



SAEL

Company Profile

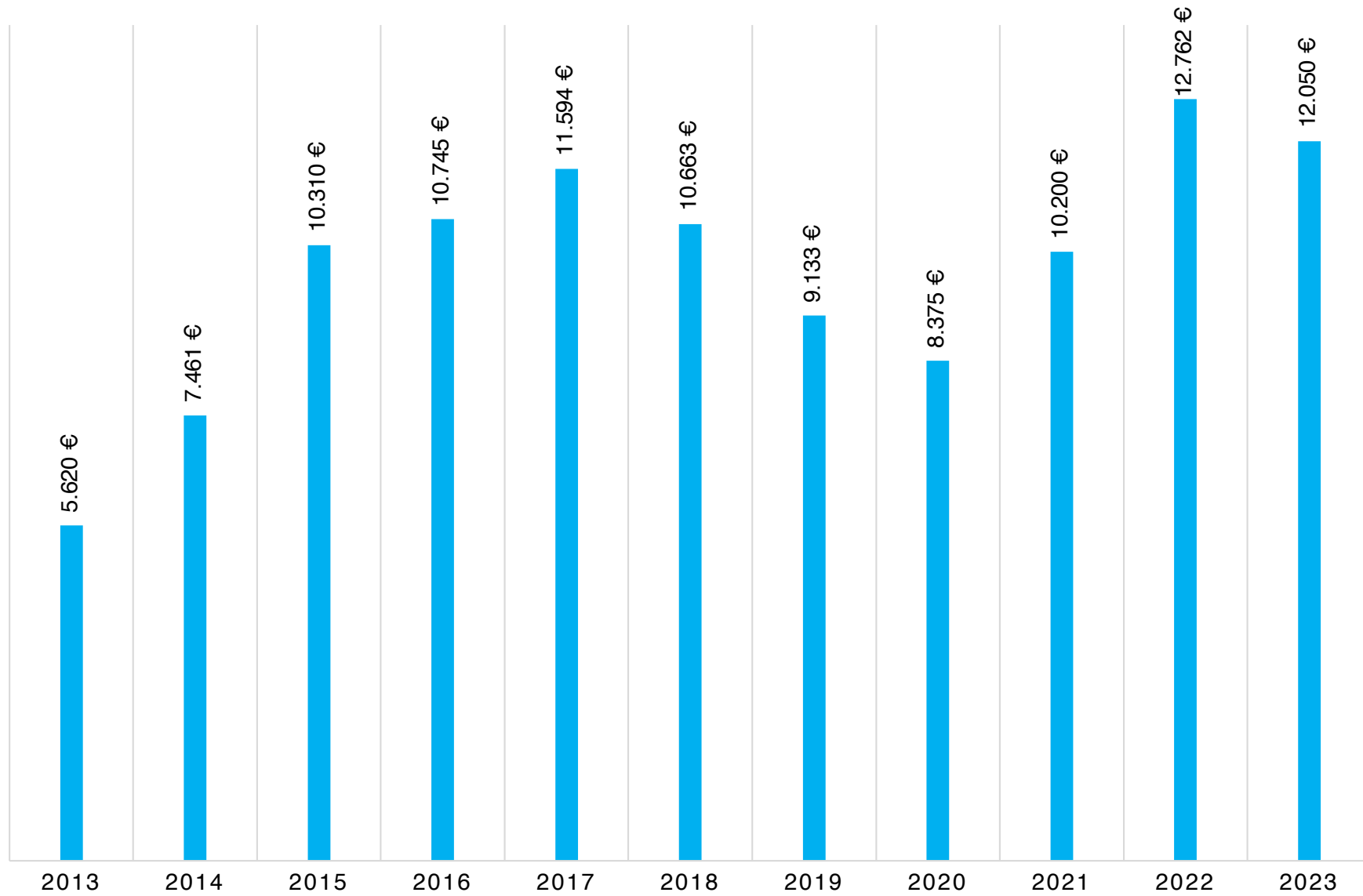
Last rel May 2024 – rev1

— COMPANY PROFILE

- Founded on **1987** and based in Vicenza (S.r.l. - Private Company)
- 10.5 Mio€ turnover (average)
- 60 Employees
- Automation Systems and Control Process for Industry:
 - Own AC and DC Drives (Intelliflex Platform One)
 - System Integration of popular market drives (Siemens, ABB, AB, Parker, etc.)
- **Main Markets:**
 - Paper, Steel
 - Energy and Storage
 - Plastic & Rubber, Metallic wire
 - Hoisting, Heavy Duty
 - General Purpose
- Over 7.000 Equipments installed

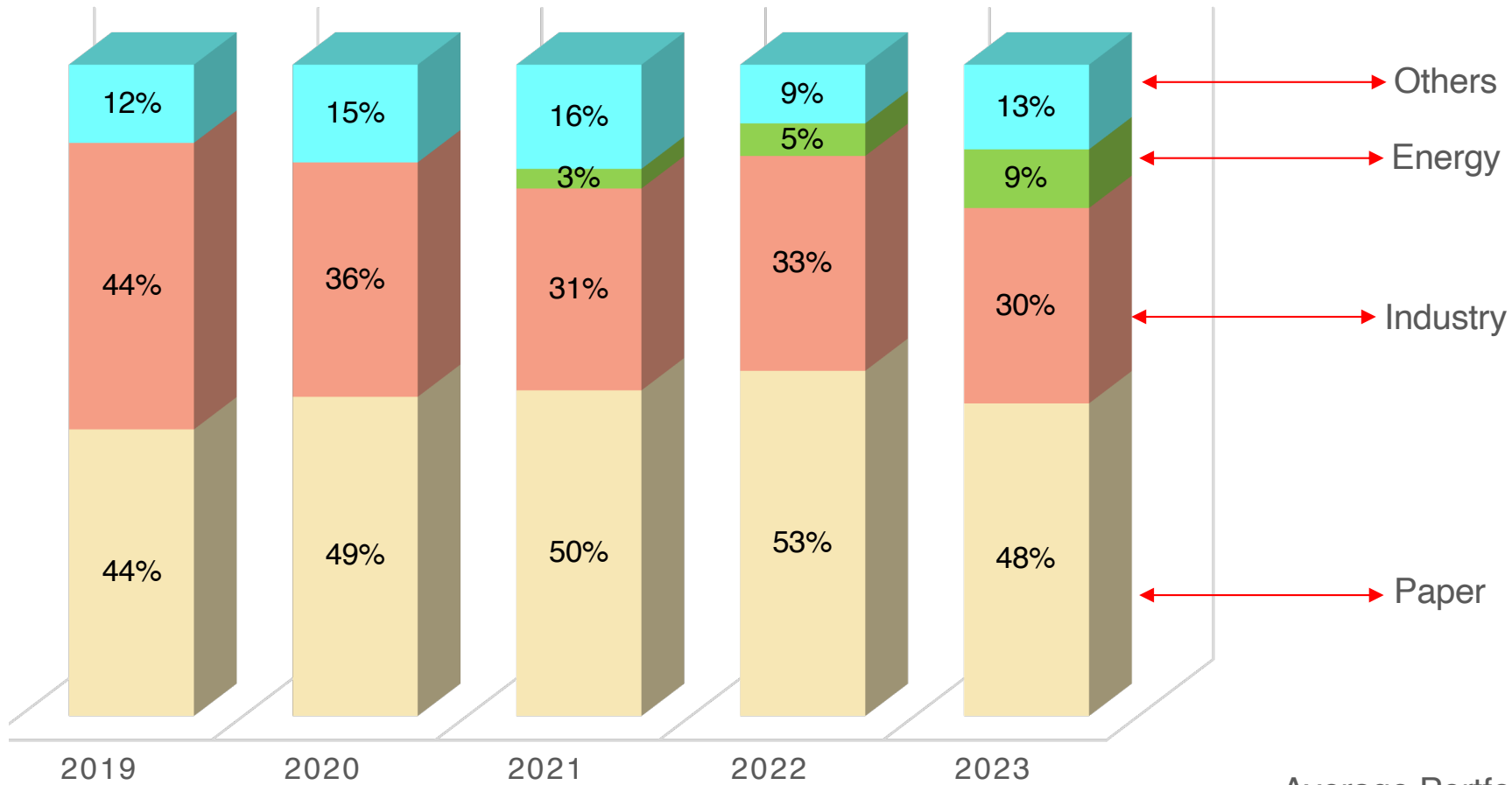


— TURNOVER – 10 years tendency



FORECAST 2024 => 12.250 Mio€

— PORTFOLIO SEGMENTATION



Average Portfolio

- 70% O.E.M.
- 30% End Users

— DIVISIONS / B.U.

- **Three** main Business Units:
 - **Paper** Division
 - **Industry** Division
 - Steel (*branch of Industry*) Division
 - Wire (*branch of Industry*) Division
 - Special Application (Heavy Duty) Division
 - **Energy** Division
- Dedicated **Technical Support**
 - Customer needs examination
 - R&D – Software – Hardware development
 - PM leaders (*customers on site management*)

— DRIVES & COMPONENTS

INTELLIFLEX Platform ONE

- Products born in the philosophy to last over time. **One investment for ever**
- DC Bus and AC/AC Stand Alone **Inverters** (7,5 to 600kW)
- DC **Converters** up to 1Mw in single unit

ONE Control Board fits all

- IM – PMSM and SyRM motors



ONE INVERTERS STANDS FOR

- Film type capacitors vs. electrolytic type (infinite life-time)
- One control board all sizes fits
- Fast replacement of control board in case of fault. No parameters set up is needed
 - Extractable eeprom memory chip
- Performance improvement thanks to the new gen 3-core processor
- New accurate AC motor parameters ID logarithm
- Smart auto-tuning

— DRIVES & COMPONENTS

REEBORN

- Reborn program allows to renew the drives and the system
 - Specific digital regulation rack
 - Last gen automation architecture
 - Get a replacement for spare parts no longer available



Drivers and Components

- AC/AC and AD/AC full digital inverter
- Regenerative or standard common DC bus
- AC-DC digital drives
- HMUI display panels
- Electronic custom cards
- MIC own control panel



— INVERTER & ELECTRICAL CABINETS – Water Cooled Solution



- Musts of the application
 - **Competence, Custom solutions, Flexibility, 24/24 Support – Our Dna**
- Co-generation and Storage Systems
 - AC/DC and DC/DC Converters
- E-Mobility (Transportation areas)
 - Fast Charging and Night Charging sys / Fast Charging stations
 - E-Bus
 - Light Trucks
- Naval Application
 - Hybridizations
 - 100% Electric engine solutions
- Storage systems



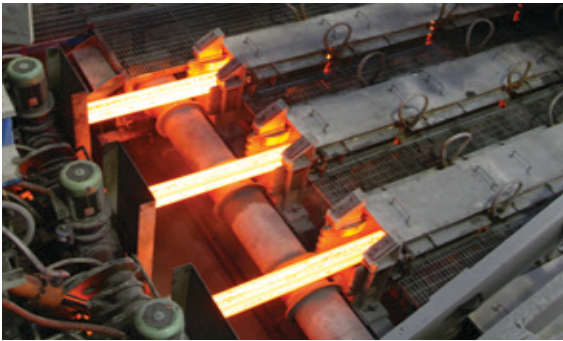
— PAPER Business Unit

- Musts of the application
 - **Competence, Flexibility, Dynamism, 24/24 continuous production – Our Dna**
- AC, DC and mixed tech for paper machine Drive
- Motors and Drives Implementations / Revamping
- In-Line and Off-Line Coating machines
- Drive controls transformations from analog into digital
- Calanders and Supercalanders
- Rewinders and Slitters with cutting units and frame positioning
- Variroll, Varidur, Varistep, Variplus, Varitop revamping
- Winders and Unwinders
- Synchronous and Fixed Blade Shearers
- PLC and Supervisors for Colors Preparation
- Soft Starters and Inverters for AC motors



— STEEL (branch of Industry) Business Unit

- Musts of the application:
 - *Though environment, Solid systems, 24/24 continuous production – Our Dna*



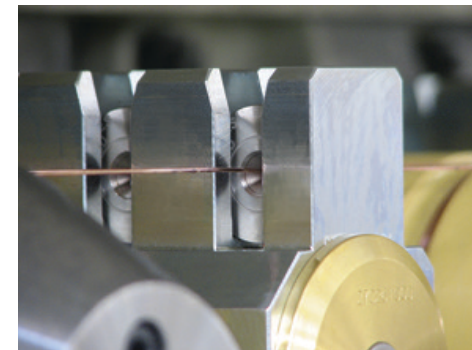
The Steel manufacturing production is the typical export and emerging market application. The main challenges are to meet the high-tech requirements with the easiest friendly solution



- Leveling and Cutting sheets
- Profile and Electro-welded tube mills, flying cut off
- Corrugated and Sandwich panel lines
- Circular and Start/Stop flying shearers
- Slitting Lines with strapping and automatic unloading
- Threading, Chamfering and Tuning machines

— WIRE (branch of Industry) Business Unit

- Musts of the application:
 - ***Copper and Steel knowledge, fast machine, accurate controls – Our Dna***
- Single and Multiwire drawing machines for copper and steel
- Limited Slip Multi-motor Rod breakdown machines
- Automatic Spoolers
- Automatic Respooling Lines
- Bouncers machines
- Wire laying machines
- Complete extrusion lines
- Enameling machinery



Over 2.000 equipment have been exported in the world

INDUSTRY Business Unit

- Musts of the application:
 - *Flexibility and Custom controls have been our point of excellence for important customers. There are not customers and suppliers, but partners only – Our Dna*

- Railways
- Plastic and Rubber
- Machine Tools
- Automatic Warehouses
- Test Benches
- Automatic Dispensers
- Beams



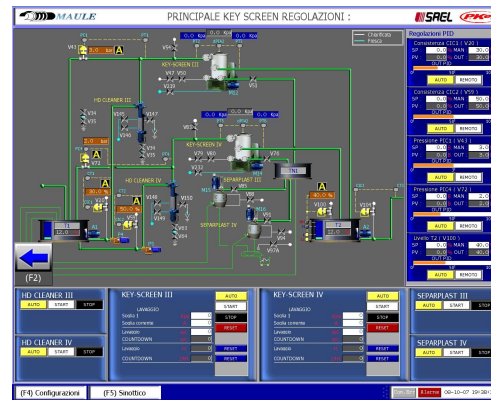
System Integrator

- **It means SAEL.** A partner who supports end user components prescriptions
- **It means SAEL Twice.** A complete solution Hardware and Software with own and certified tests



SUPERVISOR / SCADA

- Musts of the application:
 - The heart of the control – 100% SAEL – *Our Dna*
- A Scada Open-Source System developed with the customer, for the customer.
- Single or Integrated Supervisory systems with existing customer's network
- DCS, Engineering stations, PC and Server-client networks
- Scalink Platform for the best and sophisticated control
- Industry 4.0 – Big Data Analysys



— I.W.S.A. / Internet World Sael Assistance

- Must of the application:
 - **We help you, now, wherever we are – *Our Dna***
- To assist and help the customer at any time we provide a quick tool that permits to be linked 24/24 and access on remote way.
- No extra Hardware is required
- No skilled operators are required
- IWSA is a continuous remote support at customer's site with "just one Click"
- An internet connection, as well as access to the customer's network, is requested.





Thank You