The background of the slide is a grayscale photograph of an industrial machine, possibly a textile loom, with a large spool of thread in the foreground. A vertical blue bar is overlaid on the right side of the image.

CORPORATE  
PRESENTATION

# COMPANY Profile

World's largest manufacturer of  
solenoid pumps and valves  
Controlled by INVESTINDUSTRIAL



## Founded

1974



## Headquarter

Italy – Trivolzio (PV)



## Worldwide sales

70 countries



## Total Sales 2023

325 M €



## Brands

Ceme

Ulka

Ode

AcI

Procon

Micropump



## Number of employees

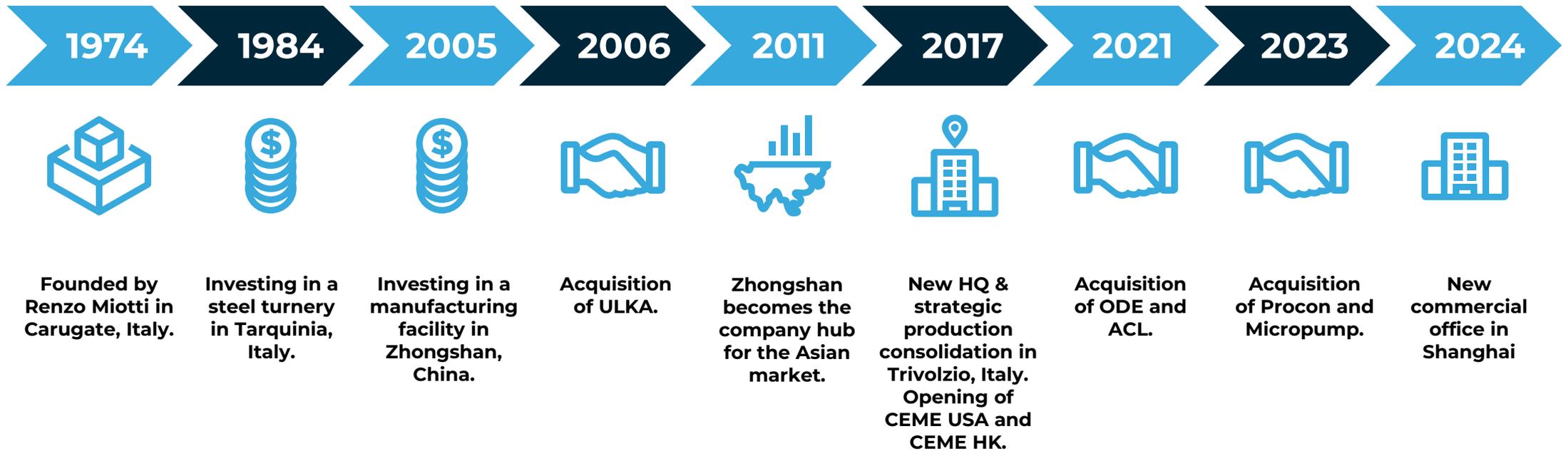
1600



## Production plants

8

# TIMELINE Infographic



## 01. OUR BRANDS

# HOUSE of Brands



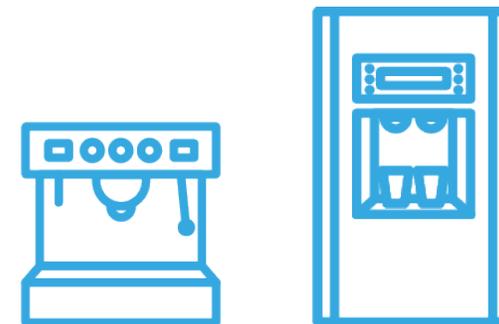
The comprehensive provider of fluid control solutions



Highly engineered fluid control solutions for high-volume consumer applications.



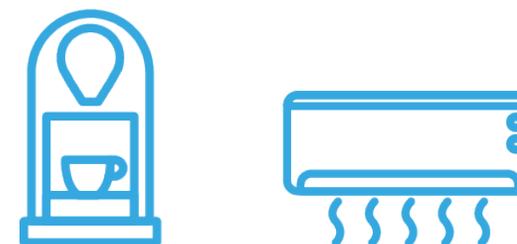
### Applications



Undisputed worldwide leader in solenoid pumps.



### Applications

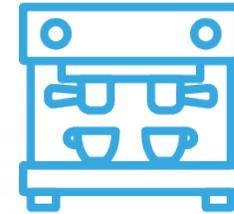




First class customer service and bespoke solutions for professional and industrial applications.



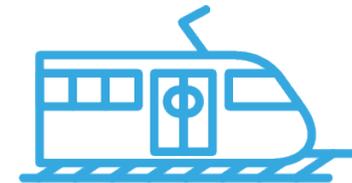
### Applications



Top quality and performance for the most critical and demanding applications.



### Applications



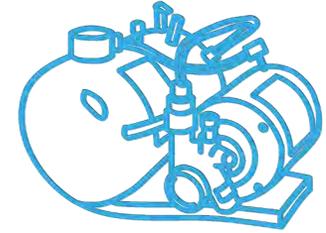
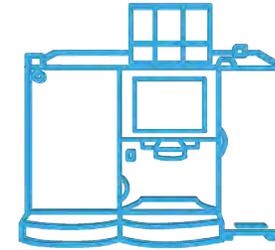
# PROCON

custom | fluid | solutions

Innovating precision fluid solutions for every industry. Your trusted partner in rotary vane and gear pumps.



## Applications

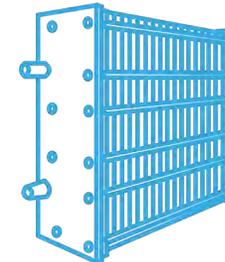


# MICROPUMP

Precision in motion, reliable gear pumps and magnetic drive technology for unmatched performance and quality.



## Applications



# HOUSE of Brands



# CEME'S Global footprint

CEME's global footprint combines high-quality, cost efficiency and automated manufacturing. Here below the detail about our organization.

	TRIVOLZIO (IT)	TARQUINIA (IT)	COLICO (IT)	CAVENAGO (IT)	ZHONGSHAN (CN)	HONG KONG	SMYRNA (USA)	MOUNTMELLIK (IR)	NOGALES (MX)	VANCOUVER (USA)	SHANGHAI
<b>AREA mq</b>	24000	6500	5000	2400	40000	145	1000	1200	2000	5500	-
<b>EMPLOYEES</b>	377	192	195	45	572	11	18	35	27	78	4
<b>PRODUCTION</b>	Pumps and valves	Steel and brass component	Valves	Pumps	Pumps and valves	-	-	Pumps	Pumps	Pumps	-

## 02. MARKET & BUSINESS AREA

## WORLDWIDE Presence

Besides our global sales organization, CEME Group is supported by a network of partner distributors located in 70 countries, that supply CEME Group brands of solenoid valves, pumps, pressure gauges and transducers and provide tailored customer service.

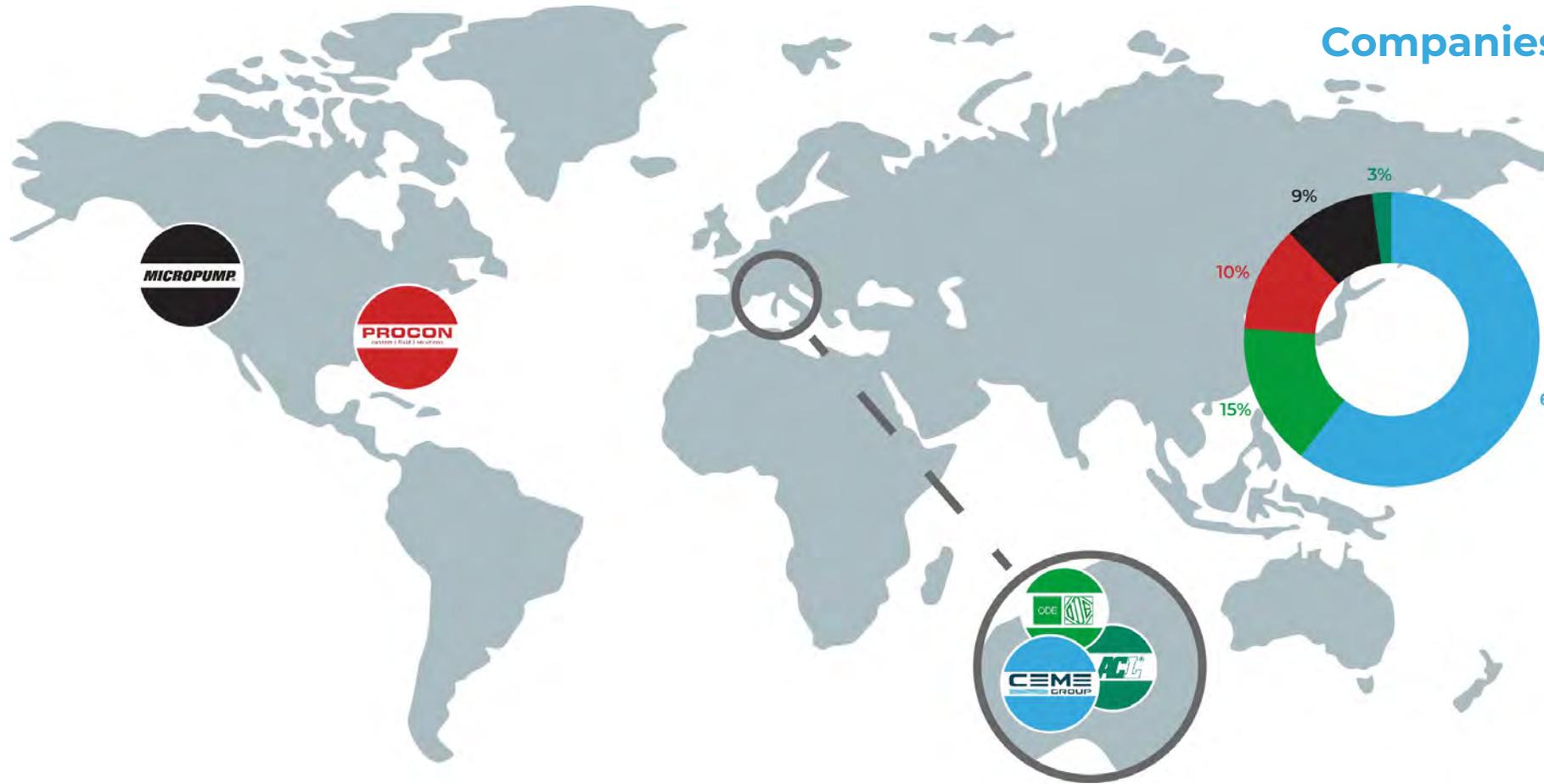
These highly skilled partners independently manage client portfolios and guarantee a widespread, competent organization which is completed by a logistics service that provide customers with quality and prompt service.

# OVERALL SALES Geozone Revenue Breakdown

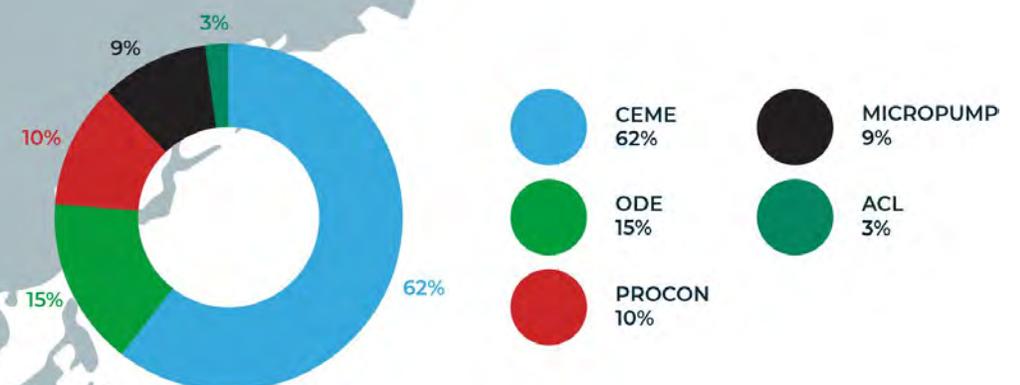
Total Sales 2023: 325 M €



# OVERALL SALES Company

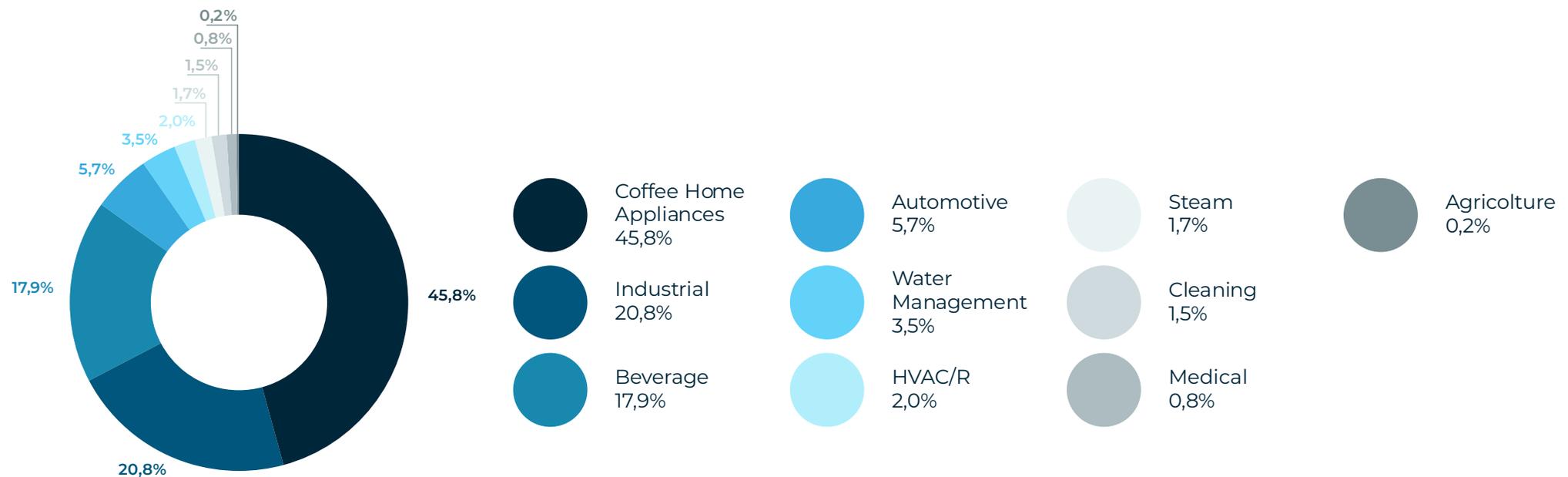


## Companies Revenue Breakdown



# MARKET Segmentation

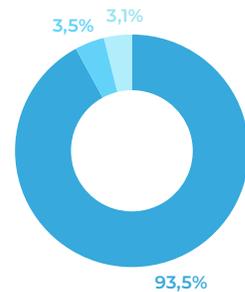
CEME Group has a strong positioning in Food & Beverage world but it's also strongly present in Medical and Industrial segment. Different business models for different market destination. The different brands approach permits to the Group to follow high volume markets but also to develop taylor made solutions for niche markets and applications.



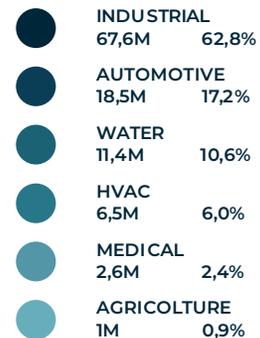
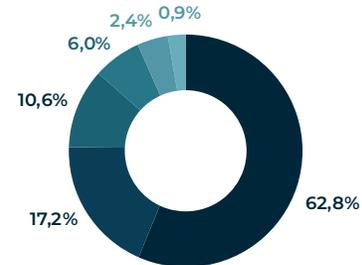
# MARKET Area

MARKET AREA	M	%
Home Appliances	159,3 M	49,0%
Industrial	107,6 M	33,1%
Food & Beverage	58,2 M	17,9%

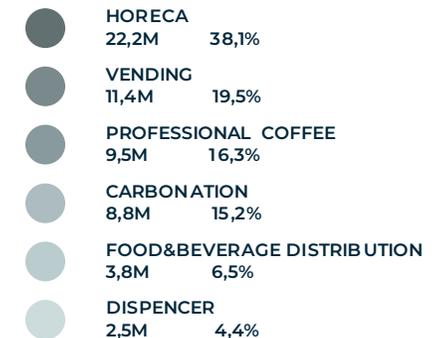
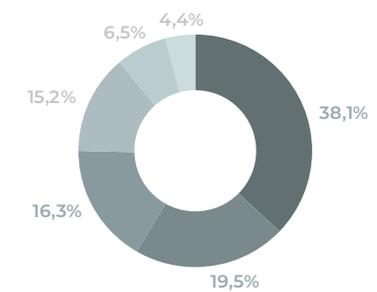
## HOME APPLIANCES



## INDUSTRIAL



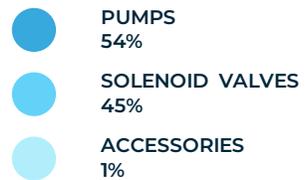
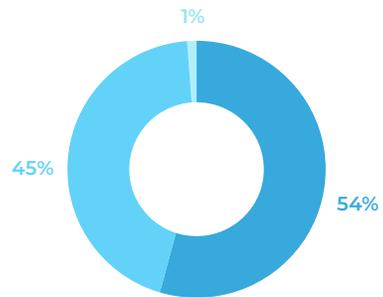
## FOOD & BEVERAGE



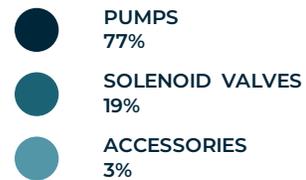
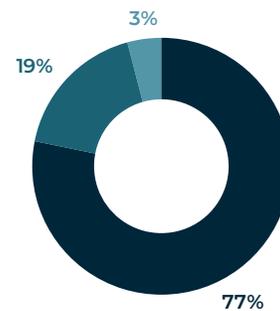
# PRODUCT Families

PFGROUP	%
Pumps	62%
Solenoid Valves	37%
Accessories	1%

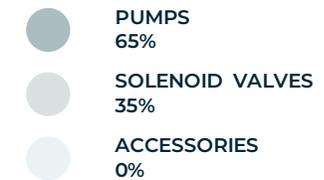
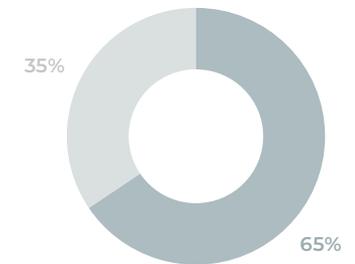
## EMEA



## APAC



## AMERICAS



## 03. OUR PARTNERS

# LONG STANDING RELATIONSHIP With leading partners



Vehicle  
Technology

**Snap-on**  
**BOSCH**  
**MAHLE**  
Albonair



Home  
Coffee

**DeLonghi**  
**LAVAZZA**  
**Breville**  
**PHILIPS**  
**NESPRESSO**



HVAC/R

**Honeywell**  
**DOMETIC**  
**ASPEN PUMPS**



Soft drink &  
Water dispensing

**Coca-Cola**  
Culligan  
**BRITA**  
blupura



Vending &  
Professional

**LA CIMBALI**  
**EVOCA GROUP**  
**schaerer**  
**FRANKE**  
nuova  
simonelli  
**WMF**  
la marzocco  
thermoplan



Water  
Sanitary

**GROHE**  
**KLUDI**  
**LIXIL**  
VitrA | ARTEMA  
**CHICAGO FAUCETS**



Medical

**enbion**  
**INVACARE**  
Tuttnauer  
**B | BRAUN**



Carbonation

**BRITA**  
blupura  
**CELLI**  
**OSIS**



Inkjet

**VIDEOJET**  
**DOMINO**  
**LINX**  
**KERAjet**  
**SYSTEM Ceramics**  
a cerata company

# HOME Appliance Partners



NESPRESSO

KEURIG



Senseo  
DOUWE EGBERTS PHILIPS

LAVAZZA

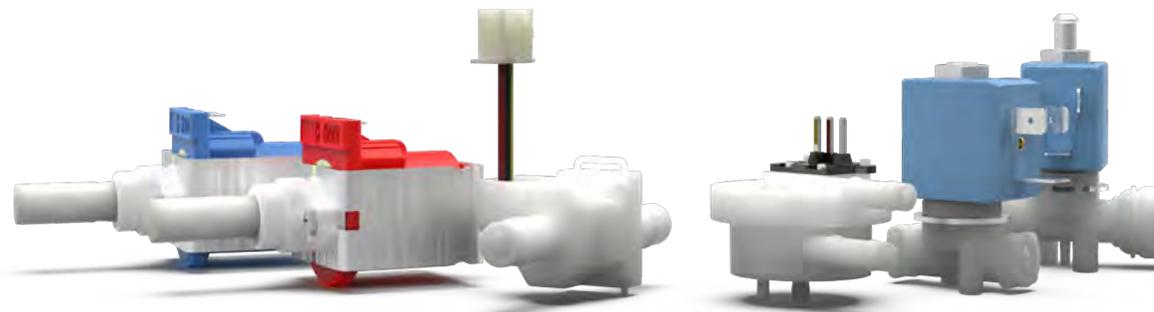
DeLonghi

Breville

CEME  
GROUP

# HOME Appliance Products

Solenoid pumps, valves and flowmeter are the perfect solution for automatic coffee machines and could manage hot and cold water during the coffee brewing.



# VENDING & PROFESSIONAL Coffee Partners



**EVOCA**  
GROUP

**LA-CIMBALI**

**schaerer**

  
**la marzocco**

**FRANKE**

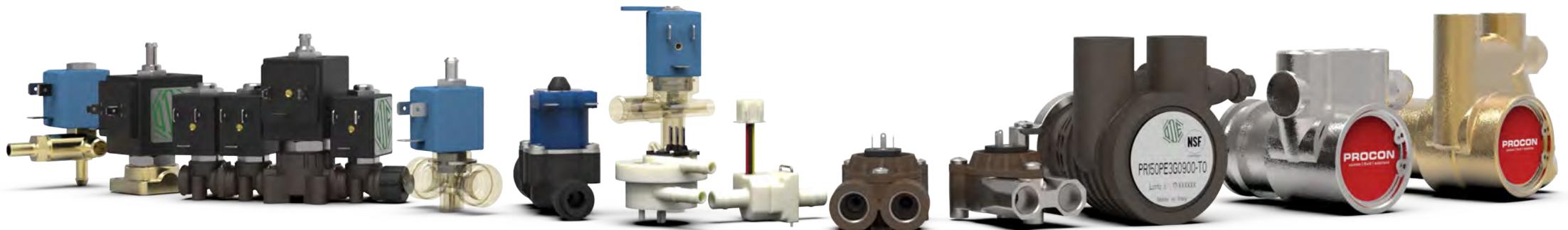
**nuova  
simonelli**

**WMF**

**thermoplan**

# VENDING & PROFESSIONAL Coffee Products

Wide range of product supplied to the main producers of table top, free standing and professional bar coffee machines. Our products are able to control fluids in all systems and they are suitable for: hot, cold water, steam, milk and solubles.



## 04. QUALITY & SUSTAINABILITY

## QUALITY in Ceme Group

Over the years, **CEME GROUP** has developed thorough, painstaking quality **control** to assess all production phases and ensure excellent results for its customers, without leaving anything to chance. We pay close attention to all techniques and innovations that allow us to develop **technologies and production processes in a fully eco friendly manner and the protection of the health and safety of all workers.**

Defining, measuring, analysing, improving and repeating controls: this is the procedure used by the CEME GROUP system, **focused on the overall set of design, production and the entire value chain.** Quality from the beginning for guaranteed quality and full satisfaction of all customer's needs and expectations.

# OUR Certifications

For CEME GROUP, the integrated quality, environment and safety system according to ISO 9001, ISO 14001 and ISO 45001 standards represents the foundation for the continuing improvement of the effectiveness and efficiency of our processes.

 ISO 9001

 ISO 14001

 ISO 45001

 IATF Certification -  
ZhongShan

# SUSTAINABILITY in Ceme Group

CEME GROUP regards "sustainability" as an essential element with deeply rooted in the Group's daily activities: a fundamental enabling factor that is key to its company strategy.

**We are part of UNGC**, the largest business sustainability initiative in the world, aiming at aligning strategies and operations with universal principles concerning **human rights, labour, environment and prevention of corruption.**



2023 PARTICIPANT

Our company is committed to upholding the Ten Principles of the **United Nations Global Compact**. Please refer to our **Communication on Progress**.



As part of our commitment to society, our people and the environment, **CEME GROUP completes a thorough assessment of its business sustainability practices every year through EcoVadis**, the global standard for business sustainability ratings.

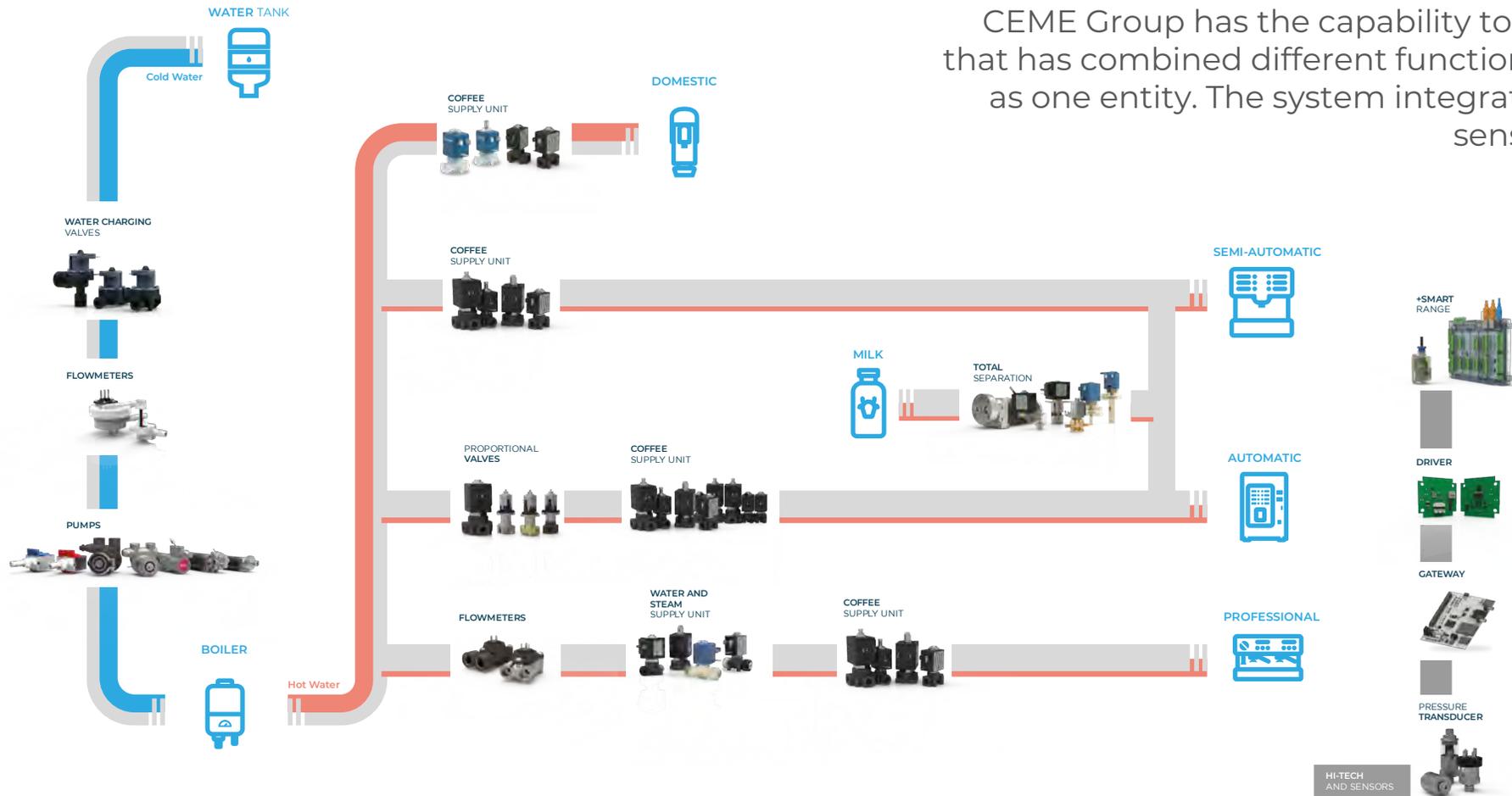
The EcoVadis assessment includes 21 sustainability criteria across four core themes: Environment, Labor & Human Rights, Ethics and Sustainable Procurement. In our latest rating, which was completed in February 2024, we earned a silver medal, which places **CEME GROUP in the top 15% globally.**



05.  
ENGINEERING

# HOUSE OF BRANDS Integrated Systems

CEME Group has the capability to develop and supply system that has combined different functions together in order to work as one entity. The system integration includes pumps, valves, sensors and electronic controls.

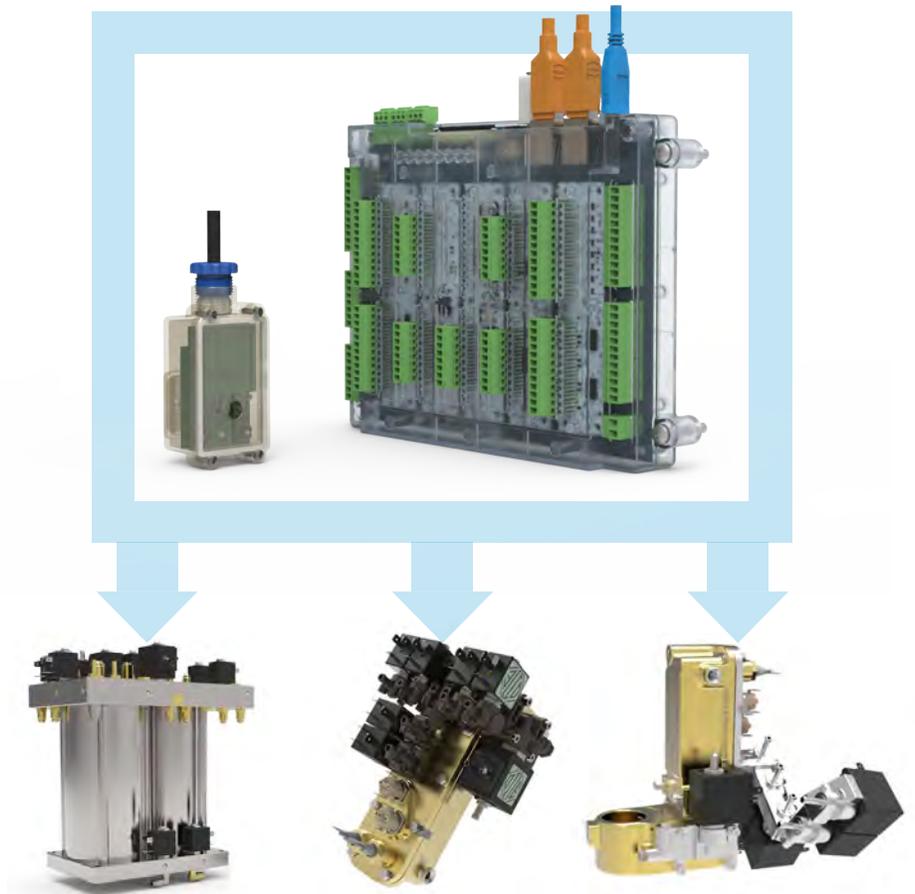


System integration in Food & Beverage

# HOUSE OF BRANDS Integrated Systems

The intelligent control meet the demands of market from primary and secondary to end of line solutions. Real-time communication is the standard with an integrated ETHERNET bus with expandable I/O that allows flexibility when changes to machinery requirements are necessary. The scalable CPU allows to upgrade/ downgrade performance and can be adapted precisely to the respective application

Integrated plug-and-play systems made from various construction materials such as brass, aluminium, stainless steel and PPS technopolymer. Thanks to its compact design, this solution makes it possible to combine space-efficient footprint with robust seal capacity and ease of installation and maintenance



# SYSTEM DEVELOPMENT & Co-Design



## Customized SOLUTIONS

With over 60 years of experience, CEME Group has become a partner of companies with core business design, construction and maintenance of high-efficiency technological systems.

Our primary goal is to ensure customers products that combine great performance and energy savings, respecting the environment and with high attention to human health..

# SYSTEM DEVELOPMENT & Codesign

## Customer's IDEA



From every idea springs innovation. At ground zero, we recognize that behind every idea is a customer with a need to fulfill. CEME Group positions itself as a catalyst, transforming the idea into a concrete path. Our mission begins with listening and collaboration, guiding you through the development that turns the abstract into a tangible and functional product.



## Customized DESIGN

We are aware of the crucial importance of the co-design phase in the development process. Our team of engineers will collaborate closely with your company to translate ideas into tangible solutions. Our mission is to create products that not only meet your specific requirements but also exceed expectations.

# SYSTEM DEVELOPMENT & Codesign

## Innovating PROTOTYPING

Prototyping is the pulsating heart of innovation. At CEME Group, we invest in the most advanced prototyping technologies to ensure the accuracy and functionality of our products. From concept to tangible reality, our prototyping process is the launching pad for the success of your project.

## Large scale PRODUCTION

We don't stop at the prototyping phase. CEME Group is equipped with state-of-the-art production facilities capable of handling batches of any size. We are flexible and able to adapt to your needs, producing high-quality components in small batches for specialized projects, as well as in medium or large batches for large-scale productions.

## 06. MAIN APPLICATIONS

## OUR Product range

CEME Group realizes different types of solenoid valves and pumps in order to cover several application fields. The company's distinctive quality, in the fluid control market, its ability to propose and develop highly customized solutions, Reliability, quality and dedicated design have always been CEME Group brands distinguishing features.



# SECTOR Beverage

## Application Coffee Home Appliance

Solenoid valves in technopolymer, 2- and 3-ways solution for medium/high pressure. Vibration pumps and flowmeters to manage and control the fluid.

Main Customers:

- Lavazza
- De Longhi
- Nespresso
- Breville
- Philips



# SECTOR Beverage

## Application Full Automatic & Vending Machine

Solenoid valves in technopolymer, 2- and 3-ways solution for medium/high pressure. Vibration pumps and flowmeters to manage and control the fluid. Total separation valve, rotary vane pumps and gear pumps.

Main Customers:

- Franke
- Schaerer
- Thermoplan
- WMF
- Evoca



# SECTOR Beverage

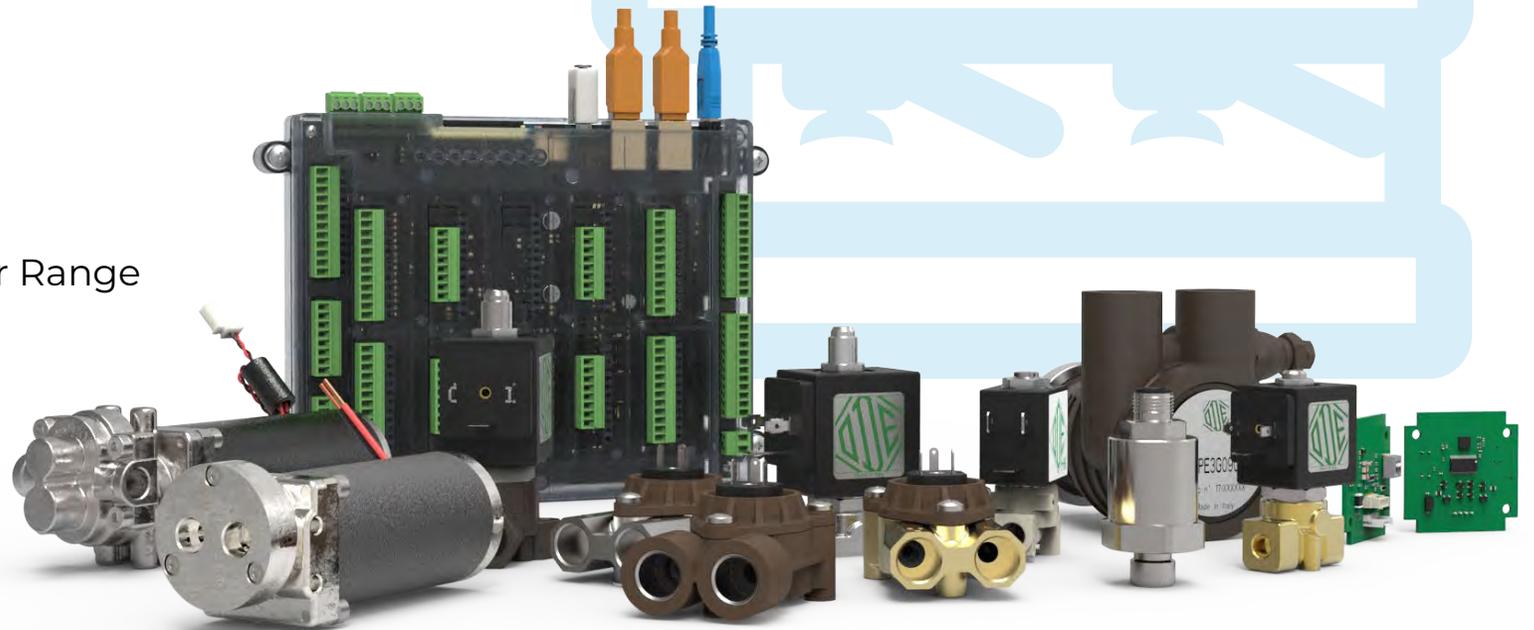
## Application Professional Coffee Machine

Solenoid valves in technopolymer PPS.  
2- and 3-ways solution for medium/high pressure.

Main Customers:

- Carimali
- Bianchi Industry
- Rocket
- La Marzocco

Best Seller Products: Technopolymer Range  
216APB, 216AP1, 316APB,  
Stepper Motor valve 21JN1SA12  
Brass Range  
Stainless Steel Range



# SECTOR Beverage

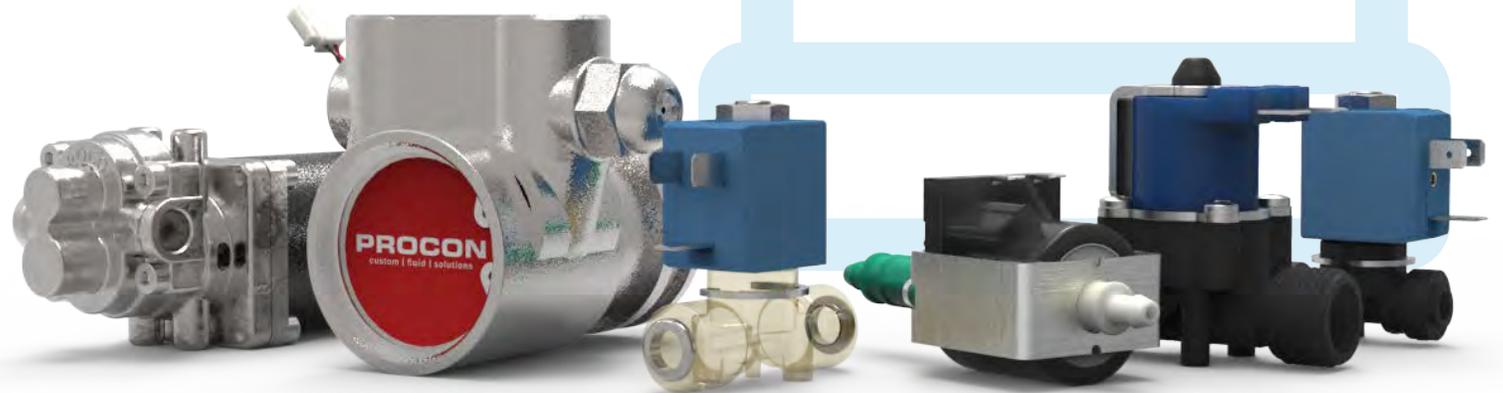
## Application Home and Horeca water cooler dispenser

Solenoid valve and dosing pump for syrup – Coca Cola HORECA dispenser.

Cold, Hot and Sparkling water.  
These system also includes reverse osmosis water treatment

Main Customers:

- Blupura
- Oasis
- Flex
- SPM Drink Systems
- Celli Spa



# SECTOR Water management

## Application Sanitary

CEME offers a wide range of electro valves suitable for any installation need, for the control of water flows in any circumstance.

Solenoid latching valve and pilot valve for sanitary application: faucets, showers and urinal flush systems Lixil is our main customer reference.

Main Customers:

- KWC Aquarotter
- Kludi
- AS America



# SECTOR Automotive

## Application SCR – Selective Catalytic Reduction

Solenoid metering pump actually in SOP with Albonair for SCR AdBlue solution.

The Albonair system is mainly focused on truck vehicle.

Our pump can be suitable for others SCR AdBlue system, including off road diesel engine.

Main Customer:

- Albonair



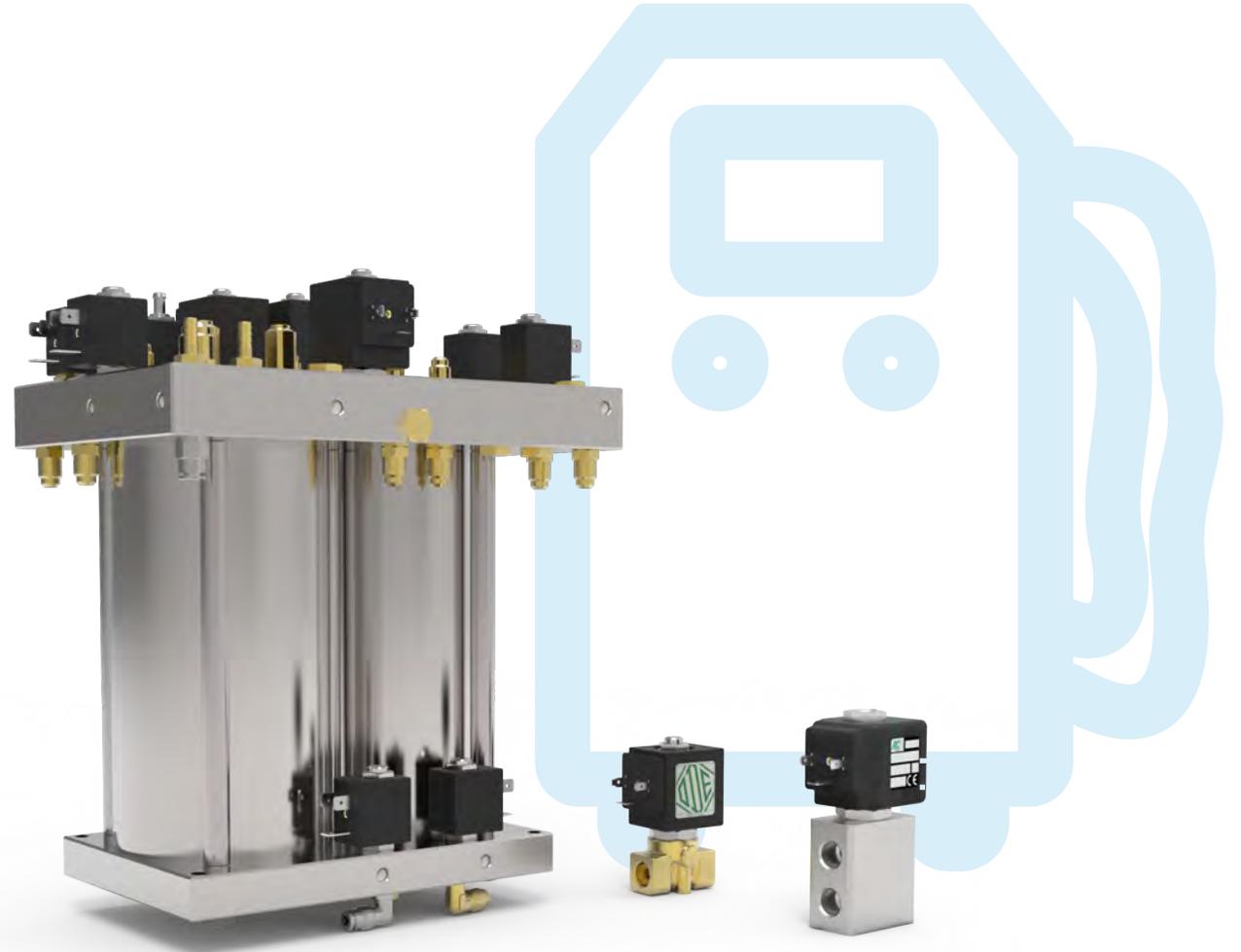
# SECTOR Automotive

## Application Fluid Recharging Station

Customized solutions designed to control fluidic circuits in Freon Recovery Machine, Oils and Water with Glycol.

Main Customers:

- Bosch
- Snap-On
- Mahle
- Wigam
- AVL



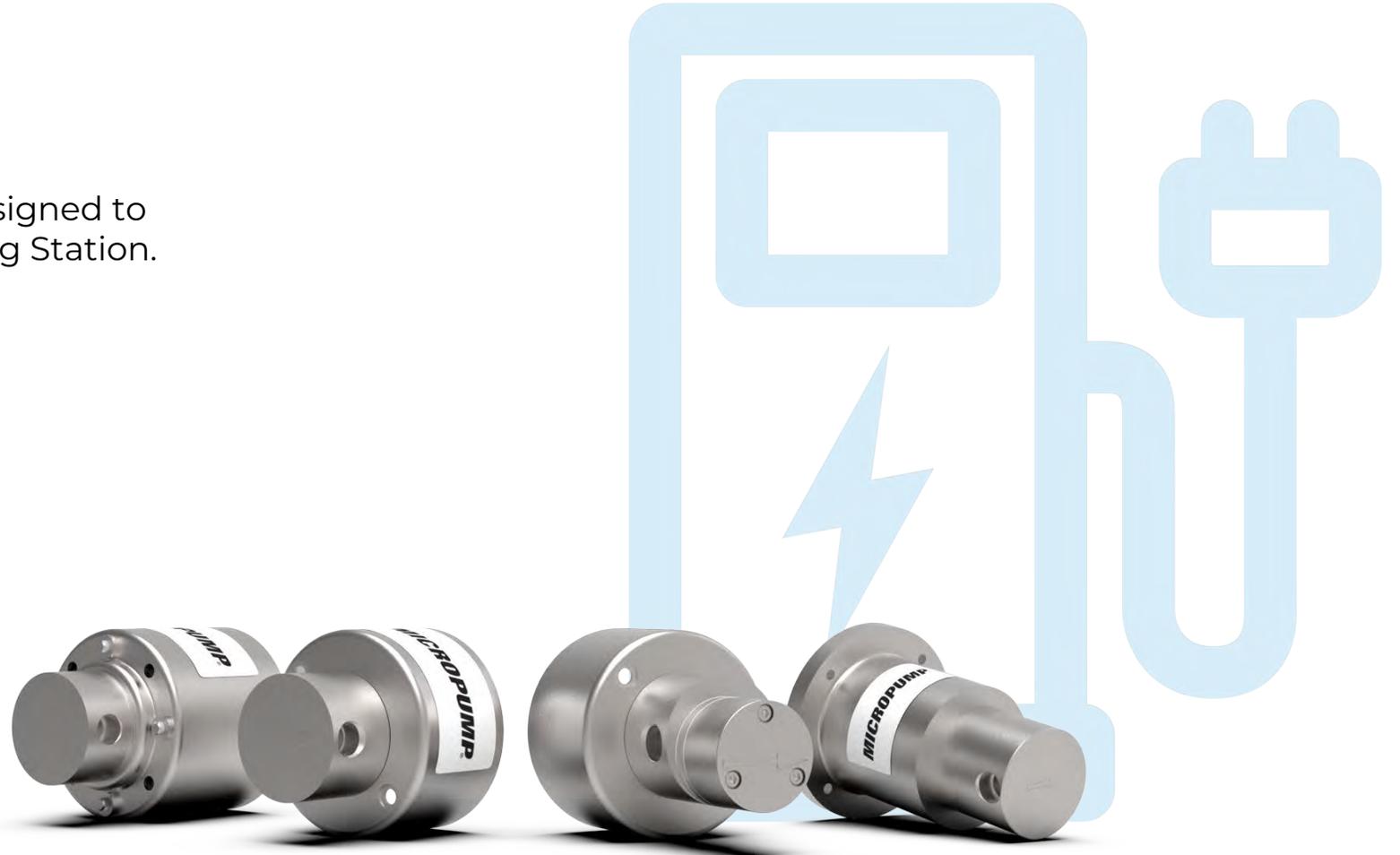
# SECTOR Automotive

## Application EV Charging

Pumps and customized solutions designed to control cooling circuits in EV Charging Station.

Main Customers:

- Eko Energetika
- EF Cooling



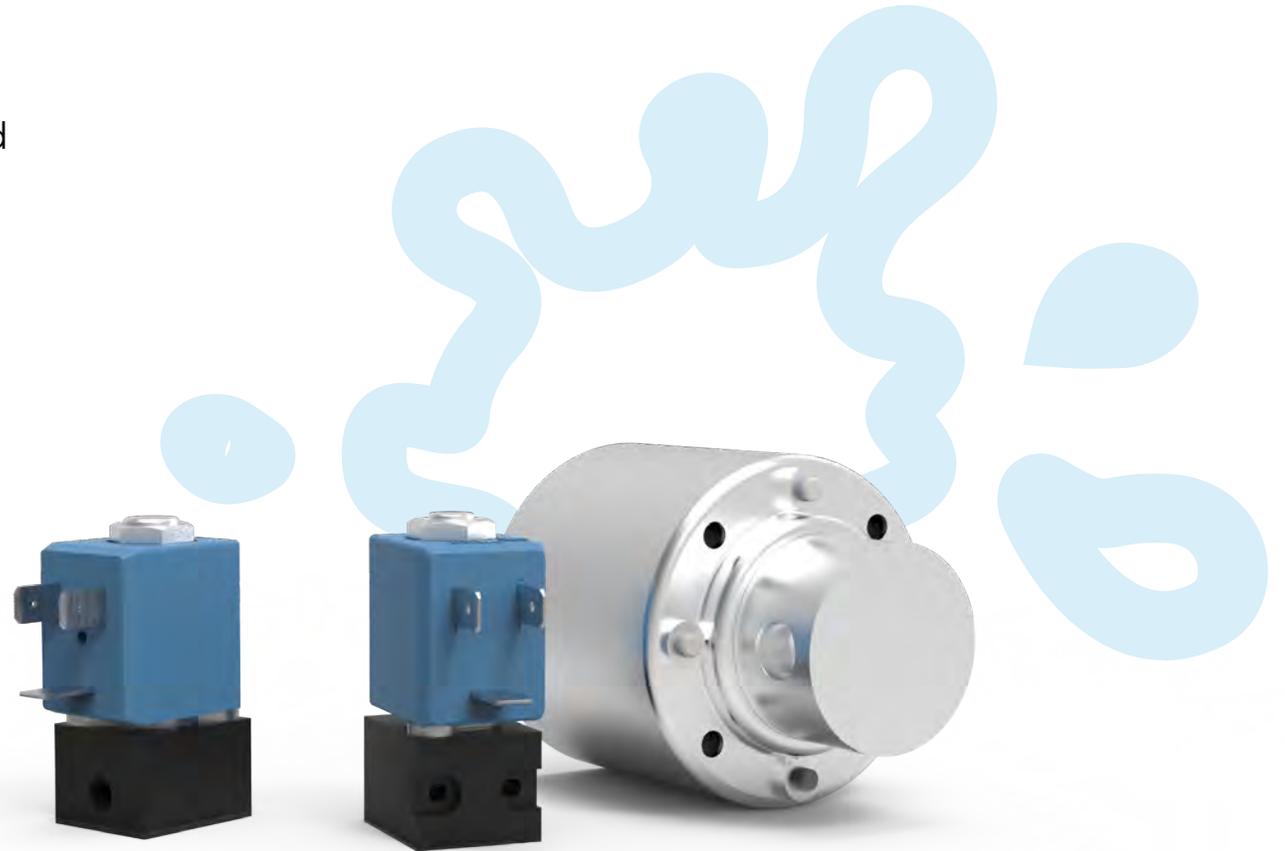
# SECTOR Inkjet market

## Application Inkjet Printer

Wide range of gear pumps, 2/2 and 3/2-way solenoid valves for inkjet printer.

Main Customers:

- Videojet
- Domino
- Linx
- System Ceramics
- Kerajet



# SECTOR Railway

## Application Railway Air Bracke

ACL Hi-Tech micro solenoid valves for trains' braking systems.

Main Customers:

- Faiveley Transport
- LCA Ballauri
- CRRC

Best Seller Products:

340 Series, 345 Series, 112 Series



# SECTOR Automotive - Industrial

## Application Car Wash

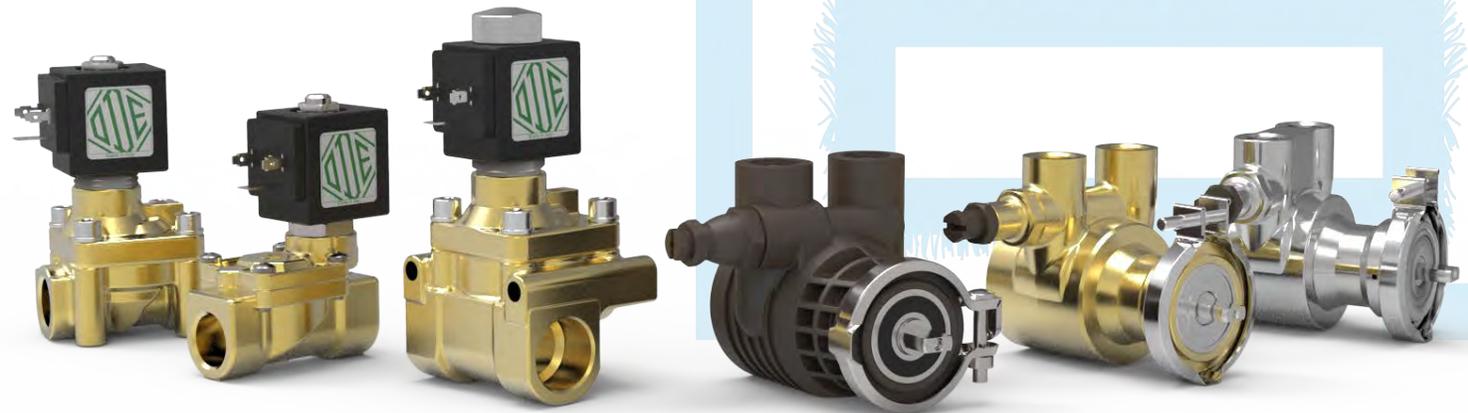
Single and modular solutions to manage water and detergents in car wash tunnels.

Main Customers:

- Aquarama
- Prowash
- Istobal
- Mix srl
- Degama

Best Seller Products:

21W, 4743, 5116; 4966, 5101,  
Mocareel rotary vane pump



# SECTOR Disinfection & Sterilization

## Application Sterilizers & Autoclaves

Valve and Solenoid Valve for hot water, steam and chemicals control.

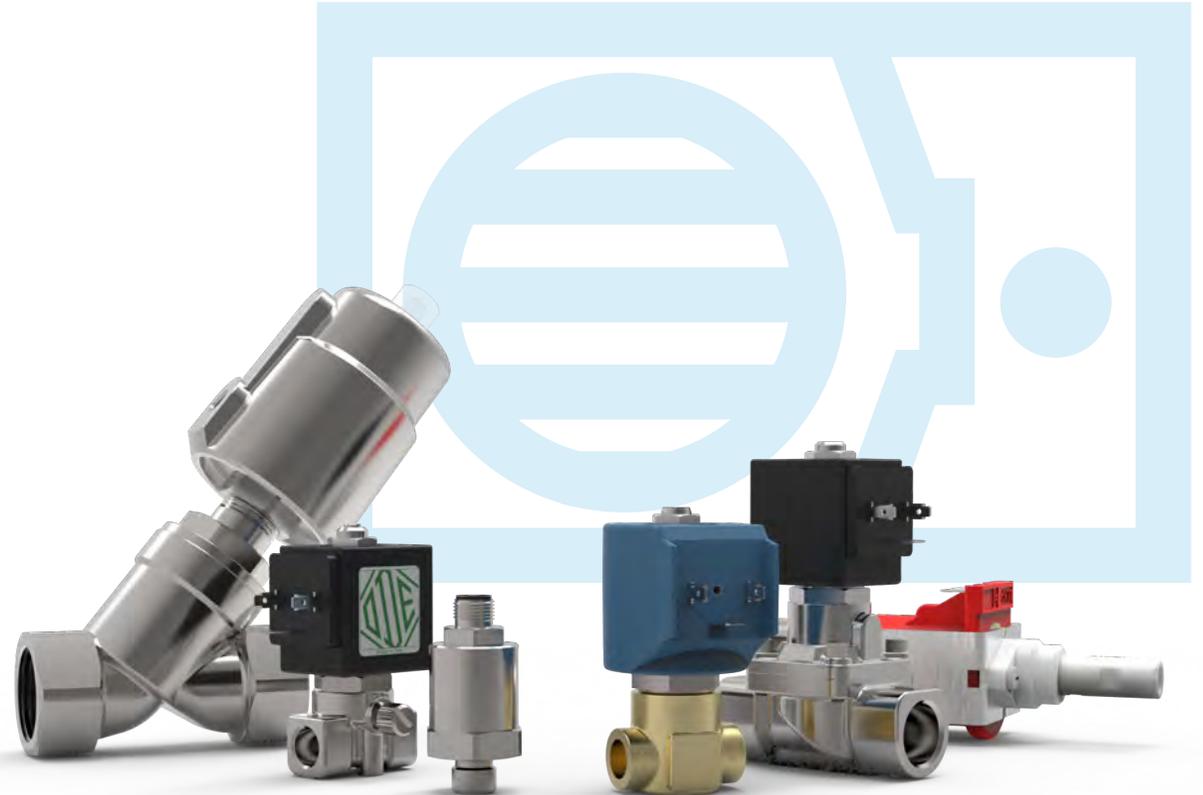
Main Customers:

- Cantel
- Belimed
- Tuttnauer
- Getinge
- Cefla

Best Seller Products

21X Series, 21IZ Series, 21L Series, PT Series

We supply solenoid valves and solenoid pumps for steam sterilizer



# SECTOR Industrial

## Application Compressors

Solenoid valves for compressed air.  
2- and 3-ways solution for medium/high pressure.

Best Seller Products: 31A, 21PW, 21APW, GA6129,  
5729Y0V10

ODE Solenoid valves for refrigerant and lubricant  
circuits in compressor application.

Main Customers:

- Frascold
- Deka Controls
- Teklab
- Officine Mario Dorin
- Hanbell

Best Seller Products:  
21A1, 5160K0A15, 5329R0T12



# SECTOR Water management

## Application Water management

Wide range of products from micro to huge solenoid valves ables to control all fluids in buildings.

Main Customers:

- Hunter Industries
- Produal Oy
- Cardinale Group
- Rems
- Watts Industries
- CTM Lyng

Best Seller Products:  
21W, 21A prop, 21QM,  
21HT, 107 Series



# SECTOR Water management

## Application Reverse Osmosis

Range of pumps that regulate the circulation of water in reverse osmosis process. The system filter out unwanted molecules and large particles such as contaminants and sediments.

Main Customers:

- Culligan
- Primo



# SECTOR Cleaning

## Application Sweeper machines

Range of total separation solenoid valves to manage water and wastewater in cleaning machines.

Main Customers:

- Fimap
- Comac
- Lavorwash
- Adiatek
- Ghibli & Wirbel
- Nilfisk Production Kft.
- Wetrok

Best Seller Products:

150 Series, 151 Series, 160 Series, 161 Series



# SECTOR Welding

## Application Welding

Our valves and pumps are typically used to control the inert gas flow during the welding process gas metal arc welding (as MIG Metal Inert Gas, TIG Tungsten Inert Gas) and plasma cutting.

Main series of products that can be used in this kind of application are:

MTP 600, ET3009, 5510, 5511, 5534

Main Customers:

- Lincoln
- Miller Electric
- Conzelmann
- Gys SA



# SECTOR Industrial

## Application Thermoregulation

Wide range of solenoid valves to manage hot and cold system in thermoregulation devices.

Main Customers:

- Tooltemp
- Wittmann
- Regloplas
- Boe-therm
- Hb-therm
- Moretto
- SINGLE Temperiertechnik

Best Seller Products:  
21A, 21HT, 21H, 21W



# SECTOR Medical

## Application Oxygen concentrator

Main Customers:

- Invacare
- Kimball

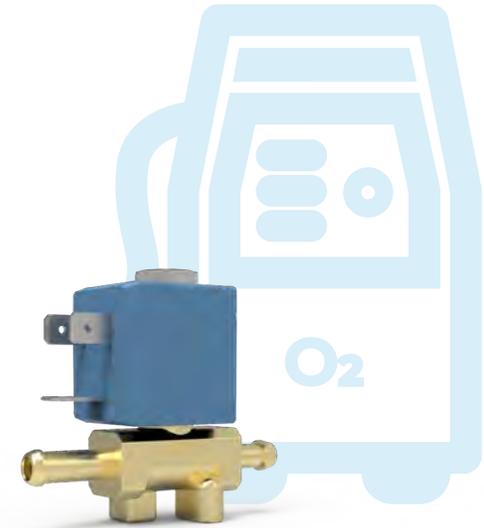
## Application Dental chair

HYDRAULIC CIRCUIT

We can supply solenoid valves for water circuit and also a solenoid pump for recirculating circuit.

Main Customers:

- Sirona Dental Systems
- XO Care
- Cefla



# SECTOR Appliance

## Application Ovens

Ceme supplies components for both, Home appliance and professional HORECA ovens. Solenoid valves and solenoid pumps can regulate the water flow for steam cooking system, as well as can be used for the water cleaning circuit.

Main Customers:

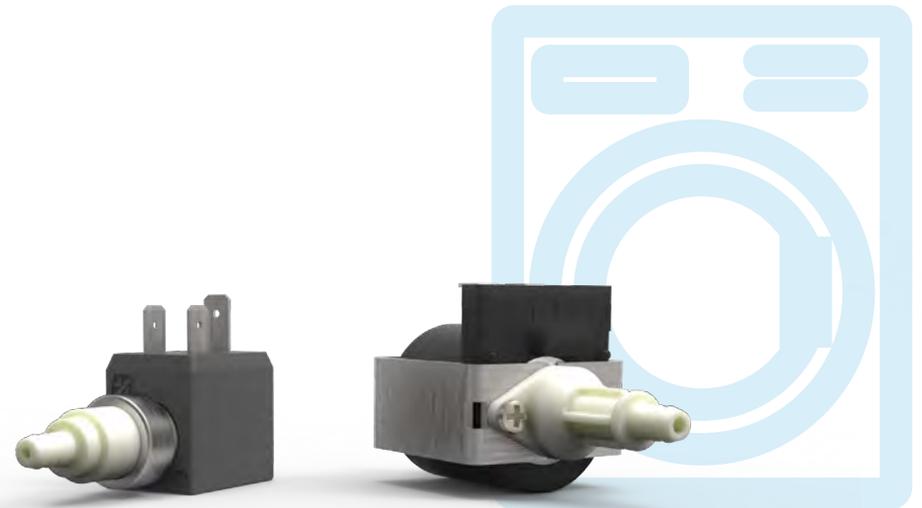
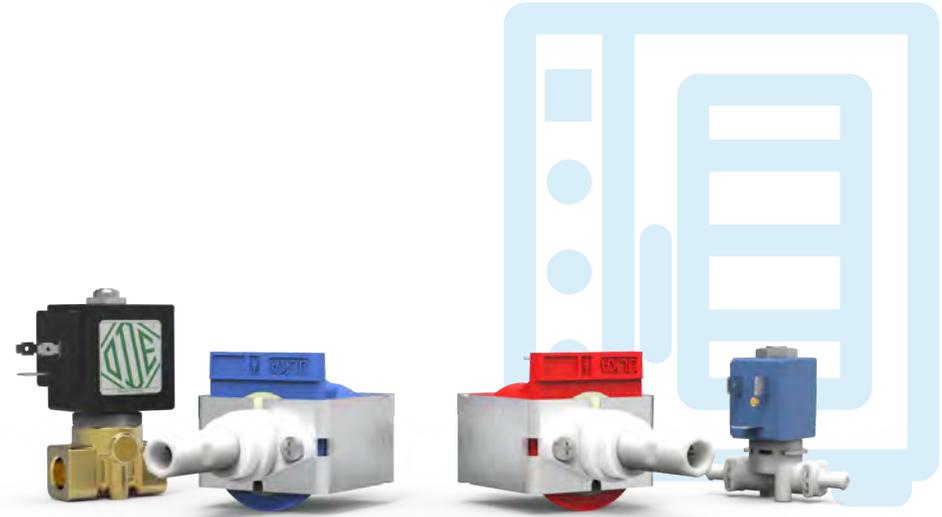
- Miele
- Smeg
- Ali Group

## Application Laundry Dryer Machine

Ceme supplies components for laundry dryer machine to control water and liquid detergent dosing.

Main Customers:

- Imperial
- Electrolux



# SECTOR Refrigeration

## Application Recreational Vehicle

We supplied the 2 best and biggest OEM of this market: Dometic – Norcold. They use GPL system for the refrigerator (together with Ammonia & Hydrogen).

Main Customers:

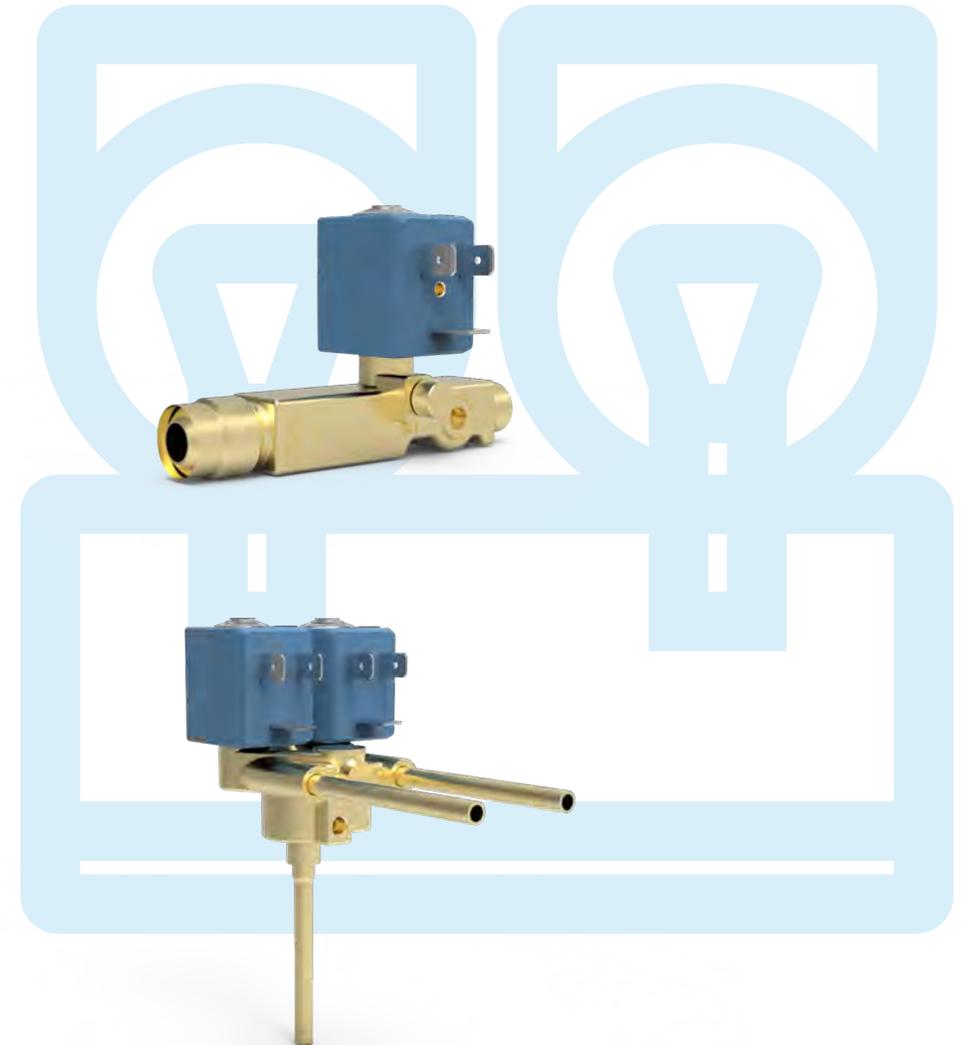
- Norcold
- Dometic

## Application Slush Machine | Ice cream machine

We supply some of the most important OEM in this market.

Main Customers:

- Biepi
- Carimali
- Quick mill
- Celli Group



# SECTOR Refrigeration

## Application Ice makers

Ceme supplies components for ice makers machine to control the refrigerant circuits.

Main Customers:

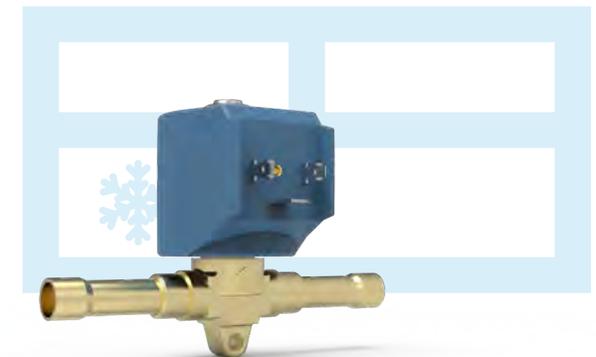
- Scotsman Frimont
- Brema Ice maker
- Castelmac

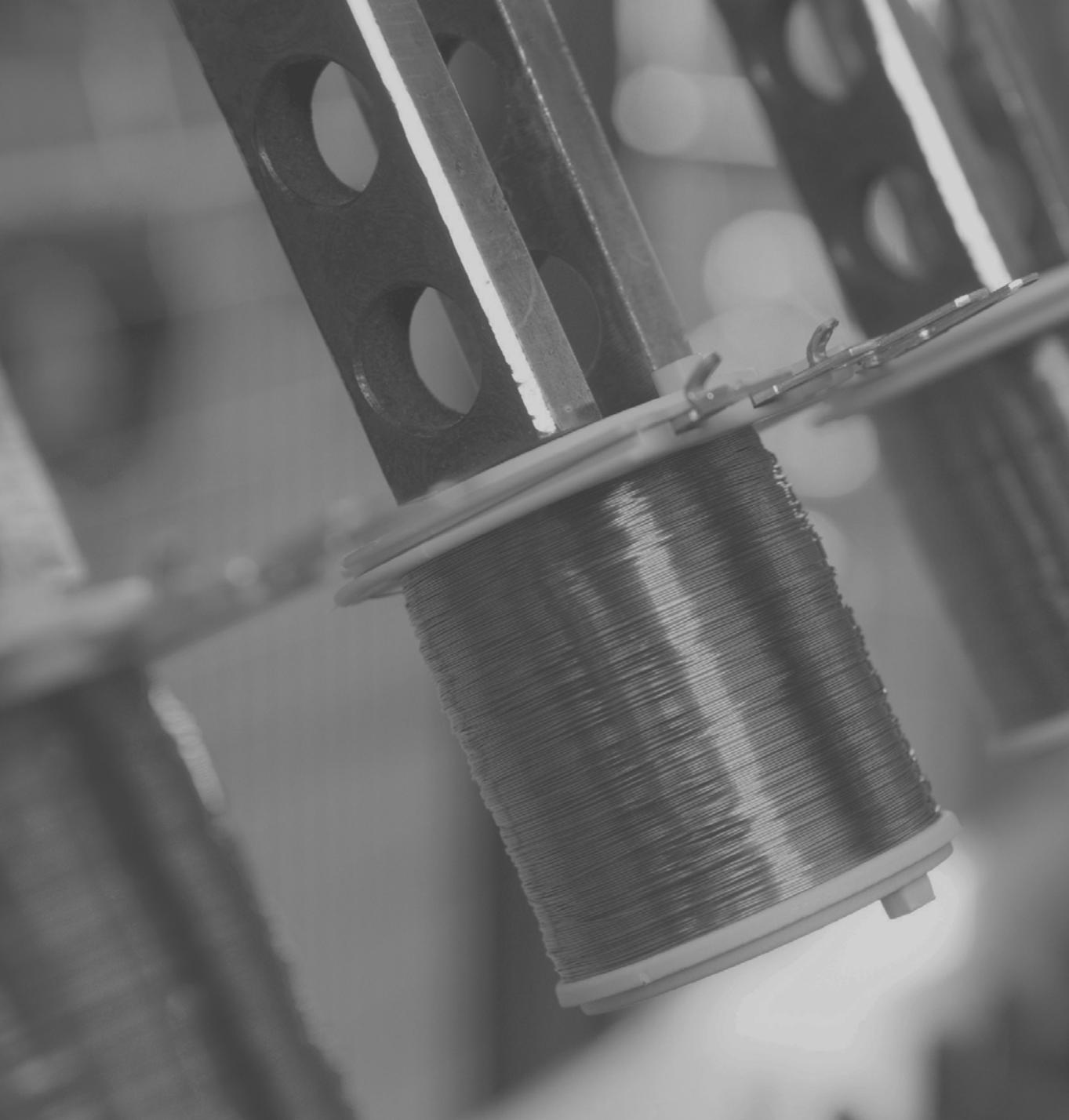
## Application Commercial refrigeration - defrost hot gas line

We supply several OEM, manufacturing refrigerated cabinets. Especially our series 59 is very much appreciated for defrost system by using the valve on the hot gas line.

Main Customers:

- ISA Spa
- Ali Group
- Industrial Frigo





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