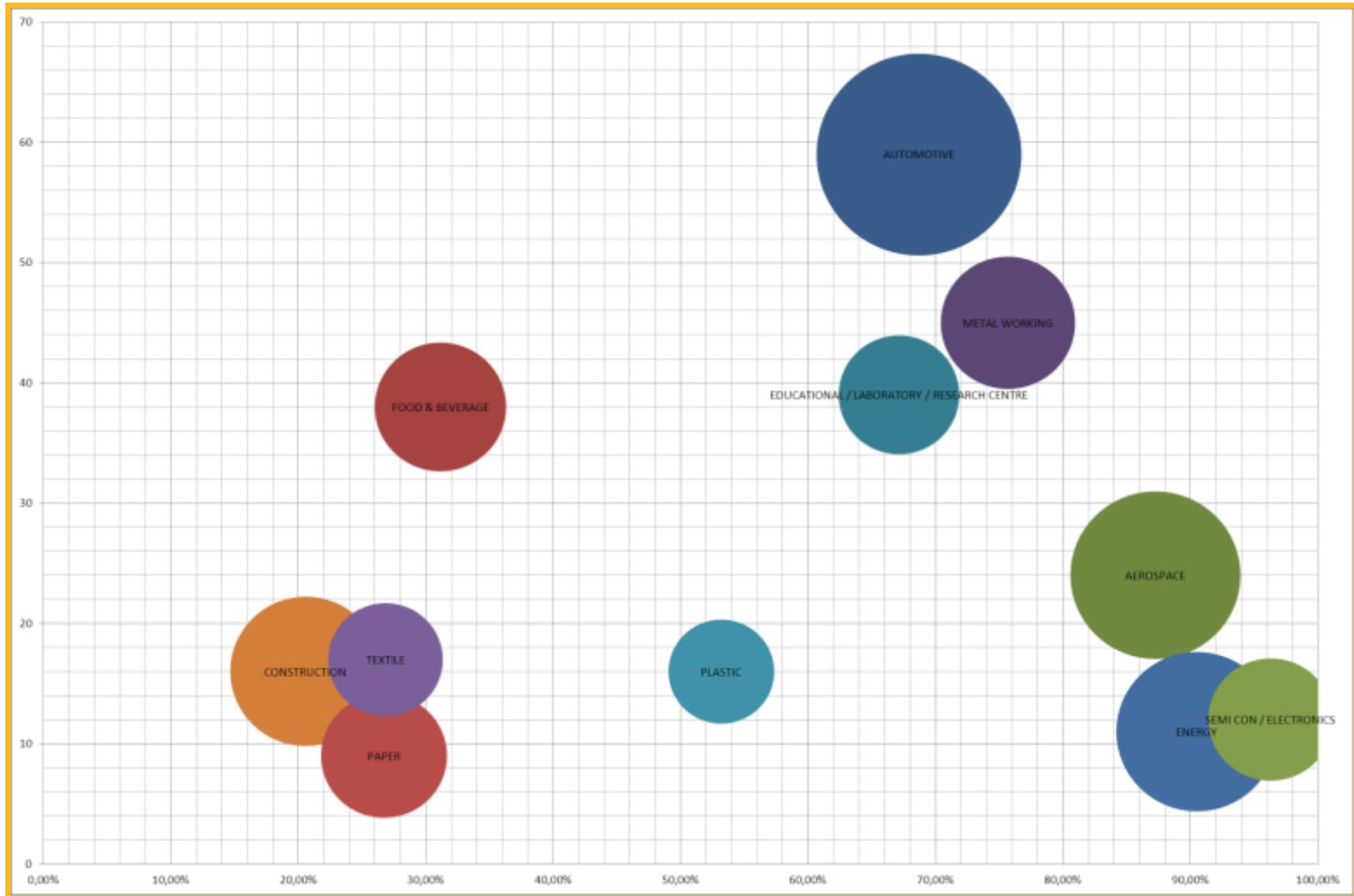


Webcast W43 FY14

Transair Main markets



Introduction



Agenda

- Automotive
- Aerospace
- Educational
- Metal Working
- Food & Beverage

1 - Automotive

Gestamp – Spain

Exide – Spain

JLR – UK

BMW – Germany

IHI – Italy

1 – Automotive Gestamp (Spain)



- Metal forming company based in Navarra
 - PSA tier supplier

6" installation



1 – Automotive

Gestamp (Spain)



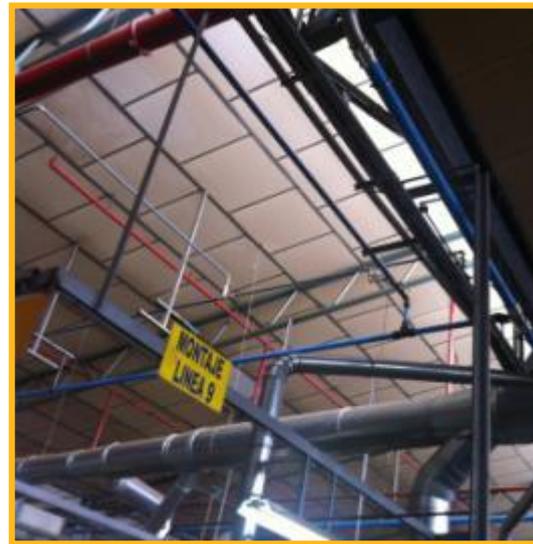
- Key selling point:
 - Installation time
 - Modularity
- Route to market:
 - Through our compressed air specialist dealer

1 – Automotive Exide (Spain)



- Battery manufacturer
 - Sulfuric Acid environment, without reaction with our solution.

6" installation



1 – Automotive Exide (Spain)



- Key selling point
 - Chemical resistance
 - Modularity
- Route to market
 - Through a compressed air specialist

1 – Automotive

Jaguar Land Rover (UK)



- Key selling point:
7 km of pipe with all diameter



1 – Automotive

Jaguar Land Rover (UK)



- Key selling point:
 - On this large project exact location was not prevised ; the fast installation time gave the possibility to adapt the network at the exact needs at the last minute.
 - The capacity to add drops without downtime, so major productivity.
 - .
- Route to market:
 - The collaboration with the Automotive In-Plant Market Manager

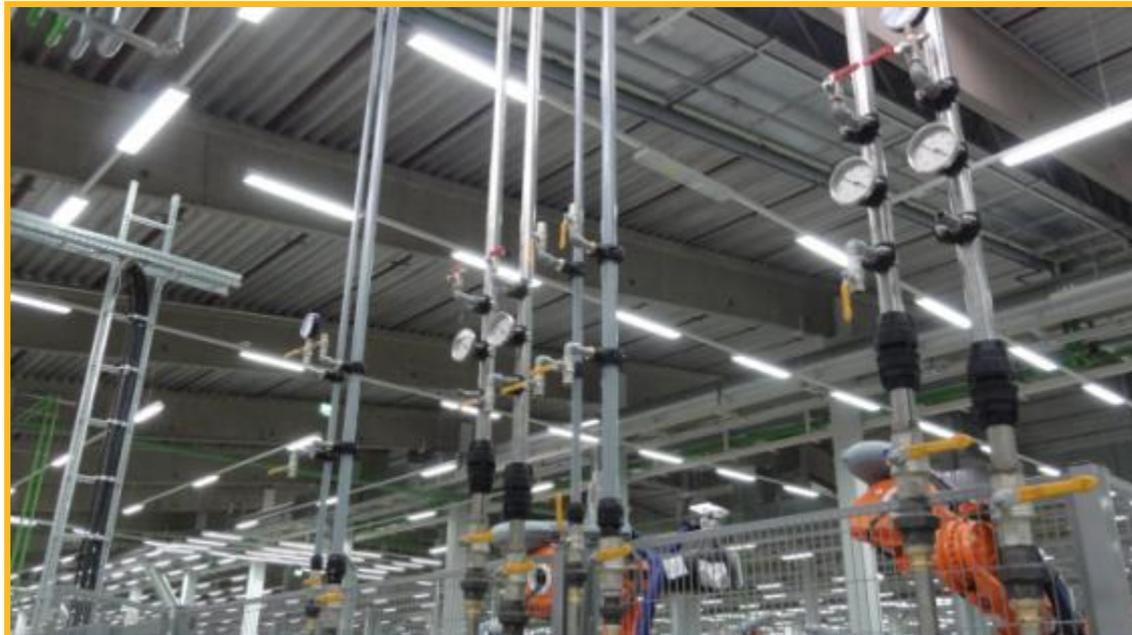
1 – Automotive

BMW (Germany)

- Car manufacturer



Water and compressed air retrofit installation



1 – Automotive

BMW (Germany)



- Key selling points
 - The ability to change the layout of distribution over the week-end
 - The quality consistency through both aluminum and stainless steel system
- Key selling points
 - Through a compressed air specialist

1 – Automotive

IHI (Italy)



- Turbo manufacturer
 - Regular customer since 5 years. They modify regularly their network to keep it in line with their needs.



1 – Automotive

IHI (Italy)



- Key selling points:
 - The global offer of parker (with air treatment)
 - The ease of modification : since 5 years lot of modifications were made without impacting productivity.
 - Re-usability of the products : IHI is expanding in a new building; they transfer the machines and the pipework.
- Route to market:
 - Through a compressed air specialist

1 – Automotive

Conclusion

TRANSAIR AVOID DOWNTIME COST

**TRANSAIR WILL ADAPT TO THE
PRODUCTION EVOLUTION**

- **Route to market** =
- Through compressed air specialist
 - With Key Account Manager

2 – Aerospace

Rolls Royce – UK

Airport Zaventem – Belgium

Airbus A350 - France

2 – Aerospace

Rolls Royce (UK)



- Aircraft engine manufacturer
 - Large retrofit project to replace malfunctioning TESEO installation.



2 – Aerospace

Rolls Royce (UK)



- Key selling points
 - Reliability of the system
 - Efficiency of the system
- Route to market
 - Through a general contractor responsible for maintenance of the building.

2 – Aerospace

Airport Zaventem (Belgium)

- Airplane maintenance hall
 - On of the numerous maintenance hall we have made in airport.



2 – Aerospace

Airport Zaventem (Belgium)

- Key selling points:
 - Installation time
 - Aesthetic
- Route to market:
 - Through compressed air specialist

2 – Aerospace

Airbus (France)

- Airbus A350 assembly plant
 - Including the painting rooms



2 – Aerospace

Airbus (France)

- Key selling point:
 - Quality consistency of the compressed air
 - Modularity
- Route to market
 - On specification, with installer

2 – Aerospace

Conclusion

Quality consistency of the compressed air

Aesthetic

→ Route to market:

- On specification, with national installer

3 – Educational

UFR Le Mans – France

University of Bristol – Ireland

3 – Educational

UFR Le Mans (France)

- Science university



3 – Educational

UFR Le Mans (France)

- Key selling point:
 - Installation time
- Route to market:
 - Specification

3 – Educational

University of Bristol (Ireland)

- Science university
 - Compressed air installation in the laboratory.



3 – Educational

University of Bristol (Ireland)

- Key selling point:
 - Installation time
- Route to market:
 - Specification

3 – Educational Conclusion

In public project decision "chain" is so long and complicated that it is very difficult for an installer to change the specification.

Specification is a MUST

4 – Metal working

Nowak – France

Deslandes Moreau – France

Bouvet – France

SVC – France

4 – Metal working

NOWAK (France)



- High precision casting ("Lost wax")
 - New building specialized in medical prosthesis production.



4 – Metal working

NOWAK (France)



- Key selling points:
 - Leak free connection
 - Installation time
- Route to market:
 - Specification and installer

4 – Metal working

Deslandes Moreau (France)

- Welding company
 - Transair for compressed air and shielding gases for welding application.



4 – Metal working

Deslandes Moreau (France)

- Key selling points:
 - Full solution for welding gases and compressed air
 - Quality of the system certified by an other end user
- Route to market:
 - Specification and installer

4 – Metal working

Bouvet (France)

- Aluminum windows
 - 6km of pipes from 25mm to 100mm.



4 – Metal working

Bouvet (France)

- Key selling point:
 - Project management made by our Transair Specialist
 - Modularity
 - Quick installation
- Route to market:
 - Specification and installer

4 – Metal working

SVC (France)

- Mechanical welding company
 - Both compressed air and Argon mix lines.



4 – Metal working

SVC (France)

- Key selling points:
 - Installation time
 - Full offer : compressed air + Argon mix (92%)
 - FIGA 3 outlets wall brackets
- Route to market:
 - Specification and installer

4 – Metal working

Conclusion

**Ability to cover compressed air
and welding gases**

**Quality consistency of the fluids
= high quality welding**

5 – Food & Beverage

UCPT Paimpol – France

Al Shaihani – ME

Mars – ME

Coca-cola – Philippine

Ryse Bryggeri – Denmark

Nespresso – Switzerland

Ferrero – Canada

Florette – Spain

Oromas – Spain

5 – Food & Beverage

UCPT (France)

- Vegetable sorting and packaging company
 - Transair feeds conveyor and sorting machine with compressed air.



5 – Food & Beverage

UCPT (France)

- Key selling points:
 - Installation time : project had to be close in 2 weeks
 - Lightness of the system
 - Reliability of the system : the customer had already tried it

- Key selling points:
 - Specification and end-user

5 – Food & Beverage

Ali Shaihani (UAE)



- Chips manufacturing company:
 - Nitrogen installation



5 – Food & Beverage

Ali Shaihani (UAE)



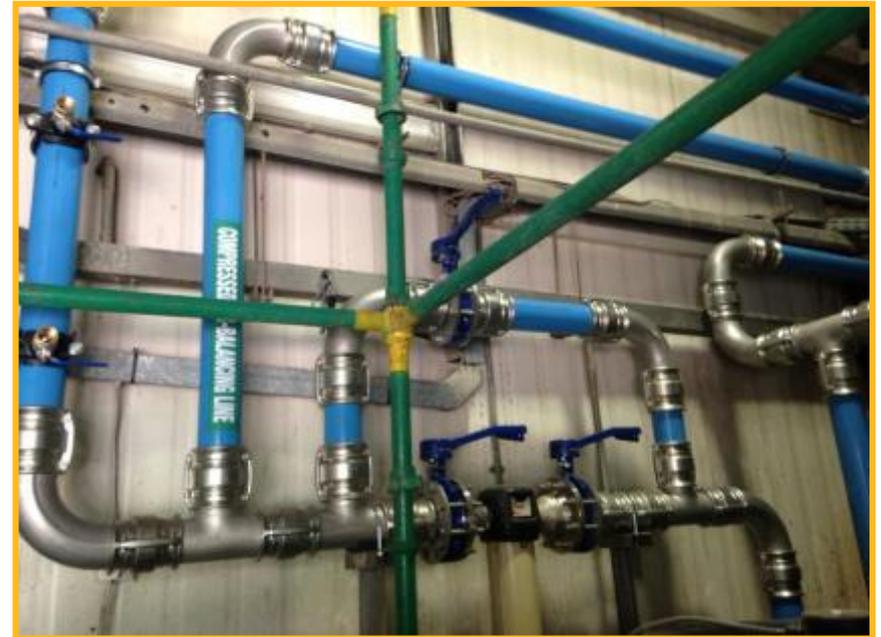
- Key selling point :
 - Quality consistency of the fluid
 - Ability to provide full package (including nitrogen generators)
- Route to market:
 - Compressed air specialist

5 – Food & Beverage

Mars (UAE)

MARS

- Chocolate factory:



5 – Food & Beverage

Mars (UAE)

MARS

- Key selling point :
 - Quality consistency of the fluid
- Route to market:
 - Compressed air specialist

5 – Food & Beverage

Coca cola (Philippines)



- Beverage :
 - Transair is used for a nitrogen network



5 – Food & Beverage

Coca cola (Philippines)



- Key selling points:
 - Ability to provide yellow pipes
 - Quality and guarantee
 - Versatility

5 – Food & Beverage

Ryse Bryggeri (Denmark)



- Nitrogen pipework for a Brewerierie.



5 – Food & Beverage

Ryse Bryggeri (Denmark)



- Key selling points:
 - Installation time
 - Quality consistency of the fluid
- Route to market :
 - Through PSC service team

5 – Food & Beverage

Nespresso (Switzerland)

- Compressed air for process.



5 – Food & Beverage

Nespresso (Switzerland)



- Key selling points:
 - Modularity : the machines are changed every year
 - Support given by the Transair specialist : the installation training done to the maintenance team.
- Route to market:
 - Specification

5 – Food & Beverage

Ferrero (Canada)



- Food market key player.



5 – Food & Beverage

Ferrero (Canada)



- Key selling point:
 - Efficiency of the system
 - Quality consistency of the fluid
- Route to market:
 - Specification and compressed air specialist

5 – Food & Beverage

Florette (Spain)

- Food market key player.



5 – Food & Beverage

Florette (Spain)



- Key selling points :
 - Lightness of the system : to decrease the load on the roof
 - Efficiency of the solution : the end user reduced the compressor pressure by 1 bar
- Route to market:
 - Compressed air specialist

5 – Food & Beverage

OROMAS (Spain)



- Pasta manufacturer



5 – Food & Beverage

OROMAS (Spain)



- Key selling points:
 - Consistency of the fluid quality
 - Lightness of the pipework to prevent excessive roof load
- Route to market:
 - Specification & Installer

5 – Food & Beverage

Conclusion

Quality consistency of the compressed air

Light system :

ideal solution to be installed in the ceiling

Route to market:

- Lots of opportunity but specification (@ the end user or the design company) is needed.

Thank you for your time & attention

