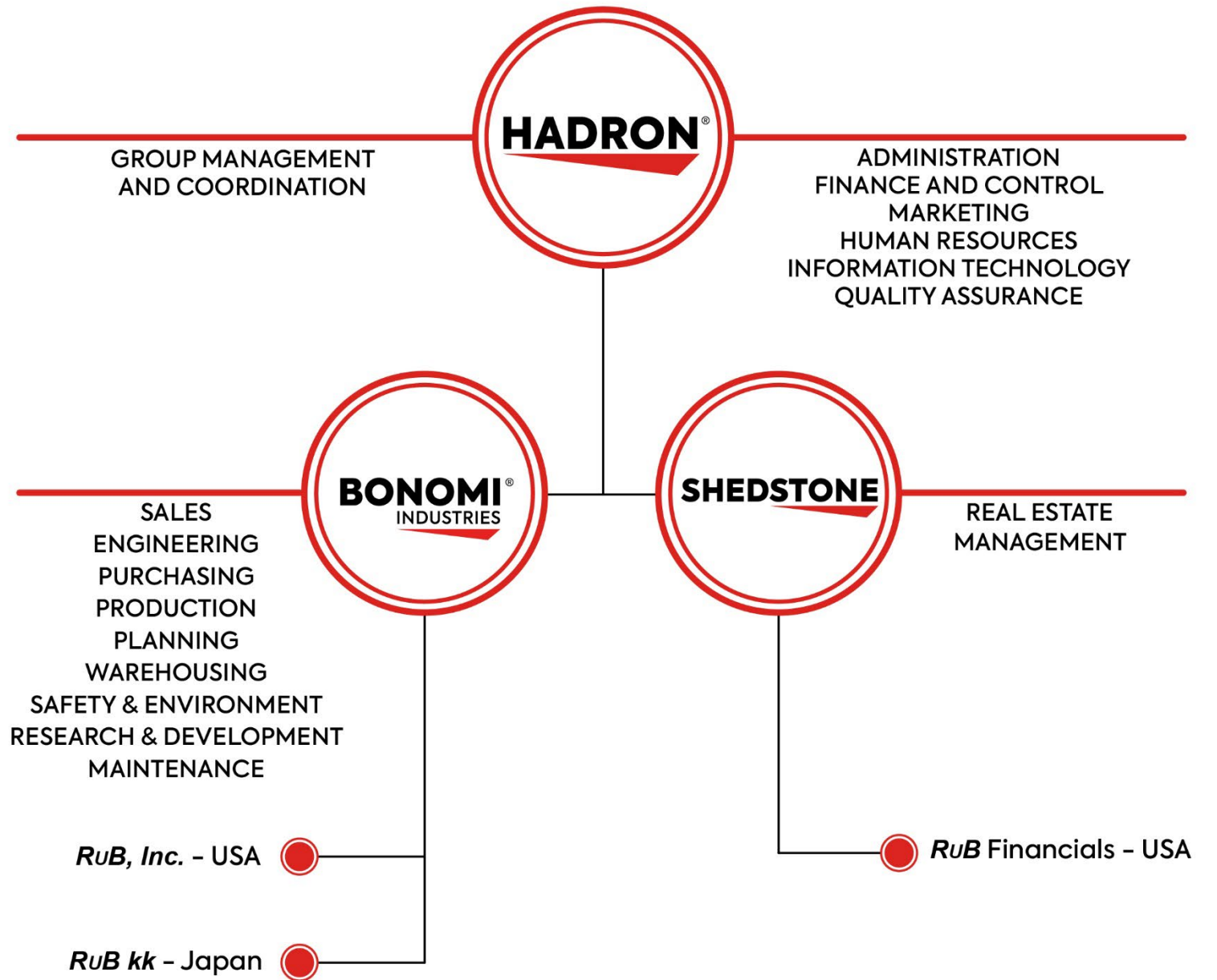




BONOMI[®] **INDUSTRIES**

COMPANY PROFILE

OUR ORGANIZATION



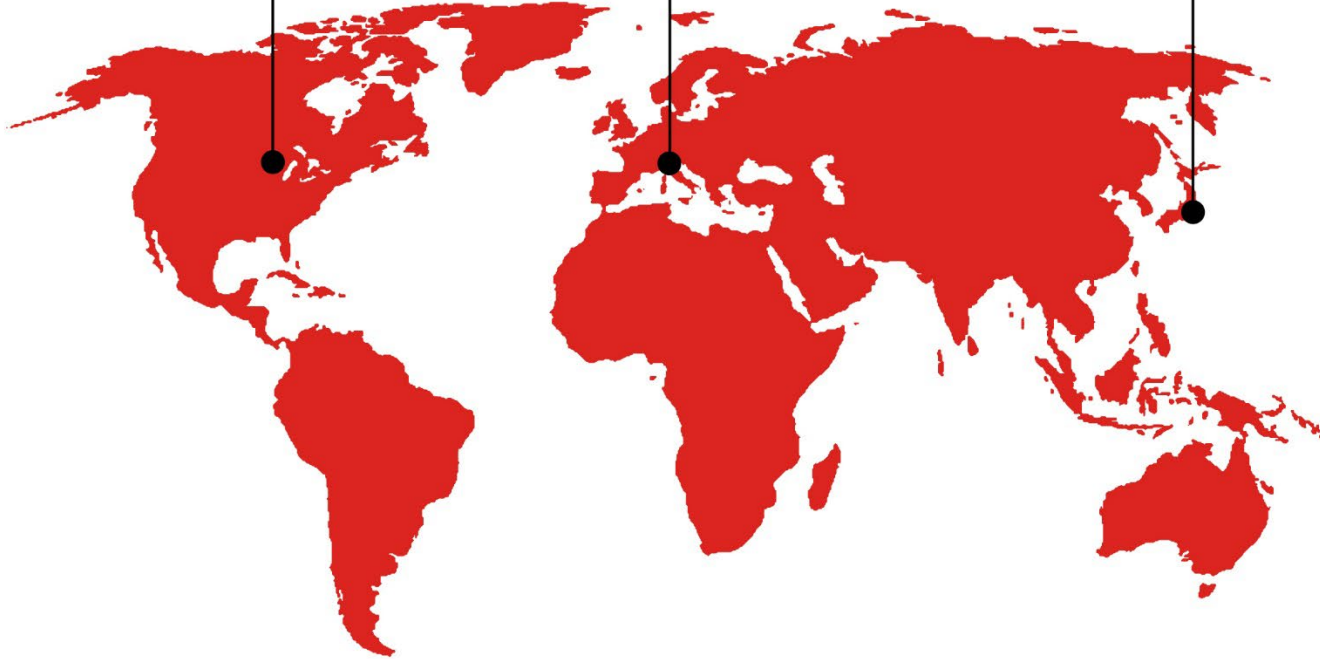
Distribution Hub
Shakopee, MN (USA)



Corporate headquarters
Production site
Mazzano (Italy)



Distribution Hub
Tokyo (Japan)

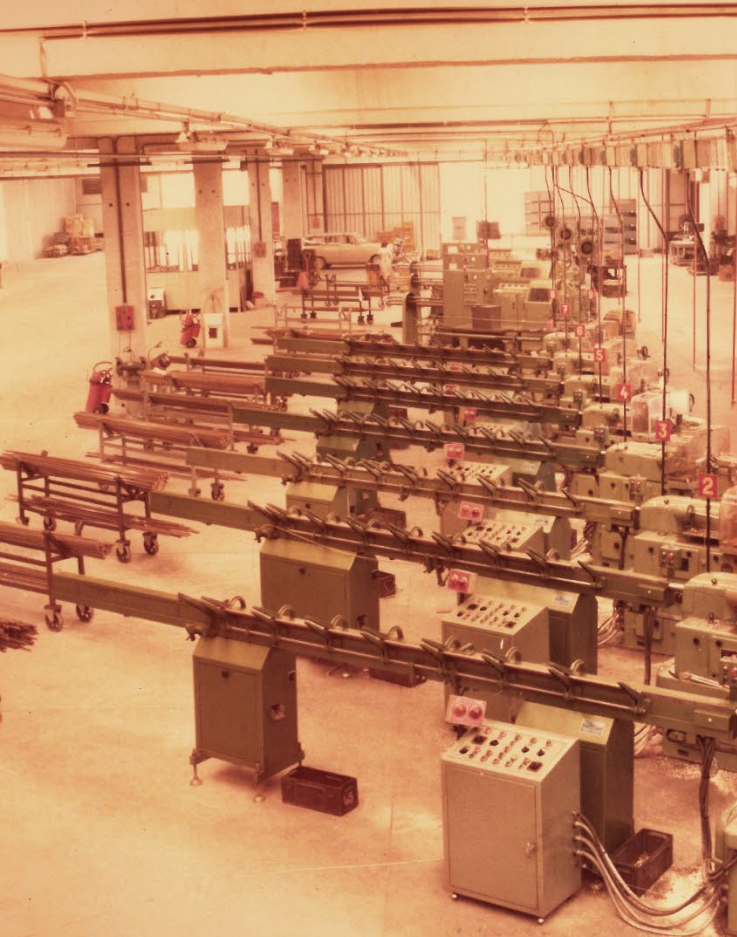


BONOMI INDUSTRIES products are installed in five continents and perform through highly severe applications. Our sales team promotes long-lasting relationships with distributors and OEMs offering quick feedback and technical support.

First class certified products, understanding of local culture and regulations differentiate ourselves from most competitors, making **BONOMI INDUSTRIES** an easy choice for our customers. In North America and Japan, two fully owned subsidiaries with local teams and logistics services enhance our presence and brand recognition.



OUR HISTORY



Silvio Bonomi and his brother Oreste start their own company in Lumezzane: They name it Eredi di Bonomi Silvio, their father, and make parts for Italian agriculture market.

The company name becomes Rubinetterie Utensilerie Bonomi.

1954

1959

1965

The company move away from Lumezzane into Sant'Eufemia, a suburb of Brescia.

Move to the new building of 5000 m² in Mazzano.

1974

1978

Annual production exceeds 1.000.000 ball valves.

Move to the new building of 5000 m² in Mazzano.

Oreste retires. Silvio sons' Luciano and Sandro become minority shareholders.

1981

1986

Building expansion to a total of 9.000 m². Installation of high density warehousing system controlled by radio-frequency and connected to ERP.

1991

1994

RuB, Inc. starts as wholly own subsidiary in North America.

1995

ISO 9002 status granted by Lloyd's Register.

1998

ISO 9001 status granted by Lloyd's Register.

Founder Silvio Bonomi retires at age 84 and his two sons become equal shareholders. Holding company, Hadron srl, owned by Luciano and Sandro becomes the majority shareholder of RuB. RuB purchases land and properties next to its facility in Mazzano and a 5-year business plan, to double production capacity, is formalized.

Rubinetterie Utensilerie Bonomi changes to "**BONOMI INDUSTRIES**". With renewed focus on innovation, quality and efficiency, **BONOMI INDUSTRIES** places great emphasis on new development of valves and actuators based on strong engagement of its professional workforce and management.

ISO 14001 and ISO 45001 status granted by Lloyd's Register.

Launch of "RuB People Think LEAN" project and hire of top managers outside the Bonomi family.

Third building expansion to a total of 12.500 m² and production reorganization to improve flow of material in the plant.

2001

2006

2007

2012

2014

2017

2018

2019

2020

2021

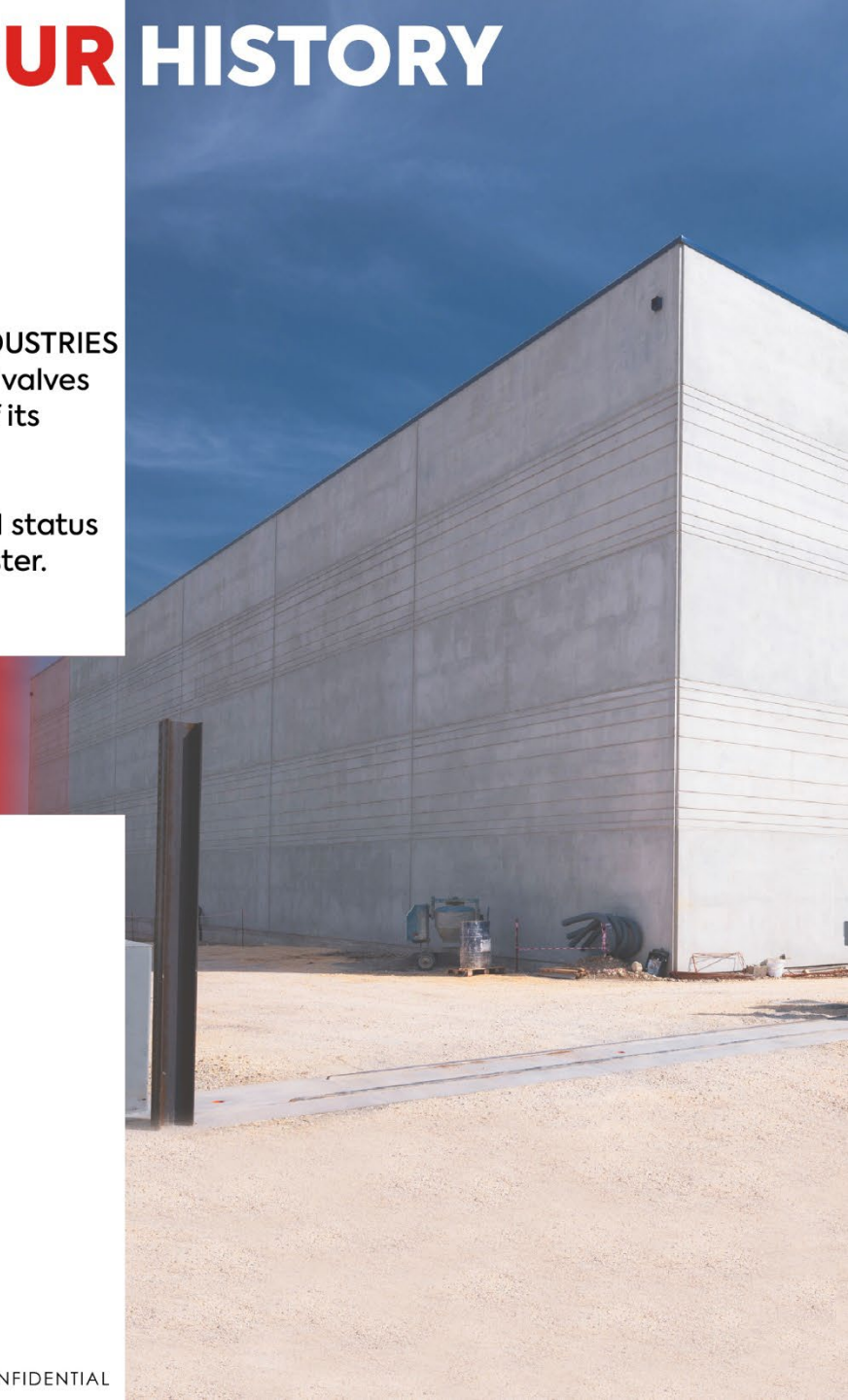
Annual production reaches 8.000.000 valves.
Second building expansion: new area for shipping and packaging.

RuB KK starts as wholly owned subsidiary in Japan.

Wholly owned RuB Financials, purchases land to build new facility in Minnesota, USA. North America hub is completed and operational in November 2015.

Real estate company Shedstone is created in Italy to optimize real estate investments of the group.

BONOMI INDUSTRIES completes its fifth expansion to a total of over 20.000 m² with a further expansion project within 2023.



OUR BUSINESS CODE

BONOMI INDUSTRIES, supported by decades of history and experience, international growth, financial strength, competence and employees' professionalism, renews its commitment as follows:



THE CUSTOMER

We all, as a company, set our primary goal at exceeding customer's expectations.



THE INDIVIDUALS

We all, collectively, respect all individuals, support them to reach their goals and work diligently to provide a healthy and safe work environment.



OUR VALUES




We guarantee the full respect of international laws and those of the countries where we operate. We value the importance of being a Family Company with long term goals. We care for the environment and protect our Planet resources with quality products and technological manufacturing processes.



INNOVATION

Innovation is a state of mind. One can't keep doing the same things and hope to improve. Innovations and improvements bear risks and stress, but strong individuals ponder the former and bear the latter.



Since 1965 Rubinetterie utensilerie Bonomi is known in the market as , a logo associated with the Bonomi family. Evolving to a broader product range, the company intends to modernize its communication and the name of the business was changed to **BONOMI INDUSTRIES** in January 2019. This is its new logo , while  has become one of its product brands.

COMPOSITE LOGO



PRODUCT LOGO



COMPANY LOGO



OTHER PRODUCT LOGOS



Third parties can use our logos only under prior written permission. Enquire at marketing@rubvalves.com.



OUR TESTS



Automatic testing throughout the whole process



Seal tests on each valve*



Hours seal test on each valve*



Statistical in-line inspections of all components



Tests performed every day in production



Cycles zero-leakage life-test, along with four times burst-test, are part of our validation program

*applies to certain products



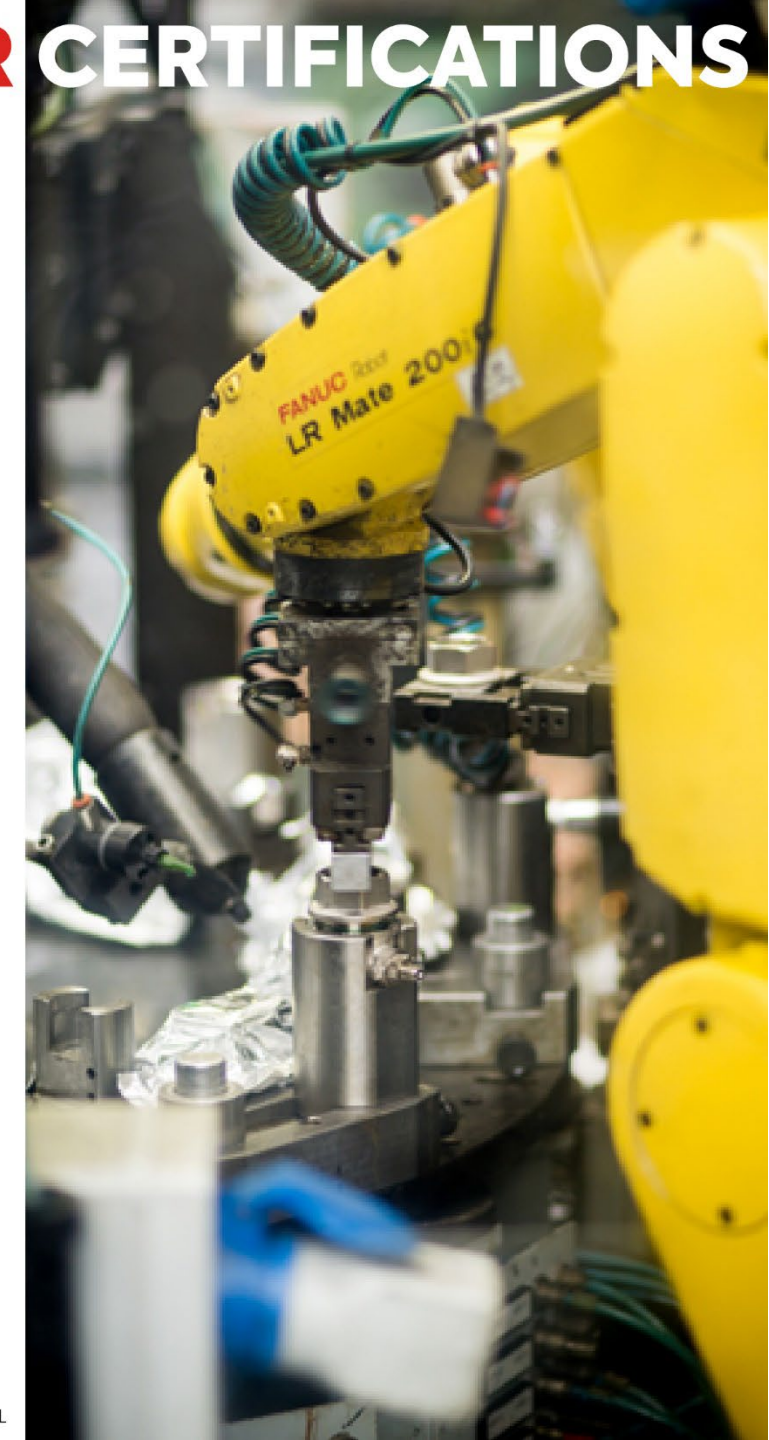
Approvals

	Deutsche Vereinigung des Gas und Wasserfaches e.V. Technisch-wissenschaftlicher Verein	
	Deutsche Vereinigung des Gas und Wasserfaches	
	ARGB-KVVBG	
	Schweizerischer Verein des Gas und Wasserfaches	
	Attestation de Conformité Sanitaire	
	Система сертификации ГОСТ Р Госстандарт России	
	Декларация соответствия	
	Water Regulations Advisory Scheme	
	British Standards Institution	
	Kiwa - Swedcert	
	The Australian Gas Association	
	OSHA Compliant	
	Factory Mutual Research Corporation	
	Underwriter Laboratories Inc.	
	CSA International for Drinking Water to NSF/ANSI 61- NSF/ANSI 372	
	CSA - Canadian Standards Association	
	CRN-TSSA	
	KSFD -Kuwait Fire Service Directorate	
	LIA - L.P Gas Instruments Inspections Association	

Compliances

	ROHS	
	Reach declaration	Reach
	PED 2014/68/UE by ICIM (0425)	PED
	DCL021- Declaration of Conformity to 2012-19 - EU WEEE directive	
	DCL004 - Conflict Minerals	

OUR CERTIFICATIONS



VISION

Guarantee complete **safety** and highest **reliability** in all of our products' applications.

MISSION

Build relationships of **trust** with each customer, all over the world, offering valves and actuators of certified **quality**.

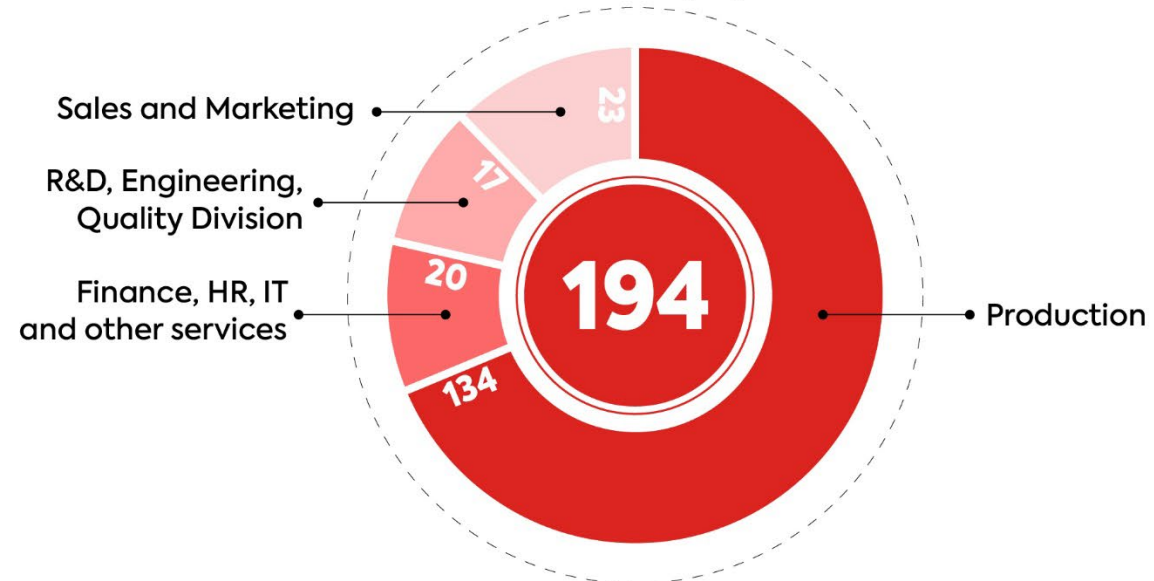


OUR PEOPLE

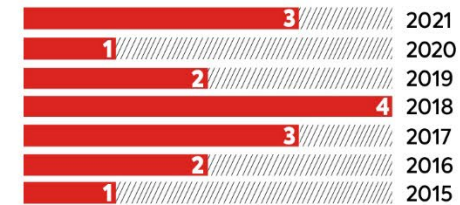


People with strong experience within each specific department and constantly trained, are the **roots of our company**. In **BONOMI INDUSTRIES** we all embrace a LEAN approach to work in the most straightforward way. We believe best solutions are made of simple ideas.

Number of employees



INJURIES per year



AVERAGE AGE



42 years Bonomi Industries + Hadron

AVERAGE TIME WITH COMPANY

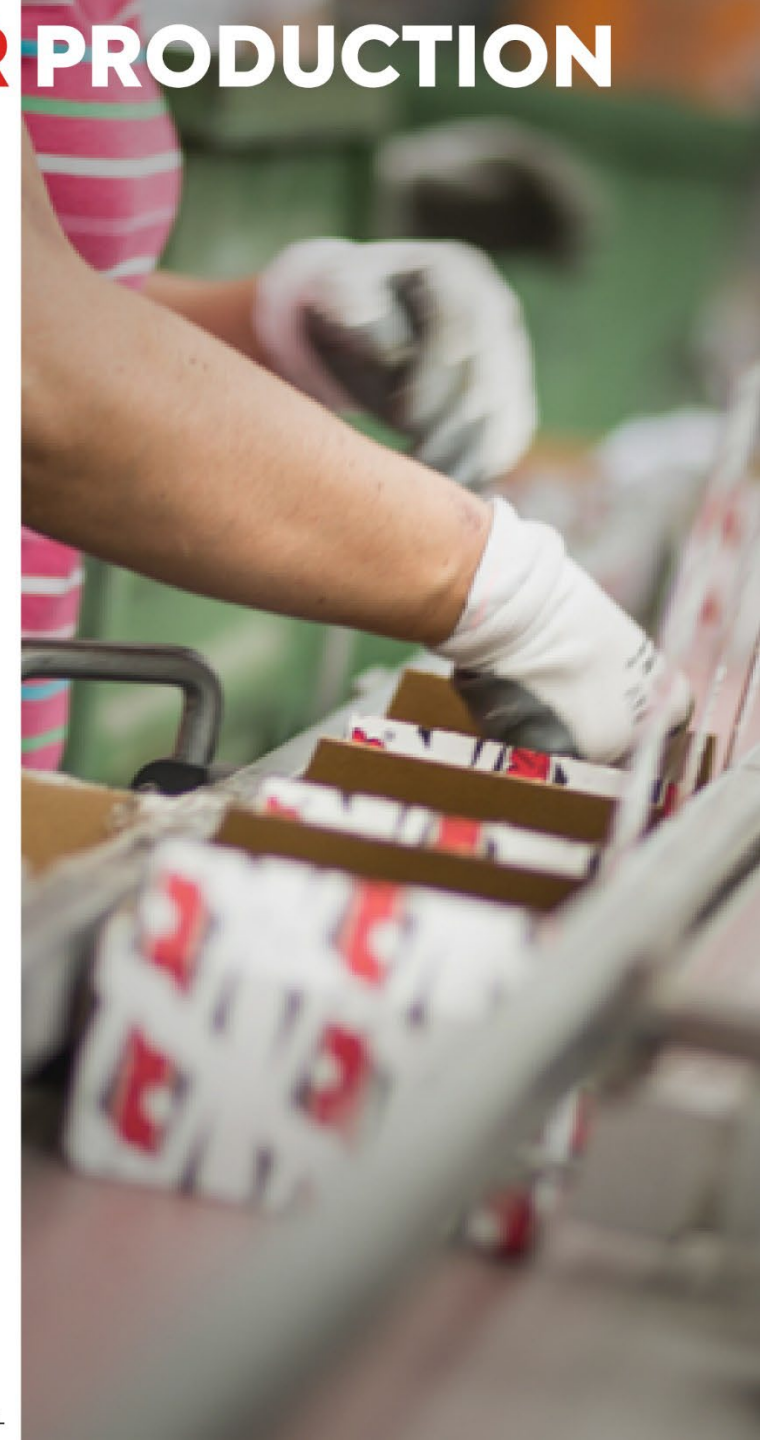


8 years Bonomi Industries + Hadron

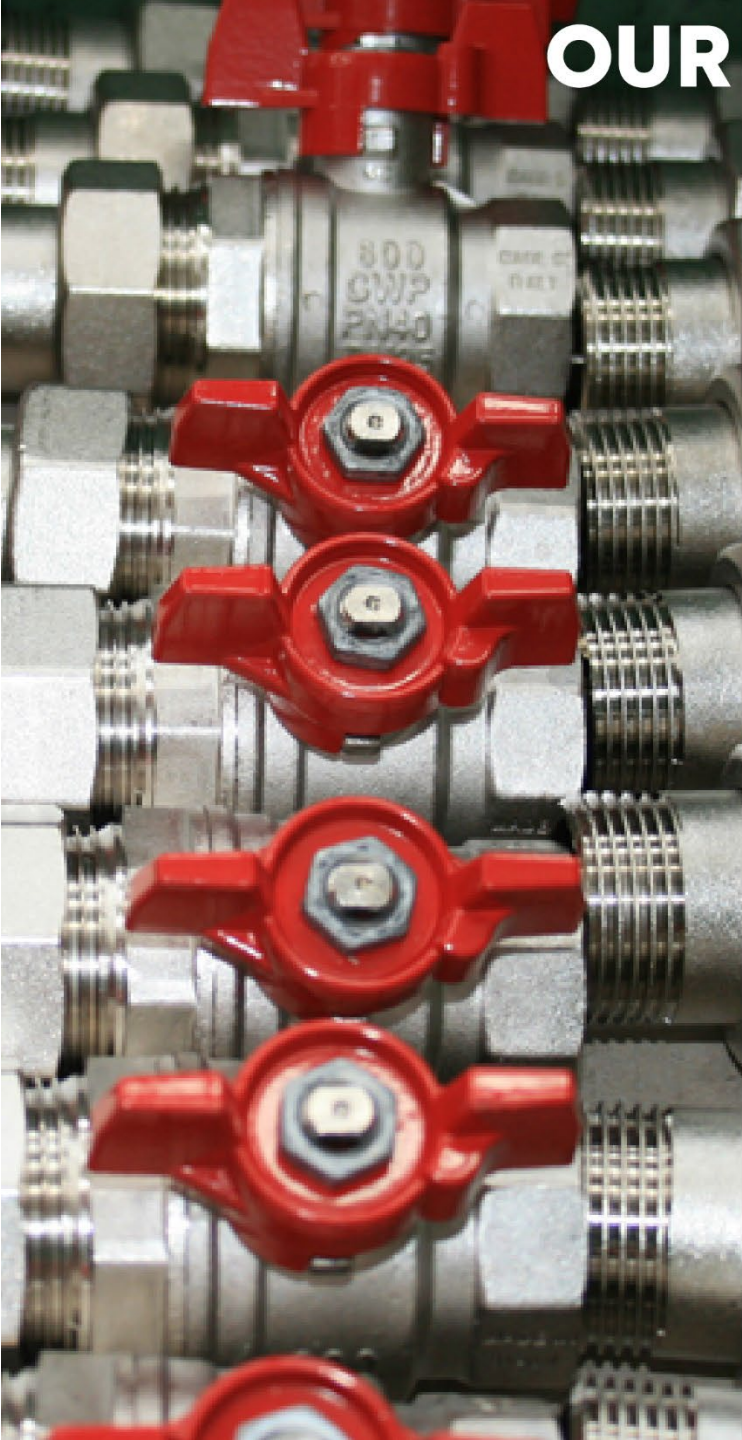
- Transfer Machines, specifically designed for forgings from 1/8" to 4" size
- CNC lathes and drilling machines
- Multi-spindle bar cutting machines
- Custom-made valve balls cutting and polishing machines
- Automatic assembly machines 1/8" through 4"
- Automatic and self-calibrating in-line testing equipment
- Packaging Line
- In-house tool production
- Wireless integrated system for management of goods storage, batch traceability, realtime up-to-date information on parts inventory

Our external processes:

- Brass bars production
- Forging
- Surface treatments
- Seals and O-rings
- Levers and other operating devices



OUR CAPABILITIES



Transfer machines for forgings with automatic loaders



Robotized balls machining with diamond ultra finish



Automatic handle assembly and testing equipment



Miscellaneous equipment to produce internal tools and prototypes

6-spindle and 8-spindle lathe machines with automatic loaders



CNC vertical and horizontal spindle machines



Automatic valve assembly and testing equipment 1/8" thru 4"



Packaging line



All equipment is subject to maintenance program



OUR CAPABILITIES



Production

Made in Italy. Inline, self-calibrating tests



Logistic

Use of bar code through-out all stages of production and multiple quantity verifications



Alloys

Traditional brass, leadfree brass, dezincification-resistant brass, aluminum



Subcontract

Steel plates, plating, forging, plastics, elastomers, all sourced locally



Axially

Machining in 5 axial directions, any diagonal direction

FMEA

Available upon request PPAP



Dimensions

5,5 mm thru 100 mm



Assembly

100% in-line inspection of all components



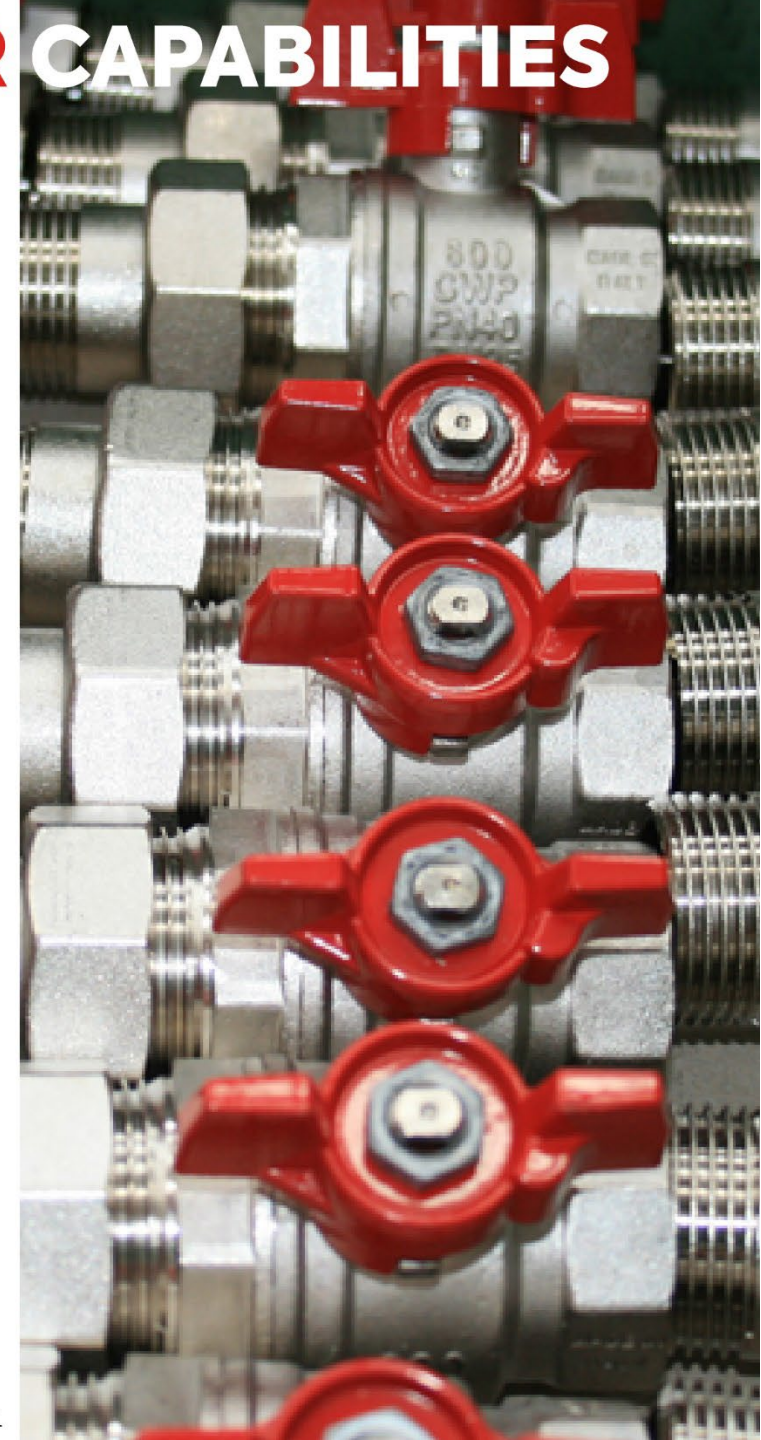
Quality

ISO9001:2015 - ISO14001:2015 - ISO45001:2018

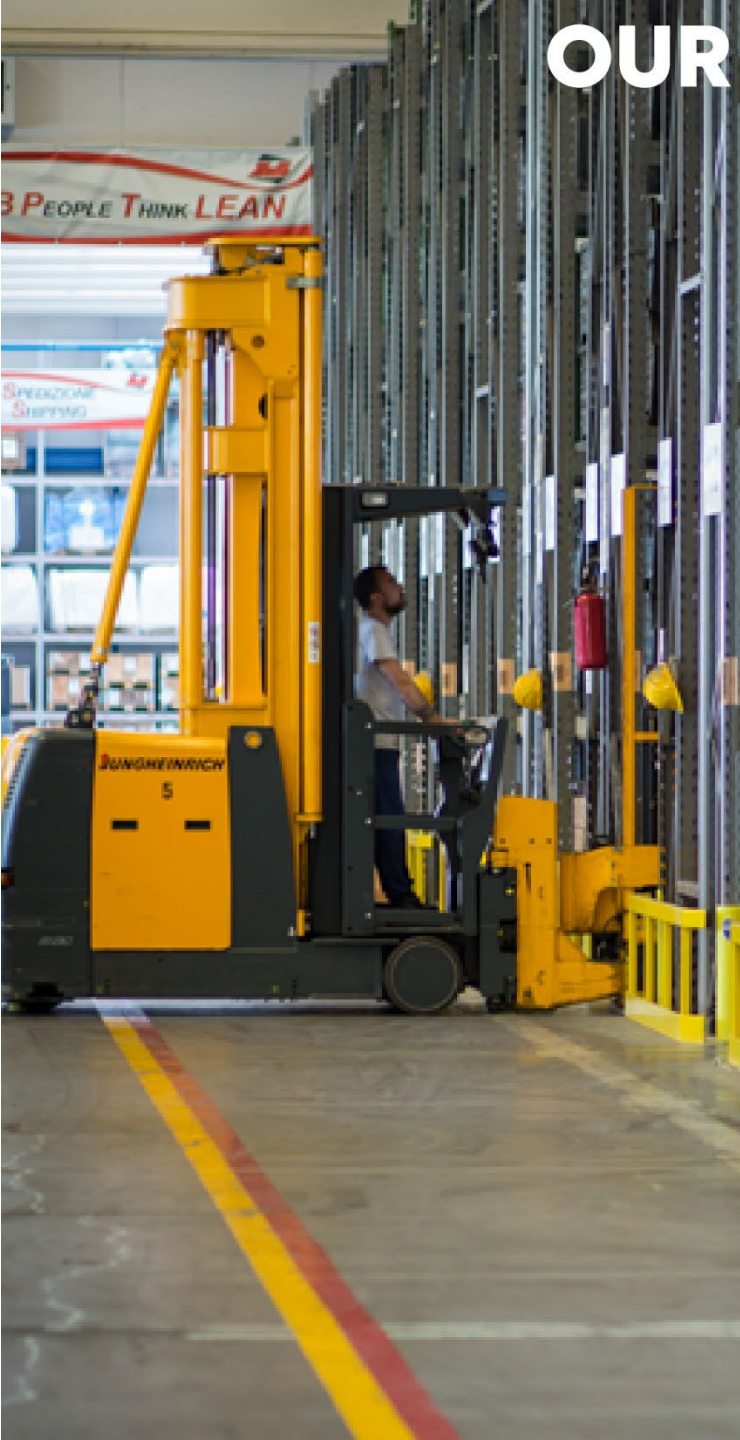


Seal test

100% automated air-leak test



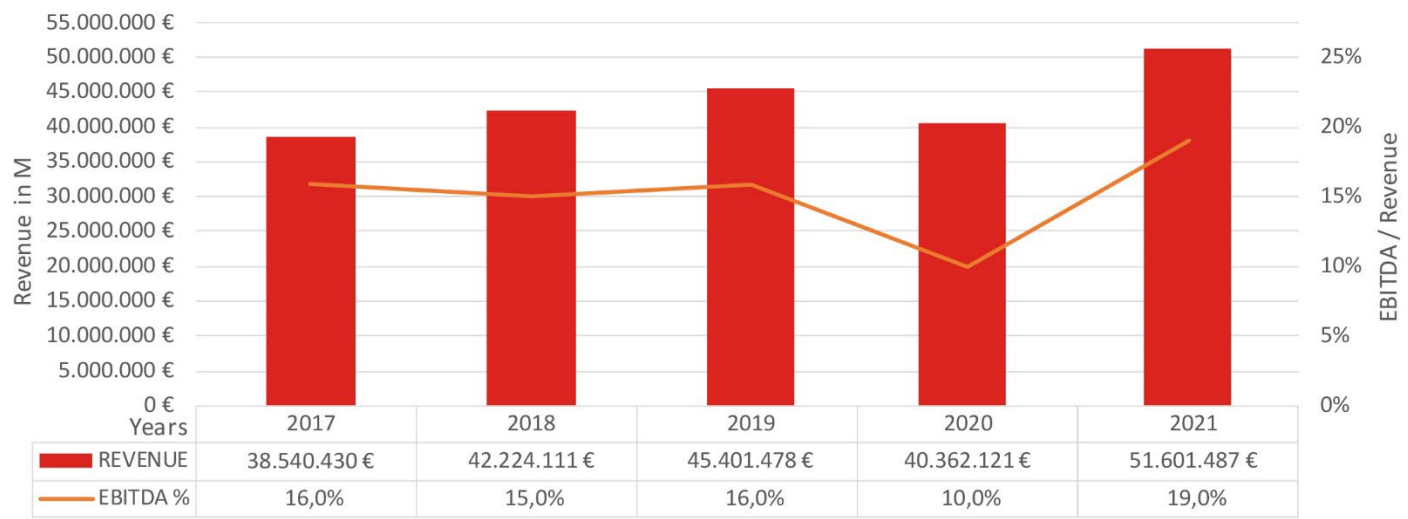
OUR VOLUMES



over 2.000	finished products
over 10.000	components
8 Mln	brass valves / manufactured per year
over 60 Mln	components / manufactured per year
270.000	parts processed per day
5.300	pallets stored
6.000	metal bins stored
over 70.000	Storage capacity cartons
875	Cartons picked per hour
900	Cartons palletized per hour

Revenue and EBITDA

	2017	2018	2019	2020	2021
REVENUE	38.540.430 €	42.224.111 €	45.401.478 €	40.362.121 €	51.601.487 €
EBITDA	6.239.040 €	6.505.765 €	7.088.353 €	3.893.486 €	10.015.086 €
EBITDA %	16,0%	15,0%	16,0%	10,0%	19,0%
NET INCOME	2.845.215 €	3.419.715 €	3.983.632 €	1.616.160 €	2.681.601 €
PFN	-6.817.411 €	-4.535.482 €	607.780 €	9.693.958 €	5.839.982 €
NET ASSETS	36.678.271 €	40.090.716 €	43.773.004 €	49.852.050 €	53.272.966 €



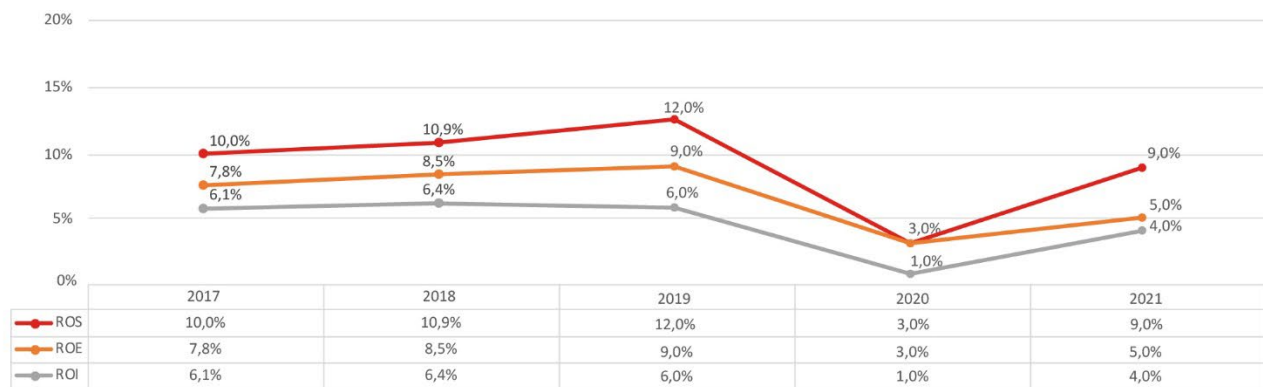
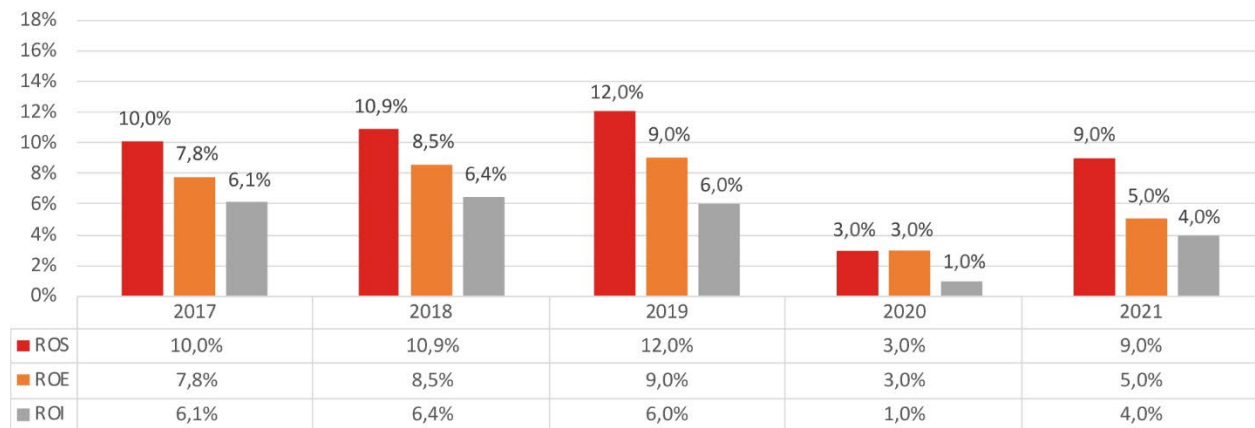
Consolidated data



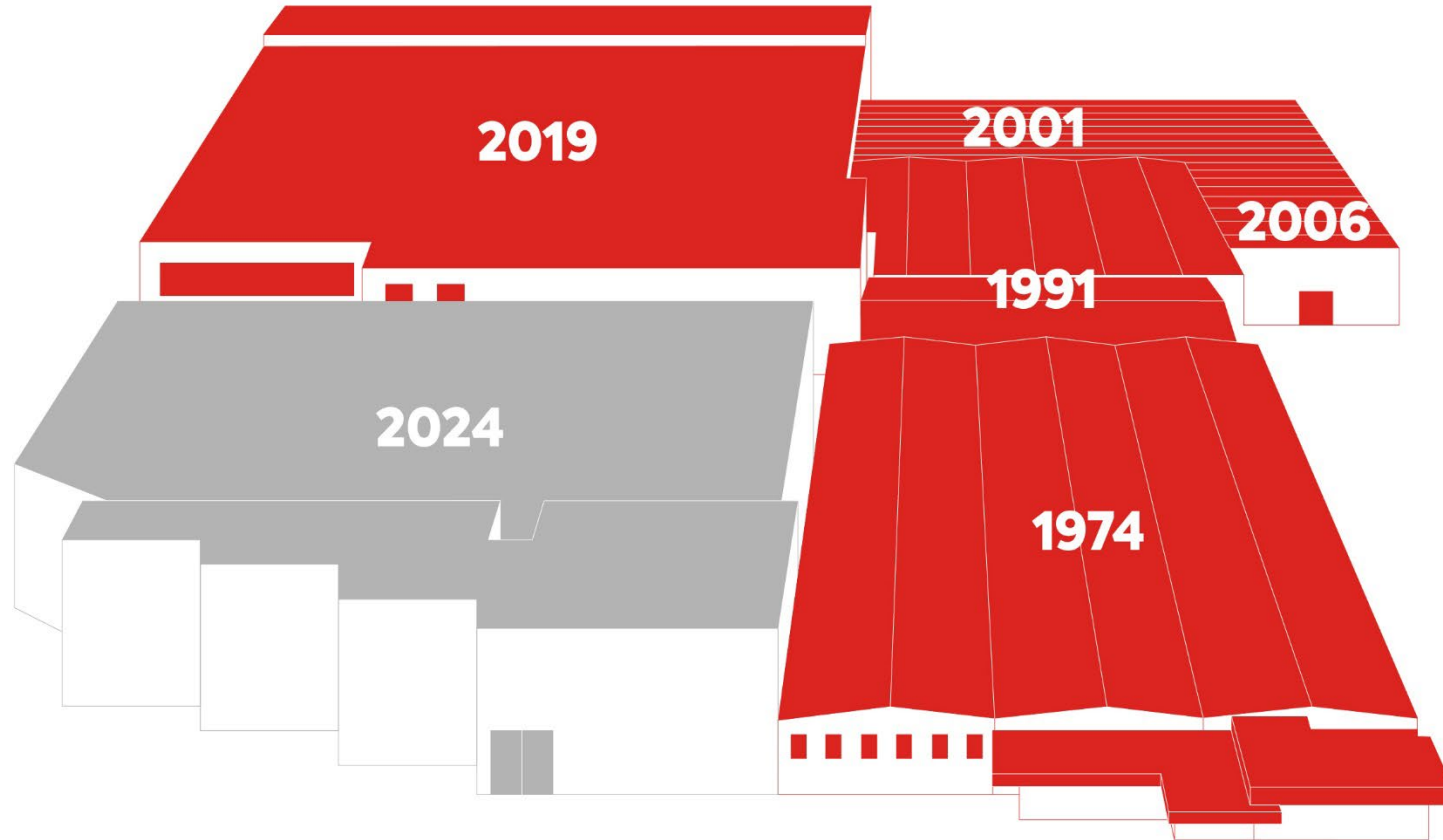
OUR FINANCIALS

ROS, ROE and ROI

	2017	2018	2019	2020	2021
ROS	10,0%	10,9%	12,0%	3,0%	9,0%
ROE	7,8%	8,5%	9,0%	3,0%	5,0%
ROI	6,1%	6,4%	6,0%	1,0%	4,0%



Consolidated data



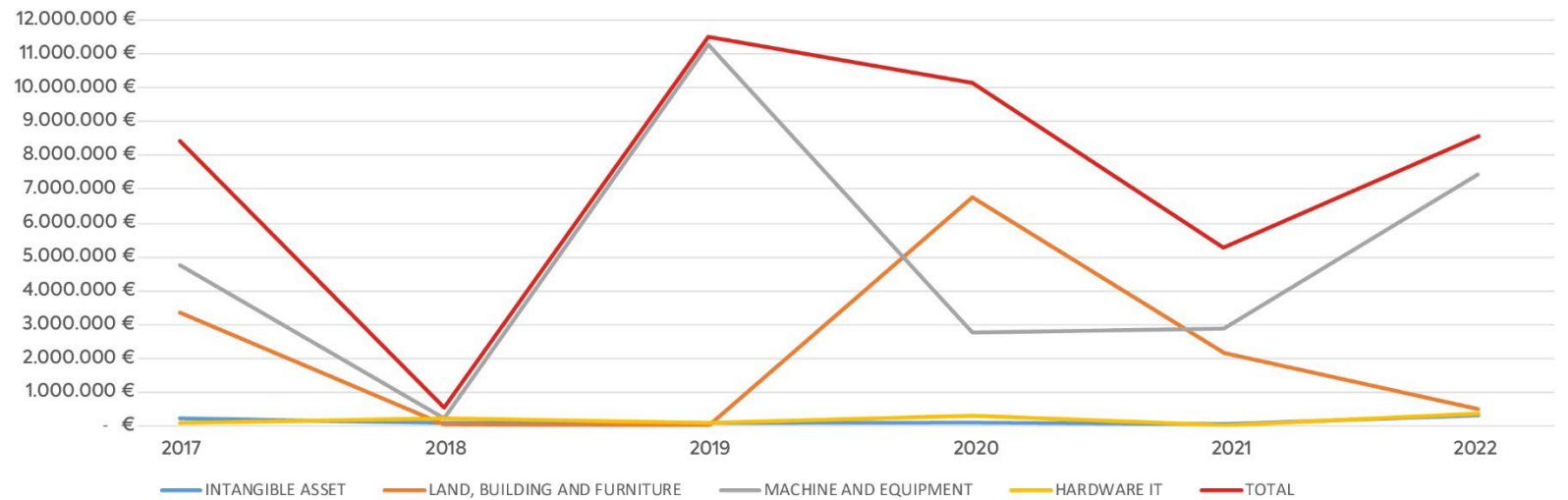
Our plant expansions in Mazzano (Brescia, Italy):
from initial 5.000 m² to 20.000 m²
plus 5.000 m² in USA



OUR INVESTMENTS

Investments area

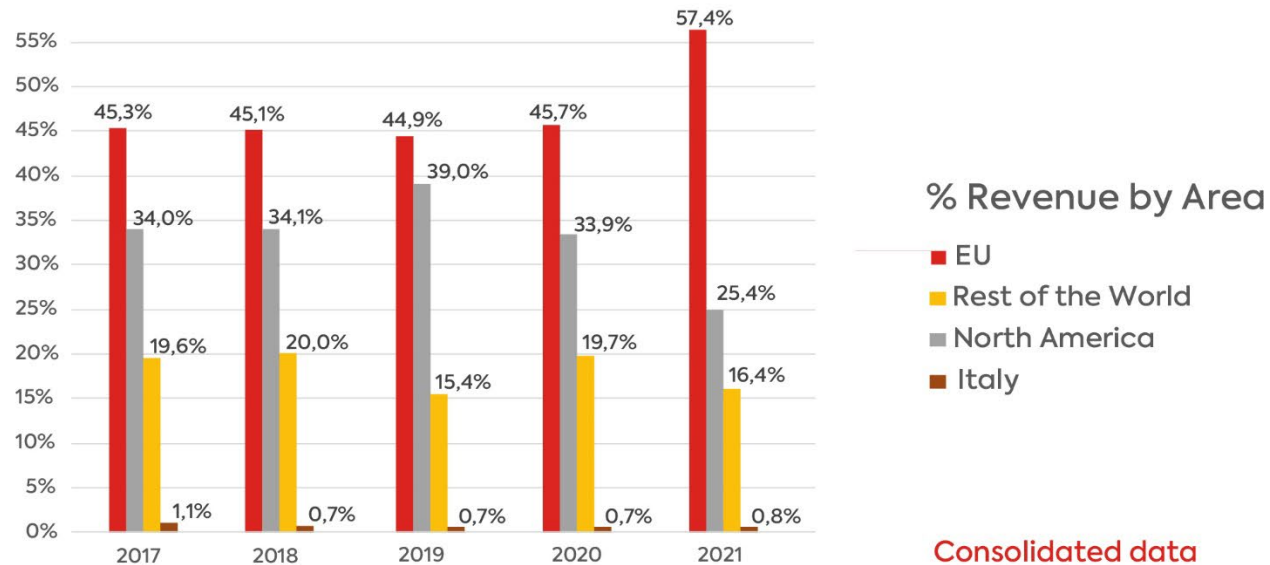
INVESTMENT	2017	2018	2019	2020	2021	2022
INTANGIBLE ASSET	210.251 €	77.449 €	88.329 €	168.562 €	122.000 €	313.000 €
LAND, BUILDING AND FURNITURE	3.339.386 €	37.781 €	16.916 €	6.828.812 €	2.105.000 €	420.000 €
MACHINE AND EQUIPMENT	4.758.176 €	220.098 €	11.280.501 €	2.822.238 €	2.904.000 €	7.570.000 €
HARDWARE IT	108.471 €	221.503 €	94.577 €	341.197 €	75.000 €	365.000 €
TOTAL	8.416.284 €	556.831 €	11.480.323 €	10.160.809 €	5.206.000 €	8.668.000 €



Consolidated data

Sales by macro geographical areas

	2017		2018		2019		2020		2021	
	Sales	%	Sales	%	Sales	%	Sales	%	Sales	%
Italy	427.439 €	1,1%	315.329 €	0,7%	317.810 €	0,7%	266.467 €	0,7%	453.286 €	0,8%
EU	17.474.514 €	45,3%	19.055.141 €	45,1%	20.385.264 €	44,9%	18.444.749 €	45,7%	29.596.099 €	57,4%
North America	13.091.112 €	34,0%	14.396.009 €	34,1%	17.706.576 €	39,0%	13.682.211 €	33,9%	13.113.666 €	25,4%
Rest of the world	7.547.365 €	19,6%	8.457.632 €	20,0%	6.991.828 €	15,4%	7.968.694 €	19,7%	8.438.435 €	16,4%
TOTAL	38.540.430 €		42.224.111 €		45.401.478 €		40.362.121 €		51.601.487 €	

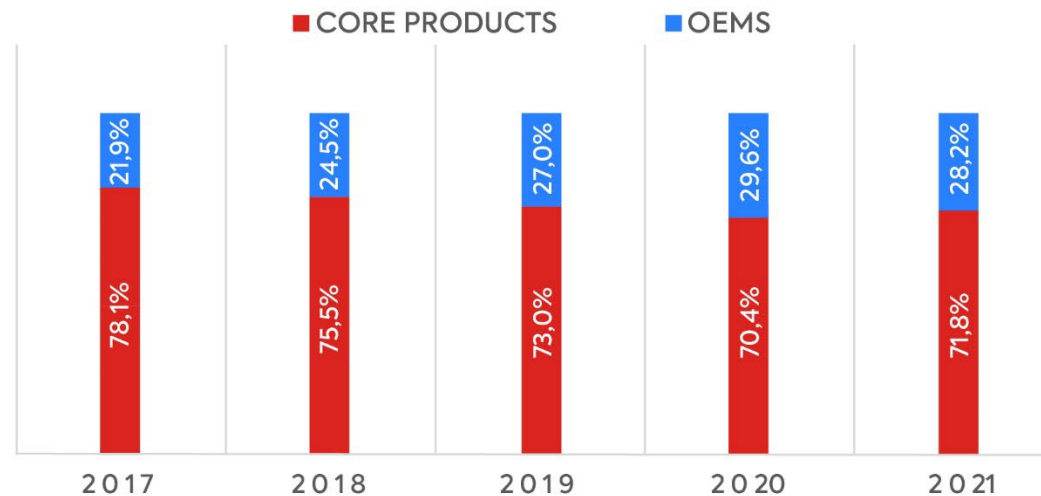


OUR SALES

OEM and Standard sales

	2017		2018		2019		2020		2021	
	Sales	%	Sales	%	Sales	%	Sales	%	Sales	%
CORE PRODUCTS	30.250.146 €	78,1%	31.890.992 €	75,5%	33.129.082 €	73,0%	28.397.869 €	70,4%	37.041.100 €	71,8%
OEMS	8.495.390 €	21,9%	10.373.114 €	24,5%	12.272.397 €	27,0%	11.964.252 €	29,6%	14.560.386 €	28,2%
TOTAL	38.745.536 €	100%	42.264.106 €	100%	45.401.479 €	100%	40.362.121 €	100%	51.601.487 €	100%

REVENUE BY CATEGORY



Consolidated data

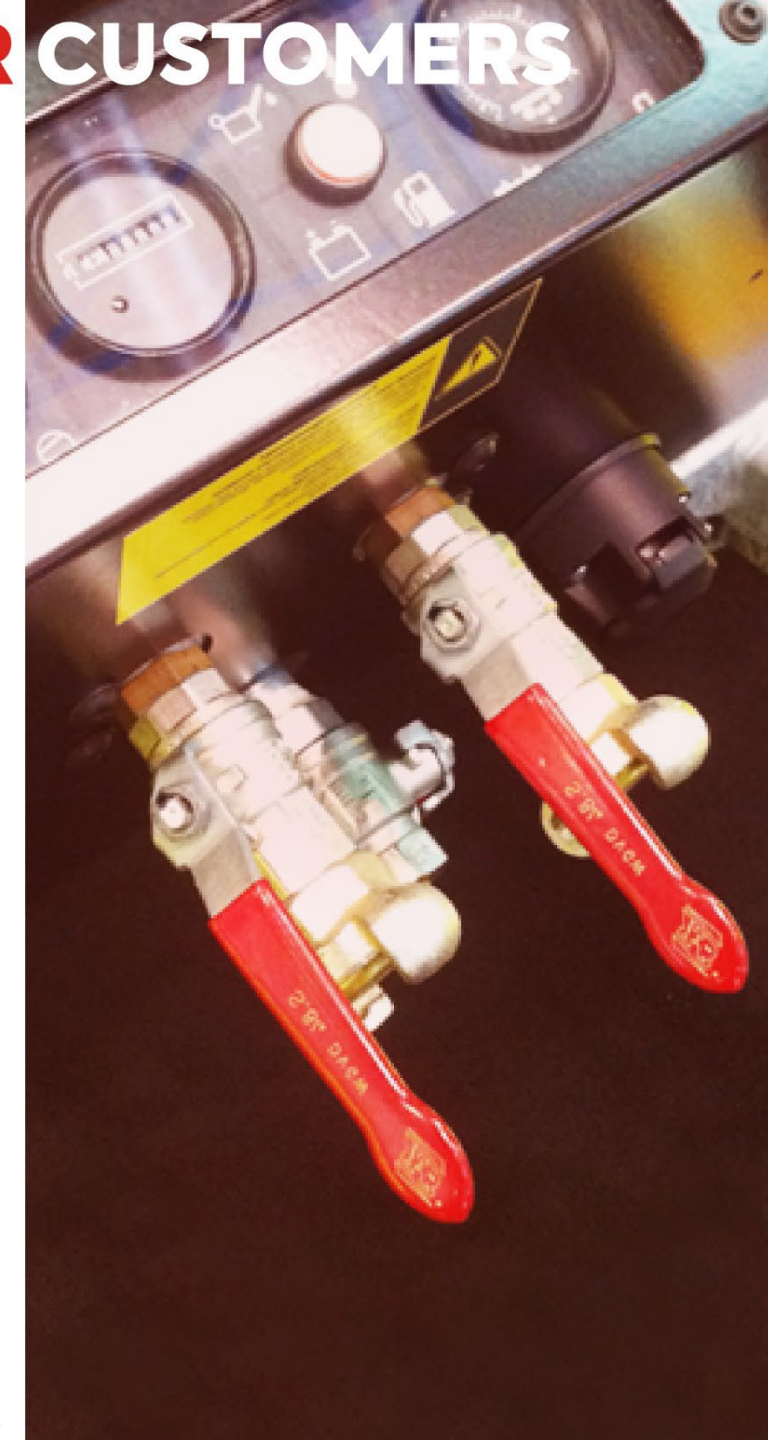
● Manufacturers

- Environmental and general contractors
- Building companies
- Chemical companies (petroleum included)
- Energy technology companies
- Food technology companies
- Medical technology companies
- Aviation technology companies
- Automotive

● Customer satisfaction*

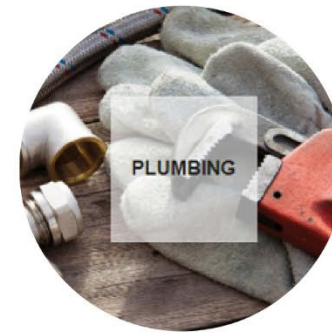
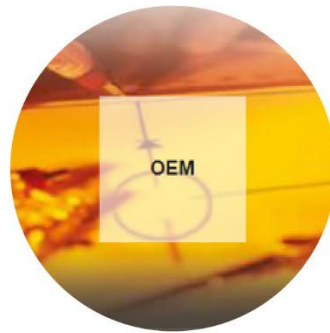
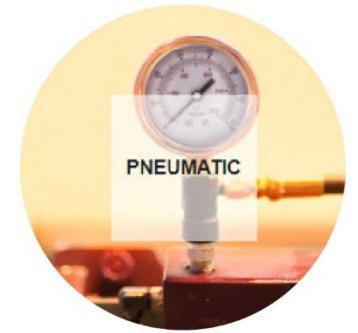
- **92.5%** is satisfied by **BONOMI INDUSTRIES** on time delivery ratio
- **97.0%** is satisfied by the quality of the information provided
- **98.5%** thinks highly of our brand
- **100%** sees our products as reliable

*data collected with the annual customers satisfaction survey



APPLICATIONS

OUR APPLICATIONS





- Pneumatic Actuators
- Electric Actuators



- Industrial filtration
- Water treatment facilities
- Food service industries
- Pneumatic control and power lines
- Chemical plants
- Refinery
- Pharmaceutical Industry

Manufacturers of:

- Commercial boilers
- HVAC heating
- Food industry
- Radiant heating
- Steam to cooking vessels
- Industrial steam
- Power generation

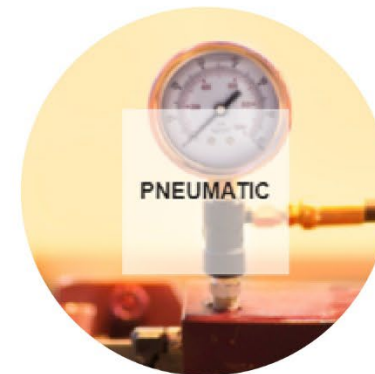
steam



OUR APPLICATIONS



- Boilers
- Burners
- HVAC heating systems
- Water heaters
- Municipal commercial/
residential gas metering
- Refineries
- Refinery gases (methane,
ethane, propane, butane)
- Chemical plant feedstocks
- Pharmaceutical gas feedstocks
- Any service gas in manufacturing
that is non-corrosive



- Compressor lines
- Air to boilers
- Air to burners
- Pneumatic control and
power lines
- Air in manufacturing/
chemical plants



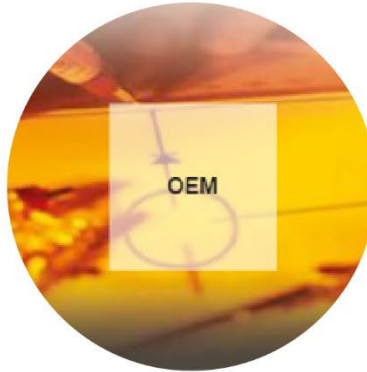
- Drinking fountains
- Bottled water
- Water treatment facilities
- Residential water delivery
- Food service industries
- Plumbing
- Coffee machines



- Low power boilers
- Water wells
- Watering
- Sprinkler/fire control
- Hotel maintenance
- Hydronics/radiant heat



OUR APPLICATIONS



R&D department to develop special products based on specific requests

- A value proposition that meets previously unmet needs
Exceed customer's expectations
- An offering that yields superior performance
Identify configurations that help customers achieve their goals
- Design organizational models to create a win to win situation





VALVES & ACTUATORS

MEETING STANDARD IS OUR STANDARD

● OEMs

Original Equipment Manufacturers (OEM) find in **BONOMI INDUSTRIES**:

- Professional expertise, loyalty and ethic
- Quality and reliability
- Specialization
- Financially sound partner
- Large volume capacity
- Flexibility
- Long term commitment



● Customers

- Boilers manufacturers
- Burners manufacturers
- LPG Gas tank and systems manufacturers
- Radiators and heat exchangers manufacturers
- Manufacturers of watering systems
- Manufacturers of fire protection systems
- Manufacturers of refrigeration systems
- HVAC manufacturers
- Shipbuilds
- Filtration industry
- Compressors manufacturers
- Tank manufacturers
- Machine tool manufacturers

BONOMI INDUSTRIES





THANK YOU
FOR YOUR ATTENTION

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