



COMPANY PRESENTATION 2018

戴博集团简介 2018版

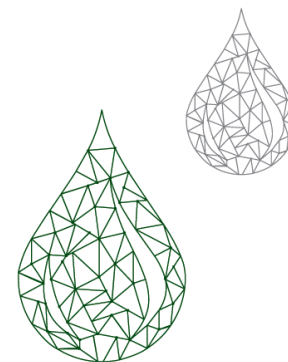




“The added value of DAB has always been knowing how to combine long experience and tradition with the quest for technological innovation.

长期、丰富的行业经验与不断探索技术创新的结合即为戴博集团的增加价值。

Sandro Stramare
Chief Executive Officer
集团首席执行官



1600



DAB PEOPLE

60% Italy
40% Branches

员工总数

314
MLN €



TOTAL SALES 2018

年销售额

7



PRODUCTION SITES

生产基地

12



SALES COMPANIES

销售公司

2,6
MLN



PIECES
PRODUCED

水泵产量 (万台/年)



**DROP
AFTER
DROP**



DAB TIMELINE 历史事件



BEGINNINGS
公司成立

1975

1977

1985

1990

1996

1998
2009

2013

2015

2018



DIFFERENTIATION
PRODUCTION AND
ACQUISITION OF
VEMA
屏蔽泵生产线整合及差
异化



GLOBALIZATION
ENTRY INTO THE MOST
IMPORTANT
MULTINATIONAL GROUP
OF THE PUMP SECTOR
全球化集团



INTEGRATION OF
TECHNOLOGIES “E.sybox”
集成式水泵解决方案诞生



INTEGRATION
OF PRODUCTION
MAKING “JET”
PUMP
整合自吸泵生产线



EXPANSION
NEW SALES
SUBSIDIARIES OPENED
开设新销售公司

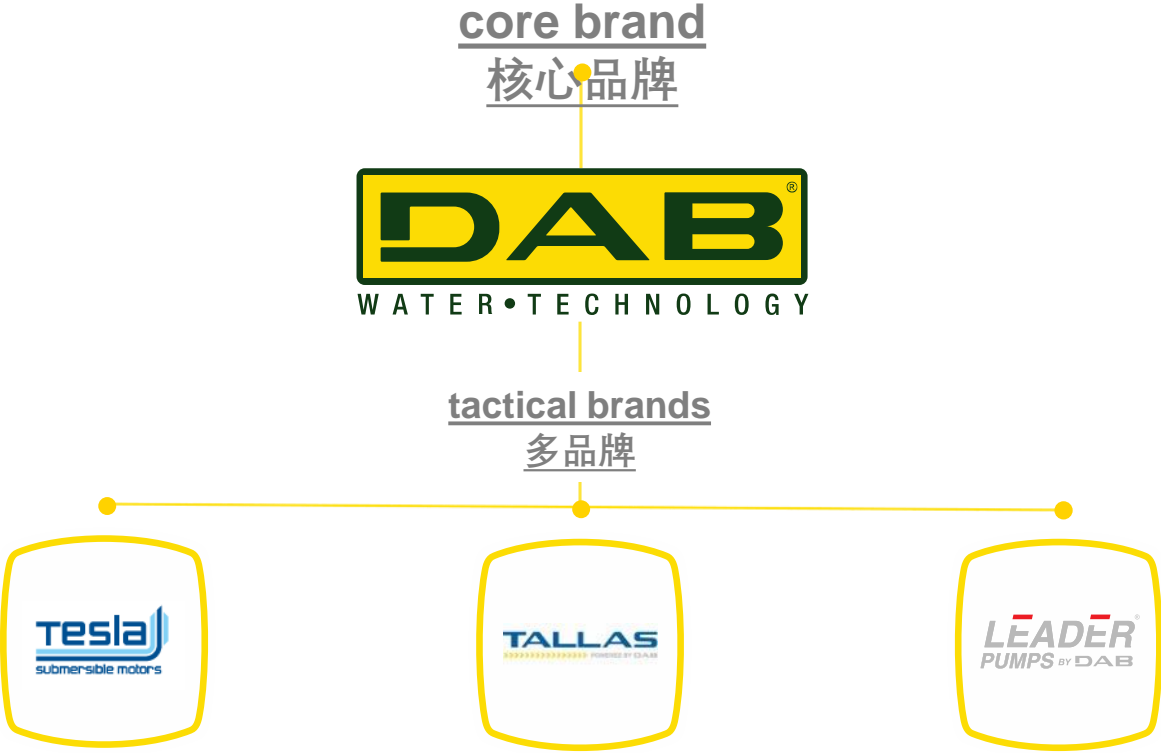


ACQUISITION NEW BRANDS
AND KNOW HOW
收购多品牌



**40 YEARS
ANNIVERSARY**
四十周年庆





SOLUTIONS 解决方案



«DON'T WORRY WE HAVE A SOLUTION»



**RESIDENTIAL BUILDING
SERVICE**
民用住宅领域



**COMMERCIAL BUILDING
SERVICE**
商业楼宇服务



**AGRICULTURE
AND IRRIGATION**
农业灌溉领域

RESIDENTIAL BUILDING SERVICE

«DON'T WORRY... WE HAVE A SOLUTION!» 民用建筑领域产品



DAB



WATER BOOSTING 增压泵

E.SYLINE



RAIN WATER

雨水泵

DIVERTRON



GARDENING AND IRRIGATION

园林灌溉泵

JET



CONDITIONING

空调

EVOTRON



HEATING 采暖

EVOSTA



WASTEWATER

废水

NOVA



SHREDDERS

马桶泵

GENIX



SWIMMING POOLS

泳池泵

E.SWIM



COMMERCIAL BUILDING SERVICE

«DON'T WORRY... WE HAVE A SOLUTION!» 商业楼宇领域产品



DAB



HEATING
采暖

EVOPLUS



WATER BOOSTING
增压泵组

2-3 NKVE



CONDITIONING
暖通泵

KDN



FIRE FIGHTING
消防泵组

KDN COMPACT



WASTEWATER
工业污水泵

FK



AGRICULTURE AND IRRIGATION

«DON'T WORRY... WE HAVE A SOLUTION!» 农业灌溉领域产品



DAB



GROUNDWATER
深井泵&深水电机

MOTORS
FROM 3 TO 14"



WATER BOOSTING
增压泵组

KDNE



SUBMERSIBLE PUMP
FROM 3 TO 12"

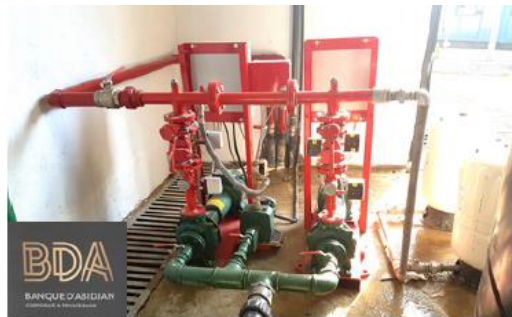


WASTEWATER
污水泵

FEKA DRENAG



SOME INSTALLATIONS 安装案例



科特迪瓦国家银行消防系统
FIRE-FIGHTING SYSTEM EN12845 FOR THE
NATIONAL BANK OF ABIDJAN (IVORY
COAST)



意大利汉堡王餐厅污水系统
SEWAGE SYSTEM OF 4 FKV 80 FOR THE
BURGER KING (OBI ITALY)



第比利斯-格鲁吉亚购物中心增压循环系统
PROJECT COMPLETE WITH BOOSTER SETS
AND CIRCULATION SYSTEMS AT THE EAST
POINT SHOPPING CENTER (TBILISI –
GEORGIA)



马加宁医院消防系统及循环系统
A COMPLETE INSTALLATION OF FIRE-
FIGHTING AND CIRCULATION SYSTEMS FOR
THE HOSPITAL MAGALINI (VERONA – ITALY)



NEW EVOSTA RANGE
最新变频屏蔽泵系列



D.LEARNING
线上学习平台

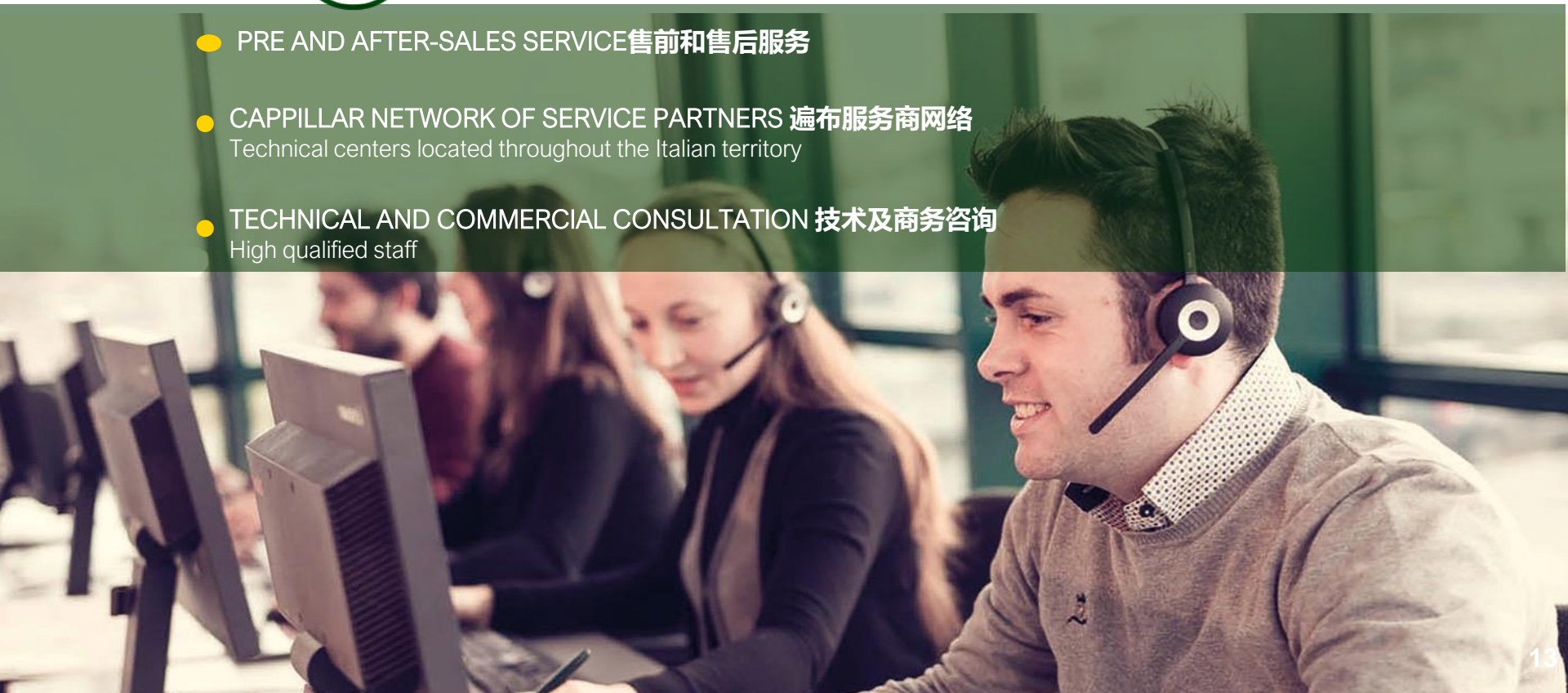


CONNECTIVITY
无限连接功能



D.Service DAB's choice to always closely follow the client during the entire life cycle of the product is confirmed by its pre and after-sales service

- PRE AND AFTER-SALES SERVICE **售前和售后服务**
- CAPPILLAR NETWORK OF SERVICE PARTNERS **遍布服务商网络**
Technical centers located throughout the Italian territory
- TECHNICAL AND COMMERCIAL CONSULTATION **技术及商务咨询**
High qualified staff





D.Training is a DAB training institute created to develop and spread the knowledge of water technologies.

- TECHNICAL COURSES IN SIX LANGUAGES 多语种培训课程
- PROFESSIONAL TEAM 专业专职培训团队
- D.LEARNING Webinar and seminars on-line 在线研讨会平台
- D.TRUCK travelling showroom 巡回展示车
- TEACHING PROPOSAL Flexible and personalized teaching proposal, including frontal lectures and on-line seminars. 个性化培训方案
- D.TRAINING is in Italy, South Africa, Russia, Spain. Will come soon in USA, Mexico, North Europe, China and Australia. 全球推进





D.Truck is the new travelling showroom set up to take the excellence of DAB technology directly to our customer's location.

集中展现戴博优势产品技术，直达客户驻地

 #DTRUCKintour  2018

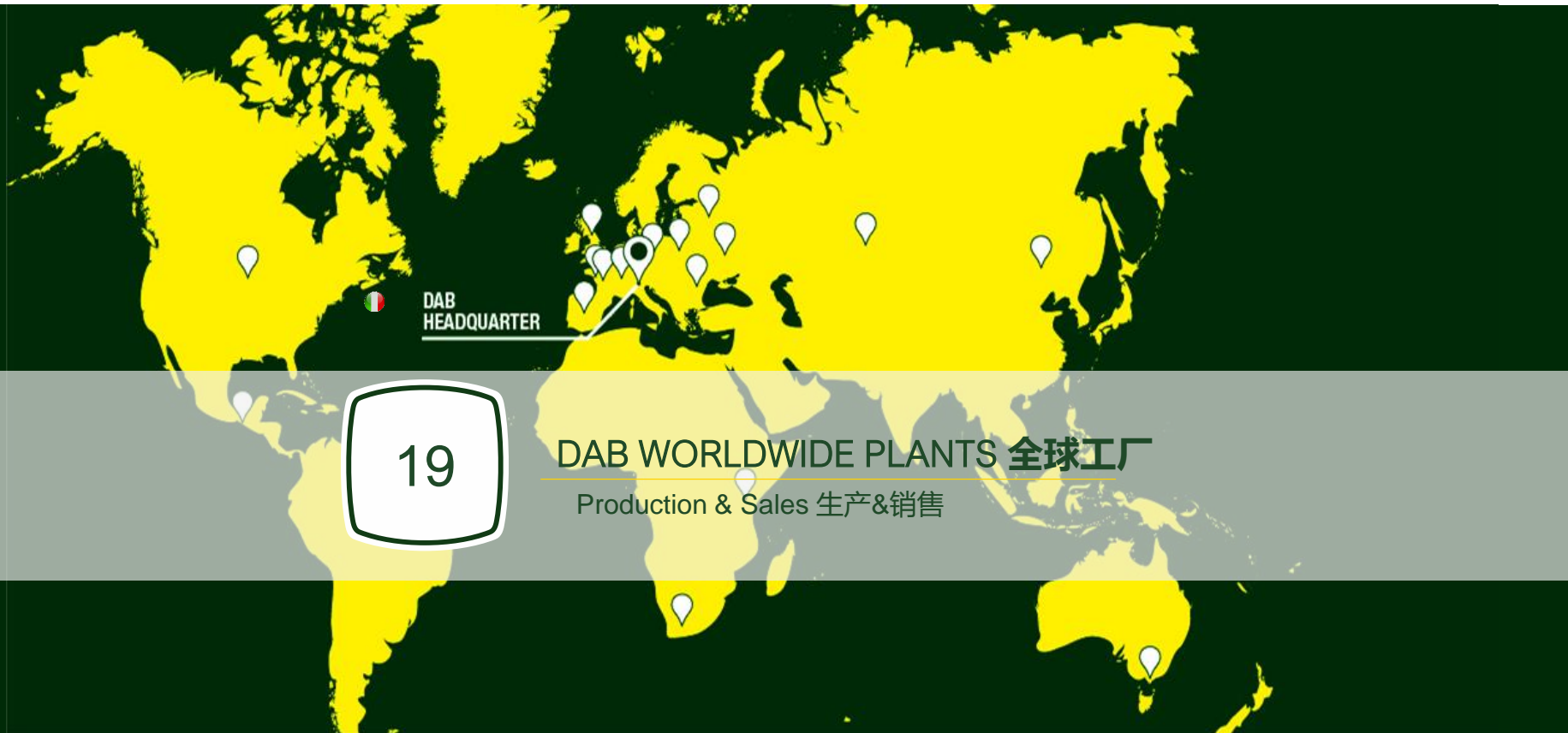
- TRAVELLING SHOWROOM 移动的DAB展厅
- WORKING DEMOS, PRESENCE ONBOARD PROFESSIONAL TRAINER 样品工作演示，专职培训人员讲解
- SHORT DEMONSTRATIVE SESSIONS

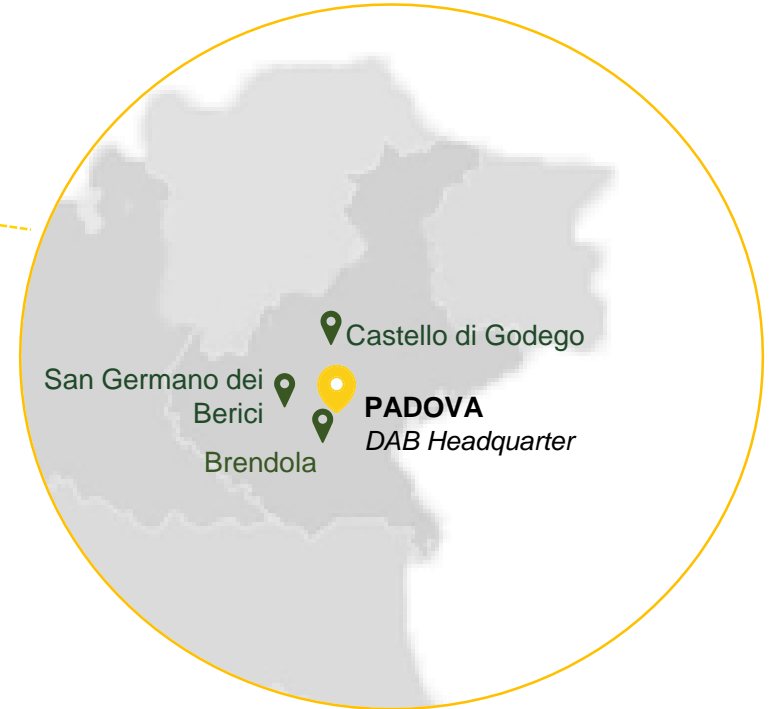


- Synergies and skills of the international DAB teams
国际团队的技术协同
- 70 designers and engineers mostly gathered in the Italian branches of Bientina, Mestrino, San Germano.
70名设计研发人员主要来源意大利总部
- About 15 million € of annual investments in R&D
年均1500万欧元研发投入

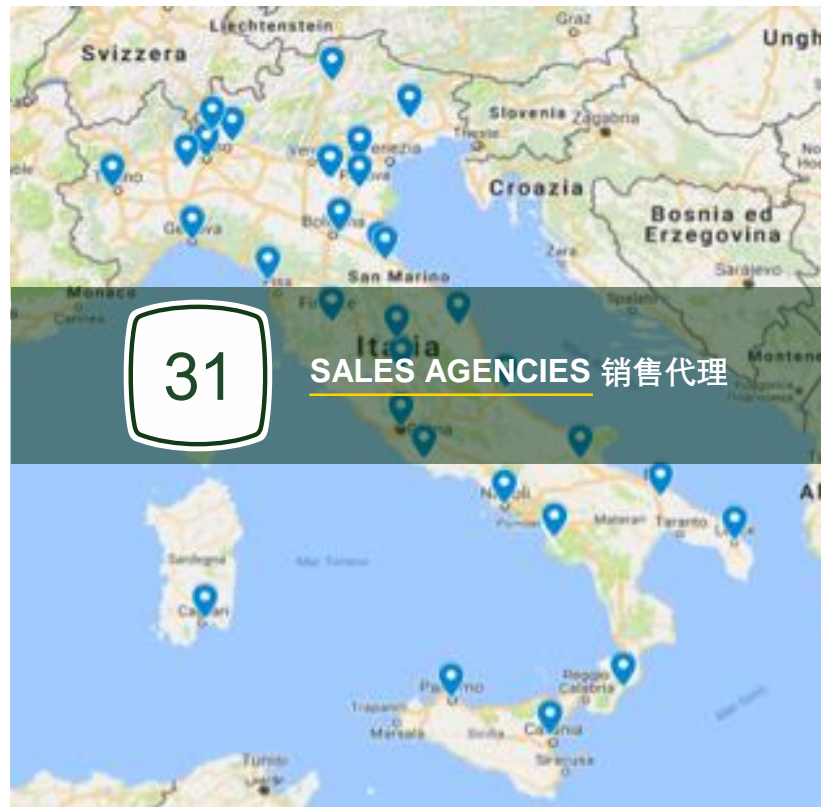


THINK GLOBAL, ACT LOCAL 全球思维, 本土执行





KNOW HOW & ITALIAN DNA



7

PRODUCTION PLANTS

全球七大工厂，五个位于意大利

DAB MESTRINO - ITALY



SQM	19.500 + 5.100
Departments	Admin, HR, ICT, Mkt, Sales, Logistics, Purchase, Quality, Production, R&D
Tecnologies	Deep drawing, plastic injection, machining, assembly

DAB CASTELLO DI GODEGO - ITALY



SQM	3.377 + 107
Departments	Production
Tecnologies	Lamination blanking, aluminium die casting, shaft machining

DAB BIENTINA - ITALY



SQM	9.400 + 2.765
Departments	Mkt, Sales, Logistics, Purchase, R&D, Quality, Production
Tecnologies	Plastic injection, assembly, electronics

DAB SAN GERMANO - ITALY



SQM	7.385 + 945
Departments	Quality, R&D, Production
Tecnologies	4-6" submersible motors, rewindable motors 6-14" , submersible pumps 3-28"

DAB BRENDOLA



SQM	10.230 + 1482
Departments	Quality, Production
Tecnologies	CNC machining, assembly

7

PRODUCTION PLANTS

两个海外工厂，分别位于中国和匈牙利



SQM	9.250 + 1.900
Departments	Admin, Purchase, Logistic, Production, R&D
Tecnologies	Plastic injection, motor winding, assembly high volumes, local supply, machining



SQM	8.750 + 750
Departments	Production, Procurement, Quality, Logistic
Tecnologies	Cast iron machining, assembly

12 SALES COMPANIES 销售公司

 **DAB UK**
Bishop's Stortford

 **DAB BELGIUM**
Groot Bijgardeen

 **DAB RUSSIA**
Moscow

 **DAB USA**
Ladson

 **DAB GERMANY**
Tonisvorts

 **DAB CHINA**
Qingdao

 **DAB SUD AFRICA**
Pretoria

 **DAB MEXICO**
Messico City

 **DAB NETHERLANDS**
Drunen

 **DAB SPAIN**
Madrid

 **DAB POLAND**
Warsaw

 **DAB OCEANIA**
Melbourne

1 REPRESENTATIVE OFFICE 代表处

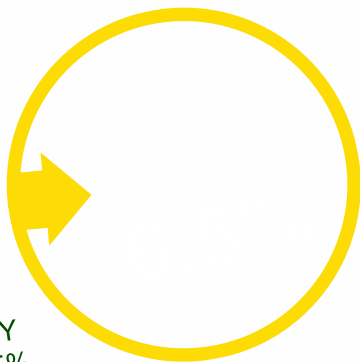
 **DAB UNITED ARAB EMIRATES**
Dubai

STRATEGIC PLAN 2016-2020 五年战略

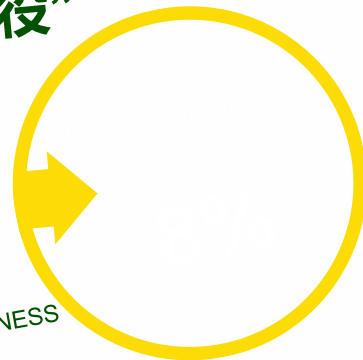
DAB 2020 STRATEGY MUST WIN BATTLES “必胜的战役”



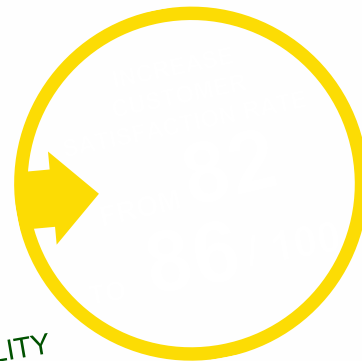
**GLOBALIZE
GROWTH WIDELY**
全球销售额增长6.5%



**INCREASE
COMPETITIVENESS**
税前利润率8%



**STRENGTHEN
CUSTOMER
CENTRICITY
& COMPANY AGILITY**
客户客户满意度达到86%



WHAT UNITES US

All our employees are guided by group values such as **sustainability, transparency, ambition, focus on people, independence and partnership**. 公司全体成员均以集团价值观为指导，即可持续性，公开诚信，雄心无限，以人为本，独立自主，合作共赢。

可持续性 SUSTAINABILITY

INDEPENDENCE 独立自主

以人为本 FOCUS ON PEOPLE

PARTNERSHIP 合作共赢

公开诚信 TRANSPARENCY

AMBITION 雄心无限



RESPONSIBILITY 社会责任



SUSTAINABILITY AND PROTECTION FOR THE ENVIRONMENT 环境保护和可持续性

100%

Of the process water is filtered and reused
过滤和再利用水达到100%.

2009

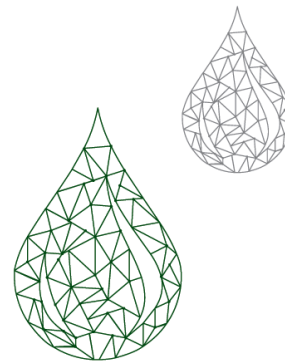
DAB won the Environmental Award for innovative system of reusing hot air produced by the compressors. 凭借压缩机热空气再利用系统的创新获得环保奖

2011

Creation of the project DAB Green Friend to promote a better use of resources whether they be water, electricity or heat. 发起绿色能源 (水, 电能, 热能) 项目

A +

Energy class of DAB Hungarian plant.
匈牙利工厂A+能量等级



Certifications 证书

ISO
9001

ISO
14001

ISO
18001



CUSTOMER SERVICE 客户服务

customer.service@dwtgroup.com



TRAINING 培训

dabtraining@dwtgroup.com



PRESS OFFICE 新闻办公室

pressoffice@dwtgroup.com



SALES OFFICE 销售

sales@dwtgroup.com



HUMAN RESOURCES 人力资源

human@dwtgroup.com



PURCHASE DEPARTMENT 采购

purchase@dwtgroup.com



THANK YOU!

谢谢！



WATER • TECHNOLOGY