

## **TECNOMATIC BEATS MARKET TRENDS: SALES AND MARKET SHARE GROW AGAIN IN 2022**

Tecnomatic achieved its best year of sales growth in more than ten years in 2022, confirming the ability of its business model to deliver robust performance and create significant value.

The growth trend, starting from 2017, consolidated in 2018 (+14%) and has become a fact for 2019 and 2022 (+38%). The result is particularly good in terms of orders collection, quality of the projects developed and market sharing.

The decrease in operating margins requires a constant commitment to allow a further increase in the quality level and the optimization of internal costs.

These goals are carried on maintaining a short supply chain and without delocalization to far-east markets, according to the company vision to be a technology leader instead of producing in volume.

The international market generates about 90% of the company's revenue and it's therefore a strategic market.

Recent years have been very positive particularly for Northern and Eastern Europe, which confirmed the trends of past years, while outside the EU area, an expansion, came from the Russian market. The NAFTA area, enjoyed strong demand from the oil and shale gas sector, which empowered the tube

business and pushed investments in new machineries. The ME market also showed signs of improvement linked to the renewal in oil prices.

"For Tecnomatic this trend represents the recognition of many years of professional working, expanding our portfolio with new active partners, consolidating the existing relationships and showing our focus to customers needs"

said Massimiliano Vailati, Sales Director.

"We will continue to strengthen our R&D and expand our offer, increasing the operating efficiency and delivering a robust growth-up support to all the manufactures. We will continue investing in new technologies and overcoming expectations. In the digital transformation, we walk together, on front line with our clients developing the Industry 4.0 concept with our PIPES 4.0 software."

said Diego Lupi, CEO.