

# Company Presentation

2023



# Our Vision & Mission



Best supplier of EOAT solutions & innovative technology leader.



Complete smart and modular gripping solutions for global automation.



## ABOUT GIMATIC

Founded in 1985 and headquartered in Brescia, Italy, Gimatic is a global supplier of pneumatic & mechatronic automation components, vacuum components and EOAT.

**Product offering :** Handling, plastics, sensors, vacuum & mechatronics components

Sales in 2022 is around **€ 60 M**

**15 subsidiaries** worldwide

Number of **employees: +300**

It invests big part of its annual turnover in **R&D**

## MOLDS



## EOAT



## HOT RUNNERS



## CONTROLS



# Barnes Group

**67%** Industrial Segment

**33%** Aerospace Segment

**1** HQ location

**65** Sales Locations

**46** Manufacturing Locations

**OVER 160 YEARS** of history

**5.000** people worldwide

**Barnes Group's Molding Solutions and Gimatic Businesses Offer Complementary Plastics Processing Technologies**



## Our company



**+38**

years of innovation



**+200**

tailor-made solutions



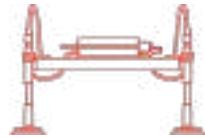
**+2.000.000**

items produced per year



**+180**

patents registered



**+3000**

EOAT installed per year



**+4.000**

products on the catalogue



**+1.700**

products vacuum



# Our history

**1985-1986**

**Foundation as component specialist**

- Company foundation, focus on automatic handling (1985)
- Creation of the first pneumatic gripper and filing of first patent (1986)

**1987-2002**

**Expansion as a component specialist**

- Entering in the electronic sensors market (1987)
- Relocation to new headquarters (1997)
- Entering in Special Handling market, focusing on the production of sprue grippers, vacuum cups, pneumatic nippers and air hands (2001)

**2003-2012**

**Change of business model to an integrated solution specialist**

- R&D process optimization (time to market reduction)
- Expansion of commercial network through new foreign affiliates
- Release of first mechatronic products (2012)

**2013-2018**

**Expansion as integrated solution specialist**

- Opening of the first commercial branch in Novara (Italy) (2003)
- Relocation to current headquarter, designed to allow 50% capacity increase without any additional overhead (2008)
- Majority stake acquired by AGIC Capital (2016)

**2018-2020**

**Barnes acquisition**



- The American technologies and industrial products supplier, Barnes Group, completed the acquisition of Gimatic. Barnes Group Inc (NYSE: B) is a global provider of highly engineered products, differentiated industrial technologies, and innovative solutions.

**2021**

**New vacuum division**

- Gimatic widens the product portfolio through the launch of the new vacuum division (suction cups, vacuum pumps and sensors).
- The main targets are differentiation of the applications markets beside the automotive sector (pharma/medical, packaging, food & beverage, wood, metal sheet,...), the completion of the EOAT components range manufactured internally by Gimatic and the extension of the sold products to the already acquired customers.

**1985**

**1986**  
EUR 2M

**1987**   **1997**

**2002**  
EUR 9M

**2003**

**2008**

**2012**  
EUR 20M

**2013**

**2017**  
EUR 42M

**2018**

**2020**

**2020**  
EUR 50M

**2021**

**2021**  
EUR 59M



## HEADQUARTER

Roncadelle\_Brescia



**5.000 MQ**

Existing manufacturing site

**+15.000 SMQ**

New manufacturing site



## MANUFACTURING

Bagnolo Mella\_Brescia

**8.000 MQ**

Existing manufacturing site



## Manufacturing sites

In addition to the **headquarter of 5.000 smq** in Roncadelle (Brescia), we have a **manufacturing Plant of 8.000 smq** and **more than 70 CNC machining centres**, where we are able to work every material, starting from both bar and the fusion: stainless steel, tempered steel, aluminium, titanium, technopolymers and zamak.

The Site is in Bagnolo Mella (Brescia) it is specialises in turning, milling and in precision mechanical details production, made to design.



## HEADQUARTER

Roncadelle\_Brescia\_Italy

## MANUFACTURING

Bagnolo Mella\_Brescia\_Italy

## SUBSIDIARIES

### EUROPE

Italy, Slovenia, Croatia, Italian Switzerland  
**Gimatrade Srl**

Germany, Austria, German Switzerland, Netherlands, Belgium (Flanders)  
**Gimatic Vertrieb GmbH**

Spain, Portugal  
**Gimatic Iberia**

Turkey  
**Gimatic Otomasion Ticaret AS**

Czech Rep., Slovakia  
**Gimatic Czech rep. S.r.o.**

Romania, Serbia  
**Gimatic Sisteme RO Srl**

Poland  
**Gimatic Polska**

France, Luxembourg, Belgium (Wallonia), French Switzerland  
**Gimatic France EURL**

Denmark, Iceland, Estonia, Finland, Sweden, Norway  
**Gimatic Nordic Ab**

Competence Center for Europe  
**Gimatic Balkan**

United Kingdom, Ireland  
**Gimatic UK**

Bulgaria, Macedonia  
**Gimatic Bulgaria**

### EXTRA-EUROPE

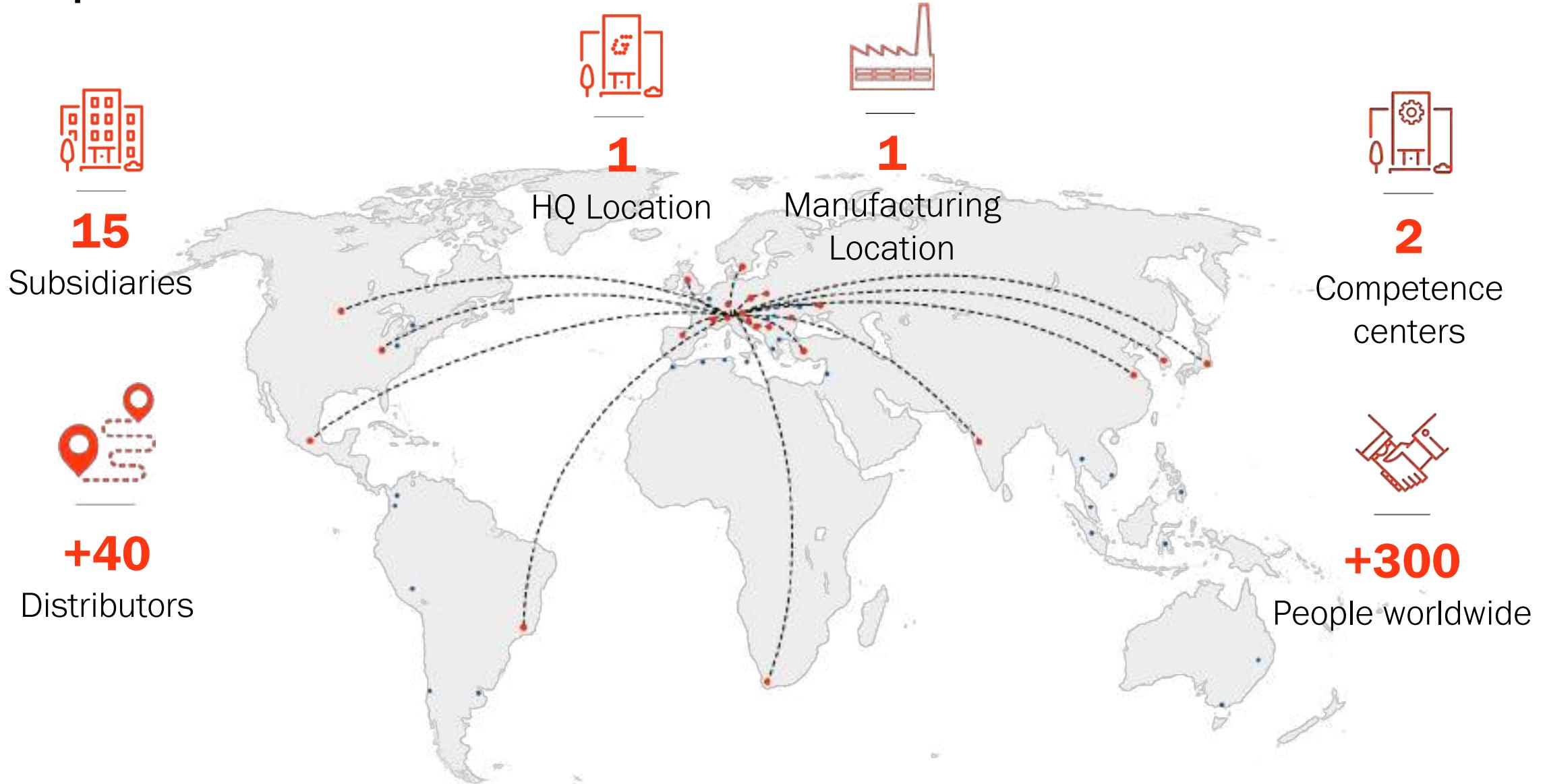
USA, Canada, Mexico  
**Gimatic USA**

China, Taiwan, Asian Competence Center  
**Gimatic Automation Engineering Co. Ltd**

India  
**Gimatic Automation India Pvt**



# Global presence





# Industries



## Automotive

EOAT to handle interior and exterior automotive parts as well as on board customized sensors.



## Tooling Automation

Pneumatic or electrical grippers and tool changers to suit industrial Robot & Cobot.



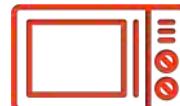
## Pharma & Medical

Certified products for cleanroom applications in severe environment too.



## Factory Automation

The traditional mix of slide units , grippers and rotary actuators for the mostly typical industrial applications.



## Home Application

Light weight EOAT specified to handle home appliance plastics parts.



## Food&Beverage

Solutions and materials food grade approved for the food industry.



# Vacuum industries



## Automotive

Specific components for car and body assembly applications, as well as moulding lines for press departments.



## Pharma & Medical

Solutions for compact and light clean rooms, with conveyable discharge.



## Wood

Suction cups with high wear resistance and perfect for handling the porous and irregular surfaces. Vacuum pumps with integrated blow-off that are dust tolerant typical of the sector.



## Logistic

Custom projects with the use of 3D printing technology to meet the needs of clients.



## Plastic

Full range available for the sector. Vacuum pumps can be integrated in EOAT, extremely light, compact and complete with integrated configurations. Suction cups do not leave any marks and are tolerant to high temperature.



## Metal sheet

Suction cups with high grip and high shear strength to handle irregular sheets, even in the presence of oil.



## Packaging

Full range of high-performance polyurethane suction cups and FDA-approved for handling flow-pack, cartons and unpackaged food.



## Glass

Anti-halation suction cups, suitable for regular, irregular/curved surfaces.

# Our products



**+70**

## ROTARY UNITS

pneumatic and electric



**+150**

## QUICK CHANGER

electric or manual



## GRIPPERS

parallel, angular, expansion, one-finger with pivot, one finger linear, magnetic, radial, 3-jaw, 3 jaw electric, parallel electric, radial electric, angular electric



**+450**

## PROFILES AND BRACKETS

modular clamping system



**+200**

## SENSORS

magnetic, inductive, ultrasonic, optical, shock, laser, multi-sensor tester, accessories, mold monitoring, accessories



## NIPPERS

air nippers

**+80**



## LINEAR ACTUATORS

pneumatic

**+200**



## OPTIONS

compensation kit, fittings, accessories, power supplier/converter



**+1.700**

## VACUUM

cartridges, pumps, suction cups, switches, suspensions, suspensions with brake, filters, angular joints



**+15**

## KIT ROBOT

dedicated robot kit for UR and TM robots and IP65 gripper cover for ISO4 / ISO5 cleanrooms



# Our services



## 3L laser cutting service

Stainless steel or aluminium  
Different thickness available



## Metal inserts

Threaded metal inserts  
Mounting in 3D-printed parts  
Different thread sizes available



## 3D printing service

HP jet fusion  
PA12 GB material  
48h shipping  
Optional glass-fibre material



## 3M metal working service

Delrin 900P nco10 or aluminium alloy



## Pads

Tailor made by the 3D Printing Service  
HNBR 60Sh.A/Flocked  
TPU 70Sh.A  
PU 70Sh.A



## E.O.A.T. END OF ROBOT ARM TOOLING

### QUALITY AND PERFORMANCE

We have **local services worldwide for supporting all the EOAT (end of arm tooling) production steps**: design, assembly, testing of moulds, installation and after-sales service localized and standardized worldwide.

Thanks to the RFID monitoring system, traceability and data management is guaranteed at 100%.

# Our E.O.A.T

## QUICK CHANGER

- Safety devices to prevent robot start when incorrectly mounted, cut compressed air, poka-yoke in EOAT changeover
- Electrical and squared versions

## TIILT UNITS

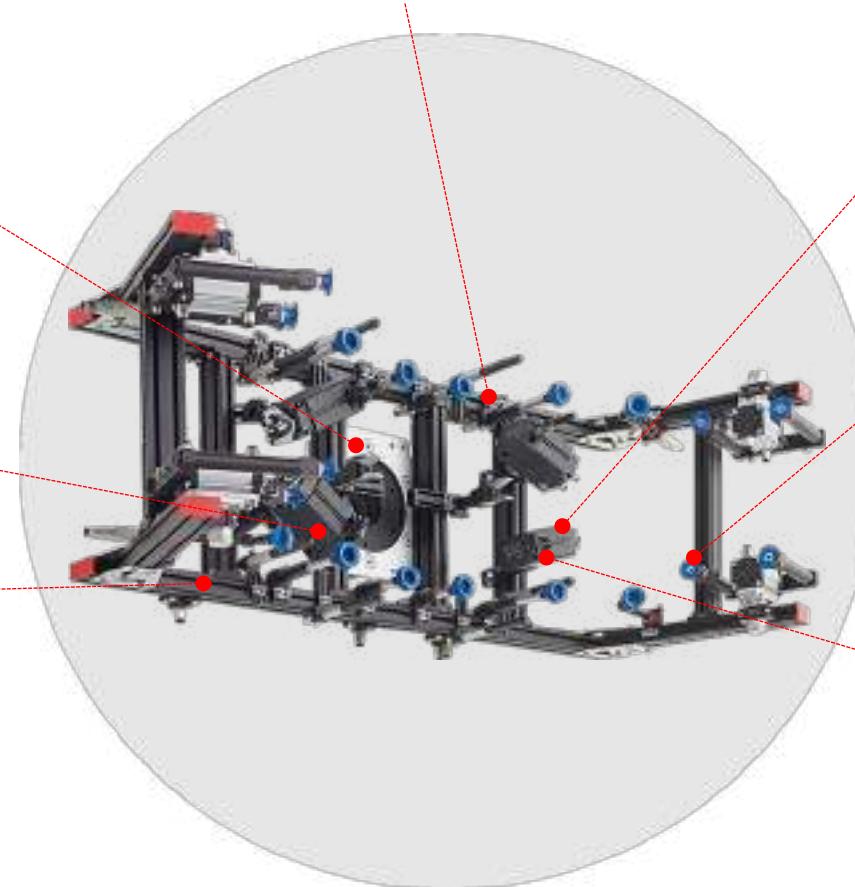
- Most complete range in the market

## PROFILE & BRACKETS

- High positioning precision between profile and brackets
- High stiffness with go-pro-style for precision durability
- High precision in insert placement

## SENSORS

- Programmable sensors, the only one in the market with 3 positions
- Modular sensor box, with independent spare parts



## DEGATING DEVICES

- Widest range in the market
- Integrated sensors
- Interchangeable blades
- Integrated heating system

## LEVELLING AND VACUUM

- Lightness, integrated and protected spring
- No lubricant presence Auto-adaptivity
- Not marking vacuum cups
- Vacuum pumps with quick release and blow-off system

## GRIPPERS

- Widest range in the plastics market
- Integrated sensors
- Pads for soft contacts
- Patented concepts



# EOAT\_ Service for international projects



## WORLDWIDE LOCAL SERVICE

**15 subsidiaries and +40 dealers located worldwide,** to support locally all the EOAT manufacturing steps (design, assembly, trial with molds, installation), even if they are executed in different countries and through mold maker interface.



## INTERNATIONAL

**Post sales service located and standardized worldwide,** to support the customer also after eventual production equipment transfer. Products catalogue in 12 languages.



## TRACEABILITY & DATA MANAGEMENT

**RFID and mold monitoring to keep production data under control,** to prevent production stop or slowdown (predictive maintenance), to avoid crashes (poka-yoke), to speed up the robot programming and the spare parts ordering process.

# Gimatic global/regional frame agreements key factors

Gimatic, present worldwide through **50 automation centers**, can provide a real global partnership. The stipulation of a **frame contract** allows our customers the access to the following **advantages**:



## INTERNATIONAL PROJECTS MANAGING

Possibility to allocate the **project steps** (engineering, design, manufacturing, test, installation, post-sales assistance) **in different countries**, through a **central coordination**.



## CUSTOMIZED ITEMS PROVIDING

Possibility to require **customized gripping items**, on the base of special needs, common to all footprints, through the support to our central R & D Department.



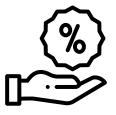
## GLOBAL BLANKET ORDERS MANAGEMENT

Possibility to issue blanket orders, in order to **optimize price and delivery time**, for the items characterized by constant use worldwide.



## TRAINING AND UPDATING

Possibility to access to our training service, through the support of our local Sales Engineers, in order to be **continuously** and **promptly** updated about new products.



## COMPETITIVITY

Possibility to get **better commercial conditions** based on the worldwide sales volume level, in order to increase the competitiveness.



## STANDARDIZATION

Possibility to get **standard solutions** on the base of **lesson learned** concepts, through the coordination of the worldwide local project management staffs.





## TECHNOLOGY INNOVATIONS

GREATER EFFICIENCY, LONGER LIFE AND  
LESS WASTE

Gimatic, has always been careful to technology innovation, so has made possible today a continuous integration of its products, its services (3D printing, laser cutting...) and its technologies (RFID, web service...) in an optical of **Information Technology and Industry 4.0**



# Traceability, data management and energy efficiency

01

[www.gimatic.com](http://www.gimatic.com)  
RFID Webservice

## TRACEABILITY EOAT

Thank to the QR on each hand grip, you can access to the general information of the hand grip itself and the manual of use and maintenance.



02

  
GIMATIC APP  
RFID - only for Android

## NFC/RFID

Gimatic App functionality that allows the identification of the gripping hands (E.O.A.T), verifies the condition of the product and collects information in terms of preventive maintenance.



03

  
GIMATIC APP  
for Android e IOS

## «FIND PRODUCTS» WITH THE CAMERA

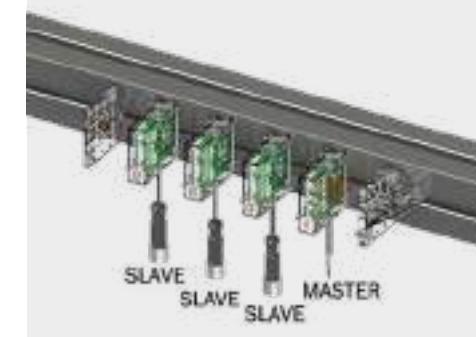
The Gimatic App functionality that, thanks to the recognition with camera, allows you to quickly find all the information about the product you are looking for.



04

## SENSOR BOX

It is a fully customizable system, consisting of one or more modules that can be connected in serie, creating specific applications.



05

## PRO SENSOR

Programmable sensors with 3 positions output. They are available in the following versions: standard or high sensitivity, 3 fixed positions or 2 fixed + 1 automatic.





01

Products and components for TM collaborative robots



02

Products and components for UR collaborative robots



03

Products and components for DENSO collaborative robots



04

Solutions for handling in a clean room (GMP)





# Strengths



+35 YEARS  
OF INNOVATION



INNOVATION  
ORIENTED



GREEN  
PRODUCTION



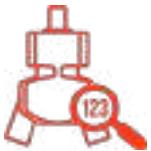
TIME TO MARKET



VERTICAL  
PRODUCTION



SINERGY DIVISIONS



100% PRODUCTS  
TRACEABILITY



EOAT  
TRACEABILITY



PRODUCTS WARRANTY



PRODUCT  
VALIDATION



TAILOR MADE  
APPROACH



SHIPMENT IN  
24 HOURS



ELECTRONIC  
DEDICATED INTERFACE



COMPETENCE  
CENTRES



GLOBAL AGREEMENTS



GLOBAL  
COVERAGE



INTERNATIONAL  
PROJECT MANAGEMENT



INTERNSHIP/  
UNIVERSITY





# Thank You

Get in Touch



[www.gimatic.com](http://www.gimatic.com)