



An appointment in Florence with Corrado Passera

Corrado Passera's speech regarding "Scenarios for SMEs in the current context and the relationship with the banking system" filled the majestic hall of the historic building with attentive entrepreneurs. Corrado Passera, what a character! He is, of course, Cavaliere del Lavoro (Order of Merit for Labour) and in his 68 years of life he has held the most prestigious positions in our country. Former Minister of Economic Development and Infrastructure and Transport during the Monti government, he explains "ILLIMITED", the specialised and technological Banking-Entrepreneurial Group born with the aim of supporting SMEs by enhancing their potential.



Moments of the meeting with Corrado Passera

He is a man of great changes: he proved it in the organisation of Poste Italiane where, in 4 years, he achieved an extraordinary operational and cultural transformation. He is the person who was able to reorganise the whole company with investments in technology and meritocratic rules, implementing the economic recovery of the company with a first balance sheet in profit, despite Poste Italiane being - at that time - close to an almost inevitable liquidation. Today, once again, he started with the theme of "dignity". His leitmotif is to enhance the dignity of people at work, by creating a new corporate culture, aimed at using innovative technologies and which invests in the most deserving people. "Despite what some economists predict, our country will not go into recession - says Passera - because we, Italy, export 650 billion! The "ILLIMITED" bank that I created 4 years ago is today an absolutely innovative company in the banking sector, where everything is changing. Our corporate mission is to help the world of small and medium-sized enterprises with problems, as long as they really want to solve them. We support companies with potential that has not been expressed and valued yet. We are a bank without branches, where the most deserving future projects are financed, because our motto is: "make profits and be useful". We have committed to developing an all-digital platform, available 24 hours a day, with services mainly for very small businesses. There are many companies with very high growth potential, but also with an inadequate financial structure. In this period of "banking euphoria", there is still no mention of credit risk which, however - he says - will certainly exist for small and medium-sized enterprises". As far as all small and medium-sized enterprises are concerned, his most important considerations are, first of all, to stick to the Cloud. He points out that many European rules are in favour of reporting companies: credit must increasingly be linked to sustainability and financial reporting. All the money that will be invested to "make sustainability" will return to the companies. The time of the

“banks that do everything” - he underlines - is over, because now is the time of the “super specialised banks”. The challenge is to make companies and aggregation grow. Therefore, after many interventions and questions posed by many local entrepreneurs from the public, Corrado Passera concludes by saying that “virtuous investments” of companies that will then pull the rest of the economy will be rewarded. Block chains and a “crypto” world are often talked about, even though sometimes, with block chains, even transitions with “very opaque” purposes are accepted. Today, with the PNRR (the National Recovery and Resilience Plan)-



concludes Corrado Passera - we have money available as never before, and if it were directed towards virtuous projects... it could represent a truly epochal change for our country. In summary, after much well-deserved applause, we all get

Ambrosetti Club **The European House Ambrosetti**

The scenarios for SMEs IN the current context and the relationship with the banking system

DIGNITÀ → STRUMENTI, REGOLE & IMPEGNO PER IL CAMBIAMENTO! → TUTTI INSIEME → PROGETTI SERI E COSE CONCRETE! → CULTURA AZIENDALE, TECNOLOGIA, PERSONE → DIVERSI SCENARI → PMO ETEROGENEO

ILLIMITÀ → UN MONDO NUOVO → TECNOLOGIA → FLESSIBILITÀ → DAL GIORNO ZERO IN CLOUD → SERVER NON SI PUÒ FARE DA SOLI → SONO CAMBIATI I PARAMETRI DI FONDO! → AGGANCIARSI AL MONDO CHE EVOLVE! → NON LO PUÒ FARE TUO CUGINO!

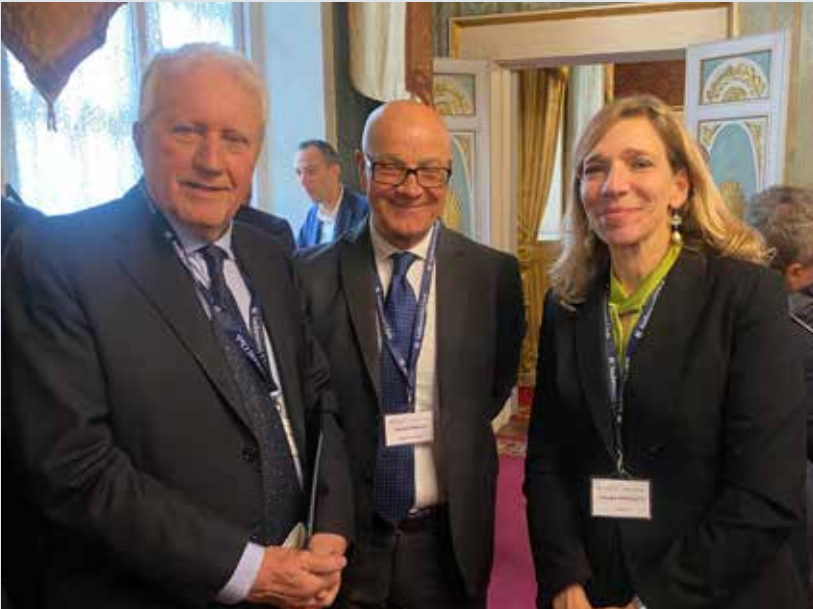
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CULTURA → CONDIVIDERE E IMMEDESIMARSI → FARE LE COSE PER BENE! → ASCOLTARE GLI IMPRENDITORI → ESSERE UTILE! → CREARE RAPPORTI UMANI → METTERSI INSIEME X CRESCERE → 500 MILIARDI STAGE 2

INNOVAZIONE → INTERLOCUTORI ESPERTI NEL SETTORE → COMPETENZE STRUTTURALIZZATE → X MILIONI DI AZIENDE → DIFFICILE DA GESTIRE → RISCHIO DI CREDITO → CREDIT CRUNCH

DICHIARAZIONE NON FINANZIARIA → SOSTANZA ESG → NON E' SOLO MARKETING → E' BELLO, GIUSTO E POSITIVO → I SOLDI INVESTITI RITORNANO!

CORRADO PASSERA
CEO and Founder ILLIMITY



up from our chair thinking about an **all-digital bank** that does not require personnel, but which will be able to face the challenges of the future with new technology experts and together with many small and medium-sized enterprises. We thank The European House Ambrosetti for its welcome invitation to Palazzo Borghese in Florence.



A TRIP TO CERN WITH SAIMA SAFETY

Since 1953, the European Laboratory of Particle Physics has been promoting the cooperation of European countries for exclusively peaceful purposes, in the sector of nuclear and particle physics. On the France-Switzerland border, right on the outskirts of Geneva, is CERN, one of the most famous laboratories in the world. 2,500 researchers and technicians are employed here for scientific research, in collaboration with 14,000 researchers from all over the world. For about 70 years now, CERN has been a point of reference for almost all discoveries regarding the structure of matter: its origin, the type of particles that compose it and the forces that keep them together. Even “Internet” was born at CERN. It has 50 coordinated Data Centres! But what is the universe made of? Where is it from? These big questions occupy the minds of the most famous researchers and scientists, now and always, in search of the big answers to the mystery surrounding us. Saima Sicurezza was given the honour of giving about 50 of its security systems, designed and produced specifically for even the most “dangerous” rooms, forbidden to access by a “normal” public. Every day, in fact, many tourists from all over the world arrive in this citadel of science: scholars, university professors, students and scientists visit the various sectors that make up this “planet of the study of the universe” with small packaged bus tours.



Detail of one of the buildings that make up the CERN structure



One of our access control security systems.



Moments of the tour

The current Director of Cern is the Italian professor Fabiola Gianotti, and we are all proud of her because, today more than ever, we are finally discovering how even in Italy, talented female students of Scientific Institutes are increasingly distinguishing themselves for their skills in STEM subjects. During our tour we were able to **see one of our security doors in action**, which controls a very specific sector of the pre-established area. The door is yellow, because each zone is represented by a specific colour, depending on the danger level of the area. Our systems are defined by the abbreviations PAD (Person Access Control) and MAD (Material Access Control). Of course, the passage through the PAD is always for only one person at a time, with various differentiated biometric systems, depending on the need for security. For the MAD, a software identifies the actual presence of only inanimate matter, before authorising the opening of the system.



Knowledge and art at Cern



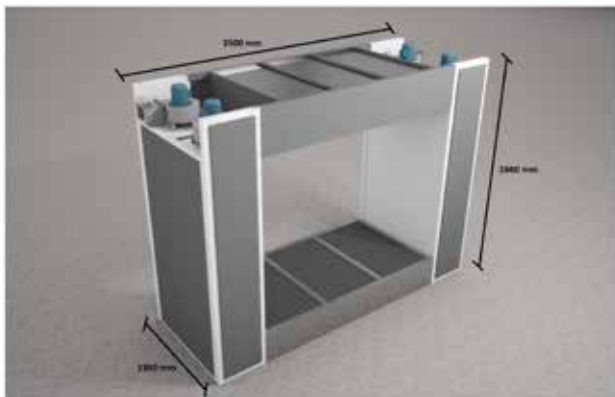
Detail of the Computer Centre

WITH SAIMA MECCANICA THE SMART REPAIR SYSTEM WAS BORN!

The last product of the series of Saima Meccanica painting systems was born in our headquarters in Arezzo. It is the “miniature booth”, to repair small damages. **SRS**, an acronym that stands for system for small paint repairs, is a booth that takes up less space and can also be combined with the FL2 model (the one usually used in carpentry shops), because it is also very performing for the repair of antiques and collectibles.



DRAWING Spray booth



CONCEPT Spray booth



PARTS AND ACCESSORIES



SPOT REPAIR MODE

SRS allows considerable energy savings, and is the smart and fast solution, ideal for spot repairs. Furthermore, **SRS** reduces preparation times and occupies minimum space. **SRS** can be equipped with translating wheels as well as with any options requested by the operator (infra-red heating lamps and lighting). Small but fully efficient, **SRS** is able to carry out all the most important phases for the ultimate painting: from preparation, to painting, to drying.

It offers many advantages: for logistics, (flexible work area, to carry out several repairs at the same time), for timing, for energy saving, (in fact, this type of system considerably reduces the amount of energy used); therefore, it is also convenient from an economic point of view.

Alone or combined with a classic "paint oven", **SRS** represents the ideal solution for a more innovative and latest generation body shop.

SAIMA QUICK REPAIR SHOP



SRS functionalities are explained to the staff of Saima Meccanica

TEACHING WITH SAIMA MECCANICA

In Vitrolles, in the Pierre Mandes France high school, 7 kids have inaugurated an aeronautical spray booth. This system is made in Italy, made in Saima Meccanica to be precise.

A precious, indispensable and truly innovative tool to perfect the training of these technical apprentices, within a complementary training course for “automatic aeronautical painting technician”. Thanks to this Saima Meccanica system, inaugurated at the beginning of the 2022-2023 school year, around ten students will be trained through a school/work course organised by the high school and will benefit from the teaching skills acquired.

Saima Meccanica - as told by Massimo Valeri, Sales Manager for France - is a partner in this interesting project, which invests in the training of the younger generations. An “ad hoc booth, made for students”, we could say, with which these students will work to acquire knowledge and experience. In detail, it is a system divided into three parts: a central one dedicated to the preparation of the substrates, another one to the preparation of the colours and the last part dedicated to spraying. As with any apprentice, the students work together to create a “great work” by painting a glider.



This work started immediately after inauguration in the presence of the Local Authorities, the school authorities and a pool of companies that made this important initiative possible, allowing the students involved to immediately carry out some small technical interventions. A truly targeted programme in which these students participate in a school/work course (one week at school, the rest of the time in a company), and in which big names from leading French companies in the aeronautics sector participate, such as Dassault Aviation, Airbus Helicopters or Satys. An important challenge for a project that aims at harmonising training courses with the needs of clients in the Etang de Berre area (Bouches-du-Rhône department). Saima Meccanica decided to take part in this important project (50% financed by the Region) to “put the excellence of apprenticeship at the service of the local area”, as explained by Patricia Colin, deputy mayor of Marignane. An ambitious goal, which also allows the integration of young people into the world of work in the Vitrolles area, where the youth unemployment rate is close to 30%.

Jean, Morci, Alex, Dany, Axel, Benjamin, Attoumani and Théo are therefore already “ambassadors of a new model of education”: apprentices in a high school, from whom great success is expected. “The next step will be in June, when the diplomas will be handed over”, confirmed Jean-Luc Viala, Dean of the Lycée Mendès France, who is pleased that his Institute is home to one of the four courses activated in France. And it is Saima Meccanica that will be able to certify this important result, setting the standard with its plants also... beyond the Alps.



SAIMADAYS

The tradition of Saimadays, during which technicians and salespeople visit our headquarters, continues successfully. We are happy to disclose these friendly visits, which are made to update each other and discuss, coming from Italy and abroad.



A visit from IVECO, with engineer Andrea Tricarico, head of Purchasing and General Affairs Department, our Luca Agnolozzi and part of the Saima Meccanica board to do the honours.



We were visited by various distributors from France, who collaborate with us to strengthen the presence of our brand even beyond the Alps.



We present the new headquarters of Sherezly, historic importer in Israel. Only Saima Meccanica's General Manager, Vincenzo Scoscini, was able to pay a visit to the offices, but we all congratulate them on their splendid work.



Finally, also Yutaka Urasawa, President of Speedy, from Japan, who has always promoted Saima Meccanica in the Land of the Rising Sun paid us a visit.

Did you know that?...

SAIMA
Next To Me



In Bologna at the Congress Centre of the Savoia Hotel, the conference organised by the Italian Telemedicine Society was held. Saima Sicurezza was present with Kell, its partner in this project: we presented the Next 2 Me system, the Totem for telemedicine, which is already quite successful.



Saima Sicurezza has also installed its swing gates at the headquarters of MSC Technology, world leader in the transport of global containers. The brand new MSC Technology Centre at Lingotto in Turin certifies the level achieved by this company. The security systems that regulate the flow of visitors are, of course, designed, installed and maintained by Saima Sicurezza.



Luca Beverini, President of MSC TECHNOLOGY NORTH AMERICA, did the honours

A pinch of Tuscany...

An old-time Minister, Giuseppe Bartolomei on the centenary of his birth (1923-2023)

The homage of one of the most beautiful villages in Italy, the Municipality of Anghiari, to a man who will remain forever in the history of our democracy and our memories: Giuseppe Bartolomei. It is no coincidence that this day, called "Builders of Democracy", saw the highest representatives of the Province, the Municipality of Arezzo, the Region, the Kairos Association, the Amintore Fanfani Study Centre of Arezzo and the "Verso l'Europa" club gathered in the beautiful hall of the Teatro dei Ricomposti in Anghiari. Photographs of the time and a beautiful film projected on the big screen reminded all those present of the indelible and so important years in the life and history of Senator Giuseppe Bartolomei. He was provincial secretary of the Christian Democrats of Arezzo, then head of the government secretariat at the time, with Amintore Fanfani, and he was Minister of Agriculture and Forestry for three terms. Still not forgotten today, on this day dedicated to him Senator Giuseppe Bartolomei received an important message of remembrance also from the President of the Republic, Sergio Mattarella. All those present in the room applauded Mattarella's words, read in memory of this great builder for democracy. Beside his political commitment, which was his real life mission, Giuseppe Bartolomei was also President of Banca Toscana, sponsoring cultural, sporting and social initiatives. He also edited a series of books dedicated to the history of his country of origin, Anghiari. And it was always Giuseppe Bartolomei who delivered to the press numerous texts of cultural and political reflection, still on point today. In 1996, he died of an aneurysm that took him away in one breath. His daughter Francesca says "He died as he wished, in a gust of wind that saved him from old age and the decline of physical and intellectual strength, from inactivity. He died as he had lived: serene, composed, discreet." The memories of old friends, party comrades and others, who remembered him with affection and emotion on his first centenary, were beautiful and meaningful. We mention the historian Agostino Giovagnoli, the politician Pierluigi Castagnetti, Natalia Cangini, Giuseppe Fanfani and Valentino Mercati. The atmosphere of the theatre was filled with the emotion of the audience, who gave a warm applause after watching the historical film made by his daughter Francesca, director. She, together with her sister Teresa who arrived specially from Portugal, was able to embrace many historical friends of her father, never forgotten by the family. We at Saima too, in particular president Eng. Paolo Moretti, remembered him with affection and profound esteem. In fact, way back in 1981, when Giuseppe Bartolomei was Minister of Agriculture, he inaugurated Saima, which at that time was involved in the production of agricultural machinery. Today, in this historical moment of evident political and intellectual disorientation, with the serious threat of wars and ecological catastrophes, it is very important that everyone reflects on those ideas, on the profound values and on the virtues of this Tuscan person who was part of the generation **that built the true democracy of republican Italy**. People who knew him, like Eng. Moretti, know that Giuseppe Bartolomei, despite having held positions of great responsibility in the Government, thanks to his natural modesty, has always been "a step back" from the role he occupied, because he has made his prestigious offices a service and never just a privilege.

Moderate and cautious. Sober and discreet, he was a great politician: a true teacher of education, respect and culture for many, all politicians ever.



In the photo, Mr. Paolo Moretti, President of the Saima SpA Group, with Giuseppe Bartolomei, then Minister of Agriculture on the day of the inauguration of our factory in Arezzo (1981).