, troubleshooting, maintenance, and specialized training. Backed by a highly responsive service team and an ample inventory of spare parts, we continuously deliver reliable support for global construction machinery clients.

Spare Parts



KOTAI supplies genuine original parts and one-stop professional after-sales service. Relying on a complete global supply chain, KOTAI quickly provides full-series spare parts for construction machinery and structural components to ensure stable and efficient operation.

Market

- **Market Performance**
- **Global Network**
- **Project References**



Market Performance

KOTAI has built a solid global brand reputation and gained wide customer recognition through continuous overseas market development. The combined rate of repeat purchases and referrals reaches 30%. We have set up a preliminary overseas sales and service system. Our products are available in over 60 countries and regions covering Latin America, Central Asia, the Middle East, Europe, Africa and Southeast Asia, fully showcasing the international competitiveness of Chinese manufacturing.



Global Network

KOTAI has officially launched its Global Distributor Recruitment Program, which is now ongoing. We sincerely invite partners with industry resources and market-development capabilities to share industry benefits and jointly explore untapped markets around the world.



Project References



First Batch of Rollers to the Middle East



100 Units of Rollers to Africa



Bulk Shipments to Southeast Asia



Bulk Shipments to Africa



Bulk Shipments to Latin America



Bulk Shipments to Russia

Project References



Project References





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