

200 Years LESER 1818 – 2018

Holger Gesche | 16.03.2018 | Hamburg
LESER GmbH & Co. KG



1930

LESER

The-Safety-Valve.com



1 200 YEARS COMPANY HISTORY – a good reason to celebrate

2 THE BIRTH of a family business

3 CLEAR GUIDING IDEAS for the day-to-day work

4 SAFETY VALVE SPECIALIST for all markets

5 LOCATIONS and **CHALLENGES**

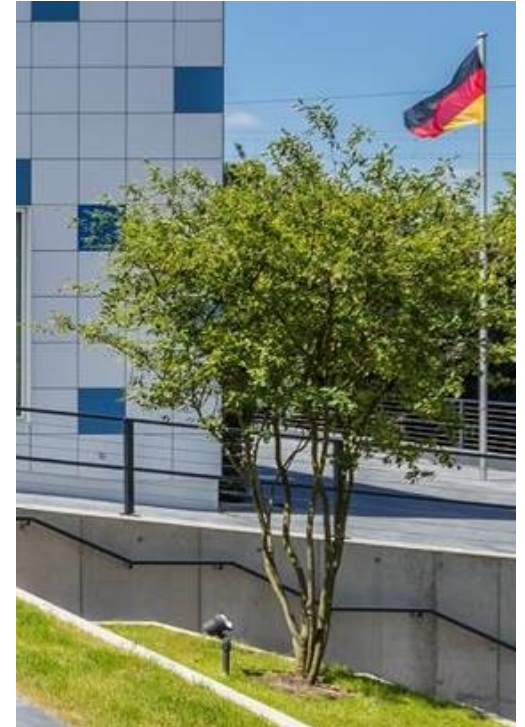
6 MILESTONES of the company development

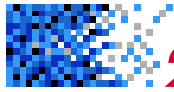
7 PRO EVOLUTION sets the course for the future

8 DIGITALIZATION – systematic implementation

9 STRONG FAMILY TRADITION at LESER

10 PROGRAM LESER 200





200
years

200 Years Company History. Birthday celebration.

On 16. March 2018
we celebrated our
200. birthday
at all locations

This makes LESER the
seventh oldest
industrial company
in Hamburg

THIS WOULD NOT BE POSSIBLE WITHOUT

- The employees
- The customers worldwide
- The supporters and friends of the company
- The persistence and the confidence of the shareholders

LESER WOULD LIKE TO SAY THANK YOU FOR

- The trust in our company
- The commitment
- The daily motivation to do your best



Hamburg



Hohenwestedt



Pathain



Rio de Janeiro



Charlotte



Toulouse



Singapur



Bahrain



Tianjin

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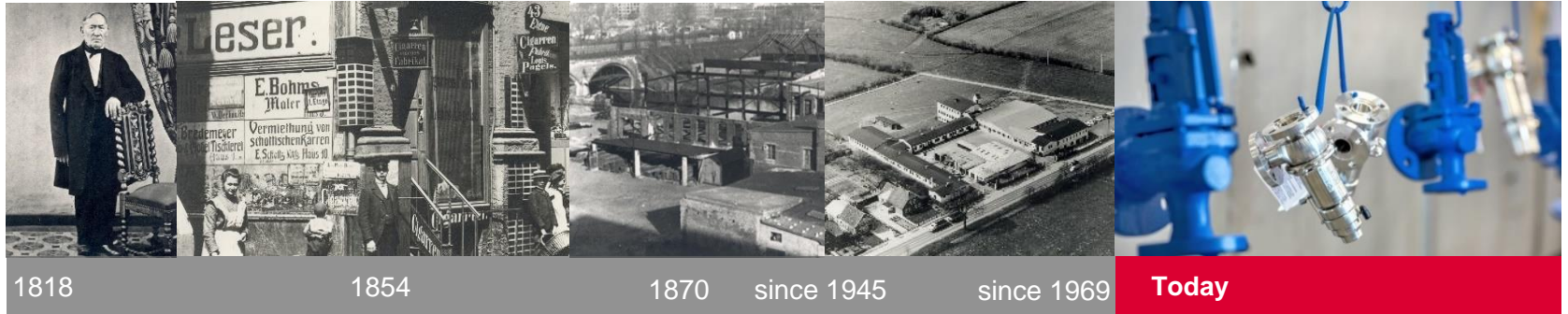
The Birth of a Family Business.

Georg Wittmann establishes a brass foundry in Hamburg

Wittmann and Johanna Leser get married

After Wittmann's death his adopted sons continue the business

Specialization on safety valves



1818

1854

1870

since 1945

since 1969

Today

Production & trade of steam boiler valves and accessories

Wittmann adopts Leser's children, which makes them his heirs

Reconstruction

LESER Valves protect plants for all industrial applications worldwide



Clear Guiding Ideas for the Day-to-Day Work.

LESER gave itself clear guiding principles for the daily work.

They are the basis of our company values:



PRECISION

and reliability shape our thinking and action



COMMITMENT

and passion for our customers' requirements

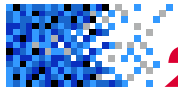


EFFICIENCY

in all that we do



> A clear course for LESER



200 years

Safety Valve Specialist for all Markets.

LESER supplies Safety Valves for all applications in the industry

supplies the total sector of process industry

Offers numerous services round about the safety valve

LESER



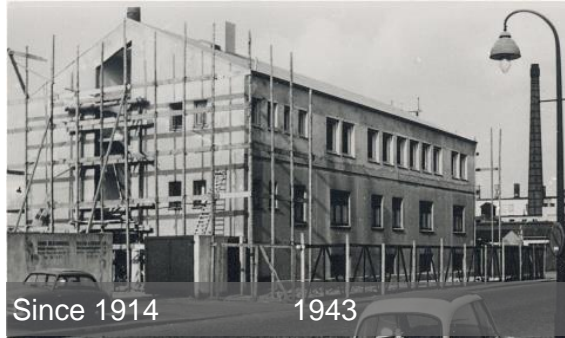
Is a company focused on the needs of customer applications

Owens deep special knowledge of overpressure protection

Strengthens its market position with complementary products e.g. change-over valves

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Since 1914 based at the current Site in the Wendenstraße

Relocation of the production to Hohenwestedt



**LESER
Kontor**

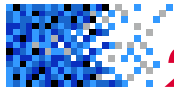
2012
Decision

4 years
construction
time

22 million €
invested

**Modern, communication-
friendly workplace, open
space in the courtyard**





200 years

Challenges of a modern Employer.

- LESER has often proven its flexibility
- Change cycles get faster
- In order to meet these changes people must be well trained
- LESER comes up against these challenges with
 - Excellent industrial education
 - Possibility of a work-study program
 - Company culture as essential aspect of the corporate identity



› With well trained employees LESER will keep its market leader position in a volatile environment also in the future

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Modern Production in Hohenwestedt.



Production of approx.
100.000 safety valves
per year



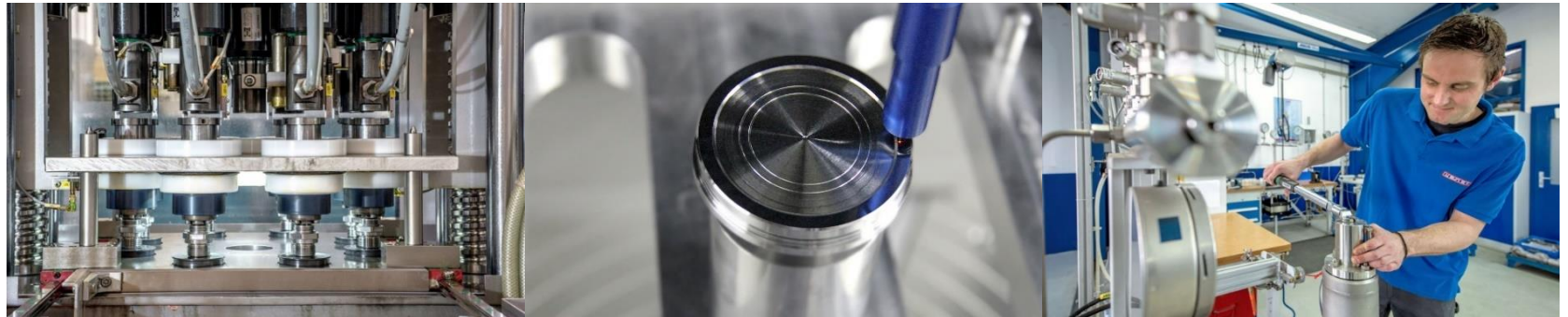
High vertical range of
manufacture and high
level of automation



Integrated quality
management: up to 35
inspections, many of them
automated, all SAP-controlled



Central function for international
business:
Production of operation-relevant
parts for the production sites in
India and China



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Milestones of the Company Development.

Subsidiaries

India



Brazil



USA



France



Bahrain



Singapore



China



Milestones

1970

1980

1987

1998

2001

2003

2004

2005

2008

2009

2010

2013

Products

Focus on safety valves

Leading valve manufacturer in Germany

Internationalization with the introduction of the API valve

Productivity growth due to SAP implementation

Extension of the production capacity to 130,000 valves per year

Introduction of the pilot-operated safety valve

Implementation of the divisional sales structure

Production Stock Sales

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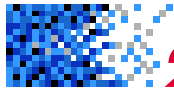
Pro Evolution – the evolution of the production facility in Hohenwestedt



SETTING THE COURSE FOR MORE GROWTH AND INNOVATION UNTIL 2022

- Extension of the production area to ca. 20,500 m²
- Amount to be invested: 7.3 million €
- Planning and preparation time: 2 years
- Construction time: less than a year
- Move-in until April 2018 (during running production)

> Pro Evolution will allow us to react even better on requirements of bigger customer projects in the future



200 years

Digitalization. Systematic Implementation.



CHALLENGE

- Safety valves are the last link in the safety chain and plant operators rely on their mechanical functioning at all times
- The digital transformation changes the environment of safety valves: from selection and purchase to operation and maintenance



SOLUTION

- Further digitalize and automate order and production processes
- Digital web services such as order status, access to certificates or extension of the EDI connection
- Permanent development of further digital solutions



LESER counts on a strong Family Tradition.



One third of the shareholders are already part of the sixth generation.



The Leser family already directs the destiny of company LESER in the fifth generation.



The shareholders will also decide about the company's destiny in the future.

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INTERNAL EVENTS

CUSTOMER EVENTS

Friday,
16.03.2018

Saturday,
09.06.2018

Tuesday,
12.06.2018

Tuesday 11. to
Thursday 13.09.2018

Celebrate birthday and setting an example

All sites worldwide



Anniversary party/
Employees' party

Schuppen 52 (Hamburg)
and at all sites worldwide



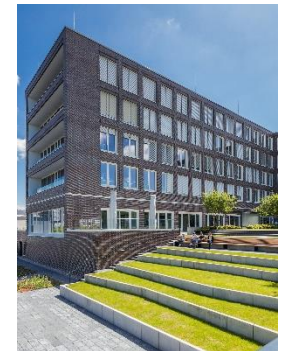
Customer event Evolution Night
on the occasion of the ACHEMA
exhibition

Senckenberg Museum
(Frankfurt am Main)

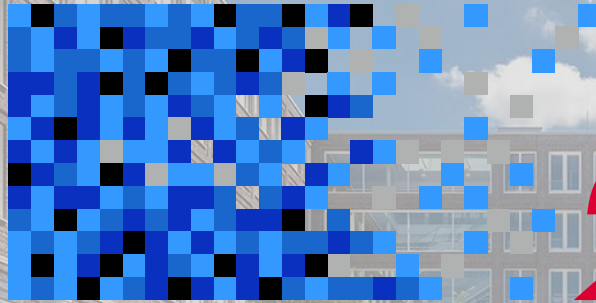


Experience Days

LESER-Kontor
Hamburg and at
the production facility in
Hohenwestedt



200 Years LESER
Thank you very much for your attention!



200 years

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