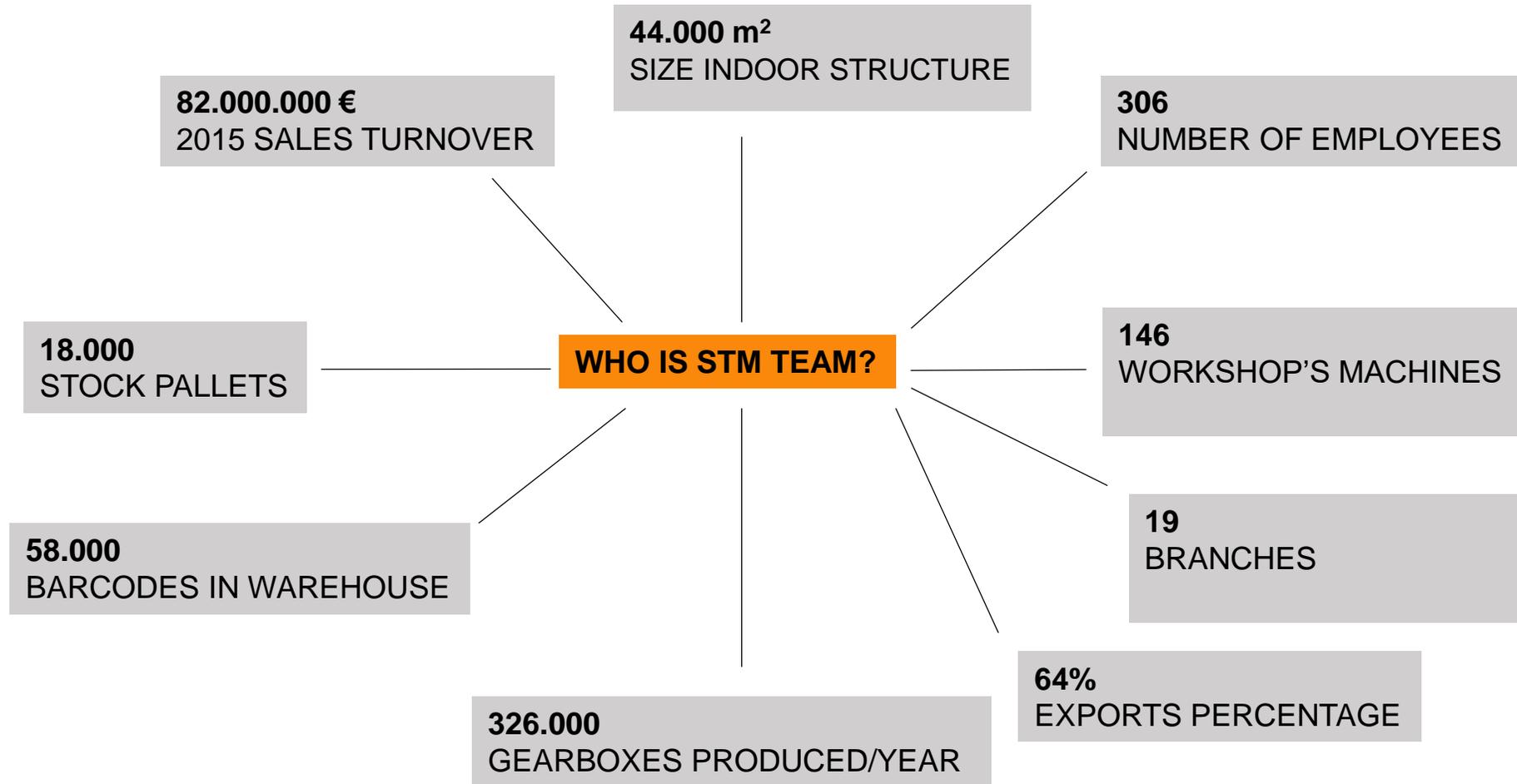


# STM TEAM

## COMPANY PROFILE





2016 data



THE WAY WE WERE, THE WAY WE ARE: FROM TRADITION TO INNOVATION





## HISTORY AND MILESTONES

TIMELINE	MILESTONES
1976	STM S.p.A. was born thanks to the entrepreneurial capabilities of the three founders (T. Girotti, A. Vignoli and G. Lucchini).
1982	STM designs the first Torque Limiter integrated in the Worm Gearboxes.
1990	Construction of a 10,000 sq.m. building: the headquarters in Lippo di Calderara di Reno (BO). Over the 90's STM has turned from being a craftsman small company to be an industrial company, specialized in the design and manufacturing of gearboxes and geared motors.
1998	STM achieves ISO 9001 Certification, with the aim of granting a good quality system for the different market needs.
1999	ISO 9001 Certification for GSM.
2000	STM acquires the GSM S.p.A., which produces high power gearboxes and geared motors by means of a high technological know-how. Construction of a new building starts: 5,000 sq.m. to assembling and shipping.
2003	Being always looking for innovative solutions, STM designs and sells for the first time in the world, the Orthogonal axes Skew Gearbox with at least two axes of reduction.
2008	STM builds a new 4,500 sq.m. warehouse for products storage, in order to improve the team logistics.
2009	STM introduces EX Series Planetary Gearboxes after two years of planning and study, widening and strengthening its product portfolio.
2014	STM team increases its total surface up to 70,000 sq.m.; 6 plants with an indoor area of 44,000 sq.m.
2016	Construction of a 7,000 sq.m. fully automated warehouse, which moves more than 15,000 items on 12,000 loading units. Today STM team offers one of the widest products range in the power transmission field, employs 306 people and reaches a sales turnover of around 82 millions euros all over the most important national and international markets.





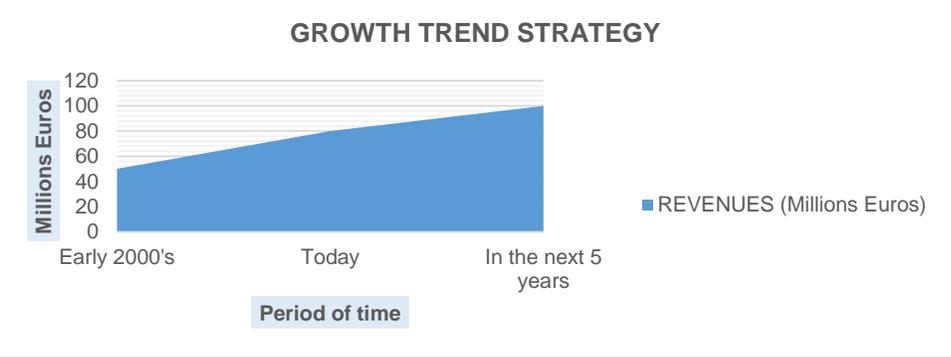
# THE WAY WE WERE, WE ARE, WE'LL BE: STM TEAM GROWTH STRATEGY

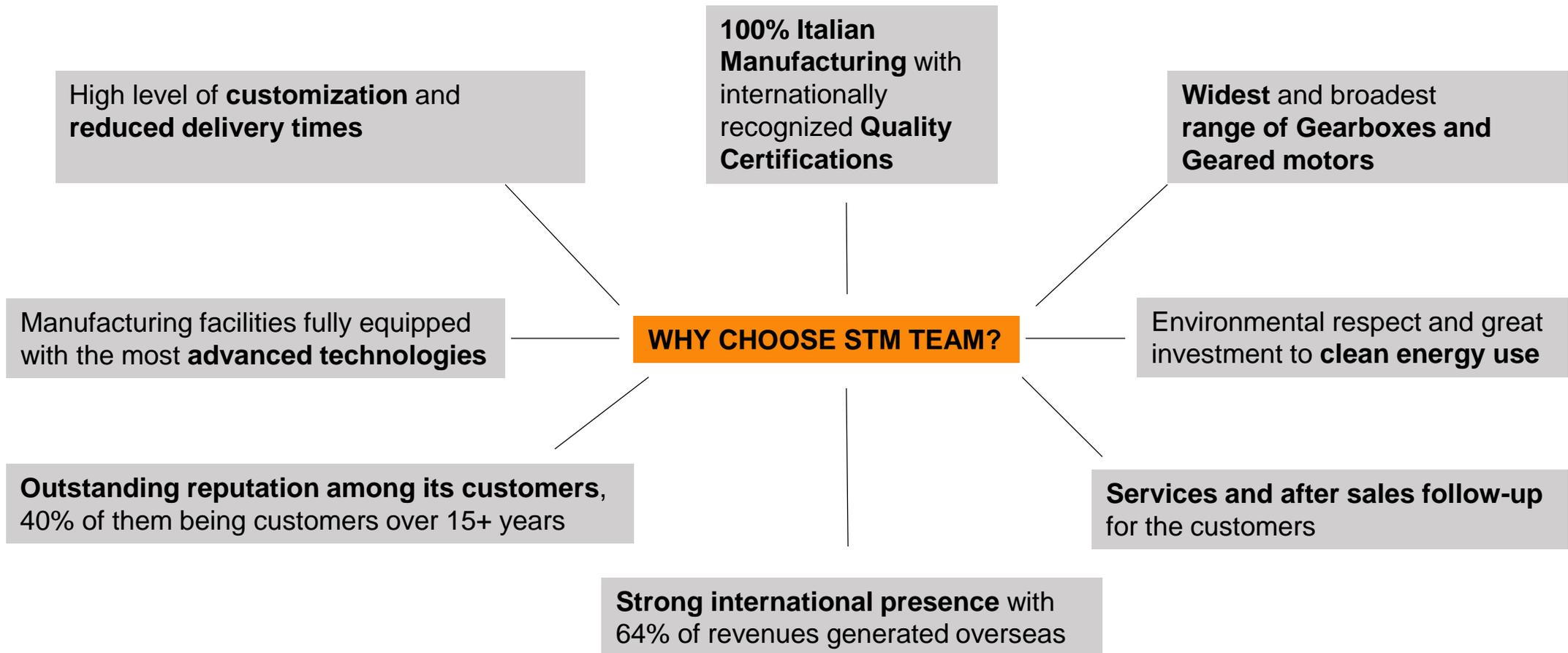
STM from the very beginning has worked with a **precise growth strategy**, aimed at winning larger market share: diversification, product development, market penetration and market development.

**Today STM team goes on working to achieve future and always innovative goals:**

- Being an always more STRATEGIC SUPPLIER.
- INCREASING SALES ABROAD.
- INCREASING THE SHARE OF WALLET.

	EARLY 2000's	TODAY	IN THE NEXT 5 YEARS
<b>STM TEAM IDENTIFYING FEATURES</b>	National manufacturer, still strictly related to Worm gearboxes' production.	International manufacturer of a wide range of highly technological Gearboxes and Geared motors.	Being a market challenger, supplying our customers with an excellent service, which will be ensured by the human capital enhancement and by the best practices of Industry 4.0.
<b>STM TEAM GEOGRAPHIC FOCUS</b>	61% of the revenues generated in Italy.	64% of the revenues generated abroad.	Increasing the international presence, by means of new direct branches, generating 80% of revenues abroad.
<b>STM TEAM REVENUES</b>	45 Millions Euros.	80 Millions Euros.	100 Millions Euros.

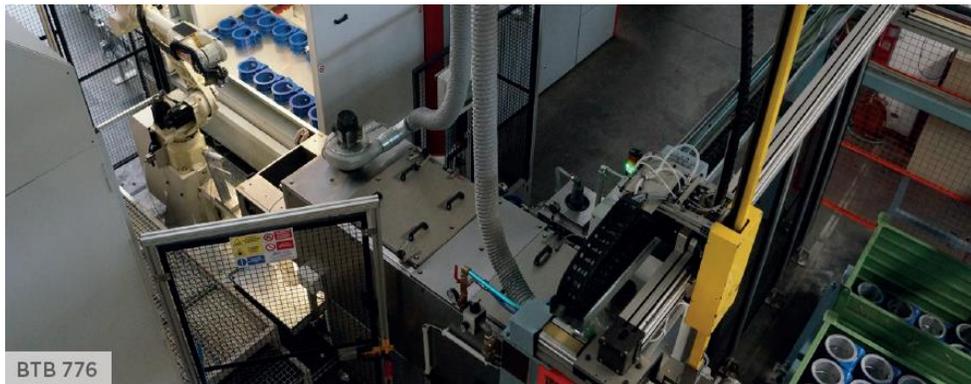
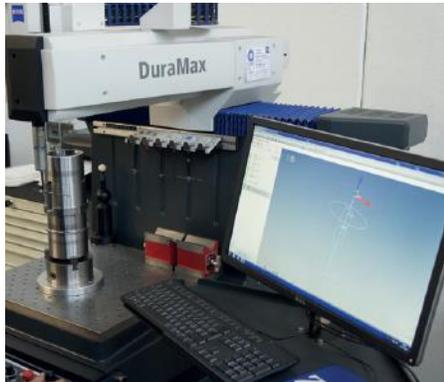




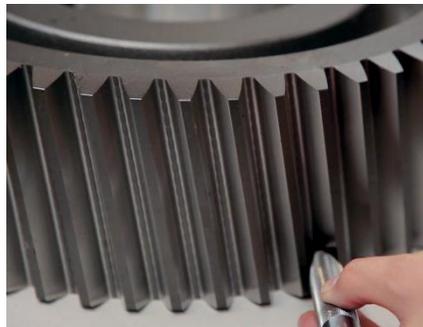
# 100% ITALIAN MANUFACTURING

Manufacturing facilities are fully equipped with the most **advanced technologies.**

- STM team industrial plants host up to 150 machine tools, divided into individual workstations cnc, robotic workstations automated and robotized, work stations, 1,500 measuring instruments and control systems for the operations performed by operators of self-control on the machine, in the workshop and assembly, to control operations in acceptance.
- 6 final test stations for the performance of functional tests on the finished products.
- 1 test room for technical tests on products.



BTB 776



CLC 300 MULTIRUN



# INTERNATIONALLY RECOGNIZED QUALITY CERTIFICATIONS

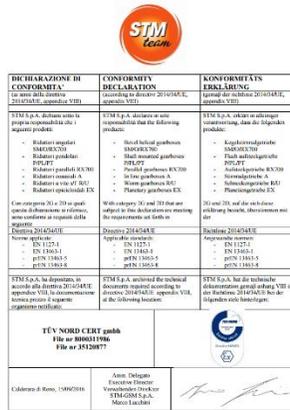
STM team is proud of its many certifications, that are not considered as simple rules, but as the suitable ways to get the best results in Quality control, safety at work, environmental management and production facilities. STM and GSM have been developing and consolidating a universally acknowledged know-how in designing and building power transmission products and components.

- Already in 1998, STM knowledge and experience in designing and building Gearboxes and Geared Motors was certified in full conformity with **ISO 9001** (GSM in the year 1999), International Quality Certification Rules. A very important result which fully testifies the daily attention paid to the customer needs, always improving technical and productive new solutions. All this to testify, once for all, how the word "QUALITY", in its highest meaning, is one of the key words shared by every single individual in STM team.



- **Directive ATEX 2014/34/UE (ATEX - Atmospheres Explosives)** became effective on 20th April 2016 and mandatory on equipment and systems for use in potentially explosive atmospheres.

- **The GOST Certification** is valid for the Russian Federation market and has been achieved by STM e GSM. The attainment of GOST (Gosudarstvennyj Standart) certification guarantees the products' adherence to the strict safety and quality standards imposed by the Russian Federation, and allows them to be exported to one of the most demanding international markets.



G.S.M. S.p.A. Corporate Member

- GSM is a member of **CTI (Cooling Technology Institute)**: this ensures adherence to strict quality standards imposed by this institution.

- The **CCC (China Compulsory Certification)** Certification is valid for the Chinese market.



# ENVIRONMENTAL RESPECT

Great investment to **clean energy use**

In 2016 STM team completed the installation of the photovoltaic plant in its headquarters in Lippo di Calderara di Reno, in order to give its support to the sustainable economic growth, to reduce the impact of the consumption of traditional resources and to limit the emission of polluting gases. The plants are equipped with a monitoring system, whose supervision works thanks to a datalogger connected to more that 100 inverters and many environmental sensors. The above mentioned system allows real-time display of electrical quantities, energy statistics, environmental parameters and also the management of the plant diagnostic.

The new automated warehouse: 7.000 sq.m. of technology and innovation. Its roof has been covered by solar panels.



The numbers of the photovoltaic system plant



- **9840 sq.m:** surface covered by solar panels
  - **1.600.000 kW:** clean energy produced every year
  - **45%** of STM total energy needs is covered by the clean energy produced by STM itself
  - **1100 tons/year:** reduction of CO<sub>2</sub> emissions
- 2016 data

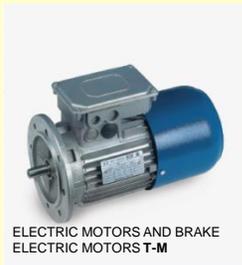




# STM TEAM RANGE OF GEARBOXES AND GEARED MOTORS

	DESCRIPTION	PRODUCT CATEGORIES	REVENUES by product category
<b>HIGH TECH &amp; CUSTOM</b>	<p>High tech Gearboxes and Geared Motors are designed to provide the best results in applications requiring top performance in continual use.</p> <p>Custom Gearboxes and Geared Motors provide the most suitable solution to those requests for the development of the specifically intended product for customers' special applications.</p>	<ul style="list-style-type: none"> <li>➤ INLINE GEARBOXES</li> <li>➤ SHAFT MOUNTING GEARBOXES</li> <li>➤ BEVEL HELICAL GEARBOXES</li> <li>➤ PLANETARY GEARBOXES</li> <li>➤ <b>CUSTOM LINE</b> INCLUDES PRODUCTS SPECIFICALLY ENGINEERED TO PARTICULAR APPLICATIONS</li> </ul>	<p>■ HIGH TECH &amp; CUSTOM</p> <p>■ STANDARD</p> <p>■ ELECTRONIC</p> <p>* 2016 data</p>
<b>STANDARD</b>	<p>Standard Gearboxes and Geared Motors, thanks to their flexibility in application, are the solutions which ensure the best value for money.</p>	<ul style="list-style-type: none"> <li>➤ WORM GEARBOXES</li> <li>➤ CUBE-SHAPED WORM GEARBOXES</li> <li>➤ MECHANICAL SPEED VARIATORS</li> <li>➤ RIGHT ANGLES</li> </ul>	
<b>ELECTRONIC</b>	<p>Electronic Motors and Motovariators are an important reference in every control integrated system for logistics.</p>	<ul style="list-style-type: none"> <li>➤ ELECTRONIC MOTORS</li> <li>➤ BRAKE MOTORS</li> <li>➤ ELECTRONIC SPEED MOTOVARIATORS ESV</li> <li>➤ INVERTERS</li> </ul>	



	STANDARD line		HIGH-TECH line			ELECTRONIC line	
	BASIC	AUTOMATION	MOTION	INDUSTRIAL	HEAVY-DUTY	MOTIVE	APPLICATION
CONCENTRIC			 <p>INLINE GEARBOXES A</p>		 <p>PLANETARY GEARBOXES EX</p>	 <p>ELECTRIC MOTORS AND BRAKE ELECTRIC MOTORS T-M</p>	 <p>ESV</p>
PARALLEL			 <p>PARALLEL AND SHAFT MOUNTING GEARBOXES P</p>	 <p>HIGH TORQUE PARALLEL GEARBOXES WITH LONG CENTER DISTANCE RXP 800</p>			
RIGHT ANGLE	 <p>WORM GEARBOXES R AND TORQUE LIMITERS</p>	 <p>RIGHT ANGLES Z</p>	 <p>BEVEL HELICAL GEARBOXES O</p>	 <p>HIGH TORQUE BEVEL HELICAL GEARBOXES RXO/800</p>	 <p>BEVEL HELICAL PLANETARY GEARBOXES EXB</p>		

# HIGH LEVEL OF CUSTOMIZATION OF STM TEAM PRODUCTS

CUSTOM products are particularly useful in industrial applications for customers with specific requests. We can produce very easily and quickly every kind of gearboxes with high quality and reliability thanks to our company structure, which is dynamic and flexible, to our long experience, to our modern instruments for calculation (KISSsoft) and for design (SOLIDworks).



COOLING SYSTEM



DOUBLE OUTPUT SHAFT



SWING BASE

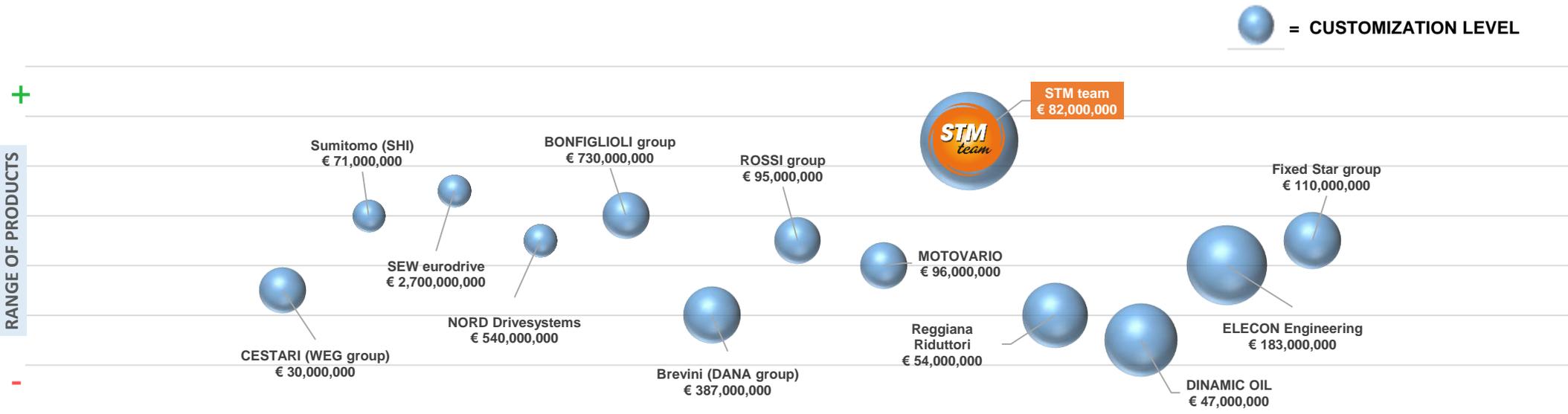


STEEL CASING



OUTPUT SOLID PINION

## REFERENCE MARKET AND COMPETITIVE LANDSCAPE

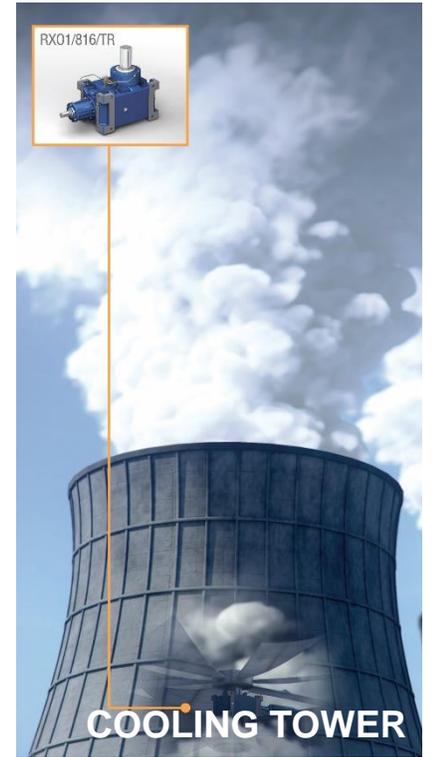
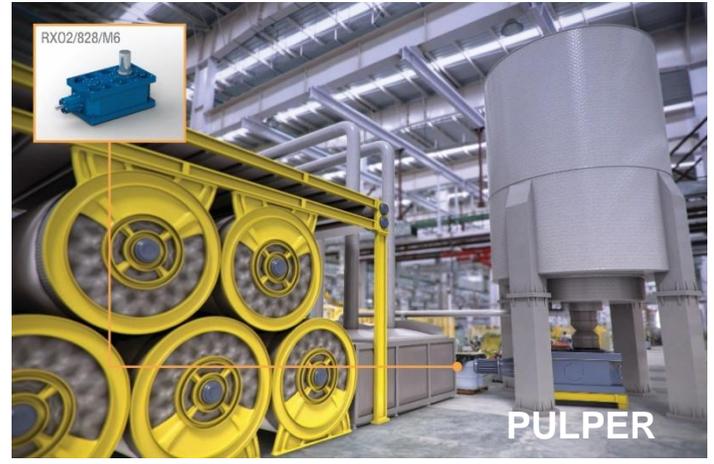
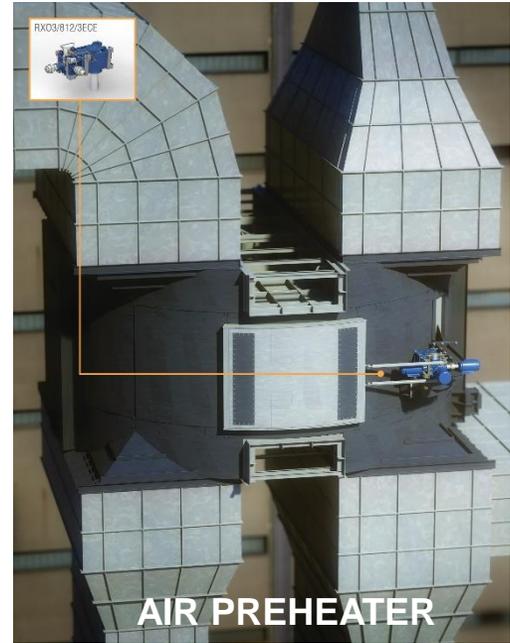


2015 data

# THE MAIN APPLICATIONS FOR THE CHEMICAL INDUSTRY

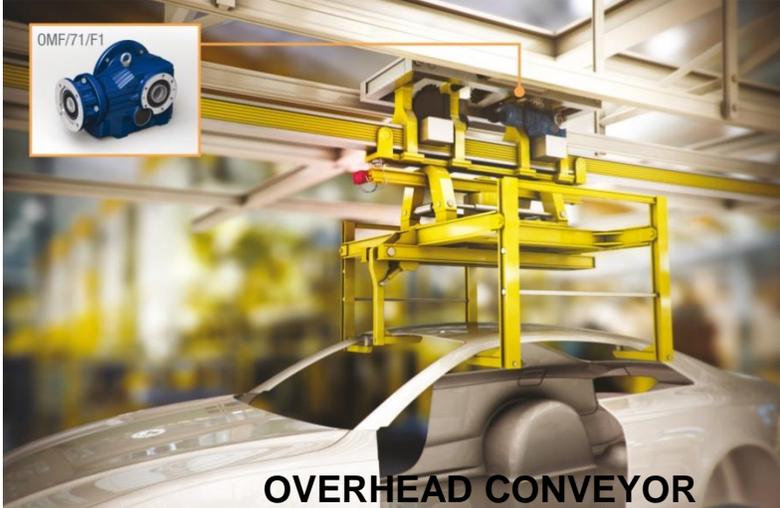
STM has developed specific know-how in the chemical applications market, where the high quality of the products is the first priority. STM team embraced the challenge and today supplies the leading operators of the sector.

## Some relevant references



# THE MAIN APPLICATIONS FOR THE CONVEYORS SECTOR

STM has developed specific know-how in the conveyor applications market, cause it is considered a global key sector for the fast and accurate goods handling. STM team embraced the challenge and today supplies the leading operators of the sector.



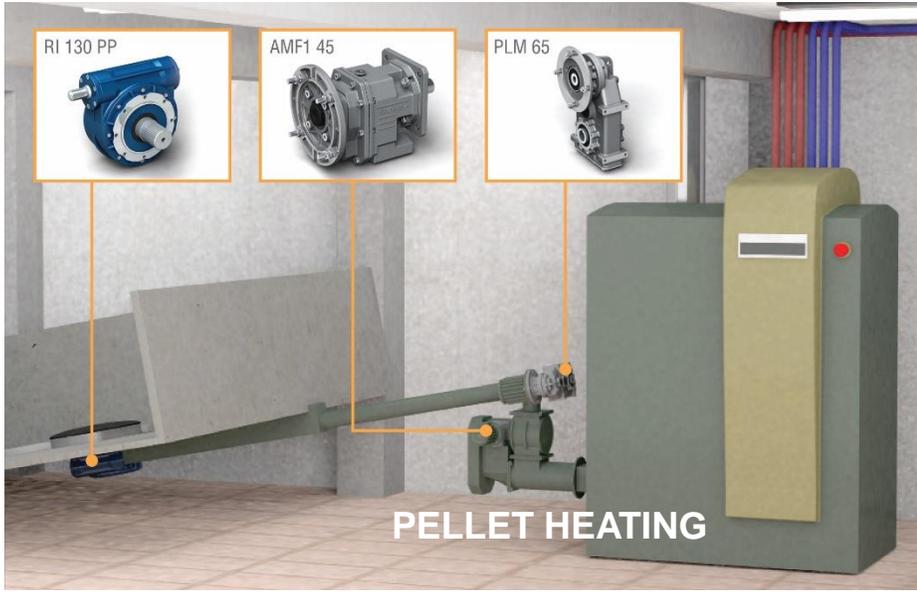
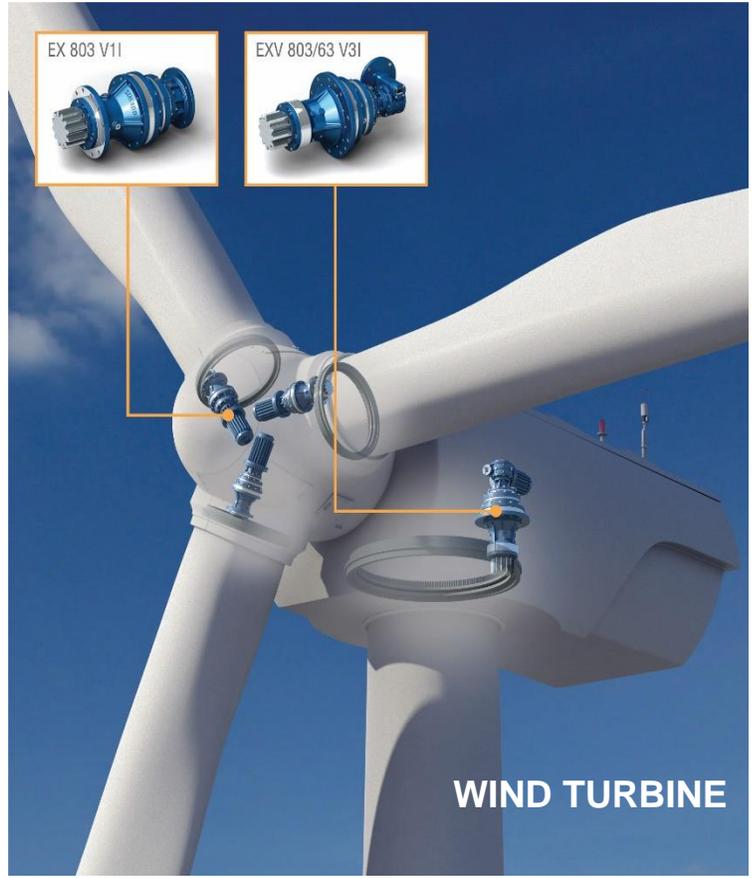
## Some relevant references



# THE MAIN APPLICATIONS FOR THE RENEWABLE ENERGY SECTOR

STM has developed specific know-how in the renewable energy market, an area in which the company is particularly receptive and active. STM team embraced the challenge and today supplies the leading operators of the sector.

## Some relevant references



# THE MAIN APPLICATIONS FOR THE FLUID TREATMENT SECTOR

STM has developed specific know-how in the fluid treatment market, helping to create efficient production processes. STM team embraced the challenge and today supplies the leading players in that industry.

## Some relevant references



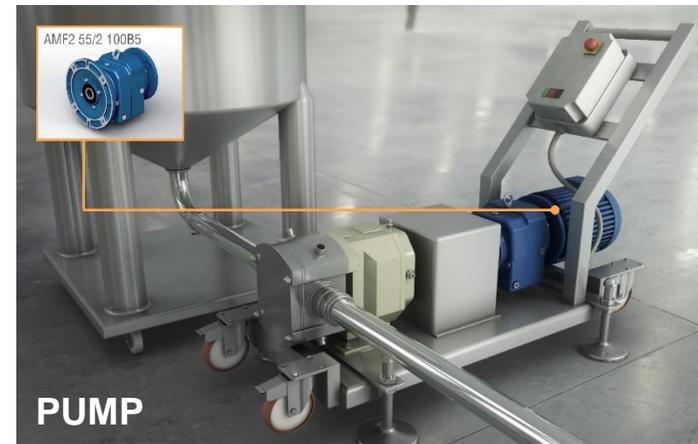
SCREW CONVEYOR



INOX TANK



DECANTER

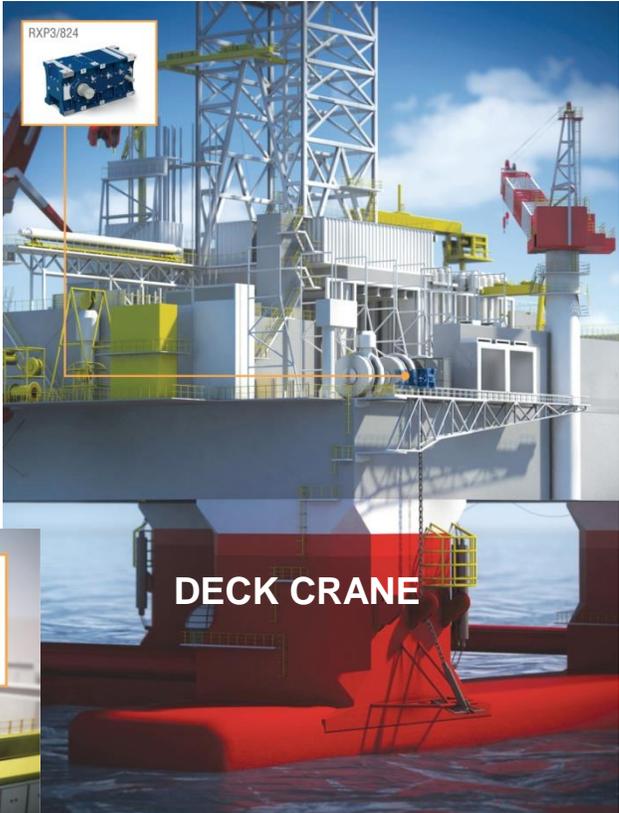


PUMP

# THE MAIN APPLICATIONS FOR THE LIFTING SECTOR

STM has developed specific know-how in the lifting market and this sector accounts for a large portion of our turnover. STM team embraced the challenge and today supplies the leading players in that industry.

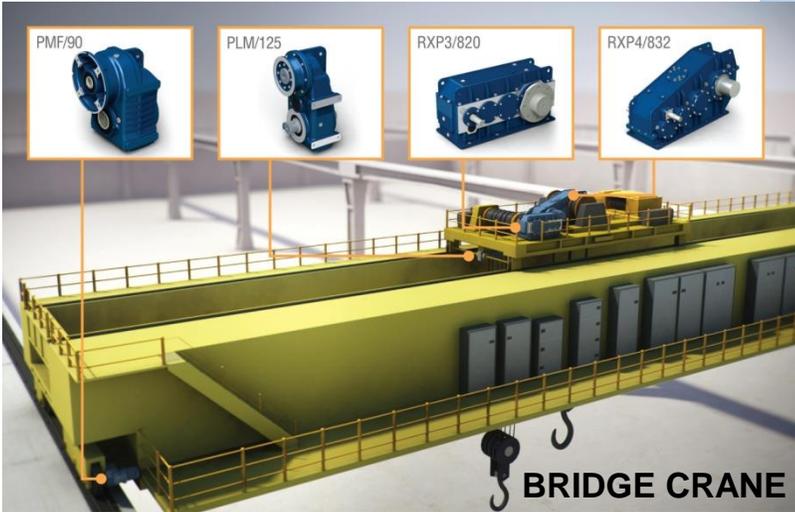
## Some relevant references



DECK CRANE



CAPSTAN

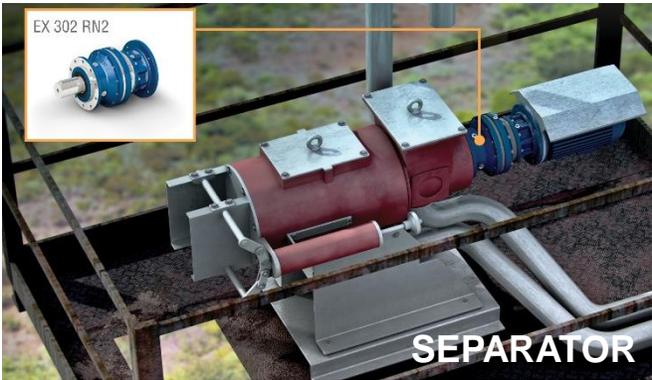
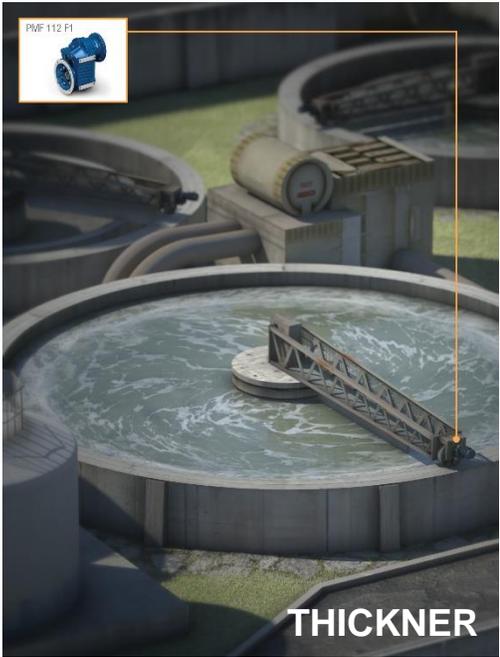


BRIDGE CRANE

# THE MAIN APPLICATIONS FOR THE RECYCLING FACILITIES SECTOR

STM has developed specific know-how in the recycling facilities market and considers Recycling and Renewable to be main driving sectors for the future. STM team embraced the challenge and today supplies the leading players in the sectors.

## Some relevant references



# THE MAIN APPLICATIONS FOR THE STEEL SECTOR

STM has developed specific know-how in the steel market, a vital sector of great importance to the industrial world. STM team embraced the challenge and today supplies the leading players in that industry.

## Some relevant references



**BAND SAWING**



**ROLLER TABLE**



**TUBE BENDER**



**PRESS FEEDING**



**PINCH-ROLL**

# THE MAIN APPLICATIONS FOR SUGAR CANE PROCESSING

The growing importance of Sugar Cane Processing, as a renewable source of nutrition (sugar) and of fuel (ethanol), gives to the power transmission a great role in the construction projects of new mills or in the refurbishing of old ones. STM team proposes its own solutions for Sugar Mills applications:

- High-Torque gearboxes with a full range of reduction ratios.
- Combined Planetary/Bevel Helical gearboxes.
- Powerful and compact gearboxes, customized on specific requirements.

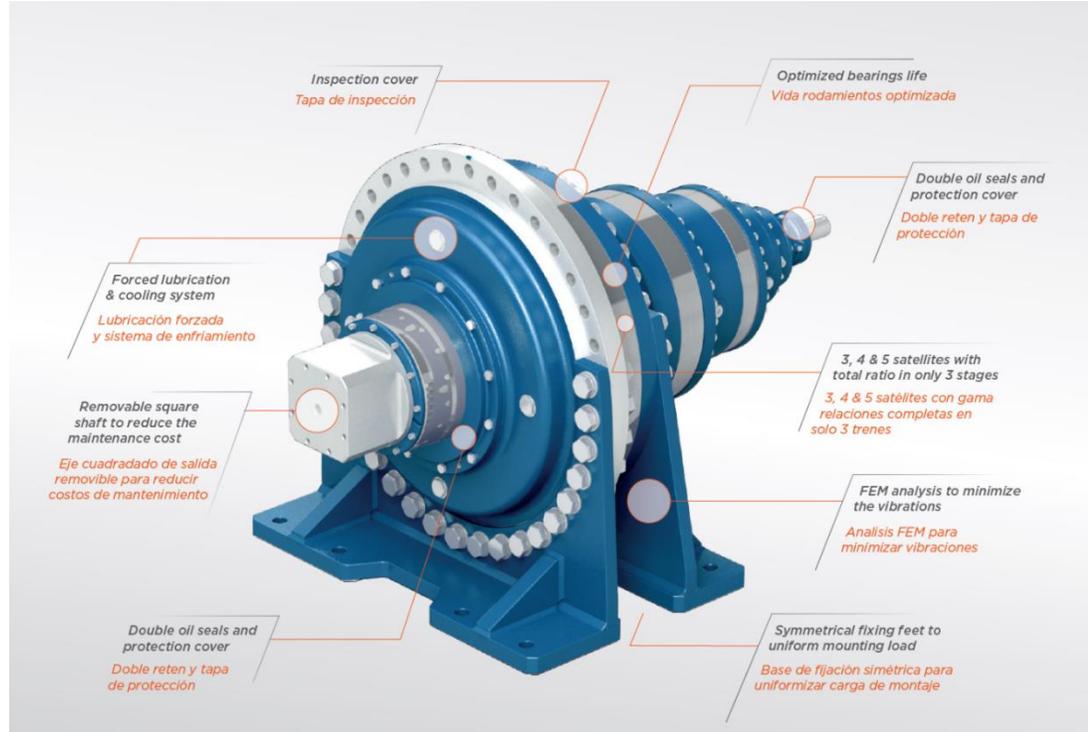
## CONVEYORS TRANSPORTADORES



## DIFFUSER PLANT DIFUSOR

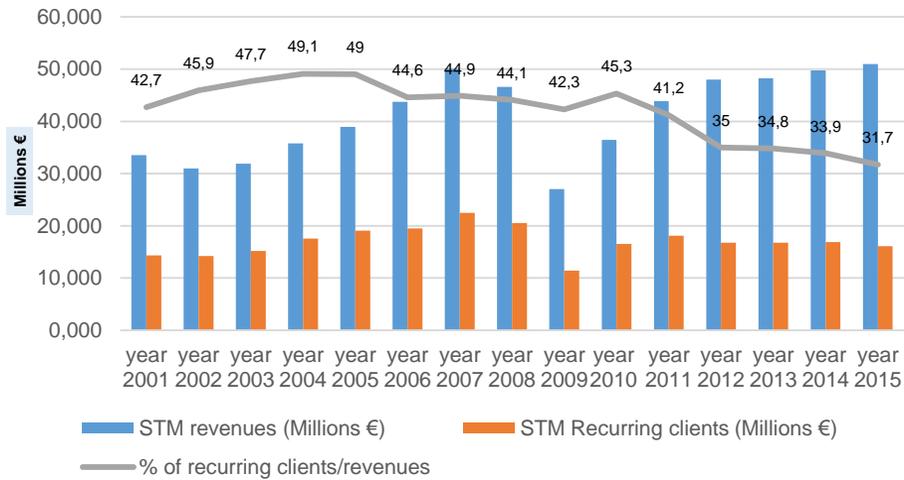


## CRYSTALLIZER CRISTALIZADOR



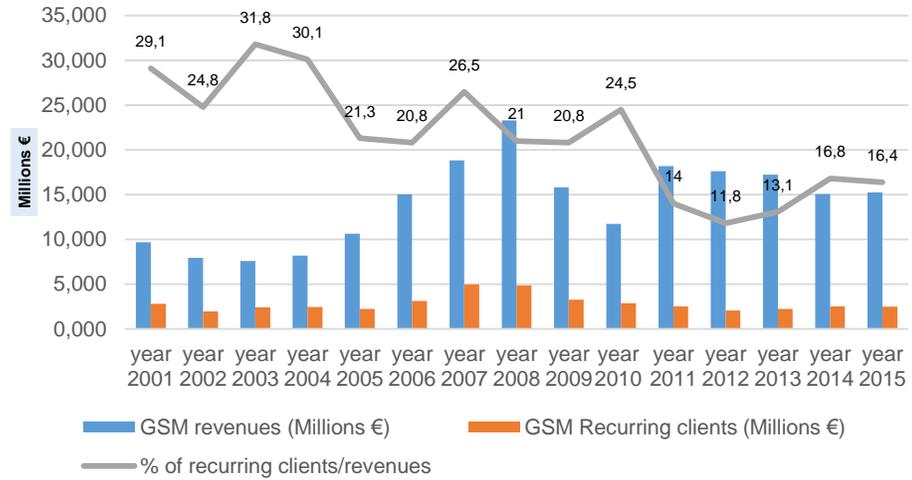
# STM TEAM OUTSTANDING REPUTATION

## STM S.p.A. 2001 - 2015 REVENUES



## GSM S.p.A. 2001 - 2015 REVENUES

2016 data



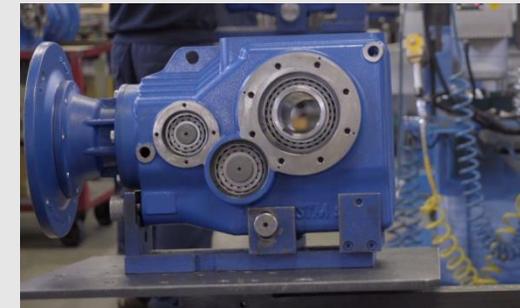
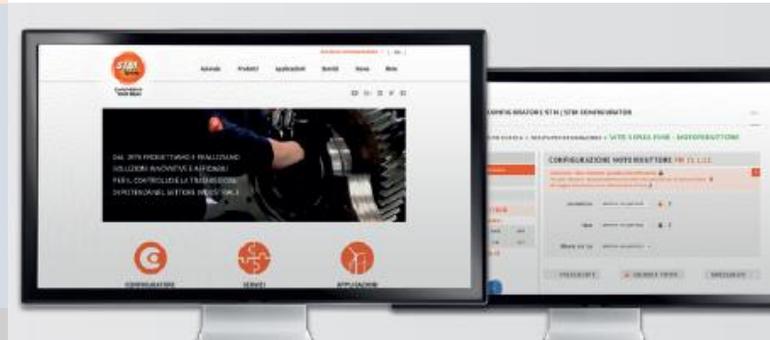
## SERVICES and AFTER SALES follow-up

<b>RED BUTTON</b>	RED BUTTON fast delivery service was born to satisfy the urgent need of our customers to be supplied with our gearboxes, geared motors and speed variators.
<b>CONFIGURATOR</b>	<p>The world of STM team gearboxes will be available for you in all its forms!</p> <ul style="list-style-type: none"> <li>- 3 languages available (ITA - ENG - DEU),</li> <li>- compatibility with the new web platforms to be used anywhere,</li> <li>- the choice for designation has been completely revised for a better product selection,</li> <li>- the guided selection helps the customer in the product configuration, even without the product catalogue,</li> <li>- selection and sending via e-mail up to 10 different formats of CAD drawings 2D - 3D.</li> </ul>
<b>INTERACTIVE</b>	<p>STM team provides the opportunity to track the progress of orders "on line", with the aim of getting a great level of interactivity and of improving the efficiency of their service.</p> <p>If you need to send a request of information, you can automatically write and send an e-mail with reference to the order.</p>
<b>ARTICLE LOOK UP</b>	<p>Our customers can use this new service, in order to make easier:</p> <ul style="list-style-type: none"> <li>- transcoding from product code to description and from description to code,</li> <li>- identifying the special products and supplying you their AS code,</li> <li>- identifying the old products, not to be sold anymore.</li> </ul>
<b>AFTER SALES</b>	A very detailed and efficient after sales assistance through a qualified network of salesmen and technicians, who are ready to solve any problem in the shortest time and in the best way.

NO TIME  
FOR DOWNTIME!



TIME TO PRESS RED





### PRODUCTION FACILITIES

**STM S.p.A.**  
ACTIVITY: Manufacturing  
EMPLOYEES: 173

**GSM S.p.A.**  
ACTIVITY: Manufacturing  
EMPLOYEES: 68

**RETTIFICHE RESCA S.r.l.**  
ACTIVITY: Manufacturing & Precision engineering  
EMPLOYEES: 25

**VP TORNITURA S.r.l.**  
ACTIVITY: Manufacturing  
EMPLOYEES: 7

### WORLDWIDE SALES NETWORK

### ITALY

**STM LOMBARDIA**  
ACTIVITY: Assembling & Distribution  
EMPLOYEES: 13

**STM PIEMONTE**  
ACTIVITY: Distribution  
EMPLOYEES: 4

**STM VENETO**  
ACTIVITY: Assembling & Distribution  
EMPLOYEES: 5

**STM SERVICE**  
ACTIVITY: Assembling & Distribution  
EMPLOYEES: 4

**STM SUD S.R.L.**  
ACTIVITY: Distribution  
EMPLOYEES: 2

### EUROPE

**STM DEUTSCHLAND**  
ACTIVITY: Assembling & Distribution  
EMPLOYEES: 10

**STM FINLAND OY**  
ACTIVITY: Distribution  
EMPLOYEES: 6

**STM SWEDEN**  
ACTIVITY: Distribution  
EMPLOYEES: 4

**STM AANDRIJFTECHNIEK – NETHERLANDS**  
ACTIVITY: Distribution  
EMPLOYEES: 3

**STM POWER TRANSMISSION - UK**  
ACTIVITY: Assembling & Distribution  
EMPLOYEES: 19

**STM IBERIA**  
ACTIVITY: Assembling & Distribution  
EMPLOYEES: 24

**STM TRASMISSIONS - FRANCE**  
ACTIVITY: Distribution  
EMPLOYEES: 1

**STM RUSSIA**  
ACTIVITY: Assembling & Distribution  
EMPLOYEES: 10

### THE AMERICAS

**STM USA**  
ACTIVITY: Distribution  
EMPLOYEES: 12

**STM DE MEXICO**  
ACTIVITY: Distribution  
EMPLOYEES: 3

**STM DO BRASIL**  
ACTIVITY: Assembling & Distribution  
EMPLOYEES: 12

**STM ARGENTINA**  
ACTIVITY: Assembling & Distribution  
EMPLOYEES: 24

### ASIA

**STM INDIA**  
ACTIVITY: Assembling & Distribution  
EMPLOYEES: 1

**STM ASIA PACIFIC**  
ACTIVITY: Distribution  
EMPLOYEES: 6

**STM AUSTRALIA**  
ACTIVITY: Distribution  
EMPLOYEES: 7

**GSM SIBERIA**  
ACTIVITY: Distribution  
EMPLOYEES: 3

**STM BEIJING**  
ACTIVITY: Distribution  
EMPLOYEES: 3

**STM SOUTH KOREA**  
ACTIVITY: Distribution  
EMPLOYEES: 2

**STM SOUTH AFRICA**  
ACTIVITY: Assembling & Distribution  
EMPLOYEES: 30

**STM UKRAINE**  
ACTIVITY: Assembling & Distribution  
EMPLOYEES: 15



# THIS IS US



Thank you for  
your attention.

