



COMPANY PRESENTATION

The art of cooling >

MEET **NRF**

- 90 years of cooling experience
- Merged in 2010 with Banco
- 8 plants, 19 AM distribution centers globally
- Strong balance sheet & listed in India



NRF
Netherlands

BANCO
India



MISSION AND VISION



Proud in the Art of Cooling

Mission



Vision

NRF focuses on owning niche markets and dominating automotive after markets, engineering the best cooling solution, making customer's business our concern.

MISSION AND VISION



Proud in the Art of Cooling

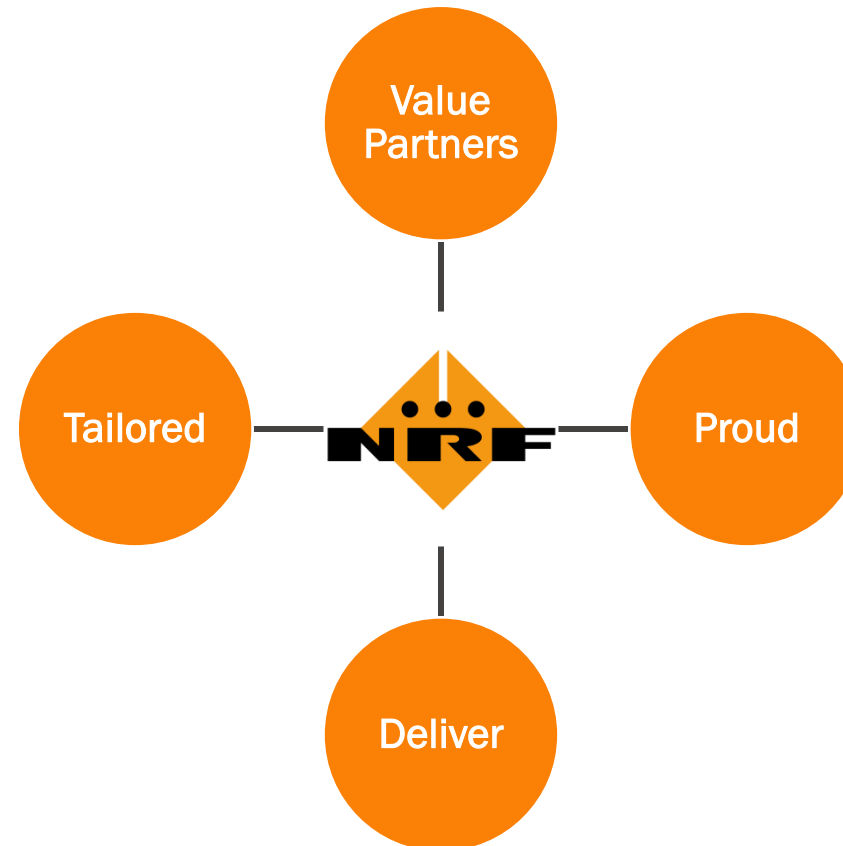
Mission



Vision

NRF focuses on owning niche markets and dominating automotive after markets, engineering the best cooling solution, making customer's business our concern.

CORE VALUES



EFFECTIVE POSITIONING



IT'S HARD TO MATCH US!

Certified supplier for OE and AM

In house manufacturing and testing

Global company, local presence

Competitive pricing with OE specifications

A complete Aftermarket offer

Excellent supply chain

CERTIFIED **AFTERMARKET** SUPPLIER FOR:



GOING GLOBAL



NRF & BANCO

8 PLANTS, 19 AM DISTRIBUTION CENTERS

PRODUCTION CAPACITY > 1,2 MLN PCS YEARLY

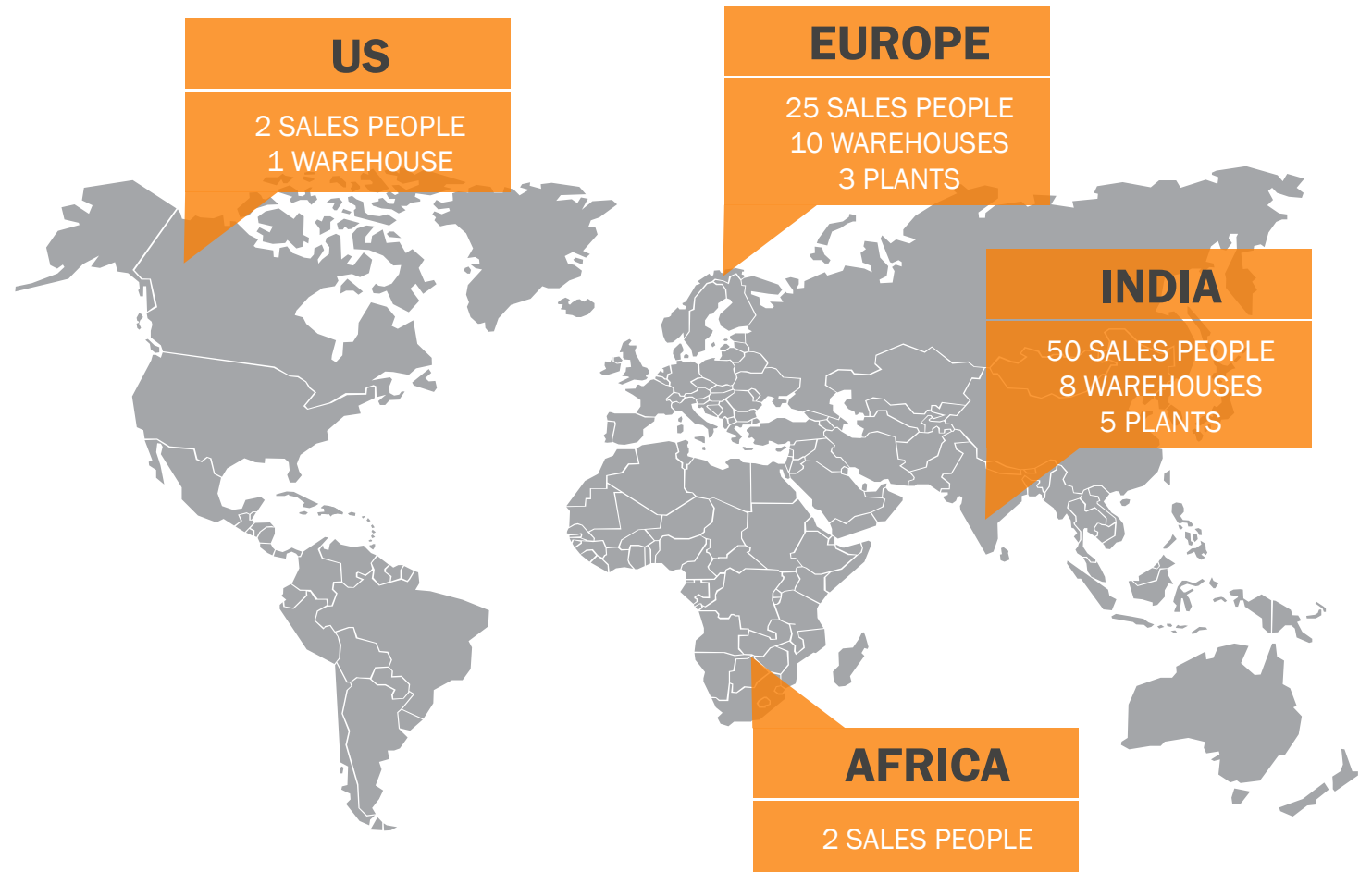
CERTIFIED OE SUPPLIER



GOING GLOBAL



SUPPLYING EVERY CORNER
OF THE WORLD



STRONG FIELD SALES



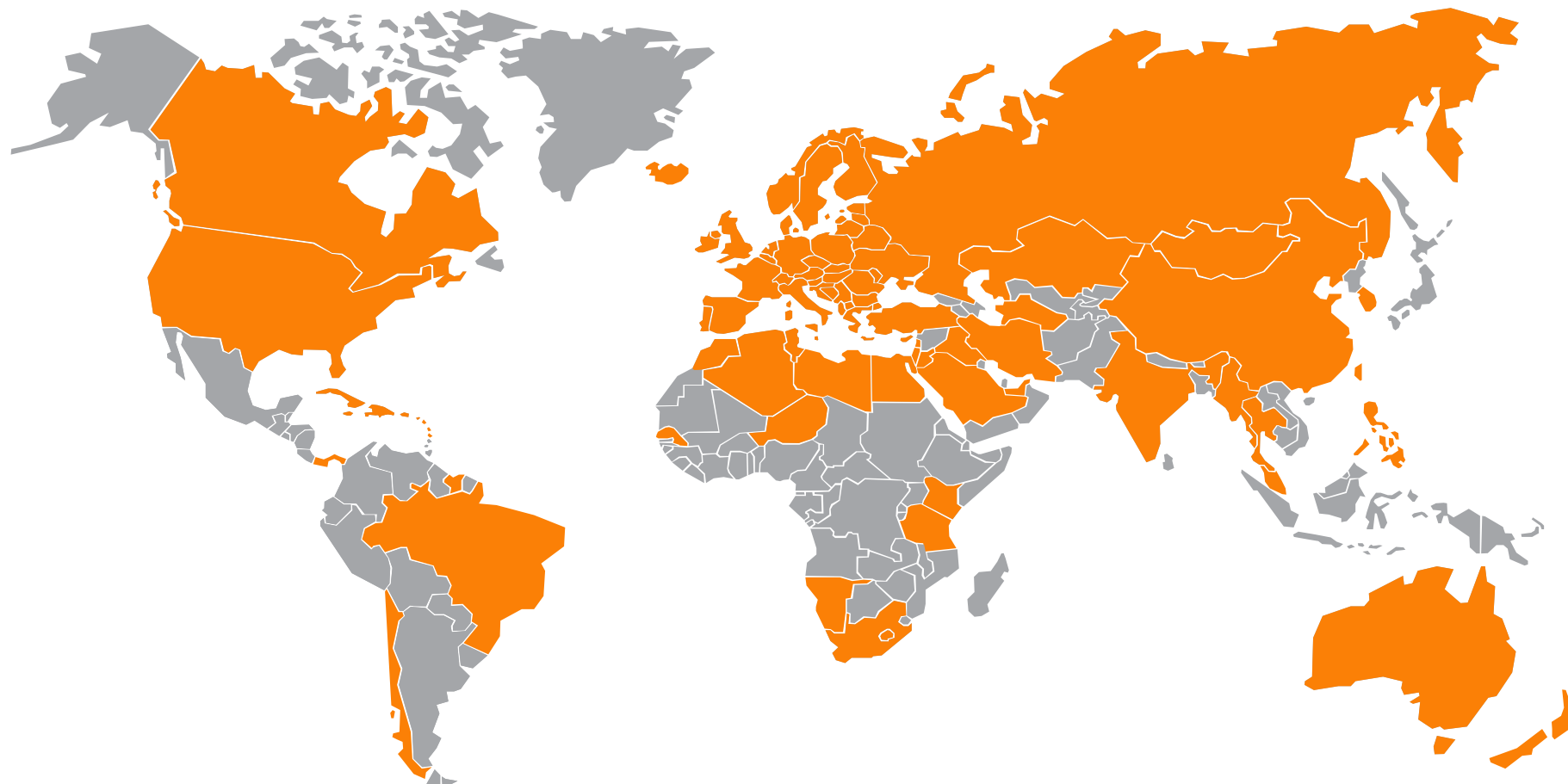
NRF Europe:

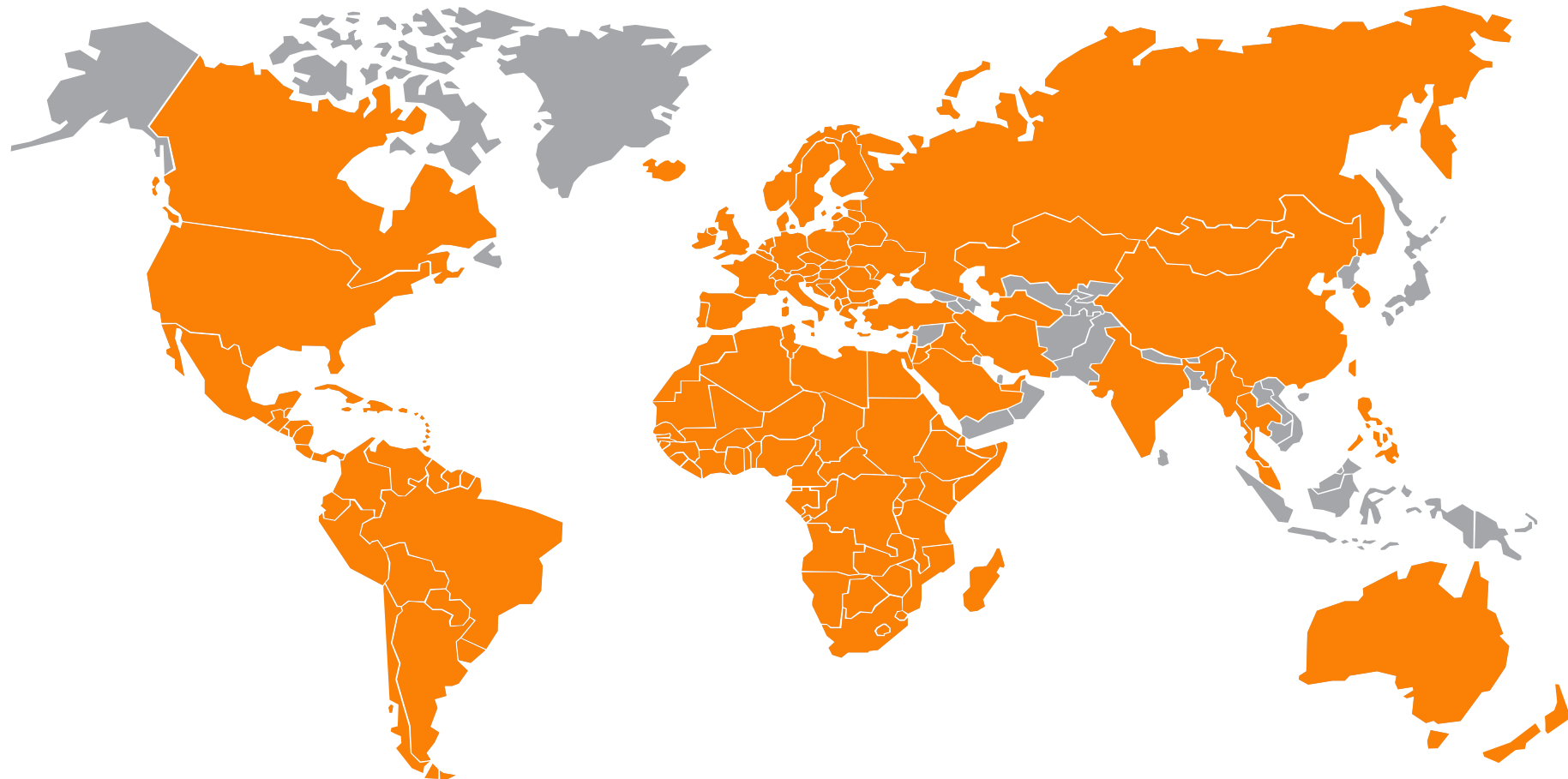
- Since 1927
- 25 sales people around Europe
- Backed up by 30 customer service people

NRF expansion:

- 2015: Opening of USA office/warehouse
- 2016: Warehouse expansion in Poland, UK and Italy
- 2017: Warehouse expansion in Netherlands, France and Spain







NRF SEGMENTS



Cars



Truck and buses



Agriculture



Internal transport



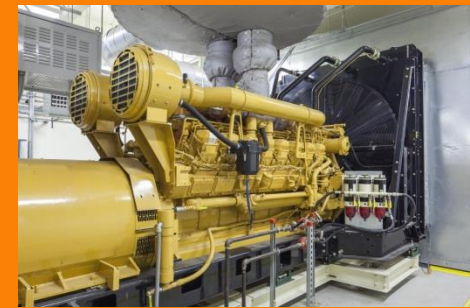
Off highway



Marine



Railway



Industrial

A COMPLETE **AFTERMARKET** OFFER



ENGINE COOLING RANGE

RANGE OF MORE THAN 4.500 PRODUCTS

95% OF COOLING CAPACITY

IN HOUSE MANUFACTURING

100% OF PRODUCTS ARE VALIDATED / LEAK TESTED

PLASTIC TANKS MADE OF 100% VIRGIN MATERIAL





NRF **ENGINE COOLING** RANGE (SKU'S)

A WIDE RANGE OF COOLERS



RADIATORS

3.123



INTERCOOLERS

633



OIL COOLERS

251



NRF **ENGINE COOLING** RANGE (SKU'S)

A WIDE RANGE OF COOLERS



FAN CLUTCHES

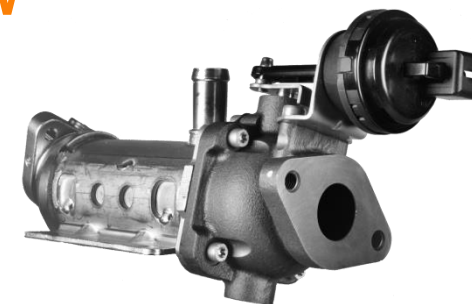
326



RADIATOR FANS

588

NEW



EGR COOLERS

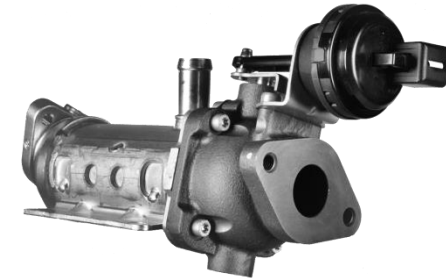
56

NEW PRODUCT RANGE > EGR COOLING



Ready to meet any standards: the EGR cooling range

- NRF EGR cooling, the ideal way to meet stricter fuel economy standards & exhaust gas emissions.
- EGR heat exchanger, EGR cooler, EGR module and EGR valve included.



We know Euro 6 trucks like no other

- NRF has a complete Euro 6 range of products for trucks.





NEW PRODUCT RANGE > FAN BLADES

NRF fan blades

- 68 SKUs, covering 95% of market demand in LCV and trucks
- Easy and quick installation
- In push and pull configuration
- Available until EURO 6

Matching fan clutches are also available in different types:

- Bimetallic
- Electromagnetic
- Pneumatic



CORES



NRF cores

- Wide range of custom-made copper brass and aluminium cores
- Introduced direct supply from all 4 EU based production facilities offering 1 day lead time
- Invested in new brazing furnaces



NRF Bar Plate cores

- Single cores up to 200 mm deep
- Express lead-time reduced to 2 days
- All new optional hemmed fin for extended durability



A COMPLETE **AFTERMARKET** OFFER



AIRCONDITIONING RANGE

RANGE OF MORE THAN 2.500 PRODUCTS

INCLUDING AC SPARE PARTS

100% OF PRODUCTS ARE VALIDATED

100% OF CONDERSERS ARE LEAK TESTED





NRF **AIRCONDITIONING** RANGE (SKU'S)

A WIDE RANGE OF AIRCONDITIONING PRODUCTS



CONDENSERS

763



COMPRESSORS

925



RECEIVER DRIERS

261



NRF **AIRCONDITIONING** RANGE (SKU'S)

A WIDE RANGE OF AIRCONDITIONING PRODUCTS



HEATERS

210



EVAPORATORS

88

NEW



INTERIOR BLOWERS

151

NEW PRODUCT RANGE > INTERIOR BLOWERS

NRF interior blowers

- 100% OE design and quality guaranteed
- Excellent performance, quality and durability
- Easy and quick installation
- Low noise for maximum comfort

100% tested to guarantee excellent performance

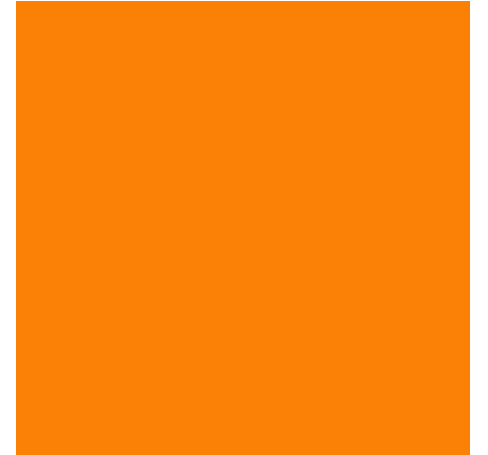
To guarantee excellent quality, the interior blowers are subject to a number of advanced and stringent tests. These tests consist of performance, mechanical and electrical tests.



NRF **EXTENSIVE WARRANTY** ANALYSIS

A thorough warranty analysis

- All compressors warranties are tested and analysed
- Within 2 weeks warranty report with the customer
- Warranty percentage, 1,5% returns in compressors
- Unique warranty investigation



EASY FIT



All NRF benefits in one package

- Easy Fit = the benefits of an assembly kit combined with NRF Quality!
- Easy fit results in time savings in the workshop and avoids technical complaints
- Current range: 850+ Easy Fit references



NRF TECH SUPPORT



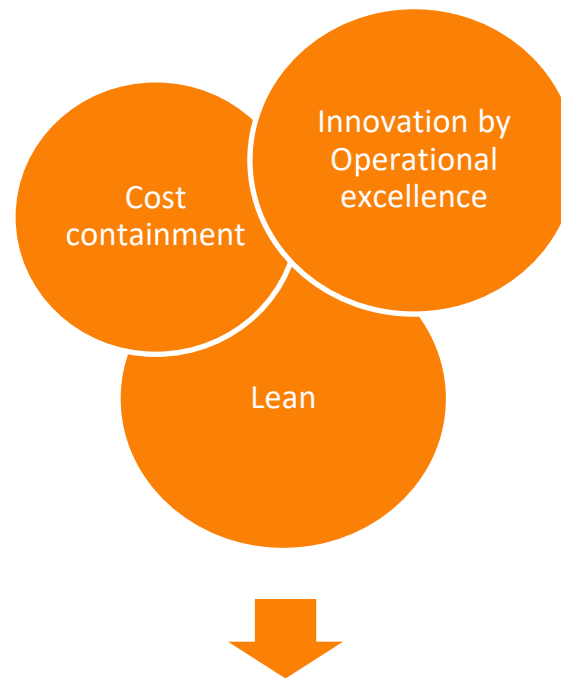
- Our tech support guarantees quality and efficiency of your business
- Technical hotline: support, diagnosis and advice
- Advanced training
- Compressor warranty report



SUPPLY CHAIN



SUPPLY CHAIN



MISSION >

Consumer-driven supply chain, with demand creating ability

SUPPLY CHAIN



Operational excellence

- Understand market/customers:
Reliability & flexibility
- Cost optimization, efficiency measures
(Cost containment, short Supply Chain)
- Robust and embedded (cross functional)
processes

Product leadership & customer intimacy

- Offering leading services
- Innovation throughout the entire Supply Chain
supplier to customers of our customer



SUPPLY CHAIN



Reliable deliveries

- European deliveries guaranteed within 24h
- Network of 9 NRF owned distribution Centre's strategically located
- Strong, solid carton boxes
- Fast order handling, order placed till 17h30, delivered 'in night'
- Decentralized deliveries are possible



SUPPLY CHAIN



Full time stock optimization

- NRF offers valuable stock screening, where a supplier becomes a partner!



FULL & EFFICIENT DATA SUPPLIER



Complete catalogue data

- Easy crosses to any OE and AM
- Where possible OE ref. consolidated to cover more application with less SKUs.
- Monthly update via TecDoc, FTP-server and newsletter
- Access to technical product intelligence
- Carpark and pareto base inventory support
- Including drawings and pictures

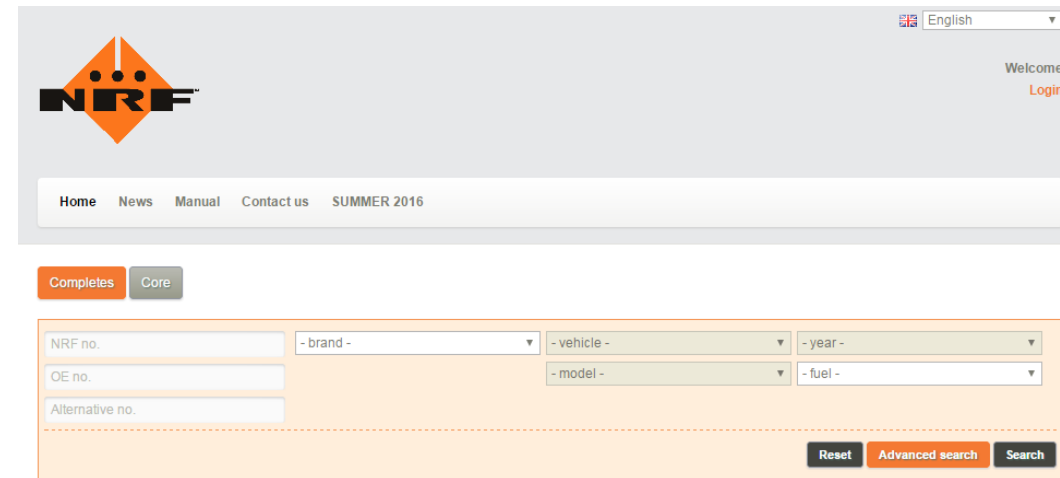


E-COMMERCE



24/7 online access to the NRF webshop,
TecCom and other online ordering platforms.

- Order quick and easy
- Up-to-date product information
- Search on NRF, O.E. and alternative nr.
- Real-time stock status
- Order status
- Order history

A screenshot of the NRF webshop interface. At the top left is the NRF logo. At the top right is a language dropdown menu set to 'English' and a 'Welcome Login' link. Below this is a navigation bar with links: Home, News, Manual, Contact us, and SUMMER 2016. Under the navigation bar are two tabs: 'Completes' (highlighted in orange) and 'Core'. The main content area is a search form with several input fields and dropdown menus. The first row contains 'NRF no.', '- brand -', '- vehicle -', and '- year -'. The second row contains 'OE no.', '- model -', and '- fuel -'. The third row contains 'Alternative no.'. At the bottom right of the form are three buttons: 'Reset', 'Advanced search', and 'Search'.

NRF USP'S



**FULL THERMAL
SOLUTION FOR
ALL SEGMENTS**

01

04

**EASY FIT
SOLUTIONS**



**OWN PRODUCTION
AND TESTING
FACILITIES**

02

05

**ENGINE
COOLING AND
AIRCO EXPERTS**



**EXCELLENT
SUPPLY
CHAIN**

03

06

**FULL & EFFICIENT
DATA SUPPLIER**



MARKETING **SUPPORT**



NRF marketing support includes

- A full range of easy-to-use catalogues, posters, gadgets and flyers to increase brand and product awareness
- NRF participation at customer fairs and exhibitions
- Editorial and advertisement support
- Custom-made marketing materials / (online and offline) sales promotions





WWW.NRF.EU

The art of cooling >