



the group passion**technology**performance the development of a great company **divisions and brands industrial** division **premium** division **cms** industries **customer care** division **components** division **technological units and profit units** **r&d** **showroom** **branches and distribution network** **market sectors** **company**profile

the group

passion**technology**performance
the development of a great company

divisions and brands

industrial division

premium division

Cms industries

customer care division

components division

technological units and profit units

r&d

showroom

branches and distribution network

market sectors

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36

40



scmgroup

An industrial group which is a leader in the creation,
production and distribution of

**technologically advanced solutions
to process a vast range of materials**

(wood, glass, stone, plastic, metals and composite materials),
with specialist brands for specific technologies and centres
of excellence expert in industrial components,
present on all 5 continents for more than 50 years.





1

REIGN
SIDIARIES

22

30

MILLION EURO
INVESTMENT
IN TECHNOLOGY
AND KNOW-HOW

60

YEARS HISTORY

70%

EXPORTED

3000

3000

EXPORTED

500

with
active
and
dynamic

group
level

C5

2

COME

passion

it is the passion for our work.
It is the heart of man, our creative genius,
a spirit of initiative and the ability
to work as a team.

technology

it is the scientific rigour which transforms
creativity into high-tech solutions,
accessible and able to give
a competitive edge.

performance

it is the commitment which is turned
into the results and success of our partners
who place their trust in **scmgroup** solutions;
it is being recognised as suppliers
of lasting competitive advantages.

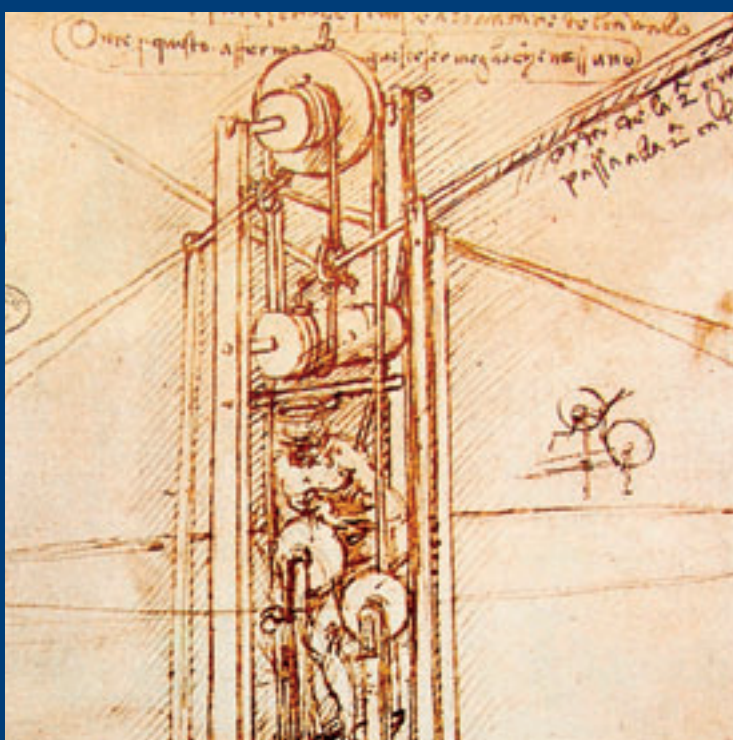
*if you want to build a ship,
don't drum up people to collect
wood and don't assign them tasks
and work, but rather teach them
to yearn for the endless immensity of the sea.*

Antoine de Saint-Exupéry



*every obstacle
is destroyed through rigour.*

Leonardo da Vinci



*an organization's ability to learn,
and translate that learning
into action and results rapidly,
is the ultimate competitive advantage.*

Jack Welch



the development of a great company: innovation and exports

In 1935 in Rimini, **Nicola Gemmani** and **Lanfranco Aureli** set up a company which made ploughs, reacting to the crisis of 1929, which had overwhelmed the company where they worked. Just after the war, there was a drop in demand for agricultural machinery and an increase in demand for furniture and door and window frames. So the two partners adapted the company and in 1952, based on a design by newly qualified engineer **Giuseppe Gemmani**, produced the first cast iron combined multi-purpose woodworking machine: L'Invincibile B4.

It was the first in a considerable series of innovations, which together with a strong propensity towards exports and the development of an impressive world-wide distribution network, in just a few years made the company an international leader.



1935

Nicola Gemmani and Lanfranco Aureli, establish a company which produces ploughs.

1952

L'Invincibile B4.

1954

All production is converted to woodworking machinery.

1961

L'Invincibile at the Hannover exhibition.



1962

First commercial relationships in Arab countries, Far East and Australia.

1965

First automatic tenoning machine.

1971

Inauguration of the Villa Verucchio factory: with a production capacity of 10,000 classic machines a year.

1972

First branches opened in France, USA and Germany.

1975

First router R9 and numeric control machine.

the development of a great company: acquisitions and diversification

From 1985, the company grew through acquisitions and diversification to better adapt to changes in the economy:

it consolidated its position in solutions for the furniture industry and acquired technology and know-how in solutions to process glass, plastic, stone, metals and composite materials.

In 2009 **scmgroup** reacted to the international crisis by initiating an industrial consolidation and development plan which necessitated the investment of 40 million Euros in technology and intellectual capital. The plan allowed optimisation of the group's competitiveness and a further increase in market shares.

**olimpic
morbidelli**

1985

Boring-routing
machining
centres.

MAHROS
AUTOMAZIONI INDUSTRIALI

1987

Panel sizing
and handling
solutions.

DMC
CASTELLI

1990

Sanding
solutions.

IDM
Stefani
Routech

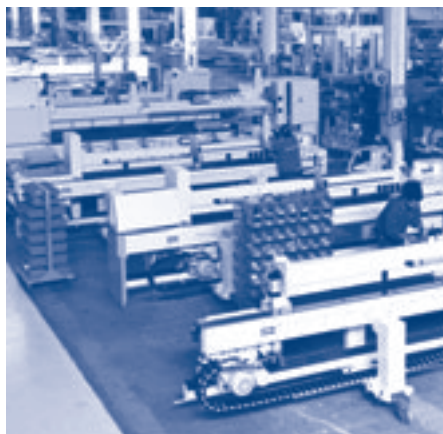
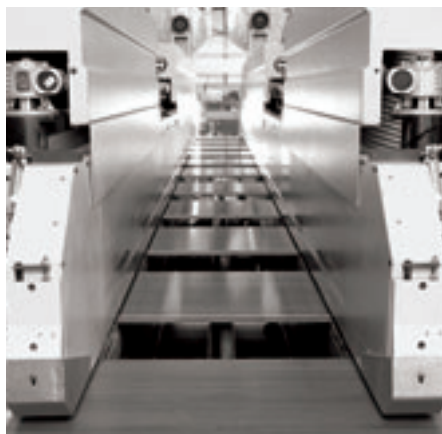
1992

Solutions
for edge-banding
and for house
building wood
components.

CMS

2002

Solutions
for working
advanced materials,
plastic, stone, glass,
metals, wood.



2004

Finishing solutions.

2006

Process solutions for furniture production.

2008

Hardware insertion and pressing solutions.

2009

Start of industrial consolidation and development plan.

2011

Solutions for the production of chairs.



is an industrial group organised in divisions and business units, coordinated by central managements and shared excellence services.

central managements

general
administrative
technical
sales
marketing
purchasing
human resources & organisation
communications
process improvement
information technology
studies & research consortium

premium division

configured products and services dedicated to the trade



customer care division

services and spare parts for customers



components division

the best components for the industry



industrial division

process solutions
and services for the industry

housing:

 **scm**
 **routech**
 **celaschi**
 **dmc**
 **superfici**
 **sergiani**

furniture:

 **gabbiani**
 **morbideilli**
 **rem**
 **dmc**
 **superfici**
 **sergiani**
 **mahros**
 **stefani**
 **cpc**
 **sag**

engineering:

 **scmgrou**
engineering
 **delmac**
engineering



process solutions
for a vast range of materials
(advanced materials, plastic,
stone, glass, metals, wood)



industrial division

process solutions and services for the industry

The **industrial division, starting with an effective analysis** of customer needs, supplies advanced process solutions and services with a highly technological content for the wood industry.

The division operates with two business units, **furniture** and **housing**, which manage a team of **product sales managers**, specialists in various technologies.

furniture

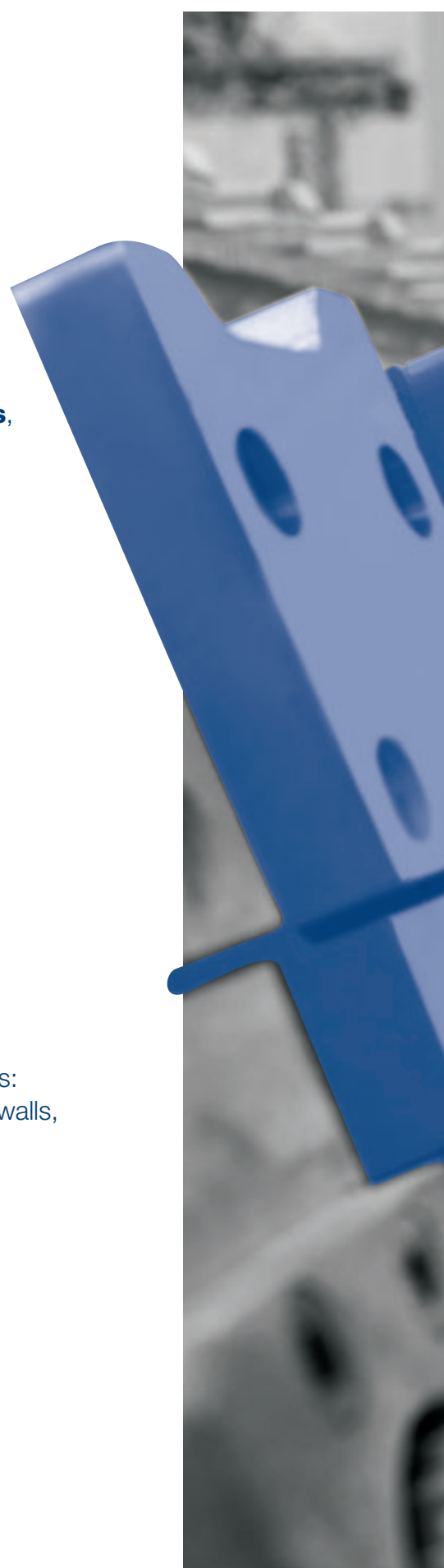
Process solutions and services for the furniture industry.

 gabbiani	Panel Sizing
 morbidei	Boring - Routing
 rem	Hardware insertion
 dmc	Sanding
 superfici	Painting
 sergiani	Pressing
 mahros	Automation
 stefani	Edge-Banding
 cpc	Assembly and Packaging
 sag	Panel sizing and Automation

housing

Process solutions and services for house building wood components: doors, door and window frames, stairs, chairs, tables, floors, roofs, walls, boat furniture.

 scm	Moulding, Tenoning - Profiling, 5-axis Routing - Boring
 routech	5-axis Routing
 celaschi	Squaring - Profiling
 dmc	Sanding
 superfici	3D Painting
 sergiani	Pressing



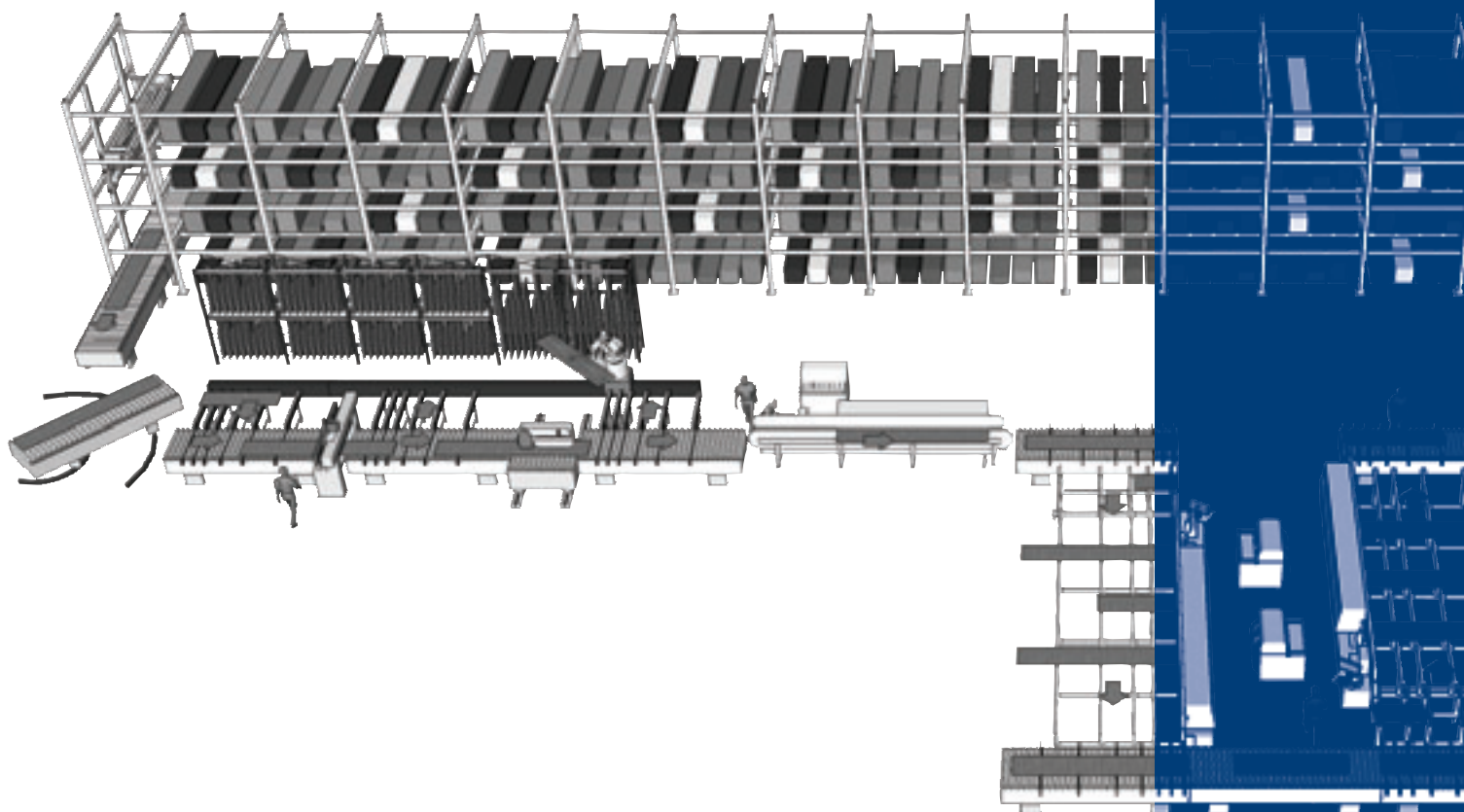


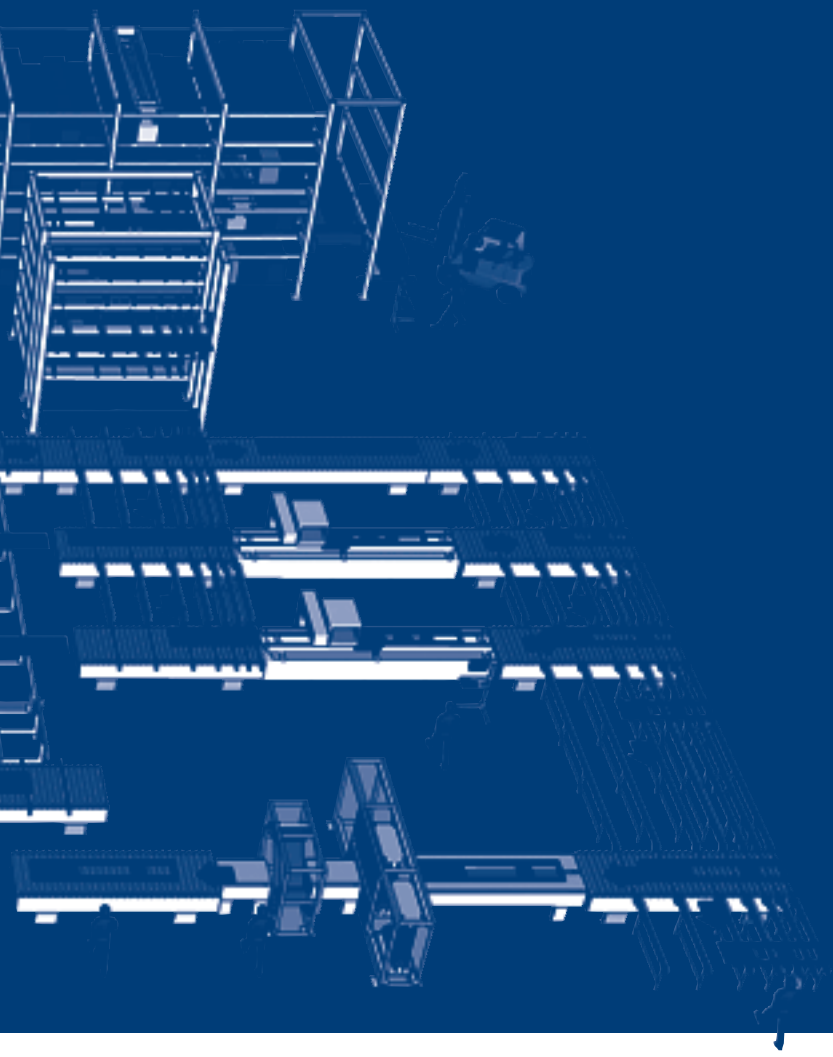
industrial division

process solutions and services for the industry

The **scmgroupp** - **delmac engineering** department of the industrial division guarantees the two business units the design of systems which integrate various technologies and cutting edge plants, both for the wood sector and for complementary sectors, thanks to the use of high-tech experimentation and simulation tools.

It has **process sales managers** specialising in integrating industrial systems which satisfy customer process requirements.





premium division

configured products and services dedicated to the trade

The **premium division designs and produces** machines and services intended for woodworking workshops and companies which make bespoke products from wood and wood fibre panels. Premium products are distributed through a network of selected dealers.

Premium machines are configured to offer innovative technological solutions, easy to use, providing high performance, reliability, and which are easy to install and user-friendly. The division operates with three brands:



The best global partner for woodworking companies. From L'Invincibile onwards, scm has offered the widest range of machines for machining panels and solid wood. Scm's objective is to guarantee customers high quality technologies which meet their requirements in such a way as to make **scmgroup** the partner to go to for any future needs.



A passion that deserves professional products. The minimax brand offers professional machines, sturdy, compact and user-friendly. Minimax machines easily work any type of wood or its derivatives and guarantee lasting top quality and reliability. From universal combined machines to single-function machines, minimax offers a huge range of products designed to prioritise safety and to protect less expert operators.



Specific products for the Brazilian market. Catering for the needs of the South American market, providing products with specific features. A strong point of the brand is the widespread and highly qualified distribution network.



premium division

configured products and services dedicated to the trade

The division distributes classic, automatic and professional machines through a **partnership with the best dealers in the world**, built on business training, technical assistance training, innovative tools for continuous updating.

These exclusive tools combined with knowledge of the market allow the dealer to successfully meet customer requirements.

The distribution network has 21 branches and more than 350 selected dealers.







The group's company dedicated
to process solutions for a vast range of materials
(advanced materials, plastic, stone, glass, metals, wood).

Cms technologies are aimed at a demanding and varied market
with highly customised solutions in these sectors:
aviation industry, automotive industry, wind energy industry, optical
industry, car industry, boats, furniture and door and window frame industry.

Cms brands:





customer care division

services and spare parts for customers

The **customer care division** offers the support and spare parts management service to customers so that they can get the most out of **scmgroup** solutions, creating a long lasting partnership.

The division operates through two structures: **scmgroup service** (support services) and **scmgroup spare parts** (spare parts management).

scmgroupservice

scmgroupspareparts

The **scmgroup** Customer Care division consists of a team of 500 highly experienced technicians able to offer an extensive range of after-sales services:

- installation
- training courses
- spare parts supply
- telephone support
- remote technical assistance
- on site work
- preventive maintenance
- programming advice



components division

the best components for the industry

The **scmg group components division** has been created to offer the market integrated solutions in the industrial components sector.

The division designs and produces high quality industrial components able to guarantee optimum finished product performance both for group solutions and for the most prestigious industrial groups.

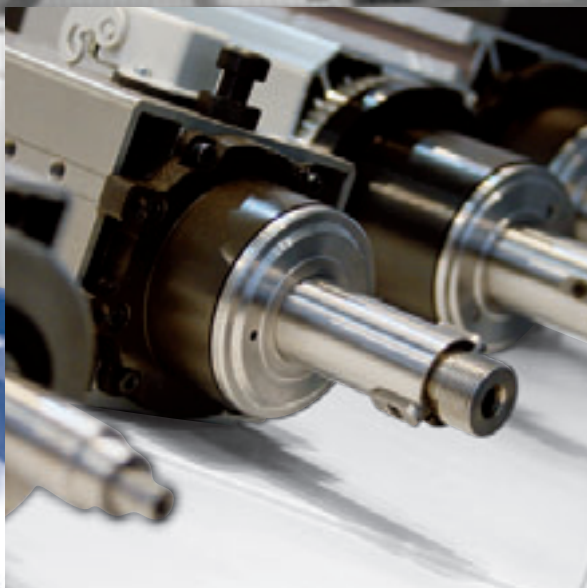
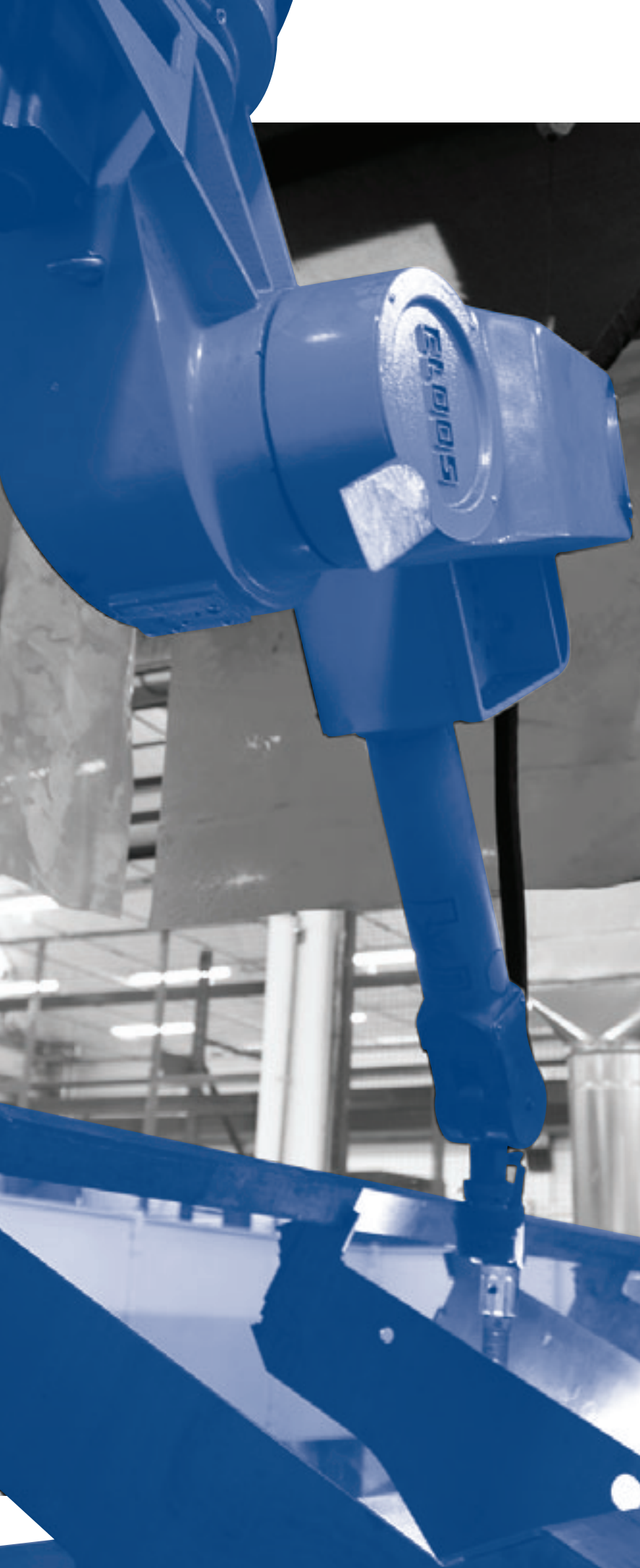
Components division profit units:

scmfonderie dedicated to the production of grey, spheroidal and compacted graphite cast iron castings which are used to make various types of applications, according to specific customer needs.

steelmec dedicated to the production of metal structural work, painting and mechanical machining operations, in particular: welded, painted and machined components, ready for insertion directly in the assembly line; mechanical parts; ground shafts.

les dedicated to the design and construction of electric and electronic equipment, able to offer solutions both in prototyping and consequent industrialisation of new products, and re-industrialisation of existing products.

hiteco dedicated to the production of electro-spindles, boring units, robotised machining heads and worktables.



technological units and profit units

18 factories covering
240.000 square metres

The **technological units** bring together the same kind of product and industrial skills, making the most of synergies. Individually, they design, produce and test the various technological solutions for business units according to three shared strategic lines:

lean production

continually improving production organisation eliminating waste so as to increase the value of **scmgroup** solutions, benefiting the customer;

production efficiency

obtained thanks to organising in specific technological units product assembly by their type;

full integration of the production process

from raw materials to the finished product, through full interaction between the group's various divisions.

The technological units use the **profit units** which design and produce high-tech, high quality industrial components both for group solutions and for the most prestigious industrial groups.

**Monte
Carlo**

DIREZIONE
HEADQUARTERS

technological units factories and profit units

brands

u.t. machining machines boring machines and flow machines for housing	Rimini Rimini Rimini Mariano Comense Sinalunga Vigolzone	     
u.t. panel sizing, sanding, pressing and handling	Villa Verucchio Villa Verucchio Villa Verucchio Villa Verucchio Villa Verucchio Monza	     
u.t. edge-banding and machining centres	Thiene Thiene	 
u.t. handling and systems for insulating materials	Thiene Villa Verucchio	 
u.t. classic machines	Villa Verucchio	
u.t. professional machines	Gualdicciolo, Repub. San Marino	
u.t. scm tecmatic <i>classic and automatic machines for Brazilian market</i>	Sao Bento do Sul, Brasile	
p.u. electrical components	Falciano, Repub. San Marino	
p.u. mechanical components	Villa Verucchio Villa Verucchio	 
p.u. castings	Rimini e Villa Verucchio	
cms <i>machining centres for advanced materials, plastic, stone, glass, metals, wood</i>	Zogno Levate	      



r&d

500 engineers in r&d
365 registered patents

Every year **scmgrou**p invests at least 7% of its turnover in research and development, technology and know-how.

A significant figure to offer customers high performance solutions which set the technological benchmark for the market.

Applied development of new products is guaranteed by the individual divisions and technological units.

The use of an advanced PLM (Product LifeCycle Management) system allows the rationalisation of design through a rigorous process for product development and the identification of shared functional platforms and modules.

Applied development of new products relies on centralised centres of expertise:

csr studies and research consortium

Develops studies and experimentation relating to vibration - acoustic optimisation, safety and operator-machine interaction, energy efficiency, dust reduction and fluid dynamics.

csr is a Highly Qualified Laboratory approved by MIUR - the Ministry of Education, Universities and Research (Italy).

dmc high tech research laboratory

Designs and creates innovative solutions for the use of machines with flexible abrasive in the wood sector and in other sectors.

crif research centre for the casting industry

Supplies experimentation, research, certification and consulting services for the production of castings made of cast iron and other alloys.

sintesi advanced in mechatronics

Develops high performance components and solutions for Motion and Position Control of mechatronics systems



showroom

3000 square metres of display space

A permanent showroom for customers, dedicated to the top **scmgroup** technology at the Rimini headquarters.

The showroom is divided into three interconnected zones:

- display area for machines
- meeting rooms for presentations and training
- gallery of finished products from **scmgroup**'s best worldwide customers

A specialised team of technicians demonstrates the technologies in operation during:

- **technology days** focusing on individual application processes or on brands
- **tech tours** for specific countries and markets
- **purpose-designed demos** during individual customer visits



branches and distribution network

the most impressive
distribution network in the world

- 21 branches
- more than 350 dealers
- 70% export share
- first branches opened in 1972

Branches in Europe

Spain, Barcelona **scmiberica**

Spain, Barcelona **novorex**

France, Vourles **scmgroupe france**

France, Alex **antb cms france**

Germany, Nürtingen **scmgroupe deutschland**

Great Britain, Nottingham **scmgroupe uk**

Russia, Moscow **scmgroupe russia**

Belgium, Bornen **scmgroupe belgium**

Netherlands, Wormerveer **scmgroupe nederland**

Poland, Poznan, **scmgroupe polska**

Switzerland, Horw **scmgroupe etienne**

Romania, Bucharest **scmgroupe romania**

Branches in North America

Usa, Duluth, GA **scmgroupe north america**

Usa, Concorde, NC, **superfici america**

Usa, Caledonia, MI **cms north america**

Usa, Greensboro, NC **dmg**

Canada, Toronto **scmgroupe north america**

Mexico, Guadalajara **scmgroupe north america**

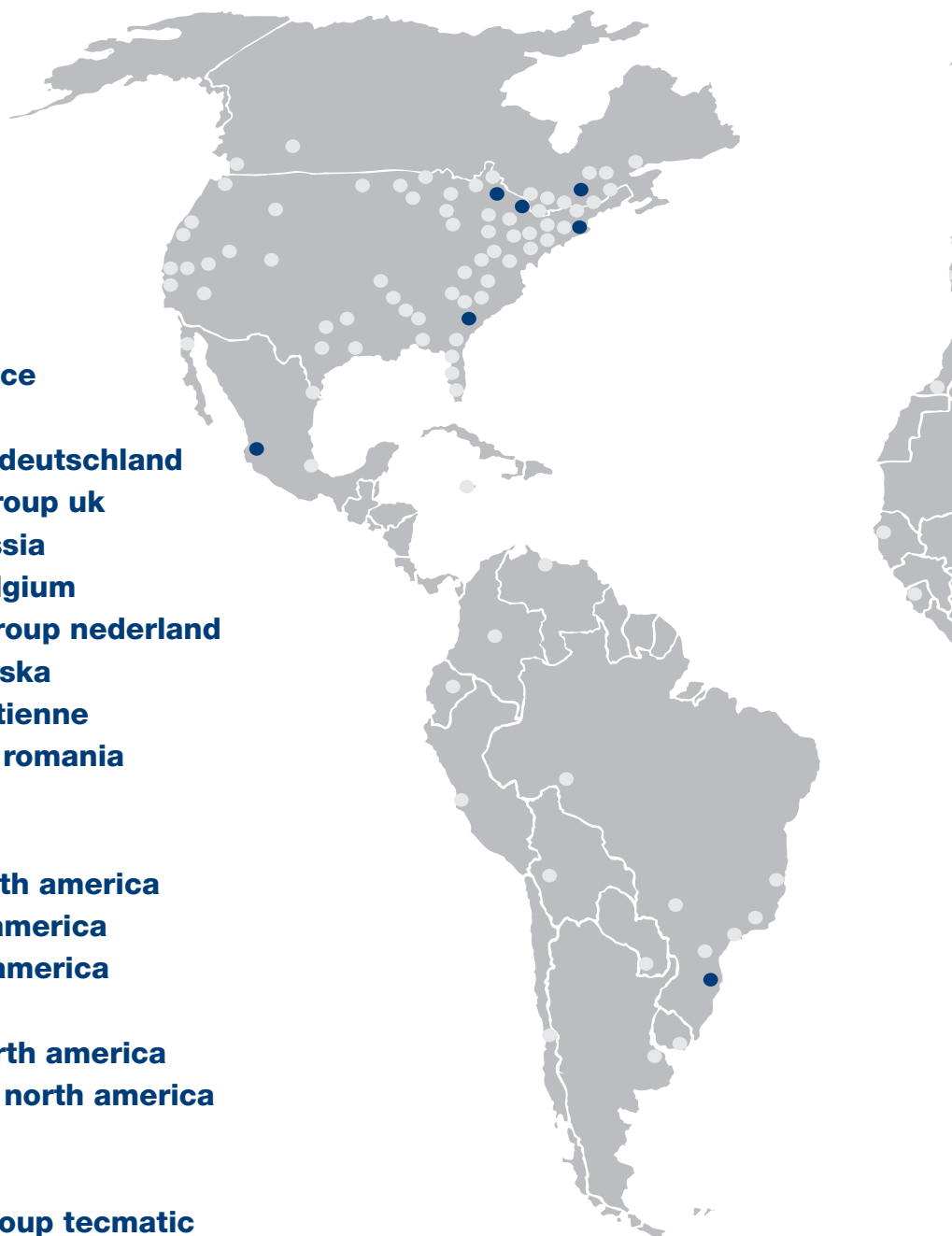
Branches in South America

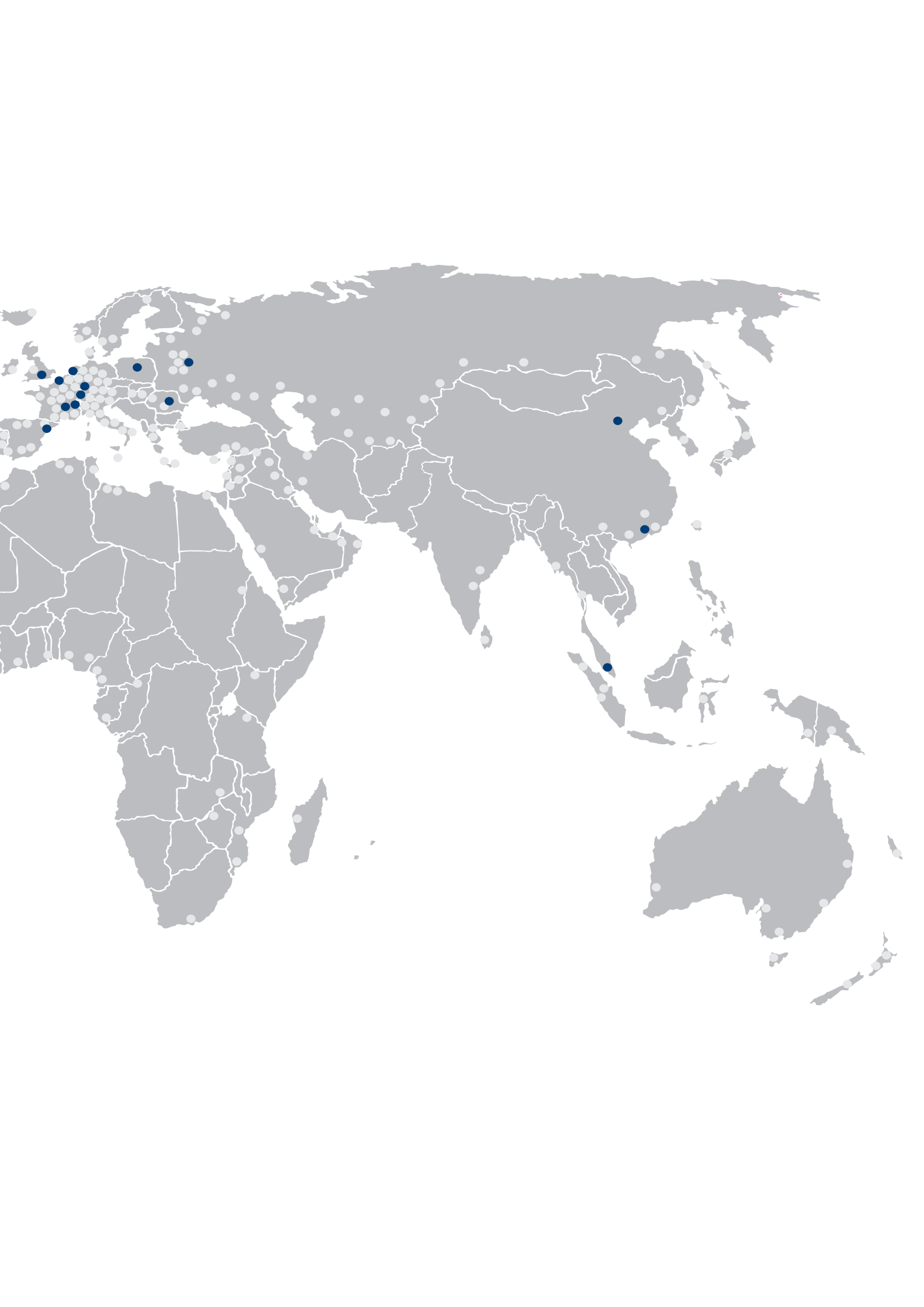
Brazil, Sao Bento do Sul, **scmgroupe tecmatic**

Branches in Asia

China, Beijing and Shenzhen **scmgroupe china**

Singapore **scmgroupe asia**







branches and distribution network

350 dealers and agents

Together with the branches, more than 350 dealers and agents form the most impressive distribution network in the sector.

Solid partnership relationships with dealers guarantee high quality **scmgroup** advice, sales and after-sales services.

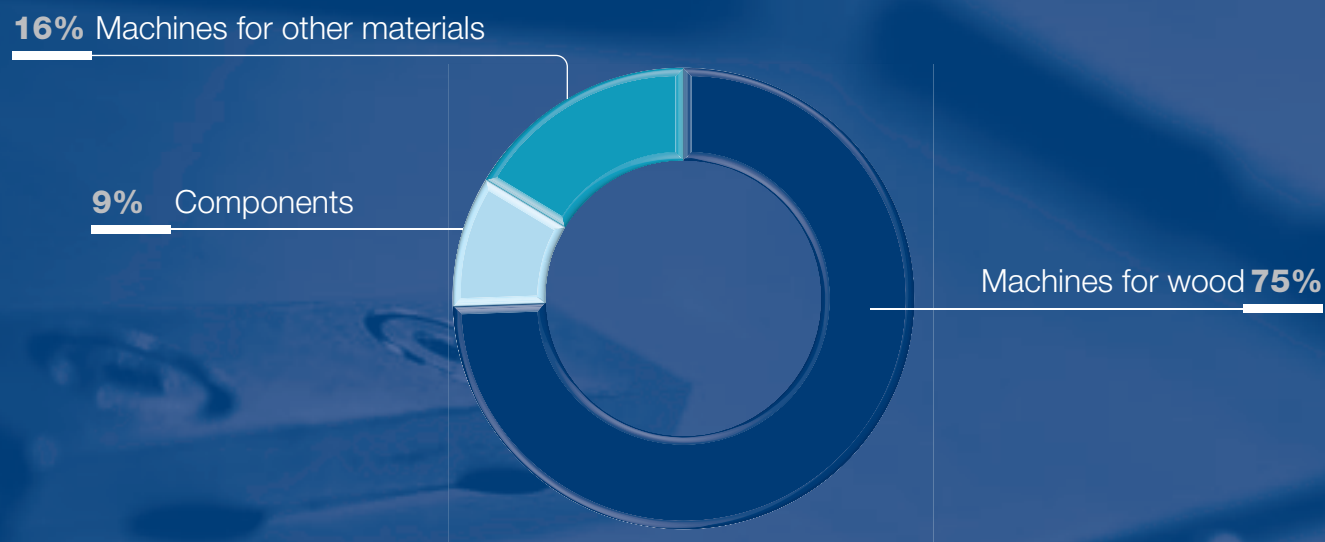
The extensiveness, the direct management of some strategic geographical areas, the continuous training, are the main strong points of the **scmgroup sales network** which guarantees an excellent after-sales service.



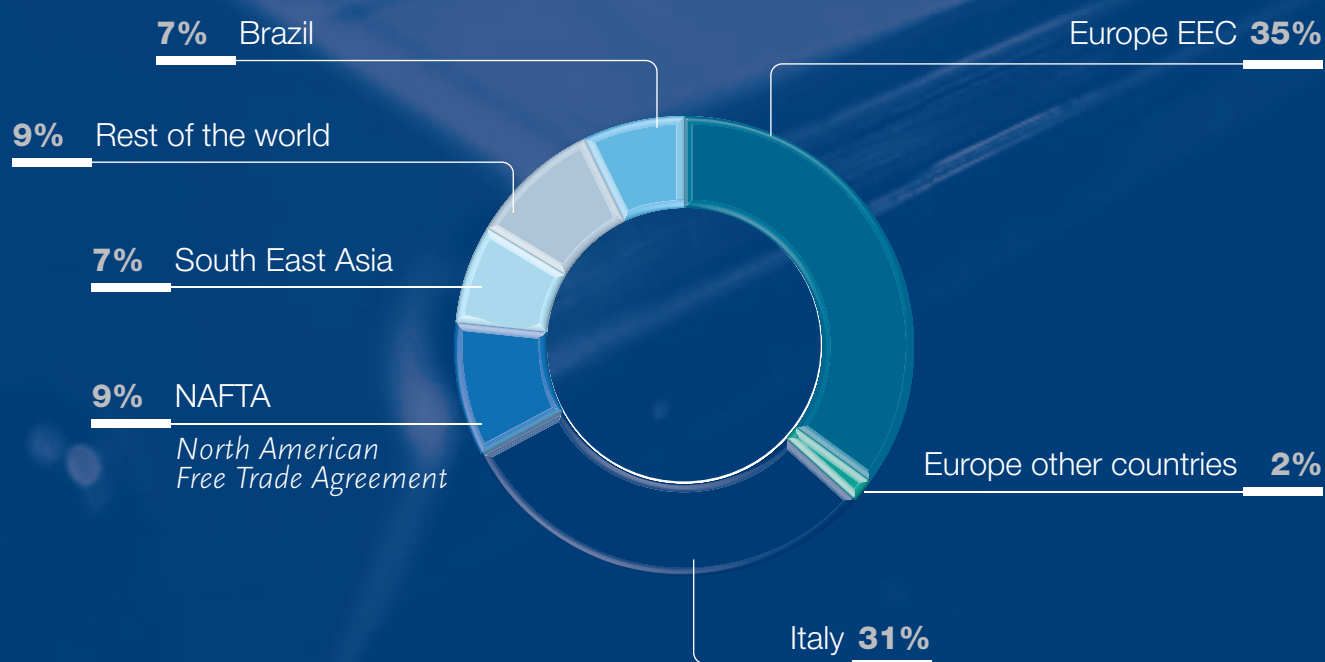
market sectors

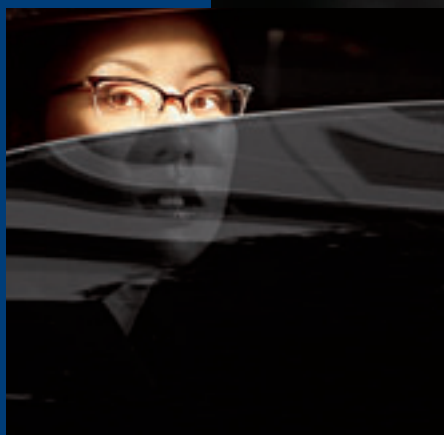
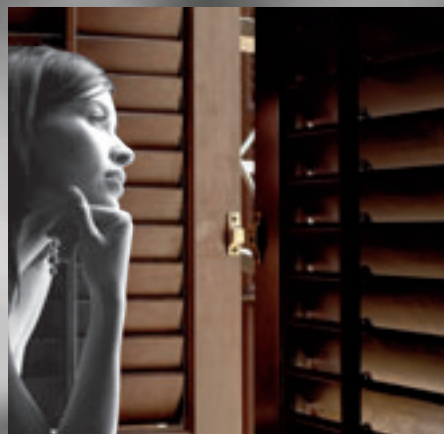
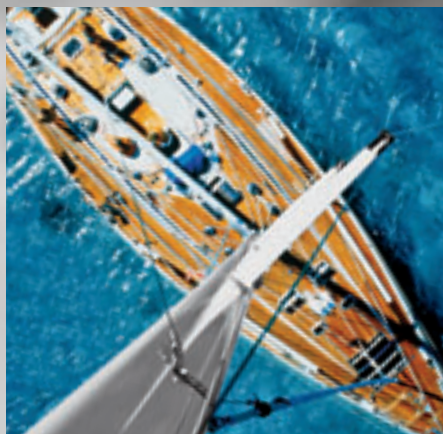
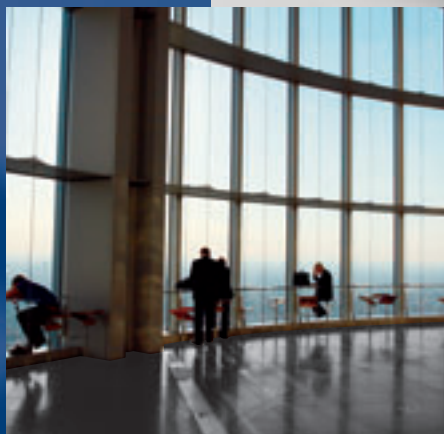
2010 data

A. Market composition **by sector**



B. Market composition **by geographical area**









1
large industrial group
/

18
production sites
/

30
specialist brands
/

21
foreign branches
/

more than **50** years
in business
/

70%
exports
/

350
agents and dealers
/

365
registered patents
/

500
support technicians
/

3.000
square metre
showroom
/

10.000
classic and professional
machines made per year
/

240.000
square metres
of production space
/

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