Sepro Group
Rue Henry Bessemer, Zone Acti-Est
CS 10084 -85003 La Roche-sur-Yon
France
Phone: +33 2 51454700

PRESS INFORMATION

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CONTACT: Caroline Chamard, Sepro Group - France, +33 (2).51.45.46.37; cchamard@sepro-group.com
Scott Collins, Public Relations, +1.216.382.8840; scollins@collins-marcom.com

Sepro Posts Fifth Consecutive Year of Record Sales; Global Growth Tops 21%

For the fifth consecutive year, Sepro Group (La Roche sur Yon, France), a major global producer of robots for plastic injection molding machines, has set new records for robot sales. In 2017, Sepro equipped more than 3,200 injection-molding machines with robots, a 20% increase that boosted year-over-year turnover by 21% to a record €126.2 million.

Sepro‘s 2017 results were highlighted by exceptionally strong results from Europe. Germany became Sepro’s top market, with sales rising by more than 25% to exceed 500 units. In second place was France where sales rose 30% to over 450 units. Elsewhere in Europe, sales results were also strong in Switzerland, Austria and Hungary, where Sepro established in 2016 and in 2017 new daughter companies, and in Spain, where sales surged by 57%.

North America remained strong, with aggregated sales of over 650 units, and a 13% growth in the United States.

“Our strong results for 2017 are built on a solid foundation – the launch of new products and services and expansion of our strategic partnerships,” says Sepro CEO Jean-Michel Renaudeau. Regarding new products, he notes, “In the last 12 months, with the help of our partner Yaskawa-Motoman, we introduced a new line of small to mid-size general-purpose 6-axis robots. We launched two new smaller Cartesian robots – the 3-axis, general purpose Success 5 and the S5 Picker. We also developed two new ‘Open 4.0’ apps, including OptiCycle to automate robot-cycle optimization, and LiveSupport to simplify remote access for service.”

He adds that Sepro’s share of 3-axis robot sales continues to grow, while sales in another key niche – sales of 5- and 6-axis robots developed in cooperation with Yaskawa and Stäubli –increase even more significantly.

(More)

Strategic partnerships with global manufacturers of injection-molding machines delivered important results in 2017. According to Renaudeau, established partners like Sumitomo Demag increased their adoption of Sepro technology to complement their own OEM equipment packages and offer new robot options to customers. Recently completed agreements with several important new partners, including Haitian (China) and Woojin Plaim (Korea), contributed as well. He says that Sepro's concept of "Open Integration" for injection molding machines makes the process of technology adoption easier because all Sepro robots use a single control platform that can support multiple levels of integration with most IMM controls.

Even as Sepro's global growth continues at a record pace, Renaudeau says that the company continues to invest in its global infrastructure. During 2017, Sepro grew its workforce by 16%, adding 95 employees worldwide, and opened a new daughter company (Sepro Switzerland). At the same time, they embarked on an €11 million global expansion program. The program is creating additional manufacturing resources in France, building a new global training center, and ramping up new robot assembly, engineering, and automation capabilities at Sepro America's newly expanded North American hub in Warrendale, Pennsylvania.

About Sepro
Sepro was one of the first companies in the world to develop Cartesian beam robots for injection-molding machines, introducing its first CNC controlled "manipulator" in 1981. Today, having equipped more than 30,000 injection-molding machines, Sepro Group is one of the largest sellers of robots in the world. Its 3-, 5- and 6-axis servo robots, special-purpose units and complete automation systems, are all supported by the Visual control platform developed by Sepro especially for injection molders. This unique controller is a key component in what the company refers to as 'open integration' – a collaborative approach to equipment connectivity and interoperability between the robot and the IMM that can be tailored to exactly suit the specific needs of processors and injection-molding OEMs. For Sepro and its customers and partners, "The Future is Wide Open 4 .0."

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Jean-Michel Renaudeau
CEO, Sepro Group
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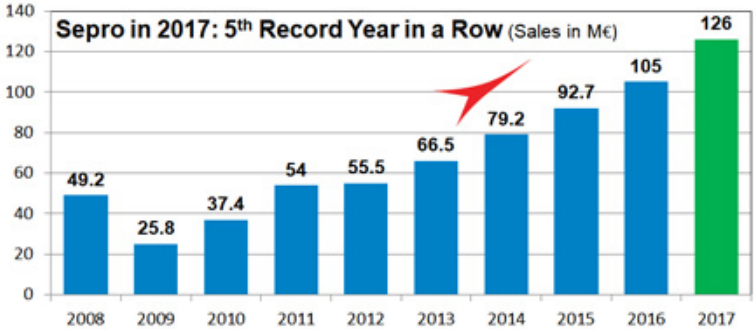

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