«Quality means doing it right when no one is looking»

H. Ford
Know How Through The Years

- Electrical Installations & Supplies
  - 1920

- Panels
  - Industrial & Civil Installations
  - 1953

- PLC & Scada Software
  - Industrial & Civil Installations
  - 1980

- Handling & Storage systems
  - Manufacturing Robot
  - Mechanical Design & Build
  - 2012

- MEP Systems
  - HVAC Department
  - Handling & Storage systems
  - Manufacturing Robot
  - Mechanical Design & Build
  - 2016
The Market Needs...

- Flexibility
- Solutions
- Turn-Key
- Know How
- Quickness
- Worldwide
- Affordable Prices
- Suppliers Financial Reliability

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...and how we faced them.
1) *Organization Chart & Flow*

- **GENERAL MANAGEMENT**
  - Estim. Dept.
  - Sales & Commercial Dept.
  - Admin & Financ. Dept.
  - RSPP
  - Purch. Dept.
  - Purch. Dept.

- **Electric. Dept.**
- **SW Dept.**
- **Mech. Dept. Industry**
- **Mech. Dept. MEP**
- **Production**
2) B.U.: efforts focus

<table>
<thead>
<tr>
<th>COMMERCIAL &amp; SALES DEPT.</th>
</tr>
</thead>
<tbody>
<tr>
<td><strong>Infrastructure (MEP)</strong></td>
</tr>
<tr>
<td>• Abroad</td>
</tr>
<tr>
<td>• MEP Contracts</td>
</tr>
<tr>
<td>• No Italian PA</td>
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<tr>
<td>• Sub-contractors &amp; Local Companies</td>
</tr>
</tbody>
</table>
3) Project Management

- Electric. Dept.
- SW Dept.
- Mech. Dept. Industry
- Mech. Dept. MEP
- Production

P.M. - P.M. - P.M.
4) Sustainable Growth

2016 Bank Credit Use
- 25%
- 75%

2017 Bank Credit Use
- 5%
- 95%
WHAT WE GOT!

**Acquired Orders**

- **2016**: 24,379,680
- **2017**: 51,234,489

**Turnover**

- **2016**: 23,608,460
- **2017**: 38,501,758
Old & New Targets

Targets 2018-2020

- Tyre
  - Partnership
  - Reach 50% Turnover out of Italy
  - Increase Training and Formation
- Food
  - Competitiveness
  - Increase Projects entity
- Contractors
  - General MEP Contractor
  - System Integrator for Industry
- MEP Contractor
  - Increase Business Education
  - Turnover out of Italy
  - Partnerships

Partnerships
Since 1924... and still counting.
Thank you.