

DELABIE, 90 years of Innovation

Our grandfather Georges Delabie was born in 1889. He began his career as a worker, then decided to set up on his own in 1928, buying a foundry established in 1863. Thus began the history of our family business... 90 years ago.

In 1947, our father Jean joined his father Georges. Together they developed many models of sanitary water controls which would make the DELABIE brand well known. We - Jean-Claude, Gérard and Luc, Jean's three sons - started our adventure in 1964, 1969 and 1987 respectively. Finally, Patrick, Jean-Claude's son and Georges' great-grandson, ensured the succession in 1995.

"We have been given a torch and we must pass it on to future generations." This leitmotiv has been driving the DELABIE family and their teams for 90 years.

Four generations of entrepreneurs and employees have succeeded one another, fostering trust, accumulating expertise and cultivating a passion to do well. DELABIE is an incredible human adventure. This reinforces our desire to remain independent, to progress and to develop.

DELABIE has become the European leader in sanitary equipment for Public and Commercial buildings and is a key global player, exporting to 80 countries worldwide.

We owe our success to our wholesale customers and installers who trust us and help us to make continual progress, as well as the specifiers and consulting engineers who make us their specification choice. We would like to say a very big "Thank You" to them! Especially to those who supported us when we were less well known.

The breadth and depth of our ranges, as well as the number of technical products that we develop every year, opens up unique development opportunities for future years. The experiences of the last 90 years has fuelled our motivation to build this promising future with you.

All of our employees join with us to thank you sincerely for your trust and we would like to assure you of our commitment to you and the future.

Jean-Claude, Gérard, Luc and Patrick DELABIEAssociate Directors





DELABIE, a distinguished history

In 1928, Georges DELABIE, a sanitary ware wholesale merchant in Paris, acquired a foundry located in Friville in the Somme, France. There he produced mainly taps and floor traps for bathrooms and kitchens.

Subsequent generations secured the family-owned company's growth, with the ongoing remit to preserve the brand's identity and continue its pursuit of excellence.

Initially specialising in domestic sanitary fittings, DELABIE quickly repositioned itself in the sector that now constitutes its core target market – buildings in the public domain.

With the passage of time, investment in Research and Development has established the brand as a benchmark for quality. In less than 100 years, DELABIE has become a leading player in the non-domestic, sanitary fittings market.

European market leader for tap ware and sanitary accessories for the commercial sector, the DELABIE group continues to grow by opening international subsidiaries and through overseas acquisitions, considerably expanding its offering.

The story has only just begun...



Founder Georges Delabie



Inventor of the universal tap head Jean Delabie



Current Directors Luc Delabie, Gérard Delabie, Jean-Claude Delabie and his son Patrick

1863

Company founded in Friville (France).

1928

Georges Delabie takes control of the company.

1971

Jean Delabie invents the universal tap head.

1983

Time flow taps are launched.

1996

Acquisition of BINE, inventors of the time flow tap in 1881.

2002

Thermostatic mixing valves are launched.

2006

Acquisition of CHAVONNET, French market leader in hospital water controls, and SOGEPROVE, manufacturer of accessibility equipment and hygienic accessories for commercial buildings.

2007

Acquisition of DOUGLAS, UK specialist in thermostatic controls for the commercial sector.

2009

DELABIE Sp. z o.o. created in Poland.

2012

Acquisition of KUHFUSS SANITÄR, No. 2 manufacturer of stainless steel sanitary equipment in Germany, and also a foundry in Portugal.

Two subsidiaries created DELABIE FZ LLC in Dubai and DELABIE Limited in Hong Kong.

201<u>3</u>

Terminal filters are launched.

DELABIE Benelux created and acquisition of SENDA, Portuguese manufacturer of stainless steel sanitary fittings.



DELABIE, an international presence

Following very strong growth over the past ten years, the French group DELABIE is now pursuing a policy of international expansion.

The company currently exports to more than 80 countries from its French production facility in Friville, in the Somme, France, and through its subsidiaries in the United Kingdom, Benelux, Germany, Poland, Portugal, United Arab Emirates (Dubai) and China (Hong Kong).

DELABIE water controls and equipment are installed wherever quality is essential and in the majority of large scale projects: the European Parliament in Strasbourg, the Georges Pompidou European hospital and the Stade de France in Paris, Southmead Hospital in Bristol, Barajas airport in Madrid, the Shrine of Mecca, Saudi Arabian prisons, the ICC tower in Hong Kong, etc.

This worldwide presence is possible through the brand's conformance with most international standards, as wel as the relevant standards in each country.

Find more DELABIE installations by destination and country on our website: **delabie.com**



Bristol Southmead Hospital **United Kingdom**



Barajas International Airport **Madrid**



Stade de France Paris



Hotel Ritz Carltor **Hong Kong**



DELABIE, a human experience

A 100% family-owned enterprise, DELABIE benefits from the stability of its shareholders. From the outset, four successive generations have headed the business with the same commitment to ensuring its development, respecting its founding values and the people who work there. They are the key to its success.

The strong growth experienced by the Group has meant that every year a significant number of new employees are recruited to develop and enhance their potential. Each new recruit undergoes a comprehensive training programme which initiates them into the company culture and methods before fully integrating them into their DELABIE team.

Training, development, personal growth and clear objectives are sacrosanct at DELABIE. The capacity for self-expression makes DELABIE a company of enthusiasts, at once autonomous and united, who relish teamwork. Highly committed, they frequently choose to make a lifetime career commitment to the company.

At DELABIE, the daily pursuit of personal development and the ongoing spirit of innovation, all contribute to improving customer satisfaction.











DELABIE, an outstanding offering

As a long standing partner of commercial and healthcare stakeholders, DELABIE has developed an offering that comprises five product ranges which meet the needs of each and every customer and specifier.

Commercial Water Controls

- Electronic and time flow controls for washbasins
- Electronic and time flow shower panels and kits
- Group thermostatic mixing valves
- Electronic and time flow direct flush valves for WCs and urinals
- Frame systems

Water Controls for Healthcare Facilities

- Anti-bacterial terminal filters
- Mixers, taps and showers for patient accommodation
- Mixers and taps for washbasins, sinks and troughs for healthcare professionals
- Water controls for slop-hoppers, frame systems and WCs

Accessibility and Hygienic Accessories

- Accessibility: grab bars and shower seats
- Hygienic accessories for public and commercial places

Stainless Steel Sanitary Equipment

- Sinks and washbasins
- Urinals and WCs
- Shower trays
- Surgical sinks

Specialist Water Controls

- Water controls for professional catering
- Safety showers
- Renovation













DELABIE, unique solutions

Today DELABIE is an international group well known for its ability to meet the needs of commercial installations. DELABIE's products, which deliver water savings and provide tangible solutions in terms of hygiene, accessibility, safety and vandal resistance, are renowned for their reliability and durability.

Water savings

DELABIE's water controls far exceed the highest levels of international environmental standards thanks to their performance in terms of water savings.

Hygiene

DELABIE offers exclusive solutions for those environments that are most sensitive to infection control, such as hospitals.

Accessibility

The DELABIE range is suitable for children and people with reduced autonomy or with disabilities, offering accessibility in public and care facilities.

Safety

By design, DELABIE products provide users with the highest levels of safety, for example by limiting the temperature of distributed water.

Vandal resistance and durability

Designed to withstand abuse, DELABIE's products are specially designed for intensive use in public places. They undergo performance testing in extreme conditions. The water controls and other fittings will withstand the toughest demands.

AND ALSO...

Quick installationDELABIE products are

DELABIE products are easy to install, saving time during installation.

Easy to maintain

Parts are standardised to facilitate maintenance. Professional, technical assistance is just a phone call away.

Innovation Awards

DELABIE is regularly rewarded for its innovation and intellectual property. (INPI Trophy 2013, Trade Award 2016, Construction Trophy 2016, German Design Award 2017 and 2018).





DELABIE, manufacturer's expertise



Assembly and testing DELABIE's factory in Friville, France

An industrial enterprise from the very outset, DELABIE has kept total control of the manufacture of its products over time.

Nowadays DELABIE's teams have mastered more than thirty highly skilled trades, from the casting process through to the development of thermostatic cells, including microbiology and even electronics. This unique expertise enables the company to innovate constantly and adapt its products to the needs of the market.

Every year DELABIE invests heavily in Research and Development as well as its industrial tooling. The aim is to offer customers ever more innovative solutions and reliable proprietary technology.

All DELABIE's products are quality controlled at every stage of manufacturing and are constantly subject to rigorous testing. This ensures outstanding product quality for all products as they leave the Group's factories.

Total control of the production process guarantees delivery times are kept to a minimum. DELABIE's clients do not wait!



Polishing **DELABIE's foundry in Braga, Portugal**



Bending
DELABIE's factory
in Friville, France



Quality Control
DELABIE's factory
in Friville, France



Welding stainless steel sanitary fittings DELABIE's factory in Aveiro, Portugal



DELABIE, sustainable development

Committed to preserving the future and contributing to sustainable development, DELABIE seeks to limit the use of natural resources and avoid a negative impact on the environment.

Specialising in self-closing taps, DELABIE demonstrates that the first principle of saving is to avoid waste, by regulating the amount of water used.

DELABIE is fully involved in the process of eco-design. All phases of their life cycle are taken into account when products are designed, from raw material extraction to recycling, including production, distribution and use.

The DELABIE approach seeks to optimise the amount of material used in the manufacture of each part and focus on environmentally friendly materials. For example, the swarf from brass pieces and turnings from stainless steel fittings are all recovered and completely recycled.

Up to 90% water and energy savings with DELABIE's water controls.

Using sustainable materials: Stainless steel and cast brass are 100% recyclable.

PEFC certified literature: The paper used for printing DELABIE's catalogues is sourced from sustainably managed forests and controlled sources.



DELABIE, welcome to the showroom

Housed in a building constructed at the start of the 19th century on the same site as the French head office, DELABIE's showroom receives thousands of customers and specifiers every year.

Spread over three levels, 750m² of dedicated exhibition space showcase the entire DELABIE range, allowing visitors to discover the Group's identity and the excellence and quality of its products.

of settings (such as a swimming pool, the secure sector and an operating theatre) in dedicated spaces or fixed to wall-mounted displays. The mixers and taps are fully operational, mounted on test benches, and visitors can test every model and see them operate in situ.

A real showcase for the brand, the showroom also serves as a training centre. DELABIE employees come regularly to learn about the latest innovations developed by the Research and Development department.







The Friville showroom

All the subsidiaries are progressively developing their own showrooms. They provide a venue to receive customers and specifiers locally, and to train the teams at each of the Group's subsidiaries. Following the showroom at DELABIE Benelux's premises in Brussels, a new showroom was recently inaugurated at the KUHFUSS-DELABIE offices in Dortmund, Germany, and another will soon be opened at DELABIE UK's headquarters in Wallingford.



The Dortmund showroom



DELABIE,water for life

750 million people (i.e. more than a tenth of the world's population) do not have access to safe drinking water.

Almost 2.5 billion people live without sanitation and 1 billion people do not have access to sanitary facilities.

80% of all diseases originate from water, as a consequence of dirty water or the lack of hygiene.

1,000 children die every day for the lack of basic sanitary hygiene.

(Sources: UN, WHO, WWB - Water Without Borders)

Together, let's build a better world!

When you purchase DELABIE products, you become a partner in our humanitarian projects. Every year DELABIE donates part of its profits to finance projects that provide access to drinking water for the poorest populations, the most isolated and those in dire health situations. To support those populations that are lacking the vital basics of drinking water and sanitation, DELABIE provides priority assistance to villagers without resources, schools, hospitals and dispensaries.

Every year DELABIE selects rural projects, submitted by NGOs and partner associations, for development. Since 2005, more than 60 projects have received funding, providing water and sanitation to 54,000 villagers and schoolchildren. Our company finances wells, bore holes, water towers, storage tanks, latrines and irrigation for market gardens.

A lifelong commitment to life, health and hygiene is DELABIE's fundamental principle.

Find out more about the DELABIE foundations' projects on our website: **delable.com**

INSTALLATIONS 2015 - 2016

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Dogon: 7 bore holes 35 - 60m deep for villagers in Dogon and Peuhls.

Tinowolen: rural wells for semi-nomadic villagers.

Madagascar

Fotadrevo: pump and solar panels for a school.

Merimandroso: a 35m bore hole, pump and storage tank for the Orantes and families.

Antsirabe: girl's and boy's sanitary blocks for a school.

Tananarive: a 2,500L storage tank, pump and generator for the Home of the Heart association.

DR Congo - Togo -Conakry, Guinea

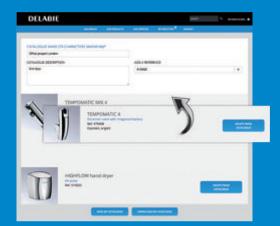
Kinshasa: pump, solar panels and storage tank for the Orantes religious community and the Kintambo quarter.

Sevagan-Kpota: 193m bore hole and 40m³ water tower for villagers and the Sevagan township.

Moretan: 3 new bore holes 30m deep for 3 schools.

Boula: drinking water supply and sanitary installations for a health centre.

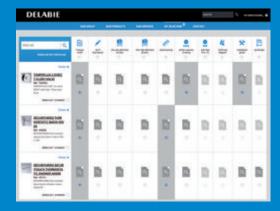
delabie.com available features



Create a personalised catalogue

Create your own catalogue using your own product selection.
You can personalise it by giving it a project name, description and by choosing the order for the products to appear.

This catalogue will then be available in **Word, PDF and Excel** formats.



DATASHARE: all the documents are freely available

Datashare is DELABIE's **platform to download files.** There is no need to sign-in.

Product files, technical descriptions, photos, line drawings, BIM and AutoCAD files, installation guides and certificates are all available online.



DELABIE launches BIM

To meet the requirements of BIM technology, DELABIE has modelled its core products.

Available in 2 formats - **REVIT** and **IFC**, the files can be downloaded via the relevant product data sheet or via datashare. The list of references available in BIM format is available in **Our Services - BIM Files**.



Suitable for tablets and smartphones.