

LESER – The Safety Valve. A globally leading company.

LESER GmbH & Co. KG



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The Safety Valve. Agenda.

The aim of the presentation is acquire knowledge about LESER.

1. Facts and figures
2. Customer requirements
3. Customer advantages
 - a. Long-term global references
 - b. Application-based solutions
 - c. Reliable valve function
 - d. Services around the safety valve
 - e. Low lifecycle costs
 - f. Passion for technology



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The Safety Valve. Facts & figures.

1. [Facts & Figures](#) | 2. [Customer Requirements](#) | 3. [Customer Advantages](#)



Product range

9 product groups and more than 2 million configurations for all industrial applications

Company development

With more than 100 Mio EUR net sales and 800 employees, LESER is one of the leading companies in its industry

LESER worldwide






8 subsidiaries and more than 80 sales partners ensure worldwide availability and service

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Facts & Figures. 9 Product Groups up to DN 400 and 850 bar.

1. Facts & Figures | 2. Customer Requirements | 3. Customer Advantages

General industrial applications (chemical, petrochemical, oil & gas, technical gases, LNG / LPG, marine)					
Product Group	High Performance	API	Compact Performance	High Efficiency Pilot-operated safety valve	Modulate Action
					
Short description	Flanged safety valves with especially high capacity for their size	Flanged safety valves that meet all the requirements of API 526	Threaded and flanged safety valves with compact dimensions	Pilot-operated safety valves for optimal tightness right up to set pressure.	Flanged valves with a standard or proportional opening characteristic
Nominal Diameter at Inlet	DN 20 - DN 400 3/4" - 16"	DN 25 - DN 200 1" - 8"	DN 15 - DN 40 3/8" - 2"	DN 25 - DN 200 1" - 8"	DN 15 - DN 150 1/2" - 6"
Pressure	0,1 - 300 bar 1,5 - 4.350 psig	0,12 - 413,8 bar 2 - 6.000 psig	0,1 - 850 bar 1,5 - 12.328 psig	2,5 - 426 bar 36 - 6.170 psig	0,2 - 160 bar 2,9 - 2.320 psig

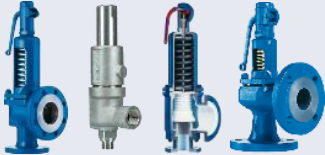





Special industrial applications						
Product Group	Clean Service	Critical Service	High Efficiency Suppl. loading	Best Availability Change-over v.	Best Availability Bursting discs	S&R
						

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Facts & Figures. All Industrial Applications. DGRL and ASME VIII.

1. Facts & Figures | 2. Customer Requirements | 3. Customer Advantages

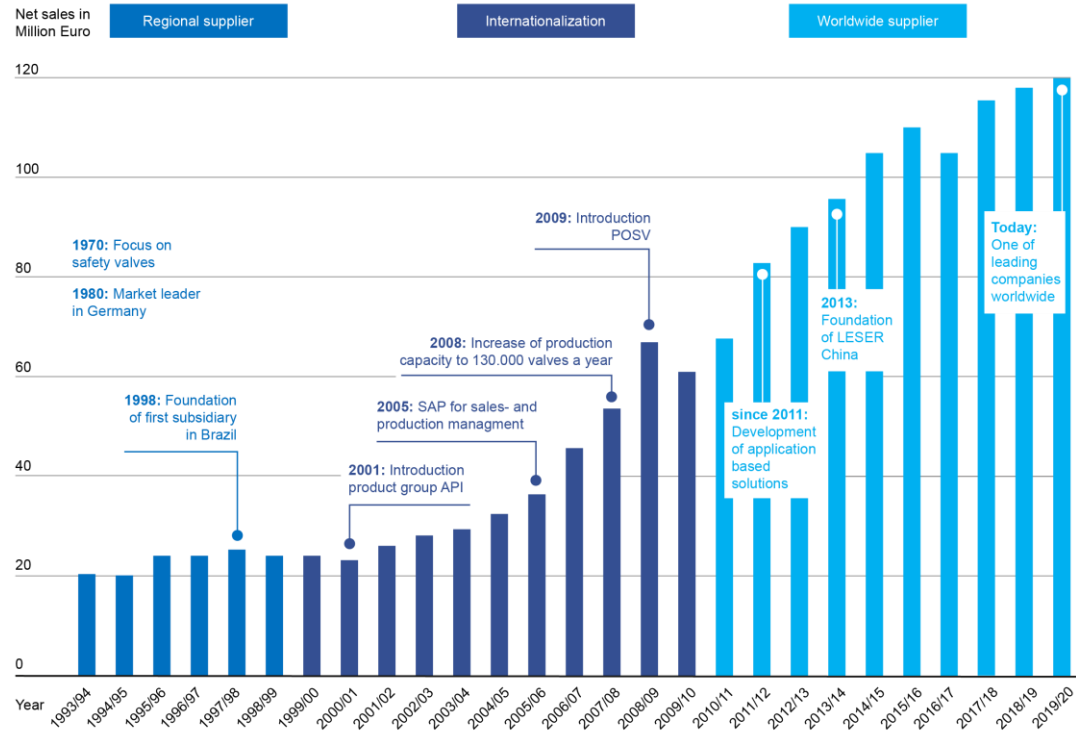
Typical product groups for applications			
Industry	Chemical industry	Petrochemical / Oil & Gas industry	Applications with special requirements (e.g. pharmaceutical, urea, refrigeration)
PED			
Typical product groups for PED markets	High Performance, Compact Performance, Critical Service, Modulate Action	High Performance, Compact Performance, High Efficiency POSV and SLS	Clean Service, S&R, application-based product solutions
ASME			
Typical product groups for ASME markets	API, Compact Performance	API, Compact Performance, High Efficiency POSV	Clean Service, application-based product solutions

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Facts & Figures. Net Sales quintupled.

1. Facts & Figures | 2. Customer Requirements | 3. Customer Advantages



Net sales quintupled since 1990 as LESER became a full-range international supplier.

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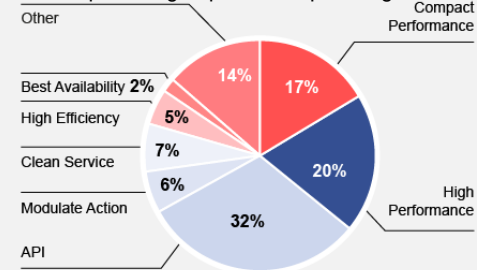
Facts & Figures. LESER – A Leading Company in the Safety Valve Market.

1. Facts & Figures | 2. Customer Requirements | 3. Customer Advantages

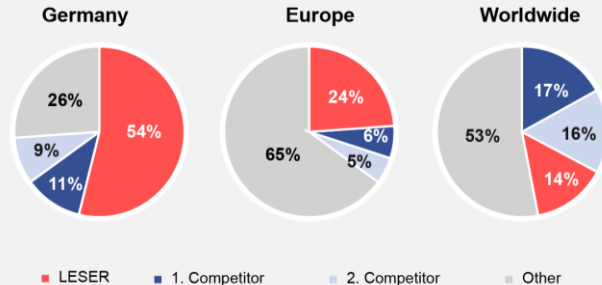
- Founded 1818
- Number of employees: more than 1,050
- Production capacity: more than 150.000 SV / a
- Installed based: > 2.000.000 SV
- More than 30 Mio EUR investments in the last 5 years
- Inventory in raw material and components:
> 20 Mio EUR in the factory and subsidiaries
- 1.700 t castings used per year
- 1.100 t bar material used per year

Net sales per product group

PED and ASME-oriented product groups have equal weight

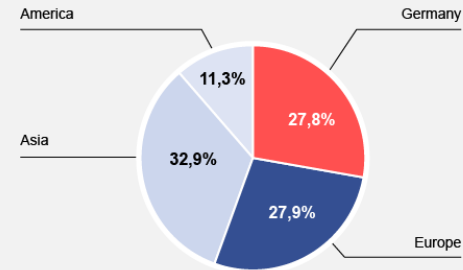


Market shares – Number one in Europa and Germany



Net sales per region

Strong presence in all regions



Facts & Figures. LESER Worldwide.

1. Facts & Figures | 2. Customer Requirements | 3. Customer Advantages



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Customer Requirements. Small Component, big Impact on Safety & Efficiency.

1. [Facts & Figures](#) | 2. [Customer Requirements](#) | 3. [Customer Advantages](#)

Regulations and approvals

Safety valves must fulfill many specifications and regulations.

Reliability

Once installed the safety valve must work trouble-free for a long time.

Time

Ordering, delivery and documentation should take as little time as possible.

Costs

Regular maintenance has a high impact on cost and should be efficient.

Application

Safety valve functionality depend on the flow conditions before and after the valve.

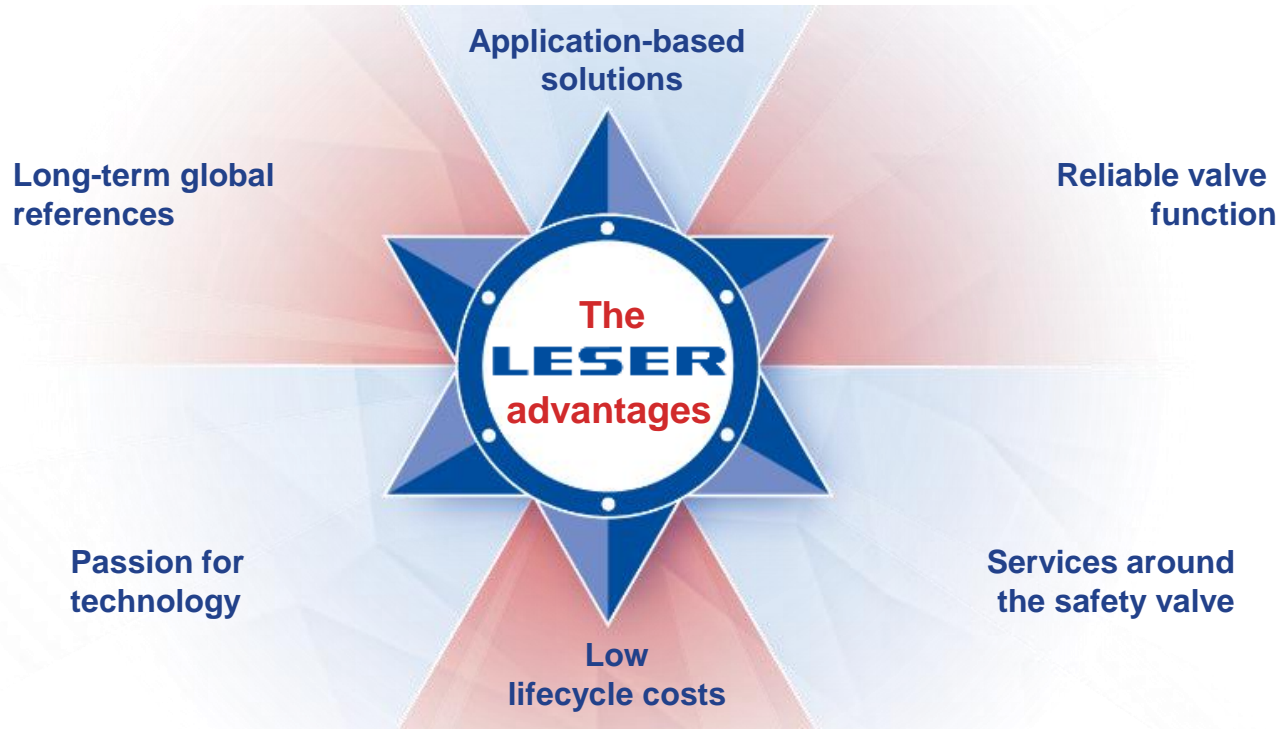


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Customer Advantages. The LESER Valve-Star.

1. Facts & Figures | 2. Customer Requirements | 3. Customer Advantages



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Customer Advantages. Long-term Global References.

1. [Facts & Figures](#) | 2. [Customer Requirements](#) | 3. [Customer Advantages](#)

Recognition in the market

More than 2.000.000 installed safety valves

Qualified by customers

LESER is on the approved vendor list of more than 200 customers

Global approvals

LESER safety valves are approved according to PED, ASME VIII and more than 10 more codes and standards



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Customer Advantages. Application-based Solutions.

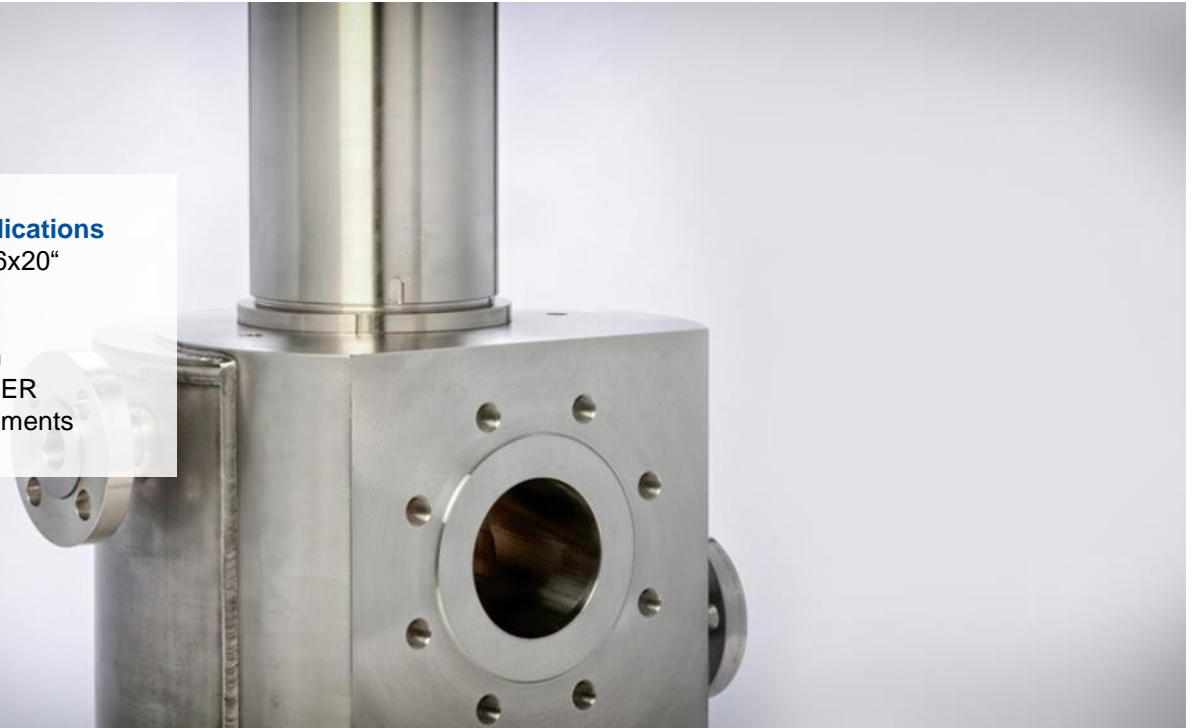
1. [Facts & Figures](#) | 2. [Customer Requirements](#) | 3. [Customer Advantages](#)

Safety valves for all industrial applications

Complete range up to 850 bar and 16x20"

Standardized industry solutions

90% back pressure, -196 °C medium temperature, zero dead space – LESER has the answer to application requirements



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Customer Advantages. Reliable Valve Function.

1. [Facts & Figures](#) | 2. [Customer Requirements](#) | 3. [Customer Advantages](#)

Durable Design

Eight critical components strengthened for longer life

Tight Finish

50% less medium loss

Straight alignment

Two guiding points for less galling

Definitive setting

First audible discharge setting for higher operating pressures



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Customer Advantages. Services around the Safety Valve.

1. [Facts & Figures](#) | 2. [Customer Requirements](#) | 3. [Customer Advantages](#)

Easy ordering

More than 100 sales engineers, EDI and online shop for easy quotations and ordering

Best fit supply chains

7 supply chains for different customer needs

Time saving documentation

35 standard tests and inspections with standardized documentation

Web services

Certificates, spare parts lists and order status available online



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Customer Advantages. Low Lifecycle Costs.

1. [Facts & Figures](#) | 2. [Customer Requirements](#) | 3. [Customer Advantages](#)



Attractive pricing

For safety valves and spare parts

Single Trim

Same trim parts for steam, gas and liquid service

Spare parts availability

LESER Original Spare Parts Kits and LESER Authorized Repair Centers make maintenance quick and easy

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Customer Advantages. Passion for Technology.

1. [Facts & Figures](#) | 2. [Customer Requirements](#) | 3. [Customer Advantages](#)

Quality in series

5 Mio EUR investments in modern serial production every year

Constant flow of innovation

More than 50 R&D engineers, CFD simulation and the most advanced test lab in the world of safety valves



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Thank you for your Attention.



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