



## PREDICTIONS FOR 2025

### Gabriele Moretti, President of Saima Sicurezza and Saima Meccanica, gives his thoughts

“2024 was a year of great changes for Saima Sicurezza and Saima Meccanica - he said - Both companies achieved the generational transition by appointing new Boards of Directors made up of the children of the founding partners. In a period of immense change in the political, social and industrial world, it was time to look to the future of our businesses and time to get involved by bringing a wind of change to the companies. This is just the beginning of our continuing business: at a time that we could define as a “perfect storm”, our companies are safely navigating towards the goal of growth and sustainability, said the Chairman. In the past year, Saima Meccanica consolidated its positions on international markets and, despite the difficulties in the automotive sector, it maintained its market positions and achieved significant international recognition. I would like to congratulate Vincenzo Scoscini for Saima Meccanica’s prestigious participation in the world championship of professions - the famous WorldSkills, which took place in Lyon, France. Saima Sicurezza has invested heavily in technological innovation, designing new industrialised products that will be announced in early 2025. This will be a very important breakthrough. It is going to give us the opportunity to present ourselves on international markets with customised but standardised products, allowing us to improve performance both in terms of delivery times and profitability. We also consolidated partnerships with key Italian companies and this allowed us to offer not only products but complete solutions in the Mass Transit and Airport sectors. In 2024 we installed the Vasari Gates, designed by Pininfarina, in many of the largest stations in Milan, (for example S. Donato M3 and Duomo M3),



with a great media impact. For 2025 we have high expectations for both companies. Saima Meccanica will further consolidate its positions in international markets and Saima Sicurezza will continue its growth. With regards to AI, which is a very hot topic right now for every company, I can say that this innovative technology is experiencing a phase of great development in every sector. As a result, we will see a further acceleration in a world that is already moving at incredible speed, so much so that it is said that AI itself has already been surpassed by Augmented Intelligence. The Saima Group is working on AI for internal use, experimenting with systems to optimise the after-sales processes, and has implemented AI algorithms with a neural network installation in its gates for the counting and uniqueness of people passing through. We are ready to face the new year with renewed enthusiasm and commitment and I offer my very best wishes to partners, employees and collaborators, both in Italy and throughout the world, for a fantastic 2025!”

*Gabriele Moretti, President of Saima Sicurezza and Saima Meccanica.*

**Gabriele Moretti**

## EVEN IN FRANCE YOU WIN WITH SAIMA MECCANICA

The last WorldSkills, held in Lyon, France, was a huge success.

The event that we can now call, without hesitation, the “Olympics of Skills” has reached its 47th edition: an event that involved **1,500 participants and 1,400 experts from over 65 countries** who, for 5 days, were challenged to excel in many “skills”.

As happened at the last Olympic and Paralympic Games in Paris, the event was enhanced with an opening (and a closing) ceremony, attended by the President of the Republic, Emanuel Macron. The success obtained by WorldSkills is also certified by the fact that, in terms of importance and recognition, this event was second only to the actual Olympics... the sporting event. For the most part, the teams of “champions of professions” are formed by young students at professional/vocational schools who have tried their hand at the most “disparate” professions and include: hairdressers, craftsmen and women, shoemakers, body shop mechanics, chefs, metal workers, carpenters, florists, mechanics, opticians, floor and tile designers, mechanical designers, welders, robotic system programmers, upholsterers etc.

The aim is to challenge each other with “feats of skill” and to bring home a medal. The WorldSkills Italia team was made up of very capable, highly motivated young people this year.

Naturally, since the profession of **body shop mechanic** could not be left off the list... **Saima Meccanica** also played a leading role

Thanks to the important collaboration with our French agent, Patrick Cinson.

*They're writing about us...*

### Saima Meccanica from Arezzo innovates painting booths and grows by 15%

*“In 2023, the company recorded revenue of 21 million euro, 90% from exports. It grew by 15% in 2024 thanks to foreign markets such as the USA, Japan, France, Portugal, Spain, the Czech Republic and Poland.*

*Innovation is always on display in Frankfurt, because Automechanika Frankfurt has always been the most important European event for automotive after-sales. The event showcases plant innovations in painting bodywork, including those in the direction of eco-sustainability, systems to protect the health and safety of operators, and the ways of customising a booth.*

*Saima painting booths are installed on every continent. “The combi-*

*nation of technology and customisation has allowed the company to establish itself as a world leader in the sector.”*

*(excerpt from an article by Silvia Pieraccini, T24 Il Quotidiano Economico Toscano)*



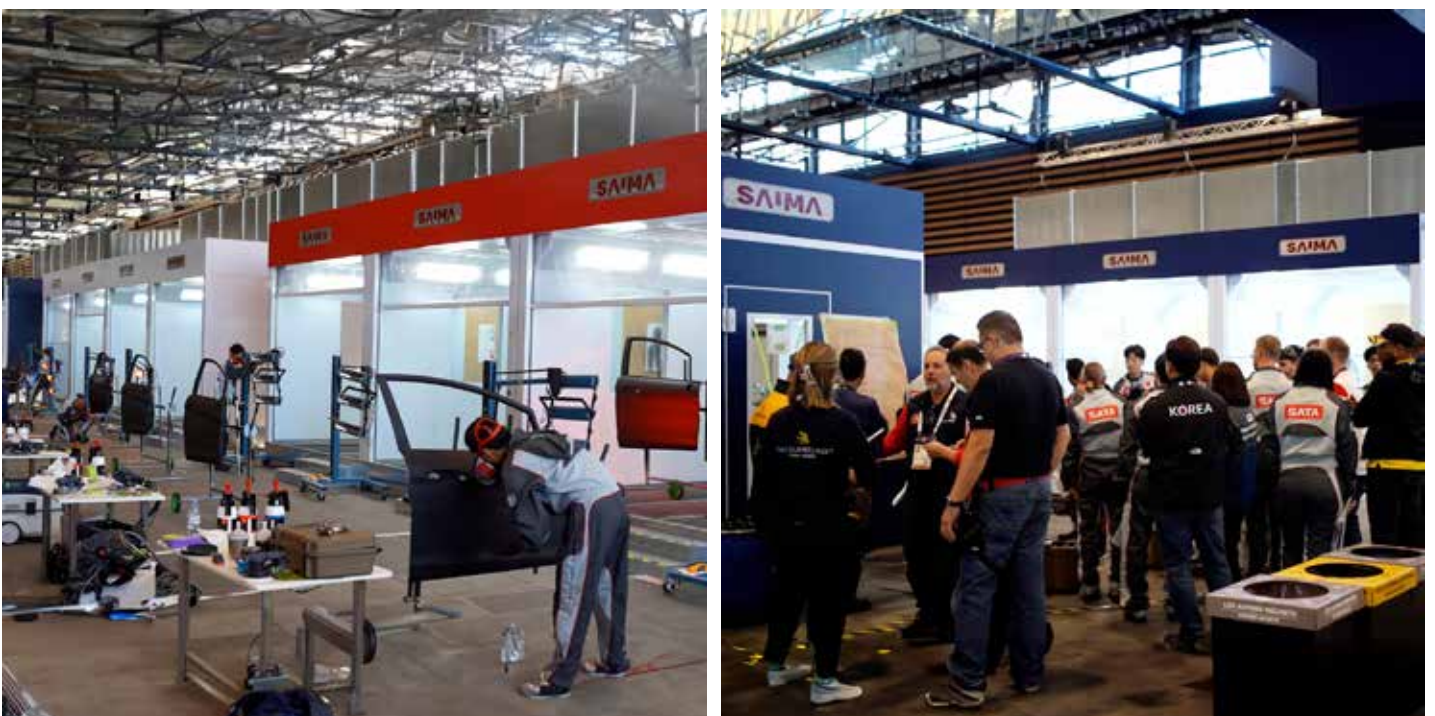
## PRESIDENT EMANUEL MACRON ATTENDS THE LATEST WORLDSKILLS, THE WORLD CHAMPIONSHIP OF PROFESSIONS



*Photo: Saima mini-booths, displaying the colours of the host country (blue, white and red)*

Our project was judged the best for professionalism, innovation and value for money. We supplied **12 mini paint booths** and **3 Kleen boxes** for paint preparation and we are one of the official sponsors as suppliers.

It was an honour to be considered and to be invited to contribute to the event: it was an exhilarating experience that has given us enormous visibility worldwide.



*Everyone at work at WorldSkills*

## SAIMA SICUREZZA TAKES THE AWARD: MOTOR ITALY TUSCANY MF ITALIAN LEGAL RATING

In the beautiful setting of Villa Fagan in Florence, Saima Sicurezza received a well-deserved Award.

It is a three-star Saima Sicurezza that received the important recognition of “legality”. An approach that has been developed through the Italian Competition Authority (Antitrust) and which our company began as an approach in 2018 with the recognition of “Legality”, achieving the maximum score in 2019 with the implementation of the Organisational Model. This is also thanks to Erica Canocchi who has been involved for years with the implementation and development of the necessary new protocols. So Saima Sicurezza is constantly evolving and predisposed to improvement. A commitment that has been constant for five years and that has led us, with satisfaction, to share the values in which we believe with employees and key stakeholders. Saima Si-

curezza received the award thanks to the way it operates in compliance with high standards of legality and transparency, which means not only a way of working but also a way of being. Receiving the award was the founder of Saima S.p.A., Paolo Moretti, who briefly spoke about security for banks, 360° access control, as well as turnstiles for the Rome and Milan subways. Mr Moretti spoke proudly of the Generational Change, where, naturally - he said - “The best managers to run the Saima Group are our children: there is incredible synergy between them. Transparency, Social Responsibility and Governance - continued Mr Moretti - are not just words, but our mantra and our way of being and our way of maintaining the interpersonal relationships between us”. In Tuscany, Saima Sicurezza is one of the companies that drives the country and we are extremely proud of this. In addition to the awards for



Photo: Paolo Moretti receives the award for Saima Sicurezza SpA.

# MOTOR ITALY THE COMPANIES THAT DRIVE THE COUNTRY

other deserving companies, which took part in the event, there was a streaming round table and one of the speakers, Cristina Squarcialupi, updated us on Arezzo's important goldsmith sector. It was a great recovery - the one that took place in 2022-2023 - with sales growing significantly. Our sector - said Squarcialupi - is driven by exports, (11 billion in export revenue), with a great boom in Turkey. In Italy, our sector, she concluded, boasts the largest certified companies.

Which is all good news for Tuscany, where the resilience of so many of our great companies has made it possible to overcome, honourably, a number of great crises: Lehman Brothers, Covid, wars and inflation.

**It will not be a coincidence, then, if Tuscany were to have grown by more than 6% on the international market.**



## COSA OFFRIAMO

- ★ VERIFICA REQUISITI
- ★ REDAZIONE DEI DOCUMENTI NECESSARI
- ★ PRESENTAZIONE DOMANDA
- ★ INTERLOCUZIONE CON AGCM
- ★ ASSISTENZA INFORMATIVA SUGLI SVILUPPI GIURIDICI DELL'ISTITUTO
- ★ ASSISTENZA AMMINISTRATIVA PER LA DURATA DI 24 MESI SU TUTTI GLI ASPETTI INERENTI IL RATING DI LEGALITÀ

PUNTA AD OTTENERE IL MASSIMO PUNTEGGIO E LA MASSIMA ASSISTENZA CON MF ITALIAN LEGAL RATING

CONTATTI: INFOMFILRATING@CLASS.IT



*Photo: with Cristina Squarcialupi (UnoAerre) discuss the state of the goldsmith sector.*

## OUR SAIMA MECCANICA TRADE SHOWS

Saima Meccanica continues to make itself known around the world, thanks to the reliability of its products and the innovative solutions that are sensitive to both cost and sustainability, two aspects which characterise every model produced.

From Europe to the United States, our staff meet historical importers and new customers at the most important trade shows, where our stands are among those most visited.

In chronological order, the Frankfurt Trade Show and the SEMA Show in Las Vegas saw us stand out as one of the leading companies most attentive to the needs of both the market and the environment. A tour de force between continents that still certifies how the presence of our brand really knows no boundaries.

### In Frankfurt



*Photo: our stand in Frankfurt, an important meeting point for dealing with customers and importers which has been very successful.*

### In Las Vegas

Innovation and the latest trends have always characterised the SEMA Show in Las Vegas. This is the most important event in the *automotive* sector - perhaps the most famous trade show in the world - which welcomes hundreds of thousands of visitors each year. A unique showcase for everyone operating in the automotive after-market sector.

And so it was Las Vegas where the Saima Meccanica Director, Vincenzo Scoscini, landed and where we, naturally, joined up **with** Accudraft (**SAIMA of North America Inc.**), our historic North American importer and leader in the Painting Plants market. Our two companies have collaborated for more than forty years and continue to do so with the second generation of our respective partners.



*With Accudraft in Las Vegas.*

## OUR SAIMA SICUREZZA TRADE SHOWS

Saima Sicurezza continues to participate in international trade shows in order to present its product range, which meets the growing need for security. From access control for institutions and banks to access control for buildings and airports, to the world of transport... for every need there is a solution, analysed, targeted and implemented. Saima Sicurezza has always been committed to meeting the most important operators in the sector and is always open to discussing collaborations, such as the one with Al maviva.

Security from one end of the world to the other which will see Saima engaged in 2025 too, because - as you know - we always have to be ready for new... adventures and at any latitude.



**Middle East Rail** is definitely the most important industry event, as well as the longest-running one, for transportation, railway technology, innovation and strategy in the Middle East, North Africa and South Asia. Al maviva and Saima Sicurezza, an increasingly close collaboration for a "Made in Italy" solution that enhances our reputations across the world.

*Photo: a scene from the trade show.*



At **Innotrans** too, Saima Sicurezza, in collaboration with **Al maviva's Moova** platform, presents its models specifically designed for the transport sector.



An exceptional traveller in **Berlin**, in front of the Vasari model: the President of Saima Sicurezza, Gabriele Moretti.

## In Arezzo, SAIMA DAYS with SAIMA SICUREZZA

Many visits to Saima Sicurezza, as always: old and new customers or new technicians “**to be trained**” in the installation of our products. But also to take stock of the latest news or to take a look around our showroom: there are so many reasons to visit our company.

From Cyprus, we present **7 A Emporio LTD**, who we'd like to thank for taking the opportunity to personally visit our headquarters and view the showroom, as well as, of course, for attending our Training Course reserved for technicians of our new customers.

*Photo: in our headquarters together with the delegation from **7A EMPORIO** (owner and technicians), we see Alessandro Righi, far left (After Sales Department Manager) and Nuge Oguzcan (who, from Turkey, is now a key part of our International Sales Department).*



Among our visitors is a representation from the **CBI (Central Bank of Iraq)**. With our engineer, Soderi, an in-depth meeting to talk about our products was requested by the visitors to this country where the issue of security, for various reasons, is always high on the agenda.

*Photo: a scene from the meeting with the **Central Bank of Iraq**, centre, our engineer Soderi, “deus ex machina” at this important moment of discussion.*



## In Arezzo, SAIMA DAYS with SAIMA MECCANICA

Wherever there is a large fleet of vehicles, Saima Meccanica's painting systems are increasingly present. Our **importers** and **new customers**, as well as **distributors**, regularly visit our headquarters. A mutual exchange of ideas and a discussion which are repeated over time and which are an integral part of our success.



Among our most important guests, **Samuel Guinard**, the coach and organiser of the French team that achieved so much success at the last WorldSkills. We thank him for the trust he has placed in our production for such a long time.

*Photo: Samuel Guinard together with the large delegation from Saima Meccanica that welcomed him.*



A welcome visit from the **United Arab Emirates**, with our importer **BHT**.

Asia is an important market for Saima Meccanica, where the presence of our brand has been increasing constantly for some time. With Salvatore Antonucci, a tireless traveller and the Sales Manager for that area, also Vincenzo Scoscini and Paolo Moretti.



Not just security in **Côte d'Ivoire**, where our airlock access systems have already been installed for some time. The host looking after our importers, Vincenzo Scoscini, General Manager of Saima Meccanica, presents the latest news for body shop mechanics. We would like to thank the company, **Horus**, for the interest showed, including in our painting systems.

# Did you know that...?

With **Daniela Mori**, (President of the Supervisory Board) and **Claudio Vanni** (Head of External Relations) Are you the COOP?

“Because COOP says no to gangmaster systems, irregular employment and exploitation!” Daniela Mori’s words are more significant than the slides shown in the room. It is she who talks to us - not surprisingly - about the various “campaigns” organised by UNICOOP Florence. For those unaware, UNICOOP Florence is much more than a supermarket, with 113,722 members and 8,648 employees, 110 sales points, 2.9 billion in sales, with over 700 local suppliers. People - said Daniela warmly - are the most important thing to us, because we want to be promoters of cultural and social change with campaigns and actions in favour of people and the environment. **And it is she who controls and certifies the supply chains of COOP-branded products.** Claudio Vanni, on the other hand, is the “king of communication”, editor of “**L’Informatore**” (The informer), which is printed in 600,000 copies. An evening with the Fiesole Rotary Club in Florence where there was talk of cultural and social projects that increasingly put people at the centre and of which COOP Florence is a promoter and key player.



*Dalila Mazzi and the pianist Giovanni Nesi during the “Musica in Fabbrica” event in Prato.*

In Prato, **Dalila Mazzi**, entrepreneur and **President of UnionCamere Nazionale** invited us to an extraordinary concert: “**Musica in Fabbrica**” (Music in the factory). In one of the warehouses of the company, Rifinizione Nuove Fibre, (Montemurlo). For charity, 500 people participated, in absolute silence, in what was a beautiful concert, in a location where work and music celebrated **Giovanni Nesi**, considered “unique” in today’s piano scene. Giovanni Nesi, unable to use his right hand due to focal dystrophy (a rare disease), produced an excellent performance of Bach, Schuman, Puccini and Bellini, with extraordinary and enviable skill. Many pro bono associations and local authorities attended the evening, which was truly a great success of friendship and solidarity.

# Did you know that...?



Photo: **Chiara Tilesi**, and, to the right, **Manila Peccantini, President of the Fiesole Rotary Club** and promoter of the evening.

From Florence to Hollywood, director and producer, **Chiara Tilesi**, arrived as a guest of the Rotary Club Fiesole, chaired by **Manila Peccantini**. The famous Italian director and founder of the production company, “**We Do It Together**” introduced her social commitment on an international level. Chiara Tilesi, with her film, “**Tell it like a woman**” received an Oscar nomination. The President, Manila Peccantini, introduced the famous professional, now based in Los Angeles, to the Rotary Club members. “I went to America when I was 18 - explained Tilesi - to study cinema and I immediately understood the enormous power of the media in shaping the cultural DNA of society. Hence the desire to create socially relevant cinematographic-cultural products, such as the first film “All the invisible children” (2005), dedicated to child victims of exploitation, which featured directors such as Spike Lee and Ridley Scott. The production company, “**We Do It Together**” was established in 2015. It has an international character and is committed to the fight against all forms of violence against women, in which many well-known Italian celebrities and famous people also took part. “We collaborate a lot with the **United Nations** and **international organisations**, working towards ending sexual, physical and psychological violence against women” explained Tilesi, bearing in mind that even in many areas of the world, that we call democratic, like the United States, injustices against women still occur. In Italy, unfortunately, the phenomenon of femicide is a pervasive social problem.

Great success for the 1st edition of **Rotary Run Italia**, a recreational “fun run” with two routes, a 10km route at your own pace and a walk of about 3km, in order to be easily accessible to everyone. An event, organised by the **21 Presidents of the Rotary Clubs of Tuscany** and introduced by the President of the Municipal Council, Cosimo Guccione. An event that was organised



to raise funds for the purchase of a minibus for the “**Il Ritrovo**” Sports Association. A volunteer initiative that combines sport and solidarity in Florence, a city that has always accepted pro bono challenges with great sensitivity. A round of applause, of course, to all the Presidents of the various Rotary Clubs who got involved, ensuring the success of this important event, after which everyone felt a bit tired but much happier.

# A pinch of Tuscany...

## At the Palazzo Gondi with Dario Fabbri

At the **Palazzo Gondi**, a meeting with history. An invitation from Studio Ambrosetti with the extraordinary intervention of the journalist, **Dario Fabbri**, analyst, geopolitician and director of the monthly geopolitics magazine, "Domino". So young and so brilliant, Dario Fabbri is a kind of "Sgarbi of geopolitics" but, with much more "tact", grace and style of unparalleled competence. His latest book, "**Sotto la pelle del mondo**" (Under the skin of the world) says a lot about the fate of many peoples. Today, the splendid hall of the Palace can be used to hold this type of event, with loud applause and questions from all the entrepreneurs present.



"Depression is typical of all empires - so says Fabbri - and Americans, according to him, are deeply depressed today: hence the very high mortality rate due to opioid overdoses in the United States. Americans have discovered that they are not as loved in the world as they thought and that is why they are so prone to "depression". With a pindaric flight and with enormous historical expertise plus a hint of healthy irony, Fabbri talked about many topics. Whoever wins the election - said Dario Fabbri - will represent a great country but a country, simultaneously, very closed in on itself. Another topic, the war in Ukraine: what is going to happen? Dario Fabbri argues that the greatest nonsense is Putin's war, because this problem has existed in Ukraine for at least three centuries. The Russians say that the Ukrainians do not exist, because they are Russians who just do not speak the Russian language that well, but they are Russians nevertheless. Putin's dictatorship is suffered by the Russian people, but let's not forget that it is Russia that created Putin! Fabbri, moreover, argues that the Russians,

even if they win the tactical war, are already losing the "strategic" one. Russia - today - has become a minority partner of the Chinese system. But the Russians cannot always be "the pageboys of China". They were convinced that they would find "Russians" in Ukraine! This was the error of Putin's war. Because speaking the same language does not mean being the same people! This is the big error that Putin is paying with everyone's skin. But we have to mention a bit of the history of this ancient Florentine palace.

Built by Giuliano Gondi the Elder in 1490, the Palazzo Gondi follows the tradition of the great Florentine palaces. It is interesting to know that Leonardo da Vinci once lived there and it is said that he painted the Mona Lisa here. Today, the **Palazzo Gondi** is one of the few historic Florentine palaces that still belongs to the descendants of the family. It is in Piazza S. Firenze and Via de' Gondi separates it from the Palazzo Vecchio. "The Gondi family - says **Vittoria Gondi** with pride - descends from the Filippi family which Dante mentions in the Paradise, among the oldest inhabitants of Florence, so much so that they were invested with the title of "**Cavaliere**" by Charlemagne. You dive into the history of Florence when you walk through the rooms of this ancient palace, where you can always discover Tuscan history, as unforgettable as it is enviable.



*Photo: Dario Fabbri, Vittoria Gondi and Orietta Malvisi Moretti.*