

FEDERAL GROUP



“All Over the World”

COMPANY PROFILE



FEDERAL GROUP



Federal Group, founded in 1990, is active in the production of Low Voltage products, marble, lighting products and natural gas meters. It is quite evident that the company aims to be a World Wide Company by choosing the name "Federal" which is pronounced and spelt the same in all languages.

Due to the activities of group companies, Federal was registered as a **"Recognized Brand"** in the world in 2008.

All group companies established with 100% Turkish capital, export 45-50% of their production.

Presented considering customer expectations and demands; products customised according to customer requests, price, timely delivery and fast feedback ability have instilled a sense of trust thus creating a continuous relationship with customers. As all our group companies have adopted the satisfied customer principal we have become the leading provider of prompt service.





FROM the CHAIRMAN;

Established in 1990, our company has become a World Company which exports to more than 50 countries as a well-known brand name in the world.

Quality was determined as the main target in all group productions we made and strategic plans were prepared and applied in this direction. We had aimed at being a World Company at our establishment stage by selecting the name "Federal" which is easily read and pronounced in every language.

In the upcoming periods we will accelerate our export activities. We have taken important steps in our efforts to acquire foreign companies. We have set some serious targets within Asia-Pacific countries with Quality being our main focus point once again.

Whilst the average export price per kg for Turkey has been 1,40 USD ours has been 20 USD. To carry this a step forward our R&D and Project studies will be based on the current studies. Our studies are designed to further accelerate us as opposed to following technology. Otherwise, "Mega" projects and "Innovative" solutions will be in the hands of foreign brands.

OUR VISION

In the globalizing world, by utilizing the opportunities well, with a stable financial performance;

AIMED AT BEING THE OWNER OF WELL-RECOGNISED BRANDS, SAFE AND REPUTABLE COMPANY.

OUR MISSION

"OUR PRIMARY DUTY"

■ **PAYING ATTENTION TO DISTRIBUTORS, CUSTOMERS AND OUR ENVIRONMENT.**

To see them as a valued member of the Federal family and do what is necessary.

■ Taking the inspiration from the perfect functioning nature of the universe, adopting "There is no end to perfection" and being an example for our environment to accept this intellect.

DERIVING EXCELLENCE TO OUR PRODUCTS AND THE FEDERAL FAMILY.

■ To reveal the ore and excellence of our employees by continuous education and employing people in jobs they love.

■ As a requirement of playing in the world league with high performance working with A's

Turning our B category employees into A category.

■ In society;

TO PROVIDE SAVE INSTEAD OF RETENTION, COLLABORATION INSTEAD OF FIGHT, LOVE, PARTICIPATION AND DEDICATION.

■ As a member of the Federal Electric Family;

SHOULDERING A LIABILITY FOR A FAIR AND LIVABLE WORLD, LEAVING A GOOD IMPRESSION.

- 2020 "Federal Elektrik Bulgaria" has started its import operation
- 2018 BIL-MART was established for manufacturing industry.
- 2018 Turkey's 910th R&D Center was established.
- 2017 4,000 types of products have been reached in the Low Voltage range.
- 2016 Federal Academy was established for entry-level youngsters.
- 2015 Distribution network has reached to 50 countries.
- 2014 Istanbul Foreign Trade Office was established.
- 2011 3,250 types of product have been reached in the Low Voltage range.
- 2010 Type Test Laboratory for Gas Meter was established.
- 2008 Mass production of G4 type Natural Gas Meter has begun after being designed in the company.
- 2008 Accepted as a "Recognized Brand" world-wide.
- 2007 1100 people have been employed throughout the group.
- 2006 Low Voltage product line has been completed by the Federal R&D team.
- 2005 Federal Group invested in sockets, electronic ballasts, automotive and ornamental plants.
- 2004 "Federal Electric Egypt" factory has started production in Egypt.
- 2002 Istanbul Sales Office for domestic market was established.
- 1999 Federal Electric established a new 25,000m² factory
- 1999 International Low Voltage Type Test laboratory was established.
- 1998 Marble factory investment completed.
- 1996 Unigraphics 3D solid modeling has begun to be used in product design and mould manufacturing.
- 1996 FEDERAL ERP software launched.
- 1994 Distribution in the International Market launched.
- 1994 Federal Electric received the Quality Award in Belgium for having the best ISO9000 practices.
- 1992 Mass production has begun.
- 1990 The first domestic design compact type circuit breaker was produced.
- 1990 Federal Electric Investment & Trade Co. was established.



Federal Electric was established in 1990 in Adapazarı. Growing in a short time, it became one of the leading manufacturers of Low Voltage Switchgear in the world. It was established on an area of 25.000m² with %100 domestic capital. There are 4000 type products and 35.000 different parts production in the facilities.

The products manufactured in the facilities are manufactured in accordance with International American NSF quality assurance system as well as national ISO 9001:2015 quality assurance system. Increasing its quality to international standards in 1994, Federal Electric became the 70th institution receiving ISO 9000 quality certificate in Turkey. It has nearly 100 brands in Turkey and abroad, nearly 10 patents and nearly 200 design registration.

Federal Electric manufacturing all of the low voltage switchgear products in the low voltage products range is manufacturing the products above the quality of IEC and EN standards determined by Europe and the World.

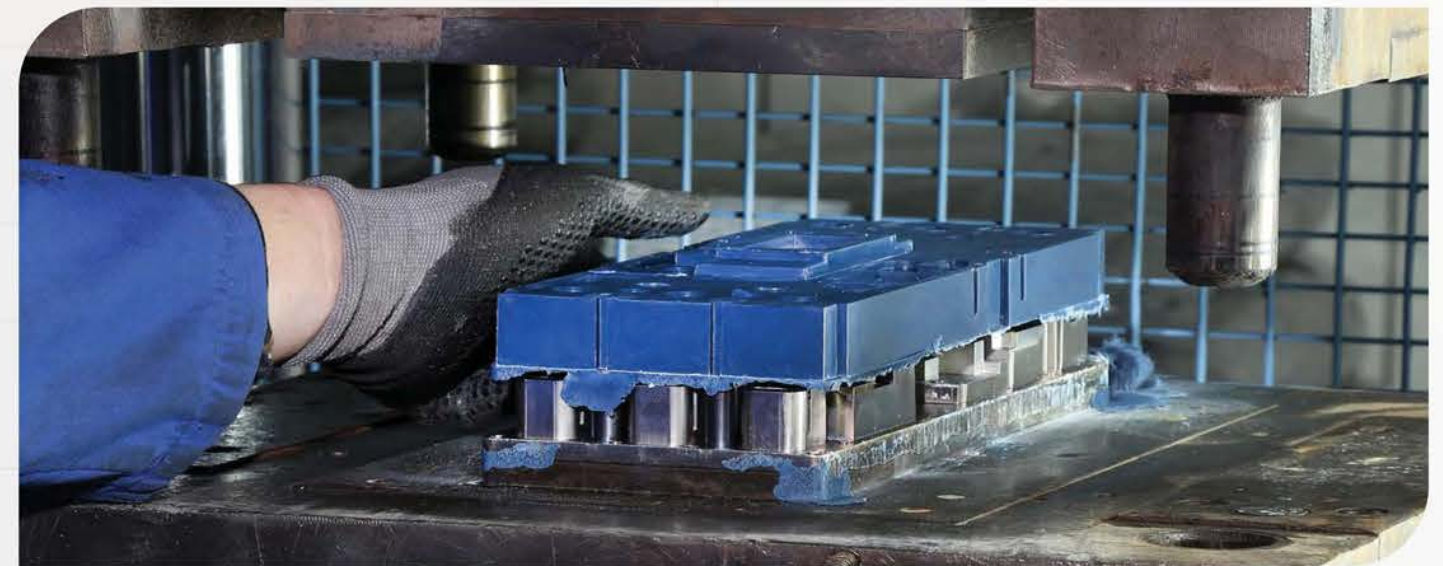
Through from institutionalization to technology, following and implementing the developments in every field, Federal Electric made a large investments in a very short time.



Since 1996, the R & D department that uses Silicon Graphics and UniGraphics which are the world's most advanced computer systems and one of CAD-CAM software, is designed and prepared to respond to the needs of today and tomorrow with the technology of the future by expert and experienced engineers and designers in the fields of superior quality products. In this context, Federal Electric has established R & D Center in 2018. Products manufactured in accordance with international standards are also tested with modern test equipment in laboratories equipped with modern test systems, including short circuit tests, defined as type tests in accordance with the relevant standards.

Firstly prototypes of products are prepared that are checked by computer, arc, contact pressure, 3D mechanical design and tolerance simulations, After one to one inspections are made, the designs are transferred to the Charmilles wire cutter and CNC machines in the mold house through the network and their molds are prepared. After preparing the molds, the first products are produced. The samples produced from these parts are subjected to mechanical (tensile, rupture, hardness, friction etc.) and electrical (short circuit, thermal and magnetic tripping etc.) tests. The successfully completed products are ready for mass production.

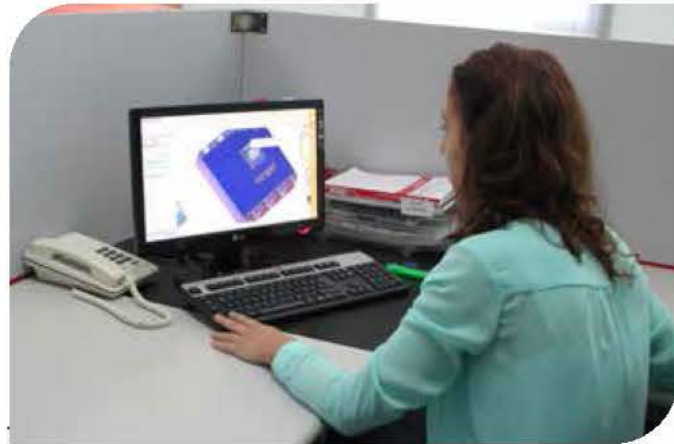
An important budget is always allocate to investments with the strength of being a 100% domestic company. Federal, being one of the first companies bringing the wire erosion machine to Turkey at the beginning of the 90's, in 2017, have completed the investments of state-of-the-art CNC machines. In 2018-2019, it has allocated a minimum budget of \$ 1,000,000.00 for investments. In the scope of the investment, there are eccentric presses, injection presses, automatic machines developed for special processes, new coating facility. Preparations are made for Industry 4.0.



R & D units were created in the early 1990s. The Company attaches great importance to the research and development activities, has, in this context Turkey's most advanced sector, possessing the most knowledge, R&D unit. In order to be a society not only consuming but also producing and differentiating in this sense, Federal Electric has established Mechanical R&D, Electronic R&D and Electric R&D units.



Nearly 30 TÜBİTAK projects within R & D have been approved and implemented. Within the scope of 4 separate TÜBİTAK projects in 2018, "Success Certificate" and "Technological Product Experience Certificate" were received by the Ministry. Federal Electric with its past experiences and culture of successful projects, was certified by the Ministry of Science Industry and Technology as Turkey's 910.th R&D Center.



Federal Electric was awarded the Quality Award as the company that implemented the TS-EN 9000 quality assurance system best in the 1st. International Technology-Quality and Production Systems Congress (Belgium).

In addition to sustainable development, Federal Electric is aware of its obligations to nature and carries out its work on waste management according to ISO 14001 standards in order to leave a livable world for future generations.

Federal Electric as one of the first companies receiving the ISO 14001:2015 Environmental Management System Certificate, also increased the capacity of the treatment plant with the same awareness. In order to avoid production activities that ignore the environment, it has renewed its treatment plant with an additional investment of \$ 110,000.



- ★ Federal Electric is the first manufacturer in Turkey receiving the title of World Renowned Brand in its sector.
- ★ Federal Electric is the first domestic manufacturer of low voltage switchgear equipment in Turkey.
- ★ Federal Electric is the only domestic company producing all of the low voltage switchgear materials.
- ★ Federal Electric is one of the first companies to export to South Korea.
- ★ Federal Electric is the first private sector company to establish the short circuit test laboratory in Turkey.
- ★ Federal Electric is among the first 70 organizations to receive ISO 9000 certificate.
- ★ Federal Electric is one of the companies that implemented the best TS-EN-9000 Quality Assurance System in the 1. International Technology - Quality and Production Congress (Belgium).
- ★ Federal Electric is one the first companies to write and use its own software program (ERP) in Turkey.
- ★ Federal Electric is the only company to offer fastest service in customer satisfaction.
- ★ Federal Electric is one of the first companies in private sector to implement psychotechnical tests and to identify the appropriate personnel for the job with character analysis in personnel recruitment.
- ★ Federal Electric is one of the first companies to establish Federal Akademi in order to provide experience to new graduates in a very short time.
- ★ Federal Electric is the first company to provide the opening of Turkey's first Mold Vocational College.
- ★ Federal Electric is the first company to use UNI Graphic 3D design program.
- ★ Federal Electric is the first company to bring Wire EDM Machine in Turkey.
- ★ Federal Electric is the first and only company to produce custom design and hardware automatic heating system to Waggon Industry.



Federal Marketing carries out domestic sales and marketing activities of Federal Electricity products. Federal Marketing continues its activities in five regional offices as well as five sub-regions due to Turkey's geographic and economic structure.

The company, which has close to 100 dealers, offers about 4000 products in its product range with at least one Authorized Dealer in all 81 provinces. Federal brand products preferred and used in all 21 different Energy Distribution Companies in Turkey, industry, residential and public institutions projects, machinery manufacturing companies. The distribution network is continuously monitored, and also being developed with the service quality and performance-enhancing trainings.

All products sold by the company are offered to the market with the Federal brand. Main reasons for its success and competitiveness in its sector are quality and reliability of products, providing customized solutions to the needs of consumers according to their evolving and changing needs, the rationality of prices and the quality and prevalence of after-sales services.



FEDERAL MARKETING

The main purpose of Federal Marketing is not only to sell products, but to be permanent in the sector by meeting all the needs of the consumer. It has settled the market leader in Turkey by reason of its passage from Sales philosophy to the marketing philosophy.

Federal Electric also uses its own software CRM customer relationship management program in order to create happy and loyal customers in line with increasing competition, determine customer needs in advance, provide solution to customer requirements and make the right marketing to the right audience. Orders, offers, sales processes, marketing team members' interactions with the customers are documented with CRM applications and this enables creating loyal customers.



FEDERAL FOREIGN TRADE

The Federal Group, whose purpose is to become a World Company, carries out its export activities by the name of Federal Foreign Trade Co.

It started its first export in 1994, shortly after its establishment and today it has been exporting to more than 50 countries. As a result of the use of the Federal brand in many countries, it has been registered as a **"Well-known Brand"** in the world in 2008.

Federal Electric has brand approvals in more than 30 overseas power administration in consequence of its quality, certification and producing special products and services according to countries / institutions requirements.

Federal Electric exports more than 45% of its production through Federal ForeignTrade Co.. It exports to countries such as Vietnam and South Korea which are considered as the most difficult markets. It has target markets determined as Asian and Pacific until 2020 . At the same time, with the purpose of increasing its exportation,its efforts have been accelerated for the target of foreign company acquisitions.





FEDERAL LIGHTING

The company, which focuses on the production of basic lighting elements required by the lighting sector, produces electronic ballasts. The electronic ballasts produced by Federal Lighting provide energy savings of up to 35% and increase the bulb life expectancy by 50%. The company has started production with the infrastructure and production park in order to meet all demands of the users.

Our factory will be recognized as presenting new products with advanced technology to our valued customers with the new investments to be made recently in the machine park with installed capacity of 1,000,000 electronic ballast / month.



Founded in 1998, Federal Marble has grown in a short period of time and has become a company sought in natural stone sector with 21st century technology. It is making production in the total area of 60.000 m² in 10.000 m² closed area. It serves with quarries and 2 factories in Beyceköy and Vezirhan in Bilecik. The marbles extracted from these quarries are offered to Asian, Middle East, Europe and Far East countries with any size required or as blocks.



Federal Marble, which builds its main policy on customer satisfaction, has combined this policy with the state-of-the-art technology and soon became one of the leading companies in the marble sector.

Entering into the world market with Lotus Beige, Lotus Cream, Lotus Rosalia, Golden Rose and Maya Cream Stones, Federal Marble produces these stones as blocks, tiles, sized products and plates, and offers processed products to its customers with polished / unpolished / honed and tumbled options.

Federal Marble, which has ISO 9001: 2008 and TSE-64190-TSE-64191 certificate, exports 90% of its production.



FEDERAL MARBLE

FEDERAL GROUP

 **FEDERAL ELECTRIC®** *Investment & Trade Co.*

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