



LET'S GET IN TECH

n.02





Dear friend,

The first half of 2018 is ending and these six months allow us to an initial assessment of the current year, calibrating our expectations and seeing more clearly the next steps of the projects in progress.

At the organizational level, we did not sit on our hands - after the creation of Intech2 in 2017, the network of independent companies linked to Intech was enriched with a new subject, the service company Intech4, introduced in order to offer a business consultancy for automation professionals based in the UAEs and in the surrounding areas.

Our flagship company has gained a new impetus thanks to the entry into force of the new Sales Specialists: young professionals with solid academic and working records introduced to support trading activities in the most complex and stimulating areas.

As you will read in detail on the following pages, we have also implemented a further change in the Intech Store, our virtual store, which has become a real e-commerce platform, in order to make the search, order and purchasing procedures of obsolete products and inventories even more streamlined, fluid and advantageous.

Regarding the scenario, not just in the industry, in the spring of 2018 we all witnessed the introduction of the new General Data Protection Regulation (GDPR): a necessary safeguard measure that we welcome with satisfaction and trust, willingly accepting the challenges that it poses. It is a strong signal that requires commitment, resources and care – we won't be caught off guard.

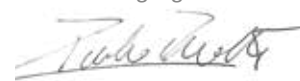
Finally, we are focusing on new ways to ensure penetration into growing and particularly challenging markets, where the activities of our sales managers are supported by the expertise of local agents and professionals, such as Sub-Saharan African countries and markets from central and southern Asia. This is a relatively new approach for us, which seems to be starting to bear fruit.

We hope you will enjoy this magazine and we will meet you in January, for the next issue - enjoy your reading!

Giuseppe Ceresa
CEO



Paolo Pirola
Managing Director



● Our 2018 so far - highlights

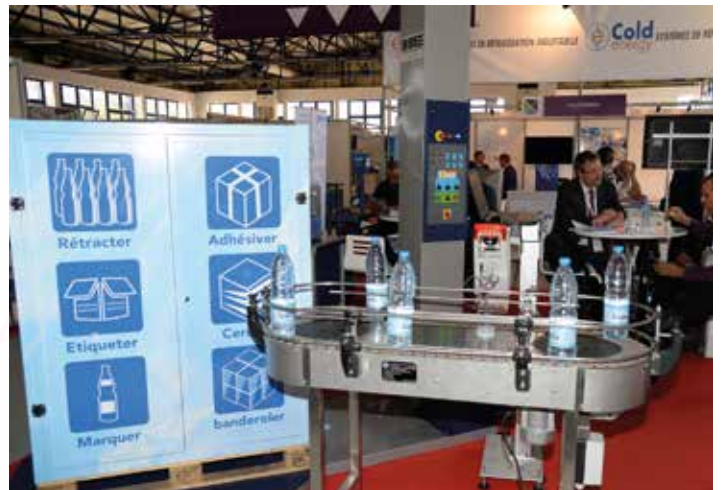
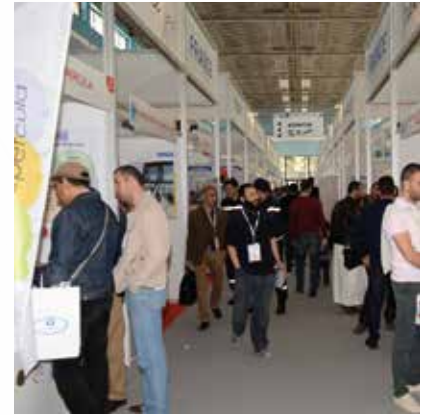
Intech lands in Algeria

In April, Intech Automazione's Managing Director, Paolo Pirola, took part in a commercial mission in Algiers.

The trip included various meetings with companies and business representatives based in the country, and had at its core the attendance of the 15th edition of DJAZAGRO trade show, the flagship exhibition for the Algerian agri-food sector.

The attendance to this event has represented an important opportunity to get in touch with local manufacturers, distributors and system integrators operating in a promising and fast-growing sector. A sector less widely-known than oil&gas (the most popular and appealing for foreign commercial companies, but also the more restricted and bound to governmental choices), marked out by a strong demand for industrial automation products and systems.

This business trip also gave Mr.Pirola the opportunity to meet in person some of the customers and stakeholders of Intech Automazione, experiencing first-hand the Algerian market rules towards international trading.



It's been years since we have chosen the areas more difficult to penetrate as our markets of choice. The greater the roughness in the entry phase, the greater the competitive advantage gained once that market has been 'conquered'. It is about knowing the environment we are dealing with and developing a coherent strategy, being aware of the peculiarities and the needs of local interlocutors. It is not simple, not at all, and sometimes not even fast, but challenges do not scare us. They really don't.



Paolo Pirola
Managing Director



Intech Automazione becomes a partner of Pakistani Oil & Gas State Company



Oil & Gas Development Company Ltd (OGDCL), the Pakistani state company managing the country's E&P activities for the oil & gas sector, has appointed our company as an official supplier of materials, equipment and devices for production and maintenance.

The agreement marks an important milestone in the history of Intech Automazione, given that it is the first official collaboration with such scale institutional partner, and announces the expansion of an extremely promising commercial channel in a thriving and dynamic market.

OGDCL's choice also implies a significant attestation of trust towards Intech, a solid business that has been operating internationally for years, being capable to expand its presence in areas that are very heterogeneous, as for characteristics, needs and type of industry, such as Central and South Asia.

The credit for this result largely belongs to the Sales Manager Hozaifa Kamal, who managed to create a valuable network of high-level contacts and to gain the trust of top players on the local market.

The market and the commercial dynamics of Pakistan are, as for many other countries, very specific. They require attention, credibility and a "tailored" approach, conscious of the country's social and economic features. It took time and energy, but I am proud to have finally achieved this result, which led to the creation of a very stimulating partnership between authoritative and trustworthy subjects.



Hozaifa Kamal,
Area Sales Manager

● Our 2018 so far - highlights

Intech4 comes to life

The network of autonomous organizations created Intech Automazione has grown to include a new company, based in United Arab Emirates and dedicated to industrial automation professionals operating in Middle-East. Intech4, business-consulting agency

focused on the international trading sector, officially came to life in spring 2018 under the guidance of Riccardo Rusconi, skilled sales agent and longtime collaborator of Intech Automazione.



Intech4's activities consist of providing advisory and brokerage services for companies, distributors and manufacturers operating in the industrial automation field. We strive to create the best conditions for our stakeholders to buy and sell industrial automation products, by leveraging our solid network of partners all around the world. The beginnings have been encouraging and, thanks to the reputation gained by Intech Automazione in the area, we aim to achieve our aspiration - to become a reference point for the international trading sector.



Riccardo Rusconi
Intech 4 Manager

Intech and Gefran - growing together

The meeting with distributors organized in March at the Gefran plant of Provaglio d'Iseo (Northern Italy) gave the opportunity to reaffirm the solid and lasting collaborative partnership between the company, leader in automation components and industrial process control, and Intech Automazione, there represented by Giuseppe Ceresa, CEO.

Constantly committed to coping with fierce competition, Gefran succeeded in gaining a leading market position thanks to the high degree of technological innovation and the diversified offer, capable of meeting the different needs related to industrial manufacturing.

Similarly to Intech, in 2017 the company recorded an exponential growth rate, confirming the extremely positive trend in the first quarter of 2018.





Intech Store's latest and final evolution

Intech Store, the online store developed by Intech Automazione for phased-out and out of stock products has become an actual e-commerce platform – quick, efficient and user-friendly. With the new features of the website, it is now possible to directly purchase products in stock and ask for quotations relating products stocked in our partners' warehouses.

This further and drastic modification of the site's features and interface has been implemented following the revamping put in place last summer. With the platform's enhancement and the increase in the volume of business, a further decisive change in functionality was required, with the aim of making more intuitive and efficient the use of the tool.

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● First half of 2018 in the industry

JANUARY

- **Pepperl+Fuchs and Lufthansa, together to innovate the aviation industry**

Between the end of 2016 and the beginning of 2017, The two German companies have set up a joint venture, owned by both equally. This is 3D.aero, an innovative start-up focused on R&D activities for the aviation sector and the digitalization of workshops for the industrial sector.

The headquarters of the new company are in Hamburg, at the ZAL TechCenter, one of Europe's largest and most advanced centers of excellence in the sector.

- **New Bioscience Division for Parker Hannifin**

The American company, one of the world's leader in motion control technologies, disclosed the establishment of a new division, entirely dedicated to the development of bioprocessing, food and beverage, and healthcare solutions. The new division's main sites are in Bitley, UK, and Oxnard, USA. The creation of the new division will simplify and support the company's penetration into the European biopharmaceutical market with an enhanced manufacturing capacity and a shorter supply chain. authority for monitoring competitive practices - for the acquisition of the motors, drives and electric power generation businesses of Emerson Electric.



FEBRUARY

- **Ingersoll Rand & Mitsubishi Electric American joint venture**

Ingersoll Rand and Mitsubishi Electric established a joint venture for ductless and VRF heating and air conditioning systems in the American continent.

The new joint venture (50% – 50%) entered into force on the first half of 2018 and it include the marketing, the sales and the distribution of ductless and Variable refrigerant Flow heating and air conditioning systems through Ingersoll Rand well-established channels and Mitsubishi US distributors and representatives.

This is expected to create an area leader in the provision of ductless and VRF systems, leveraging the know-how, the commercial networks and the capabilities of both companies.

- **Eaton closes Monfalcone plant**

The management of the American corporation announced on January 15, 2018, the intention to discontinue the activities of the plant operating in the automotive segment and located in the province of Gorizia (north-eastern Italy), which - at the moment of the announce - employed 157 FTEs and other 50 people involved in the related industries.

- **Mobile Machine Control, WIKA broadens its portfolio**

At the beginning of the year, WIKA Group has officially closed a deal with Hirschmann for the acquisition of Mobile Machine Control Solutions (MCS) business. The new business unit allows WIKA to offer a broader and more flexible range of solutions in the field of mobile working machines.



MARCH

- **E+H flow meters appointed Global Market Leaders**

Frost & Sullivan, US business consulting firm, has awarded Endress+Hauser with the Global Market Leadership Award for its electromagnetic flow meters.

The award was assigned during the annual Best Practices Awards ceremony held in San Diego (California) on March 6, and it came after a thorough market analysis on the performances for the whole 2017 in the field of liquid flow measurement.



APRIL

- **ABB's latest steps towards sustainability and energy saving**

The Switzerland-based company decisively proceeds in its path oriented towards energy saving and a rationalization of consumption, even in non-industrial fields.

For industrial plants, ABB recently launched the new EQmatic Energy Analyzer, a compact solution for the management of data related to electricity, gas, water, and heat, collected via M-bus meters.

For private housing, the company introduced REACT 2, a new solution aimed to increase the storage of solar energy collected through panels, while for the transport sector, ABB has launched a new range of AC wallboxes, electric vehicle recharging products, designed for being used in private homes as well as in shops and industrial plants.



MAY

- **Ametek, new acquisition in communication systems for healthcare**

The acquisition of SoundCom furtherly broadens the range of services and activities of Rauland, Ametek's leading brand in the design and delivery of critical communications, workflow, and life-safety solutions for hospitals and schools, in the appealing markets of the Midwest of USA.

- **Aventics will be sold to Emerson**

Triton Funds, the investment firm owning Aventics, has formalized in May the intention to sell the pneumatic company to the American corporation Emerson, one of the global leaders in the provision of engineering services for a wide range of markets and industries.

The two organizations have agreed on the conditions for the sale and the whole procedure is currently under approval process. The acquisition is expected to be completed by the third quarter of 2018. The decision of selling Aventics was taken by Triton – which owned the company for four years, since it detached from Bosch Rexroth – with the aim of further enhancing the business by integrating it into a corporation solid and consistent, in terms of identity, objectives and strengths.

The acquisition is in line with Emerson's strategy, which, in recent years, has brought together many of the most dynamic companies operating in the field of industrial automation, creating a point of reference for the industrial sector worldwide.





