Leader of pneumatic components.

METAL WORK PNEUMATIC

# A global company.

## Metal Work is a global company that is close to its customers anywhere, anytime.

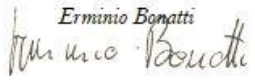
Just like energy from the sun or the Earth that turns on its axis, the great forces of nature cannot always be seen but they are everywhere. In the same way, Metal Work operates in Italy and worldwide providing experience and quality in every component.

# Looking to the sky.

| | |
|---|---|
| **1967** | Erminio Bonatti founded Metal Work as a one-man company |
| **1974** | Establishment of Metal Work S.p.A. |
| **1982/83** | The first Italian and foreign subsidiaries were born |
| **1992** | ISO 9001 certification |
| **1998** | Establishment of the Metal Work Holding S.p.A. Group |
| **2000** | ISO 14001 certification |
| **2002/03** | First acquisition of a manufacturing company in Italy and in Europe |
| **2005** | Go live SAP R3 |
| **2006** | Opening of a branch in China |
| **2007** | OHSAS 18001 certification |
| **2008** | Launching the Kaizen project |
| **2011** | Opening of a branch in Russia |
| **2013** | Launching the ELITE project |
| **2015** | Opening of the new Metal Work S.p.A. production site |
| **2018** | ISO 45001 certification |
| **2019** | Acquisition of American Cylinder Co. |
| **2021** | Establishing a company in Singapore |
| **2022** | Acquisition of AR Vacuum Technology and establishment of Eurocomp Holding |
| **2023** | Publication of Sustainability Report |
| **2024** | Integration of the new Artificial Intelligence chat on the company website |

The Metal Work adventure starts in 1967 with the production of rapid connections for compressed air systems. It is the story of a company that, from nothing, has been capable of building something big, reaching results at world level. With more than 600 workers in their Concesio (BS) factory and more than 800 people making up the Italian and overseas sales oganisation, today we are among world leaders in the automatic air system sector.

***"We work together for a purpose. There's nothing that can't be done better today than yesterday."***




METAL WORK PNEUMATIC

# Leader numbers.

**61**
filiali
*subsidiaries*

**850+**
prototipi testati ogni anno
*prototypes tested every year*

**1.380**
prodotti speciali creati ogni anno
*special products manufactered every year*

**44.000 m²**
di superficie
*of floor space*

**500+**
utenti SAP
*SAP user*

**70**
specialisti dedicati
*dedicated specialists*

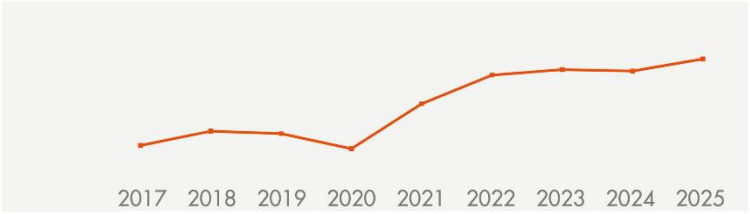
**320**
persone a contatto diretto con il mercato ogni giorno
*people in direct contact with the market every day*

**300**
utenti CRM
*CRM user*

**11.000**
ore di formazione
*hours of training*

# Leader numbers.

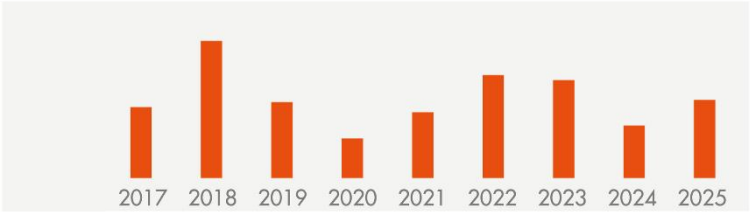
## SALES




| | 2017 | 2018 | 2019 | 2020 | 2021 | 2022 | 2023 | 2024 | 2025 |
|---|---|---|---|---|---|---|---|---|---|
| VENDITE SALES | 180.062 | 193.244 | 190.966 | 177.007 | 218.564 | 245.065 | 250.206 | 248.829 | 260.000 |

*Data shown in thousands of Euro

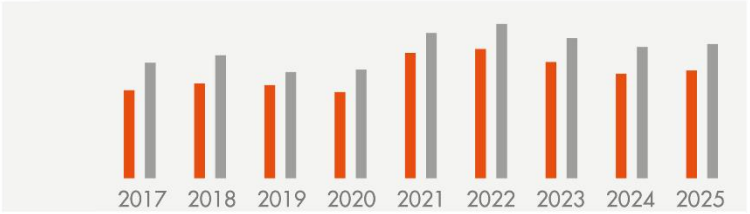
## CAPEX




| | 2017 | 2018 | 2019 | 2020 | 2021 | 2022 | 2023 | 2024 | 2025 |
|---|---|---|---|---|---|---|---|---|---|
| INVESTIMENTI CAPEX | 13.094 | 25.332 | 14.024 | 7.283 | 12.119 | 19.017 | 18.086 | 9.679 | 14.400 |

*Data shown in thousands of Euro

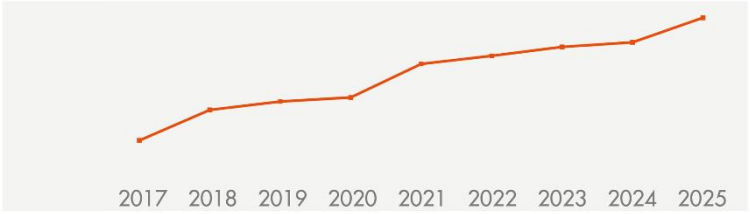
## NET CASH FLOW - EBITDA




| | 2017 | 2018 | 2019 | 2020 | 2021 | 2022 | 2023 | 2024 | 2025 |
|---|---|---|---|---|---|---|---|---|---|
| NET CASH FLOW | 21.662 | 23.347 | 22.909 | 21.227 | 30.880 | 31.821 | 28.609 | 25.726 | 26.531 |
| EBITDA | 28.445 | 30.286 | 26.132 | 26.735 | 35.782 | 38.010 | 34.509 | 32.297 | 33.052 |

* Data shown in thousands of Euro

## EMPLOYEES




| | 2017 | 2018 | 2019 | 2020 | 2021 | 2022 | 2023 | 2024 | 2025 |
|---|---|---|---|---|---|---|---|---|---|
| PERSONALE EMPLOYEES | 1.038 | 1.151 | 1.182 | 1.197 | 1.321 | 1.351 | 1.384 | 1.401 | 1.492 |

# We do things in style.

Some of our subsidiaries

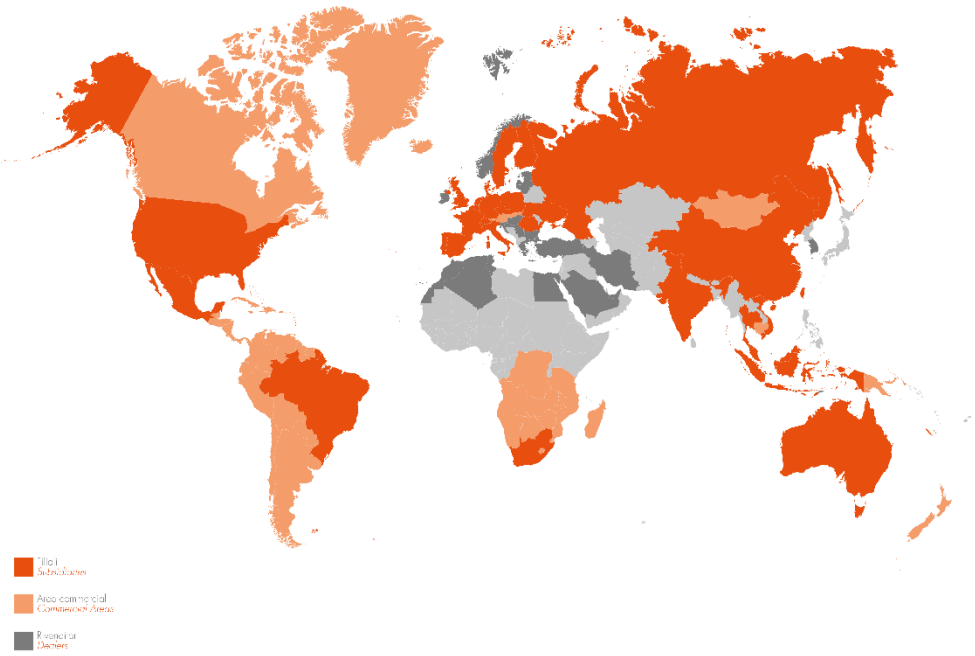
## Our products can be found in Italy and abroad thanks to 61 subsidiaries offering an efficient and capillary pre- and post-sales service.

Product quality and a dynamic sales organisation are the basis on which Metal Work founds its leadership, allowing the group to satisfy all possible requests regarding automation systems.

# The Metal World.

## Our subsidiaries in the world

| | | | |
|---|---|---|---|
| Australia | France | Poland | Sweden |
| Belgium | Germany | Portugal | Switzerland |
| Brazil | Holland | Romania | Thailand |
| China | India | Russia | Uk |
| Czech Republic | Indonesia | Singapore | Ukraine |
| Denmark | Malaysia | South Africa | Usa |
| Finland | Mexico | Spain | Vietnam |



## Our subsidiaries in Italy

| | | | |
|---|---|---|---|
| Bari | Lecco | Novara | Treviso |
| Bergamo | - Varese | Parma | Verona |
| Bologna | Mantova | Prato | Vicenza |
| Brescia | Modena | Rimini | |
| Cremona | Monza Brianza | Torino | |

# The Metal World.

Handling

ALFA MECCANICA®

*since 2001 - Italy*

Hydraulic-pneumatic

FLUID FORCE

*since 2005 - Italy*

Automation machines and systems

METAL WORK® AUTOMATION

*since 2011 - Italy*

NPT actuators

American®

*since 2019 - USA*

Vacuum

AR

*since 2022 - Spain*

Hardware and software

Signal ELETTRONICA INDUSTRIALE

*since 2025 - Italy*

# The mission.

## To be a leader, first of all you must be aware of the responsibilities deriving from your work.

At Metal Work we call this awareness Lean Thinking that aims to attack the waste throughout the value chain and through the continued involvement of people, increase flexibility and competitiveness.

# Kaizen philosophy.

**RESULTS**

Improvement in one's own work

Savings in energy, material, and other resources

Improvement in the working environment

Improvements in machines and processes

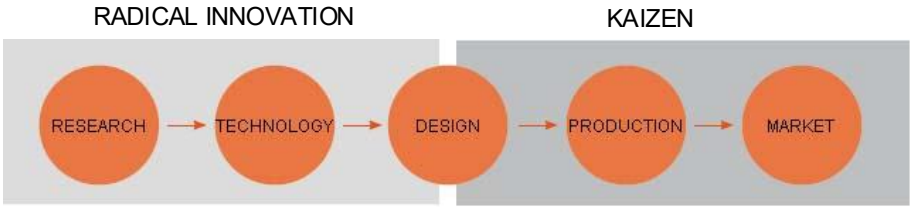
Improvements in office work

Improvements in product quality

Ideas for new products

Customer services and customers relations

Reduction of waste in all company activities




Our method is based on the introduction in our company of the continuous improvement culture originating from the Japanese KAIZEN management philosophy.

Kaizen is based on the fundamental principle of this 'philosophy': "Energy comes from below", or more precisely on the understanding that a company's results are not due exclusively to decisions at management level, but also from the work carried out directly on products and processes. Management therefore assumes a new role, not so much linked with hierarchy as with the guidance and support of those directly involved in production and other operations that contribute to the company's activities.

# Technology and environment.

## Long ago we identified an important factor of development in the low environmental impact of our products.

This allows us to achieve winning results by respecting the environment of every country in which we operate. ISO14001 certification for Environmental Management Systems is the proof of how, from 2000 onwards, our company has been a leader in the research and development of technologies that respect the environment.

# The certifications.

ISO 9001 ISO 14001 ISO 45001

## Recognition of the quality of our work and the certification of our management systems are, first of all and for all of us, a moral undertaking

For this reason, since 1992, Metal Work has been certified according to the ISO 9001 standard, added to which the ISO 14001 Environmental Management in 2000.

In 2007 Metal Work followed up with the OHSAS 18001 standard, guaranteeing a Workers' Health and Safety Management System to match the company's level. In 2018 Metal Work moved from OHSAS 18001 to ISO 45001.

All our certificates have been issued by the German Certifying Body DEKRA ITS, accredited by DAkkS.

# The products.

ACTUATORS

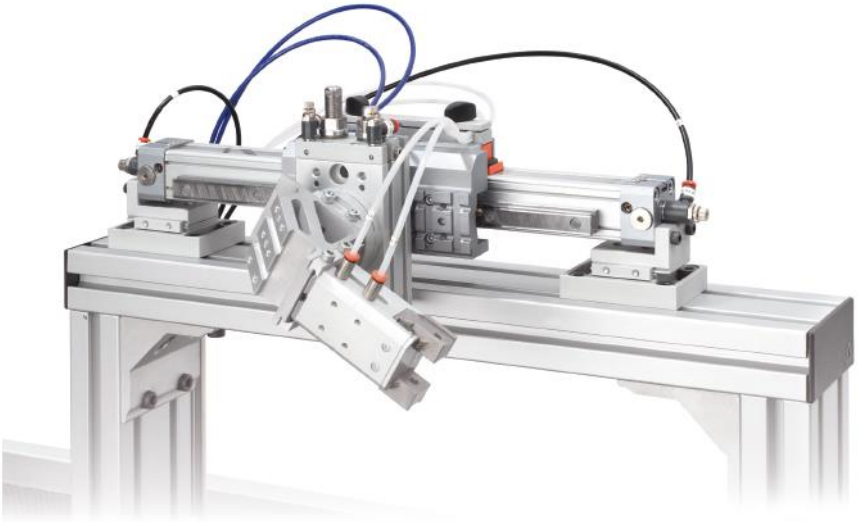
DISTRIBUTORS

UNITS

FITTINGS

ACCESSORIES

Quality above all: from design to production, we follow every single piece to ensure perfect movement.



# The factory.

44,000 $m^2$ of precision and quality in our production plant:
this is where the movement starts.

METAL WORK PNEUMATIC

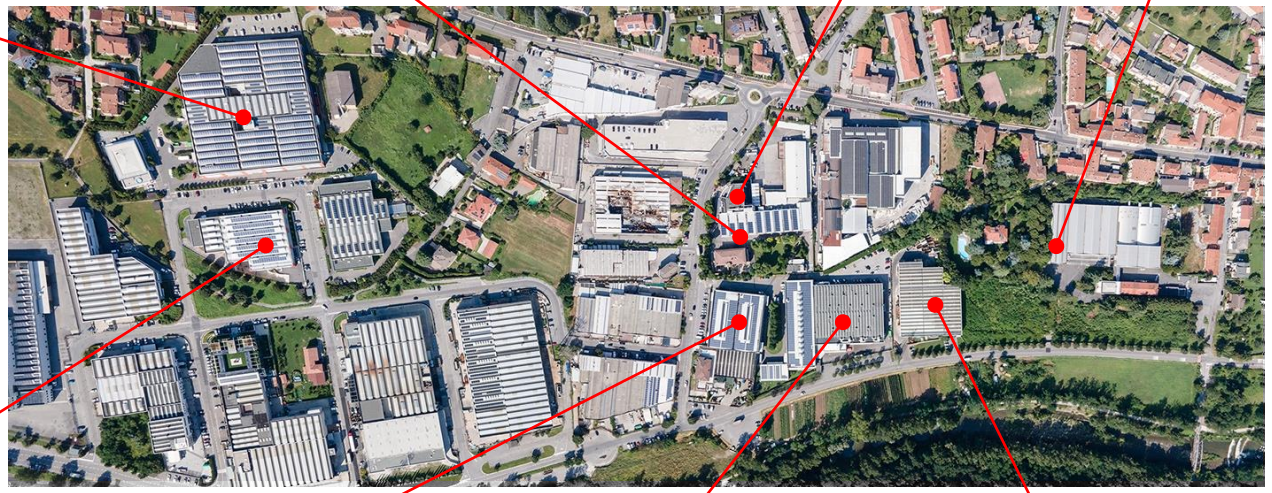
# The factory.

Logistics area
2016

Original starting nucleus
1967-1974

Management offices
2001

New acquisition area
2020



Production area Tecnopolimeri
2021

Production area
1980

Production area
1990

New acquisition area
2023

# Training future.

We dedicate 11,000 hours a year to training our staff, in the conviction that this is the true competitive advantage of the future.

In a mature and global market that is saturated, where all competitors are able to propose complete offers that look more and more alike, the only true added value consists of human assets and relative skills at all levels.

# The Metal Work Gallery.

Thanks for your attention