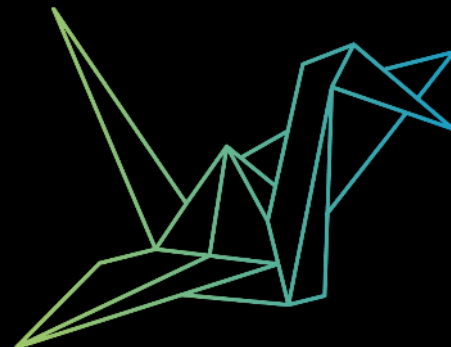


COMPANY PROFILE

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

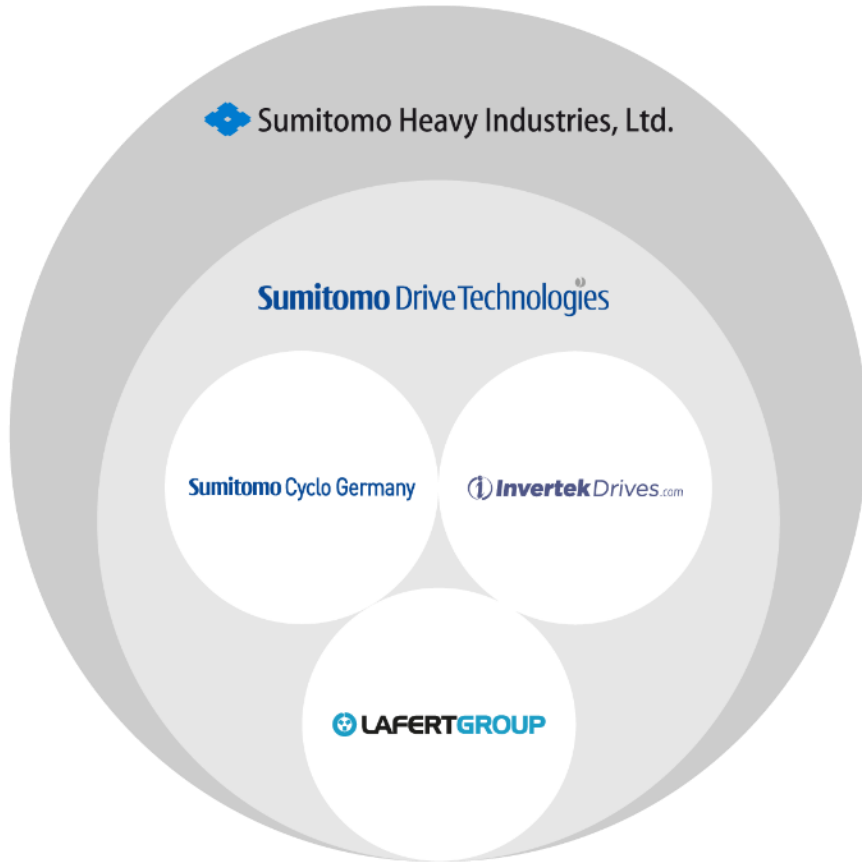
We create innovative motors for a cleaner, more efficient future. Our passion is innovation, our goal is to improve the world, day by day.

We inspire change through cutting-edge technology solutions.



We are an evolving group

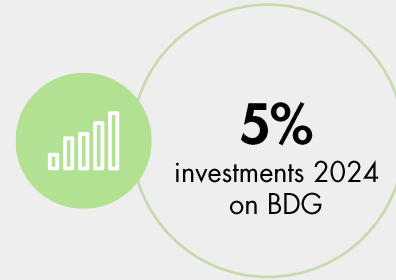
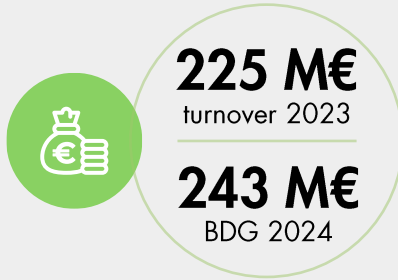
From design to production and sale of **Super Premium Efficiency motors** in the field of Energy Efficiency and **ultra compact servomotors** in the field of Industrial Automation.



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 - EMEIA.**

The Group numbers



Our sales - Trend

+94%
2013-2023

+8%
TARGET
2023-2024

In the last year our group achieved **revenues in excess of 225 million Euros** with a headcount of 1100 employees.



2018

169 M€



2019

156 M€



2020

144 M€



2021

189 M€



2022

231 M€



2023

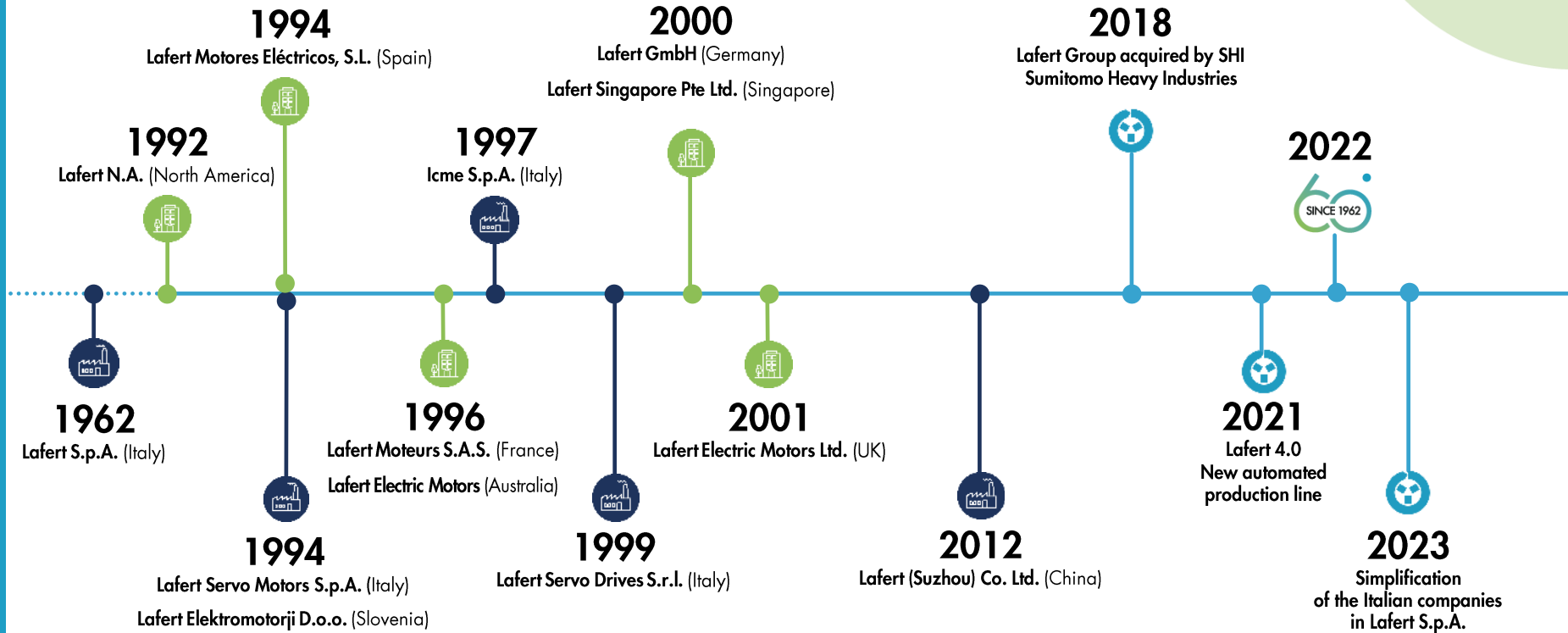
225 M€



2024

243 M€

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



2010 - 2019

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



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



- 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 **UL** US



PM MOTOR & DRIVE PACKAGES

IE4 IE5 C **UL** US



PM MOTOR & INTEGRATED DRIVE PACKAGES

IES2 C **UL** US



DIRECT DRIVE MOTORS WITH INTEGRATED DRIVE



SERVO MOTORS & DRIVES

TOP PERFORMANCE, COMPACT DESIGN

C **UL** US **Ex**

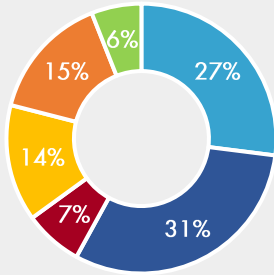


SMARTRIS

INTEGRATED SOLUTION FOR AGV

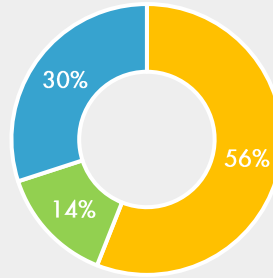
Our sales - 2023

BY COUNTRIES



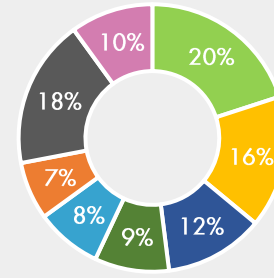
- ITALY
- GERMAN SPEAKING COUNTRIES
- SCANDINAVIAN COUNTRIES
- REST OF EUROPE
- NORTH AMERICA
- REST OF THE WORLD

BY RANGE OF PRODUCTS

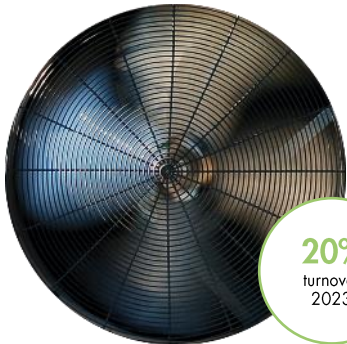


- ASYNCHRONOUS MOTORS
- SYNCHRONOUS PM MOTORS - IE4/IE5
- SERVO MOTORS & DRIVES

BY APPLICATIONS



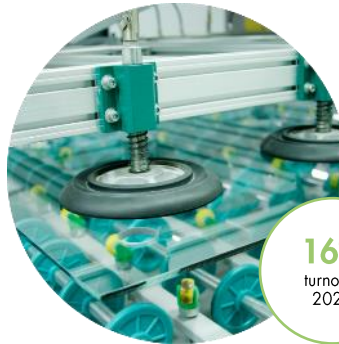
- HVAC/R
- AIR TECHNOLOGY
- INDUSTRIAL MACHINERY
- INDUSTRIAL AUTOMATION & ROBOTICS
- WIND ENERGY
- MATERIAL HANDLING / AGV
- SYSTEMS INTEGRATORS
- DISTRIBUTION



20%
turnover
2023

HVAC/R

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



16%
turnover
2023

AIR TECHNOLOGY

Compressors, blowers, vacuum pumps



12%
turnover
2023

INDUSTRIAL MACHINERY

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



9%
turnover
2023

INDUSTRIAL AUTOMATION & ROBOTICS

Packaging and labelling, plastic molding, textile machinery, robots



8%
turnover
2023

WIND

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



7%
turnover
2023

MATERIAL HANDLING

Conveyors, automated warehouses, AGV

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 m²
total area



594
employees



Activity:
asynchronous motors,
synchronous PM motors



2318
motors/day



540 k
motors/year



NOVENTA DI PIAVE, ITALY



5500 m²
total area



219
employees



Activity:
servo motors, gearless machines



893
motors/day



208 k
motors/year



FUSIGNANO, ITALY



4200 m²
total area



65
employees



Activity:
asynchronous motors



949
motors/day



221 k
motors/year

Manufacturing Plants



BOLOGNA, ITALY



800 m²
total area



12
employees



Activity:
servo drives



20
drive/day

4600
drive/year



SEMPETER PRI GORICI, SLOVENIA



2000 m²
total area



76
employees



Activity:
windings for asynchronous motors



1374
windings/day

320 k
windings/year



SUZHOU, CHINA



5500 m²
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.

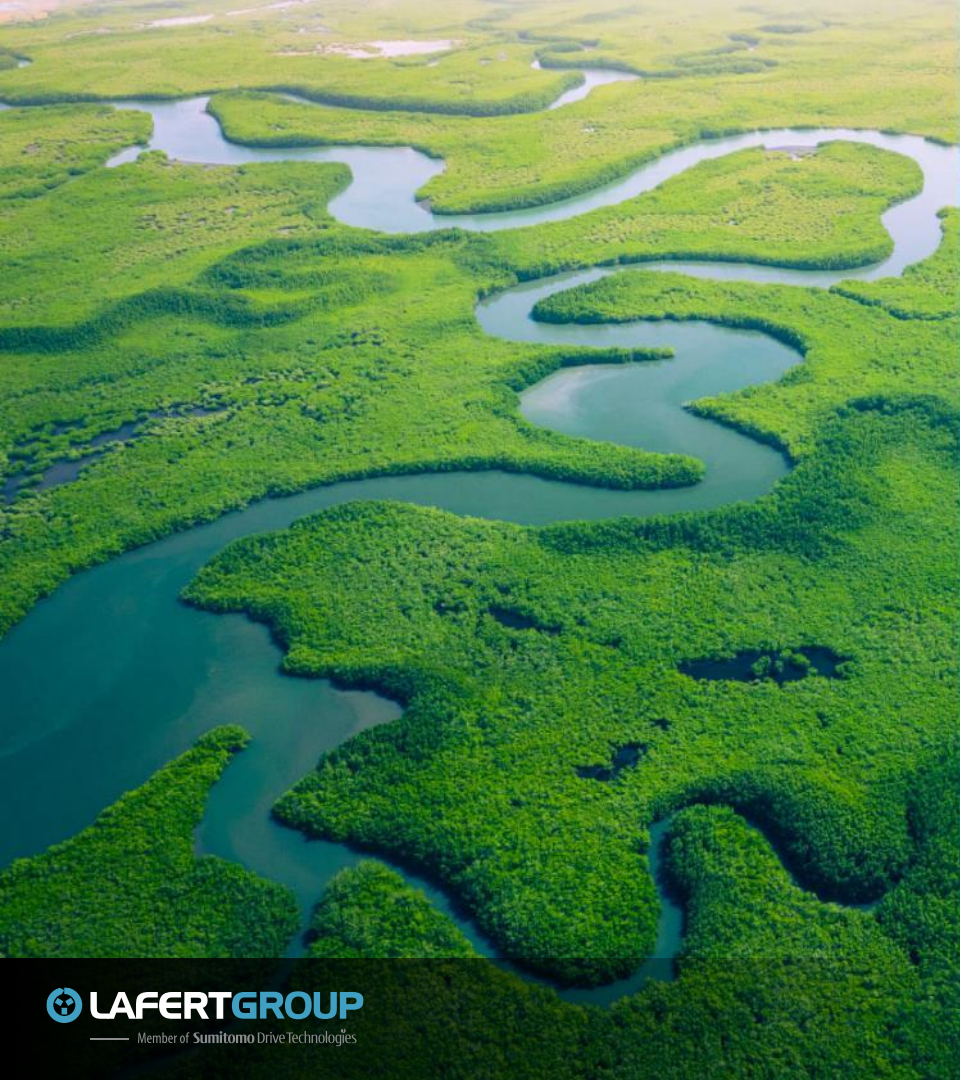
 Cuarte de Huerva, Spain
 1994 |  6000 k€



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.

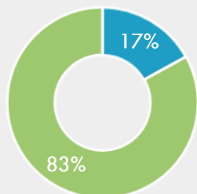


Employees - 2023

1 100

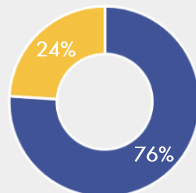
+10%
2023 vs 2021

GENDER

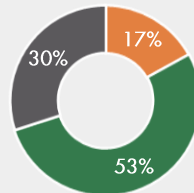


■ Female ■ Male

ROLES

■ Blue Collars
■ White Collars

AGE

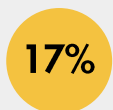


■ < 30 ■ 30-50 ■ > 50

SENIORITY IN LAFERT



> 20 years



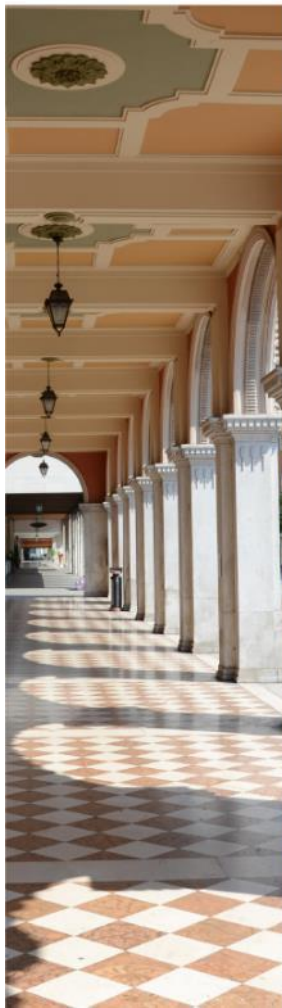
10 - 20 years



< 10 years

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

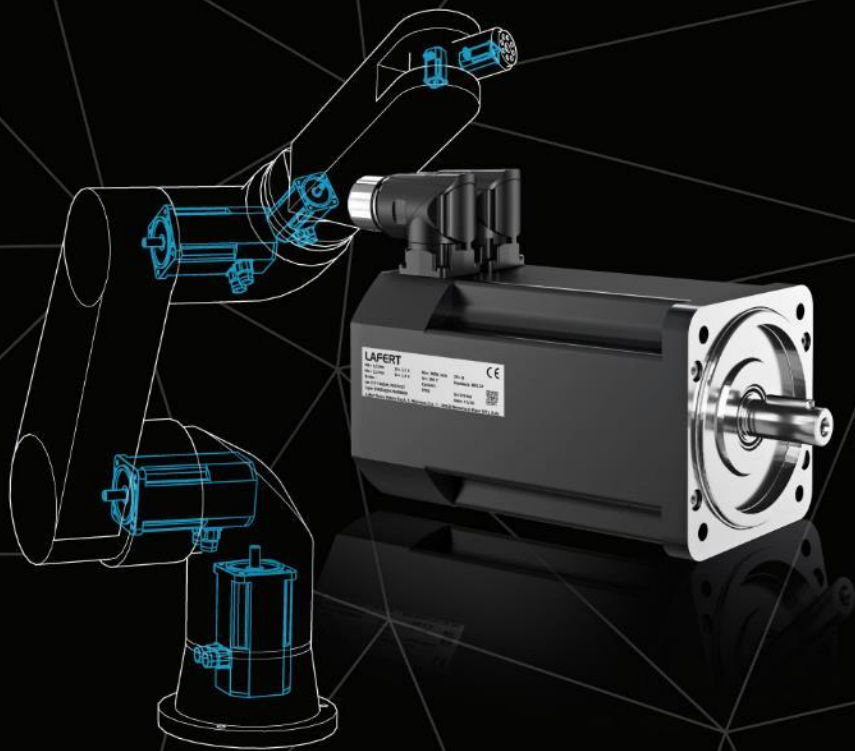
High performance and reliable motors: **asynchronous, synchronous and servo motors**, customized products designed to bring Lafert quality to the sectors of industrial automation, energy efficiency and renewable energy.



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.

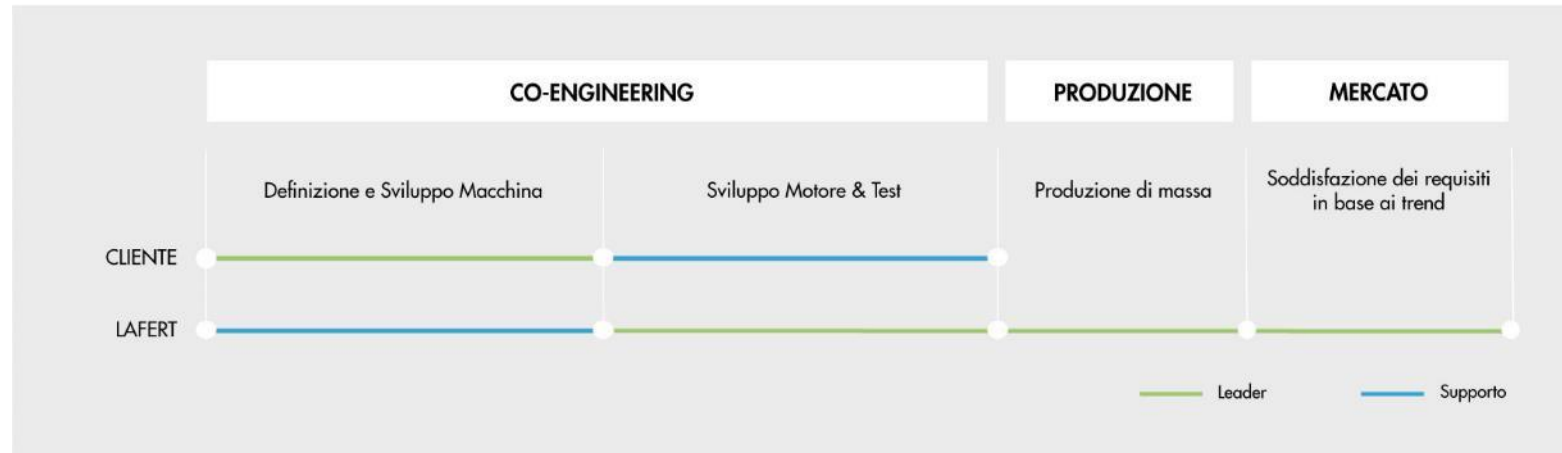
A product customization capacity that comes from innovation and precise market demands.

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.





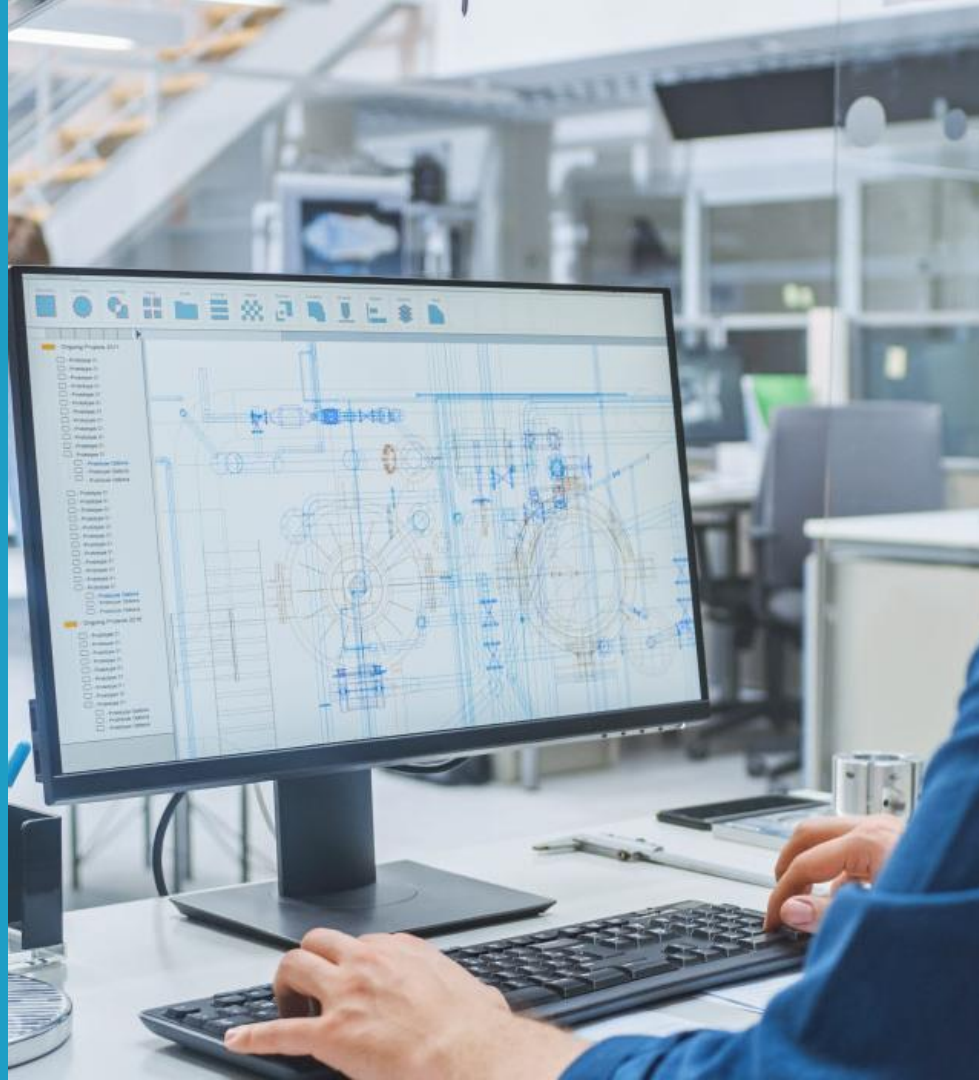
A FUTURE FULL OF NEW OPPORTUNITIES

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

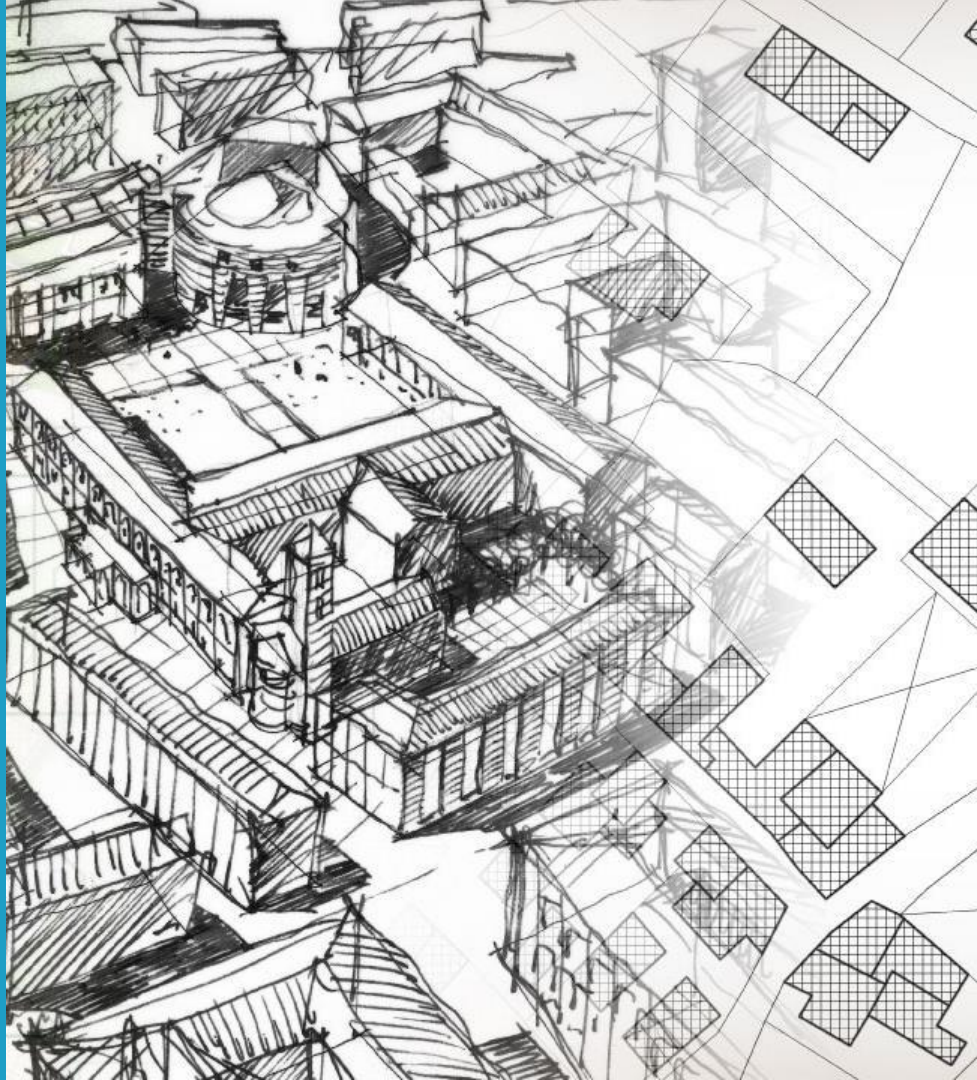
We are investing in the research of **circular production models** that help us reduce waste, recover materials, optimize warehouses, speed up delivery times and enhance processes.



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 m², 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 m² 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