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MIND  
HEART  
HANDS

COMPANY PROFILE

# MINID

## ACC, your new global components partner

Integrated systems and services for your needs.

ACC group was born from the managerial expertise and technological leadership of Electrolux, a consolidated world-leading appliances manufacturer. Zanussi, acquired by Electrolux in 1984, started producing compressors, motors and other components some 40 years ago. It originally produced components for internal use only, but in the 70's it started marketing its products to third parties, creating a new organization to this purpose. Through the years, customer orientation, geographical proximity to customers and innovative R&D approach, combined with the most sophisticated manufacturing technology, led the Group to become the largest producer of components for household and commercial appliances. In year 2002, ACC -Appliances Components Companies- was created, buying Electrolux Motors from Electrolux. In August 2003, ACC consolidated the development of the new Group through the acquisition of Electrolux Compressors from Electrolux AB. The acquisition was motivated by an ambitious industrial plan, backed-up by availability of capital, aimed at giving an integrated offer of components for electrical appliances to household appliance OEMs.

ACC is a new independent group, world leader in designing, manufacturing and marketing components for household and commercial appliances.

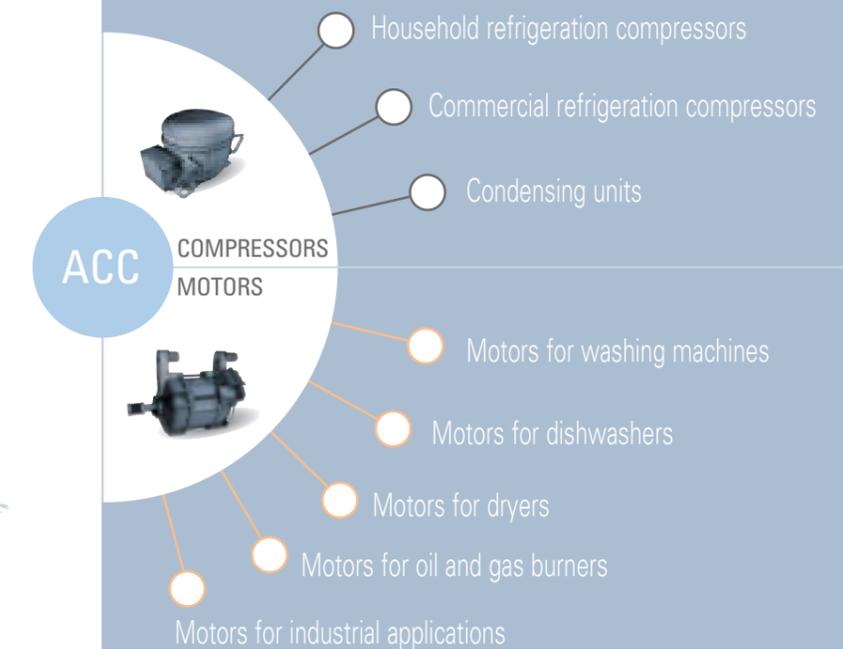
ACC manufacturing units are located in Europe and China and offer a wide product range within all business lines.



● ACC Headquarters  
Pordenone - Italy

● ACC Production Plants

- |                       |                                       |
|-----------------------|---------------------------------------|
| Barcelona - Spain     | Pordenone - Italy                     |
| Fürstenfeld - Austria | Bercel - Hungary                      |
| Mel - Belluno - Italy | Tianjin - People's Republic of China  |
| Oldenburg - Germany   | Shanghai - People's Republic of China |



# HEART

## Your needs at the heart of what we do

### Product-focused strategy to deliver value for OEMs

In order to achieve continuous improvements in its products and processes, ACC's strategy has evolved from being geographically oriented into a higher quality product strategy, devoting all efforts to design, development, innovative R&D and optimal use of test facilities, in order to achieve improved products and technologies. The result of this effort is the highest level of quality in a range of products deemed the best in the market with the best market value.

### Dedication to global quality

ACC's aim is to offer the highest level of quality through:

- innovation & design
- high efficiency standards in energy consumption
- environmental preservation
- low sounds emissions
- total respect of safety measures in production and product design
- satisfaction of customer's needs in both pre-sales and post-sales services

The very high level of ACC's product integrity and quality is confirmed by the quality system certification ISO 9001 and ISO 14001.

### Innovation & Technology

ACC thrives on continuous development of superior products to satisfy customers' needs.

The evolution and continuous developments in the industry of components for appliances has compelled ACC to clearly understand and anticipate market needs. ACC performs flexible solutions with a really short "time to market".

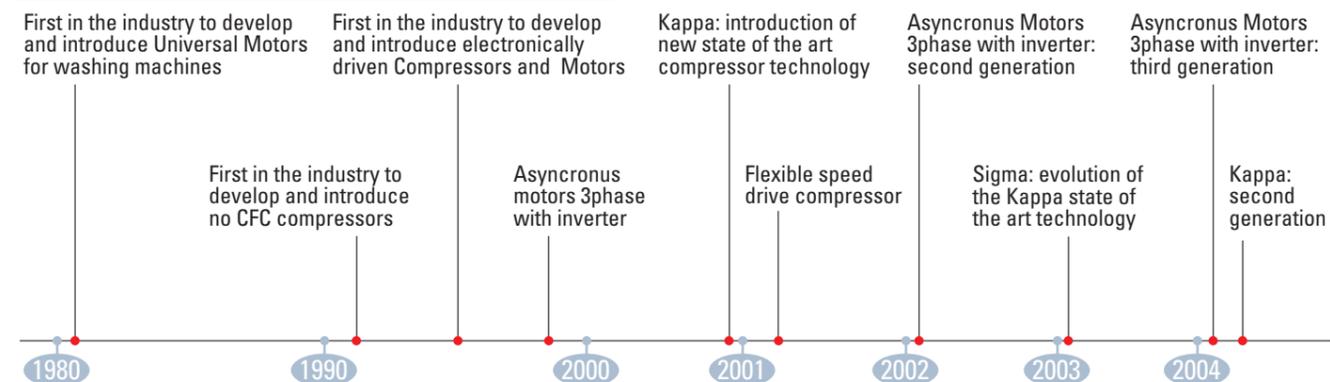
### Value for customers

Being an independent group represents an added value to ACC customers.

ACC group is strongly committed to increase the added value to its customers through:

- Product lines synergies
- Superior product performances relative to cost
- Superior overall service relative to cost
- Innovation in product and process technologies
- Best time to market
- Commitment to create low cost total Quality.

### ACC Value offering paradigm



# HANDS

## Industrial Network

Following a global strategy, pursued to satisfy customer's needs, ACC has set up a complete industrial network worldwide, in order to pick up the pace of the single market trend. Taking full advantage of enhancing synergies among each plant, ACC can provide customers with the best solution for their business while participating locally in their industrial and marketing processes. With its global view, ACC is tuned to entirely match client's requirements and become your global component partner.

## Know How

As a leader in the appliance components industry, ACC has always provided products and services of the best quality. ACC has focused its strategy on setting new standards concerning product performance and technological solutions.

This is only possible thanks to the Group's consolidated technological know how and managerial expertise. For this reason, ACC is setting up high targets for the years to come.

## Technology and Innovation

ACC's continuous high investment in R&D is one of the Group key success factors. During the last 40 years, ACC commitment has been to create the best products based on state-of-the-art technologies, to suit the customers' expectations. ACC components represent the perfect balance between devotion to technology and willingness to innovate, ensuring cutting-edge products which enhance the final performance of both household and commercial appliances.

Technology and innovation are the cornerstones of ACC's strategy, driving the Group competitiveness and innovative edge:

- ACC's R&D department explores and improves technologies with an eye towards future appliances' requirements.
- Innovation expands ACC's business towards new directions combining product performance and environmental care.

## Vision of the Business

ACC management has a targeted vision of the business development both in the short and in the long term. This track is clear on mind and the way to get to the end is innovation and product leadership. This is done to keep the organization moving and allow our Group to be competitive on developing efficient products.

## Talented Workforce

ACC believes that people and all their abilities and skills represent a precious asset. This is why ACC group is really committed to setting up a strong pool of outstanding people and a performance culture that strives for excellence. We believe that this will lead us to outstanding results in terms of both corporate group culture growth and business targets achievement.

# Using our expertise to add value to your products





## ACC Compressors is the largest producer of Household and Commercial Refrigeration Compressors, with an annual production of 18 million compressors.

ACC is a world leading company in the household and commercial refrigeration compressor industry. ACC is devoted to promptly answer different market requirements, with flexibility and short time to market, offering continuously upgraded and innovative solutions in its model ranges.

ACC compressors production is strategically located in 5 plants in Europe and China. The choice of these locations was driven by the necessity of combining technological heritage and a strong R&D with proximity to the customers worldwide. ACC Compressors offers the market a multitude of solutions to the refrigeration industry with the technological know-how of every ACC plant around the world.

The European plants of ACC are located in Italy, Austria and Spain.

The Chinese units are located in North (Tianjin) and Central (Shanghai) China respectively.

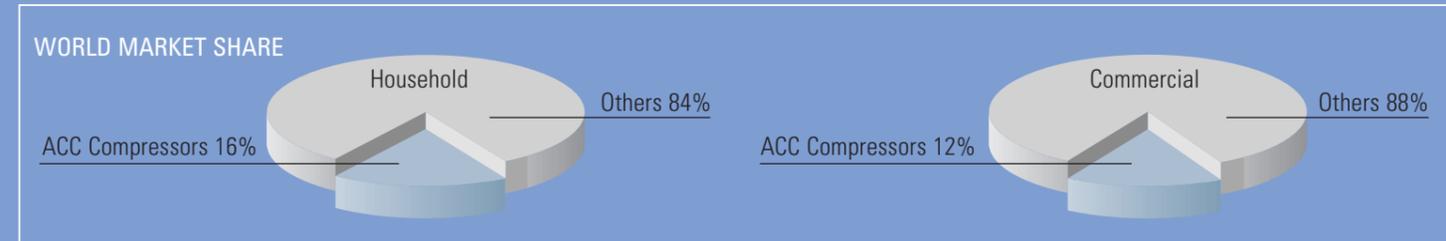
## The product

In order to achieve continuous improvements in its products and processes, ACC Compressors focuses on a high quality product strategy. Thanks to the strategic dimension, ACC devotes an entire range of design development, innovative R&D and production to offer the best choice available relative to the value delivered. Thus ACC strives for constant innovation of products and for high speed technological developments, in order to promptly answer the market's needs.

ACC product range is the widest in the market and has been completely renewed. Today, with particular regard to energy efficiency and ozone friendly products, ACC Compressors can offer the most competitive compressors in the industry, without forgetting compactness and low noise levels.

Barcelona Spain      Fürstenfeld Austria      Mel - Belluno Italy      Tianjin People's Republic of China      Shanghai People's Republic of China

CUBIGEL S.A.      VERDICHTER Oe. G.m.b.H.      ELETTRMECCANICA S.p.A.      ZANUSSI ELETTRMECCANICA TIANJIN CO. LTD      SHANGHAI ZANUSSI ELETTRMECCANICA CO. LTD





## The quality

Quality is a major concern for ACC to answer customers' most demanding requirements. The pursuit of enhancing total product quality is not an abstract concept but an extremely concrete way of operating. Quality principles mark all the processes of compressor production starting from the choice of highly qualified raw material and components suppliers all the way to the finished product and its delivery.

The very high level of ACC Compressors product integrity is confirmed by the quality system certification ISO 9001 and ISO 14001.

ACC Compressors' reliability is checked in our highly efficient quality laboratories, which are constantly monitoring performance when introducing products to the market.

## Respect for the environment

ACC Compressors' philosophy focuses all processes and business activities towards promoting the development of safe, energy efficient and environmentally friendly appliances. Since 1987, after the Montreal Protocol, which established the phase out of CFC refrigerants, ACC has devoted its R&D efforts in selecting the most suitable coolant solution to meet customers' needs and expectations, in terms of reliability, performance and energy consumption. That's why our Group was the first compressor manufacturer that shifted to no CFC coolants, namely R134a refrigerant, leading in 1992 the transition to ozone-safe technologies.

Moreover, we were ahead of others in choosing R600a refrigerant which, being more energy efficient than normal toxic HFCs, improved our compressors performance and coolant capacity through the years.





## ACC Motors is the largest manufacturer in Europe of electric motors and systems for household appliances and industrial applications.

ACC three motors plants are located in Italy, Germany and Hungary, with a total annual production of 13 million motors for washing machines, dishwashers, dryers and other industrial applications. Customer orientation, high quality and advanced technology levels, plus continuous product innovation are the main reasons for this success.

## The products

ACC Motors R&D qualified technicians and engineers are constantly engaged in offering the most effective and time saving tailor made solutions to our customers. ACC Motors offers a wide range of products. ACC Motors main activity is to produce motors for household appliances, as universal motors for washing machines in AC and DC, and asynchronous motors for dishwashers and dryers.

ACC Motors is today the only major manufacturer in Europe with a significant presence in both the asynchronous and universal motor platforms. For several years ACC Motors has also been introducing to the market new drive systems, such as three-phase frequency controlled motors complete with electronic boards, maintaining the ACC leadership in advanced drive technologies.

ACC Motors is also an absolute leader in the asynchronous motors market for oil and gas burners, introducing new advanced drive systems with high performances electronics in terms of low noise, high efficiency and low energy consumption.

Oldenburg  
Germany

Pordenone  
Italy

Bercel  
Hungary

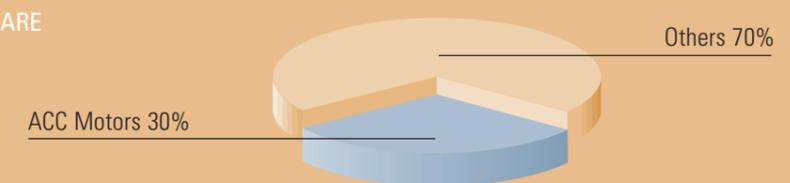
FHP MOTORS G.m.b.H.

SOLE S.p.A.

FHP MOTORS HUNGARY K.f.t.



EUROPEAN MARKET SHARE





## The quality

The trade mark of ACC Motors stands for absolute reliability, state of the art technical standards and high quality. ACC Motors offers full support to customers in creating optimum solutions in customized drive systems. In our laboratories in Italy and Germany, the smooth interaction between our motors and our customers' appliances is thoroughly tested.

The use of the most advanced production technologies, self-certified supplies, and highly trained personnel, assure the maximum level of product quality. Continuous monitoring of customer needs and promptness in delivery also play an important role in ACC Motors success.

ACC Motors quality management system is certified by ISO 9001 and ISO 14001, and maintains the QM-manual for internal procedures and QM-manuals for customers and suppliers.

## Respect for the environment

ACC Motors places great emphasis in developing new products with a low environmental impact, in order to maintain our motors' excellent reputation for better energy efficiency, lower detergent and water consumption as well as low noise level.

Significant development projects, such as Controlled Induction Motors, switch reluctance and brushless permanent magnet motors, have led the way to setting up the standards for the most environmentally friendly appliances.

