

# Acquisition of Lafert S.p.A.

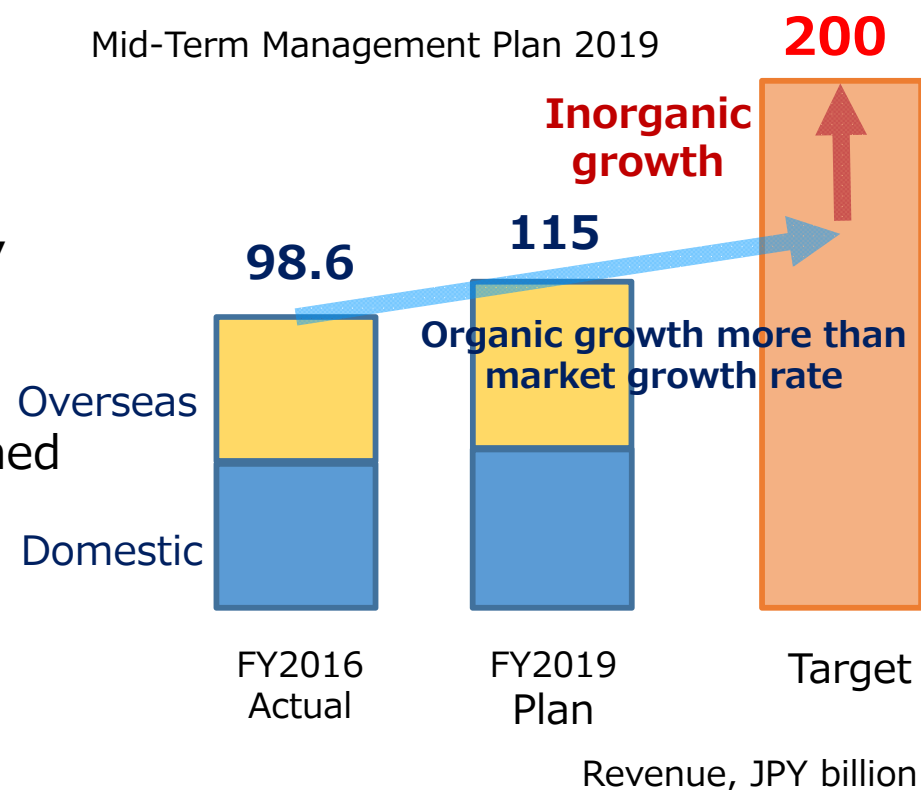
Sumitomo Heavy Industries, Ltd.  
Director, Executive Vice President  
General Manager, Power Transmission & Controls Group  
Toshiharu Tanaka

25<sup>th</sup> May 2018

# Ambition of PTC Group and objectives of the acquisition

## 1) Target of PTC Group

- Aim for 200 billion yen revenue (1.5 billion EUR), focusing especially in overseas market, including inorganic growth
- Robotics/Positioning, Material Handling and Food & Beverage machinery industries in particular are expected to grow, and are defined as priority fields for our business growth.



## 2) Objectives of the acquisition of Lafert

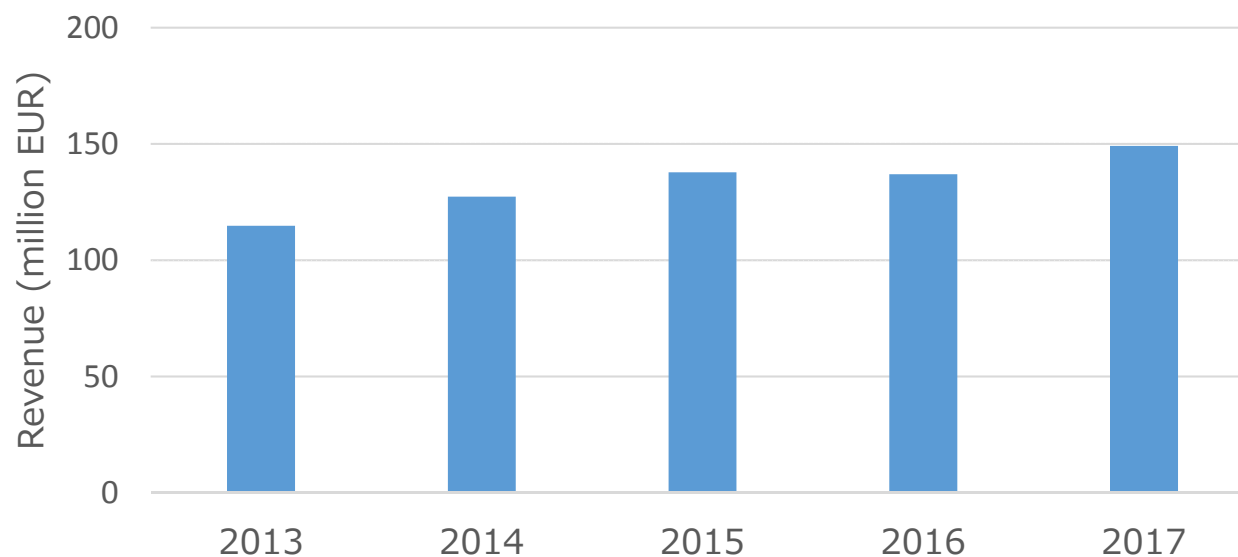
- SHI will be able to reinforce its strategic position in the electric motors industry and machineries electrification, in the first instance, in Europe, which leads both technologies and market trends in the industries above.
- Both SHI and Lafert are expected to expand the product portfolio and to serve a wider range of customers with a more comprehensive set of solutions.
- SHI plans to utilize the technologies derived from Lafert's R&D activities into its products, as well as the supply chains associated.

# About Lafert S.p.A.



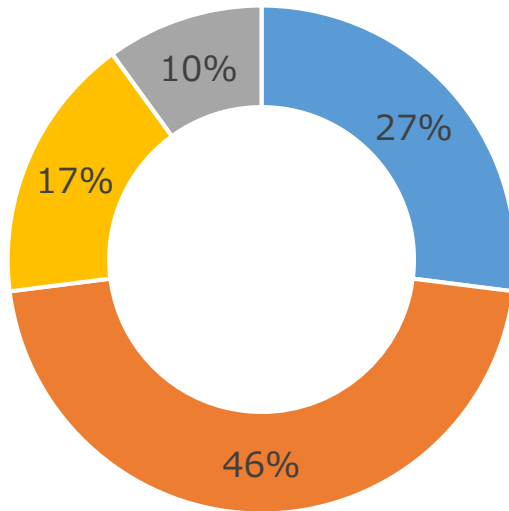
Date of establishment	: 25 <sup>th</sup> October 1962
Address of HQ	: San Dona di Piave, Treviso, Veneto, Italy
Business category	: Sales & Manufacturing of electrical motors and drivers
Listed/Unlisted	: Unlisted
Revenue	: 149.2 Million EUR (FY 2017), EBITDA ratio: above 10%
No. of Employees	: 796 (As of September, 2017)
Factories	: Italy;4, Slovenia, China
Sales offices	: Germany, UK, France, Spain, Australia, Singapore

Lafert Business Performance



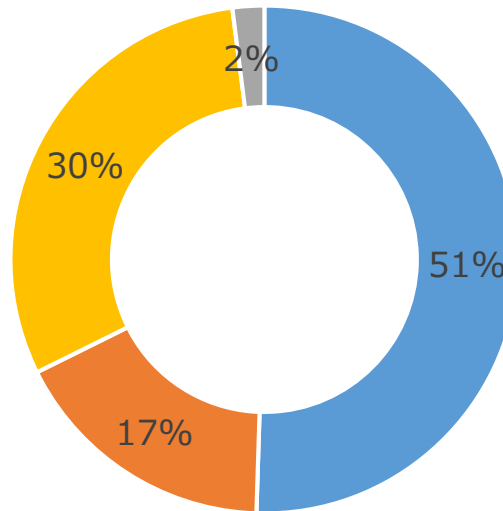
# Revenue by Region, Product and application

## By region



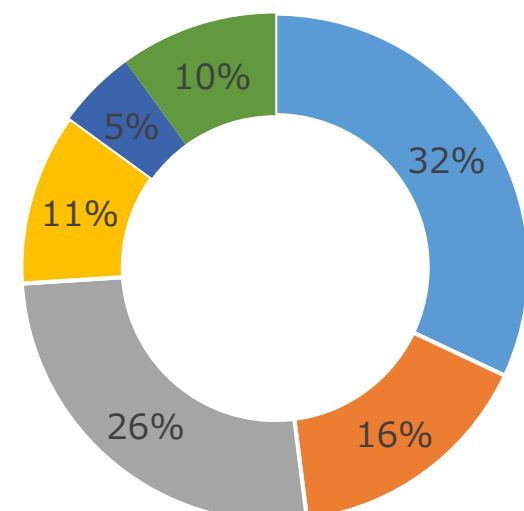
- Italy
- Rest of Europe
- North America
- Rest of the World

## By product



- AC Induction Motors
- PM Synchronous Motors
- Servo Motors & Drivers
- Other Products

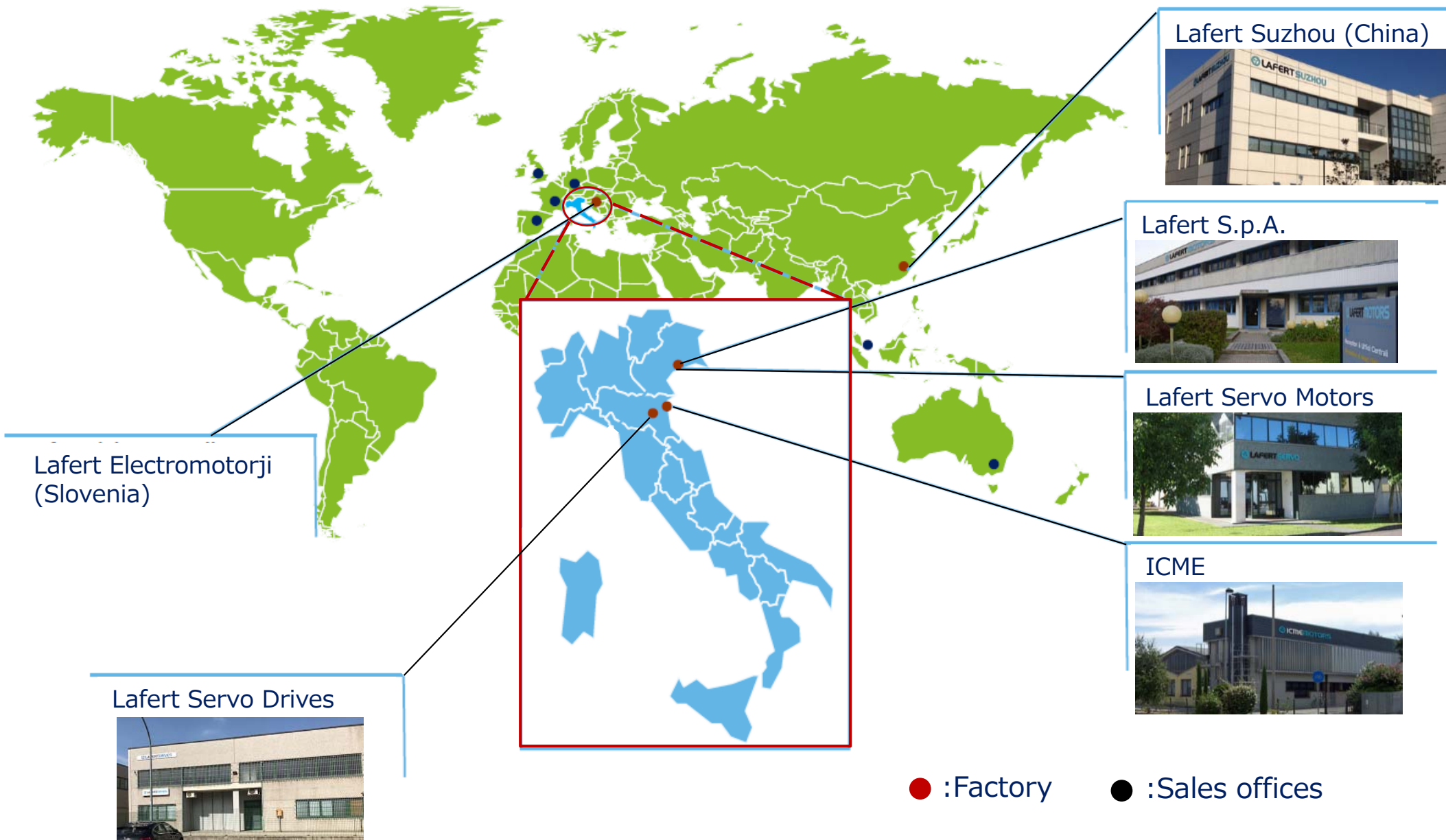
## By application



- Industrial Machines
- Material Handling
- HVAC/R
- Air Technology
- Lifting
- Renewable Energy

Based on sales result in FY 2016

# Factories and sales offices



# Product lineup

## High Efficiency PM motors



IE4/IE5 class  
PM motors



VFD mounted  
PM motors



DD motors  
for fan

## Asynchronous motors



IE2/IE3  
High Eff. motors



1-phase  
motors



Customized  
motors

## Brake motors



Brake motors

## Servo motors



Servo motors



Torque  
motors



## Servo drivers



Servo  
drivers



Battery  
powered  
drivers

## Lift motors



Lift motors

## 1 **Leading technologies of energy efficiency**

- Advanced technologies for Super-Premium Efficiency Class (IE4/IE5)



IE4/IE5 class  
PM motors

## 2 **Compact high performance Servo Motors**

- Sophisticated technologies to realize both high performance and downsizing.
- Technologies & products covering a wide range of industries



Servo motors

## 3 **High and flexible customization capability**

- Customization capability to fit variety of industrial applications and customer requirements



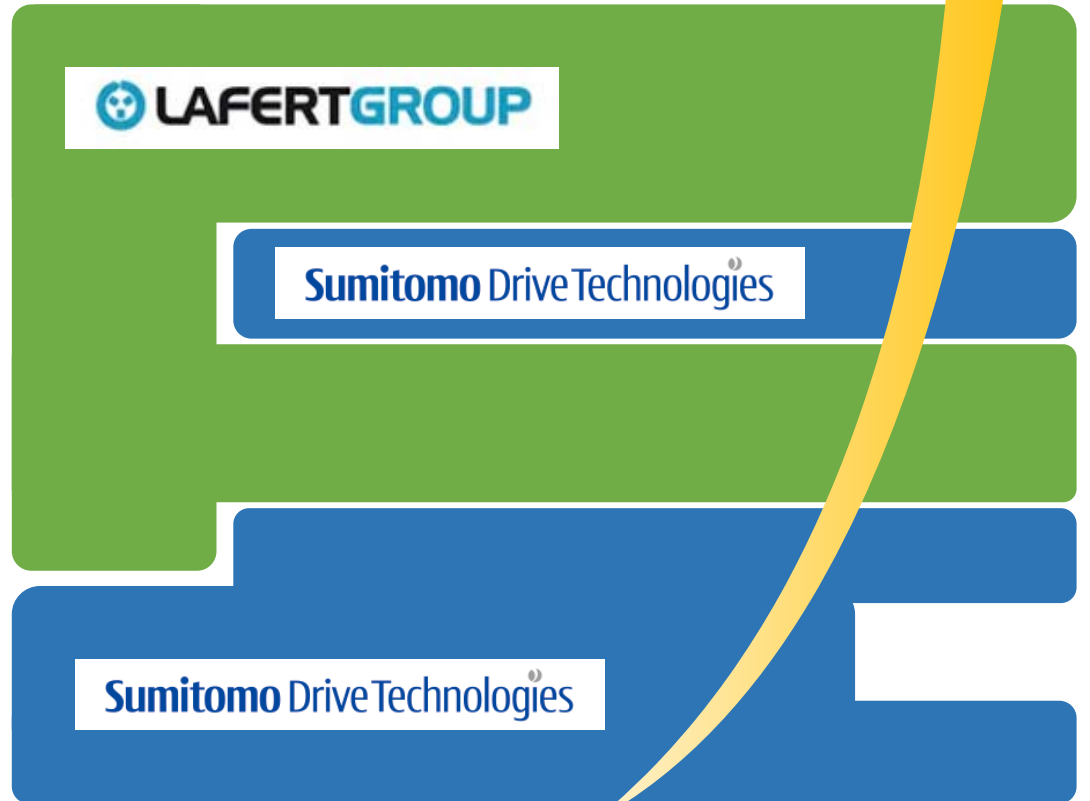
Customized  
motors

# A highly complementary combination

With Lafert's products, PTC expands its portfolio into electrical and control fields.



*Control / Software*  
- Partnership with internal and external resources



0.01kW

1kW

10kW

100kW

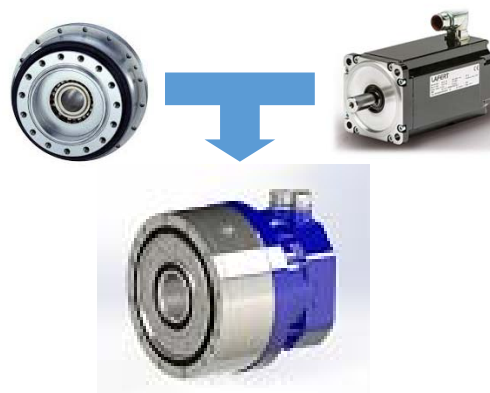


# Synergies in target industries

PTC and Lafert have highly complementary technologies and products which will bring competitive solutions with unique sales points.



IE4/IE5 Class PM motors  
& High-eff. Gear Motors



Integrated zero-backlash  
servo actuators



Compact servo gear  
motors (Ex. For AGV)

## *Energy Efficiency*

**Pump, Fan,  
Compressor**



**Energy**



**Material  
Handling**



**Robotics,  
Positioning**

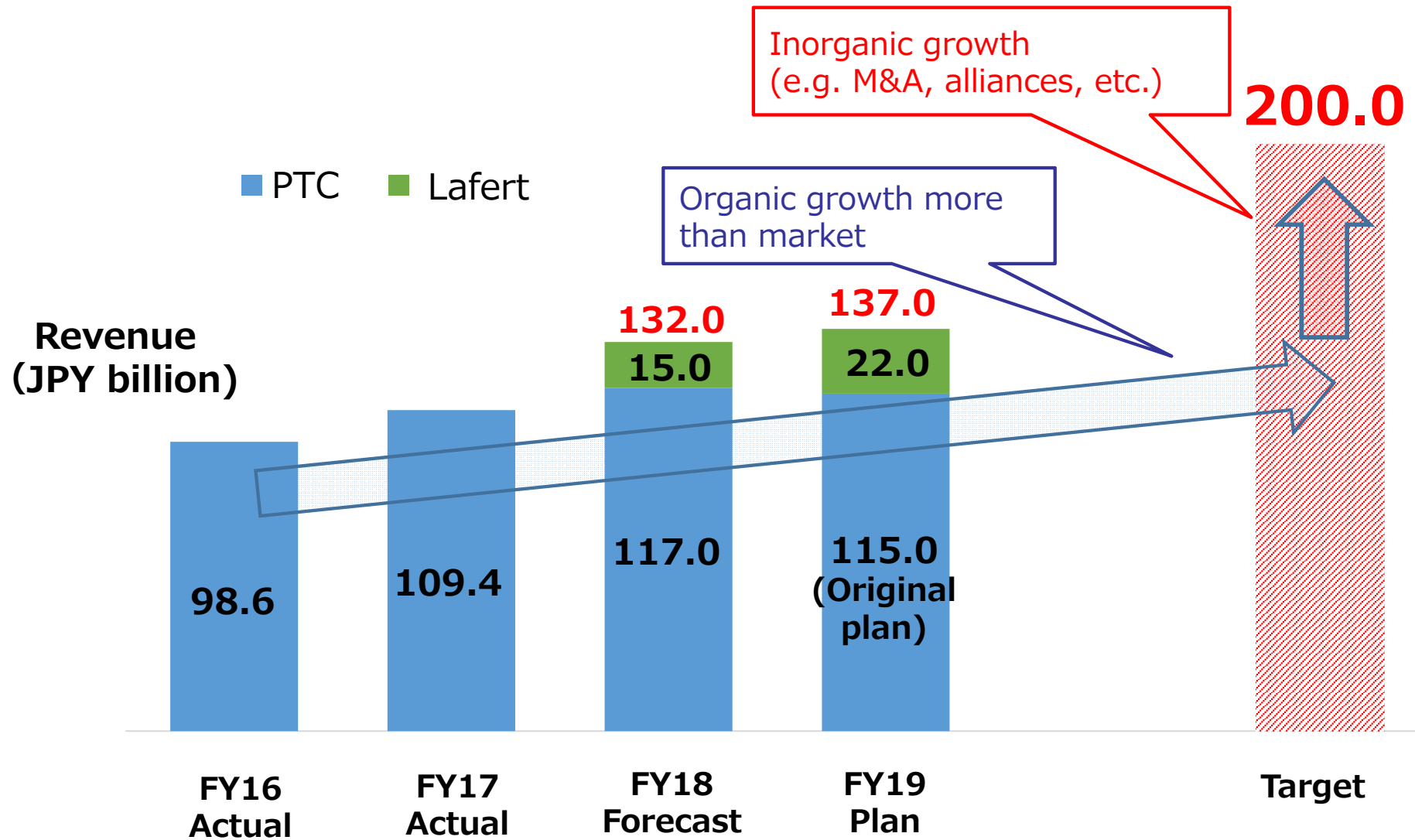


## *Automation*

**F&B machinery**



# Growth target after acquisition



Ex-rate 1EUR = 130JPY

9 months of Lafert FY18 sales will be consolidated.

2018

25<sup>th</sup> May : Signing of Share Purchase Agreement

By end of June : Closing (Scheduled)

July-December : PMI (Post Merger Integration)  
(Scheduled)



All forward-looking statements regarding the company's future performance are based on information currently available to Sumitomo Heavy Industries and determined subjectively. Future performance is not guaranteed and all information related to future performance contained herein is subject to changes in business environments.