

# THE HYDRAULIC BUSINESS UNIT

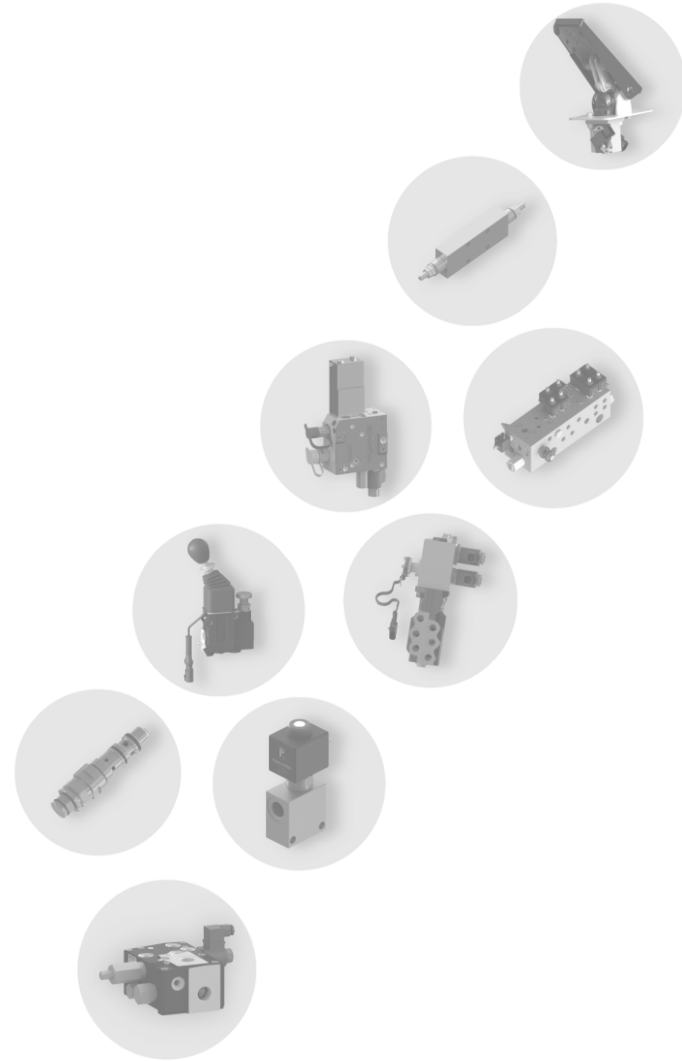
Corporate presentation of  
**Safim & Fluid-Press**



Member of **DEXKO**  
GLOBAL

# TABLE OF CONTENTS

- | **THE GROUP**
- | **THE COMPANIES**
- | **VISION, MISSION & VALUES**
- | **THE COMPANIES KEY NUMBERS**
- | **THE CORE BUSINESS – FOCUS SAFIM**
- | **THE CORE BUSINESS – FOCUS FLUID-PRESS**
- | **A WORLDWIDE PRESENCE**
- | **SAFETY, QUALITY & ENVIRONMENTAL RESPONSIBILITY**
- | **RESEARCH AND DEVELOPMENT**
- | **PORTFOLIO**
- | **CONTACTS**



# THE GROUP

**Safim and Fluid-Press, established companies in the hydraulic components industry for more than 40 years, between 2019 and 2022 have chosen to join the Dex-Ko Global Industrial Group, which coordinates the two companies through Al-Ko Vehicle Technology.**

DexKo Global is one of the world's leading manufacturers of high-quality chassis technology, chassis assemblies, accessories and hydraulic brake components. DexKo Global was founded 2016 through the merger of Dexter and AL-KO Vehicle Technology.

The AL-KO Vehicle Technology Group is a swiftly growing global technology group and a business unit of DexKo Global. With high-quality chassis and suspension components for trailers, leisure and commercial vehicles, and construction and agricultural vehicles, the group represents the best in functionality and comfort as well as innovations to ensure greater driving safety

**Safim and Fluid-Press** together constitute the beginning of a **new corporate** history, a **HYDRAULIC BUSINESS UNIT** that plans to expand and increase its market presence, while still keeping each firmly in place and present with its own identity and history.

**AL-KO**  
QUALITY FOR LIFE



# THE COMPANIES

## | Highlights on Companies



Founded in 1977 by a family business and constantly growing in the following 40 years, Safim joined the DexKo Group in 2019 to grow on global scale. Our roots tell of a braking components manufacturer developing highly customized parts, our aim is to become a system provider for electro-hydraulic vehicles' braking functions. The main applications using our components are: agriculture, material handling, mining, heavy load, aircraft tug, construction, urban cleaning.

First founded in 1971 by a family business, now Member of DexKo since 2022, Fluid-Press develops and manufactures hydraulic valves and manifold blocks. Our job is constantly done by listening to customers' needs, by being at customers' disposal and by paying attention to the necessary professional skills to compete in a challenging market. Our products are present in a wide range of sectors like: agricultural machinery, industrial vehicles, cranes, aerial platforms and earth-moving machines.



# VISION, MISSION & VALUES

## VISION



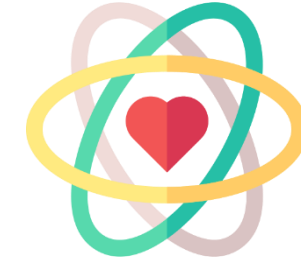
*BE THE GLOBAL MARKET LEADER  
IN HIGH-PERFORMANCE, SAFETY  
AND TECHNOLOGY RELEVANT  
ELECTRO-HYDRAULIC SYSTEM*

## MISSION



*EXPAND THE CORE THROUGH  
INNOVATIVE TECHNOLOGIES AND  
INCORPORATING NEW ENTITIES,  
LEVERAGING ON CORPORATE  
RESOURCES. LAUNCHING NEW AND  
FORERUNNING PRODUCTS EMBEDDING  
TOP TECHNOLOGIES IN OPERATIONS  
PROCESSES AND EXPLOITING PEOPLE  
TALENTS WHO REPRESENTS THE FUTURE  
OF OUR ORGANIZATION .*

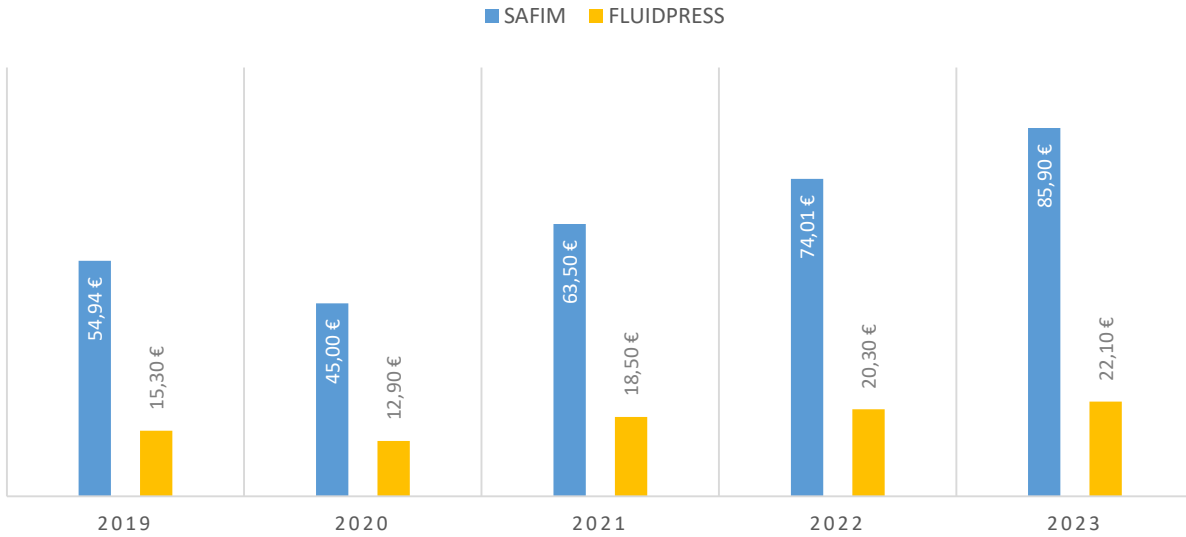
## VALUES



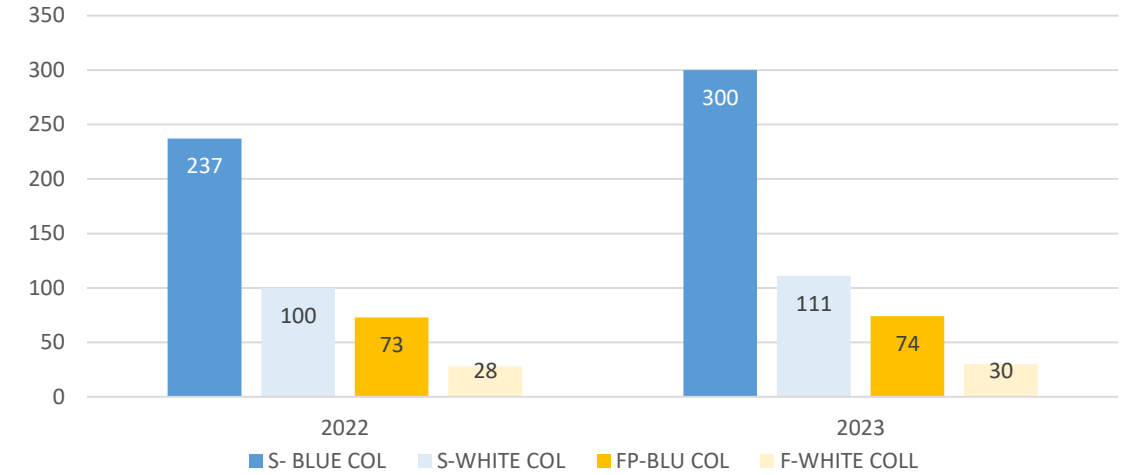
*WE FOCUS ON CUSTOMERS' NEED AND  
WE STRIVE FOR IMPROVEMENT. WE  
CONDEMN ANY KIND OF DISCRIMINATION,  
WE STRONGLY WORK FOR  
ENVIRONMENTAL SUSTAINABILITY AND  
WE INVEST IN RESEARCH AND  
DEVELOPMENT AS WELL AS ON PEOPLE  
GROWTH.*

# THE COMPANIES KEY NUMBERS

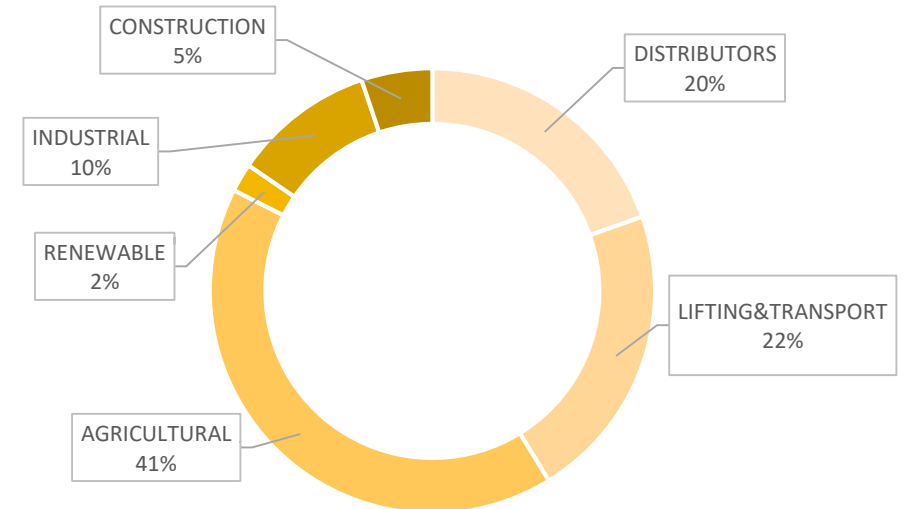
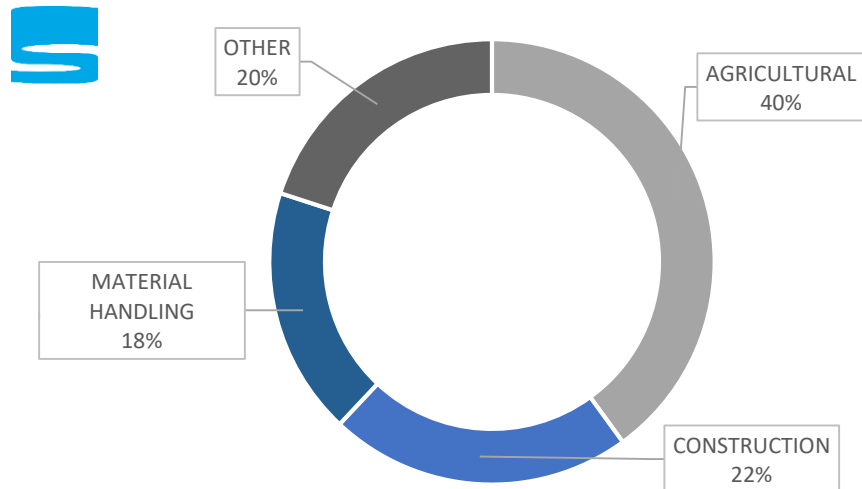
## | Turnover MIn €



## | People Safim & Fluid-Press 22-23



## | Revenues by Application 2022



# THE HYDRAULIC BUSINESS UNIT

| Safim and Fluid-Press aggregated key numbers



REVENUES 2022 94,31 MLN €  
FORECAST 2023 100 MLN €



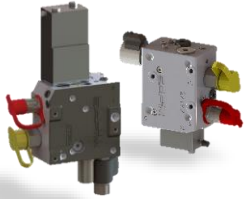
PEOPLE 2022 438  
FORECAST 2023 454



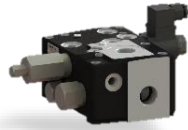
MANUFACTURING AREA 26800 SQM  
SISTER COMPANIES 3

# THE CORE BUSINESS

## HYDRAULIC BRAKING SYSTEMS COMPONENTS



Trailer Brake Valves



Master Priority Valves



Master Cylinders



Power Brake Valves



## MULTIFUNCTION VALVES & MANIFOLDS



Cartridges



Parts in Body



HIC Manifolds

Safim and Fluid-Press since the very beginning design and manufacture a wide range of hydraulic components for the moving and the braking of off-highways vehicles and trailers, with the utmost attention to customers' needs.

Booth companies can supply components for industrial vehicles of the following sectors:

- AGRICULTURAL
- CONSTRUCTION
- MINING
- HEAVY LOAD
- MUNICIPAL
- AIRCRAFT TUG

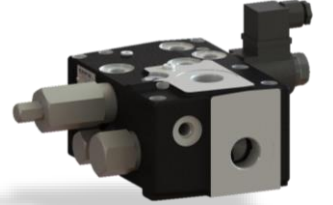


# THE CORE BUSINESS – FOCUS SAFIM

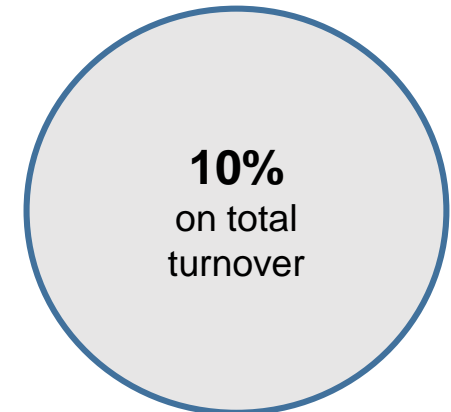
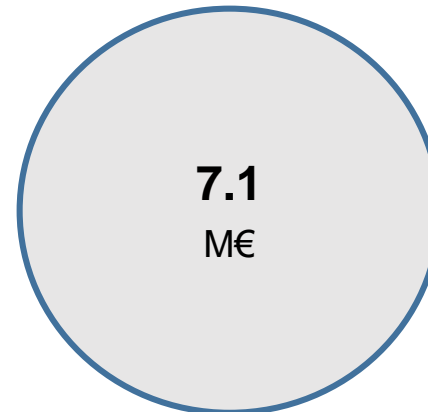
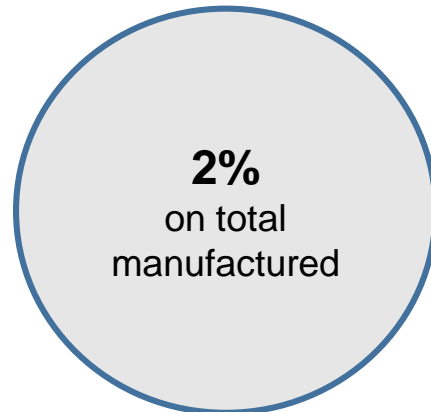
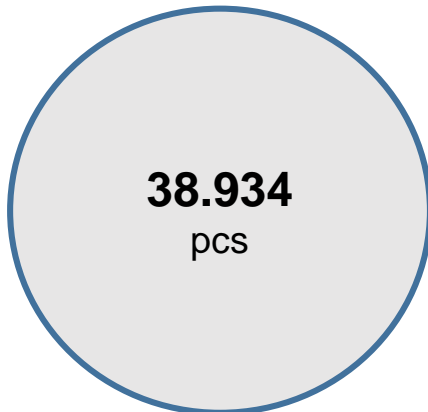
## | Master Priority Valves

### Main Features

Master Priority Valves enables the distribution of the hydraulic power among the different actuations of the vehicle, like the steering, the brakes, the cylinder commands, and others, following a predetermined order. Such features preserves all the main security functions of the machines respect other secondary functions, which do not affect the safety of the operator in case of malfunctioning or vehicle breaking. Master Priority Valve directly connects to the vehicle hydraulic power source.



### Key Numbers



## | Power Brake Valves

### Main Features

Power brake valves modulate the hydraulic pressure generated from an already existing source of energy of the machine and incoming to the brakes. The brake pedal controls such valves, positioned right under the same pedal.

The power applied from the operator on the pedal directly modulates the energy already present in the system. Depending on the brake type the constructor wants (soft, hard, other) components are customized in order to obtain the exact braking.



### Key Numbers

**138.236**  
pcs

**7%**  
on total  
manufactured

**26.2.2**  
M€

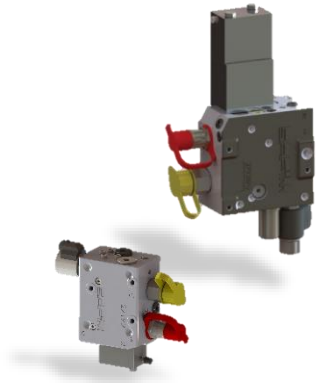
**35%**  
on total  
turnover

## | Trailer Brake Valves

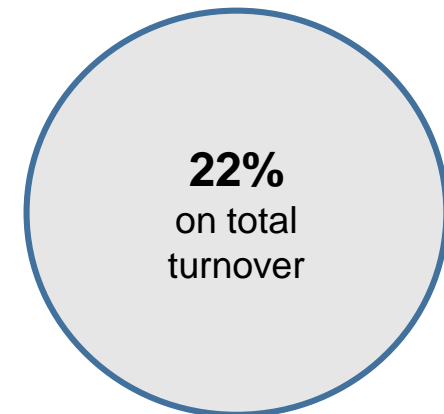
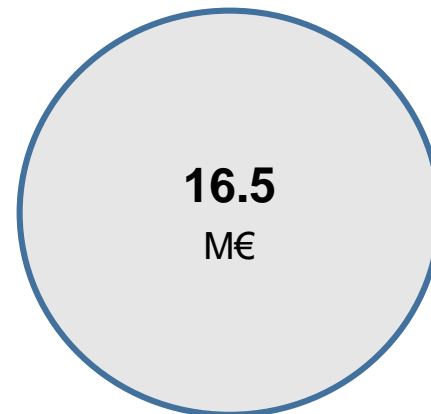
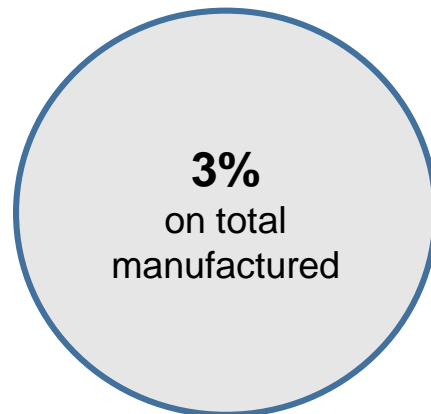
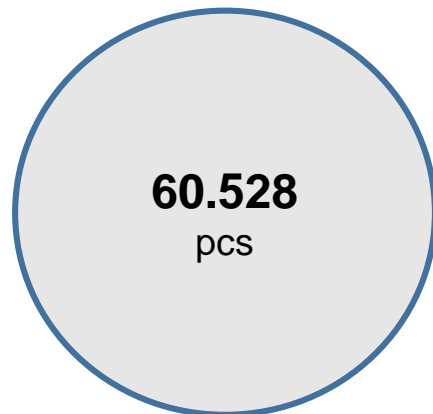
### Main Features

The trailer brake valve controls the synchronicity between tractor and trailer braking; the braking pressure of the tractor directly drives the trailer braking valves.

This valve type are available for different circuits: open centre / load sensing-open centre / load sensing – close centre. Furthermore, we provide for valves responding to the CUNA regulation for the Italian market. On tractors of small dimensions, the valves are set up between the pump and the directional valve, without any safety valve connected to the circuit itself.



### Key Numbers



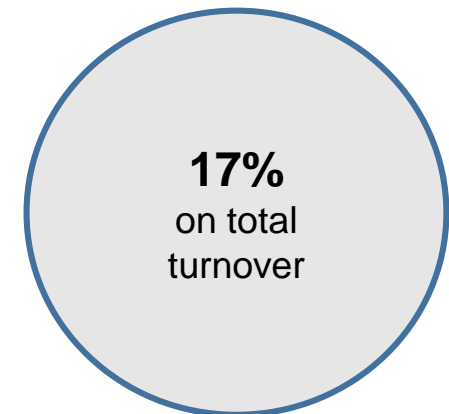
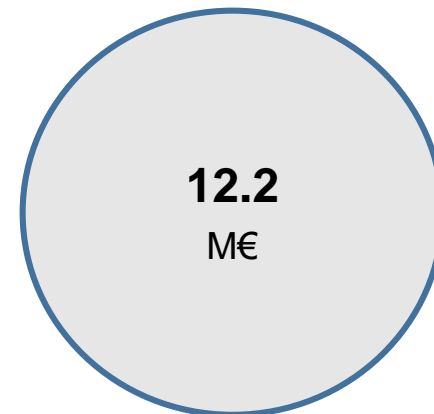
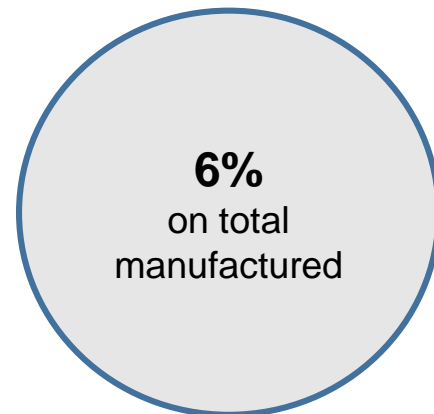
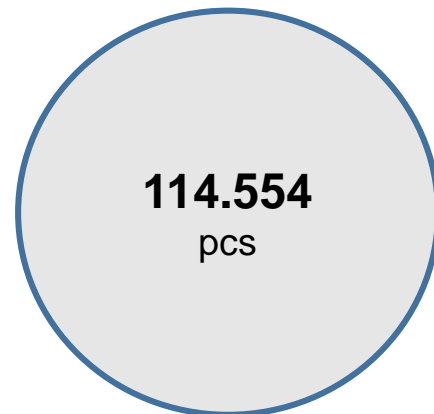
## | Master Cylinders

### Main Features

Master cylinders convert the intensity applied on the pedal in hydraulic power, which are used to actuate the vehicle brakes.



### Key Numbers



# THE CORE BUSINESS – FOCUS FLUID-PRESS

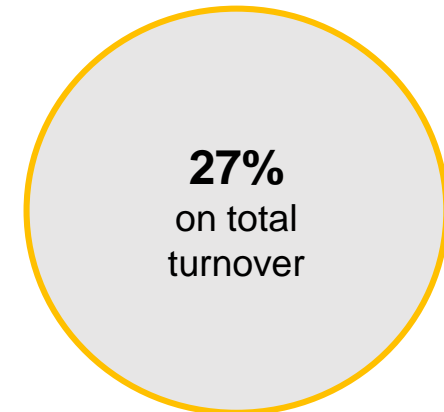
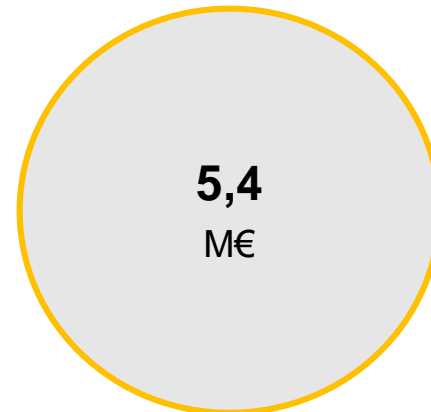
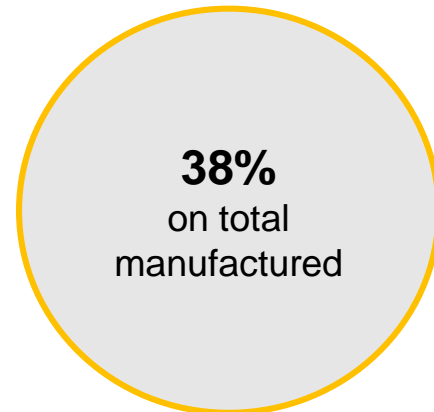
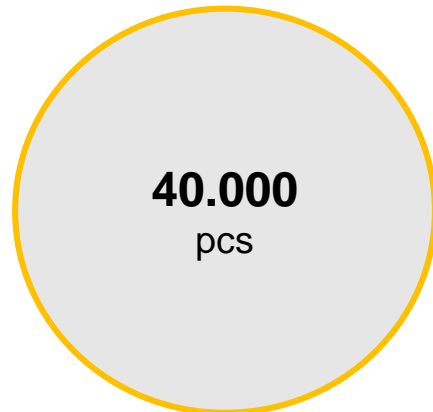
## | Cartridges

### Main Features

Screw in cartridge valves, or threaded cartridge valves, use threads to screw into the manifold block or valve block to independently perform one or more hydraulic functions. They are available in different cavities and sizes and multiple variations to help the control circuit optimization.



### Key Numbers



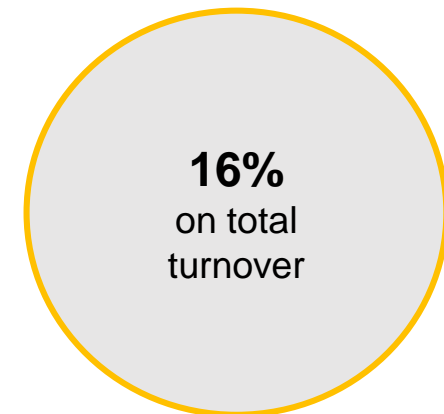
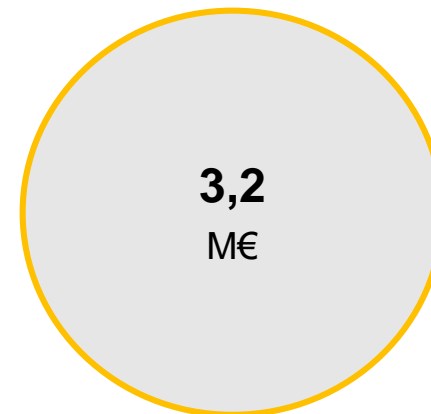
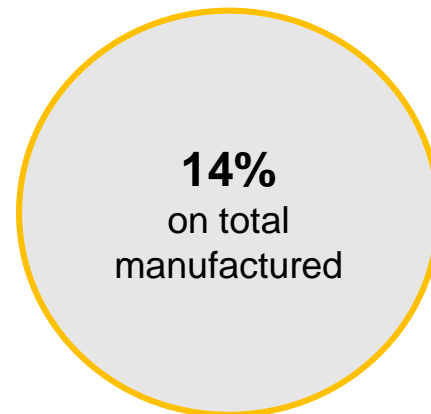
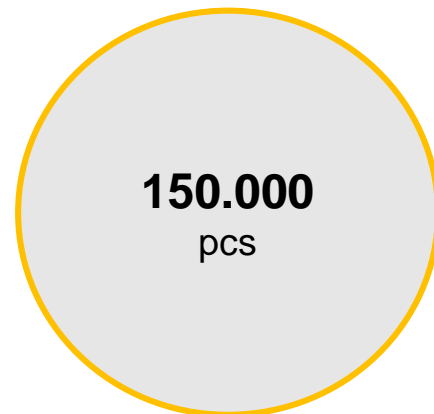
## | Parts in Body

### Main Features

Parts-In-Body valves, are made of moving components installed directly into the manifold either aluminum and steel. These specific solutions are designed for different functions, such as lifting machines, earth moving machines, agricultural application and industrial vehicles. The product is available in different sizes and configurations.



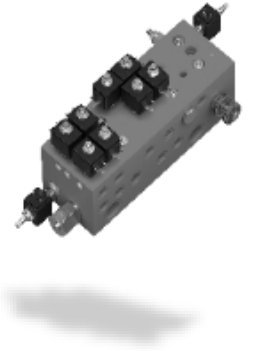
### Key Numbers



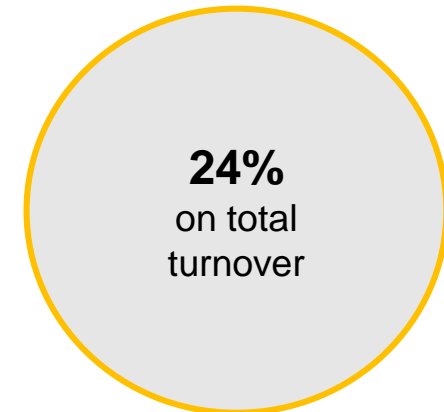
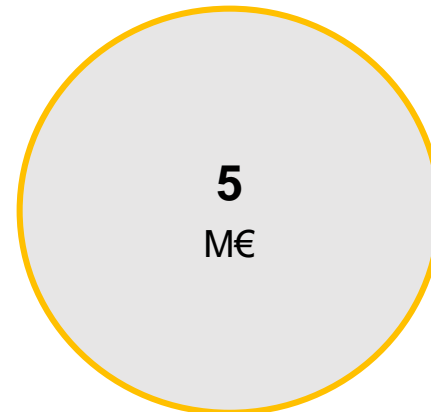
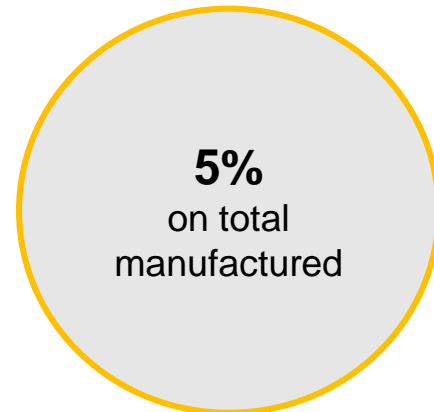
## | HIC - Manifolds

### Main Features

The customized valves incorporate two or more functions into a single manifold, which allow a more compact valve package by reducing the installation time and system maintenance. They also reduce manifold size, number of ports, machining costs and external connection are minimized.



### Key Numbers



# A WORLDWIDE PRESENCE



Safim and Fluid-Press are worldwide known and during the years they built their own net. Our commercial subsidiaries and a manufacturing plant in India contributes to be worldwide present.



**MODENA [MO] ITALY**

**ALBINEA [RE] ITALY**

**QUATTRO CASTELLA [RE] ITALY**

**TOANO [RE] ITALY**

**PUNE, INDIA**



**BURNSVILLE, MN – U.S.A**

**WIEBELSHEIM, GERMANY**

**DOURDAN, FRANCE**



# SAFETY, QUALITY & ENVIRONMENTAL RESPONSIBILITY



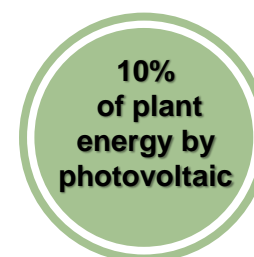
Safety First is a primary factor of the Group, therefore we invest in training and PPE to prevent personnel from injuries. Safim achieved the ISO Certification 45001 ruling the Occupational Health And Safety Management System



Our products, which mainly deals with operators' safety, this means we must deliver quality parts., Safim and Fluid-Press both achieved the ISO 9001 certification about the Quality Management System.



Environmental responsibility runs side by side with safety. Our companies are committed to reduce environmental impact by introducing waste recycling policy, which has lead to 67% of all internal waste to be recycled. Safim also achieved The Environmental Management System ISO 14001 certification.

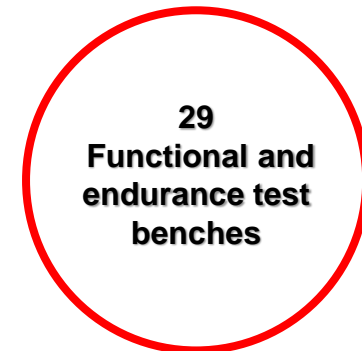
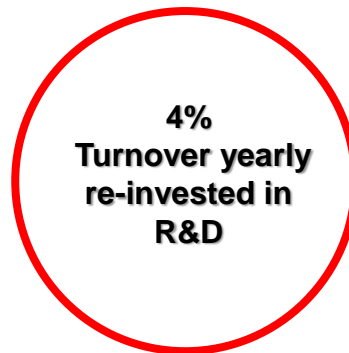
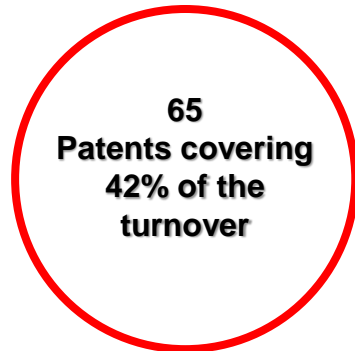


# RESEARCH AND DEVELOPMENT

R&D is a key point for our companies, as we aim to become a System Provider for innovative solutions for next generation machines guidance control and improving and developing existing Hydraulic and electro-hydraulic technologies.

Working side-by-side with vehicles' manufacturers, and forerunning the times in giving more and more safety-relevant components solutions to the market, are our drivers on future developments as well as the roots who made us grow during decades.

Both Safim and Fluid-Press, since the very beginning, invests on technologies and people an average 4% of the yearly turnover, we avail of a wide range of equipment to test our production processes and products under the aspect of the precision, endurance, cleanliness and reliability.



# PORTFOLIO



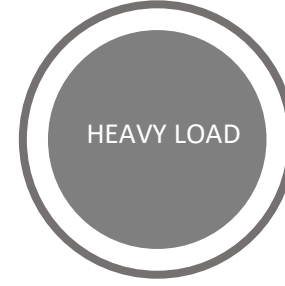
AGRICULTURAL

HORSCH  
MCHALE  
CARRARO  
CLAAS  
DEUTZ FAHR  
CATERPILLAR  
AGCO  
JCB  
KUBOTA  
SAME  
TURK TRACTOR  
CNH  
JOHN DEERE  
AMAZONE



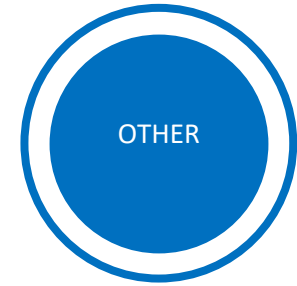
CONSTRUCTION

CATERPILLAR  
JCB  
CNH  
HIDROMEK  
HYDREMA  
KOMATSU  
KRAMER  
LARSEN&TOUBRO  
LIEBHERR  
MECALAC  
TEREX  
VOLVO



HEAVY LOAD

MULTITEL  
PALFINGER  
JCB  
KRAMER  
LIEBHERR  
TEREX  
GODREJ  
HYUNDAI  
JLG  
MANITOU  
LINDE  
TOYOTA  
MERLO  
STILL



OTHER

JLG  
AEBI-SCHMIDT  
BOCHUNG  
BUCHER  
DULEVO  
GOLDHOFER  
JOHNSTON  
KALMAR  
SCHOPF  
TDL

# CONTACTS

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Together is **Better**