



CamoZZi Group

Camozzi Group: Divisions



Automation



Machine Tools



Textile Machines



Energy

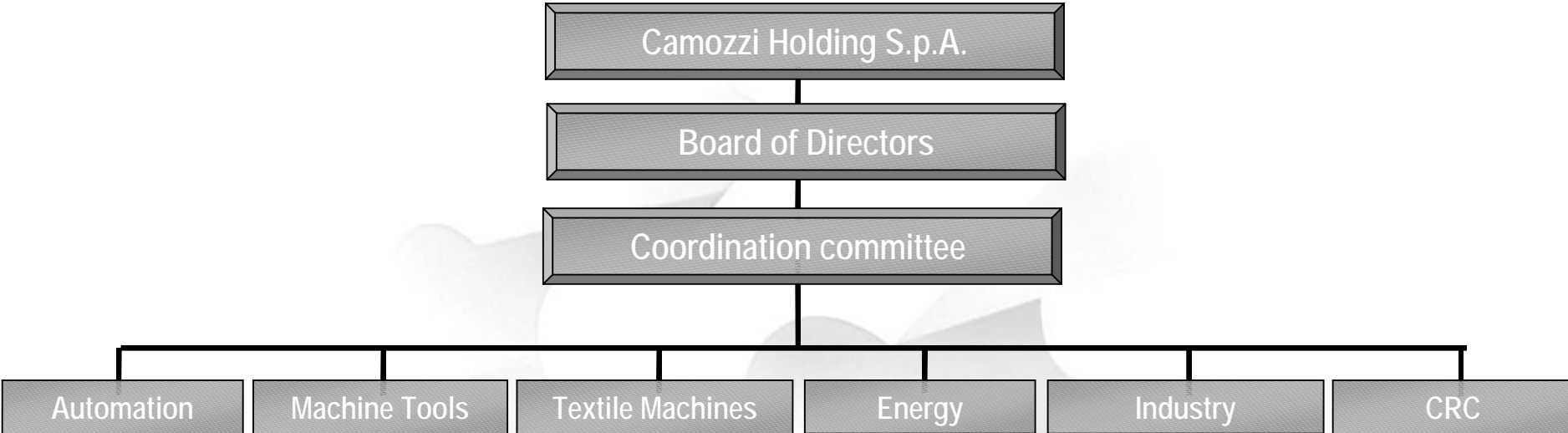


Industry





Organization

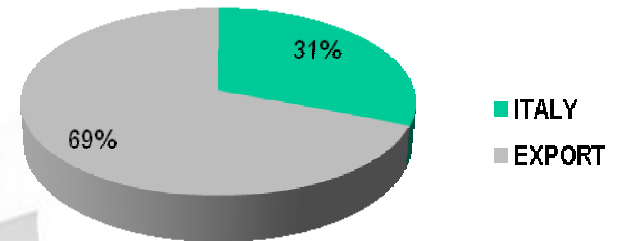




The Camozzi Group

TURNOVER (2007): € 327 Mil*

** Marzoli Dongtai NOT INCLUDED*



EMPLOYEES: 2.281 (+ 2.000 Marzoli Dongtai)

PRODUCTION PLANTS: 17

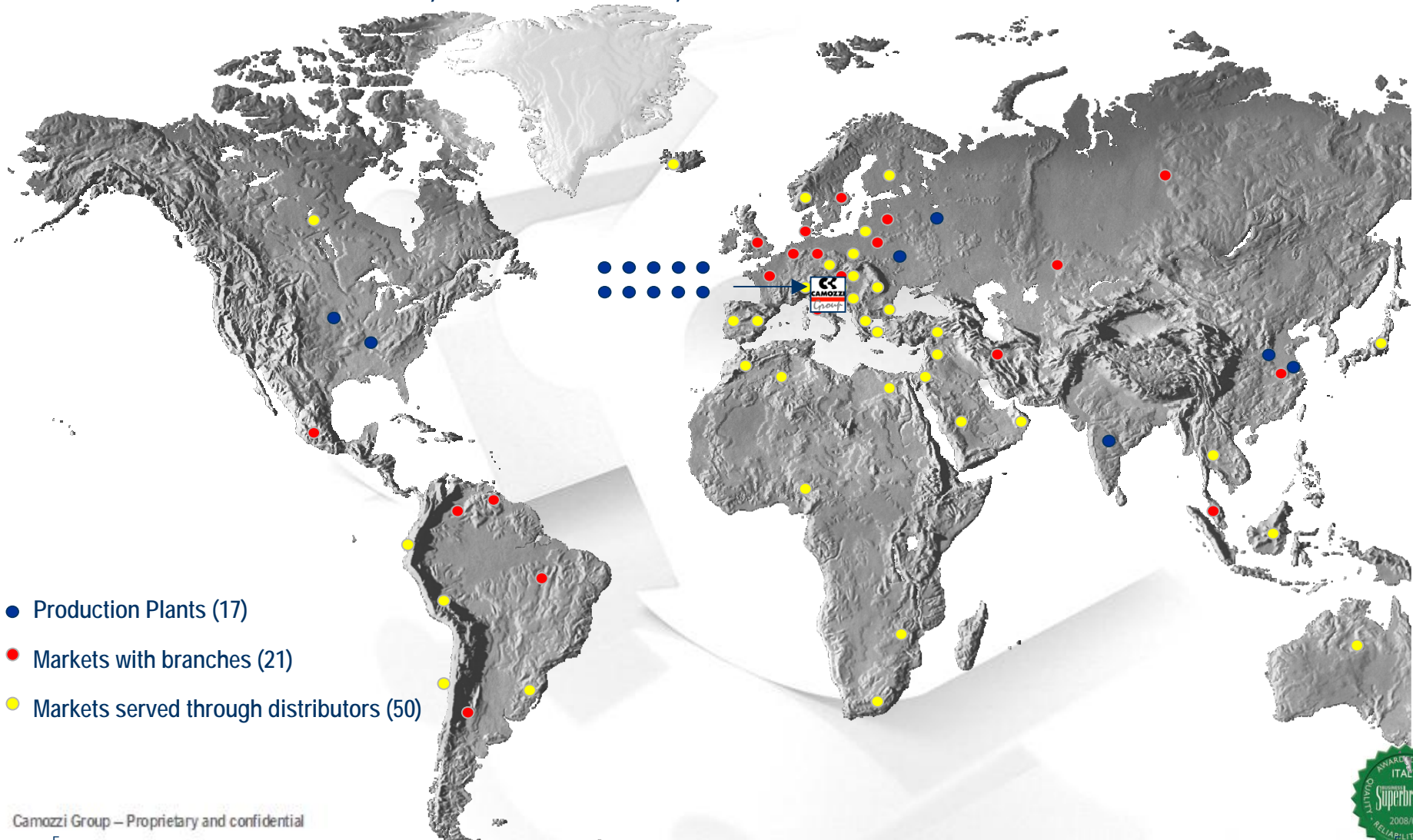
MARKET SERVED THROUGH BRANCHES: 21

MARKET SERVED THROUGH EXCLUSIVE DISTRIBUTORS: 50



Camozzi worldwide

"Global vision, local service, the commitment for excellence"



- Production Plants (17)
- Markets with branches (21)
- Markets served through distributors (50)



Vertical Integration

AUTOMATION



TEXTILE MACHINES



ENERGY



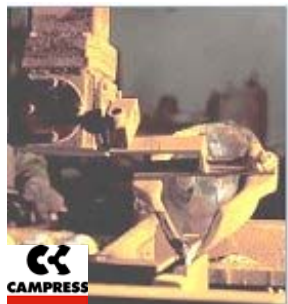
MACHINE TOOLS



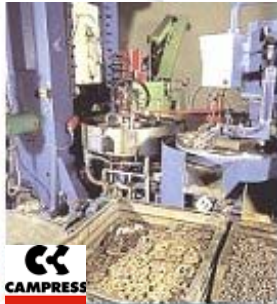
CUSTOMERS



CAMOZZI INDUSTRY



ALUMINIUM



BRASS



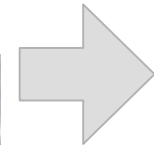
PLASTIC



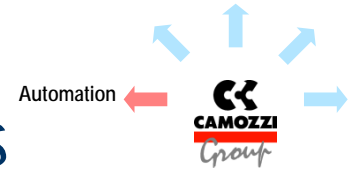
CAST IRON



STEEL STRUCTURAL
WORK FOR MECHANICS



Automation - Main production plants



Camozzi - Italy



Camozzi - Italy



Camozzi - Russia



Camozzi - China



Camozzi - India



Camozzi - USA





- Actuators
- Handling
- Solenoid and Pneumatic Valves
- Mechanical Valves
- Manual Valves
- Automatic Valves
- Vacuum Components
- Filter, Regulators, Lubricators
- Fittings
- Systems

Pneumatic Components for Industrial Automation

(Automotive, Food & Beverage, Packaging, Assembly and Robotics, Wood Machinery, Textile Machinery etc.)

Strategy - Milestones

CRC (Camozzi Research Centre)
CIS (Camozzi Innovation System)

Innovation

PROVIDE SOLUTIONS

Focus on
Customer

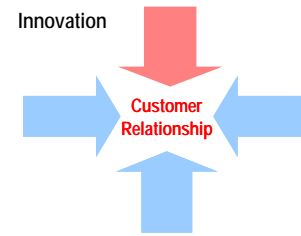
CRM
(Customer Relationship Management)

TQM (Total Quality Management)
C-COMPETENCE CENTRE
IB-SCHOOL

(Camozzi Innovation System)
(Supply Chain Management)
(Total Productive Maintenance)

Strategy - Innovation

Innovation



Products Development

Inhouse Technical Department:
Engineering excellence in the final product



Inhouse Laboratory:
Development of new products and monitoring and testing the performance of existing components. Testing for specific applications for individual customer needs.

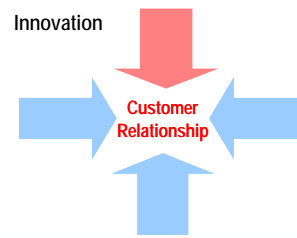


Technologies Development **CRC – Camozzi Research Centre:**
Development of new products and technologies, in partnership with international research institutes and universities



Processes Development **CIS – Camozzi Innovation System:**
Optimization of all the internal processes with minimum waste (Lean Production)

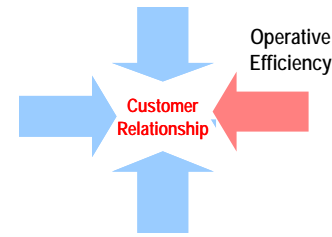




Strategy - Innovation

| Level | Idea (source) | % patents | |
|-------|-------------------|-----------|------|
| 1 | STANDARD SOLUTION | 32% | 32% |
| 2 | CHANGE A SYSTEM | 45% | 77% |
| 3 | MULTI-SECTOR | 18% | 95% |
| 4 | MULTI-SCIENCE | 4% | 99% |
| 5 | DISCOVERY | 1% | 100% |

Strategy - Efficiency



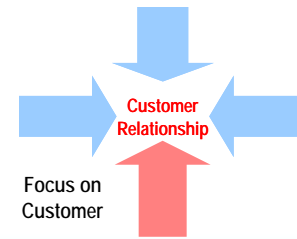
CIS (Camozzi Innovation System)

Plants' organization in line with the "*Lean Production*"

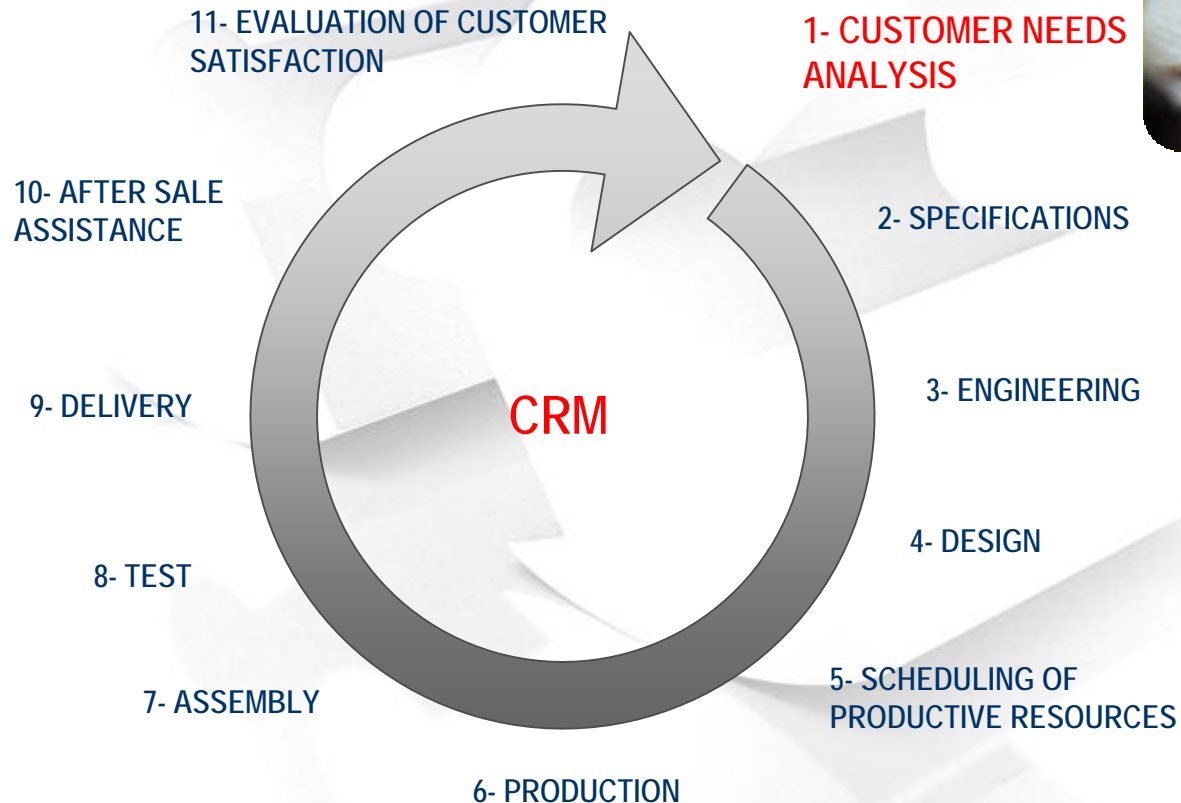


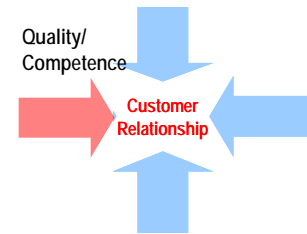
Integrated Management of **ALL** processes of **ALL** Camozzi Group Companies

Strategy - Focus on Customer



We manage all the phases to provide **customized solutions**:





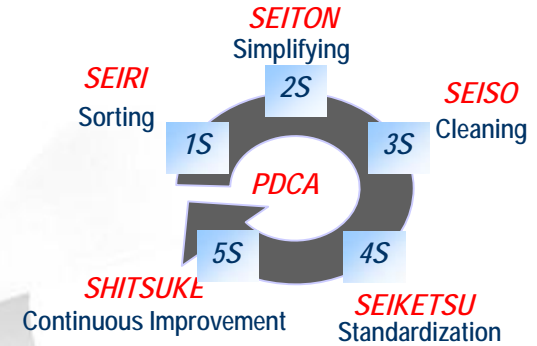
Strategy - Quality



Structuring specific projects according to *TQM* (*Total Quality Management*)

CIS - 5S

Targets: removal of inefficiencies and wastes (Muda) generated by the productive process and continuous improvement through a responsible acting of the employees



One of Camozzi's main goals, equal to **quality, safety and security**, is the **protection of the environment and compatibility of our activities with the territorial context** in which they are performed



ISO 9001

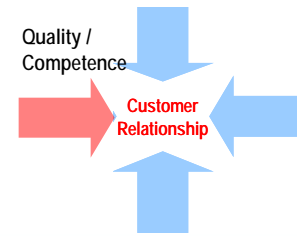


ISO 14001



C-TPAT





Strategy - Competence

The knowledge is the basis of our development



**Camozzi Competence
Centre**



**Innse-Berardi
School**



Training programs
(In partnership with Training Institutes
and Schools dedicated to all the
employees)



Strategy - Focus on Distribution

*Critical Success Factor:
"Market Knowledge and Customers' needs Knowledge"*



*Territory mapping/ control
Thanks to exclusive distributors
... "Global Vision, local service"*

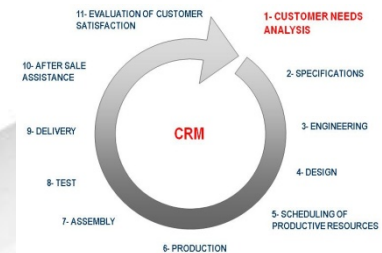


*CAMOZZI Sales Network:
From Supplier to PARTNER*

- Local actuation of Corporate Strategy

- Informations Sharing

- After-Sales Service Management





Strategy - Focus on Marketing

Marketing is not just SALES, is "GOOD SALES"

SERVICE → Competitive advantage that "add value" to the customer



The brand must represent the "added value" that turn Sales into Good Sales with satisfaction of both customer and supplier



References

Automation & Special Components



Textile Machines



Machine Tools & Energy

