

C O S T R U Z I O N I E L E T T R O M E C C A N I C H E B R E S C I A N E

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*This Cembre Group
(Brescia electromechanical engineering) presentation
was prepared to draw the attention of those who still do
not know our company and to remind those who have vis-
ited us and are already familiar with our capabilities.
Cembre has been producing electrical connectors and re-
lated accessories since it was established in 1969.*

The Founder

Carlo Rosan

history

1969

March - Cembre is founded in Brescia (Acronym for **Costruzioni elettro-meccaniche bresciane; Brescia electromechanical engineering**), for the production of electrical connectors and tools for their installation. The production of splices, full-tension joints and copper cable lugs begins.



1971-1975

Production begins on:

- Pre-insulated cable lugs and medium voltage joints.
- The first manual mechanical tool, model TN1.
- The first hydraulic cylinder head, model ECW-H.



1977

Production begins on the new site in **Via Serenissima**.

1979-1984

Production begins on:

- Cable lugs and aluminium joints.
- The first manual hydraulic tool, model HT100-U.
- Manual mechanical tool, model HP3.
- Bimetallic connectors.



1986

Founding of **Cembre Ltd.** in Coleshill, Birmingham, UK.

1988

Founding of **Cembre S.a.r.l.** in Bagneaux, Paris, France.

Production begins on:

- Electrical rail contact AR60.

1992

Certification of the Quality System of Cembre S.p.A. in accordance with **ISO 9001** for the design, production, marketing of electrical connectors and tools and after-sales service.



1994

Founding of **Cembre España SL.** in Madrid, Spain.

Production begins on:

- Rail drill LD-1P.

1995

Founding of **Cembre AS** in Stokke, Norway.

1997

Founding of **Cembre GmbH** in Munich, Germany. **Cembre on the stock exchange**, IPO and listing on the online market of the **Borsa Italiana** (main Italian Stock Exchange).



1998

Production begins on:

- First battery powered hydraulic tool, model B50.

The commissioning of the first automated warehouse **at the Brescia headquarters.**

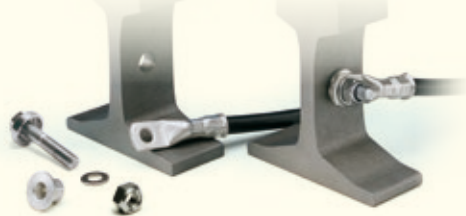


1999

Purchase of **OELMA s.r.l.**, a company which produces and markets cable glands and general electrical equipment.

Founding of **Cembre Inc.** in Edison, New Jersey, USA.

The AR 60 Cembre rail contacts are installed along the full length of the **Euro Tunnel** and in both the English and French terminals.



2001

Entry of Cembre into the **STAR** segment of the MTA Market of Borsa Italiana.

2002

Founding of **General Marking**, for the production of markers and other products for the marking of cables and electrical components.

Production begins of:

- MARKINGENIUS thermal transfer printers and consumables for marking.
- Portable electro-hydraulic pump B70M-P24.

2004-2007

Production begins on:

- On-track machine for the insertion and extraction of "Pandrol" fasteners, model PCM-2P.
- Impact wrench NR-11P.
- Thermal transfer printer MARKINGENIUS MG2.
- Battery powered tools, models B15D and B54.



2008

Go-live of the new **ERP SAP** at Cembre S.p.A. Certification of Cembre S.p.A.'s Environmental Management System in accordance with **ISO 14001:2004.**

2009

Qingzang Railway, "The Cembre NR-11P wrench is easy and practical to use; it works at an altitude of 5,000 m and gives excellent results" - Chinese Railways.

2011

Purchase of **13,500 m²** of warehouse and office space adjacent to the Brescia headquarters.

2012

Certification of the Management System for the Health and Safety of Workers of Cembre S.p.A. and the Italian Regional Offices in accordance with **OHSAS 18001:2007.**

Cembre GmbH is awarded Deutsche Bahn's award for "**2012 Supplier of the Year**", in the special category of "the development of connectors suitable for use on new generation cables". **The New Automated Warehouse is commissioned.**



2013

Production begins on:

- Automatic railsaw RDS-14P.
- Thermal transfer printer MARKINGENIUS MG3.



2014

Production begins on:

- A new generation of tools powered by 18.0V batteries.



2016

Production begins on:

- Battery powered electric drill ECODRILL LD-16B.
- Portable electro-hydraulic pump B68M-P18.



2017

Production begins on:

- A new generation of tools with a 'Bilinear' mechanical design, models B500ND and B540ND.



2018

- **IKUMA GmbH & Co. KG** (Weinstadt, Stuttgart) Becomes part of the Cembre Group

headquarters

At its Brescia headquarters, **Cembre** has 60,000 m² of space dedicated to offices, factories, laboratories and other departments, on a site covering over 121,000 m².

By intelligently using the available space and through a rational organisation, we have created a comfortable, safe and efficient working environment.





- 1 - Logistics hub
- 2 - Production area
- 3 - Main entrance
- 4 - Aerial view of the headquarters
- 5 - Signpost at the main entrance showing the direction of our branches

1



2



- 1 - Entrance to the offices
- 2 - Reception
- 3 - Auditorium
- 4 - Meeting room
- 5 - Show room

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products

The **Cembre** production programme is divided into 5 principal areas:

- **Electrical connectors and cable accessories**
- **Tools for their installation**
- **Cable glands and accessories**
- **Products for the railway industry**
- **Products for industrial marking**

Depending on the intended purpose of the product, **Cembre** produces various ranges of connectors:

- for bare or pre-insulated control panels and electrical systems, suitable for use on low voltage cables for sections between 0.25 and 1200 mm²
- for medium voltage cables
- for shunts and earthing networks
- for bare overhead lines made of copper, aluminium, alloy and steel-cored aluminium
- special connectors, with shapes and sizes adapted for particular applications.

195 titles including granted patents and filed applications



Our connectors are only manufactured using electrolytic Copper of minimum purity 99.95% and Aluminium for electrical use with minimum purity of 99.5%.

In addition, Copper connectors undergo an annealing process to optimise the structural characteristics of the metal.

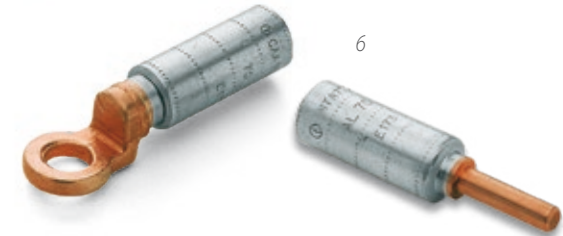


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- 1 - Colour coded connectors for the American market
- 2 - Tulipe connectors with flared entry
- 3 - Connectors without inspection hole to prevent moisture entry
- 4 - Aluminium splices and connectors
- 5 - "C" sleeve connectors
- 6 - Bimetallic connectors



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We use over 2,000 tonnes of copper every year for our production in Italy and the UK.



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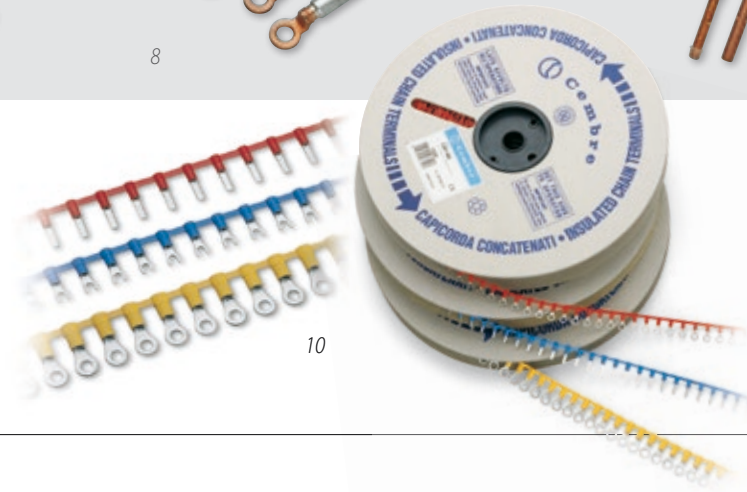
- 7- Copper LV cable terminations and braids
- 8- Aluminium LV and MV cable terminations
- 9- Connectors for overhead lines
- 10- Insulated chain linked terminals



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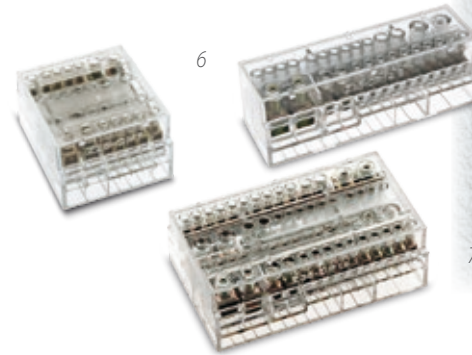
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Cembre produces a complete range of pre-insulated terminals, end sleeves and single-pole terminal blocks with indirect clamping, which are used in civil and industrial electrical systems for energy distribution. Special connectors for specific applications are also available.



- 1 - Pre-insulated terminals
- 2 - Pre-insulated end sleeves
- 3 - Special connectors for specific applications
- 4 - One-way terminal blocks
- 5 - Single-pole multi-way terminal blocks
- 6 - Two-pole and four-pole power distribution blocks
- 7 - Example installation of the ZETapiù series terminal blocks inside a junction box

Cembre produces three market-leading families of tools for the installation of electrical connectors:

HYDRAULIC TOOLS: these are based on the "hydraulic jack" principle whereby oil is pressurised which then pushes a piston with force;

they are available as manual hand-operated tools or as press heads for use with a pump; they operate at a maximum pressure of 700 bar (equal to 691 atmospheric pressure) and despite their compact size, are capable of generating considerable force.

The manual tools consist of an integrated pumping body with a tool-head for either crimping or cutting, and built-in safety valves; some have double speed action, with automatic switching from high to low speed when the die sets come into contact with the connector being crimped.



- 1 - Hydraulic press heads and tools for crimping
- 2 - Hydraulic heads and tools for cutting
- 3 - Battery operated hydraulic pumps
- 4 - Hydraulic press heads with 100 ton force
- 5 - "GS" approved cable cutting unit
- 6 - Protected hydraulic crimping tools

Our range of hydraulic tools includes models capable of delivering maximum forces of 45-60-80-100-130 kN.



There have been significant recent developments and success in our family of portable battery-powered hydraulic crimping and cutting tools, which allow effortless operation even in confined spaces and in the absence of a power supply.

Cembre hydraulic press heads are connected via flexible hoses to pumps with a maximum working pressure of 700 bar, and may have different dimensions and shapes to fit various requirements and to compress connectors of sections up to 1200 mm².

The range of maximum force developed is 45-60-80-130-230-450-520-600-1,000 kN.

Cembre pumps for use with hydraulic press heads can be operated by either foot pedal, compressed air, or electric motor powered by battery or mains. All are equipped with a maximum high pressure safety valve.



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7 - "Bilinear" hydraulic tools
 8 - Battery-powered hydraulic crimping tools
 9 - Battery-powered hydraulic cutting tools

MECHANICAL TOOLS: low cost and used in various sectors, such as control panels and electrical systems, for the installation of connectors with sections up to 120mm². They are usually made with appropriately treated special steel and require minimal maintenance. For added convenience they are equipped with a mechanical ratchet to control the crimping, they may have one or more fixed or adjustable imprints.



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BENCH PRESSES: operated using compressed air, generally suited to installing small-section connectors for large-scale jobs, they are characterised by their high speed cycle times.



2

- 1 - Bench presses
- 2 - Press for pre-insulated chain linked terminals
- 3 - Mechanical tools, Crimpstar® and nd® series
- 4 - TN series mechanical tools
- 5 - General purpose professional tools



5

Cembre produces an extensive range of cable glands and accessories made from various plastic materials, brass, and stainless steel for control panels and electrical systems. The range includes:

- cable glands and accessories in Polyamide PA6.6
- cable glands and accessories in Nickel-Plated Brass
- ATEX cable glands for use in hazardous environments
- Stainless steel cable glands and accessories
- seals, couplings and pipe fittings.



- 1- MAXIblock® series cable glands and accessories
- 2- ATEX hazardous environment cable glands
- 3- MAXIbrass® series cable glands
- 4- MAXIinox series cable glands
- 5- spiralblock® series cable glands
- 6- Compression cable glands

For the railway industry **Cembre** offers specific product lines such as:

- Electrical contacts for connecting to rails and tools for their installation.
- Terminals, connectors and special tools.
- Rail drills and track equipment.
- Drilling machines for wooden railway sleepers.
- Automatic railsaws.
- Impact wrenches for the maintenance and laying of tracks and railway structures.
- On-track machines for the insertion and extraction of "Pandrol" fasteners.



- 1 - Electrical rail contacts
- 2 - Wire contact joints
- 3 - Hydraulic tool for the installation of electrical rail contacts
- 4 - Portable rail and sleeper drills
- 5 - Battery-powered hydraulic tools for cutting contact wires
- 6 - Automatic railsaw RDS-14P-AA
- 7 - Portable impact wrench
- 8 - On-track machine for the insertion and extraction of "Pandrol" fasteners.



Cembre also has a growing presence in the identification & labelling market with several systems covering the needs of users:

- MARKINGENIUS® MG3, is a high resolution desktop printer, that prints a wide and full range of consumables in black or colour with unrivalled speed and autonomy.
- Rolly 3000 is a thermal transfer printer that produces 1000 4x15 mm marker labels in less than two minutes, without any operator intervention and with high quality script, thanks to the 300 dpi printing output.



1 - MARKINGENIUS® MG3 marking system with thermal transfer printing
 2 - Rolly3000 - thermal transfer printer for reel media
 3 - Warning, prohibition and mandatory signs



development

The steady and progressive development of our company, and the passionate and responsible work of all of our collaborators, reassure us in our commitments for the future.

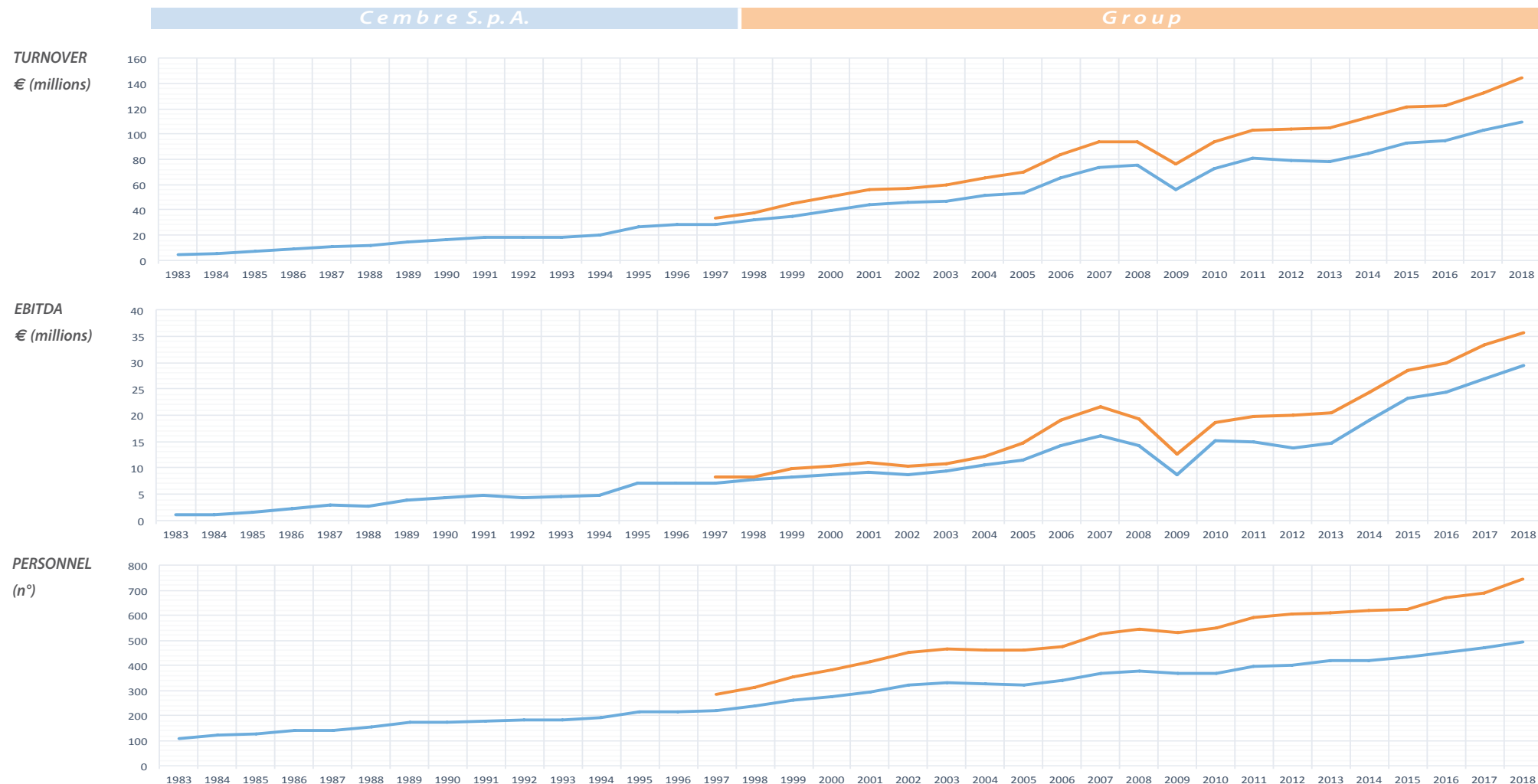


Information Systems play an increasingly important role in any company. During 2008, Cembre S.p.A. made a major strategic investment in implementing the new SAP Information System, a product of ERP (Enterprise Resource Planning), a unanimously acknowledged world leader.

It is now installed and used by all branches within the Cembre Group and has been integrated with Business Intelligence, Customer Relationship Management, Manufacturing and Forecasting tools.



The high level of data integration and accessibility, coupled with a rigorous and effective business structure, is both an achieved objective and a starting point for the continuous improvement of the Group's Information Systems.



	Cembre S.p.A.																Group																			
	1983	1984	1985	1986	1987	1988	1989	1990	1991	1992	1993	1994	1995	1996	1997	1998	1999	2000	2001	2002	2003	2004	2005	2006	2007	2008	2009	2010	2011	2012	2013	2014	2015	2016	2017	2018
TURNOVER millions of €	4,6	5,8	7,1	8,8	10,9	11,4	14,4	16,4	18	18,5	18,4	20,5	26,7	28,7	33,5	37,8	45	50,4	56	56,9	59,9	65,3	70	83,9	93,4	94,3	76	93,9	103	103,9	104,5	112,9	121,4	122,6	132,6	144,1
TURN. EXPORTS millions of €	1,5	1,7	2,2	2,1	2,3	2,9	3,7	4,4	5,8	5,9	6,2	7,2	9,3	9,4	14,7	17,3	20,8	24	27,9	29,4	30,1	34	38,8	46,8	54,1	53,2	45,2	52,5	58,2	62,8	65,3	68,8	72,8	73,6	77,1	85,1
in % of turnover	32	28	30	23	20	24	25,7	26,8	32	32	33,7	34,8	35	32,7	44	45,6	46,2	47,7	49,8	51,7	50,3	52,1	55,4	55,8	58	56,4	59,5	55,9	56,5	60,5	62,5	60,9	60,0	60,0	60,0	59,0
EBITDA millions of €	1,0	1,2	1,7	2,2	2,9	2,6	4,0	4,3	4,8	4,3	4,5	4,9	7,1	7,1	8,3	8,3	9,9	10,4	11,0	10,3	10,9	12,2	14,7	19,1	21,7	19,3	12,7	18,6	19,7	20,1	20,4	24,4	28,5	30,0	33,4	35,7
PERSONNEL (No.)	107	122	128	141	142	153	172	174	176	183	183	192	214	216	285	312	353	384	417	453	468	462	463	476	525	545	533	548	591	606	612	618	626	672	689	743

Listed on the Italian stock exchange ↑

Cembre on the stock exchange

Since December 1997, **Cembre** has been listed on the Borsa Italiana.

This is an extremely important step in the history of the Company, which, under the leadership of a highly motivated management team, has opened its capital to the Italian and foreign market and investors.



1

This has been an important choice that has provided new financial resources enabling Cembre to increase its rate of growth, enhance its production capacity and develop its sales network in Italy and beyond.

This growth will enable Cembre to seize the opportunities of a developing market, and to consolidate and strengthen its position as the leading Italian producer, and one of the largest in Europe, of electrical terminations and associated installation tools.



2

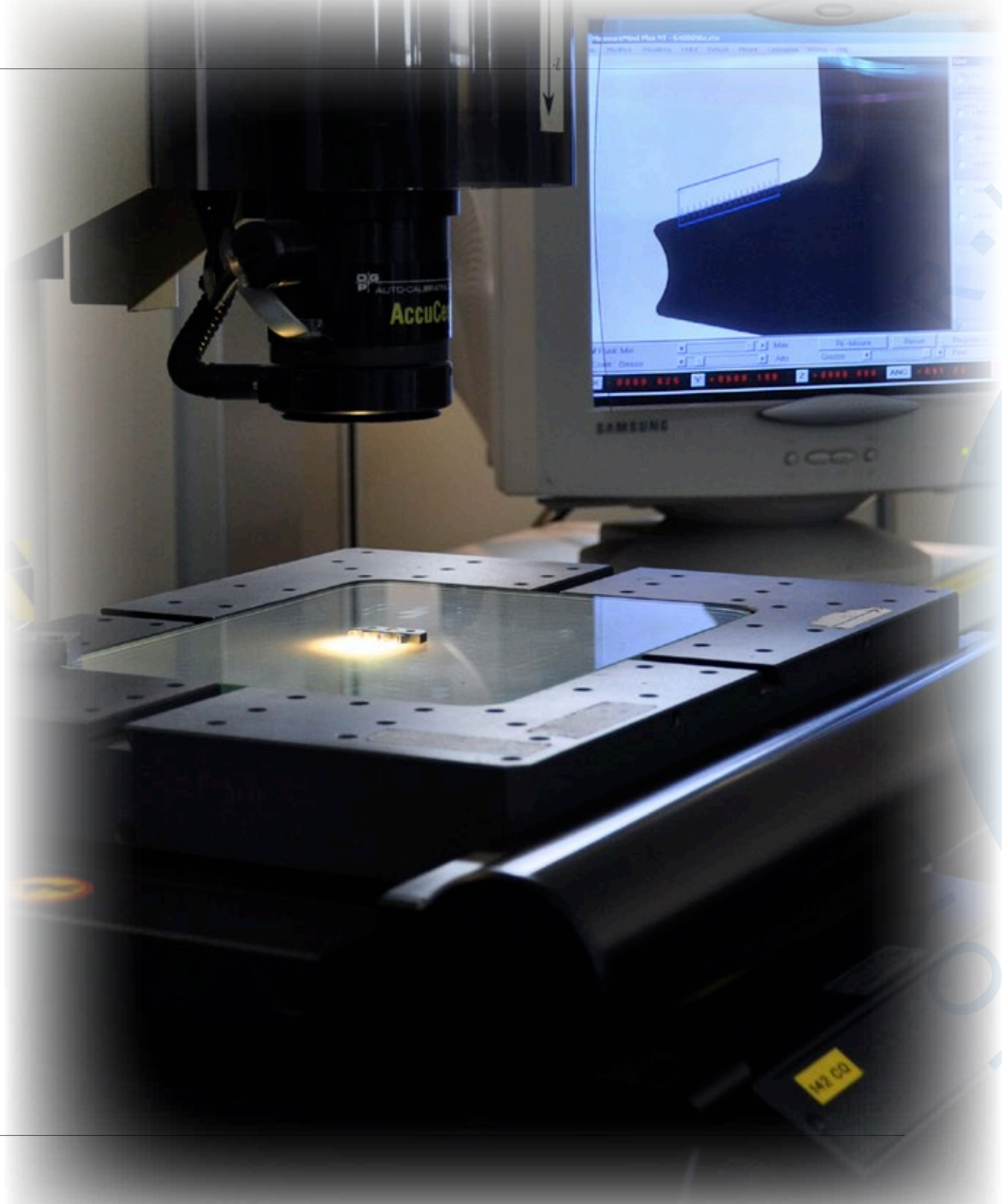


3

- 1 - Frontage of the Italian stock exchange
- 2 - Palazzo Mezzanotte, Milan, Piazza Affari
- 3 - Cembre financial statements and reports

Quality, Environment and Safety certification

Quality, defined as the constant pursuit of customer satisfaction, is a philosophy that **Cembre** has adopted since its foundation. Whilst the very concept of quality and the certification of systems to guarantee it are unfamiliar to many people, Cembre has always maintained, that quality should be a conscious choice which is constantly pursued and improved day after day.



Company policy

“It is the aim of Cembre S.p.A. and all its employees to pursue the satisfaction of their customers through the fulfilling of their needs by meeting their legitimate expectations.”

To achieve this goal, **Cembre** places the following principles at the very heart of its work:

- to provide the highest quality product and services;
- to continuously research and find innovative solutions aimed at safeguarding the environment and protecting the health and safety of workers and users of its products;
- to respect and promote the values set out in the Company's Code of Ethics;
- to ensure strict fulfillment of statutory, national and international laws and regulations.

The Company's Management System, certified in accordance with ISO 9001:2015 quality standards, ISO 14001:2015 for environmental protection and BS OHSAS 18001:2007 standard for the protection of the health and safety of workers, are the tools used to translate the principles of company policy into corporate objectives and to monitor their fulfillment.



Certified Quality Management System



Certified Environmental Management System



Certified Occupational Health & Safety Management System



the Cembre Group

The Cembre **Group** is made up of seven companies. The parent company, with headquarters in Brescia, is the largest production unit, the other production unit is based in Birmingham, UK.

The other five trading companies are based in Paris, Madrid, Munich, Stuttgart and Edison (New Jersey, USA).

Direct presence in major Western European countries enables the group to effectively reach individual markets, increasing customer contact and ensuring immediate and expert technical and sales services.



Cembre S.p.A.
Brescia (Italy)



Cembre Ltd.
Birmingham (UK)



Cembre S.a.r.l.
Paris (France)



Cembre España S.L.U.
Madrid (Spain)



Cembre GmbH
Munich (Germany)



IKUMA GmbH & Co. KG
Stuttgart (Germany)



Cembre Inc.
Edison, New Jersey (USA)



Cembre S.p.A. Brescia headquarters.





Founded in December 1986, **Cembre Ltd.** has experienced years of continual growth and today is a production unit of the Cembre group. The main office, the laboratories and the factory are all situated in Cudworth, not far from Birmingham, whilst an active sales force is available to customers throughout the UK.



From 1998, **Cembre S.a.r.l.** has continuously developed its presence on French soil, the main offices, warehouse and laboratories are located in Morangis in the Paris area, whilst Cembre retailers are available to customers in Lyon, Orleans and Toulouse.

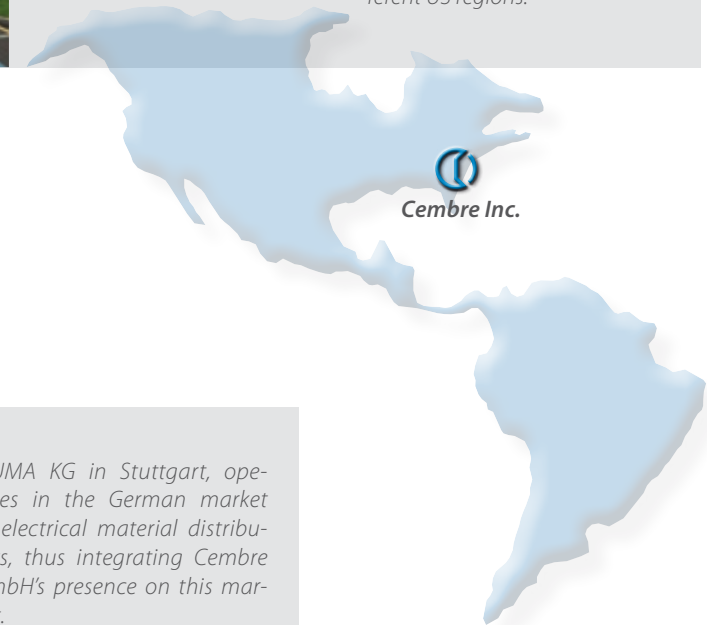


Cembre España S.L.U. began commercial activity in 1994 and has quickly reached a successful position in the market for electronic and electrical connectors. Madrid is home to the main office and warehouse, but Cembre retailers are also available in Barcelona and Valencia.



Cembre Inc., with headquarters in New Jersey, was founded in March 1999 and provides a complete range of products adapted for the American market.

It provides technical advice, sales, maintenance and distribution of spare parts. Sales and assistance are also offered to customers through the presence of Cembre officials in different US regions.



Cembre GmbH in Munich was founded in 1997 to provide German customers with direct assistance and a full range of products. The sales force covers the whole of Germany.



IKUMA GmbH & Co. KG
The acquisition made in 2018 allows the Cembre Group to consolidate its presence in Germany.

IKUMA KG in Stuttgart, operates in the German market of electrical material distributors, thus integrating Cembre GmbH's presence on this market.

Cembre Ltd

Birmingham, UK

Cembre Ltd is the second European production unit of the Cembre Group; founded in 1986, **Cembre Ltd** has grown steadily, reaching a position of importance.

It began with a small warehouse in the nearby industrial area of Coleshill, subsequently moving to the current premises in Curdworth with 10,400 m² of wholly owned space, of which 7,350 m² is currently built on.



2





Cembre Ltd is located on the industrial outskirts to the east of Birmingham, the UK's second largest city and heart of the Midlands, the highly industrialised region of steel and car industries. where highly qualified allied industries are readily available to complement our production work.

Cembre Ltd is dedicated primarily to the UK market, and its production output can readily meet the particular requirements of this market; the company's flexibility also enables it to offer support to the other Cembre group companies.



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- 1 - Cembre Ltd, aerial view
- 2 - Cembre Ltd, main entrance
- 3 / 4 - Conference room and offices
- 5 - Technical office
- 6 - Demonstration room

9



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7



8



5/6 - Tool assembly and repair departments
7/8/9 - Workshop and production departments

Cembre Ltd

Birmingham, UK

- 10 - Assembly and packaging department
- 11 - Automatic warehouse and shipping
- 12 - Laboratory and test facilities
- 13 - Rail track for testing and demonstrations



10



11



12



13

Cembre SpA

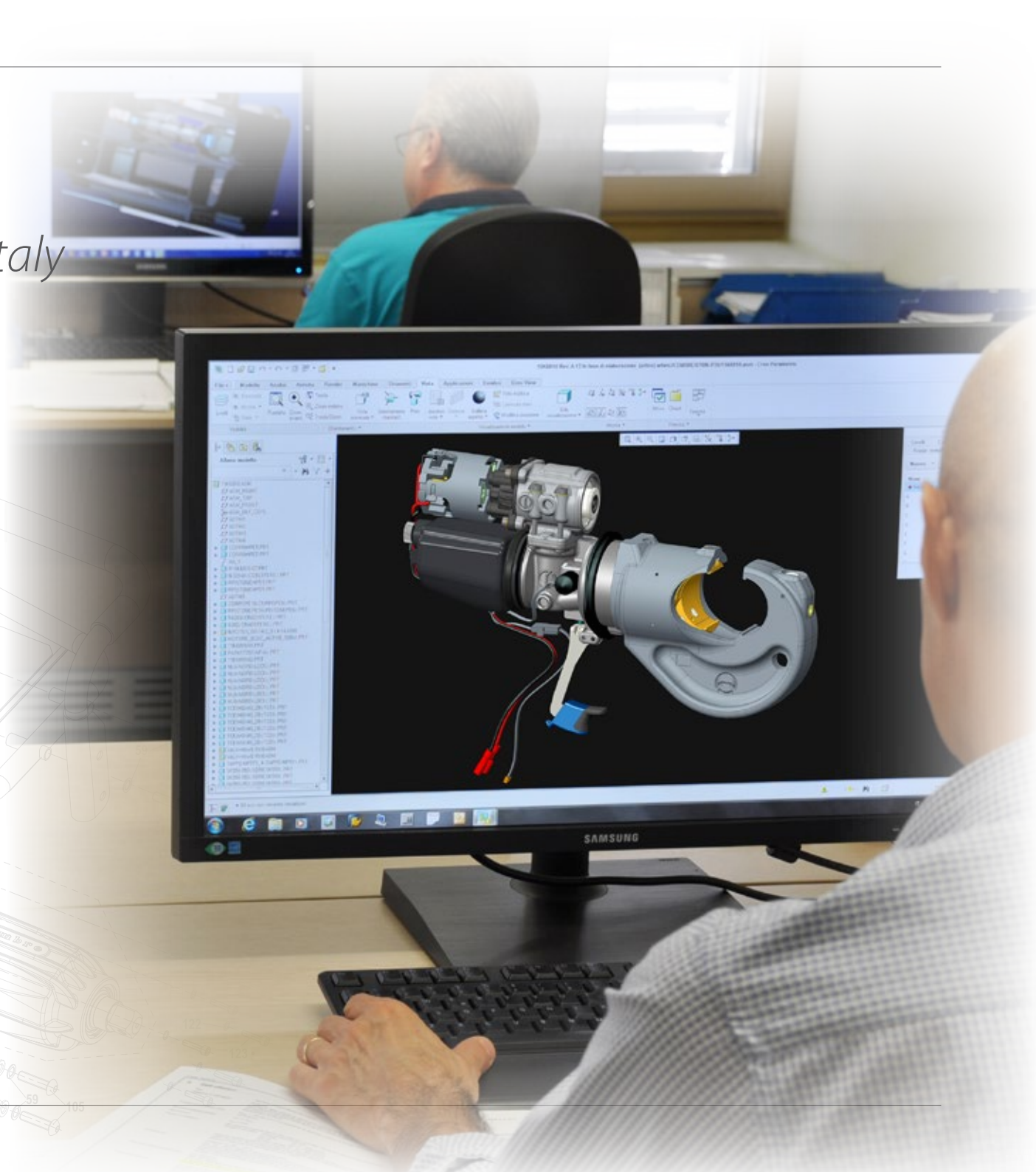
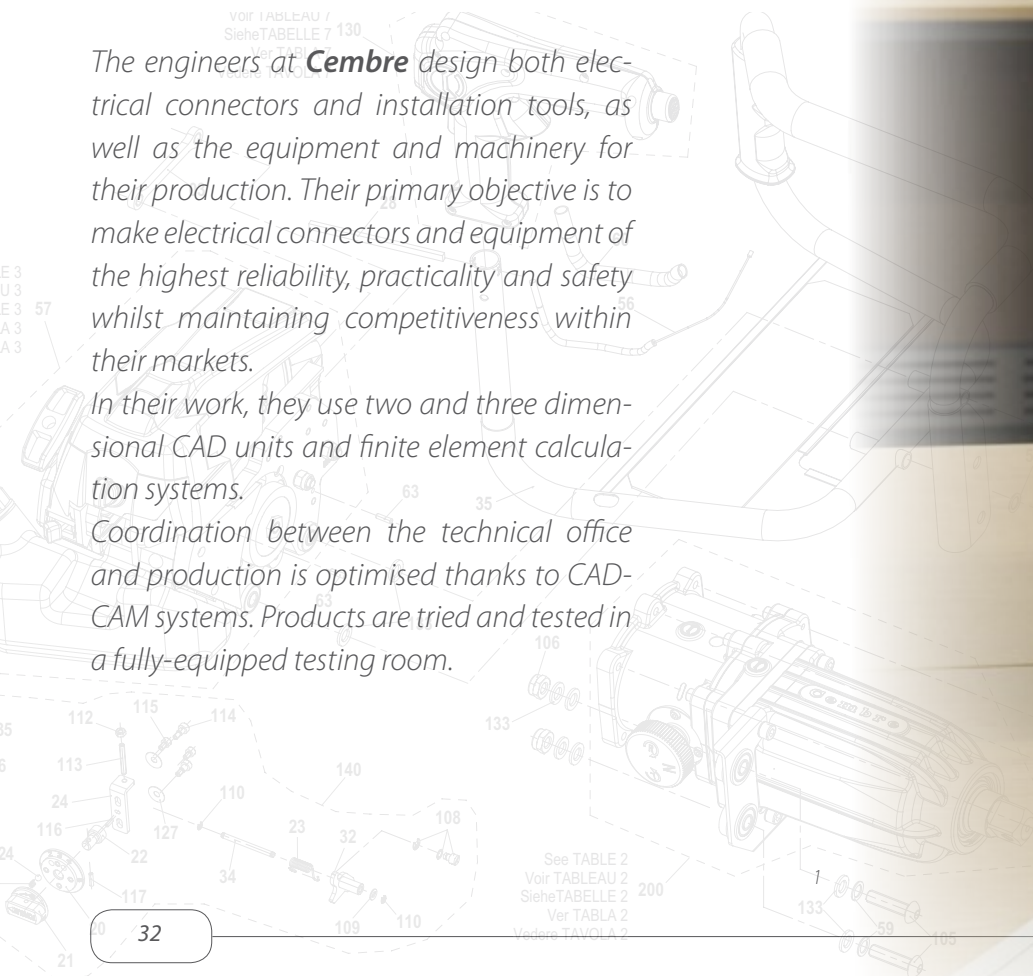
Brescia, Italy

design

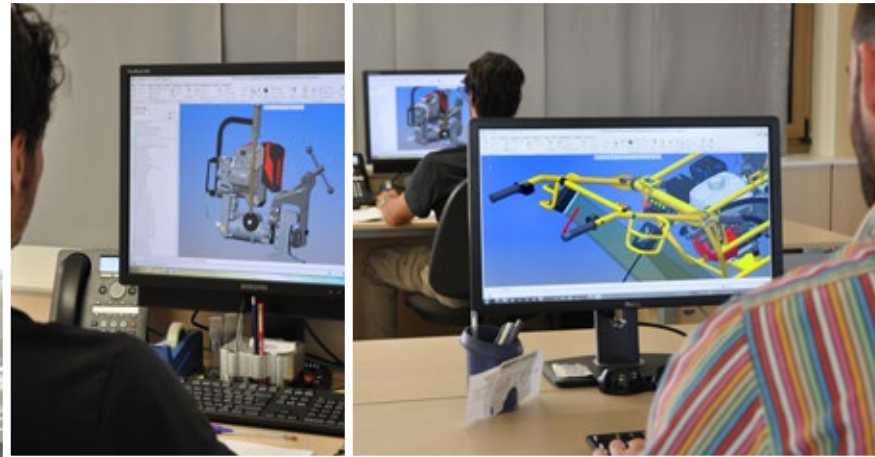
The engineers at **Cembre** design both electrical connectors and installation tools, as well as the equipment and machinery for their production. Their primary objective is to make electrical connectors and equipment of the highest reliability, practicality and safety whilst maintaining competitiveness within their markets.

In their work, they use two and three dimensional CAD units and finite element calculation systems.

Coordination between the technical office and production is optimised thanks to CAD-CAM systems. Products are tried and tested in a fully-equipped testing room.



2



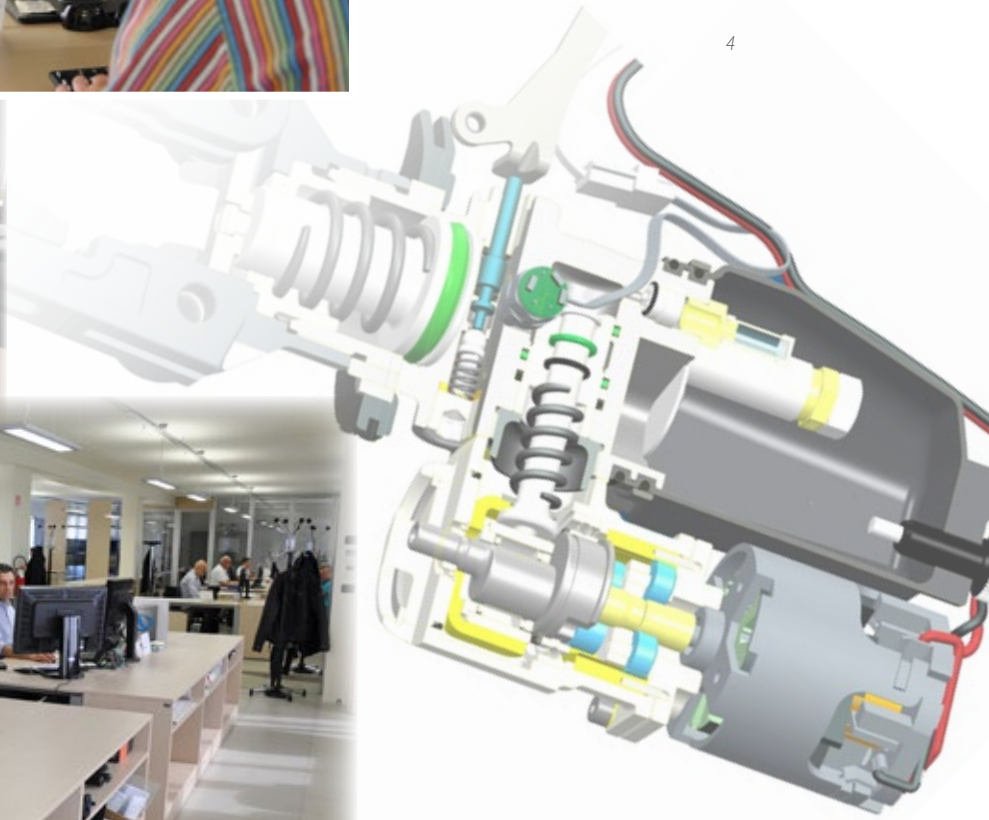
- 1 - 3D processing
- 2 - Engineers using 3D CAD
- 3 - View of the technical office
- 4 - Section of a battery-operated hydraulic tool (3D image)



3

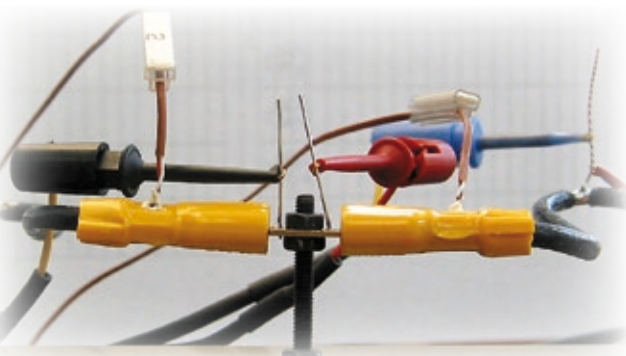


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laboratories, the testing facility

Cembre places great importance on inspection, research and control. Significant investments are reserved for the Laboratories and the Testing Facility, which are essential in supporting the design, development and monitoring of both existing products and new product developments.



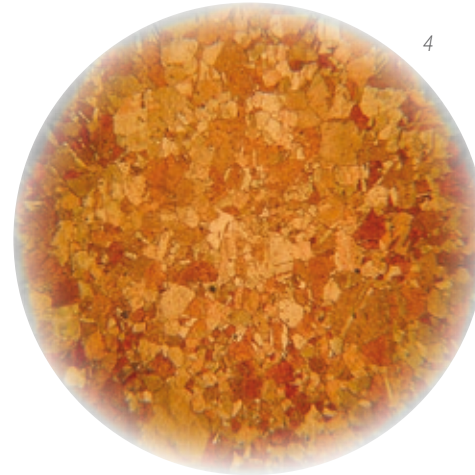
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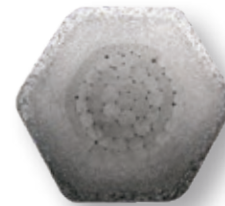
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The laboratories have:

- equipment for ascertaining the physical state of metals (analysis of the crystalline structure);
- saline test chamber to assess the behaviour of the materials over time in aggressive climatic and environmental conditions;
- instruments to check the thickness of tin plating, nickel plating, cadmium plating, zinc plating, and silver plating of connectors;



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Electrical connectors are produced using electrolytic Copper with a purity greater than 99.9% and Aluminium with purity greater than 99.5% only.

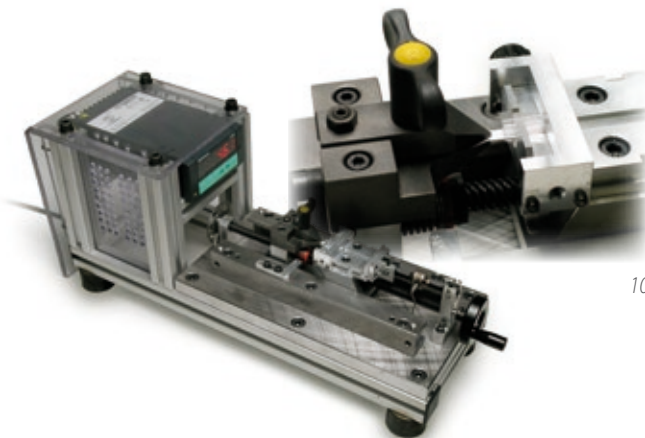


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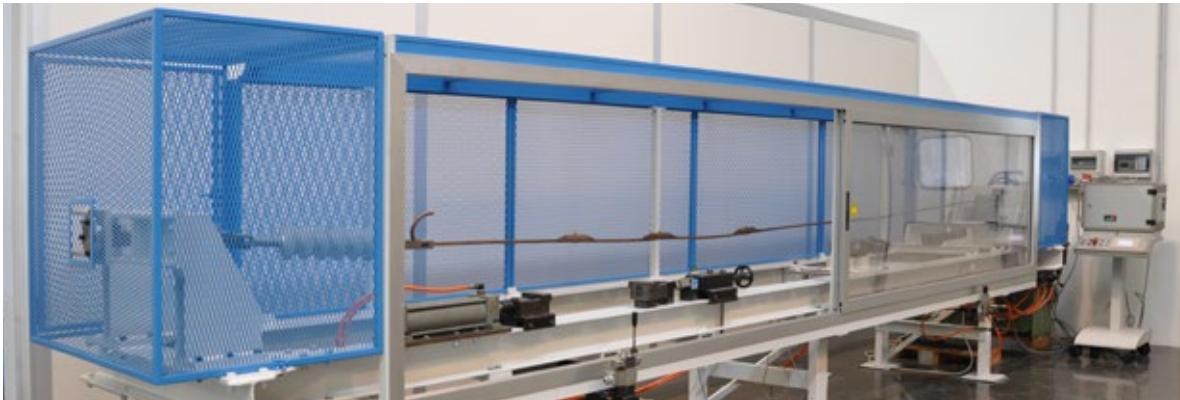
- 1/2 - Thermal cycle test benches
- 3 - Metallography microscope
- 4 - Micrograph of electrolytic copper
- 5 - Sections of crimped connectors
- 6/7 - Saline chamber tests on electrical connections

- computer-aided optical system for checking the exact shape and size of the products;
- equipment for short-circuit tests;
- computer-controlled thermal cycle test benches for testing the ageing phenomena of connections by simulating extreme operating conditions; data relating to thermal resistance and connection temperatures are acquired and processed automatically;
- apparatus for measuring the dielectric strength of the insulating materials;
- equipment for safety testing to UL 486A;
- Infrared thermal camera for real-time monitoring of thermal cycling tests.



- 8- Infrared thermal camera monitoring the progress of thermal cycling tests
- 9- Test bench for battery-powered tools
- 10- Machine for measuring the force for inserting cable markers in holders
- 11- Instrument for testing metal hardness

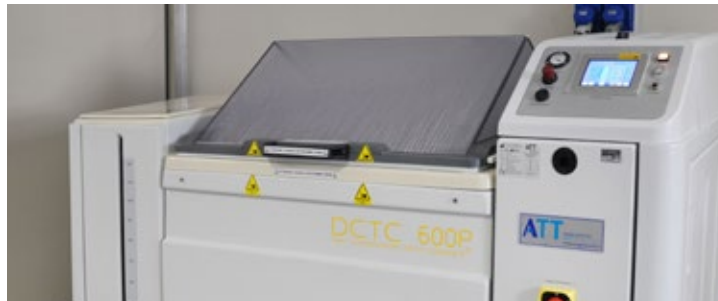
- test bench for accelerated testing of resistance to sunlight;
- test benches for mechanical tension tests on components for underground use or for overhead lines;
- test benches for mechanical fatigue tests;
- test bench for pressure tests;
- test bench for checking flammability of materials.



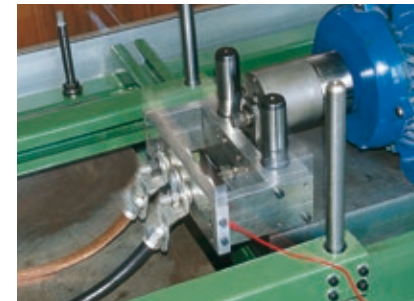
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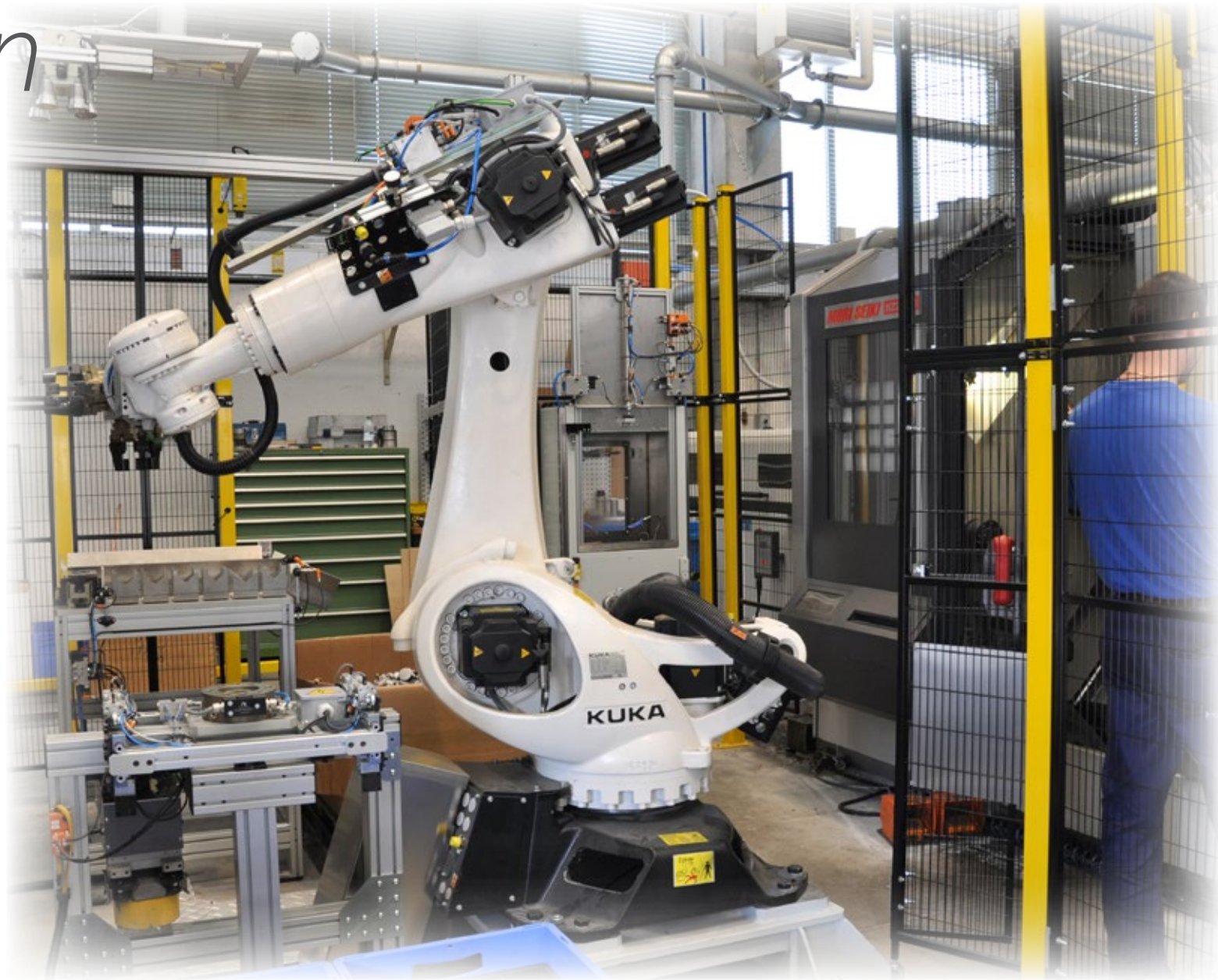
- 12 - Horizontal bench for mechanical tension tests
- 13 - Climatic chamber
- 14 - Saline chamber
- 15 - Vertical bench for mechanical tension tests
- 16 - Bench for vibration tests
- 17 - Bench for short-circuit tests

production

Cembre designs and manufactures its own special tools and machines which are used for the production of hydraulic crimping and cutting tools. The extensive range of cutters, lathes, digitally controlled machining centres and EDM machines ensure a high standard of accuracy and productivity.

For the production of the various types of connectors, automatic presses powered by smart systems are used to guarantee a highly reliable product.

Cembre also designs and builds its own equipment, including the specific machines used to produce connectors and tools; this enables the production of the highest quality products at a competitive price point.



1

- 1 - MCN machining centre
- 2 - Moulds on injection presses
- 3 - Brass cable glands
- 4 - Semi-finished steel products

2



3



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Digitally controlled production equipment





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2



1 - Copper connectors
2 - View of press and annealing furnace department
3/4 - Material cutting department



3



4

5 - Pre-insulated terminal assembly department

6 - Pre-insulated terminals

7 - Terminal block assembly department

8 - Galvanising department



6

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- 1 - Tool assembly area utilising lean production methods
- 2 - Automatic arms for railsaws
- 3 - Automatic railsaws RDS-14P
- 4 - View of the tool assembly department



3



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5 - Vertical component storage unit
6 - Sleeper drills
7/8 - Hydraulic tools
9 - Impact wrenches



8



9

warehouses, delivery

In order to ensure a fast and efficient delivery service to its customers, **Cembre** keeps a wide range of the most frequently used products in its warehouse, managing movements with its own "Data Processing Centre".

- The new automatic warehouse (which has increased operational efficiency and reduced customer response times) is made up of 16 metre high shelves divided into 28 levels, with a total capacity of 60,000 crates.
- Product retrieval is carried out by 6 double deep stacking cranes moving at a speed of 5 m/s.
- The maximum handling capacity of the system is more than 10,000 order lines per working day.
- Considering the order lines delivered, shipping errors in 2018 were at 180 parts per million (0.018%).

1





2

Automatic packaging machines provide fast and accurate packing of the various types of connectors in bags; these are then placed in modular sized boxes which allow a logical layout on the shelves and ensures items are easy to locate.

The shipping department, adjacent to the warehouse, organises the grouping of materials and packages them in the most suitable way for the method of delivery required by the customer.

3



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sales network

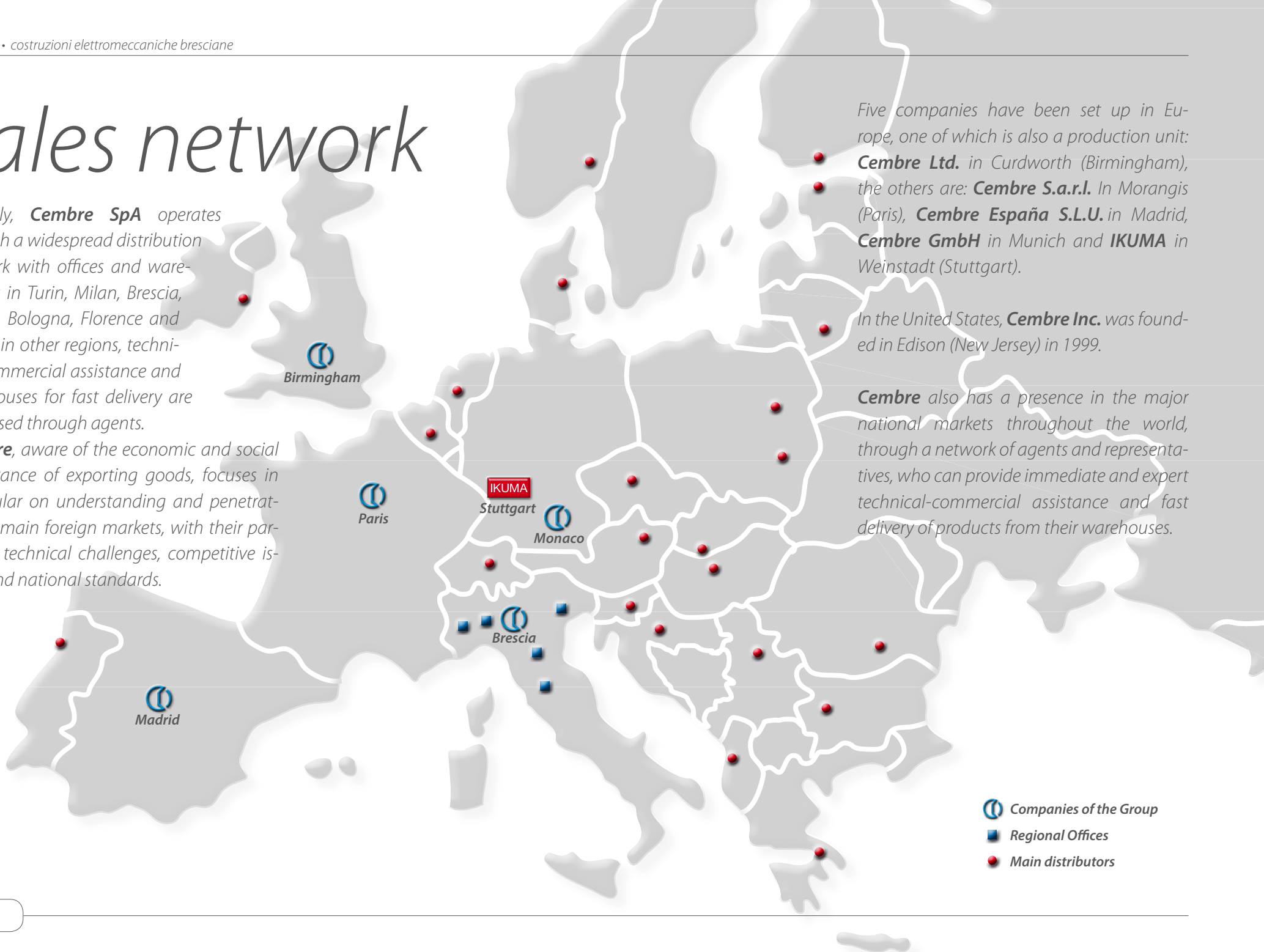
In Italy, **Cembre SpA** operates through a widespread distribution network with offices and warehouses in Turin, Milan, Brescia, Padua, Bologna, Florence and Rome; in other regions, technical-commercial assistance and warehouses for fast delivery are organised through agents.




Cembre, aware of the economic and social importance of exporting goods, focuses in particular on understanding and penetrating its main foreign markets, with their particular technical challenges, competitive issues and national standards.

Five companies have been set up in Europe, one of which is also a production unit: **Cembre Ltd.** in Curdworth (Birmingham), the others are: **Cembre S.a.r.l.** in Morangis (Paris), **Cembre España S.L.U.** in Madrid, **Cembre GmbH** in Munich and **IKUMA** in Weinstadt (Stuttgart).

In the United States, **Cembre Inc.** was founded in Edison (New Jersey) in 1999.

Cembre also has a presence in the major national markets throughout the world, through a network of agents and representatives, who can provide immediate and expert technical-commercial assistance and fast delivery of products from their warehouses.



-  Companies of the Group
-  Regional Offices
-  Main distributors

ITALIAN SALES NETWORK**REGIONAL OFFICES**

- National Sales Office**
Via Serenissima, 9
25135 BRESCIA
Tel.: 030 36921 - Fax: 030 2359431
E-mail: Ufficio.Vendite@cembre.com
- Turin Office**
Corso Susa, 299/A
10098 RIVOLI (TO)
Tel.: 030 36921 - Fax: 030 2359431
E-mail: Ufficio.Torino@cembre.com
- Milan Office**
Via Borgazzi, 136
20900 MONZA (MB)
Tel.: 030 3692422 - 423 - Fax: 030 2359431
E-mail: Ufficio.Milano@cembre.com
- Padua Office**
Via Pola, 22
35030 TENCAROLA di
SELVAZZANO D. (PD)
Tel.: 030 3692400 - 401 - Fax: 049 720488
E-mail: Ufficio.Padova@cembre.com
- Bologna Office**
Via del Giglio, 3
40133 BOLOGNA
Tel.: 030 3692285 - Fax: 030 2359431
E-mail: Ufficio.Bologna@cembre.com
- Florence Office**
Via I.Barontini, 22/A
50018 Scandicci (FI)
Tel.: 030 36921 - Fax: 030 2359431
E-mail: Ufficio.Firenze@cembre.com

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E-mail: Sales.US@cembreinc.com
www.cembreinc.com



- Companies of the Group**
- Main distributors**

**AEOF Authorisation**

Cembre has obtained the status of "Authorized Economic Operator - Full", the most comprehensive level of authorisation awarded by the Customs Agency for Customs/Security Simplification.

Our direct sales force is made up of over 100 employees around the world dedicated to visiting our customers on a daily basis.

This status identifies the reliability of an economic operator with regard to the customs authorities, recognising companies that receive it as privileged partners; essentially, customs controls and procedures are simplified, while maintaining the highest level of security with the ultimate aim of protecting the entire international supply chain.

website

The website allows interaction with customers, providing a range of services such as:

- presentation of catalogue products and new products
- promotions
- technical assistance
- download of product data sheets, software programs and updates.



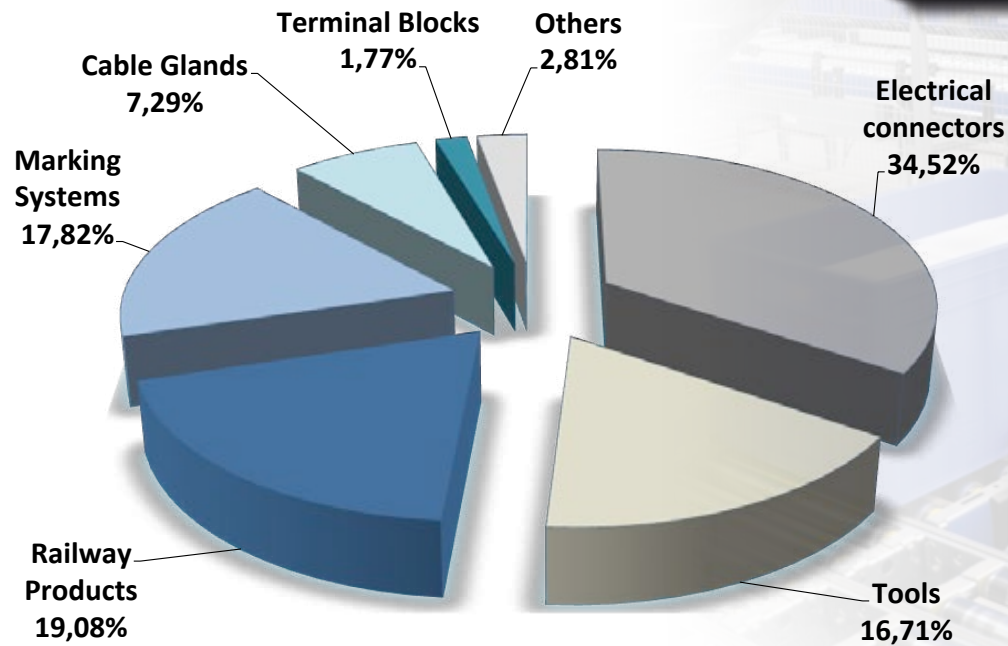
The corporate presentation video is available on the website's home page

www.cembre.com
info@cembre.com

the numbers

Turnover is made up of various product families which can be summarised as follows:

Breakdown of Consolidated Turnover 2018



Average annual growth rate of turnover (CAGR) from 2009 to 2018 was 7.4%

Over 12,500 different product codes are sold each year.

Over 4 million terminals are sold by the Cembre Group every working day.

12,000 product codes are available for immediate despatch.

the historical context

3

Cembre was formed in Brescia, an ancient city in Lombardy where you will always be welcome to visit.

The pre-Roman and Roman periods formed the active and loyal character of the Brescians, and the ancient ties to the Venetian Republic helped to develop their aptitude for production and entrepreneurial spirit.



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The lively and combative condition of European markets has always engaged us and encouraged us to seek original and competitive solutions.



7



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6

- 1 - View of the Roman Forum
- 2 - Nike of Brescia (Winged Victory)
- 3 - The Castle
- 4 - Santa Giulia, monastery
- 5 - The Duomo
- 6 - Crystal Palace
- 7 - Brescia evening view
- 8 - Waste-to-energy plant

location

Cembre SpA is located on the outskirts of the city of Brescia, in Via Serenissima 9, between Padana Superiore (Strada Statale 11) and the Tangenziale Sud della Città, near the S.Eufemia-Buffalora end-of-the-line station of the new metro.

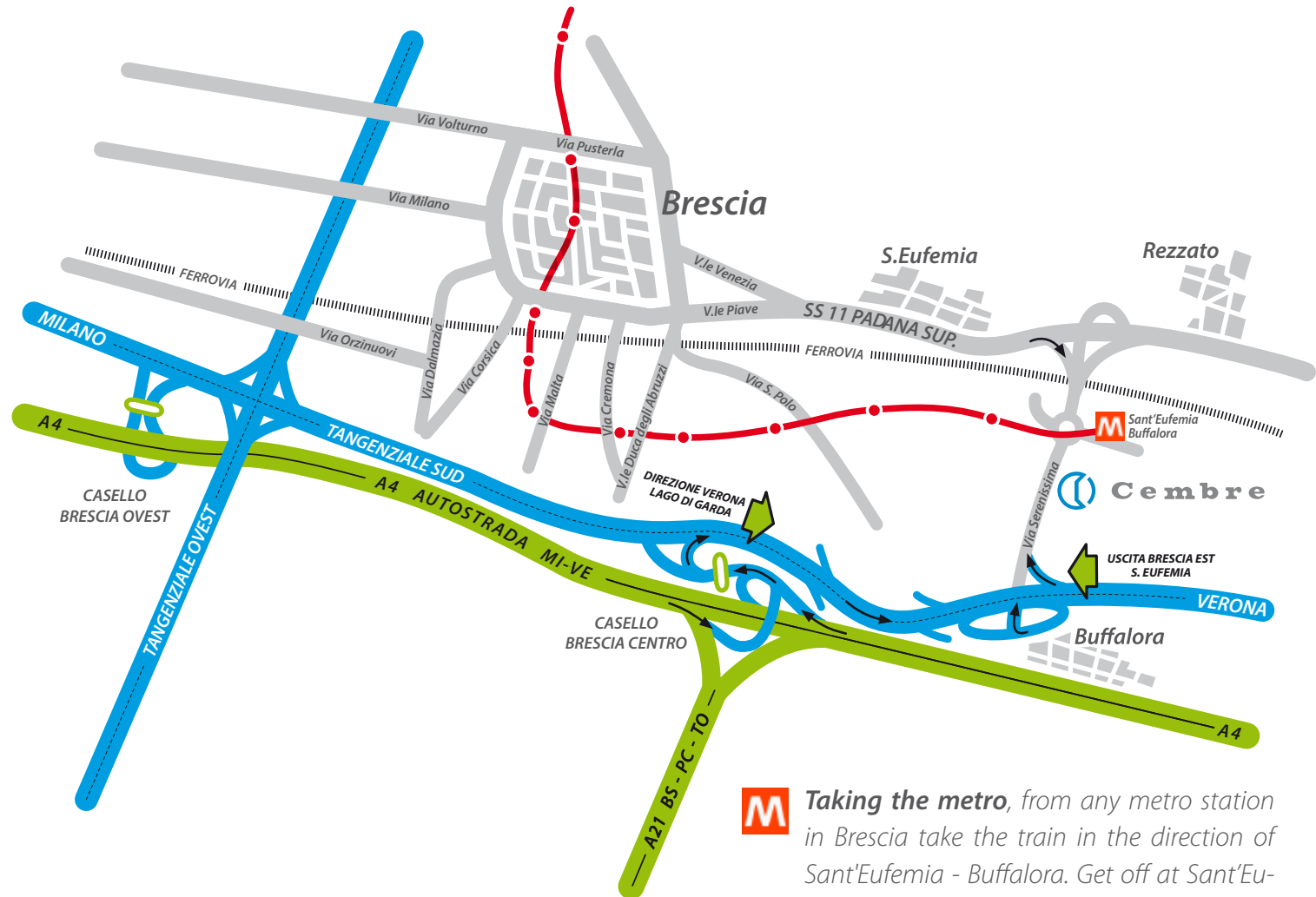


how to get to us:

Travelling from the motorway, take the exit to "Brescia Centro", then the "Tangenziale Sud" towards "Verona - Lake Garda". After 5-6 km, take the exit to "Brescia - S. Eufemia". Follow this road for a kilometre until you see the Cembre building on the right.

Travelling from Brescia, travel along the Strada Statale 11, Padana Superiore, and take the first junction on the right after the village of S. EUFEMIA in the direction "Tangenziale - Autostrade". After about 1 km, continue straight on at the roundabout and you will see the Cembre building on the left.

Travelling from Lake Garda, if you take the "Tangenziale", take the "Brescia - S. Eufemia" exit (after the Rezzato exit); if instead you come from the strada statale 11, after passing the village of Rezzato turn right towards the "Tangenziale - Autostrade". After about 1 km, continue straight on at the roundabout and you will see the Cembre building on the left.



M Taking the metro, from any metro station in Brescia take the train in the direction of Sant'Eufemia - Buffalora. Get off at Sant'Eufemia - Buffalora. After exiting the station, walk in the direction of Buffalora and Cembre is just a few minutes away.



Cembre
from 1 March 1969

Cembre S.p.A. celebrates its first



50 years thanking all the collaborators



**Cembre S.p.A.**

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Website



Company Video



This is Cembre

www.cembre.com

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