



Corporate Presentation

speich



Since 1939, we are committed to design, manufacture and supply high-performance windscreen wiper systems, associated control systems and washing equipment. Our products are custom-made to fit any window size and ranging from leisure to professional applications.

Our brand - SPEICH - means high quality, style and top technology. All of our activities are performed inhouse. With full control on design, production, testing and quality control, we can guarantee an excellent product, rapidly manufactured by means of high quality and environmental friendly materials.

Our products comply with all sector regulations and are regularly tested by international certification bodies. Our post-sales services support our customers throughout the whole product lifecycle.

Selling products worldwide by means of a web of international connections our Company exports products to more than 30 countries;

SPEICH is a leader in the field of custom-made wiper systems.



EXPERIENCE, STYLE AND TECHNOLOGY

for custom-made windscreen wipers

speich



YEAR 1929

BIRTH OF SPEICH COMPANY

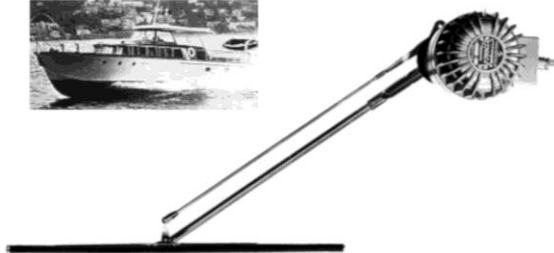
We started as an optical and precision mechanics company.



YEAR 1959

FIRST WIPER SPECIFICALLY MADE FOR THE MARINE ENVIRONMENT

Following the request of one of the most ancient Italian shipyards, we designed the first wiper specifically made for the marine environment.



YEAR 2000

QUALITY MANAGEMENT SYSTEM IMPROVEMENT

Important logistic and framework upgrade. Since 2003, we operate with a quality system according to the ISO 9001 rule. Our increased dedication to quality management and control led to a considerable improvement of all our tasks.



YEAR 2015

NEW MANUFACTURING DIVISION

In 2015 we extended our manufacturing division in order to improve our in-house fabrication possibility.



YEAR 1939

PRODUCTION OF THE FIRST CLEAR VIEW SCREEN

We used our knowledge in the field of optical processing to patent and produce the first clear view screen system. The production of clear view screens was the main activity of the company for several years.

YEAR 1979

GROWTH AND FOREIGN MARKET

In 1979 we became a limited liability company. The business grew focusing on strict criteria of reliability and durability. The great production flexibility and experience were the reason for a great success of SPEICH systems also in the international area.

YEAR 2010

INNOVATION AND TECHNOLOGY

In 2010 SPEICH designed and developed an innovative wiper control system, called DCS, based on the CAN bus communication within all the equipment involved in a wiper system. DCS System was the first advanced wiper system available for marine windscreen wipers.

TODAY

AN EXPERIENCED COMPANY IN CONTINUOUS DEVELOPMENT

SPEICH is a dynamic company striving towards its continuous development. Thanks to its international network SPEICH exports to over 30 countries worldwide as a leader in windscreen wiper systems.

WHY SPEICH?

- ✓ Excellent product quality and performance
- ✓ Fast and punctual delivery times
- ✓ Constant attention to customer needs throughout the whole product lifecycle
- ✓ Our Windscreen wiper systems are tailored to meet any installation needs
- ✓ In-house manufacturing
- ✓ Our brand means experience, style and technology





Company Management

ORGANIZATION CHART





OUR VISION



Our vision is to become a global excellence in the sector of custom-made windscreen wiper systems and a preferred supplier for the Quality of the product and service offered.



OUR MISSION

“We are committed to design, manufacture and supply high-performance windscreen wiper systems, associated control systems and washing equipment”

➤ **INNOVATION**

Continuous search for opportunities to improve existing products, processes and systems.

➤ **CUSTOMER FOCUS**

Constant attention to customer needs throughout the product life cycle.

➤ **FLEXIBILITY**

Windscreen wiper systems custom made to meet any installation and use requirement

➤ **LEAD TIME**

Efficient processes, fast delivery times and on-time deliveries

➤ **QUALITY**

Excellent product quality and performance for a high level of customer satisfaction





OUR CORE VALUES



Our conduct is inspired by our Ethical code. All those who have relations with SPEICH in every part of the world are called upon to apply consistently and responsibly, with the aim of ensuring that efficiency and reliability are also accompanied by ethical conduct. This Charter of Values represents a value itself because it is the result of a great collective commitment.



❖ **Efficiency and timelines**

❖ **Customer focus**



❖ **Quality and performance**

❖ **Responsibility and sustainability**



❖ **Teamwork**

❖ **Passion**



❖ **Innovation**

❖ **Flexibility**



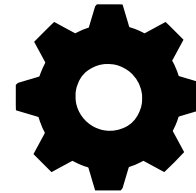
QUALITY MANAGEMENT

**We are committed to
ensuring the continuous
improvement of all our skills
and responsibilities**



The Management considers it essential to improve its organization to operate according to the principles of quality, and to meet the needs of customers by placing them at the center of its business. It identifies the following primary objectives:

- ✓ Being an excellence, operating with experience, style and technology, in the field of design, manufacturing and supply custom made windscreen wipers;
- ✓ Provide products and services that meet the expectations of our customers in terms of quality, safety and compliance with mandatory standards;



- ✓ Continuously improve our performance, our processes, our procedures and our products;
- ✓ Improve our image and reputation on the market and, therefore: the increase in the number of customers, the increase in turnover, the territorial expansion of the company and the entry into new market areas;
- ✓ Satisfy all our stakeholders (customers, employees, suppliers) and, therefore, the achievement of the budget objectives, the increase in the employment level, the improvements regarding health, safety, environment, social responsibility, the constant reduction of complaints and a high level of satisfaction of customers, supply agreements with suppliers.



We expect our suppliers to operate a quality management system to guarantee **defect-free delivery**.
Our procurement process forms the framework for a successful long-term business relationship.

PRODUCT MANAGEMENT

We design and manufacture our products following highest standard and quality criteria

SPEICH has its own internal process for product life cycle management oriented to product continuous improvement, innovation and integrated logistic support.

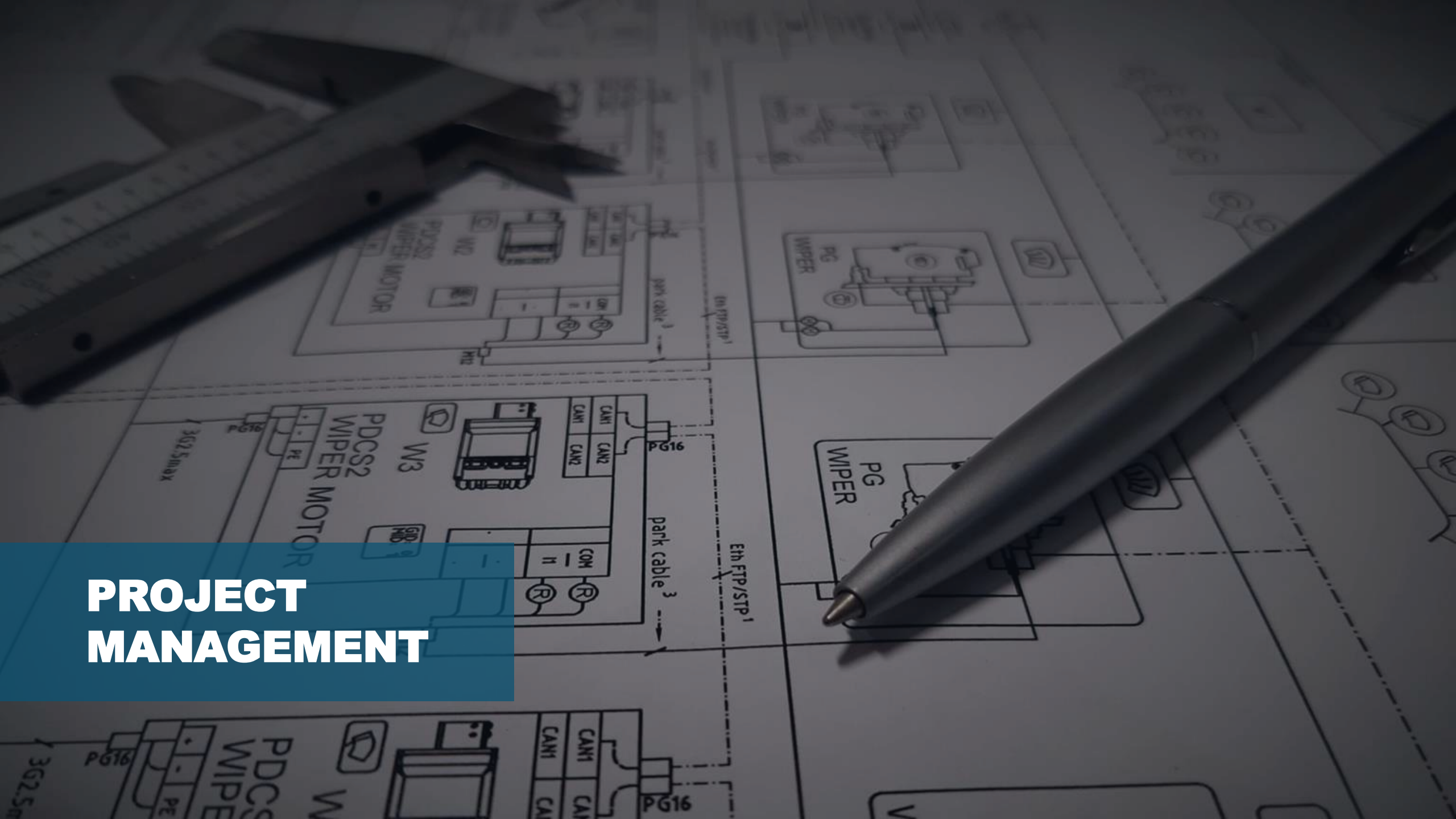
We maintain an ongoing schedule of design oriented to reliability, availability, maintainability, safety and testability. We manufacture our products following the highest standards and quality criteria.

We are committed to a 10 years product support program focus on long term spares service and product lifetime assistance.

All our products are in accordance with the EEC directives. The CE mark assures consumers that the product has the required characteristics of safety in use.

Our flagship products are equipped of product type approval issued from accredited certification body.



A technical drawing of a car's wiper motor system is shown. The drawing includes various components like the wiper motor, wiper blades, and electrical connections. A pen is resting on the drawing, and a pair of calipers is visible in the upper left corner. The text "PROJECT MANAGEMENT" is overlaid on the left side of the image.

PROJECT MANAGEMENT

More Flessibility

We are oriented to simplify production processes, which in turn increases efficiency and leads to higher quality output. The elimination of excess processes guarantees greater flexibility to deal with unforeseen events.

Easily traceable progress

We use proper project management tools to plan production and also to have an overview of the production process and track progress. The adoption of these tools allows to identify any delays in the program and to identify the necessary corrective actions in time.

Best product and service supplied

All our products and solutions are continuously developed following our innovation process and customer technical requirements. Project management allows us to achieve effectively and efficiently all objectives and deliverables.

Better risk management

Since production involves so many processes that are based on each other, the smallest inconsistency can have significant impacts on the production schedule. We identifies, evaluates, issues risks and emergency plans and holds monitored risks status to guarantee production and business continuity.

Continuous improvement

We combine technical skills and project management methods with established production methods, in order to increase the efficiency and effectiveness of processes and products. We are committed to improve our skills and products by a proper change management, simplification of processes, carefully monitoring and measuring the progress of production, strictly controlling risks and by give relevance to return of experience.

**The best way to achieve
effectively and efficiently
all objectives and customer
satisfaction**

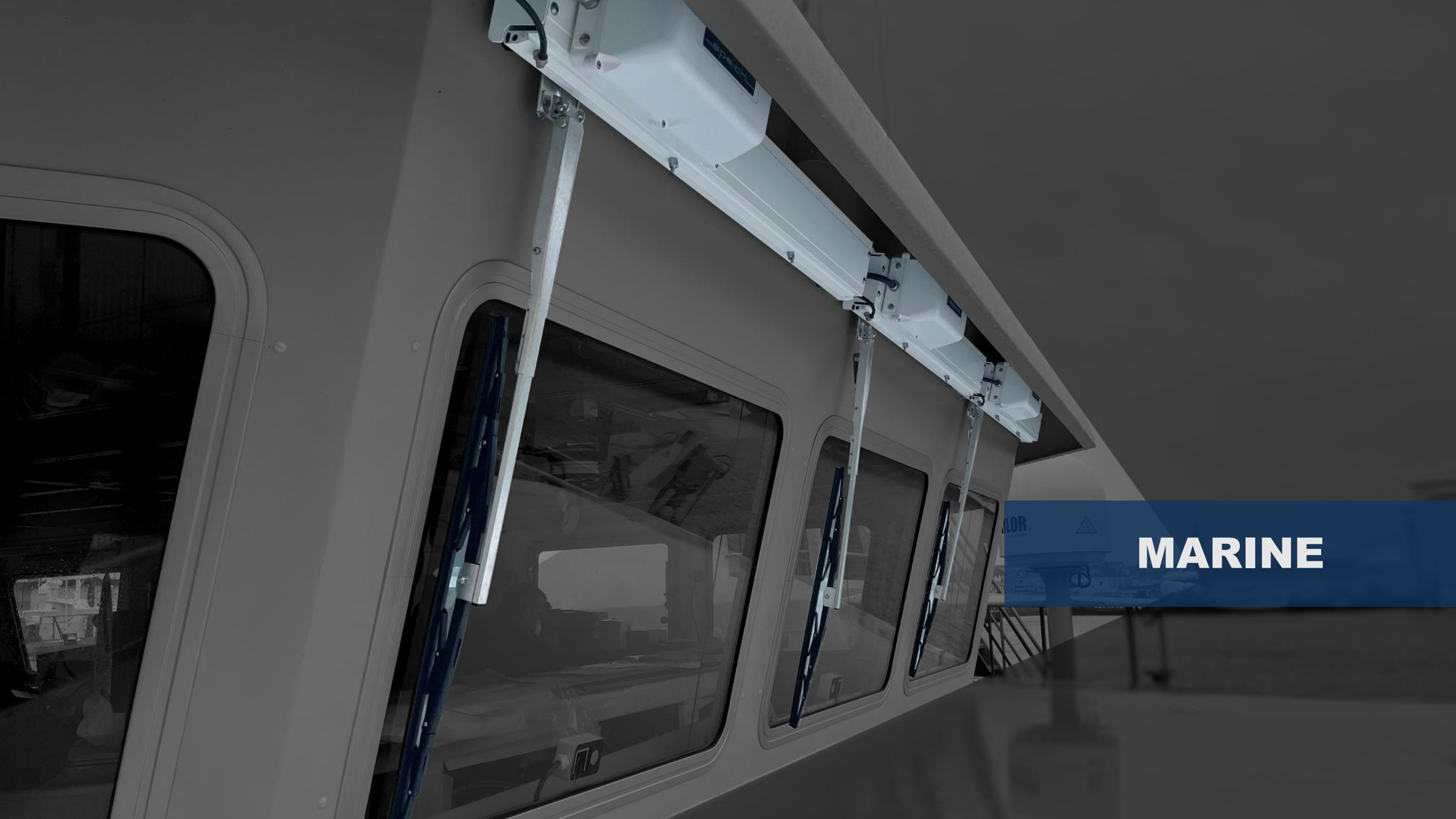


MARKET WE SERVE

MARINE

RAIL & TRANSPORTATION

LAND AND OFFSHORE INDUSTRIAL



MARINE

Since 1939, we have extensive experience in marine windscreen wiper and washing systems production. Our products are available to suit all marine vessels from leisure craft to naval ships.

Nautical Line

Wiper systems that can be easily customized for typical installations in the pleasure boat industry.



Super Yacht Line

Professional wiper systems designed to meet the needs of luxury boats.



Naval Line

Professional wiper systems for marine applications and extreme operating conditions.





RAIL AND TRANSPORTATION

We provide since 1996 performant and compact custom-made wiper systems to a small scope production range of industrial and military vehicles. We continually work to improve our tasks and product range in order to provide fully compliant systems depending from windows size and the maximum vehicle speed.



APPLICATIONS

With our deep knowledge, effective and efficient project management and short lead time, SPEICH is the ideal choice for transportation markets, including:

- Humvees and military vehicles
- Special vehicles
- EMU – LRV, Metro and Trams
- Locomotives
- DMU and HMU

DESIGN AND PROJECT MANAGEMENT

We have our own internal process for project management. This process allows you to achieve a complete scope of supply management, innovative and optimal solutions for customer satisfaction goals.:

- Scope of supply specifications
- Functional specifications
- Operational specifications
- Architectural specifications
- Engineering specification
- Tests and design validation
- Industrial specifications
- Quality specification

PRODUCTION AND TESTING

The in-house production of most components is part of our policy which provides several advantages: full quality control according to validated manufacturing and control plans, very flexible production, short lead-time, long term spare parts availability and low obsolescence risk. Each project is validated after dedicated testing, in our test room or a third-party laboratory, and first article inspection.

**LAND AND OFFSHORE
INDUSTRIAL**



We provide durable wiper and washer systems suitable for Heavy Industrial machinery and vehicles exposed to harsh environments in a wide range of climates and operating conditions. Our reliable and performance equipment are easy to maintain and service.



A rapid delivery and a long term spare part service is guarantee to satisfy the production continuity needs of our customers. Our experience includes the following applications:

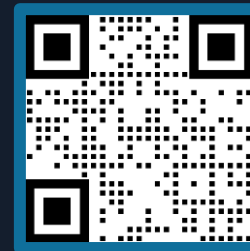
- Land-based oil rigs
- Offshore oil platforms
- Cranes
- Drillers cabins
- Airport control tower
- Industrial machinery





International Sales Network

A complete list of our global service and distribution network is available on our web site:



www.speich.com

speich