

Presentation of Watts Industries Nordic



WATTS
INDUSTRIES
Technology by nature

Watts Industries Nordic



Watts Industries
has the
roots
for quality

Watts Industries Nordic

Watts Industries Nordic AB was founded 1986 in Gothenburg, Sweden under the name Prominent AB. At that time the focus was electro-mechanical components, mainly from Robertshaw, USA, and customized electronics from our own production plant Adev Electronic in France. Watts Industries Inc. acquired us the 15th of July 2002 and since that day we are responsible for the sales, logistics and technical support of all Watts products in the Nordic countries.

Part of the Watts Group

Today, as a part of the Watts group, we provide all the Watts all-inclusive solutions with precision-matched individual components. From the manifolds, fittings and customized electronics and hydraulic regulating components to the wide range of accessories – everything is developed and manufactured within the Watts Group. The Watts group have more than 100 000 different articles in their product portfolio.

For you as the customer this means – one order, one delivery and one contact at the commercial end, and one connection system, one quality concept and one service team at the technical end. Our customer focused organization is well balanced in terms of education and training, age distribution, diversity, experience and new expertise. We are constantly in touch with our knowledge centres around Europe so we can provide our customers with the most up-to-date expertise.

Organisation

Watts Industries Nordic has 15 highly skilled employees always available to service your requirements. Our head office is located in Gothenburg, Sweden, and we have responsible salesmen for each region around the Nordic countries. The product managers are located at the head office and support each regional responsible and customers directly.

Customers

Most of our customers are companies in its top-priority segments within heating, cooling, air conditioning and

domestic appliances. We have three main segments of customers: Producers of **HVAC applications**, **domestic appliances** and **wholesalers**.

Examples of customer groups within **HVAC** are producers of:

Air Handling Products
Central District Modules
Water Heaters
Electrical Oilfilled Radiators
Electrical Underfloor Heating
Heat Pumps
Heating Fans/Air Curtains
Hydrolic Under floor Heating
Mobile Heating
Panel Convecter Heaters
Sauna Heaters
Solar Systems

Examples of customer groups within **domestic appliances** are producers of:

Ovens/Microovens
Fridges/Frezers
Kitchen Table Machines
Vacuum Cleaners/Central Vac's
Dry Cabinets
Vending Machines
Cooker Hoods
Electrical Fans

For the customer segment **wholesalers** we are delivering to the main actors in each market.

Among our customers are ABB, Adax, Dometic, Electrolux, Frico, Grundfos Pumper, Gustavsberg Vårgårda, Nibe Group, Nilfisk, PR Teknik, Siemens, Tylö, Tyco Thermal Controls, Ahlsell, Elektroskandia, Solar and Storel.

Strategy - grow together with the customers

Our strategy includes growths and developments alongside of existing customers and this reflects our close contact with all customers. In this way we can support your capacity, resources, geographic expansion and product re-engineering and rationalization. A long-term and successful record in partnering with some of the worlds largest and most successful OEMs.

Quality

We proactively pursue quality effort with a focus on awareness in the organization, shorter lead times and greater flexibility. Our Group-wide management system complies with the ISO 9001:2000 quality management certified since 1995. This means that you obtain the same value regardless of which production plant manufactures your products.

Original Equipment Manufacturer

The Original Equipment Manufacturer (OEM) Products Division at Watts provides high-quality and profitable standard and customized solutions to the worlds OEMs. For over some decades, Watts' OEM Division has met manufacturers specific needs for cost effective, specialized products using innovative engineering approaches and world class manufacturing facilities.

Some of the key benefits the OEM's offers customers include:

- Expertise resulting from active partnerships and participation in a wide variety of industries, code standard bodies, and steering committees
- Consolidation of supplier base to lower transaction and acquisition costs

Technology by nature

The Group's motto "*technology by nature*" is a daily reminder to our employees that a methodical and clear-sighted approach adds value for the customer. If you are looking for a partner to increase your business value, we are the people to talk to.



**Watts Industries Nordic is Triple A
 accredited by Dun & Bradstreet**

A History of Innovation

Watts Industries
has the
urge
to innovate

Watts Industries Worldwide

Founded in 1874 by Joseph Watts, Watts Regulator Company, as we were originally known, made its reputation by "Setting The Standard In Valve Technology". During those early days, Watts manufactured pressure reducing valves to regulate steam and relief valves to ensure safe operation of water heaters and boilers.

European growth

In the 1960's, Watts entered the international market, opening manufacturing plants in Canada and the United Kingdom. Watts also forms first joint venture in Watts B.V. Holland. Since then Watts has greatly expanded its international presence. Watts European operations now constitute a significant portion of Watts' total revenue.

Backflow prevention market

In the 1970's, Watts entered the new and promising backflow prevention market. Backflow preventers were developed to prevent the backward flow of contaminated water into the portable water supply. These devices have become one of our most successful product lines, and Watts continues to lead this market today.

New York Stock Exchange

In 1986 Watts were quoted on the New York Stock Exchange (NYSE).

Watts Regulator
Company founded by
Joseph Watts



Watts introduces the T&P
Relief Valve

Watts enters the backflow
market



1874

1880

1930

1962

1970

1986



Watts receives 1st of 18
patents



Watts opens first
manufacturing facility in
England

Watts forms first joint
venture in Watts B.V.
Holland

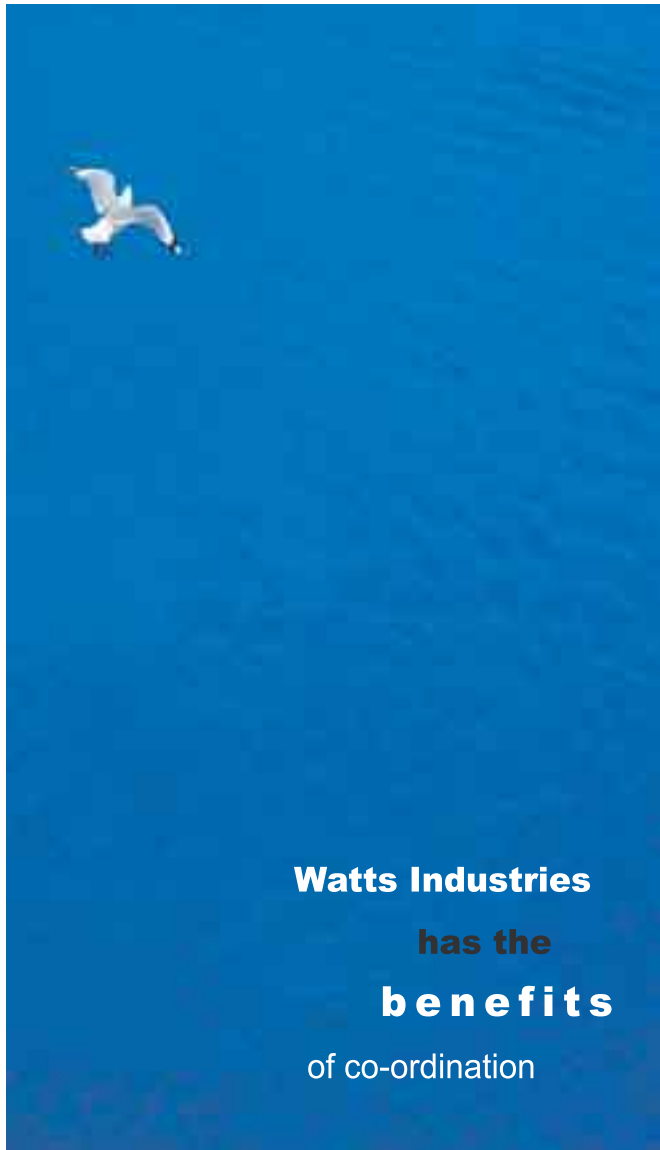


Watts goes public
as Watts Industries

Prominent AB in
Sweden is founded

Watts Industries develops

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ISO certification

During the booming 1990's, Watts acquired certification in the International Standards Organization (ISO) 9001 for our commitment to quality in design, development, production, installation and service of our products. Watts' primary manufacturing facilities are ISO 9001 certified. Watts continuously invests in and improves all manufacturing operations and technologies so that products are of world-class quality regardless of the point of manufacture.

Building up the European division

Starting from 1991 and til today Watts Industries has acquired companies like Eurotherm (1991), Interme (1993), GRC (1993), Cazzaniga (1999), Fimet (1999), Dumser (2001), Prominent(2002),AdevElectronic(2002),Foerster&Rothmann (2002), TEAM (2003) and Giullano Anello (2003).

Division Instrumentation

Watts Instrumentation was founded in 2002 from two renown manufacturers of pressure gauges and thermometers Fimet S.r.l. (Fabbrica Italiana Manometri e Termometri) in Milan, Italy and F&R Foerster & Rothmann GmbH in Neuenburg, Germany. The combining of the two companies brings together the expertise and skill of more than 30 years of design and manufacturing temperature and pressure measurement into a world leading instrumentation company.

Watts Water Technologies

On October 15, 2003, Watts Industries, Inc. changed it's name to Watts Water Technologies, Inc. This reflects their US strategy more accurately since they are mainly focusing on solutions for their customers water based needs, whether for portable water or for high-purity process water. The European division will continue focusing on the HVAC sectors and will keep the name Watts Industries.

Watts acquires
Eurotherm in France

Watts acquires Cazzaniga
in Italy and Fimet in Italy

Watts acquires Prominent
AB in Sweden, Adev
Electronic in France and
Foerster & Rothmann in
Germany


1991

1993

1999

2001

2002

2003

Watts acquires Interme
in Italy and GRC in Spain

Watts acquires Dumser in
Germany

Watts Industries, USA
changes name to Watts
Water Technologies, Inc.

Watts acquires Team
Precision in UK and
Giullano Anello in Italy

Logistics



Watts Industries
has the
strength
to work together

Deliveries-in-time

Watts recognizes the importance and value of supplying our customers on time, every time. We have made significant investments in automated inventory management systems, regional distribution centres, and in logistics and electronic data interchange (EDI) systems. As a result, Watts' order fulfilment standards meet or exceed customer expectations.

With our manufacturing facilities spread throughout the world, a consistent, efficient and cost effective supply chain is even more critical to maintain our high level of customer satisfaction.

The growing global economy and Watts' continued internal growth, in North America, Europe and Asia, have made our distribution capabilities vital to satisfying both sales and factory production systems in order to maximize customer service.

Regional Distribution Centres

Watts currently operates six North American and 21 European Regional Distribution Centres. These RDCs position us to service 60% of our customer base next day, and 40% in two days. By using our Regional Distribution Centres as direct ports of entry for foreign sourced items, we have optimised our cost and speed relative to our global supply chain and eliminated redundant handling, inventory and transportation of our products.

The Region Distribution concept, including the integrated logistics and EDI systems support, is being implemented in Canada, Europe and Asia, linking the Watts supply chain throughout the world.

Brands

Watts Cazzaniga, Italy

Watts Cazzaniga manufactures a complete range of manual, thermostatic and electrothermic radiator valves, fan coil valves, safety valves & air vents.

Watts Deutschland, Germany

Watts Deutschland manufactures a complete range of boiler pump groups for the solar, ground and hang mounted boiler market as well as a complete range of manifold collector systems and valve accessories for the domestic and commercial hydronic heating market.

Watts Electronics, France

Watts Electronics manufactures an extensive range of mechanical, electronic, radio temperature thermostats and connection control units for the domestic, commercial radiant and hydronic heating markets.

Watts Eurotherm, France

Watts Eurotherm manufactures an extensive range of pressure reducing valves, SFR safety units and an extensive range of thermostatic mixing valves (Trubert) for the domestic and commercial building industry.

Watts Instrumentation, Germany

Watts Instrumentation manufactures a broad range of dry and glycerin filled pressure gauges. Temperature and combined temperature-pressure gauges for the heating, pneumatic and vacuum industries are sold under the F&R and Fimet brand labels.

Watts Ocean, Netherlands

Watts Ocean manufactures an extensive variety of inline check valves, sub assemblies, backflow preventers, automatic control valves and double flange check valves.

Watts Regulator Company, USA

Watts Regulator manufactures an extensive variety of valves and related flow control products for the residential plumbing and heating, water quality, commercial, institutional, irrigation and fire protection markets.

Giullano Anello, Italy

Giullano Anello manufactures a complete range of gas valves, regulators, filters and fuel filters for the domestic, commercial heating market and large boiler OEM's.

Team Precision Ltd, UK

Team Precision custom designs and manufactures manipulated pipe and hose tubing assemblies, which are utilized in the heating ventilation and air conditioning markets.

Therm-O-Disc, USA

Therm-O-Disc Inc., is a recognized world leader in the design and manufacture of temperature sensors and mechanical controls for the HVAC, appliance, automotive and electronic industries.

Domel, Slovenia

Domels basic activities comprise the manufacture of electric motors: vacuum cleaner motors, universal commutator motors, EC motors, DC motors, ventilators, asynchronous and synchronous motors.

Campini Corel, Italy

Temporegolatori Campini Corel is a leader in heat control, heat protection and heat generation (stainless steel on copper heating elements).

PM Flex, Italy

PM Plastic Materials produces a complete range of conduits, empty and pre-cabled, used for electrical installations. We are market leader in Sweden under the brand name PM Flex and it is a separate division within Watts Industries Nordic.

Product range Watts Industries

- System disconnectors
- Backflow protection devices
- Check valves
- Safety units
- Safety relief valves
- Pressure reducing valves
- Automatic control valves
- Butterfly valves
- Shut off valves
- Measuring gauges
- Temperature control
- Expansion vessels
- Process switches
- Fuel products
- Gas products
- Electronic controls
- Installation protection products
- Radiator valves
- System products
- Manifolds and fittings



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