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## PRESS INFORMATION

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### **Another Record Year for Sepro Group**

***With sales and market share growing in almost all global plastics markets, Sepro Robotique expects to close 2014 with all-time record turnover for the second year in a row.***

As year-end draws nearer, and with several months of record sales already in the books, robot manufacturer Sepro Robotique (La Roche sur Yon, France) is reporting it will almost certainly reach €78 million in sales for 2014. This represents an increase of over 17% compared to 2013, which had the highest turnover since 2000. Unit sales are expected to exceed 2000 injection-molding machines equipped for the first time in the company's history.

“Over the last several years, Sepro has implemented several strategies aimed at growing our position in the global market for robots used in plastics injection molding,” explains Jean-Michel Renaudeau, CEO. “We have added important new products, strengthened our sales presence in many regions and developed partnerships with injection-molding machine manufacturers. I am very pleased to report that each of these strategies is paying off handsomely and the results are evident in the figures for 2013 and 2014.”

#### **STRENGTH SEEN IN ALL GLOBAL REGIONS**

2014 sales are outpacing 2013 in all but one global region. In North America, Sepro's largest market, sales are up 26%. Germany, the #2 region, is up 17%, even though the robot market overall is down slightly. In Spain and Portugal, where the market has been very soft for almost a decade, sales are up substantially. A rebound in the automotive industry in the Valencian area of Spain has already helped double sales, compared to 2013, while in Portugal numbers are also moving into record territory. This year, the two countries together will account for 14% of European sales.

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## **NEW PRODUCTS LEAD THE WAY**

New products introduced in the last three years also are contributing to Sepro's growth. While the Success Range of general purpose robots, together with the high-performance 3-axis S5 Line robots, still account for 66% of sales, the more advanced 5X Line 5-axis Cartesian robots has become the fastest growing segment by far. Customers say this is because the servo wrist gives them accuracy and flexibility to handle technically demanding parts, with lower tooling costs, less maintenance, cleaner operation and faster mold changes. Other new product lines, including 6X Visual 6-axis articulated arm robots, Multi Inject robots for dual-material applications, Dual Arm robots and S3 servo-driven sprue pickers, are also contributing significantly to Sepro's business in 2014.

"While other companies cut back during the economic crisis, Sepro invested heavily in new product development," explains Renaudeau. "Today, we have a product line that is almost completely new within the last 36 months and they have been responsible for much of our recent success."

## **OEM PARTNERSHIPS GENERATE RESULTS**

During the same time period, Sepro has been aggressively pursuing robot sales through injection-molding machine manufacturers who now can offer Sepro robots as a part of a complete plastics process solution. Business generated mainly through four well-known OEMs now accounts for some 12% of Sepro unit sales and these partnerships are expected to expand in numbers and breadth of product in the near future. At the Fakuma 2014 show in Friedrichshafen, Germany, five different molding machine suppliers will operate robots made by Sepro.

## **STRONGER DAUGHTER COMPANIES**

Globally, Sepro is represented by eight wholly owned "daughter" companies that operate in every major industrial region on four continents. Recognizing that any global firm is only as strong as its local presence, Sepro has been systematically expanding its footprint in major markets. In late 2013, Sepro America moved to a new building in Cranberry Township, near Pittsburgh, Pennsylvania. The facility, which is nearly double the size of its previous space, has larger training and conference spaces, as well as increased square footage for robot and tooling assembly, customer run-offs and equipment inventory. Growth has also been supported by the addition of two regional sales managers, more engineers, service personnel and new sales representatives in several territories.

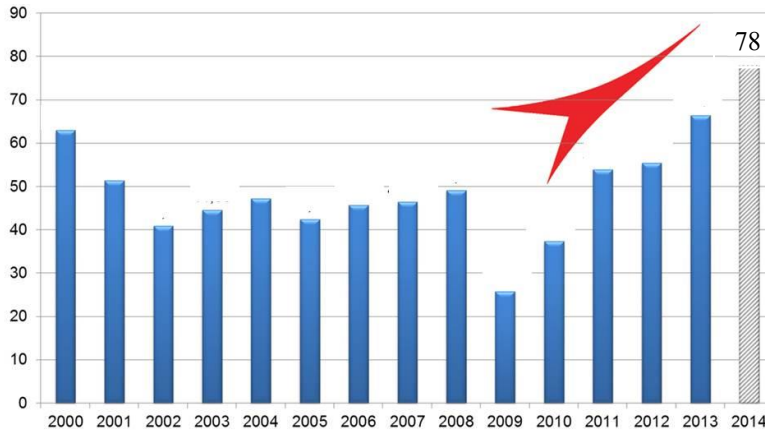
In 2012, Sepro Germany made the move to a new plant in Dietzenbach near Frankfurt. Not only did the new building offer more space for administration and sales, but it also opened about 700 square meters (7534 square feet) of floor space for robot engineering, assembly, testing and training. Like Sepro America, Sepro Germany also strengthened its sales and service staff. Elsewhere in Europe, daughter companies in the UK, Spain and the Benelux countries are also growing along with other European and Eastern European countries, where Sepro is strengthening its network of independent distributors. For instance, Carlos Pereira and Deltaplas Lda., began representing in Portugal only this year, and yet the firm was successful in winning a fleet order for 30 robots. In Mexico, Brazil and China, daughter companies are also expanding to serve these growing markets.

### ABOUT SEPRO

Sepro is a global company, with in-depth engineering and manufacturing capabilities, strong technical and marketing partnerships, unmatched service and support, and a diverse product offering. Founded in 1973 and now headquartered in La Roche-sur-Yon (France), Sepro Robotique 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, Sepro is one of the largest independent sellers of Cartesian robots. Customers around the world are supported by wholly-owned daughter companies in Germany, Spain, Benelux, the United Kingdom, the United States, Mexico, Brazil and China. Numerous direct sales and service offices as well as independent business partners, distributors and service hubs extend Sepro’s global network to over 40 other countries. To date, Sepro has equipped more than 25,000 injection-molding machines worldwide. The company’s global turnover for 2013 was €66.5 million, with 90% of sales exported from France and 45% sold outside of Europe. Sepro anticipates it will grow 18% in 2014.

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### Sepro Sales since 2000 (MM€)



### Sales Up Around the World

