

BUILDING SUCCESS



MEA at a glance

Founded	1886 in Aichach, Bavaria, Germany
Sales revenues	€120 million
Employees	700
Headquarters	Aichach, Germany
Locations	Saint-Dié-des-Vosges, France Pilsen, Czech Republic Wroclaw, Poland Dej, Romania Deeside, United Kingdom Herzogenburg, Austria Olten, Switzerland Kunshan City, Jiangsun Province, China

PROVIDE
SOLUTIONS
FOR
PROFESSIONALS
WHO
WANT TO DO
MORE
IN LESS TIME.

A **SUCCESSFUL** **COMPANY** SEES THE WORLD THROUGH THE EYES OF **ITS CUSTOMERS**

MEA solutions and systems make construction work easier, quicker, safer – and therefore play a key role in the success of the builder. When it comes to helping our customers increasing their efficiency, we need to cultivate an attitude that makes the professional user the focus of everything we think and do. Our internationally positioned strategic business units are the key to doing just that. They make it possible to focus on the most important target markets, without detours and wasted effort. Each of our strategic business units possesses a maximum of sector expertise, user knowledge and practical orientation. Our experienced team of employees are

all insiders who know how to see the world through the eyes of the builders who install our products. We have an excellent understanding of the needs of our many different types of customer; we intrinsically grasp their way of thinking and are familiar with their concrete expectations. This unique knowledge is the cornerstone for developing effective solutions and innovative systems that are both functionally and economically convincing. These are the performance accelerators and process optimisers that are inspiring an ever-growing number of building professionals.

MEA BAUSYSTEME



MEA WATER MANAGEMENT



MEA METAL APPLICATIONS



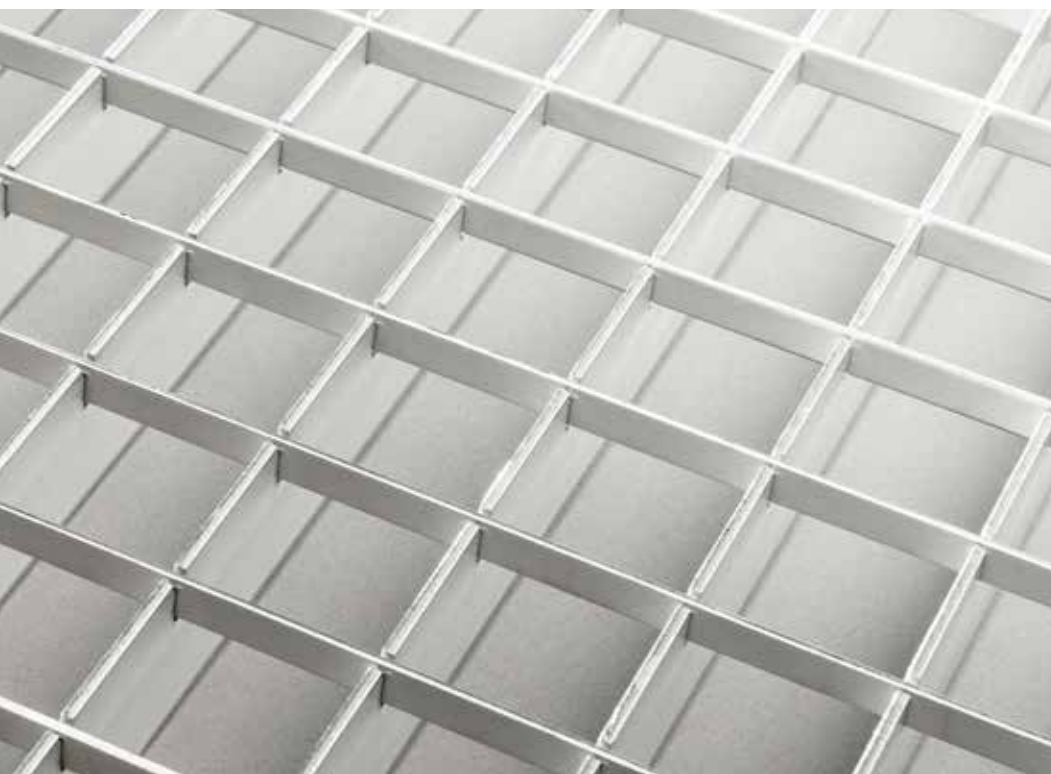
MEA ACP



Focus on customer orientation

- ✓ Our organisation is divided into independent strategic business units that form the basis for purposeful, well-aimed market development.
- ✓ MEA solutions and systems are customised to suit the specific requirements and needs of professionals in the building trade and technical industries.
- ✓ Our products are sold by building materials suppliers and on a B2B basis.

PROVIDING
EACH
CUSTOMER
WITH AN
IDEAL SOLUTION
IS BOUND
TO LEAD
TO SUCCESS



MEA offers more than just one material

- ✓ GRP: lightweight, easy to work with, economical, shockproof, thermally stable, extremely sturdy, seawater-resistant
- ✓ Polymer concrete: high-density, pressure-resistant, high tensile strength, few pores
- ✓ Concrete: any shape possible, stable, wear-resistant
- ✓ Metal: usable in practically every situation, user-friendly, long-lasting, high load capacity, low weight, aesthetic

Professionals do not think in terms of materials, but about getting the job done. The ideal solution is always the one that meets the specific requirements of the job at hand most efficiently and sustainably – and, of course, fully meets the required standards and technical specifications.

This is where MEA's unique multi-material expertise comes in. We are capable of providing our customers with the best materials to master practically any application: products made of the trendsetting lightweight material GRP (glass-fibre reinforced plastic), which we are now using to set

new standards in the fields of drainage and basement construction, solutions that feature the compressive and tensile strength of polymer concrete, exceptionally stable concrete goods, and extremely weather-resistant, long-lasting metal solutions. With MEA, the customer is always on the safe side, no matter what the building project calls for. The customer also has the choice of using a variety of materials and the option of comparing innovative systems with conventional products. The essential point for professionals is to select the right building material for the job.



SUCCESS **MEANS** CONTINUALLY ENHANCING **EFFICIENT** **SOLUTIONS**

Watching, listening, understanding, thinking creatively – these are the most important steps on the path to creating innovative solutions that really help our customers move forward. We maintain an intensive dialogue with both planners and users. That's how we identify specific problems and typical practical requirements that inspire us to develop better, smarter, future-oriented products. We don't merely concentrate on the technical functionality: a MEA solution always needs to be simple, safe, quick to use and good value.

Glass-fibre reinforced plastic (GRP), which MEA has continually perfected in many years of research work, plays a key role in our strategy. GRP is up to 84 per cent lighter than concrete, extremely sturdy, shockproof and thermally stable. Furthermore, it is both recyclable and inexpensive. For a great many drainage professionals and basement builders, their work is literally lighter, thanks to GRP-based solutions manufactured by MEA, such as MEARIN and MEAMAX.





MEA as innovator

Trendsetting MEA developments:

From MEA Metal Applications: MEAstep, the new staircase kit, saves loading space, thus reducing energy and transportation costs.

From MEA Bausysteme: The MEA Connect-System – casement window + insulation panel + perimeter masking frame + light well – makes it possible to install light wells without thermal bridges in record time.

From MEA Water Management: The MEA CLEAN PRO system, consisting of an easy-to-install GRP channel with the first fully-fledged, multi-level substrate filter system that binds 99 per cent of heavy metals and retains practically all organic substances and solids.

SUCCESS IS THE RESULT OF GLOBAL ACTIVITY AND **GERMAN** **QUALITY**

German quality is highly regarded the world over and MEA continues to uphold this fine reputation. We do so not only by stringently adhering to all relevant national and international standards. The solidity, safety, reliability and sustainability of our products is also documented by certifications such as TÜV and ISO as well as through regular audits performed by independent institutes. Internally, we deploy an integrated quality management system to ensure that the entire value-added chain – development, purchasing, production, logistics, consulting, training and sales – remains strictly in line with our quality targets. But the quality of our products can also be measured in time and money, as MEA

stands for the shortest lead times, punctual delivery and reliability. You can rely on MEA!

But our understanding of quality goes far deeper than just certificates, management systems and delivery times. It is also the binding spirit in the MEA community. We stand for openness, fairness and respect in our dealings with customers, employees, suppliers and competitors. Actively practiced mutual encouragement and support lead to a greater feeling of community and identification – also with our high quality aspirations. We proactively live the added value of the MEA community with every product, every day.



MEA is quality

- ✓ Production sites: France, Czech Republic, Romania, China
- ✓ Certificates: TÜV Rheinland, ISO 9001:2008, DIBt, CSTB, Komo
- ✓ Integrated quality management system



MEA is a financially independent company. Our outstanding equity ratio enables us to fully concentrate on continually enhancing our position internationally, both organically and by means of acquisition, to ensure profitable future growth – and we are well positioned to do so, as we combine the best of three worlds: the long-term attitude of a family-owned business, the professionalism of an experienced, international management team and the spirit of a results-oriented investor.

Furthermore, independence means the freedom to think long-term and unswervingly continue pursuing the course taken more than 125 years ago with tenacity. This course means we want to help our customers sustainably increase their own efficiency and improve their results through the use of MEA products. That is an aim worth giving our very best for.



SUCCESS MEANS
NOT BEING
DEDICATED
TO ANYTHING –
EXCEPT
THE WELL-BEING OF
OUR CUSTOMERS

MEA is independent

- ✓ On the market since 1886
- ✓ Family-owned for five generations
- ✓ High equity ratio
- ✓ Professional leadership by experienced,
international management team

THE SPIRIT
OF A STRONG,
OPEN
COMMUNITY
IS AT
THE HEART
OF EVERY
SUCCESS

MEA lives according to the motto: “Success has a great many reasons” – and that is what makes the MEA community such a resounding success. We think and act in a spirit of community at all levels. We communicate honestly and fairly, regardless of national borders and hierarchies. We respect everybody, regardless of their origin, religion or position – and we show the same high esteem for everyone: customers, colleagues, employees, suppliers and competitors. This also means that within our organisation we do not value any one strategic

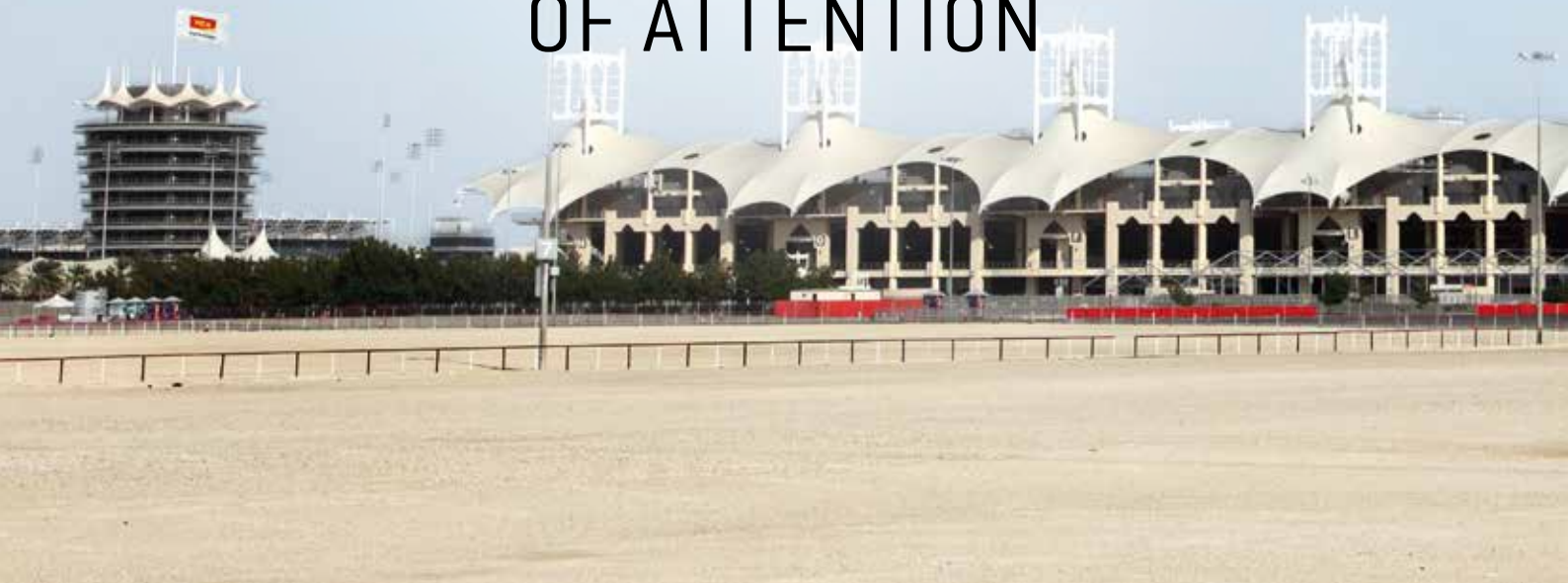
business unit more highly than the others. Accordingly, we strictly reject any type of unfair personal gain and other unlawful conduct, such as bribery. We adhere closely to clearly defined corporate governance and compliance regulations. In this respect, performance is the only yardstick that counts for us, as it can be objectively measured – such as in the many minutes, hours, euros and cents that the use of MEA solutions and systems has saved.



MEA fosters trust

- ✓ Long-term supplier and customer relationships
- ✓ Strong employee loyalty and development
- ✓ Many years of good cooperation with the members of the works council

BEING SUCCESSFUL
MEANS
PLAYING A
KEY ROLE
EVERYWHERE,
WITHOUT BECOMING
THE CENTRE
OF ATTENTION






Products and systems that make work simpler, quicker and easier are in demand by professionals throughout the world. They are not only popular with builders and construction companies, but also with planners and engineers. Over the last few decades, MEA has not only made a strong contribution to implementing a great number of prestige projects, but also built up an equally strong international MEA community. We maintain close relationships to professionals in practically

all areas. We are well known and appreciated as competent, creative, solution-oriented suppliers, consultants and partners. MEA solutions and systems are to be found all over the world – often as drainage systems below the ground, such as at the Formula One racetrack in Bahrain. And sometimes right up top: the exit point of the Matterhorn Express in Zermatt, for example, is built with galvanised MEA gratings.



SUCCESS IS
THE RESULT
OF MAKING THE RIGHT
DECISIONS





BUILDING SUCCESS

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