



We build Sweden,  
valve by valve



# This is Ventim

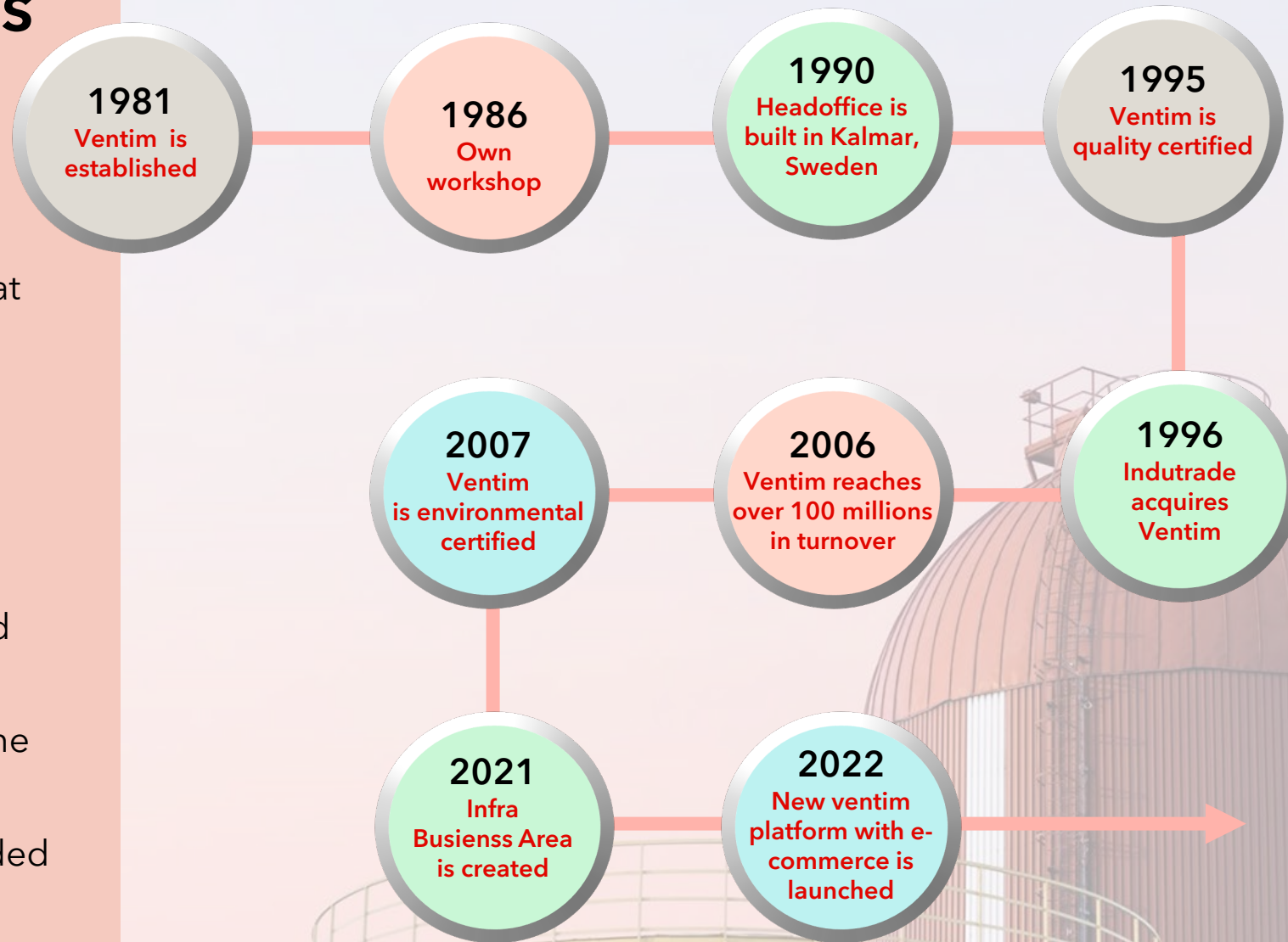
Sweden will stop functioning without valves. Not many people think about it, but that's actually the case. If there are no functioning valves and measuring instruments ensuring that the drinking water in waterworks and process flows in industries can flow freely, that the drains are tight and that valves open and let through the flows in a hydropower or heating plant, well, then Sweden actually stops.

Not many people think about it. But we at Ventim think about it all the time. We hardly think of anything else than valves. Strange? No, dedicated and sometimes vital. It's been like that for along time now.



# Ventim knows its history

Ventim's story began in frustration. A frustration that this super important thing with valves and measuring instruments was not really taken seriously. And that the valve manufacturers, who were often specialized family businesses, did not really come to its right at the dealers, so that the businesses that really needed the valves received the deserved support.





## Ventim in 30 seconds

Est. 1981, head office in Kalmar

38 employees

Jour 24/7Sales

SEK 194 million (2023)

Inventory value approx. SEK 22 million

Part of the Indutrade industrial group



## But - what is the problem?

To solve both small and large problems with valves and instruments so that what should flow freely, flows and what should hold tight, stays tight. That is what we do, can and are passionate about.



# Relationships in focus

Because we care so much about understanding the problem and how a valve or a measuring instrument should solve it, we have become very good at relationships. Yes, many of the suppliers we work with today have been our partner during all the forty years. Just like some of the customers!



Committed employees with experience and technical competence  
Strong brands, long aftermarket  
We take responsibility for that our solutions work optimally  
We keep our promises - you can always trust Ventim!  
Nationwide sales and service

# Always close to you

Our head office, warehouse and workshop are located in Kalmar.

We have sales offices in Gothenburg, Hässleholm, Nyköping and Sundsvall





# The trinity makes us unique

The trinity and relationships make us unique:

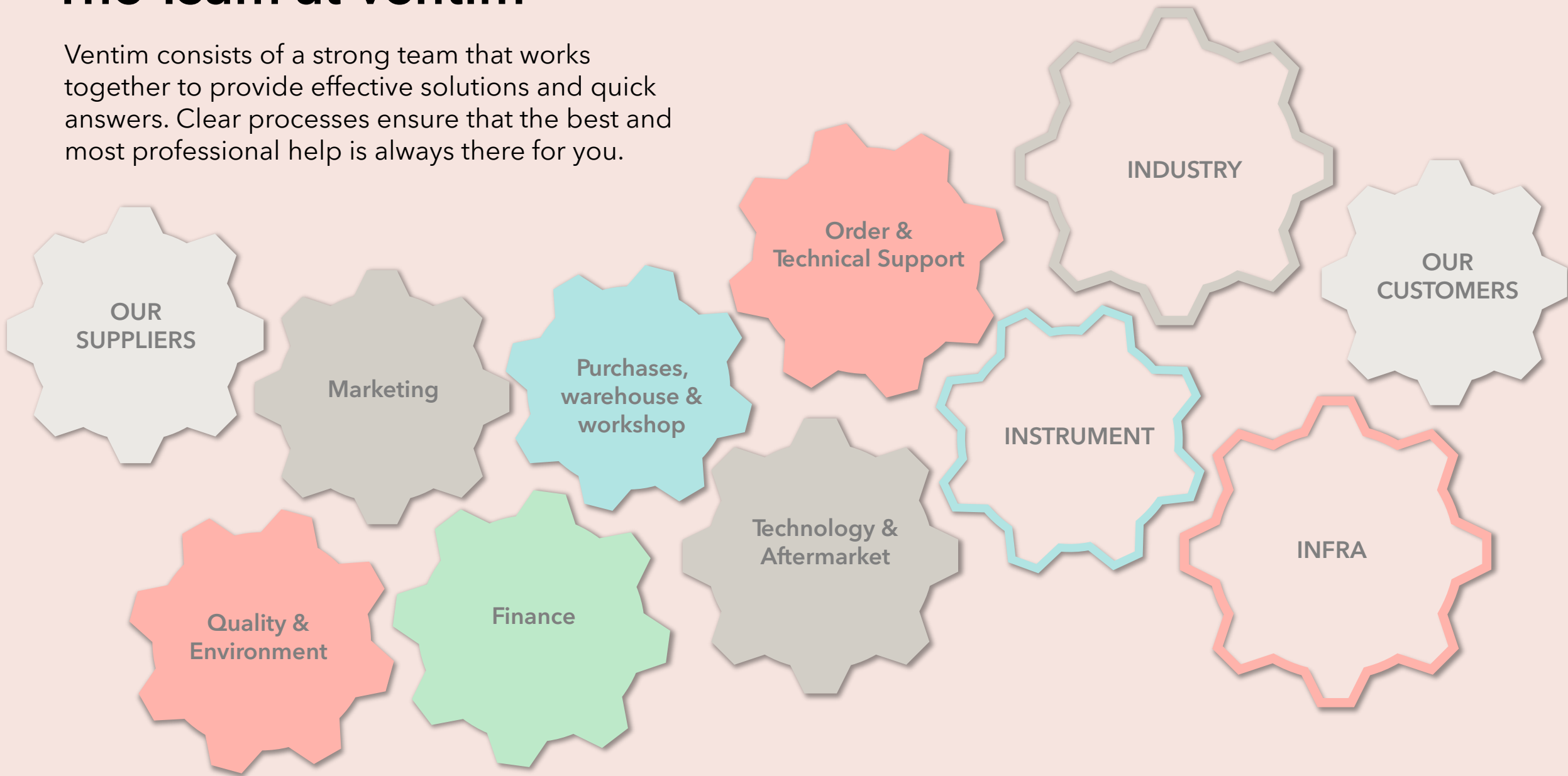
Customers with the problems / with their facilities.

The suppliers with the products and Ventim with the relationship and understanding of the whole, the needs, the value and the benefit.



# The Team at Ventim

Ventim consists of a strong team that works together to provide effective solutions and quick answers. Clear processes ensure that the best and most professional help is always there for you.





**Purchase**  
**Andreas Håkansson**

Camilla Forsberg  
Marcus Franzén

**Warehouse & Workshop**

**Fredrik Källén**

Leif Åberg  
Andreas Persson  
Peter Ericsson  
Stefan Petersson

**Marketing**

**Anna Stenlund**

Frank Hedman

**Quality,  
Environment &  
Sustainability**  
**Gisela Söderström**

**Sales**  
**Magnus Sandgren**

David Myrinder  
Rikard Selander

Anders Bjarneklint  
Daniel Blomqvist  
Lennart Ehrström  
Sammy Chatila

Jesper Söderberg  
Jens Åhlund  
Kristian Kullberg  
Michael Källén  
Tobias Niklasson

Rickard Dahlberg

**Finance**  
**Erik Janefrid**

Michelle Cramb   
Maja Lund (admin)

**Order &  
Technical support**

**Timmy Juved**

Anders Persson  
Annika Nor n  
Martin Skillius  
Patrik Winberg  
Pernilla M att   
Emil Johansson  
Henrik Karlsson Ferm  
Daniel M llevi

**Technology &  
Aftermarket**  
**Richard Costa**





## Magnus - Sales Manager

*The most exciting thing for me and mine is finding good solutions to the customer's problems and seeing opportunities ahead. Our goal is always to create availability and provide the best possible support to our customers.*

*I am really proud to work for a company and in a group with high competence and commitment, it makes the daily work fun. If you then add excellent suppliers who maintain the highest product quality, it's really fun to meet customers.*

## Fredrik - Warehouse & Workshop Manager

*We are a team that works together to provide effective solutions and quick responses. In our workshop, service technicians and fitters work to implement specific customer requests and then functionally test everything before delivery.*

*We are very flexible when it comes to transport and logistics. It doesn't matter if you need your delivery at a fixed time on weekdays between 07.00 and 17.00, or if you want to come and pick up your goods yourself at our warehouse in Kalmar - we'll solve it. With a large warehouse behind us, we can deliver quickly all over the country.*







## David, responsible for Instrument

*At Instrument, we are proud to be suppliers of Krohne, Nivus, MAXX and Pulsar at the Swedish market. Our product specialists for each brand possess valuable cutting-edge expertise that you as a customer benefit from in the long run.*

*I myself am a product specialist for Nivus. Me or someone in my team are happy to meet either on site at your place or for a review in our media room where we also run interactive trainings and presentations.*

*Ps. If you need measuring equipment for a shorter period, you can rent from us!*



## Gisela - Quality, Environment & Sustainability Manager

*Our ambition is active environmental work where we look at the entire value chain of products and services. Through established routines and dialogues, Ventim ensures that the environmental work is carried out continuously through a well-established management system to ensure the quality of the products.*

*Ventim takes responsibility for being an obvious actor in the local community and respects laws and always behaves with high integrity in business relationships. We must achieve our goals at the same time as we have the ambition to surpass the sustainability-related focus areas that we, our customers and the outside world set for us. We work to create local collaborations and work geographically close to our customers.*



# Ventim's bank of knowledge

Knowledge and competence are based on experience, which is abundant with us. Many - in fact the vast majority - "Ventimare" work with us for many, many years and constantly add to the knowledge bank that forms the basis for our support and advice.

# 204

years of combined experience  
is found in our team for  
technical support and advice

# Flow freely or hold tight

## **Overall responsibility**

Fully customized solutions

Manufacture of assembly kits

Valve automation

Renovation and service of valves,  
all makes

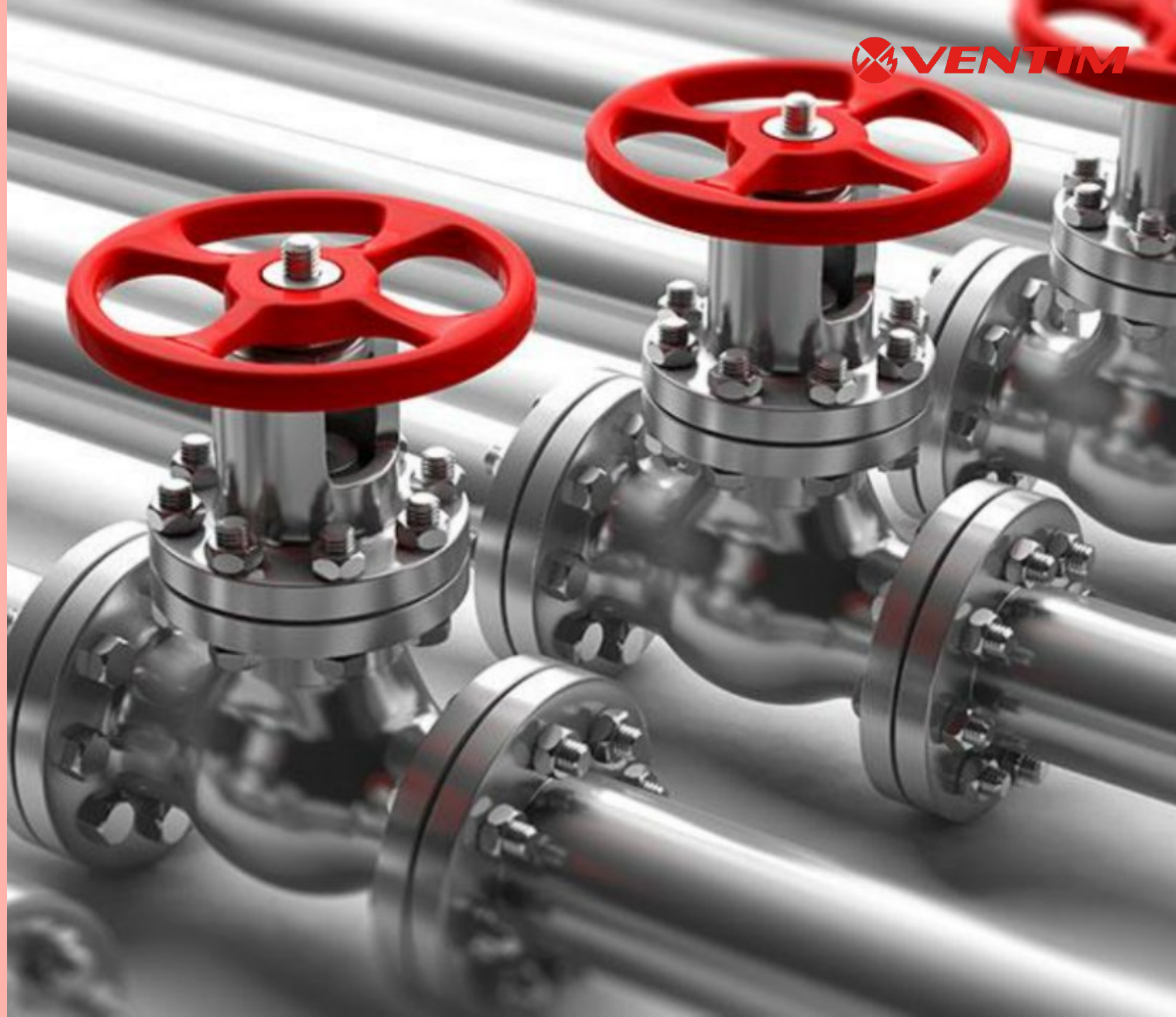
Sample pressure and tightness checks

All drawings are archived

Function check at customer

One partner instead of several

Webshop, open 24/7





# We help you manage yourself

Sometimes it is good to be able to do the job yourself. That is why we offer several courses and webinars.

## **Trainings**

Instrument training for maintenance personnel, designers, consultants and production managers

Training with flow rig in Kalmar


## **We also offer:**

- Tailor-made training according to the customer's requirements
- On-site training at the customer
- Interactive webinars online



# Strong brands that choose Ventim



  
We carefully choose our suppliers, and they choose us. A common view on quality, customer focus and availability creates a long-term collaboration. We are proud of our suppliers!





# The best for our environment

We invest in constantly developing and improving our environmental work, which is based on close cooperation between employees, customers and suppliers. We work to reduce our environmental impact, primarily in the areas of transport, purchasing and energy consumption.

We are **ISO 9001 och ISO 14001** certified

We actively work with **Global Compacts** principles for sustainable development



**Achilles Utilities NCE (Sellihca)** - pre-qualified to deliver to the water and energy sector within Sweden, we meet all set requirements within, among other things, the environment, quality and references on requested projects

**Achilles Power and Tech for oil and gas**, a guarantee that we meet the market's requirements for reliability and quality



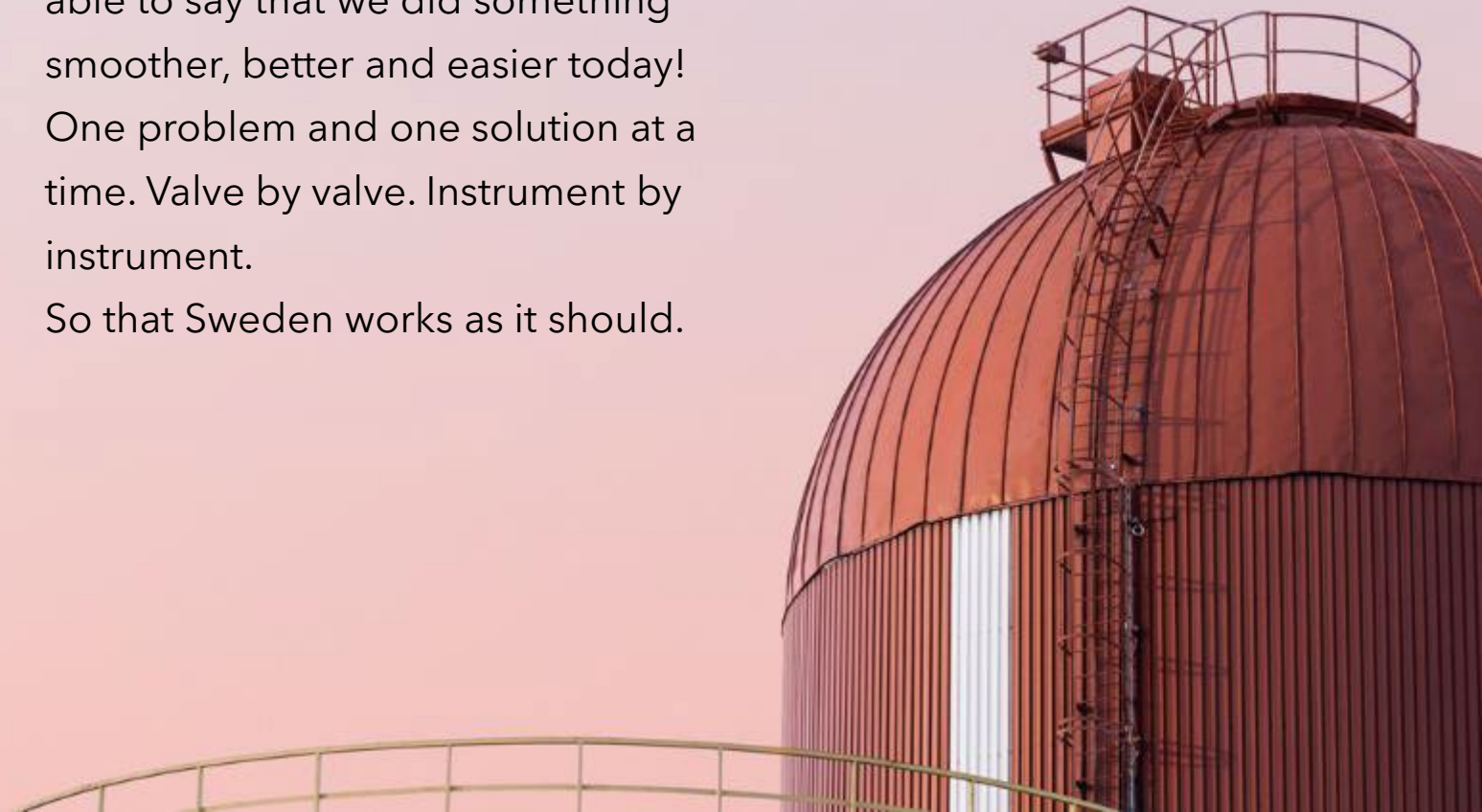
# What we live by

## **OUR VISION**

A society where what flows really flows and what should hold tight stays tight. Where people make all the difference. Ventim is admired and respected for its culture, its competence and as those who happily solve both the small and the very difficult problems!

## **OUR MISSION**

At the end of each working day be able to say that we did something smoother, better and easier today! One problem and one solution at a time. Valve by valve. Instrument by instrument. So that Sweden works as it should.

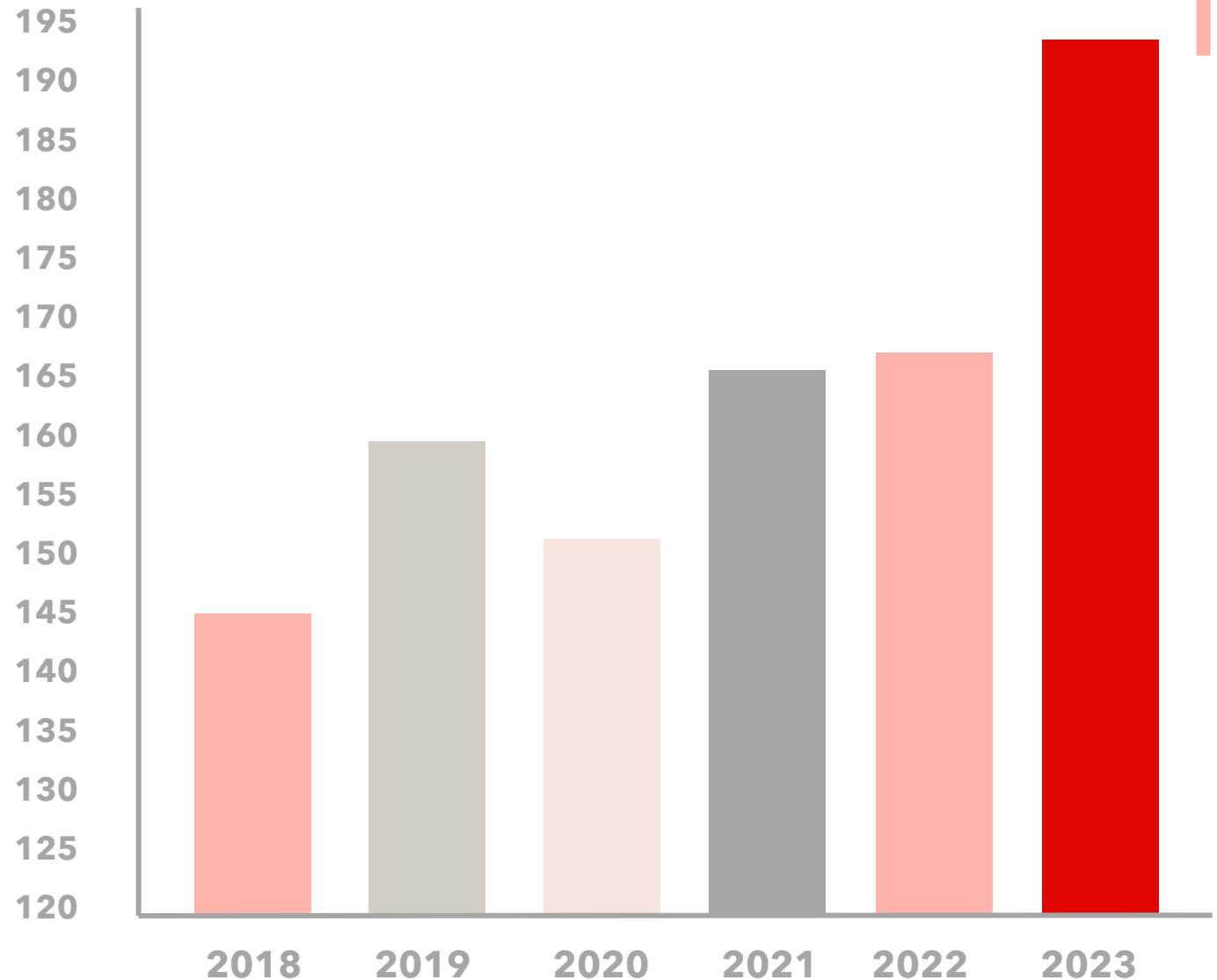




# Our promise

We solve flow problems.  
Ensures that both valves and  
measuring instruments do  
what they are supposed to.  
So that we all become  
successful in our work and  
can be happy with a job well  
done.

Turnover  
MSEK



# Core values



## **RESPECT**

We are humbly respectful, with integrity and personality based on a solid foundation of competence, knowledge and nerdy expertise.

## **COOPERATION**

Both internally and externally, collaboration applies at Ventim. We cooperate, listen and are responsive to our customers' needs suppliers. We trust each other, deliver and thus build mutual trust.

## **JOY**

Joy in solving both small and large valve problems, in really knowing something in depth, in working with something important and in helping and doing it together

**THANK YOU for your valuable time!**

