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2020 IS HERE

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Let's talk about it with our President PAOLO MORETTI

[Our yearly appointment with the future! Where do we start? This year turned out to be complex. It was not at all easy in terms of politics and commerce in general. But we are not worried! Indeed, at SAIMA we've always been at our best even during the most difficult times. As with any self-respecting company, the most important thing to always consider is the fact that we have a good team. Over the years, the increasingly important and active synergy of our shareholders has added value in terms of teaching new skills and how to work as a group. I have always tried to be a President and partner, as well as a friend of all the SAIMA members, managers and employees. Together we have always shared concerns, emotions and solutions, as a single voice in a great chorus of ideals, at the service of a company that is ever more innovative and in step with the times. Communication and integration between all components of the various divisions of SAIMA SICUREZZA and SAIMA MECCANICA, whilst maintaining the two corporate entities separate, is essential for us and the pride of our Group. The two companies are in perfect harmony, even if they belong to such different production areas, because the key words of our success have always been "collaboration" and "mutual respect". There is not just one leader but it has always been "all of us at SAIMA". We set an example as a team at the forefront that goes beyond all those small individualistic interests and big problems due at times to communication. We have always overcome everything for the good of our Group. We are in Italy, and we are proud it despite the many companies



Pictured, Mr. Paolo Moretti with Luca Peyrano, CEO of Elite (Milan Stock Exchange at the London convention)

who are in distress. Other companies do not have the benefit of exports as indeed we have at SAIMA MECCANICA, where we export 90% of our booths, which are present all over the world. And in the new year SAIMA SECURITY could reach 40% of exports of the current and future security projects we are actively working on, as we respond to the great demands that we now receive from the around world. We are established leaders in both sectors of the metalworking industry, even though we often struggle with Multinationals ... the secret of the strength of our companies lies precisely in the gualified people who work here and in their deep attachment to our activities, including all of that new energy brought in by our young employees in whom lies our future strength. Innovation and investments on new projects and technologies that are up to date, as per market requirements, are our formula for success. As the luminaries of the world economy have taught us, the heart of a company can live and thrive where there is too much bureaucracy thanks of the strength of its operational team that has been created with years of experience and competence. Italian companies like SAI-MA have shown in the past and demonstrate today as well that we know how to operate our businesses even in difficult times such as these. The creativity and flexibility that allows us to respond to the market faster than multinational companies are our true driving force, our success and a promise for the future. This 2020 will be a new and stimulating challenge, full of new projects and solutions for a market that we have already conquered in Italy and all over the world thanks to our professionalism, competitiveness, customer assistance and innovation. We have a collaborative and synergistic agreement with an Italian company that is one of the most important leading Italian design companies in the world. We are working with them to improve our products from a design standpoint. We believe that this collaboration can be a truly important opportunity for our Group, which will allow us to grow and promote our brand. Of course we are also engaged in other projects that we think will amplify our development prospects and which could presumably materialize in first months of the new year. Best wishes from our hearts to all of yours, and in particular to our children, who are riding the wave of change to tackle future challenges today, with our experiences behind them and a commitment to an increased improvement of all of our various skills. With their preparation and competence in using current technologies, they will be able to continue to take advantage of opportunities that are being presented, in the wake of the continuity we create, of which we must be proud. With a bit of luck that we will be able to grab a hold of - as we have always done - SAIMA is and will increasingly be confirmed as a leading Group that will continue to be present in the market of the future with pride and satisfaction."

> Thanks to all of us at SAIMA. Happy New Year and best wishes.

> > Paolo Moretti

So what do 1300 entrepreneurs; 513k jobs; £80 billion revenue have in common?

THE ART OF INSPIRATION

Entrepreneurs create value every day throu innovation and economic growth. ey contribute to job creation and social impa-around the world. ey inspire future leaders by fransforming dream: into clear plans, actions and results

WE ARE THE ELITE!

The second edition of Elite Day, the annual International conference dedicated to the global network of Elite companies, took place in London and brought together over 500 consultants and companies. Elite is the international platform of the London Stock Exchange Group that was founded in Italy in 2012. It aims to accelerate the growth of the most innovative companies through an organisational and managerial development path. Elite is now a global network of over 1,300 companies from 43 different countries. Together we represent an aggregate turnover of 90 billion Euros, employing over 500,000 employees. Luca Peyrano, CEO of Elite, stated: "We are pleased to bring 'Elite Day' to London, a global city that thrives with innovative and rapidly growing companies. Nearly 200 of the 1,300 companies that make up the global community of the Elite platform come from the United Kingdom. Elite includes 43 countries and 36 business sectors. Supporting these dynamic companies to help them reach their potential is vital to economic growth. Elite companies have already registered aggregate revenues of over 90 billion Euros and employ half a million people." During his speech on the London Stock Exchange, Peyrano also focused on the fact that ambitious companies have a need for, and the advantages that could come about from, access to the know-how, the network and the capital requirements that support their growth. He concluded his speech by stating, "that's why we will continue to be inspired by their stories and to explore how to best address their challenges in building long-term resilient companies." During the London Elite Day, the opening of the Elite project in the United States was also announced with new headquarters in Cleveland, Ohio. The opening is in line with the strategic agreement signed in 2018 between Elite and JobsOhio, an organisation that promotes economic development in Ohio. This US State is one of the most dynamic and abundant in small and medium companies, and enjoys a strategic position in the centre of one of the most financially important areas of the world (mid-west). It is the twenty-first economy in the world in terms of GDP. The Cleveland headquarters will allow American companies to access Elite's international ecosystem and the companies that are already part of the network will have a point of reference when structuring their companies the United States' market. Martin Wolf, Chief Economics



Shown on stage, the Italian companies that have opened their offices in Ohio



Commentator of the Financial Times was at the event and he updated us on the global financial situation which, he says, is like a real puzzle. It needs to be built with investments and innovation. Even Luigi Buttiglione. Founder of LB Macro. focused on the importance of China and its fiscal expansion. Many companies are giving thought to a possible investment in Ohio. With Elite they will have a fast track, as demonstrated by the companies who presented themselves on stage.

TUSCANY EXPORTS



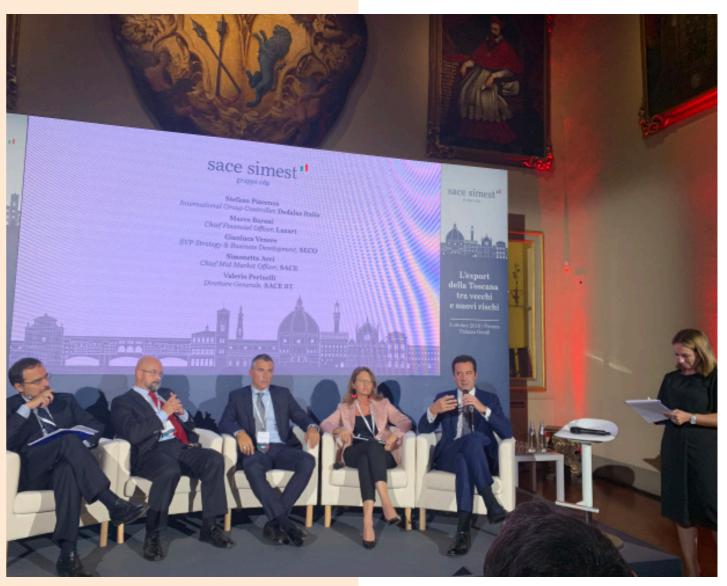
In Florence, in the beautiful setting of Palazzo Gondi, we talked about Exports from Tuscany, a region ranked fifth for Italian exports. Ilaria lacoviello (Journalist of Italian SKY TG24) called on the President of SACE, Beniamino Quintieri to introduce the work of the final meeting of the road show with Tuscan companies, which had already begun in other cities as well. "The possibilities our country's economy could have are dependent on exporting to foreign markets," the President points out, "because during these moments of stagnation and a suffering economy it is precisely export that still works!" However, Tuscany has shown extraordinary performance: exports in 2019 grew by 18%. U.S.A., France, Germany, the United Kingdom and Switzerland are the main countries where 50% of exports go. In 2018 we served around 1000 Tuscan companies, and we want to continue doing so, even increasing our services for those companies. The round table continued with applause and discussions



OLD AND NEW RISKS

which were of the utmost interest for the audience during such a delicate time in our economy. Alessandro Terzulli, (SACE economist) talked about export karma, a magic word. "Do good things and good things will come your way!" he says with a smile to those present in the room. A journalist asks, "but where are we aiming? And at what?" What followed was a plethora of slides and specific information on international trade. 500 billion Euros are already planned for in 2020! We talked about exports of urbanization goods and services in Asia and Africa. And we discussed urbanization, a driving force for exports, and the growth forecasts for 2020 in the Asia-Pacific region, sub-Saharan Africa and other countries. For more information, please visit the website: www.sacesimest.it (where you can freely browse 20 country cards!) It is also important to talk about "Education to Export", divided into 4 training courses, and "the Export Map" for the best exports in the world. An important question that companies must ask themselves is: "Are we regular or occa**sional exporters?"** Some companies that can be counted as regular exporters are: Dedalus Italia, Lucart and Seco. They talked to the audience about their companies' experience. Excellent speeches from Simonetta Acri (Sace Simest) and Valerio Perinelli (General Director of Sace BT), confirm the importance of an "education to export", with resounding applause from the audience.

Salvatore Rebacchini, Simest President, greeted all with his thoughts: "There is a true need," he said, "for diversification, to grow abroad, with new products for new markets ... obviously with the related new risks that SACE SIMEST will plan for and reduce, helping companies to be able to tackle them during their growth abroad as well."



A LOOK AT TUNISIA AND SENEGAL

We had a moderator of excellence, Silvia Ramondetta, in charge of Economics for Confindustria Toscana. In Florence, in Via Valfonda, the room was full of entrepreneurs and managers interested in these new initiatives and projects. Regarding these two countries and Italy the watchword of the day is "interchange". Since 2008 we have increased our export volume to Africa by 18%. This continent has given us the greatest return on investment compared to other countries. Monica Barni, (Vice President of the Tuscany Region), welcomes these new projects and points out how important they are because they offer our companies and our Region some very interesting opportunities. "For years," she says, "we have worked on international development and cooperation, and the Region supports projects along with the companies that participate in them." The theme "Co-development" is important in our communications, and we have reflected on it in the Region and as a Nation and Ministry. We need to build more and more networks in order to create a virtuous socio-economic model." Embassies have now started covering new roles, not only of representation, but of support. There are stories about Tunisia that mostly turn out to be urban legends. In reality, there are many interesting growth prospects for trade and cooperation. The Tunisian Ambassador to Italy, Moez Sinaoui, our top speaker, said that Italy has officially overtaken France. We are the first official supplier to Tunisia. There are early 1000 entrepreneurs in the country, without counting the enormous influx of pensioners now living there tax-free. "It is a wonderful Italian organisation, economic but also human," he said. After the 2011 Revolution in Tunisia we signed a splendid agreement thanks to Pierferdinando Casini, and today the resulting suc-



PARTNERSHIP OPPORTUNITIES AND DEVELOPMENT OF THE TUSCAN INDUSTRIAL SYSTEM

cessful cooperation between our two countries is growing more and more. We are interested in companies that want to grow with us! We have the large African market and we are the hub to the Maghreb countries. Tunisia is the first and only democracy in the area, with the strengths and weaknesses of ... a democracy" he joked, addressing the entrepreneurs. "But it is still a safe country, even with a 'juridical system' in place." Aliou Indiaye, (Economic Office of the Republic of Senegal) took to the microphone next. He listed the opportunities in his country, with slides and reliable data. "There are many opportunities offered by the president of Senegal in the field of agriculture, floriculture, and processing industries for ports, railway and mining projects. We are looking for investors who would like to participate in projects in the field of public transport, etc." He then spoke enthusiastically about the new international airport and the special economic areas of Dakar. The value of the call for bidding is five million Euros. Discover more at: stefano.deldebbio@aics.gov.it. Then with Enrico Cecchetti, we talked about the BESIDE project financed by the Tuscany Region. The Conference ended with resounding applause from the large audience in the room.



The 2030 Agenda, which guides the commitment of the international community towards 17 Goals for Sustainable Development, focuses on private entrepreneurial activities. It defines international trade as the "engine for inclusive economic growth". The private sector. in its composite variety, is called on to employ "creativity and innovation in order to find a solution to the challenges of sustainable development." The aim is therefore to develop a *sustainable* business model in terms of production and consumption that takes into account the social and environmental impact on local communities, which is based on the principles of the effective international cooperation.



SAIMADAY WITH

Our SAIMADAYS continue to be successful ... with visits from importer friends from abroad, new and "old" customers, and our technical staff who have come for updates or to get to know the latest news!



A truly welcome visit from Malta! From left to right, Paolo Ferrari Export Manager of SAIMA MECCANICA and Mr. Paolo Moretti together with Mr. Kennet and the technical managers from Mizzi of Malta.



A special visit from Russia! Standing with our own Cristina Guerri, Maria Markus and Sergey Nikolaev, representatives of Mm Fond, which certified the compliance of our booths in accordance with Russian standards.

R U S S

SAIMA MECCANICA



A photo from Poland and the wonderful visit from our importer FBD. From left to right, with Paolo Ferrari, the Plant Manager of SAIMA MECCANICA, Vincenzo Scoscini and Mr. Moretti, Dariusz, representing FDB, with two key clients. A visit to our showroom to take a (hands on) look at our products.



SAIMA MECCANICA Export Manager Salvatore Antonucci accompanied representatives of the company GALIJA COLOR from Slovakia on a visit to our company.

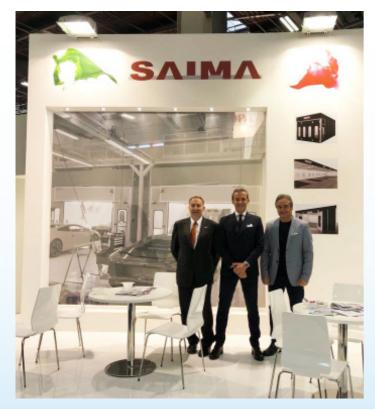
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WITH SAIMA MECCANICA AT THE SHOW



PARIS TRADE SHOW EQUIP AUTO



French friends our latest news.



IN LAS VEGAS AT THE SEMA SHOW



In Paris at Equip Auto to present our And of course SAIMA MECCANICA was honoured to visit the stand of our US importer SAIMA of NORTH AMERICA, who participated in the Las Vegas SEMA Show, the most important trade show in our industry. The TITAN spray booth, one of our best-selling models overseas, was on exhibit and it received a large amount of interest from the many visitors who attended the show.

IN MILAN SAIMA SICUREZZA AT **Sicurezza** INTERNATIONAL SECURITY & FIRE EXHIBITION

We could not miss the last event of the year, SECURITY 2019. It is the most important biennial industry trade show that takes place in Milan. We are happy to report a large amount success and interest from many visitors.



Glimpses into the trade show . . .



Participating companies at the event: SAIMA authority in the use of public transport and SECURITY, AEP TICKETING SOLUTIONS, CARIND, and OTOKAR. The hall reception was organised just like access management available to citizens, with new and innovative on new generation buses: with our WELC'ON BUS! We managed the mandated flow of the greatest innovation for everyone," he participants into the various work areas via our system in the Italo Calvino Room of Palazzo Squarcialupi of the S. Maria della Scala building in Siena's Piazza Duomo. This is where the new EMV implementations for Tiemme Toscana Mobilità were discussed. With the excellent direction of Claudio Clarioni, (ClubItalia), the room filled up with guests of honour, authorities, industry experts and companies.

Asalways, we welcomed Piero Sassoli, (TIEMME for the simplest system. Piero Sassoli goes / CLUBITALIA) to resounding applause. He introduced the conference stating that we are lucky to serve in one of the most beautiful locations in the world. The leitmotiv of the credit cards everything will be even easier, various speeches confirmed that today it is very simple to do anything and everything with the barriers or turnstiles that are installed on credit cards. From our very first experiences we have finally arrived at a truly innovative as we were welcomed by Vincenzo Ceccarelli. payment system which is available to everyone. (Councilor for Infrastructure and Transport Andrea Corsi (Councilor for Mobility of the of the Tuscany Region), who congratulated City of Siena) gave an exhaustive speech full all for the results we achieved in our Tuscany of details. He spoke to us about Siena as an region.

for its continuous innovation with regards to means of transportation that are made but also simple technologies. "Simplicity is stated. The President of Tiemme, Massimiliano Dindalini, took the floor stating that their desire is to continue to innovate and that there are a large amount of investments being made in the various transport systems of Siena, Piombino, S. Gimignano and Arezzo. There are many interviews that were conducted on buses in various cities where it is evident that everyone chooses how to pay for their tickets based on their various needs, but they all ask on to say that Italy is about to begin using a payment system that is the same for everyone. Today we have many subscribers, but with also thanks to the systems combined with buses. A highly anticipated speech was next



In the photos: the Councilor for Infrastructures and Transport Tuscany Region Vincenzo Ceccarelli getting on our WELC'ON BUS!

GENOA IS GOING THROUGH A REBIRTH WITH A LITTLE BIT OF SAIMA

"An important installation was carried out Mr. Marino, owner of Hermes & Berma of by Saima Meccanica SpA at the Ansaldo Milan, long-time supplier of Ansaldo En-Energia plant in Genoa. We created a new ergia, who was assisted by Mr. Ferrari, an spray booth that was specific to their needs, engineer, and Arturo Marchetta a technifor large and medium-sized electric "Ro- cian who collaborates with us as well. It is tors" that are brought into the booth with thanks to their commitment that we also a bridge crane. This is to facilitate access overcame difficulties due to the fact that and allow operators to paint in a healthy ANSALDO ENERGIA is located near the environment, keeping overspray from es- Morandi bridge and the "red line" drawn by caping into the plant. In order to achieve institutions in order to secure the area that this, SAIMA MECCANICA created a special cut off part of the plant where our painting pneumatic opening and closing of the up- booth is located. But unity is strength, as per part, which required a huge amount we know, and together we can reach unexof work during the design phase as well. It pected results!" was made possible thanks to our collaboration with the Roberto Rossi Technical Enby Luca Anolozzi gineering Studio, and we thank them very much for their hard work. We also thank



Pictures of the new booth Ansaldo Energia (GE) Italy

Pictured: reconstruction of the first pylons for the new bridge on the Polcevera from the Ansaldo entrance

Did you know?

In three very beautiful churches in Chioggia that are frequently visited by tourists, donations are given by credit or debit card. There has been some criticism, but in the meantime - even in church - donations and alms can be checked and quantified, without risk of dispersion. With the CONTACTLESS system, which can be applied anywhere. A payment system has been placed in each of these three church-



es (the Cathedral, San Giacomo and San Martino). Via a home menu, the system allows you to choose whether to donate to light a candle, celebrate a Mass, specifying for whom and when, or make an offering to the parish or another religious institution.

Florence has named a bridge after Mahatma Gandhi. Recognising one of the most influential people in the history of the twentieth century coincided with the celebration of the 150th anniversary Gandhi's birth. At the official ceremony, the Indian ambassador, the hon-



ourable Ms. Reenat Sandhu, was present along with the deputy mayor and toponomy councilor Cristina Giachi, the commission



er Sara Funaro, other city authorities, students of the Rosai and Rodari primary schools, the orchestra of the Gandhi Comprehensive Institute and the students of the Leonardo da Vinci high school.

There is talk of SAIMA SECURITY in the Senate as well, where some access areas of Palazzo Madama are controlled by gates made in Arezzo. These are prestigious installations that naturally make us proud of our work!



At the Palazzo Vecchio, the Filo d'Argento Award goes to Dr. Mario Bigazzi, head of endocrinology and general medicine. He founded the Prosperius in Florence, a citadel dedicated to health in the heart of Florence.



What a great meeting at Banca CR Firenze at Palazzo Incontri! We were so happy to participate in the round table with Tuscan entrepreneurs along with the director of LA NAZIONE Agnese Pini. That exact day, without our prior knowledge, a news article was published in LA NAZIONE.

Alessandre Pietolesi PRATO

AVANTI, sall'autobas de pesus Ma tole per all enoti, Gi altri, i farbeni del biglieno, quelli che prasano di farfa franca con il truees del ticket placitizioneste, o pagano come tanti gli altri oppared'ora in pei si faranzo la striala a piedi. La legge del tecnello non fasouth prena la correttezza, riesecia i disensori. È partita da Prasa la letta ai viaggiatori 'abusivi', quelli che «non faccie il bigliente anto il controllore non sale mai a bordoy. Da hanedi, saila Lara vio- una delle linee ad alta mobilità. del controllore non c'è nominane più bisogno. Perché si paga per form, come è giuno che sia. Altaimenni l'accesso è shareato. Si, i tortelli installati sull'autobus funzio-



AGO TRANOUT L Proticamente impossibile

rubare i portatogli. o appredire i passeggeri

nano come allo stadie: hai il biglianto-o l'abbonamento? Bene, en-(ii) Non or Phai? O to fail sail moencore o sus faces. Si canta di anprogents pillets per tanta la Toresna: il vanco distrupcion per adove e in funcione na un solo autobas. ma presta ventă împlementata șa tatta la linca viola, quella che da Prate sa verse Monteinado e viceseesa. In fature, se l'osperimentoandrà bene come ampiono da Cap, sarà applicato per tatti gli susolves della cirtà.

IL BILANCIO dege due giorni dall'attivatione del tornello. boom di ticket staccati a bordo epasseggeti compiaciati. Come Panniana passeggera che ieri pomorigair-ers solute in prime file; per la oricas volta, guardandosi internota evere la garanzia del viaggio onento, e forse anche più leggero. Sane piccole acdebitazioni. Servalcase o defibilare il tornello come capita spesse sulla Metro di Milano o Roma è protesmente impossibile. Le durre dell'autobra tafatti suoo due, pisanne in verticale: respirations is 'portughes' a suma di «hop» e luce roma, arceigono gli caord pagatori spalarcando le traccia e sprigionando haco verdo. Per facilitare il tatto ed evitare figunces, almeno per i primi giosni, a ceni formata seco in aziene gli atsellari. Giovani formati da Cap che indesano una pettorina. anaciene dal messaggia emblemation diali sole to hal il bigliettos, Una sorta di 'filtro' per mettere in guardia i viaggiatori ed evitare incampropagioni, ma sopraturato imhameri. «Il ancora presto per fare un bilancia complessivo, ma le sensacioni che abbiano avuto inquasti primi dae giorni sono buono - dimono da Cap - L'appressamento da parte dei passeggeri è

tanti che, nel tentative di passare perclere agli autisti usiche minute. n più alla fermata.

taril a breves. Il vanco elettronico alleritara gli sercoreni ma andre i delimpareni. Chi saliva a boshe per approfittanti dei passeggeti pi-giati come sardine e tillare i portologil dalle tasche, d'ors in poi in-tant statt alla large. Ma i somelli serviranto anche da tatola por gli antisti, spesse beraglio di resulti





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Empoli

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conference stamps l'assessere al Dilaterto della Regione Tenana Vittorio Regli, «Anche in una sinazzione così complene abbiano suputo date risposta alle esigenzo di catti i tamizzio, ha nottolinento. Passesses all Ambiente. Poderica Pratoni. Nel Institutio, spiega la Regione, il dipartimento assionale di prosessione civile e gli uffici regionali stanno mettendo a parto l'uninaran che individua Enrico Forsi quale commissario statordinaria per la rivestrusione. La prime risorse standate dallo State-a da distribuire sonopart a 500 mills cure

15

A touch of Tuscany ...

WITH A ROAD ABOVE THE CITY CENTRE

Whilst retracing the history of the famous Vasari Corridor in Florence, we learn so many things about the Grand Dukes' daily lives. It was here that Cosimo II learned to walk. It owes its name to Giorgio Vasari, brilliant creator and builder. The Vasari Corridor is an astonishing 760 meter long aerial covered corridor, which was built over a period of nine months in 1565. It seamlessly connects Palazzo della Signoria - the first ducal residence, which is called Vecchio (Old) in comparison to the new residence - and Palazzo Pitti. Reserved exclusively for the ducal family and the smaller court,

the Corridor zig zags through the roofs of the palaces and shops of Florence and opens up to surprising views of the city on both sides of the Arno. The vicissitudes surrounding its construction are well-known: the marriage between the prince of Florence Francesco de'Medici and the Archduchess Joan of Austria, (1565). The "imperial" wedding was a sensational diplomatic success for Cosimo I, sanctioning the young duchy as one of the European powers. The Corridor stands out amongst the urban redevelopment works that were completed for the wedding. It is a large-scale, strategic and permanent infrastructure, and though the structure was built very quickly its grandeur need not envy ephemeral architecture. Documentary evidence shows it was used for domestic purposes and a family atmosphere still lingers in the Corridor. It was not a mere connection bridge, but an extension of the private apartments of the two pal-



aces, which, thanks to the Corridor, became a single residence embracing two parts of the city. From letters we learn for example that it is in the Corridor, a very small space with parallel walls that are rather close. where a child can be looked after knowing there would be no danger. Therefore in 1591 little prince Cosimo, (born in 1590, the future Grand Duke Cosimo II), learned to walk right here in the Corridor. The everyday use of the structure is attested to by the installation in 1598 of a "bathroom": a small private spa room located near the arch of va de 'Bardi, destroyed in 1944. With the passage from the Medici to the Lorraines, references to the use of the Corridor to exhibit works of art began to be recurrent, even though some works exhibited there were later found elsewhere.

(Article from II Giornale degli Uffizi, by Francesca Funis, author of the book *The Vasari corridor: a street above the city*).

