

Marketing&Communications Department

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Press Release

The Marchesini Group continues to grow: an increase of 12% in turnover for 2018 and the acquisition of two new companies. Maurizio Marchesini, the Group's chairman says: "Excellent results despite unrest for the economy"

Pianoro (Bologna) – The Marchesini Group is about to end the year with an **increase in turnover of 12%** compared with 2017, when the Group's consolidated figures almost hit the 300 million Euro mark. Growth forecasts are backed by two new acquisitions, alongside an **increased workforce**. As a whole, the Group's Italian production sites and foreign branches presently employ two thousand people. In 2018, the Group recruited **165 new staff throughout Italy** - 82 in Pianoro alone - most of whom are graduates from technical schools and Engineering universities.

"The results are even more astounding if we think of the present economic unrest. We export between 85% to 90% of our production, yet, speaking firstly as a man born and bred in Emilia and secondly as a business expert, I am concerned about how the present-day political scenario will affect us locally and nationally. Despite the uncertain economic situation, Marchesini's prospects are still thriving", said **Maurizio Marchesini**.

"Our figures boost our confidence," **Pietro Cassani**, CEO of the Group, added. "Nowadays, you have to grow to survive. There's no slowing down or turning back. In fact, to achieve this we concentrated our efforts again this year on acquiring small but strategic **"Made in Italy" companies** to boost our expansion strategies. As always, the workforce will continue to work where they are located now so that local identity and input is preserved".

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The first of the new companies to join Marchesini, which today signed a 60% acquisition, is **CMP PHAR.MA S.r.l.** located in Costabissara (Vicenza), which specialises in pharmaceutical inspection systems. Since 1982, when it was the **first in the world** to launch an automatic laser inspection machine for vials, CMP has grown and now exceeds a turnover of 9 million Euro, **35% more than 2017**.

By taking over CMP, the Marchesini Group confirms its name as manufacturer of complete lines for producing and monitoring the whole pharmaceutical packaging process, from start to finish, thanks also to the Group's partner, **SEA Vision**, which also co-participated in the CMP transaction. Their vision and inspection systems guarantee **total process quality** and **perfect traceability of the finished product**, as well as the possibility to analyse and boost production performance.

The acquisition of CMP continues the growth strategy that started with the acquisition of 48% of SEA Vision last January. The company from Pavia - also thanks to the consistently high demand for machines equipped with cutting-edge of **track and trace systems for pharmaceuticals** - will end the year with an expected consolidated turnover of over 50 million, an **increase of 50% on 2017**.

The other company to join the Group is **Proteo Engineering**. 60% of this company from Spilamberto, (Modena) has been acquired over 3 years. Proteo specialises in developing software and industrial automation systems and will help Marchesini to develop the models related to **Industry 4.0**.

These are the *hot topics* to which the group is devoting impressive resources, which last June led to the **worldwide preview** at "Achema" of a blister packaging line set up entirely to meet the customers' Industry 4.0 requirements.

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In addition, by using a **customised sensor system** and **self-learning software**, Proteo will assist the Marchesini Group in perfecting the so-called *machine learning* process, one of the most fascinating frontiers of the 4.0 model. The final goal is to create machines that are fully linked to business systems, capable of constantly tracking quality parameters, anticipating every possible type of mechanical error and suggesting **scheduled maintenance**.

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