

**COMPANY  
OVERVIEW  
2023**



*We engineer dreams*

# SUMMARY

*We engineer dreams*

**1** A GLOBAL  
FAMILY  
COMPANY 

**2** OUR  
BUSINESS  
UNITS 

**3** SELCOM  
BECOMES PART OF  
THE BONFIGLIOLI  
GROUP 

**4** OUR PASSION  
FOR INNOVATION 

**5** AIMING FOR  
SUSTAINABILITY 

1



# A GLOBAL FAMILY COMPANY



## 1 OUR HERITAGE



*Since 1956 Bonfiglioli has been an Italian family business. For two generations a member of the family has been leading the company, through market changes. Today around 4000 people are committed to satisfying Bonfiglioli customers.*

# 1 MILESTONES OUR HERITAGE

1956  
CLEMENTINO FOUNDS  
COSTRUZIONI MECCANICHE  
BONFIGLIOLI

1964  
WORK STARTED ON THE  
FACTORY AT LIPPO DI  
CALDERARA, BOLOGNA,  
ITALY

1968  
TECNOTRANS BONFIGLIOLI SA IS ESTABLISHED  
IN BARCELONA. THIS WAS THE START OF OUR  
INTERNATIONAL EXPANSION

1975  
ACQUISITION  
OF TRASMITAL

2002  
LAUNCH OF BEST, OUR  
INTERNATIONAL DISTRIBUTION  
NETWORK

2001  
ACQUISITION OF VECTRON

2000  
LAUNCH OF MOSAICO, OUR  
ONLINE PRODUCT  
CONFIGURATOR

1999  
INAUGURATION OF THE PLANT IN  
CHENNAI, INDIA

1995  
DEBUT OF THE C,  
A, AND F SERIES

1993  
CERTIFICATIONS  
DNV AND TÜV

2003  
› ACQUISITION OF TECNOINGRANAGGI  
› BONFIGLIOLI DRIVES IS ESTABLISHED  
IN SHANGHAI, CHINA

2005  
BONFIGLIOLI  
EXPANDS INTO  
SLOVAKIA

2006  
Bonfiglioli expands  
into Turkey

2008  
› ORGANIZATION INTO BUSINESS UNITS  
› BONFIGLIOLI VIETNAM LTD. IS  
ESTABLISHED IN HO CHI MINH CITY

2009  
BONFIGLIOLI BRAZIL  
IS ESTABLISHED

2010  
SONIA BONFIGLIOLI TAKES  
CONTROL OF THE GROUP

2017  
› EXPANSION OF PLANTS IN SLOVAKIA AND  
PUNE, INDIA  
› THE PATH TOWARD DIGITAL TRANSFORMATION  
BEGINS

2015  
ACQUISITION OF O&K  
ANTRIEBSTECHNIK GMBH

2013  
BONFIGLIOLI SOUTH EAST ASIA  
OPENS IN SINGAPORE

2012  
CREATION OF THE  
ELECTROMOBILITY  
COMPETENCE CENTER

2011  
› INAUGURATION OF THE PLANT IN  
MANNUR, INDIA  
› INAUGURATION OF THE PLANT IN  
ROVERETO, ITALY

2018  
› NEW ELECTROMOBILITY PLANT IN FORLÌ,  
ITALY  
› NEW PLANT IN CHENNAI, INDIA

2019  
› NEW AND LARGER PLANT IN ROVERETO  
› EVO, NEW D&P OFFICES AND LARGEST  
INDUSTRIAL PLANT

2020  
E-COMMERCE USA  
LAUNCH

2021  
› ACQUISITION OF SAMPINGRANAGGI AND SAMP  
MACHINERY SHANGHAI ASSETS  
› E-COMMERCE ITALY LAUNCH  
› E-MOBILITY COMPETENCE CENTER ENLARGEMENT  
› 1 BILLION € COMPANY

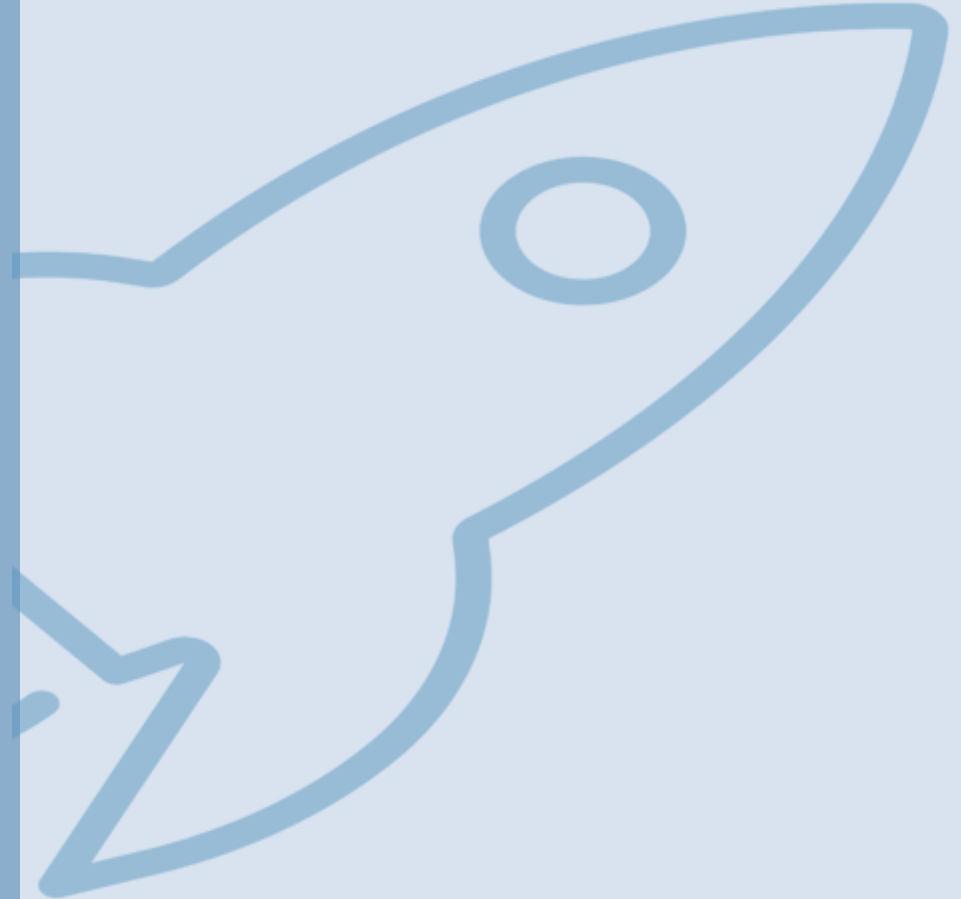
2023 > ACQUISITION OF SELCOM GROUP

# 1 OUR MISSION



*We have a relentless commitment to EXCELLENCE, INNOVATION and SUSTAINABILITY.*

*Our team creates, distributes and services world-class power transmission and drive solutions to keep the world in motion.*



# 1 OUR VALUES

“At Bonfiglioli, our everyday work is guided by four main values: *challenge, respect, accountability and winning together.*”



## CHALLENGE

Continuously challenging our limits in the pursuit of excellence in performance, innovation, and products.



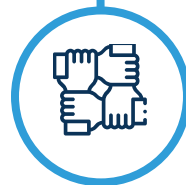
## RESPECT

Respecting diversity, local cultures, religions, and the environment with uncompromising ethics.



## ACCOUNTABILITY

Individual responsibility enables collective responsibility, practising leadership with commitment and determination.



## WINNING TOGETHER

We foster talent to generate and share the knowledge that leads to success.

# 1 OUR WORLDWIDE PRESENCE



20

PRODUCTION SITES

26

COMMERCIAL SITES

80

COUNTRIES

~4.700

PEOPLE

“ *Bonfiglioli means excellent solutions, efficient services and high standards, anytime and anywhere in the world.* ”

# 1 OUR WORLDWIDE PRESENCE



ITALY       

FRANCE 

SPAIN 

TURKEY 

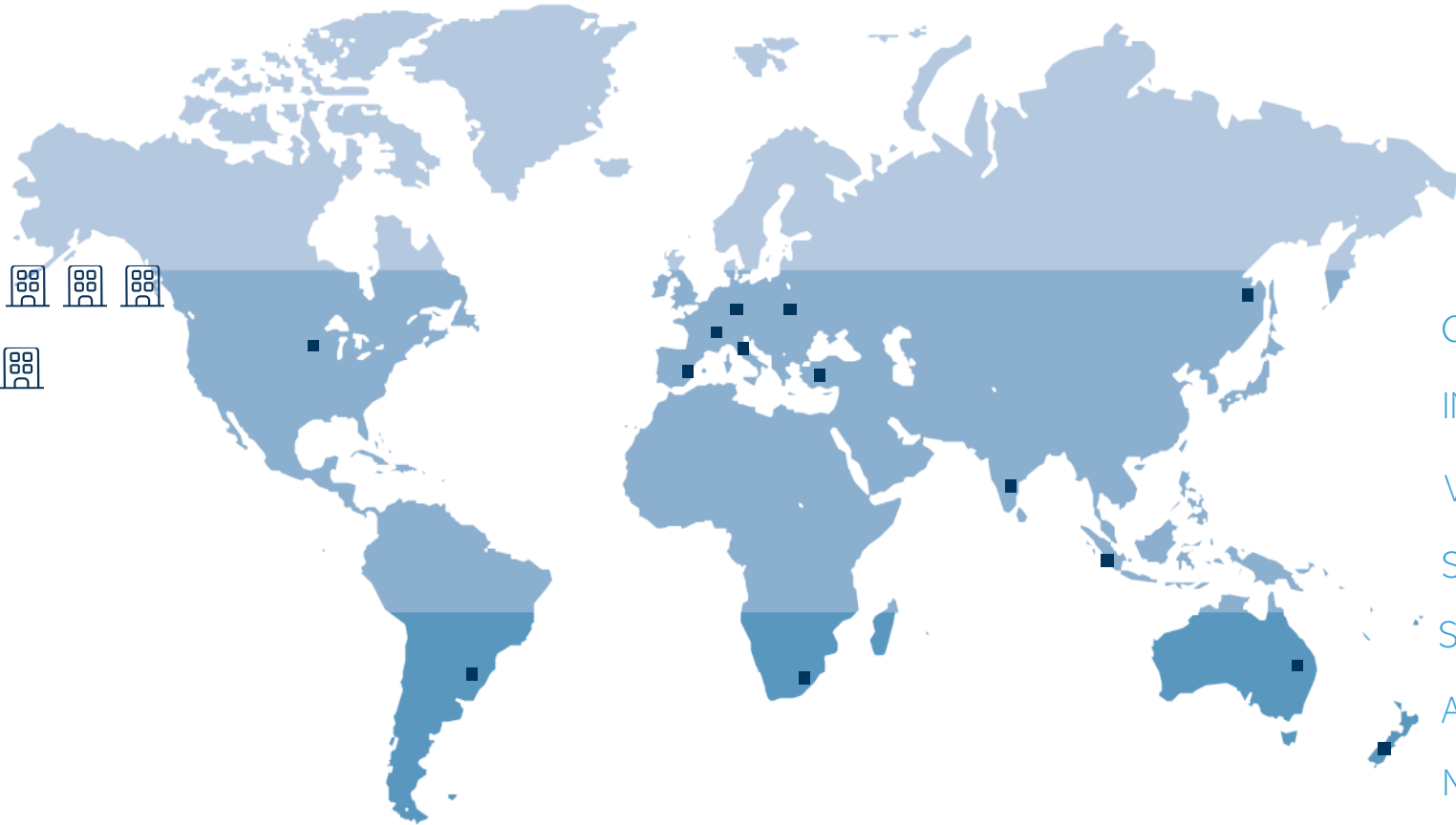
GERMANY     

UNITED KINGDOM 

SLOVAKIA 

USA  

BRAZIL  



CHINA        

INDIA      

VIETNAM  

SINGAPORE 

SOUTH AFRICA 

AUSTRALIA 

NEW ZEALAND 

 HEADQUARTERS

 PRODUCTION SITES

 COMMERCIAL SITES

 SELCOM GROUP



# 1 FINANCIAL HIGHLIGHTS

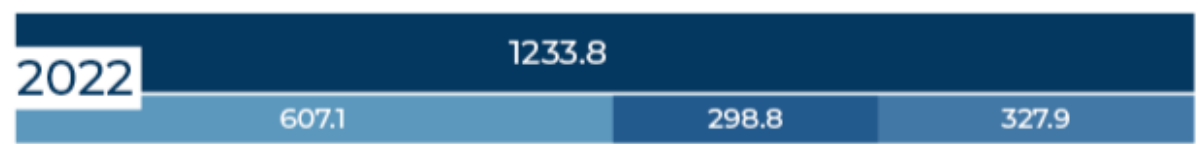
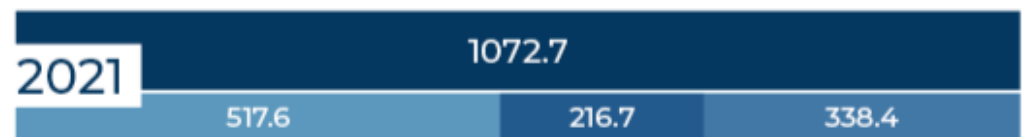
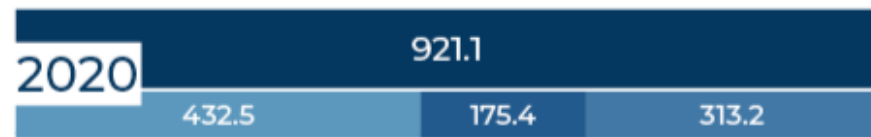
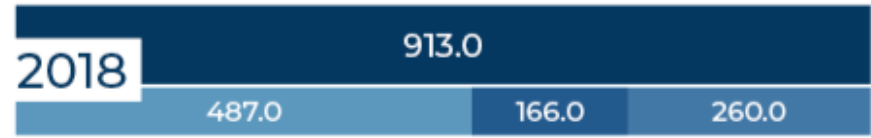
(IN MILLION EUROS)



## GROUP SALES

### SALES BY GEOGRAPHICAL AREA

EMEA AME APAC



# 1 OUR DRIVERS



RELIABLE  
RELATIONSHIPS

STRONG  
VALUES

ENDURING  
PASSION



INNOVATION



EXCELLENCE



SUSTAINABILITY

## 1 OUR PILLARS

*“ To excel, we never stop boosting  
all **pillars** of our organization. ”*

# 1 OUR PILLARS



PEOPLE  
OUR STRONGEST ASSET



MANUFACTURING  
THE HEART OF OUR  
COMPANY



R&D  
OUR PROJECTION IN  
THE FUTURE



QUALITY, HEALTH,  
SAFETY &  
ENVIRONMENT



OUR CONSTANT  
AMBITION

2



# OUR BUSINESS UNITS





## 2 OUR BUSINESS UNITS

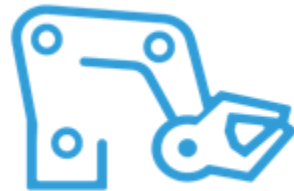


*The company's leadership is based on a deep knowledge of the different needs demanded by the market.*

*That's why each of our business units has the specific know-how to support the growth of customers in each specific sector.*



DISCRETE MANUFACTURING  
& PROCESS INDUSTRIES



MOTION  
& ROBOTICS



MOBILITY & WIND  
INDUSTRIES



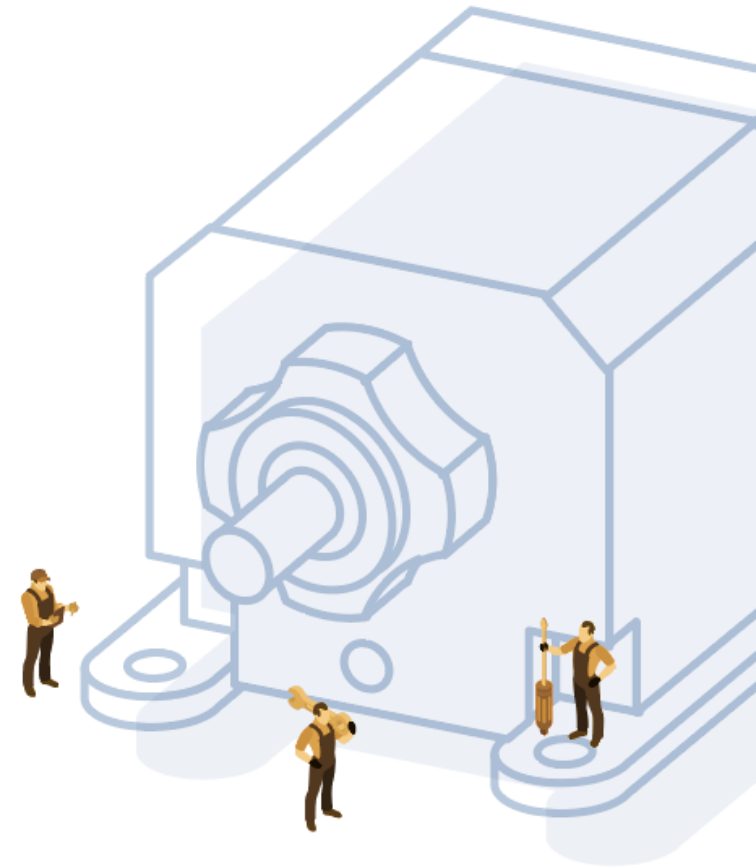
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# OUR BUSINESS UNITS



DISCRETE MANUFACTURING & PROCESS INDUSTRIES

Over 1.5 million products a year for over 20 different industries for light and heavy duty, focusing on industrial processes and automation, and relying on a state-of-the-art Industry 4.0 plant.



## MAIN SECTORS WHERE WE PROVIDE EXPERTISE:



MATERIAL HANDLING



LOGISTICS AND STOCKING SYSTEMS



FOOD, BEVERAGE AND TOBACCO



RECYCLING & ENVIRONMENTAL SUSTAINABILITY



MINING



CRANES AND WINCHES



BIOGAS



MEET OUR CUSTOMERS' NEEDS



GLOBAL DISTRIBUTION NETWORK



IMPROVE APPLICATION PERFORMANCE



# 2

## OUR BUSINESS UNITS



MOTION & ROBOTICS

Highest standards of precision, efficiency and energy optimization in mechatronic solutions for industrial automation.



### MAIN SECTORS WHERE WE PROVIDE EXPERTISE:



TEXTILES



MATERIAL WORKING



PACKAGING



ROBOTICS



CO-ENGINEERING DEVELOPMENT



PROJECT COMMISSIONING



MAINTENANCE & SERVICES



2

# OUR BUSINESS UNITS



MOBILITY & WIND INDUSTRIES: MOBILE SOLUTIONS

Final drives with the **widest torque range on the market**, from 1 000 to over 3 million Nm.



## MAIN SECTORS WHERE WE PROVIDE EXPERTISE:



EARTH MOVING



ROAD CONSTRUCTION



MATERIAL HANDLING



AGRICULTURE



MINING



CONSTRUCTION

40

OVER 40 YEARS OF EXPERIENCE



LOCALIZED PRODUCTION



GLOBAL NETWORK



 **Bonfiglioli**

2

# OUR BUSINESS UNITS



MOBILITY & WIND INDUSTRIES: WIND SOLUTIONS

Undisputed **worldwide leader** with a market share of over 35% in wind turbine drives.



## MAIN SECTORS WHERE WE PROVIDE EXPERTISE:

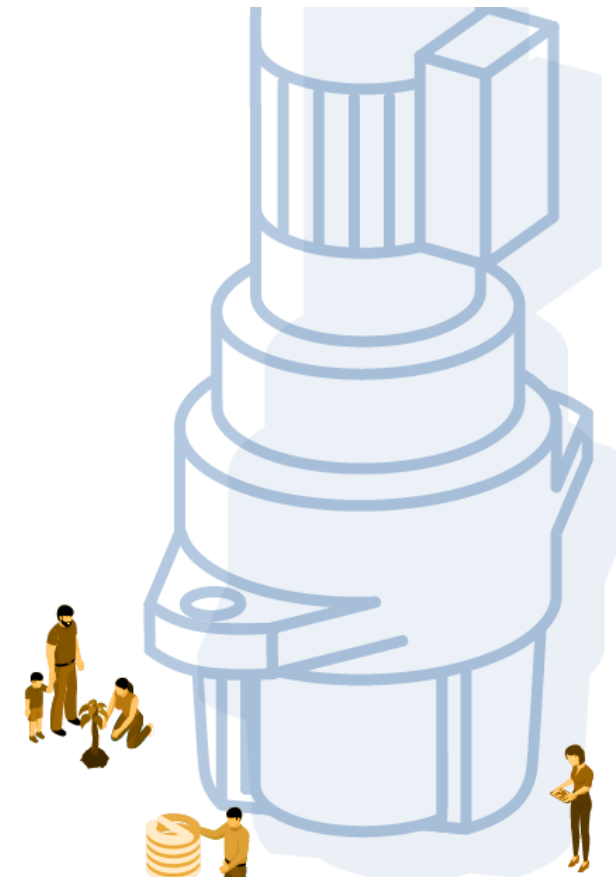
ON-SHORE  
UP TO 6 MW



OFF-SHORE  
UP TO 15 MW



SMALL WIND  
TURBINE



## 2 OUR BUSINESS UNITS



### MOBILITY & WIND INDUSTRIES: E-MOBILITY SOLUTIONS

Leading the trend toward hybrid and electric technologies to provide more energy-efficient solutions, reducing noise and harmful emissions.



2021 > Competence center enlargement.

EDS is an integrated new powertrain generation including motor, Inverter, DCDC, electronic powertrain control unit, Telematics control Unit

#### MAIN SECTORS WHERE WE PROVIDE EXPERTISE:



COMMERCIAL VEHICLES



CONSTRUCTION



AGRICULTURE



MATERIAL HANDLING EQUIPMENT



#### ADVANTAGES:



EASIER INSTALLATION



REDUCED TIME TO MARKET



REDUCED EV KNOWLEDGE AND VEHICLE MODIFICATIONS



> 80% OF WEIGHT AND VOLUME REDUCTION

#### MAIN SECTORS WHERE WE PROVIDE EXPERTISE:



COMMERCIAL VEHICLES



AGRICULTURE



CONSTRUCTION

3



# **SELCOM BECOMES PART OF THE BONFIGLIOLI GROUP**

# 3 SELCOM BECOMES PART OF THE BONFIGLIOLI GROUP

23<sup>rd</sup> MARCH 2023

SELCOM BECOMES PART OF THE BONFIGLIOLI GROUP



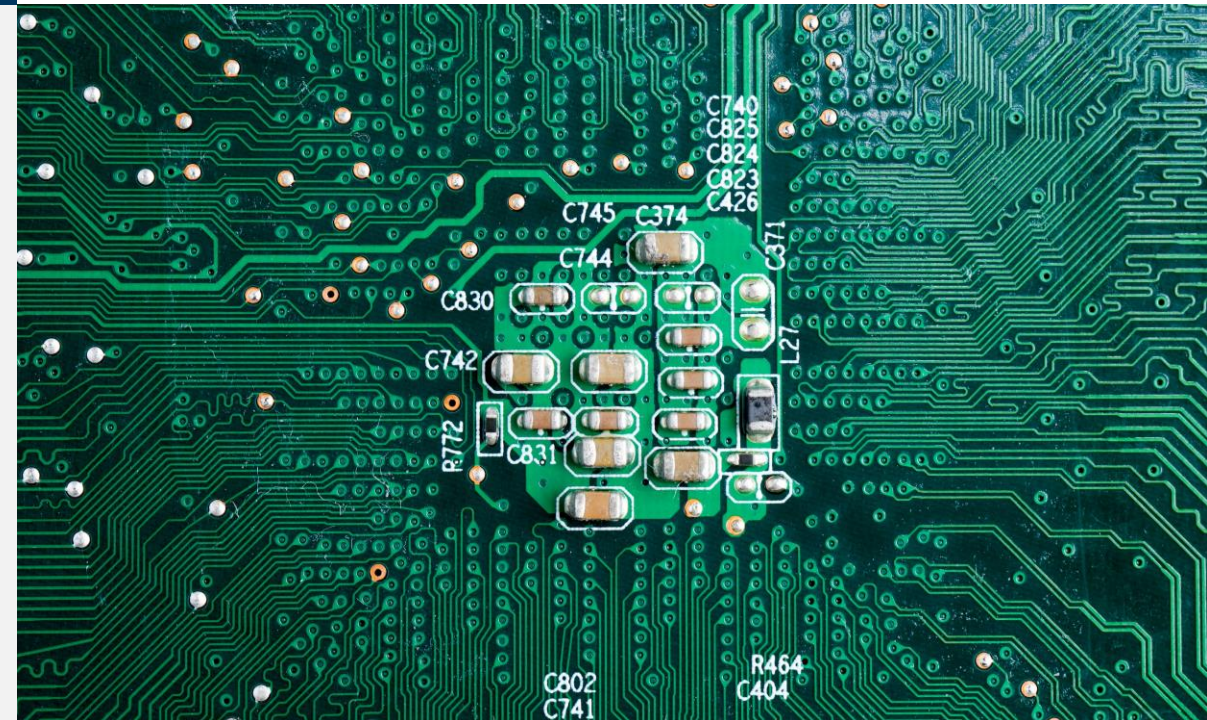
## Selcom

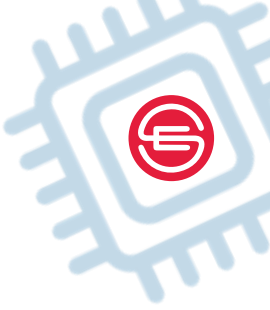
A BONFIGLIOLI COMPANY

## WHY SELCOM & BONFIGLIOLI ARE A PERFECT MATCH?

*“Not a gear without a chip”*

THANKS TO **SELCOM KNOW-HOW** AND **EXPERIENCE** WE REINFORCE OUR ELECTRONIC SOUL AND POSITION OURSELVES AS **PROVIDER OF MECHATRONIC SOLUTIONS** IN ALL THE SECTORS IN WHICH WE OPERATE.





### 3 SELCOM BECOMES PART OF THE BONFIGLIOLI GROUP

SELCOM IS **MECHATRONIC SERVICE PARTNER** DESIGNING AND MANUFACTURING CUSTOM HIGH-TECH ELECTRONIC SOLUTIONS

## E.M.S.

ELECTRONIC MANUFACTURING SERVICES

## O.D.M.

ORIGINAL DESIGN MANUFACTURING

SECTORS WHERE SELCOM PROVIDES EXPERTISE:



INDUSTRIAL AUTOMATION



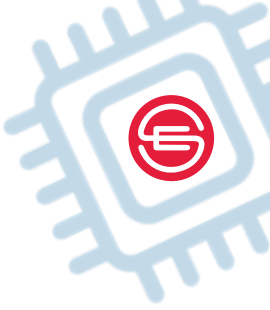
HOME AND PROFESSIONAL APPLIANCE



BIOMEDICAL & WELLNESS



ELECTROMOBILITY



# 3 SELCOM BECOMES PART OF THE BONFIGLIOLI GROUP

SELCOM COUNT ON **OVER 40 YEARS OF EXPERIENCE & KNOW-HOW**  
WITH TOP PLAYERS IN DIVERSIFIED MARKETS



4



# OUR PASSION FOR INNOVATION

## 4 INNOVATION



“

*Innovation is key to **growth**, to acquiring and sustaining a competitive **advantage**, and to building stakeholders **value** over the long term.*

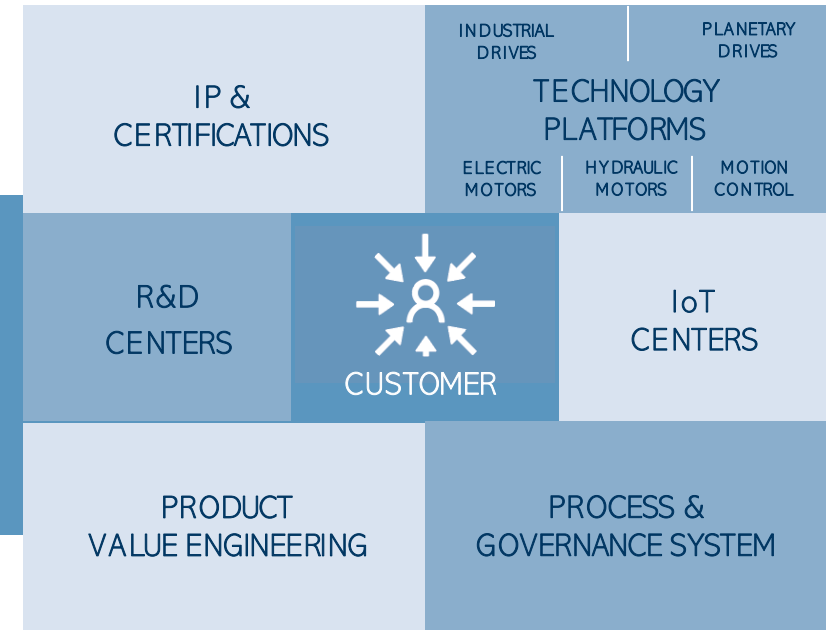
*Bonfiglioli has the appropriate structures and **company culture** to build a successful **innovation** plans and to benefit from them.*

”

# 4 R&D capabilities



Bonfiglioli's global Research and Development creates breakthrough solutions that integrate the most advanced mechanical, electrical, electronic and hydraulic technologies to meet the most demanding application requirements.



## R&D Centers



### ITALY

#### Bologna

LIGHT DUTY INDUSTRIAL GEARBOXES, HEAVY DUTY INDUSTRIAL GEARBOXES, ELECTRIC MOTORS, IOT, ROBOTICS.

#### Rovereto

PLANETARY PRECISION GEARBOXES, SERVOMOTORS, MOTION CONTROL, IOT, ROBOTICS.

#### Forlì

PLANETARY GEARBOXES, HYDRAULIC MOTORS, ELECTRIC MOTORS.



### GERMANY

#### Hattingen

PLANETARY GEARBOXES, HYDRAULIC MOTORS.

#### Krefeld

INVERTERS.



### INDIA

#### Chennai

PLANETARY GEARBOXES, LIGHT DUTY INDUSTRIAL GEARBOXES, HEAVY DUTY INDUSTRIAL GEARBOXES, HYDRAULIC MOTORS, ELECTRIC MOTORS.



### CHINA

#### Shangai

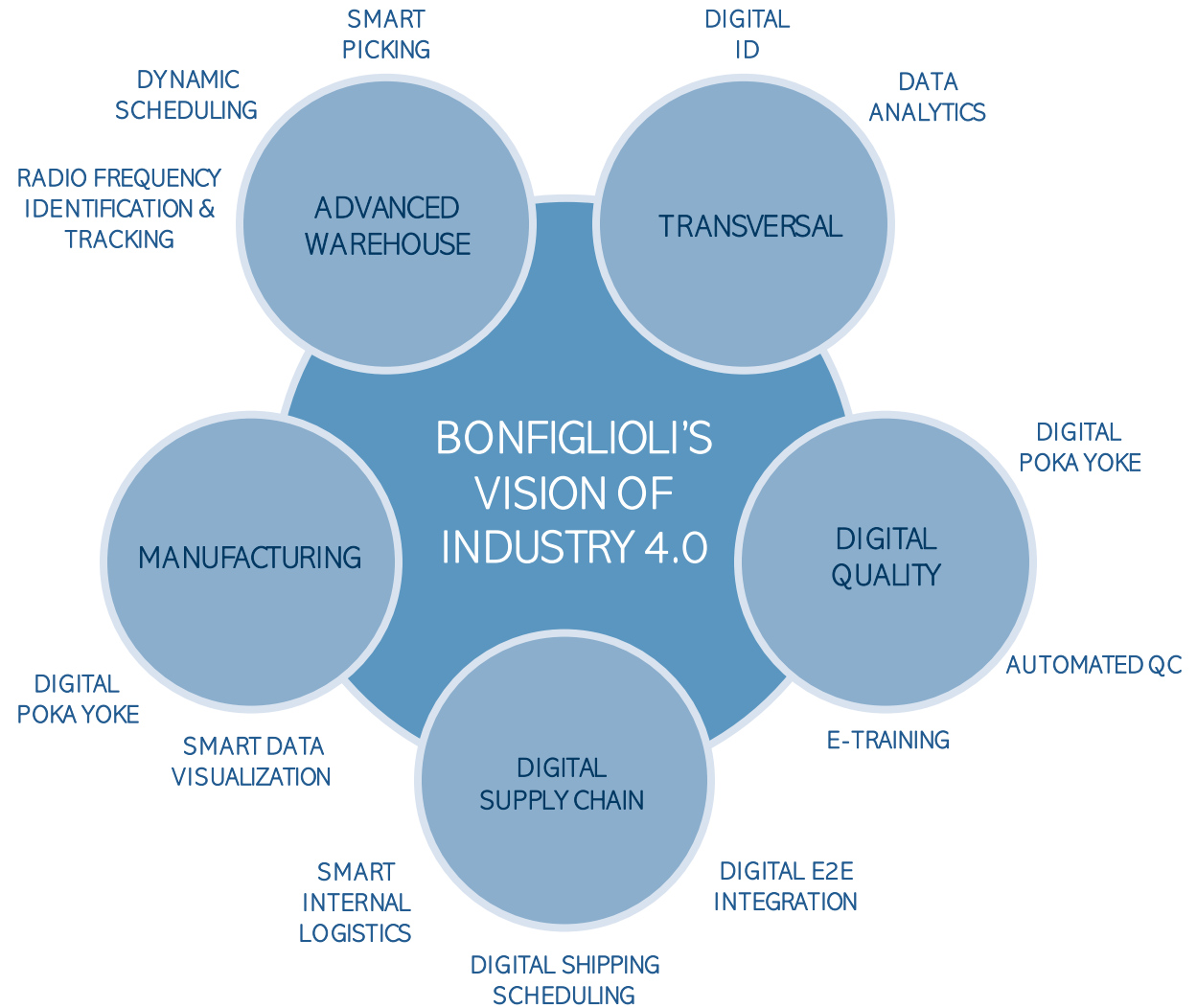
PLANETARY GEARBOXES, HYDRAULIC MOTORS.



# 4 Industry 4.0



In our vision Industry 4.0 enables a better and more efficient integration of customer needs through digitalized processes.





# 4 ONE IOT SOLUTION FOR TWO SERVICE LEVELS

## BONFIGLIOLI'S IOT SOLUTION

ONE SOLUTION FOR TWO SERVICE LEVELS

- › overall status of equipment
- › machine uptime
- › real-time performance
- › duty cycle
- › energy consumption



### CONDITION MONITORING

BENEFITS

- › drives increased uptime
- › eliminates unplanned failures
- › reduces maintenance costs



### PREDICTIVE MAINTENANCE

BENEFITS

- › boosts efficiency in maintenance practices
- › provides key information about oil and gearbox maintenances
- › prevents breakdowns



CONSTRUCTION



WIND



MATERIAL WORKING



FOOD, BEVERAGE

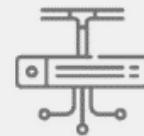


RECYCLING

## THE GATEWAY TO OUR IOT SOLUTIONS



SENSORS



INDUSTRIAL IOT EDGE GATEWAY



CLOUD

5



# AIMING FOR SUSTAINABILITY



# 5 SUSTAINABILITY



2,737,850 kWh

OF ENERGY CONSUMPTION  
FROM RENEWABLE SOURCES (2022)



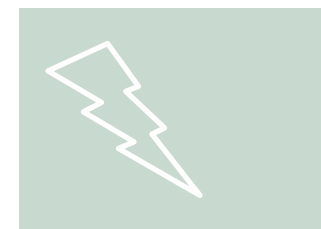
-8%

CONSUMPTION FROM  
NON-RENEWABLE  
SOURCES (2022 vs 2020)



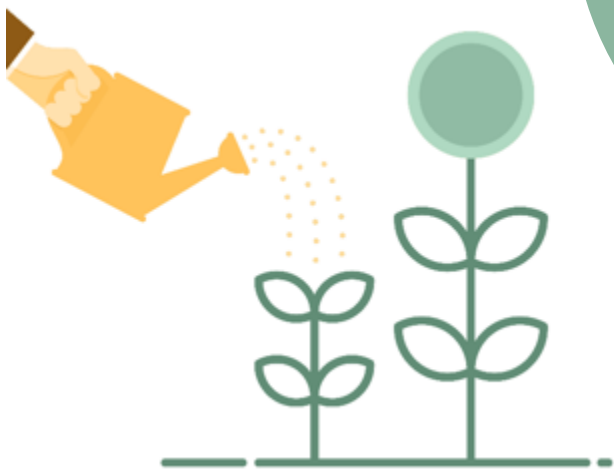
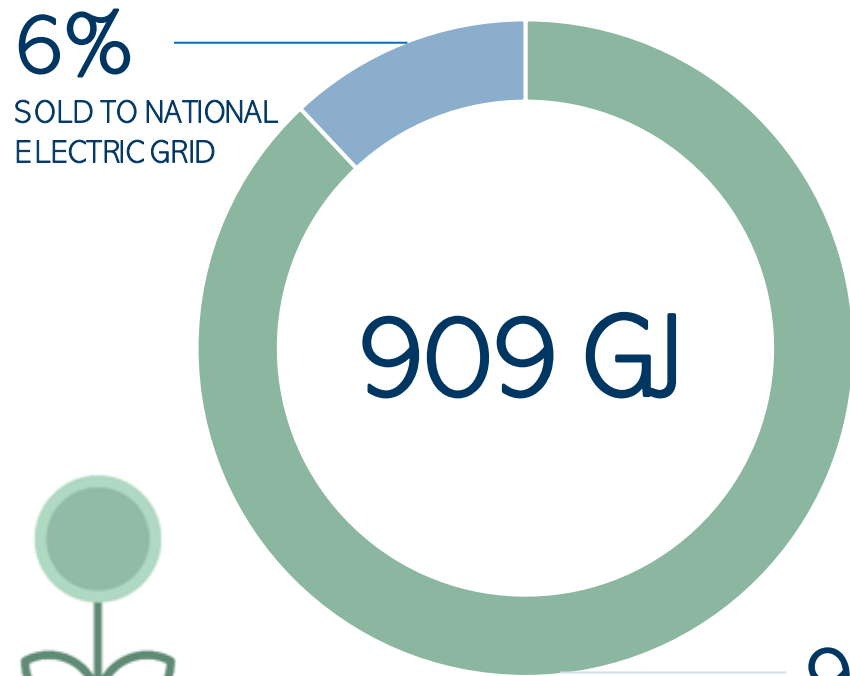
-7%

PURCHASED  
ELECTRICITY  
(2022 vs 2020)



# 5 SUSTAINABILITY

ENERGY PRODUCED BY PHOTOVOLTAIC SYSTEMS IN GERMANY AND CHINA (2022)



## ROVERETO

- “A class” building
- 135kW photovoltaic system that satisfies about 80% of the whole plant’s energy demand
- Water recovery system
- 350-kWh natural gas boiler and heating pumps



# 5 SUSTAINABILITY

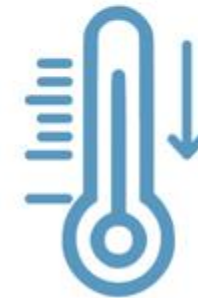


## A SOLAR PANELS SYSTEM FOR OUR VIETNAM PLANT

The Bonfiglioli facility in Vietnam is even more environmentally sustainable today, thanks to the installation of a solar panels system that can provide up to 1,678 MWh per year. It will allow the Vietnam site to reduce electricity expense and save 805 tons of CO<sub>2</sub> per year.



SOLAR PANEL  
10.000 M<sup>2</sup>



BENEFITS

REDUCTION OF  
PLANT TEMPERATURE  
BY 5 DEGREES

SAVING  
ELECTRICITY

805 TONS CO<sub>2</sub> PER YEAR



# 5 SUSTAINABILITY

## CERTIFICAZIONI ISO 50001

Forlì plant is certified ISO 50001 - Energy Management System, the international standard that specifies the requirements for creating, implementing, maintaining and improving an Energy Management System.

## FORLÌ: UNA REALTÀ VERDE

2018 Enlargement: full led lighting, rooftop photovoltaic plant and heat recovery system, allow yearly energy savings of approximately 1 MWh, equivalent to over 300 tons of CO<sub>2</sub>eq.

## EVO PLANT, NZEB

Inaugurated on 18 April 2019, EVO – short for EVOLUTION – is the main Italian manufacturing plant and will soon become our new Group's headquarter.

Thanks to the building structure, the high-performance energy system and the renewable energy production, EVO is a Nearly Energy Zero Building: this means that the plant produces almost the entire energy demand it requires.



554  
PEOPLE



35.500 M<sup>2</sup>  
PLANT



1,700 M<sup>2</sup>  
R&D



4.500 M<sup>2</sup>  
D&P OFFICES



45.000 M<sup>2</sup>  
GREEN AREA



1.100.000  
PRODUCTS/YEAR





## 5 SOCIAL RESPONSIBILITY

Today, the Group's mission of social responsibility is pursued by our Chairwoman Sonia Bonfiglioli who, following her father's path and his heritage, supports initiatives and projects worldwide, guided by three main pillars:



We support initiatives in several countries around the world: we have launched projects with schools in Vietnam, South Africa, Italy, while, in India, we have provided a safe environment to young boys and girls.



YOUNG  
PEOPLE



TERRITORY  
DEVELOPMENT



STEM &  
TECHNICAL  
EDUCATION

For further information about our projects, our Social Responsibility activities are available online:  
[www.bonfiglioli.com/uk/en/Social-Responsibility](http://www.bonfiglioli.com/uk/en/Social-Responsibility)



# 5 SOCIAL RESPONSIBILITY



GIVING CHILDREN A CHANCE FOR A BETTER FUTURE

Italy  
MUS-E Musique Europe



India  
Boys' and girls' homes



South Africa  
St. Mary's School in Johannesburg



Vietnam  
School in Ho Chi Minh City



WE PLANTED 4.500 TREES IN COLOMBIA, KENYA, NEPAL, TANZANIA.



**-1.229.000**  
KG OFI CO<sub>2</sub>



**4.500**  
TREES



**4**  
COUNTRIES



**Save the Children**

TOGETHER FOR A QUALITY EDUCATION IN UGANDA!



With our contribution, Save the Children built accommodations for 4 teachers to guarantee continuity and quality teaching for 100 children!



# 5 SOCIAL RESPONSIBILITY



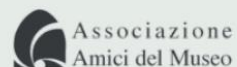
SUPPORTING CULTURE AND HEALTH



A BRIDGE BETWEEN SCHOOL AND WORK LIFE



**CINEMA MODERNISSIMO**

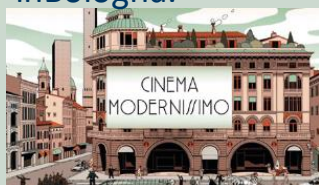


Bonfiglioli supports the **Emilia Romagna Epilepsy Association (AEER)**.

Attentive to local art and cultural heritage, Bonfiglioli contributes to the restoration of the **Cinema Modernissimo**, at Palazzo Ronzani in Bologna.

The Association **Amici del Museo** supports the museum's activities aimed at enhancing the historical-industrial culture of Bologna.

the Association **Leonardo Melandri Study Centre** promotes training activities, the dissemination of science and the transfer of knowledge from the world of research to the production one.



Italy

Leonardo Committee  
Clementino Bonfiglioli Prize



Italy



**THANK YOU**

*We engineer dreams*

 **Bonfiglioli**