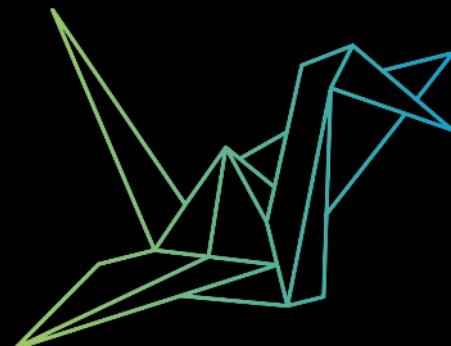


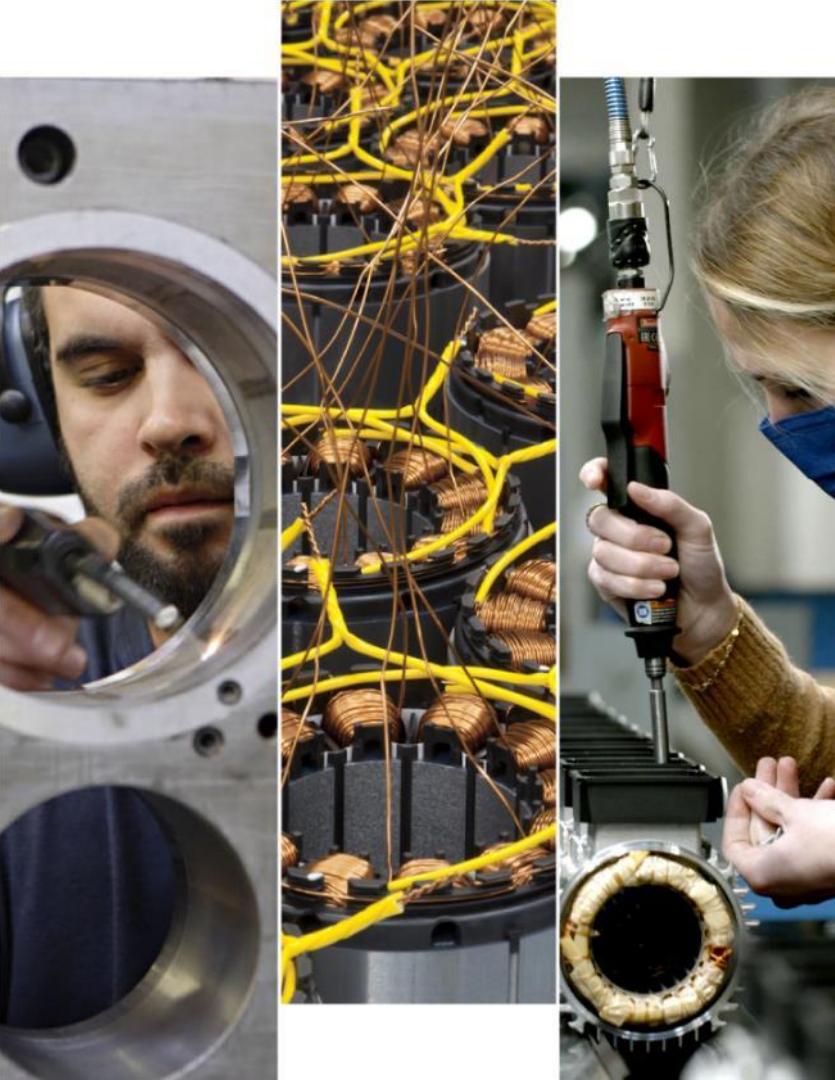
# COMPANY PROFILE

APRIL 2024





# THE LAFERT GROUP



## Lafert Group

Over 60 years dedicated to the production of **electric motors** **personalized** to customers needs.



## Purpose, Values and Strategy

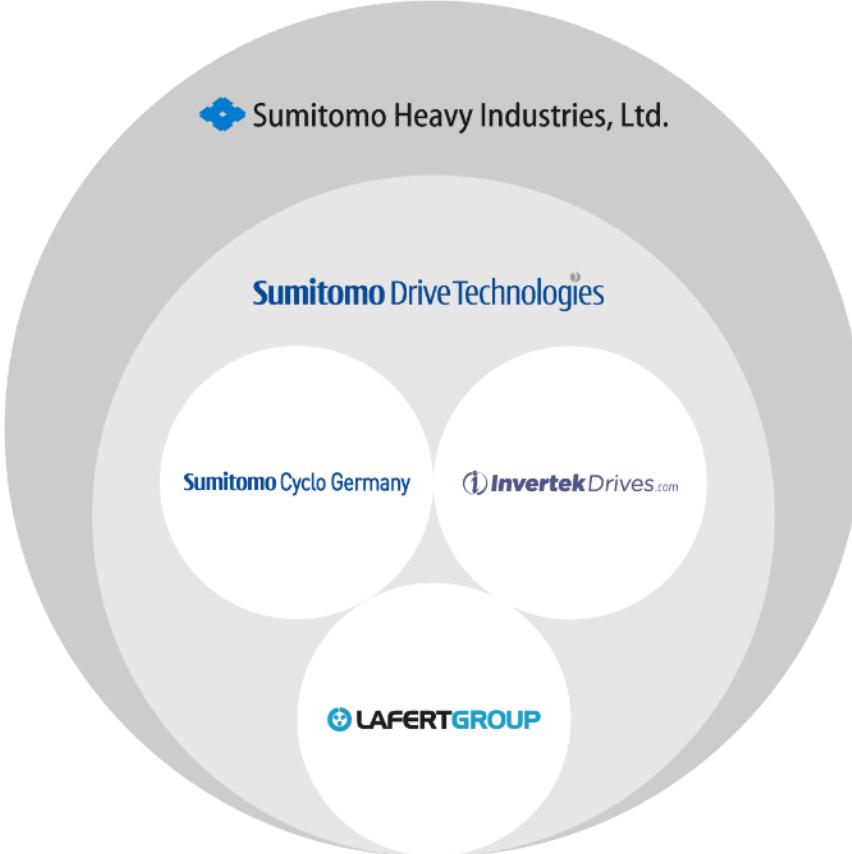
We create innovative motors for a cleaner, more efficient future.  
Our passion is innovation, our goal is to improve the world, day by day.

We inspire change through cutting-edge technology solutions.



## We are an evolving group

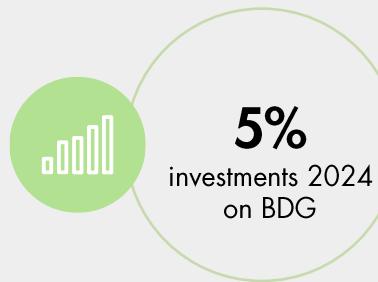
From design to production and sale  
of **Super Premium Efficiency motors**  
in the field of Energy Efficiency  
and **ultra compact servomotors**  
in the field of Industrial Automation.



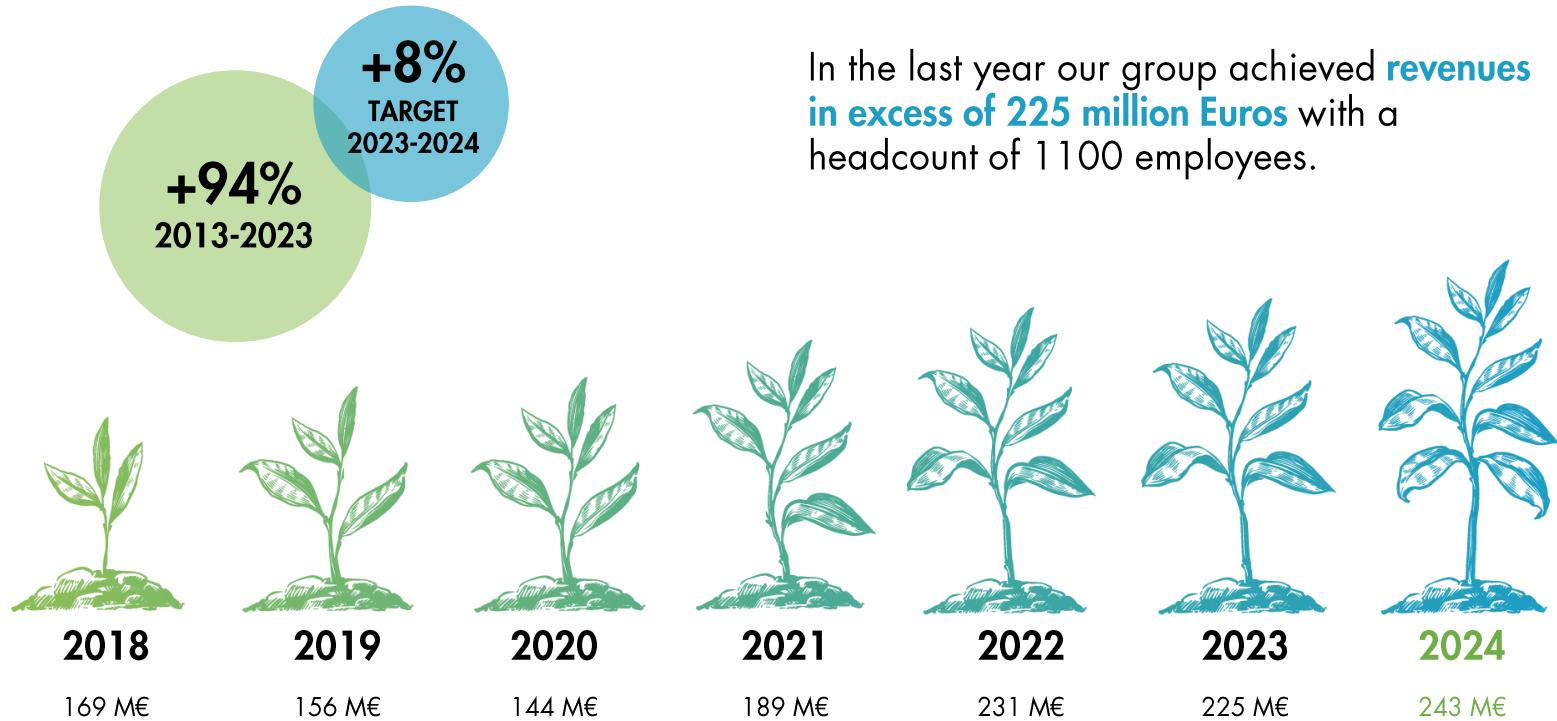
## Together towards the markets of tomorrow

An ambitious investment plan and organizational strengthening thanks also to the entrance in the large International Group **Sumitomo Heavy Industries (SHI), Power Transmission & Control (PTC) division - EMEA.**

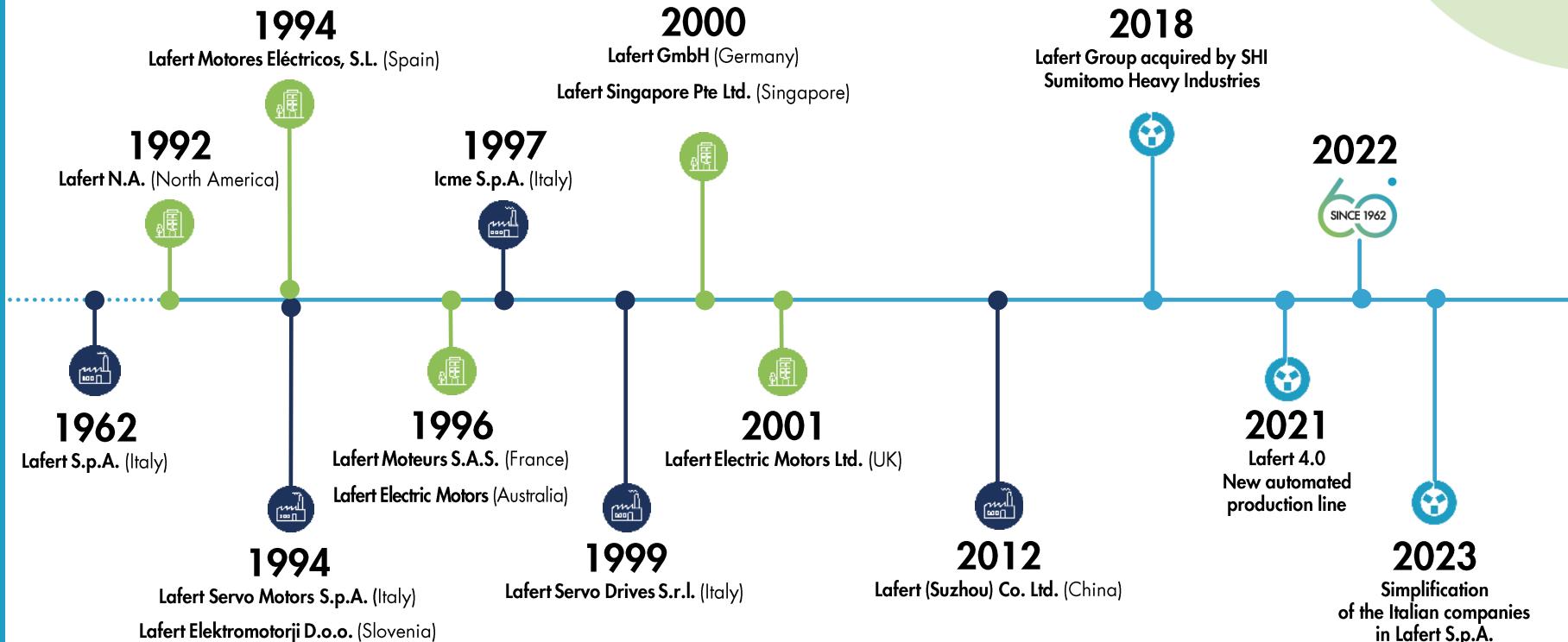
## The Group numbers



## Our sales - Trend



## Milestones Corporate



## Products Milestones

### 1990 - 1999

- Increased product range
- International business expansion
- Product differentiation to serve new markets
- New business area: Servomotors & Drives for Industrial Automation



- Manufacturing of **AC Motors**
- Main applications: Industrial Machineries, Pumps & Fans
- **Focus on local Italian market**

### 2010 - 2019

- **Strong market approach**
- **High customization and flexibility**
- Focus on new market segments and industries: Lifts, Renewables, Material Handling



- **Focus on Permanent Magnet Technology**
- Development of state-of-the-art products with the highest efficiency levels **IE4/IE5**
- New generation of PM Motor with **Integrated Drive**



- Global R&D Centre for motors in Sumitomo
- **Synergic Products** Development: solutions for AGV and Airport Baggage Handling units
- New packages of **PM Motors** with **combined or integral Drive**

### 1962

### 2000 - 2009

### 2020 - ...



### THREE-PHASE MOTORS FIRST IN ENERGY SAVING

IE3   IE4   ENERGY  
C US



### PM MOTOR & DRIVE PACKAGES

IE4   IE5   C US



### PM MOTOR & INTEGRATED DRIVE PACKAGES

IES2   C US



### DIRECT DRIVE MOTORS WITH INTEGRATED DRIVE



### SERVO MOTORS & DRIVES TOP PERFORMANCE, COMPACT DESIGN

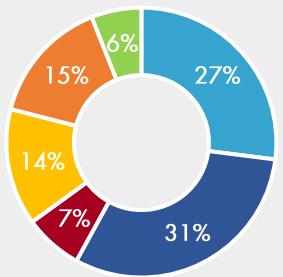
C US  



### SMARTRIS INTEGRATED SOLUTION FOR AGV

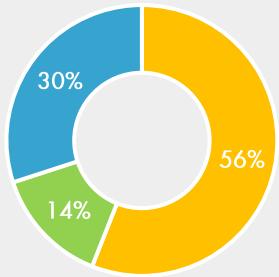
# Our sales - 2023

## BY COUNTRIES



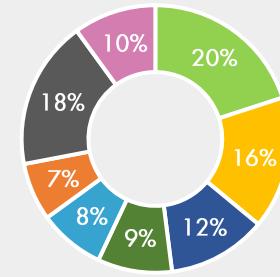
- ITALY
- GERMAN SPEAKING COUNTRIES
- SCANDINAVIAN COUNTRIES
- REST OF EUROPE
- NORTH AMERICA
- REST OF THE WORLD

## BY RANGE OF PRODUCTS



- ASYNCHRONOUS MOTORS
- SYNCHRONOUS PM MOTORS - IE4/IE5
- SERVO MOTORS & DRIVES

## BY APPLICATIONS



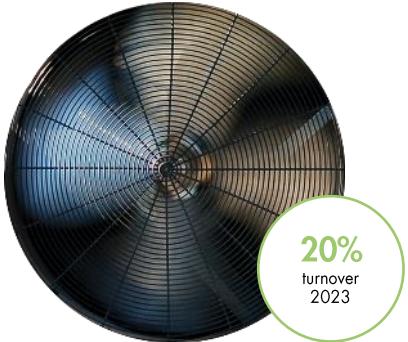
- HVAC/R
- AIR TECHNOLOGY
- INDUSTRIAL MACHINERY
- INDUSTRIAL AUTOMATION & ROBOTICS
- WIND ENERGY
- MATERIAL HANDLING / AGV
- SYSTEMS INTEGRATORS
- DISTRIBUTION



## INDUSTRIAL AUTOMATION & ROBOTICS

Packaging and labelling, plastic molding, textile machinery, robots

9%  
turnover  
2023



## HVAC/R

Water pumps, pool pumps, heating pumps, burners, ventilation, air handling units

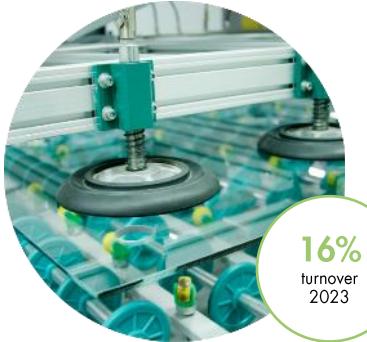
20%  
turnover  
2023



## WIND

Yaw and pitch drive, cooling and ventilation, hydraulics and powerpacks, lifts and cranes

8%  
turnover  
2023



## AIR TECHNOLOGY

Compressors, blowers, vacuum pumps

16%  
turnover  
2023



## INDUSTRIAL MACHINERY

Machine tools, F&B, woodworking machinery, auxiliary equipment for garages

12%  
turnover  
2023



## MATERIAL HANDLING

Conveyors, automated warehouses, AGV

7%  
turnover  
2023

## Group Companies



Headquarter in San Donà di Piave (Venice), three manufacturing plants in Italy and two abroad in Slovenia and China, with commercial partners in Europe, North America and Asia. Each of the member companies of the Lafert Group has a specialized production but shares the skills, knowhow and tools to develop innovative projects.

## Manufacturing Plants



SAN DONÀ DI PIAVE, ITALY



**33000 m<sup>2</sup>**  
total area



**594**  
employees

**Activity:**

asynchronous motors,  
synchronous PM motors



**2318**  
motors/day

**540 k**  
motors/year



NOVENTA DI PIAVE, ITALY



**5500 m<sup>2</sup>**  
total area



**219**  
employees



**Activity:**

servo motors, gearless machines



**893**  
motors/day

**208 k**  
motors/year



FUSIGNANO, ITALY



**4200 m<sup>2</sup>**  
total area



**65**  
employees



**Activity:**  
asynchronous motors



**949**  
motors/day

**221 k**  
motors/year

## Manufacturing Plants



BOLOGNA, ITALY

 **800 m<sup>2</sup>**  
total area

 **12**  
employees  
  
**Activity:**  
servo drives

 **20**  
drive/day

 **12**  
employees

 **4600**  
drive/year



SEMPETER PRI GORICI, SLOVENIA

 **2000 m<sup>2</sup>**  
total area

 **76**  
employees  
  
**Activity:**  
windings for asynchronous motors

 **1374**  
windings/day



SUZHOU, CHINA

 **5500 m<sup>2</sup>**  
total area

 **84**  
employees  
  
**Activity:**  
servo motors, gearless machines

 **266**  
motors/day

 **62 k**  
motors/year

## Branches



### LAFERT MOTEURS SAS

📍 St. Quentin Fallavier, France  
📅 1996 | 💰 4100 k€



### LAFERT ELECTRIC MOTORS LTD.

📍 Crewe - Cheshire, UK  
📅 2001 | 💰 5500 k€



### LAFERT GMBH

📍 Boblingen, Germany  
📅 2000 | 💰 70000 k€



### LAFERT MOTORES ELECTRICOS S.L.U.

📍 Cuarte de Huerva, Spain  
📅 1994 | 💰 6000 k€



### LAFERT NORTH AMERICA INC.

📍 Mississauga, Canada  
📅 1992 | 💰 35000 k€





# TERRITORY, ENVIRONMENT AND ETHICAL VALUES



## A model of sustainable development

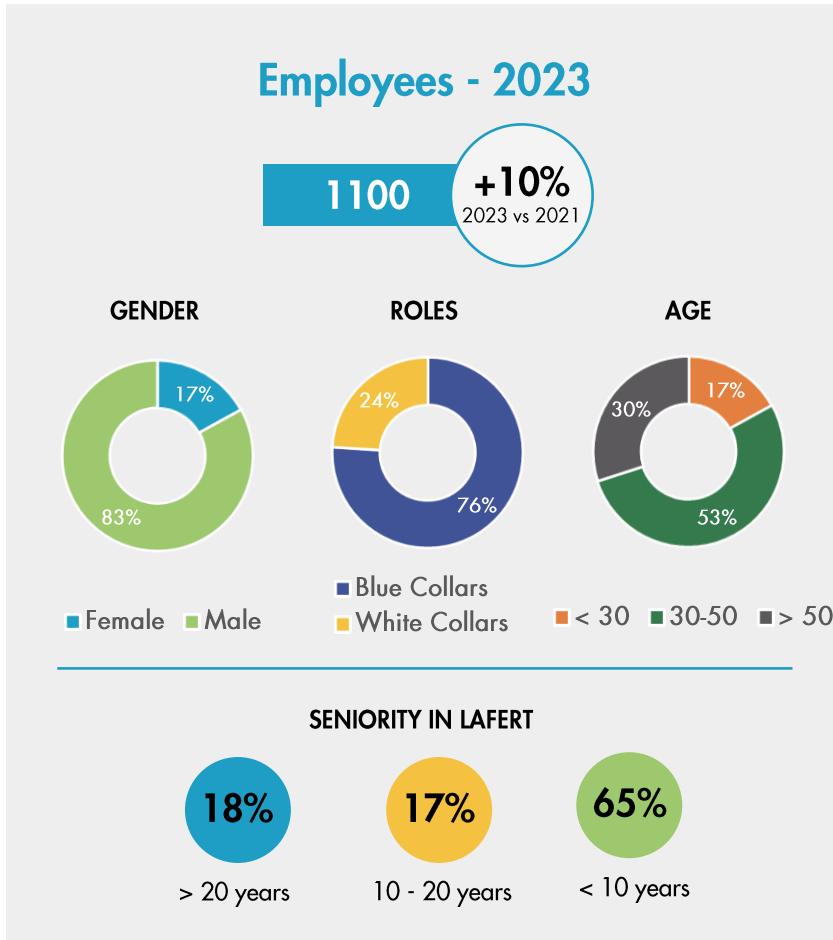
The protection of the territory is important for **sustainable development**. With this awareness, the Lafert Group produces electric motors with high performance but low energy consumption, to reduce the impact on the environment.

**Environmental Management System Certification** according to the UNI EN ISO 14001: 2015 standard

## Innovation and inclusive sustainable development

Lafert Group voluntarily draws up the **Sustainability Report**, because the combination of Innovation & Environment and People Engagement is the basis of the policies and systems that regulate the processes and operations of the company.

PEOPLE ENGAGEMENT	GOVERNANCE	INNOVATION & ENVIRONMENT
<p><b>1. DIVERSITY &amp; INCLUSION</b>  <b>2. EDUCATION &amp; CULTURE</b>  <b>3. HUMAN RESOURCES</b>  <b>4. COMMUNITY ENGAGEMENT</b></p>	<p><b>5. SUSTAINABLE GOVERNANCE</b></p>	<p><b>6. INNOVATION &amp; DIGITAL TRANSFORMATION</b>  <b>7. QUALITY &amp; ESG SERVICES</b>  <b>8. ENVIRONMENT</b>  <b>9. SUSTAINABLE ECONOMIC GROWTH</b></p>



## People make Lafert Group

In addition to investing in staff training, Lafert promotes inclusiveness to ensure respect for equal opportunities in the **Code of Ethics and Conduct** and is committed to spreading the culture of safety in accordance with ISO 45001: 2018 standard, **Management System for Health and Safety in the workplace**.



**Here we are born, and we are part of this territory**

An important international company that remains linked to its territory. It supports **sport initiatives**, such as the local Rugby team, finances **initiatives aimed at young people** and schools.



**THE BEST  
TECHNOLOGY  
AVAILABLE**



## We bring innovation and reliability to the industry

High performance and reliable motors: **asynchronous, synchronous and servo motors**, customized products designed to bring Lafert quality to the sectors of industrial automation, energy efficiency and renewable energy.



## Innovation at the service of energy saving

Lafert Group develops innovative products, with **permanent magnet technology** and IE4 - IE5 energy efficiency.

**Integrated motor-drive packages** designed for customized and high performance solutions in HVAC applications.



## An integrated future

A company that responds to the most modern market needs, for robotics and material handling, even with **complete packages including servomotor, gearbox and drive**, solutions that reduce overall dimensions but preserve and increase performance in terms of torque and inertia.



## Our global role

Lafert Group is a global manufacturer of electric motors that intends to grow ethically and sustainably to continue to be **the ideal partner for industries around the World.**



## Leader in customization

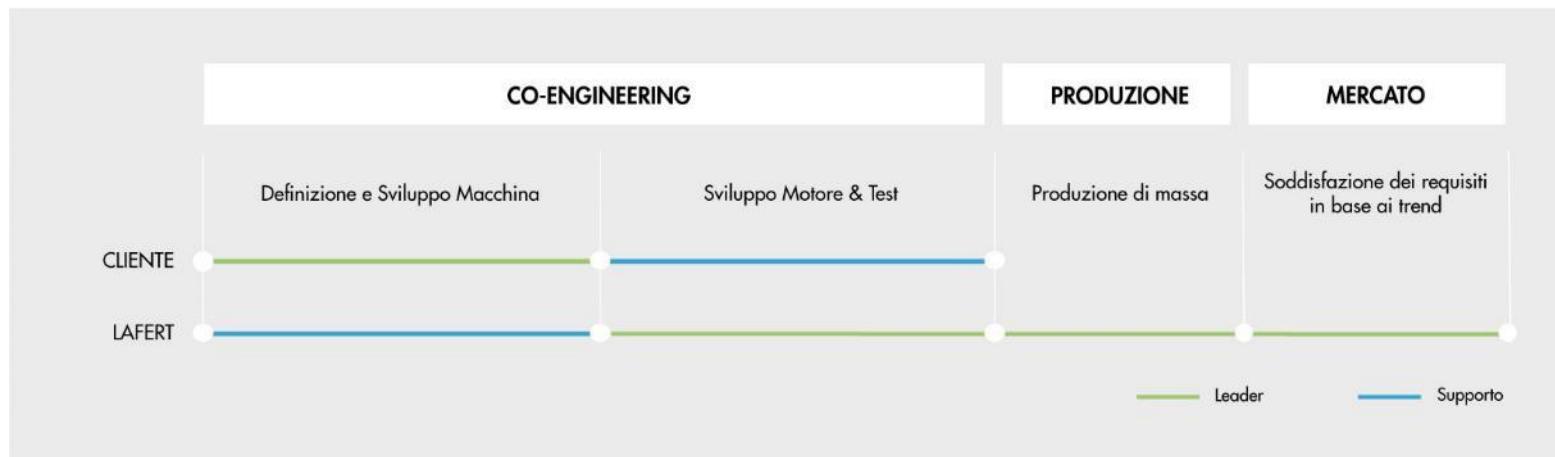
Robotics, renewable energy, material handling, air processing, up to the most diverse industrial machinery, pumps and fans.

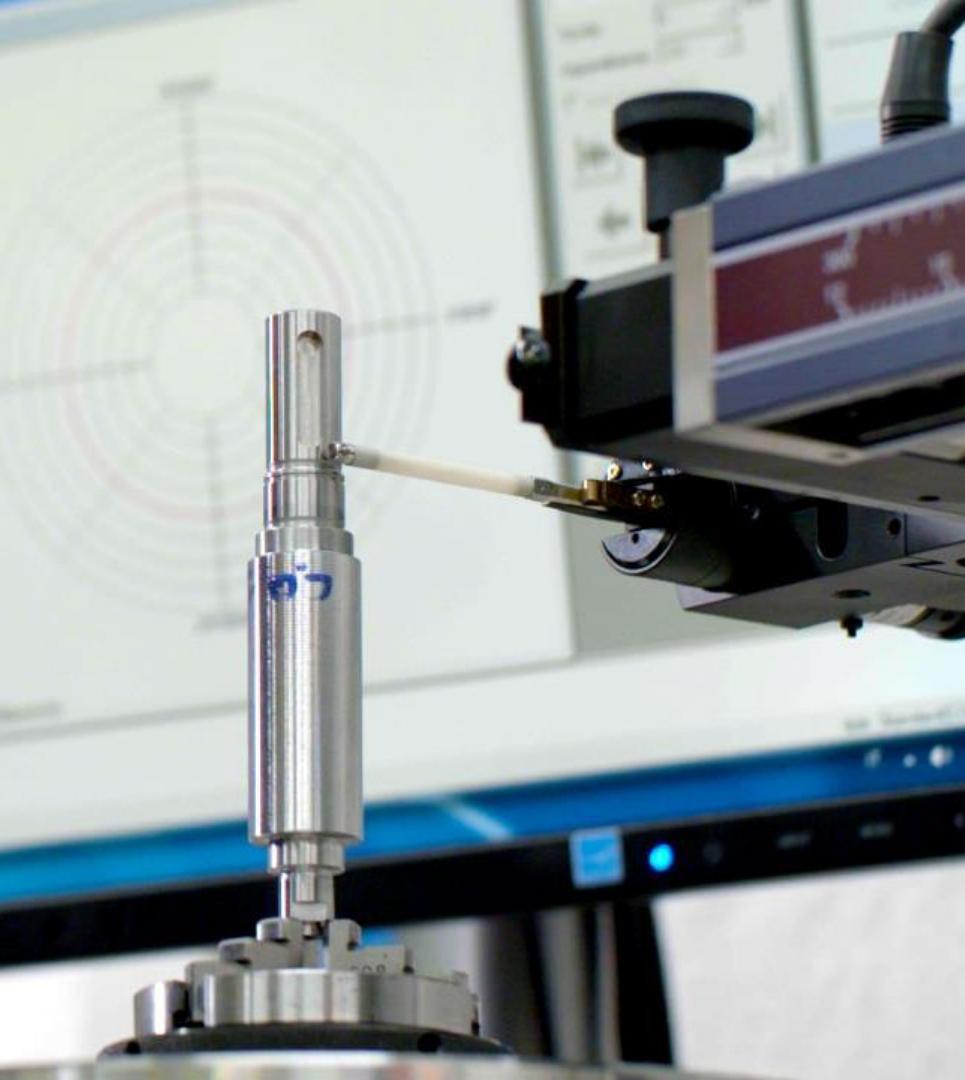
A product customization capacity that comes from innovation and precise market demands.

Lafert is a large group that evolves, does not stop and continues to look forward to **infinite integrated solutions**.

## Meeting our customers needs

**Co-engineering** is our successfully element: the close collaboration with the customer in the concept, development and prototyping phases. The focus on market needs, flexibility and technical expertise are the main factors for creating high performance solutions for the most diverse sectors.





## We take care of each step

All motors are subjected to check and control at all stages of the production cycle according to the "**Quality Management System**" and have multiple safety and performance certifications.



**IE3   IE4   IE5**   ENERGY **cULus**



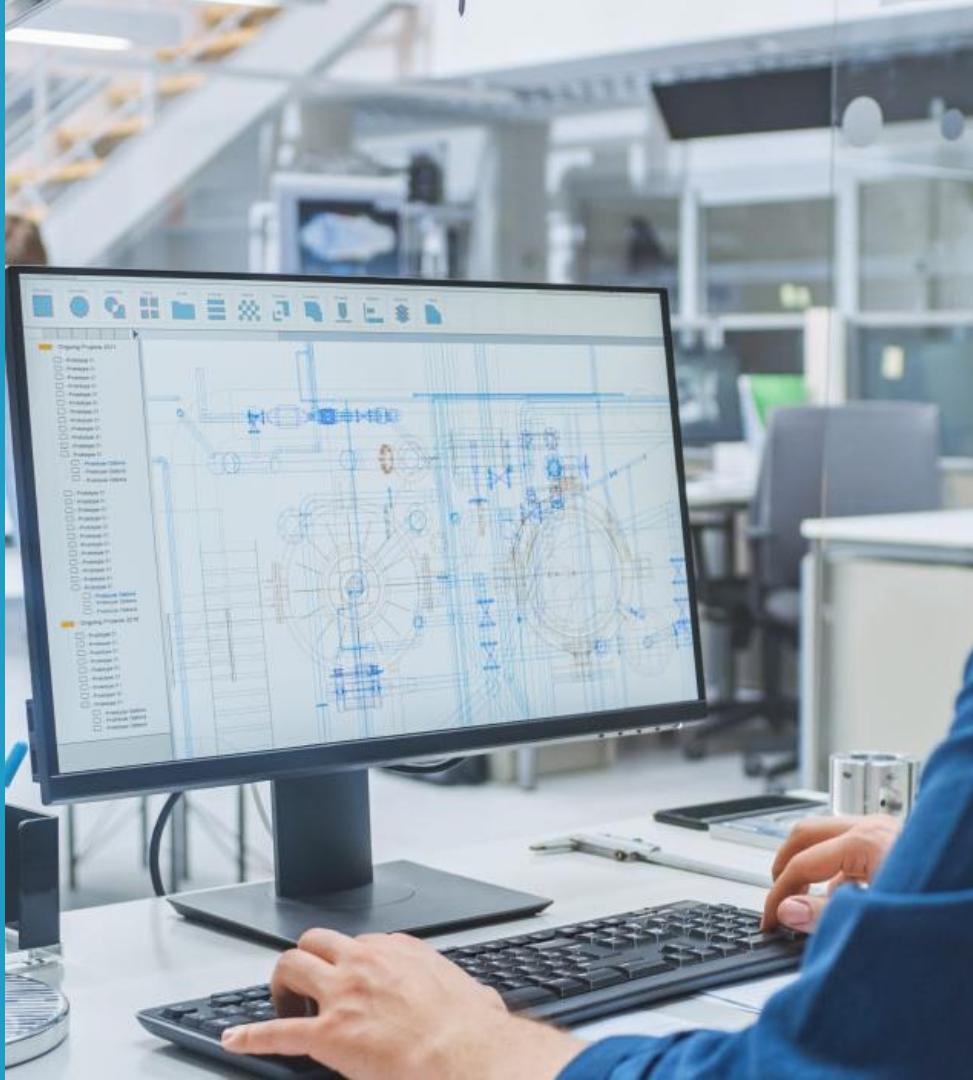
**A FUTURE  
FULL OF NEW  
OPPORTUNITIES**

## Always one step ahead

Our **Product Technological Roadmap** focuses on the development of the main market trends that can be traced back to:

- energy saving
- electrification
- digitalization
- optimization of weights, dimensions and materials
- product safety





## Research and development at the base of our evolution

Thanks to the group's **investments in R&D, which is constantly growing**, the company has obtained important patents and awards for technological innovation and the effectiveness of application and use.



**+65%**  
in 4 years



**2 M€**  
in 2023



**90**  
Engineers



## Lafert Circular Evolution

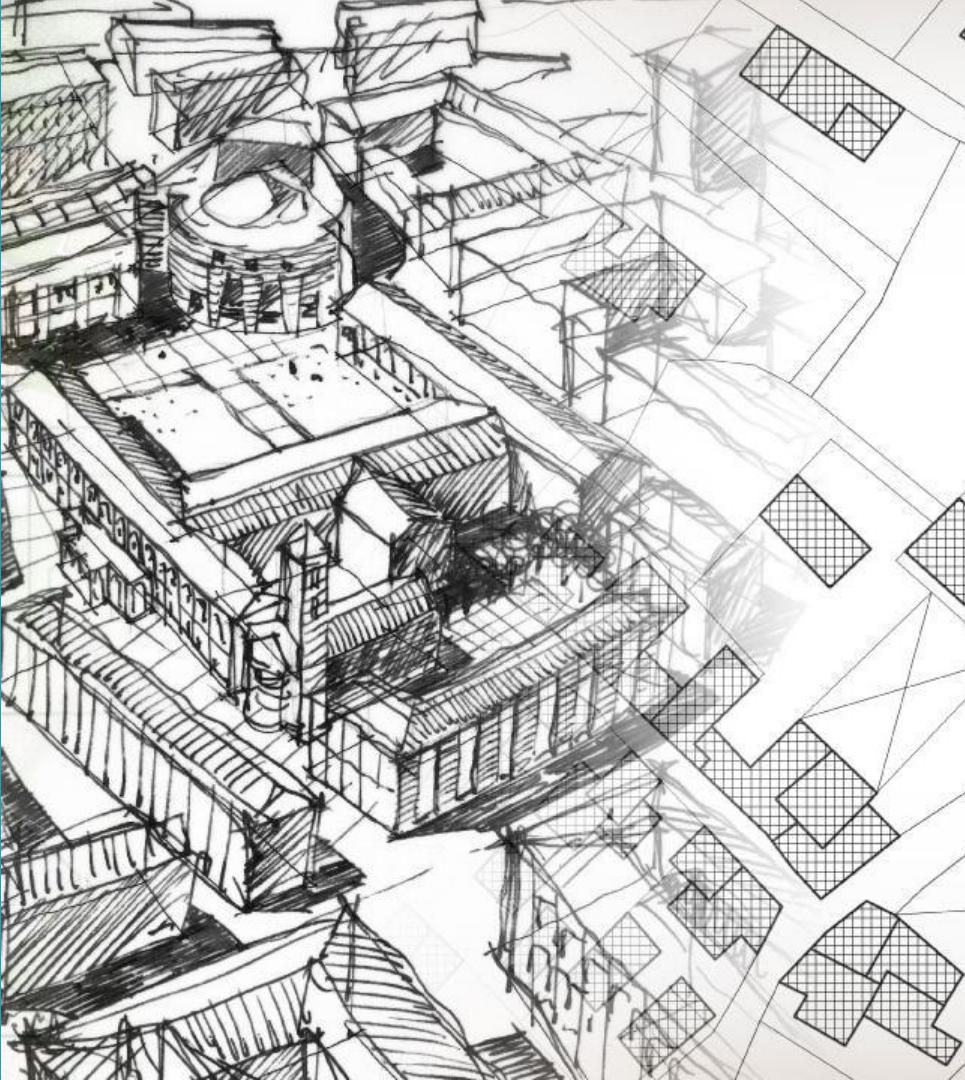
We are investing in the research of **circular production models** that help us reduce waste, recover materials, optimize warehouses, speed up delivery times and enhance processes.



The production capacity of the new plant reaches 1400 IE5 Super Premium Efficiency motors per day, using a photovoltaic system capable of producing annually about 380,000 kWh of renewable energy, corresponding to the total energy needs of the plant.

## Lafert 4.0

To increase the production capacity and the growth prospects, here is **the new manufacturing plant**: a completely sustainable building of over 6000 m<sup>2</sup>, with automated production lines installed according to Industry 4.0 and with 100% traceability of motors and components.



## Synergy and innovation at the base of our future

In the general framework of production capacity expansion, **an area of over 67000 m<sup>2</sup> was acquired in front of the headquarters**, to meet the needs of the current business but also to develop more advanced motors, including integrated products thanks to synergies between the companies of the SHI group.



Thanks for your attention