



Europe's leading system partner  
for quality tools

*... better and better*

**HOFFMANN GROUP**

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**3rd Efida European Congress**

Verona, 19th June 2009





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for quality tools

*... better and better*

## The Alchemy of

### 10 Unique Selling Propositions:

- No. 1 in Europe in quality tools
- Best Catalogue
- GARANT
- Expert Consulting
- Intelligent E-Business
- Highest Reliability
- Valuable Services
- Outstanding References
- Social Commitment
- Enthusiastic Employees



# ■ No. 1 in Europe in quality tools

## "Glocal" orientation: Global presence – local strength

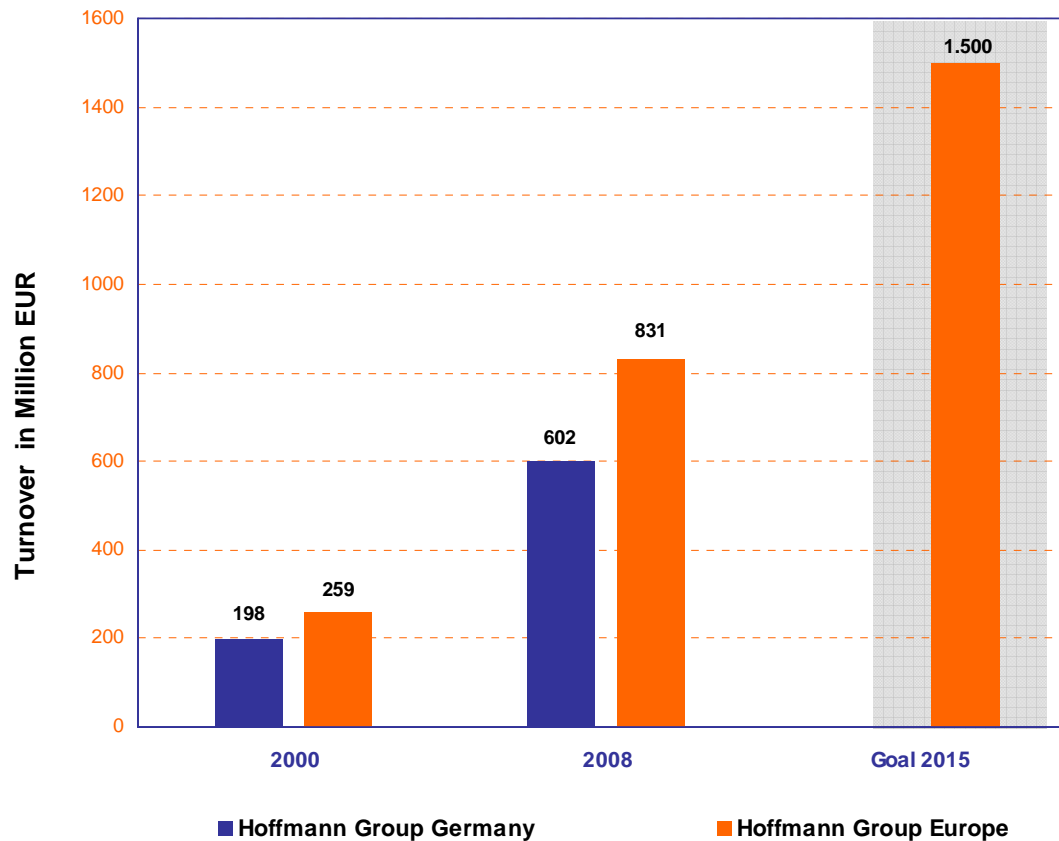
Hoffmann Group - regional presence in more than 30 countries



- |  |  |   |
|--|--|---|
|  <p><b>Hoffmann Group</b><br/><b>Hoffmann</b></p> <p>Munich, Nuremberg, Bremen, Goeppingen<br/>France,<br/>Italy,<br/>Austria,<br/>Denmark,<br/>Czech Republic,<br/>Slovakia,<br/>Spain,<br/>Russia,<br/>United Kingdom</p> |  <p><b>Hoffmann Group</b><br/><b>gebo</b></p> <p>Essen<br/>Belgium, Netherlands</p>       |  <p><b>Hoffmann Group</b><br/><b>godde</b></p> <p>Cologne<br/>Belgium, Luxembourg,<br/>Ireland, Northern Ireland</p> |
|  <p><b>Hoffmann Group</b><br/><b>Belttools</b></p> <p>Belarus</p>   |  <p><b>Hoffmann Group</b><br/><b>Leeport</b></p> <p>China</p>                             |  <p><b>Hoffmann Group</b><br/><b>MERKUR</b></p> <p>Slovenia, Croatia,<br/>Bosnia-Herzegovina,<br/>Serbia</p>         |
|  <p><b>Hoffmann Group</b><br/><b>METARO</b></p> <p>Romania, Bulgaria</p>  |  <p><b>Hoffmann Group</b><br/><b>METMATUS</b></p> <p>Lithuania, Latvia,<br/>Estonia</p> |  <p><b>Hoffmann Group</b><br/><b>Nóniusz</b></p> <p>Hungary</p>  |
|  <p><b>Hoffmann Group</b><br/><b>PANGAKIS</b></p> <p>Greece</p>   |  <p><b>Hoffmann Group</b><br/><b>RAVEMA</b></p> <p>Sweden, Norway<br/>Finland</p>       |  <p><b>Hoffmann Group</b><br/><b>SES unimarket</b></p> <p>Switzerland, Liechtenstein</p>                           |

■ No. 1 in Europe in quality tools

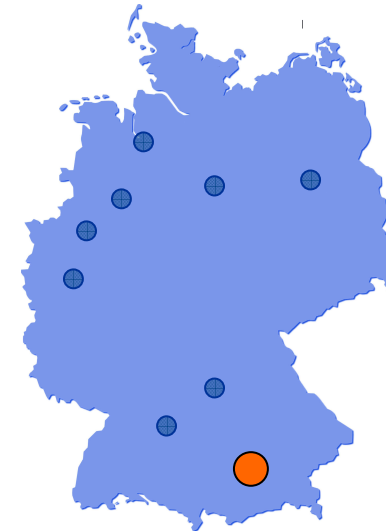
## Continuous success



- Approximately 114,000 customers
- 2,180 enthusiastic employees
- 831 Million Euro turnover
- Huge potential of growth in Europe

■ No. 1 in Europe in quality tools

## Munich: headquarter



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- Turnover 2008: 161 Million Euro
  - Customers: 18.380
  - Employes: 490
  - Field sales staff: 56
  - Parcels delivered per day: 9.500



■ No. 1 in Europe in quality tools

## Padua: Hoffmann Group, Italy



- 
- Opening Sep. 2003
  - Turnover 2008: 20 Million Euro
  - Customers: 3.370
  - Employees: 72
  - Field sales staff: 40

# Focussed product range

## Cutting Tools & Clamping Elements



HSS - HM  
drills



Reamers

Taps

Bandsaws



HSS - HM  
end mills  
and slot  
drills



Milling  
tools and  
cutters,  
spotting  
drills



Inserts

Chucks

Vices



Clamping  
devices

Magnetic  
chucks

## Measuring Instruments



Calipers

Micrometers



Comparison  
scales

Microscope



Roughness  
gauges

Height gauges



Hardness  
testers

Calibration  
service

## Hand tools & Abrasives



Open ended  
spanners

Socket sets



Screwdrivers

Torque  
measurement  
tools



Pliers

Cutters



Snips &  
scissors

Hammers



Tronchesi

Woodworking  
tools



Abrasives &  
saws

## Workstations & Storage



Tool  
cases

Roller  
cabinets



Workstati  
ons



Workbenc  
hes

Tool  
cabinets



Shelf  
units

Cabinets  
and lockers

## Workshop Accessories



Power tools  
& Pneumatic  
tools



Lamps



Soldering



Adhesives



Coolants



Lettering &  
marking  
elements



Lifting &  
tightening

Safety &  
Protection

Best tools selection from 500 worldwide leading manufactures

## ■ Best catalogue

**Up-to-date, multilingual, available electronically**



- 43.000 quality tools
- Quick and easy product search
- Available in 16 languages, printed and electronically
- Best value for money: the right tool, every time (GARANT, manufacturer's brands, HOLEX)
- Guaranteed price stability



## ■ Strong brand strategy

### Strong, 3-brands strategy for every need

#### **GARANT**

- Premium quality (ISO 9001)
- Best value for money
- > 10% potential savings



**Garant**

#### **Leading Manufacturers**

- Huge variety of products
- Lower purchase costs
- Attractive prices

Mahr 3M Milwaukee Mitutoyo N/NOGA

PLANOLITH PARAT ISX Re-Bo

RENISHAW ROHM G&P RÖNTGEN SECO

Schweik STABILA STRAINWELF TYROLIT

vallorbe Vision Wera ZARGES

#### **Trade brand HOLEX**

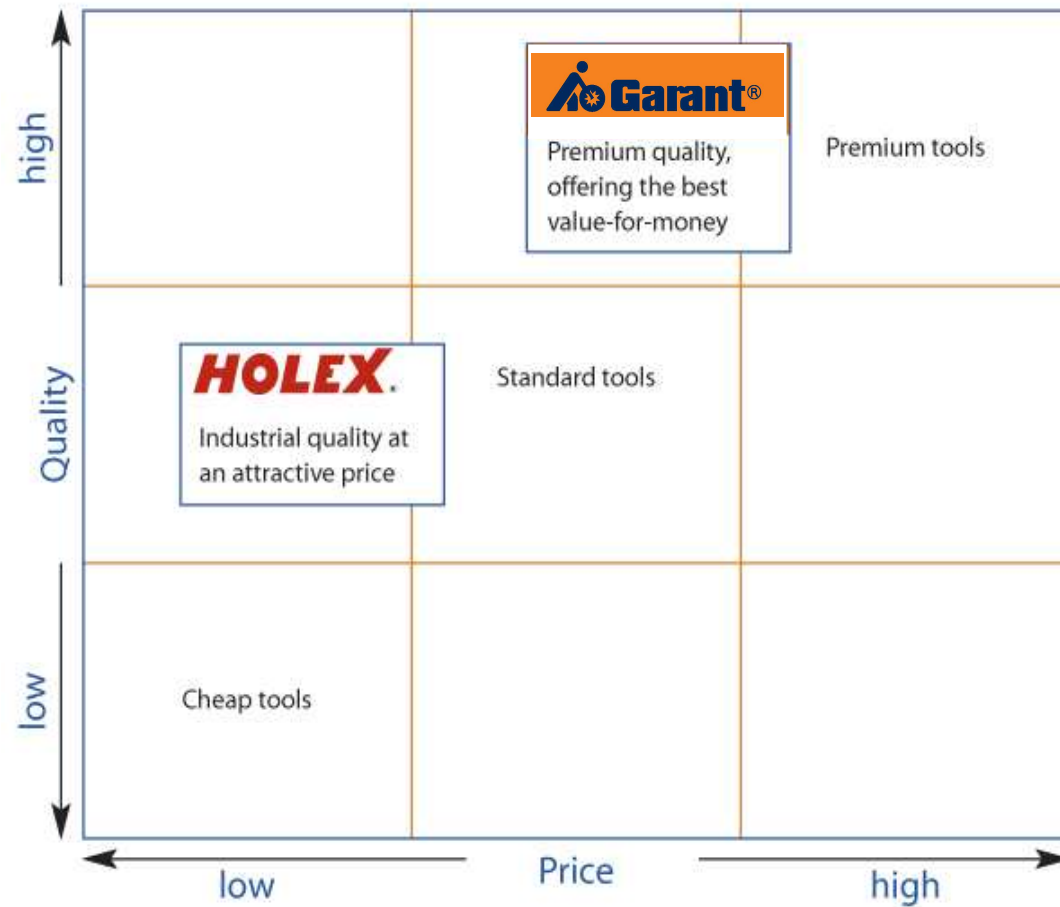
- Obvious price advantage
- Solid industrial quality
- Broad product range



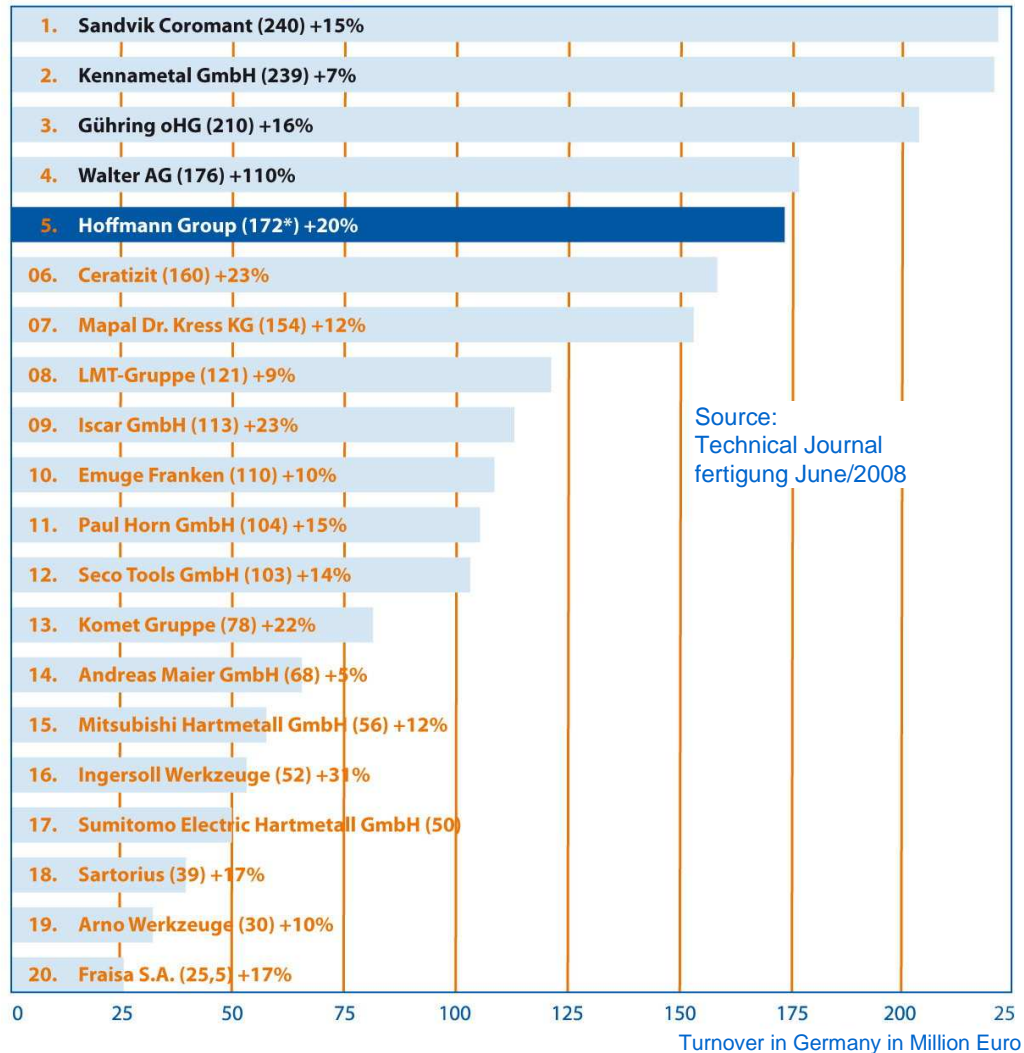
**HOLEX**

# ■ The Brands of Hoffmann Group

## The right tool for every need



## GARANT Tools: Rank no. 5 in the 2008 ranking list for cutting technology



- GARANT Cutting Manual



- Manufacturer certification
- Certified product development
- 12 cutting test centers



## ■ Your System Partner for Quality Tools

### CatalogPlus – additional 500,000 quality tools from one source



- Another range of products from supplier catalogues in addition to our catalogue range
- Cost saving due to further supplier reduction



### About 700 Specialists in Europe



- 565 reliable sales consultants
- 138 experienced cutting and measuring technology professionals
- First-class in-house staff
- Specialist consulting hotlines
- High-grade seminars and presentations



# Intelligent E-Business

## Solutions for simple and efficient procurement processes



### eCenter

- Ordering and information platform
- 40,000 quality tools
- Clear product presentation



### simple system

- Free procurement marketplace
- 7 Mio. C items
- Direct access to leading system suppliers



### Customer-specific catalogue format

- In-house solutions
- Quick and simple data creation

## ■ Highest Reliability

**TÜV-approved: 99% delivery reliability and 99.8% delivery accuracy**



- Ensuring safety for the manufacturing process
- No stock keeping / no capital commitment
- Complete shipments because of high delivery reliability
- Custom-made logistic concepts
- 24-hour delivery within Germany, 48h within Europe



## Valuable Services

## Technology Center: everything from one source



### Re-grinding service

- Original regrinding
- Original geometry
- Original coating
- Special Tools

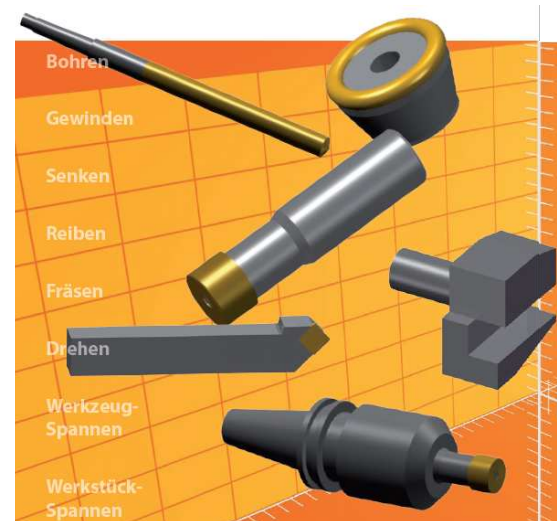
In cooperation with:



### Calibration service

- Quick: in 2 days
- Simple: Calibration and Re-Calibration
- Audited: DKD (German Calibration Service)  
accredited laboratory (EN ISO 17025)

## GARANT eTool – a new dimension in metal cutting



- Biggest range for CAD Tool Data from a single source
- Various manufacturers, compatible and uniform
- For all common CAD- and CAM-Systems

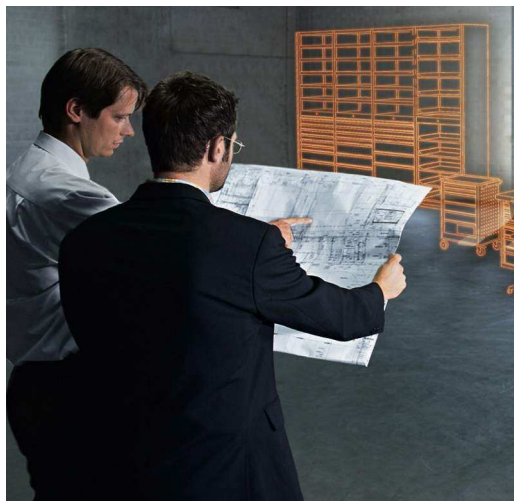


### Outstanding services from A to Z:



#### Tool 24 – Custom-made

- 100% tool availability, 24h/7 days a week
- Considerable time savings (transit time and ordering)
- Multi-supplier system
- Complete transparency due to usage allocation



#### Workstation systems: Custom-made

- Outfitting experts
- CAD planning
- Efficient assembly teams
- Complete solutions from a single supplier



## ■ Outstanding References

### Leading companies rely on our services



- Wide range of quality tools
- First-class consulting services in every area
- Unique delivery reliability
- Excellent value for money

## ■ Social Commitment: HOG Foundation



### Supports disadvantaged children and teenagers



- Main projekt: **ORANGE HOUSE**
- Therapeutical treatment for traumatised and socially deprived children focussing on activity and creativity
- Partner:  
Tabaluga Kinderstiftung – stands for highly qualified pedagogic competence
- Construction in 2008  
Completion/Opening 2009 (Peißenberg, near Munich)

■ "better and better"



**That's what we and all of our 2,180 colleagues stand for.**







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**Thanks for your attention**