

CORPORATE PRESENTATION





With its headquarters in Stuttgart, Germany, the Lapp Group is a leading supplier of integrated solutions and branded products in the field of cable and connection technology.



From small start-up to global player

The name Lapp not only stands for innovative strength and quality, it also stands for continuity. The Lapp company was founded by Ursula Ida and Oskar Lapp in 1957 as an ambitious family company – and to this day has remained as such.

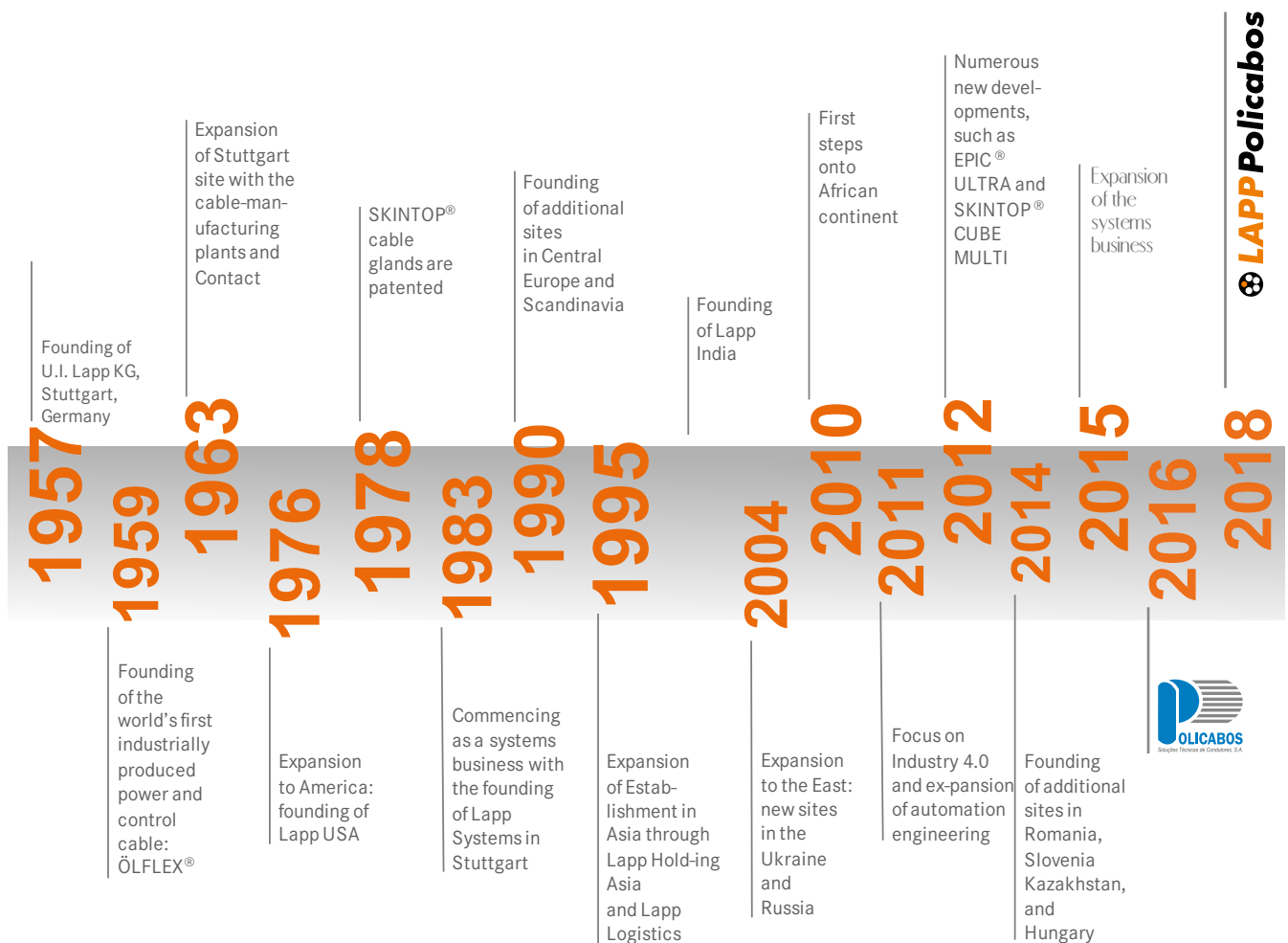
The desire to actively shape the future, the courage to embrace change and to think in a visionary way that is focused on solutions and customers are what make the company great.

Our relationships with our employees, suppliers and customers which are based on partnership have always played a central role here. In less than 50 years, the small Stuttgart-based family business has evolved into a global player with around 3,200 employees – and into an international market leader for cable technology.

All the signs are pointing towards the future, this has become clear at Lapp's new, state-of-the-art European headquarters in Stuttgart-Vaihingen. The third generation of the Lapp family has now taken on responsibilities within the company.

Thinking and acting in a value-oriented way is and remains an important component of the company philosophy.

After all, the name Lapp also stands for this.



Company History

Founded in 1994, Policabos - Soluções Técnicas de Condutores S.A., is committed to select, import, export, stock, integrate and distribute electrical and communication cables, connectors and accessories.

For over 20 years, Policabos has developed strategic partnerships with the main national and international manufacturers, built up on many years of expertise, hard work and cooperation.

Since 1995, the LAPP Group acquired a stake in the company, and since 2016, Policabos is 100% part of the group. In June of 2018, part of the integration in the group, Policabos added to its name LAPP, hence becoming LAPP Policabos.

LAPP Policabos has over 60 employees, divided by the headquarters in Sintra, Lisboa, and the sales office in Gaia, Oporto.

The headquarters in Sintra has a warehouse with 4500 square meters which contains more than 4000 product references.

LAPP Policabos

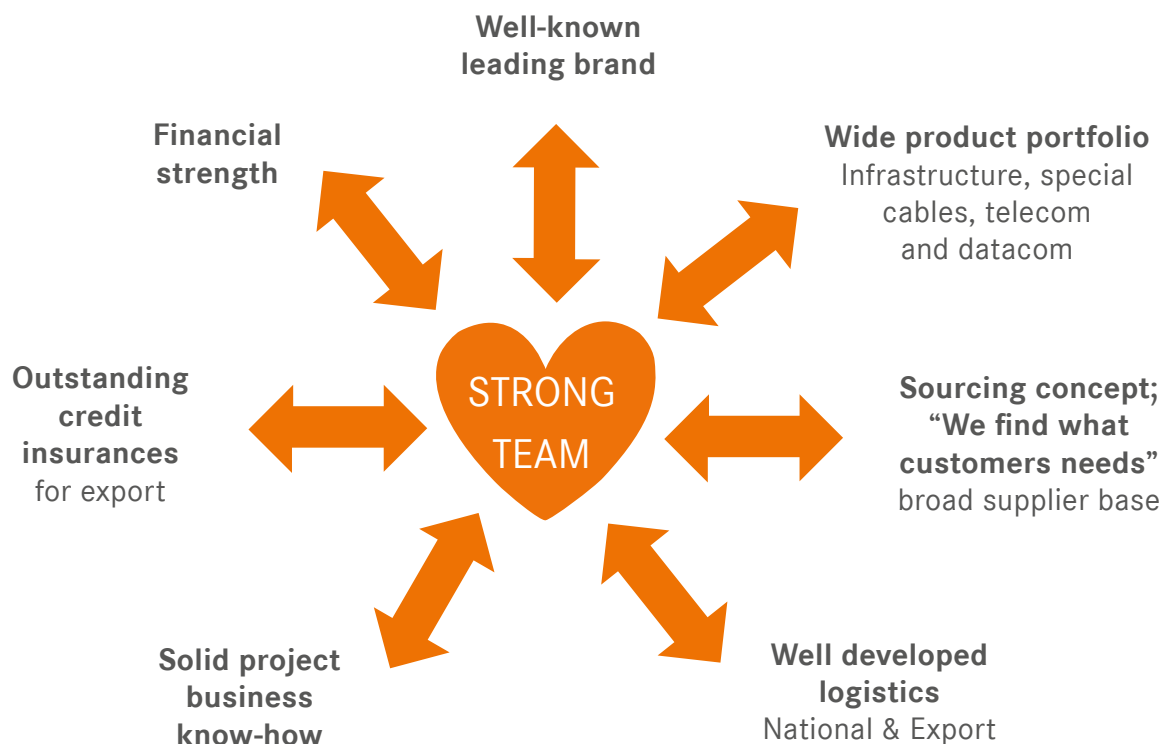
Lapp Policabos is committed to be the supplier reference, for cable and communication solutions, connectors and accessories, in the national market, as well as the developer of the LAPP Group's business in Africa.

We want to be renowned for the flexibility and availability of ours products, in the infrastructure sector, but also in the field of special data cables.

We aim to guarantee that our service fulfill our customers and other stakeholders, for which the quality of products and processes, stock management and technical support should be the basis of our company.

Involvement and commitment, training and transparency to all stakeholders and especially to our employees are the roots to the success of our mission.

Business Model



Our Vision

RELIABLY CONNECTING THE WORLD

You can't measure customer proximity in kilometres or miles.

As a family company, founded and headquartered in Stuttgart, Germany, Lapp offers much more than just a fast solution to your electrical challenges: you can be assured of personal attention from trustworthy, cooperative colleagues.

The result? On-target and reliable connectivity solutions precisely tailored to your needs.

Who We Are

Closer is better. We aim for proximity to markets and customers.

proximity

We stay up-to-date with trends and requirements, and use our skills for trailblazing innovations.

innovation

curiosity

We keep our eyes open, build bridges between the proven and the new, and impress with our technological edge.

trust

Lapp – it works: Lapp traditionally stands for reliability, quality, durability and sustainability.

performance

The highest level of system expertise: 40,000 standard products form the basis for an infinit number of solutions.

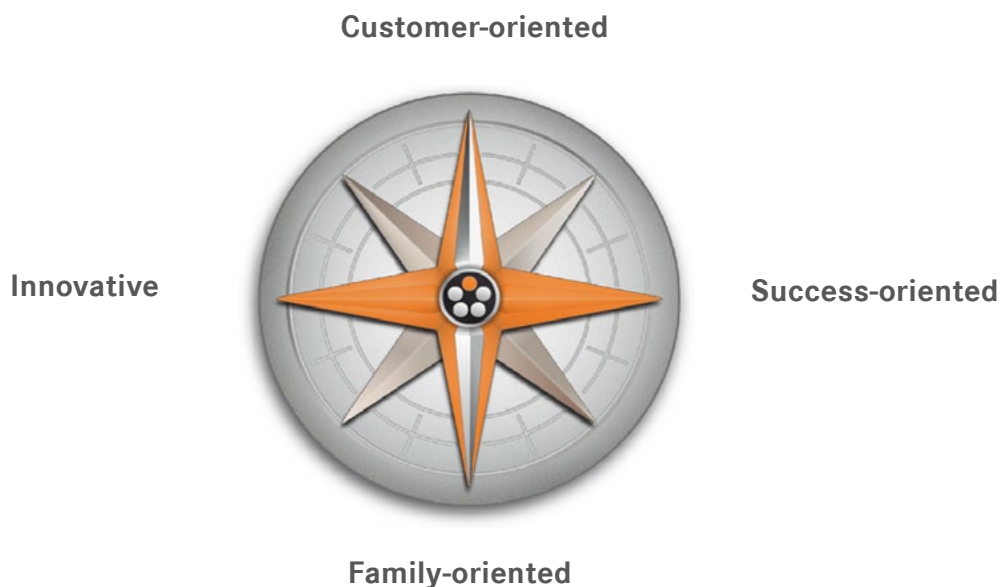
Mission and Company Values



The warmth and closeness of a family company counters coldness and anonymity.

Our company works with many values: Measured values, building-stock values, colour values, balance-sheet values, estimated values, percentage values. However, our true values are those that have made us strong. They shape our business culture today and will continue to do so tomorrow.

Ultimately, we want to be a measure of reliability for all employees, customers and business partners.



CUSTOMER-ORIENTED

We find quick and simple solutions for our customers – at a competitive price-performance ratio. We hold our customers and partners in the highest regard and guarantee them worldwide security of supply through international production sites. This enables them to be successful in their markets.

FAMILY-ORIENTED

We work together toward our goal in a spirit of trust. Respect and appreciation are just as important to us as personal responsibility and transparency. We actively train and develop our staff .

SUCCESS-ORIENTED

Our company is very versatile. It is our flexibility above all that secures profitable growth: our reaction to new challenges is quick and well-considered. Our processes are transparent, and we make sustainable, long-term-oriented decisions. We remain conscious of our risks while driving our growth. We also set standards for your benefit.

INNOVATIVE

We continuously develop our products, solutions and services. To ensure that there is no compromise when it comes to quality, we manufacture in our own plants. We pledge ourselves to ensure the well-being of our employees and the conservation of environmental resources.

Quality Policy

You will always be on the safe side with branded products from Lapp. Whether it's a standard product or a customised special production: every product launched has undergone a demanding development process. It is only once the prototypes have been thoroughly tried out and tested that production begins.

Trial and test centre in Stuttgart

In the trial and test centre in Stuttgart, thorough testing is performed with constant monitoring of electrical and mechanical parameters. Specialised teams also test all products in their intended field of use – sometimes in extremely hot or cold conditions or with particular environmental influences. It's not rare for the knowledge gained in testing procedures to result in pioneering developments. This culture of putting innovation into practice is beneficial to our customers.

Satisfied and loyal customers – that's what we call service quality

Success is not just based on high-quality products. Offering a combination of convincing quality, advice and service is the only way to achieve long-term customer satisfaction. We also guarantee:

- Rapid assistance
- Reliability
- High performance

Quality – but not at the expense of the environment

Our customers' satisfaction is what we always focus on. To enable us to guarantee this, we have set up an in-house quality management system, featuring customized reporting, constant measurement and continuous improvement. During production, we cannot allow our quality to drop.

Lapp branded products are manufactured on state of the art machinery and undergo numerous quality tests during production. The majority of the remnants or rejects from our cable production are reused. At Lapp, quality is not at the expense of the environment.

Millions of bends – uniquely secure

We subject all developments to the very toughest endurance tests. We have our own test centre and laboratory to test performance and quality. This is where we test all our products under real-world conditions and go well beyond the requirements of the applicable standards. Millions of bends at different speeds and radii, pulling and shaking, tearing, cold, heat and chemical tests.

Our credo: tough tests ensure optimum quality.

Standards compliance

- IEC
- EN
- UL
- VDE
- ABNT
- SABS
- NP
- DIN
- NF
- BS
- (others)

From the surface down to the smallest detail

- ISO 9001:2008
- ATEX
- Recycling certificate
- ISO 14001
- CO2 saving certificate
- Green Logistics and Green Partner certificate
- KTA 1401
- Environmental legislation certificate

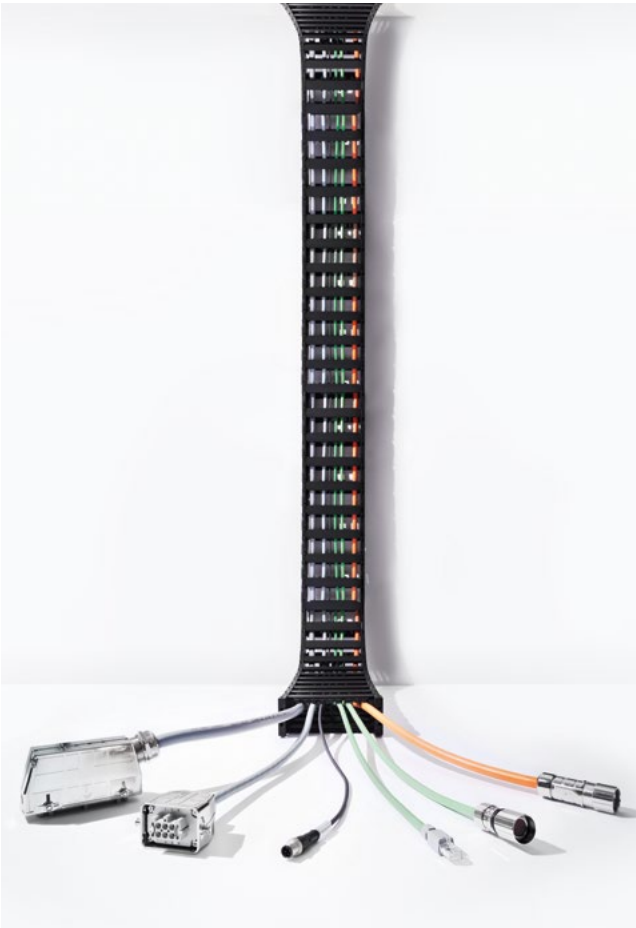
Performance Logistics



LOGISTICS

On time delivery

Who actually likes waiting for a product, service or solution? We won't leave you waiting, as we guarantee a quick delivery. All over the world. We also have a close-knit network of logistics centres and professionally trained consulting experts. With hi-tech logistics, we guarantee a smooth delivery service.



Lapp is a specialist in integrated solutions for connectivity technology and is also a world-leading system provider for cables and accessories.

Whether you want reduced storage costs, reliable machine times, lower maintenance costs or simply need to be able to reduce risks, Lapp system solutions are always a safe bet. Rather than tell you, we show you our many long-standing business relationships with satisfied customers and partners all over the world.

SERVICE

Time for you

Our customers are important to us. That's why we make lots of time for them. Time to fully understand their wants and needs; time to offer the right solution. We are absolutely convinced that this is the only way to forge a long-term partnership beneficial to both sides.

SUSTAINABILITY

Always a good thing

Technological advancement and ecological sustainability will never be overlooked. That's why we are environmentally conscious regarding natural resources.

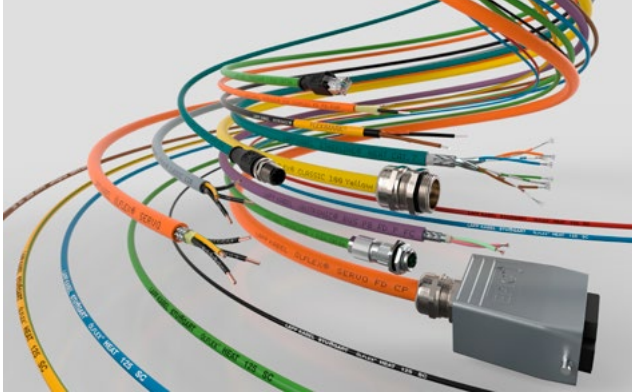
Our idea of a system

We accompany you on the search for sophisticated, tailored and cost-efficient connectivity solutions. With our system series ÖLFLEX® CONNECT, we provide you with an extensive selection of products for many different applications and power ranges – from product development and production, to testing and delivery ready for series production. Our project managers and system engineers work with you every step of the way.

As an experienced expert in cable systems assemblies, Lapp is ready with an extensive product range and a broad scope of services, from basic assemblies (cutting, shrinking, crimping, stripping) and servo assemblies through to a wide range of cable track assembly. Our expertise also extends to assemblies for industrial applications, renewable energies and the automotive industry. Our products come together to make a total solution. Whether it's spiral cables, servo cables, fibre optic cables or cable tracks, our product quality begins with the selection of top-quality engineered materials and copper and goes right through to perfected automated welding for our cable assemblies.

Range of Products

ENERGY CABLING



Low Voltage (LV)

- Flexible PVC Cables: RV-K/ FXV
- Rigid PVC Cables
- Rubber Cables: H07RN-F
- Wires: H07V-U/R & H07V-K
- Fire Resistant Cables & Wires
- Armoured Cables
- HN33S34

Medium Voltage (MV)

- Aluminium
- Copper

With or Without Armour and/or Shielding.



INSTRUMENT AND CONTROL CABLE SOLUTIONS

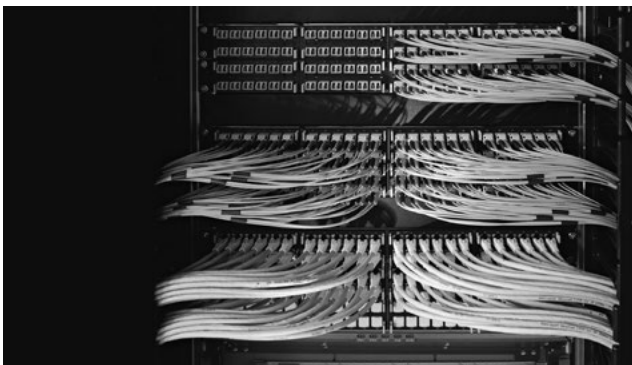
Shield - LiYCY

Unshield - LiYY

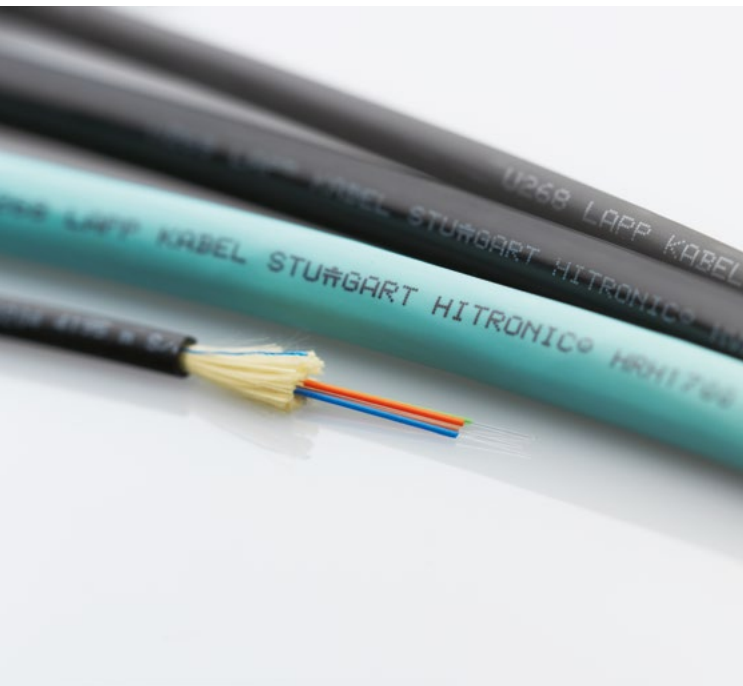
Fire alarm cables - J-H(St)H

Connectors

... and much more.



Range of Products



COMMUNICATION SOLUTIONS

Copper

- Category: 5e, 6, 6A, 7, 7A, 8.2

Fibre Optic

- Generic fiber (singlemode, multimode) and plastic.
- Indoor, outdoor, aerial or special.

Accessories for Fiber and Copper

- Conectors, adapters, patchcords, enclosures, panels.

Active Components

- For industrial or commercial applications.



SPECIAL CABLES

Catenary Cables
Mining and Tunnel Cables
Oil Resistant Cables
Solar Cables
OGP Applications
H07RNF "Clean" Cable (for drinkable water)



Worldwide Presence



There for you worldwide.

proximity

curiosity

performance

trust

innovation