



## The President's greetings for a successful 2023

"The crisis is the best blessing that can happen to people and countries, because the crisis brings progress" - and again - "It is in crisis that invention, discovery and large strategies are born". These are words of Albert Einstein, that seem to me to be very current for this period, as well as totally suitable to the work pursued by SAIMA. After analysing what has happened in recent years and without wanting to repeat what everyone already knows, both Covid and the war in Ukraine, Saima Meccanica and Saima Sicurezza have evolved their products by improving them to stimulate the interest of "old" and "new" buyers, solve any problems and respond to new needs that have come to be created. We have developed products with lower energy consumption and systems for sanitising environments frequented by many people. Despite the objectively difficult time, the performance of our companies has been at the level of previous years, such as turnover, presence in the markets and reliability of the products.

Saima Meccanica has increased its turnover by more than 15% and has consolidated its presence both thanks to "historical" importers and by proposing itself in new countries with absolutely positive results. Obviously, the countries involved in the war have reduced their purchases, especially due to logistical difficulties in delivering materials and related payment flows. Therefore, while we continue to be present on these markets with reduced supplies, given the previous relationships and the continuation of our presence even in particularly complicated moments, we are sure that once the conflict is over, our commercial network will be increased. In the countries currently in conflict, in fact, once the storm that overwhelmed them has ended, we will return to receive requests for our production, as it was until a few months ago.

Next year, Saima Sicurezza, in addition to traditional customers, will be the supplier and installer of three subways in Italy, having won the order for these very important supplies in terms of quantity, quality and prestige. In addition, Saima Sicurezza has presented itself with its new products and in a more structured way on different markets and particularly on the North American one, participating in different trade exhibitions where our models have aroused a lot of interest both for their quality and for their aesthetics.

Saima Sicurezza is therefore ready for the near future with very high production standards, as we have worked to increase the range of models produced and reduce technical and aesthetic imperfections in a market where, apart from our company, only multinationals operate. In this regard, I would like to point out that the turnover of our competitors varies from 150 to 250 million and more, that of Saima Sicurezza is about 30 million. However, our production range is very wide compared to theirs and with a level of reliability at least equal to that of the multinationals in the sector. You can imagine what the great growth prospects of our company are.



Over the past 40 years, our Group has always sought to innovate and grow. Two companies and a single "heart" facing the future. A push towards continuity and change that has also become apparent in the management of the now consolidated generational change, of which we can only say that we are very satisfied. The second generation of SAIMA is already ready for new goals, some of which have already been achieved. Of course, we are well aware that without the help of our workers this would not have been possible. I therefore thank each of them, from the first to the last: to this we toast, wishing this 2023 to be a year of serenity and of true and lasting peace.

by Paolo Moretti

# DEPOSIT AND LOAN CASH ROADSHOW: PROJECTS FOR TUSCANY.

The circular economy is a cultural but also a financial concept: these are the two fundamental aspects that were highlighted during the meeting at the Tobacco Manufacture. “Dialogue” is CDP’s watchword. This is what President Giovanni Gorno Tempini tells us, waiting for the Mayor of Florence Dario Nardella and thus opening the work. “Tuscany is a place of excellence and we offer a development model with solutions and innovations for a sustainable growth of the territory. CDP does not back down; in particular, it listens to Companies, Public Bodies and all those who offer projects, in particular for the real estate sector”. Innovation and Sustainability are not slogans, but a philosophy and a strategic and practical solution for the future and renewal of Italy. Despite the geopolitical tensions, which are before everyone’s eyes, the President of Fondazione CR Firenze, Luigi Salvadori, talks about the sustainable development of the territory. “The challenges are many and important: investing in energy and resources in a spirit of service, sustainable economic development is at the heart of the strategies”. With Simona Camerano, (CDP) we talk about the fashion ecosystem, but also the energy sector, (geothermal and natural resources: Tuscany is the leader in Italy for these resources). The role of geothermal energy emerges, which is manageable and programmable. Autonomy. Resilience and Security, the challenges to invest in. It is precisely the Mayor of Florence, Nardella, who insists on the importance of the history of Manifattura Tabacchi, a real neighbourhood that has been abandoned for decades. Now, instead, it is the main reason for investment of companies, Polimoda, centre of Ideas and Talents. In fact, those abandoned areas today are the challenge for a real renewed real estate and social future. He quotes the example of the school project in Bagno a Ripoli, which can be viewed in a video. The intervention of the CEO of Cassa Depositi e Prestiti Dario Scannapieco, who has at his heart the projects to be carried out for the Common Good, was very significant. A video of the company Aboca that has been basing its projects on sustainability for 40 years is an example of a significant loan of twenty million Euro provided by CDP.



With Luigi Salvadori,  
President of Fondazione CR Firenze



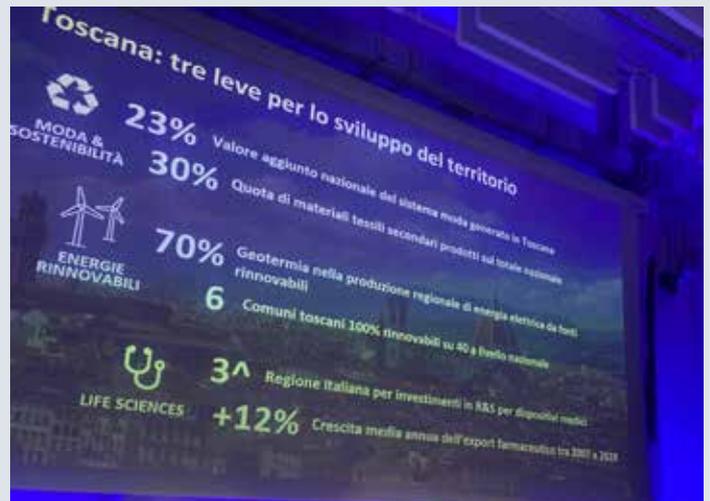
Conference minutes

# A POINT WITH THE MANIFATTURA TABACCHI IN FLORENCE

“However, the numbers – unfortunately – tell us that Italy has not grown at all in the last 20 years and that we are in the middle of a real tsunami: it is urgent to act on energy and cost reduction”. The President of the Associazione Industriali di Confindustria Toscana Nord Association, Maurizio Bigazzi, is the voice of truth. He blames the slow pace of authorisations and all organisational processes. “We must streamline the Italian system” echoes the CEO of CDP and then talks about the project that involves 16 buildings unfortunately abandoned since 2001. Today, Manifattura Tabacchi is the cool location in the heart of the metropolitan city. More than 200 million Euro was the invested amount for these post industrial spaces. It is the centre that must be sustainable for Fashion, Culture. We started with Polimoda and welcomed young people from all over the world. They are the real talents who create wealth for the future. Giovanni Manfredi, Managing Director of Manifattura Tabacchi, speaks about it with enthusiasm and publicly thanks his partner CDP for the significant help related to this great experience of enhancing the city of Florence. Also Eugenio Giani, President of the Tuscany Region, publicly praised the important synergy between Public and Private sectors. It is the winning formula for the future economy of our country.



Dario Nardella, Mayor of Florence



Conference minutes

# OUR EXHIBITIONS

With SAIMA MECHANICS in Frankfurt and in the USA!



*In Frankfurt with Josef, Edwige and Jan Pink for an exhibition, finally in person*



*In Las Vegas with Guido Pippa and Vincenzo Scoscini, who met our most important importers at the SEMA Show. On this occasion, we were paid many visits, in particular from Colombia and Mexico. And by 2023, many new projects are already being developed*

# THEY CONTINUE IN THE WORLD

Many exhibitions also for SAIMA SECURITY

## IN MADRID



*With Emiliano Rinaldi in Spain for Smart Door, together with Saima Seguridad and Vasari design by Pininfarina*

## IN NEW YORK



*At the Javits Center among the experts of ISC East, where demand and security offer meet. There too, the Vasari gate has received the well-deserved success. Saima's international team: Guido Pippa, exceptional host, Marc Bolduc and Marc Lapierre from Canada, of course Gabriele Moretti and Gabriele Zeni from Italy*



## IN AREZZO

We certainly could not miss the Forum Risk Management, an event dedicated to the healthcare world that is based in our city, Arezzo. Many projects and products dedicated to this sector such as, for example, the SMART PURIFIER, a vehicle purification system, such as ambulances, the ARIA BUONA 4 FANS sanitiser and the ATLAS Project, a system for tracking people and medical devices within hospital facilities.

*From the left, Alessandro Faralli and Stefano Letizia of Saima Sicurezza with Paolo Nicchi at the centre, health expert and our important collaborator*

# FOLLOW US ON SOCIAL MEDIA...

Social since always... SAIMA is present on different platforms.  
Superlike for the Grandi Mezzi cabin and for our Vasari design gate by Pininfarina.



**Facebook:** <https://www.facebook.com/saima-meccanicaofficial/>

**Linkedin:** <https://www.linkedin.com/company/saima-meccanica-s.p.a./>

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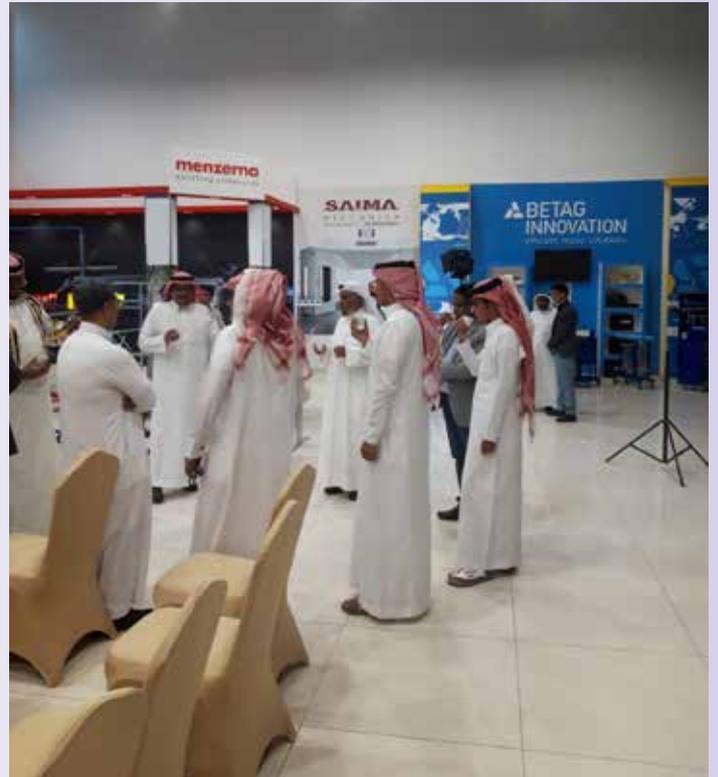


# SAIMA MECHANICS IN SAUDI ARABIA WITH KAYAN AND ITS MAKEOVER

Salvatore Antonucci flies to Saudi Arabia for the inauguration of the new headquarters. Founded in 1977 in Dammam, KAYAN has been a family-run business since its founding. It provides paints, painting equipment and related materials of the highest quality on the market, also thanks to the strategic partnerships it has been able to establish with world-class companies to guarantee the supply of the best brands.

In 2019, Saudi Arabia's automotive market was estimated at 568 thousand units and is expected to grow to 540 thousand units in 2026 with a growth rate of 4.9% over this period.

Saudi Arabia's automotive market is expected to register a strong CAGR in the forecast period 2023-2027. The increase in sales of high-end and luxury cars and the growing demand for fully and partially autonomous vehicles by consumers are the main factors driving the automotive market in Saudi Arabia. Increased consumer demand for better cars and technological advances are expected to further contribute to market growth.



KAYAN then revised our sales forecasts, predicting that strong economic growth and optimism in private consumption will favour sales in 2022 and 2023. In addition, this company highlights the growth of the supply chain of electric vehicles in Saudi Arabia, which, according to Salvatore Antonucci, will favour the segment of electric vehicles in the market.

# SAIMADAY

Exhibitions, customer visits... but also meetings in Saima at our headquarters as per tradition! Our customers, importers and friends do not give up visiting our factory to participate in **refresher courses** on our products or to “touch” the new products presented.

...From Romania, for SAIMA SICUREZZA, the visit of SYNTEGRA, importer of SAIMA in this new emerging market. We give this company our best wishes for a successful 2023!



Together with Eng. Soderi of Saima Sicurezza, Eng. Florian Ciochină Head of Sc Syntegra Security.



From Saudi Arabia, our new importer of Kayan returns the visit made by Salvatore Antonucci, Foreign Sales Manager of that area.

# NEWS AFTER THE ELECTIONS



**What scenarios are expected for our country and what repercussions for businesses.** Let's talk about it with the deputy director of Corriere della Sera, Federico Fubini, at Palazzo Antinori in Florence. We will not discuss about politics, but about companies and those economic "relapses" that not coincidentally mark the pace of the Italian economy, which is unsteady and plagued by times of crisis and wars. We thank Ambrosetti Club for the interesting invitation that has gathered in the hall a large number of entrepreneurs from various sectors, because once again he compared the problems of our companies with the difficult times we are experiencing. "Finally, in Italy we have an "elected" government - Fubini begins - (there had been an officially elected government only in 2008 and since then ... never again, until today!). All this marks a positive turning point also for our economy - the deputy director says - . The increase in the prices of raw materials that have seen a recession in Europe and the USA should not undergo further changes, so much so that the price of fuels, which is very high, - says Fubini - will not register any increase from January. Italy, however, is no longer that of 2018, the price of energy will not fall quickly and it will certainly put the government to the test. Pressure on the budget and the deficit should continue even after March, (at least it will cost just under 30 billion a year and there are rather serious tests, which would confirm this forecast). Of course, this government still has excuses, because this Budget Law comes from a very confusing situation. Since 2019, the increase in exports to Italy has been 2%, stresses Fubini; but then, there is the big problem of poverty in Italy, ridden by the 5 Star Movement that talks about poverty and gives subsidies, it does not matter "how": it only gives. Italy needs so many things, inequality is on the rise, as is poverty. The needs are continuous, enormous, widespread. All this, according to Fubini, is connected to the total lack of "productivity" in Italy. 1980 was the peak year of Italian productivity, but from that year on, we have always lost compared to other countries, such as Germany etc. The companies that have "resisted" to date are very tough, have specialised more and more and are much more competitive. However, we will have to create conditions for public and private investment and all this - Fubini insists - with the aim of tackling poverty in Italy. After interventions and questions from those present in the room, to which the deputy director duly replied, the debate closed by stating that the world has changed and that we must understand competitive globalisation so



as not to risk being crushed. There is talk of "relocation of investments" and Fubini stresses that the US will be the first country in terms of "renewable production". He concludes by saying that, if there are resources in Italy, they will have to be invested in "renewable" ones. We need to redefine our alliances. Who are our allies? With whom do we want to work in Europe?

Having a female premier is an interesting reflection for everyone, because times have really changed and must change. Transparency must be made both on the headlines and on the part of all the leading interpreters in the difficult world of business.

# Did you know that...

Marta Catuogno, vice president of Aid-da Nazionale, told us about “Lazzarelle”, a Social Cooperative born as part of an initiative in favour of female prisoners inside the Pozzuoli prison. A project that through the production of coffee - and recently also tea, herbal teas and infusions - allows a rehabilitation path that has already involved 70 women, with 70 different stories. Today the “Lazzarelle” cooperative runs with increasing success a bistro in the Galleria Principe in Naples. Long live Lazzarelle, who with a cup of coffee return to new life and a new year full of beautiful things.



We present Nuge Oguzcan, small in appearance but very determined in her “exotic” yet fluent Italian, who sometimes seeks help in the English language, even though there is no need for it. Nuge, who arrived in Saima from Turkey, is doing an internship that will allow her to graduate shortly in management engineering at the University of Siena. His training course is extensive, with Industrial Engineering studies already completed in his own country. At Saima, Nuge deals with data analysis and is a very important resource in the heart of the workshop.



One of our smartest installations: the MULTITRANSITO for access control in Saima, to defend the DORECA point located near Rome. The last frontier of beverage meets Saima's solutions in a combination of the tradition of safety and good wine that pays homage to Made in Italy at 360°: “a world to drink”... which is now also protected!

# Did you know that...

Saima Sicurezza is also employed in the Catania airport and passenger safety is entrusted to the EXIT LANE CORRIDOR. The management of visitor flows takes place in an agile and accurate manner. The elegant and essential line is the same as the most important airports in the world where we are present.



In Florence, in the complex of S. Firenze, located in the square of the same name, we meet Grazia Francescato. Environmental leader, journalist and writer, for 50 years on the front of environmental protection, it is she who still tells us about the importance of a conscious and more responsible lifestyle. With Alessandro Lo Presti, (of the Institutional relations of the Tuscany Region) also in the Music Hall of what was the Court of Florence, there was no lack of applause. And it was well deserved.



Conference minutes

Also in Parma, the security of access control to the MUTTI plant is ensured with the SAIMA TR-403 turnstile with roof and badge reader!



# A pinch of Tuscany...

## Who doesn't know Rondine, the Citadel of Peace?

At the Petrarca theatre in Arezzo, a special concert with Simone Cristicchi was held, who performed music for peace in honour of the Progetto Rondine. The well-known Italian musician, actor and writer celebrates with musical notes the young people of Rondine, future new leaders of peace in the world. This is how a dream becomes a reality: but you have to believe it, as the psychologist Franco Vaccari did: soul, mind and heart of the project made possible thanks to his tenacity and confidence in the future. The Progetto Rondine is a pedagogical alchemy that transforms hatred into love, just as the philosopher's stone is capable of transforming all metals into gold. We must be able to fly beyond that global indifference, which is the real evil of the world when we close our eyes and ears to the cries of violence of all kinds. For over 25 years, in the ancient village of Rondine, in Arezzo, in the oasis of the Tuscan countryside, for two years, boys and girls refugees from wars between enemy countries are hosted, and this is not a coincidence. And it started right here, by hosting a Russian and a Chechen boy. The values of Peace, Brotherhood and Solidarity apply in Rondine, and to all young people who are refugees from wars between enemy countries. And these are not just words, because the students of Rondine overcome the conflict of prejudices by learning to collaborate with a "competition" that becomes "collaboration". There is a close relationship between study and life. School and the world we live in. Today, the Rondine "method" has also reached other schools in Italy, because school is the primary foundation for the formation of the ruling classes of the future. School was and must return to be the beating heart of society. 25 years ago - recalls the psychologist Franco Vaccari, founder and president of the Progetto Rondine - we started with a Russian and a Chechen student: after so much hatred, experienced in their respective enemy countries, with us and with their mutual coexistence, they learned to know each other better and to appreciate their own diversity, accepting it. We strongly believe - says Dr. Vaccari - in the formation of **new leaders of peace** who will leave Rondine to return to their countries, as a seed thrown for the creation of a better world. Then, the 350 "swallows", already formed leaders of peace, occasionally return to Rondine, to continue a chain mission that spreads throughout the world to consolidate the foundations of a true and lasting peace. We must look beyond any political and economic strategy promoted by the arms



industry and the arms lobby, which, thanks to so much hatred and too many victims, speculates on the lives of all. Conflicts must be transformed into collaboration for the absolute good of all. This is the true mission of Rondine, yesterday, today and tomorrow. Today, more than ever, there is an urgent need in our lifestyles for an epochal change to plan and build - despite history's contradictions - a better world.

by Orietta Malvisi Moretti