# 55 Huliot Group

# WE MAKE IT FLOW Company profile



**59** Huliot Israel

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### We Make it Flow.

Huliot Group is a global leader in advanced flow systems for commercial & residential buildings, bringing complete solutions that cover water supply, wastewater, & infrastructure.

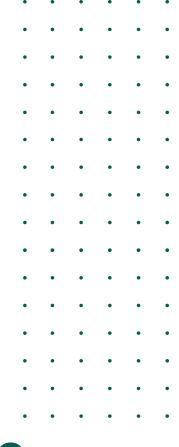
We design, manufacture & market a full range of products that work together in harmony, to deliver a seamless and silent water flow experience, while respecting the environment & keeping it clean.

#### **Huliot Group**

Our story begins in 1947 in Sde Nechemiah, a young Kibbutz in the North of Israel. In their quest to build a good future for their families, our founders discovered the market potential of polymethyl-methacrylate (PMMA), a quality plastic used by the Germans, also known as Perspex®. After studying the material and its applications, they opened the doors of Israel's first plastic manufacturing plant in the Upper Galilee, between the fields and the Jordan River, where it stands to this day.

In over 75 years, we have built the company into a leading global group, growing our business both organically and through mergers and acquisitions, deepening our expertise and capturing greater parts of the value chain. Today, Huliot Group owns and operates nine manufacturing plants in Israel, India, Slovenia, Portugal and Germany and provides solutions to more than 60 markets worldwide.

Since 2019 Huliot Group is jointly owned by Kibbutz Sde Nehemia (50%) and the Tene Investment Fund (50%).





### Our **Mission**

Like links in a chain (the literal meaning of huliot in Hebrew), our companies work together to enhance the power of water delivery and disposal, from-and-to public infrastructures. Our mission is to create a consistent, quiet water flow for end users in their homes, at work, and in commercial and public buildings, through the delivery of reliable, state-of-the-art solutions.

## Our **Values**



Professionalism



A passion to lead



Integrity and role model



Humility



Achieving goals together



Obligation to our community and environment



### **Consumer** Focused

In the past decade, we've shifted our strategy from focusing on manufacturing, to being consumer centric. To this end, we've implemented changes throughout our design process, prioritizing the quality of living that we deliver to millions of end users which experience our systems daily, without even knowing we are there.



### **Trust in Expertise**

Huliot Group's leadership position stems from strong relationships we have with clients, suppliers, within the community, and among each other. To this end, we have developed Trust compass, an internal program that focuses on how to give more value to clients and employees, and deepen our connections.

Trust serves as our business compass and leads us to develop new products to address industry trends, consumer needs, protection of the environment and financial profitability to our entire supply chain.







### **Empowered by**

### Technology & Innovation

Huliot Group's products are designed and developed based on decades of accumulated experience in extrusion, rotation, and injection-molding technologies. Over the years, we have developed a number of patented technologies, and proprietary manufacturing techniques, which are implemented across our product lines. As a result, we have earned a worldwide reputation for quality, durability and reliability.

#### **International standards**

Huliot companies hold the ISO45001:2018, ISO14001:2015 and ISO9001:2015 certifications.

Our products are certified by the stringent global standards including: the Standards Institute of Israel (SII), Deutsches Institut für Bautechnik (DIBT) and the SKZ laboratories in Germany, the Spanish Association for Standardization and Certification (AENOR), the Danish Technological Institute (DTI), and in other institutes worldwide, in markets where products are sold.



### **Environmentally** Responsible

In the past decade, we have transformant Huliot Group into a green company, focusing efforts on protecting the environment throughout our entire supply chain.

Huliot going green which is our passion and a global responsibility, has also made a significant impact on our profitability, as it led us to transition to a more effective and less wasteful production strategy, and opened us up to new opportunities as resellers of residual materials.

Starting with Huliot Israel, and later implemented across the group, we adapted a rigorous Go Green program designed to minimize our carbon footprint, while creating economic value.

The program has allowed us to reduce our total amount of dumping waste by 95% across the company (!) and has become a case study for other businesses aiming to go green.





### Highlights

- Continuously evaluating production lines, replacing raw materials with newer and more environmentally friendly ones
- Drastically reducing the creation of waste by amending production protocols
- · Implementing a Reduce Reuse Recycle RRR policy which is implemented, monitored and measured across the board

#### Green label standard

Ultra Silent, Ultra Beton Ultra SWG, HT PRO, Nano Pipe & Smart Lock systems has been awarded a Green Label from the Standards Institution of Israel's, a member of the Global Ecolabeling Network (GEN).

#### **EPD**

Huliot's global presence has given us a competitive advantage in Environmental Product Declarations (EPDs), which are becoming an important parameter in the purchase decisions of European companies. EDP is a report which provides information on a product's impact on the environment, from manufacturing to delivery, including its impact on global warming, smog creation, ozone depletion and water pollution.

#### **Involved in the community**

Part of our commitment to the environment is giving back to the communities we live among, through education and participation.

One of the guiding principles of Huliot Going Green is sharing our experience and knowledge with the educational and business communities, at academic institutions, professional conferences, and through other speaking opportunities. We've led workshops with organizations seeking to learn from our experience, and entered collaborations to advance environmental responsibility. Our community involvement is also expressed through our support in local non-profit organizations.





1947-2010

### **Building industry** expertise



2012-2018

### **Expanding into** global markets

**1947** Company foundation

**1956** Launch of PVC pipe production

**1970** Launch of PP pipe production

**1978** Entry into the office storage

2004 Acquisition of UPP plant in Mishor Adumin, Israel

**2008** PVC production capacity doubled

2010 Launch of PP & PVC multilayer pipe

production

**2012** Release of the Ultra Silent™ system

**2014** Acquisition of Argo d.o.o in Slovenia

2014 Establishment of Huliot India production plant

2018 Entry of Tena Investment Funds as a 50% partner in Huliot Group

**2018** Establishment of PE-X production plant





### 2019-2021

### **Expanding solutions** and shifting focus to group synergy



2020-2024

Focusing on solutions addressing consumer needs



2020 Acquisition of Hofit, Israel

**2021** Acquisition of 70% of Pegasus, Israel

**2021** Acquisition of 51% of Weisman Friedman, **Israel** 

**2020** Launch of the Smart Lock™ system

**2020** Launch of the PP-R Red Fire system

**2021** Launch of the Zenweld™ system

**2023** Launch of the Automatic Grease Separator

2024 ECO100 urban plastic manhole

2024 Nano Silent – Acoustic 4 layer pipe

## 55 Huliot Slovenia



**Year of foundation:** 1991 **Year of acquisition:** 2014







#### **Business focus:**

Design, manufacturing, and sales of advanced water flow pipes and fittings for drainage and wastewater.

Huliot Slovenia, formerly known as Argo d.o.o, was acquired in 2014, marking the start of our global expansion.

The company specializes in the production of polypropylene acoustic piping systems for wastewater and grey water, and serves as Huliot's hub in Central Europe, thanks to its strategic location which allows efficient production and shipping to nearby countries including Italy, Austria, Germany, the Balkan States and East Europe.

Huliot Slovenia and its products are approved by the leading European certification institutes: SKZ, DIBT, AENOR, and other local institutes in markets where products are sold.





# **59** Huliot Israel



Year of foundation: 1947







#### **Business focus:**

Design, manufacturing and sales of advanced water flow solutions for sewage, drainage, wastewater disposal, rainwater and water supply

Huliot Israel was established in 1947, based of expertise in PMMA acquired by our founders for over a decade, before they decided to pivot to plumbing pipes and systems.

As our company grew, we developed new technologies and expanded our product line to address the needs of the continuously growing construction market and became Israel's leading brand in the plumbing category, a position we own to this day.

Huliot Israel is known for delivering a combination of product innovation, cutting-edge technology and environmentally conscious advanced water flow solutions. Our products -UltraSilent™, UltraBeton™, UltraSWG™, SmartLock™ – have all received the Standards Institution of Israel's Green Label, a testament to commitment to the environment.











#### **Business focus:**

Design, manufacturing, and sales of advanced water flow: pipes and fittings for drainage and wastewater.

In 2014, recognizing the immense potential of the Indian market for Huliot products, we established Huliot India and constructed the country's first production facility for manufacturing acoustic polypropylene pipes and fittings for wastewater discharge.

Over the years, Huliot India has evolved into a multifaceted operation, serving as a manufacturing hub and a regional sales office that supplies the full range of Huliot Group products to customers in the region. One of Huliot India's proudest achievements is developing the world's first Solar Hybrid STP system, featuring cutting-edge IoT control technology, setting a new standard in sustainable wastewater treatment solutions."





Year of foundation: 1978 Year of acquisition: 2020







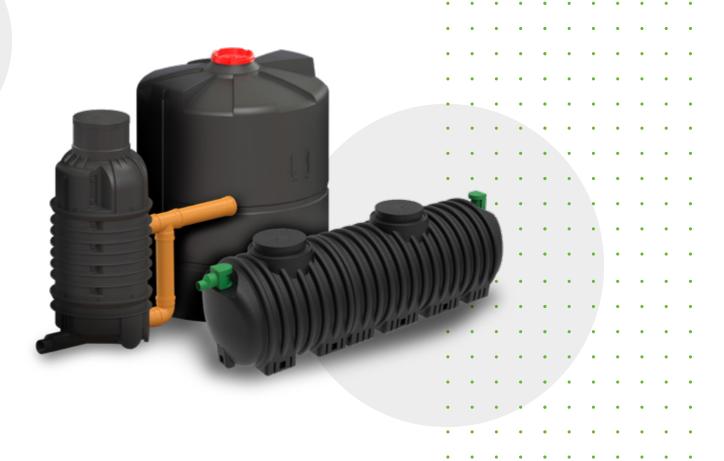
#### **Business focus:**

Control manholes for sewage, drainage & communication control chambers, and grease & fat separators

In 2020, as part of our group's expansion strategy into complementary areas, we acquired Hofit, a veteran manufacturer of systems for controlling sewage and drainage from buildings into the public water systems, as well as wastewater solutions for agriculture, F&B and the chemical industries. With the purchase of Hofit, we expanded our product offering to address broader needs, and new segments specifically in infrastructure.

Hofit's products are made using injection and rotation molding methods and include manholes for sewage, drainage and communication control chambers; sewage separation and septic tanks for sewage, oils and fuels; grease and fat separators, chemical and drinking water tanks, spill containment pallets, and custom-made products.

Huliot Hofit is ISO9001:2015 certified, and products comply to Israeli and European standards, as required in the countries they are sold in.









**Year of foundation: 1996** Year of acquisition: 2019







#### **Business focus:**

Design, manufacturing, and sales of advanced water flow pipes and fittings: PP-R hot & cold water supply, HVAC system; Firefighting system, Multilayer system; PE-Xa and PE-RT pipes.

In 2019, Huliot acquired Heliroma Plásticos, S.A. in Portugal, a leading provider of water supply, firefighting, and HVAC solutions. The acquisition of the company, one of the few European manufacturers to use fiberglass composite in PP-R waterpipes, has allowed to broaden our expertise as a group, and win a significant share of the European and global markets.

Huliot Herolima product line also includes multilayer PE-RT/AL/PE-RT pipes, PPSU and brass fittings, as well as cross-linked polyethylene PE-Xa and PE-RT with and without oxygen barriers.

The company is ISO 9001:2015 certified and all products are recognized for their international quality having received certifications from AENOR, IQNET, CERTIF, SKZ, DVGW, QB BUI GARCONTROL and others.

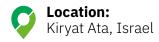
# **Weisman Friedman**

by Huliot Group



**Year of foundation:** 1935 **Year of acquisition:** 2021

(51% of the company)



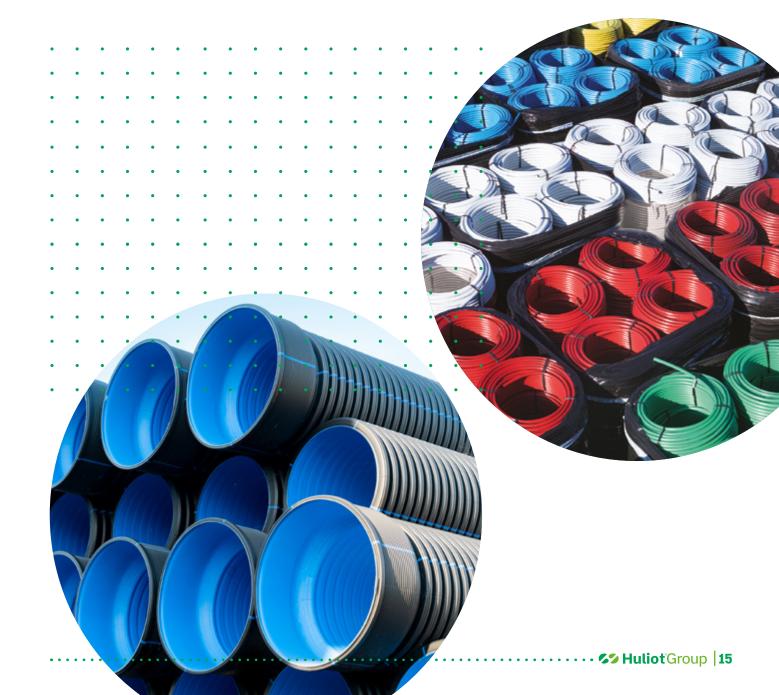




#### **Business focus:**

Electricity and communication infrastructures, gravitational drainage and sewerage, geotechnical products for civil engineering projects.

In 2021, Huliot Group acquired 51% of Weisman Friedman, an Israeli manufacturer and distributor of plastic infrastructures components, which services a long line of the country's leading contractors and distributors, as well as companies across the globe.













**Year of foundation: 1963 Year of acquisition: 2023** 

(70%)



**Location:** Or Yehuda Industrial Zone, Israel



Headcount: 80 employees



#### **Business focus:**

Import, marketing, repair and renovation of pumps for boosting water pressure, fire extinguishing, sewage and drainage, water recycling and water systems for shelters

Huliot continues expanding horizontally in the first half of 2023 and acquires 70% of Mahal Pumps, a veteran company specializing in construction of facilities for water systems, maintenance of pumps and water systems, and water reservoir treatment.

Mahal Pump brings a long-standing reputation for professionalism, and an organizational culture that focuses on delivery and customer service; a perfect fit with the group's values.





Year of foundation: 1984 Year of acquisition: 2023 (70%)







#### **Business focus:**

Development, production and marketing of PE-RT pipes for floor-heating for the B2B sector in European and worldwide.

hpg Plastic gmbh was acquired by Huloit in the first half of 2023, the company is a pioneer in the field of PE-RT pipes, and Dow Chemicals' partner in the development of PE-RT resin, the raw material for heating pipes which was first introduced in 1984. hpg Plastics also stood behind the world's first 5-layer pipe for floor-heating which was introduced in 2004. With a history of innovation, a wide variety of advanced products, and product design addressing specific customer needs, hpg Plastic is well positioned in the European market, and a preferred partner for OEM projects.

The acquisition of hpg Plastics adds another link to Huliot's value chain, and strengthens the group's footprint in Europe and beyond.





Smart Lock™ Domestic Drainage

Ultra Silent™ Acoustic Drainage System

HT Drainage System

Manholes & Inspection Chambers



Grease & Fat Separators



Electrical & Communication



Stormwater Management



PP-R

Multilayer System

Zen Weld™ Induction Technology

PE-RT & PE-X



Fire Protection Networks



Wastewater and Sewerage pumps



Water Supply pumps













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