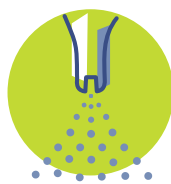




# Corporate Brochure



BOND • PROTECT • BEAUTIFY



**Cédric Perres**  
Managing Director of **Sames**

*Our business is to bond, protect and beautify materials.*

*By extension, we unite people, protect the environment and beautify the world. This philosophy is ingrained in our DNA as reflected in our acronym Sames « Simply applying most efficient solutions ».*

*With a global presence in all industrial markets, we are experts in paint, adhesive and sealant application solutions.*

*We are more than an equipment and solutions provider.*

*We are a committed stakeholder in our ecosystem.*

*Our ambitions are rooted in our era and in the industrial and ecological challenges of tomorrow.*

*In the context of the 4th industrial revolution, we support the transformation of our clients' production processes by collaborating with all our networks.*

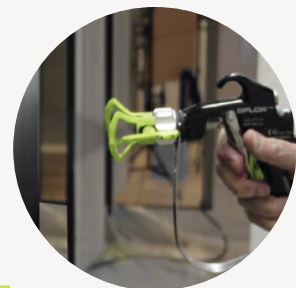
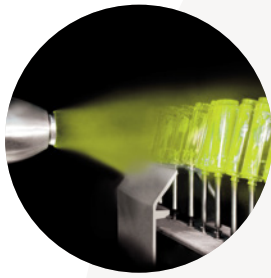
*Our «Human Touch», our passion for innovation and our culture of excellence enable us to meet our clients' technical, technological, and environmental challenges on a day-to-day basis.*

*Enjoy being the best together !*



*Cédric Perres*

# summary



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CEO

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## EXEL Group



For almost a century, Sames has provided services and equipment for the application of liquid and powder paints, adhesives and sealants to bond, protect and beautify all types of surfaces.

We design, produce and market complete solutions - manual guns, automatic and robotic applicators, pumps and dosing machines...

We offer solutions at the cutting edge of technological innovation, serving industrial efficiency for the most challenging customers, and environmentally friendly.

In addition to delivering products, our services include the audit of your installations and consulting, training, repair and programming assistance of your robotic installations.

More than a supplier, Sames is the partner of your performance.

We simply apply the most efficient solutions.



# Key numbers



**+ 200 M€**  
in revenue



CSR COMMITMENT:  
**ECOVADIS GOLD LABEL**



*Sames is a company in constant motion. We have assets, but we are able to challenge them when necessary.*



Philippe De Tallhouet  
R&D director in Stains, France



**4%**  
of revenues invested  
in R&D



**106**  
families of active  
registered patents



# A recognized expertise in all markets

Over the years, Sames has built up global expertise in more than 50 markets. In an ever-changing world, we meet all your application needs to bond, protect and beautify all surfaces in all conditions with performance - including environmental, productivity and sustainability - in mind. Sames, with you in your everyday life.

## Wood industry

### Agricultural



### Construction and metal infrastructures

### Energy



## Transportation



## Construction equipment



## Consumer goods



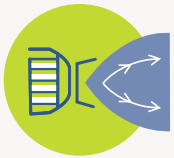
## Battery manufacturing

## Automotive

# A range of products and services that meet the needs of all application businesses

With a wide variety of ranges and services, we can meet all your application needs. Whatever your production volume and the finishing level you expect, we will be able to advise you, design and implement the most suitable solution.

## sames kremlin



### Airspray

Coating technology that guarantees the highest finish.



metal



plastic



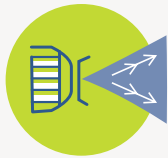
Wood



consumer goods



automotive



### Airmix®

The perfect mix between finishing quality and productivity.



bois



metal



transportation



furnitures



agricultural



### Airless

Most productive application technology to protect surfaces.



métal



infrastructures



transport

## sames intec



### Sealant and adhesives application solutions



metal



automotive



transportation



consumer goods

## sames nanocoat



### Liquid coating application solutions for rotating bells, with and without electrostatic



metal



plastic



Wood



automotive



consumer goods



construction

## sames inocoat



### Powder coating application solutions



metal



Wood



consumer goods



infrastructures



transport





## sames services

- Audit
- Consulting
- Training
- Customer assistance
- Technical support / process lab services
- Spare parts
- Service contracts
- Design and realization of tailor-made solutions and turnkey projects



# Our commitments

## Our commitments towards customers, partners and the planet

- Available and skilled Sames teams close to you, ready to help you define the solution that meets your needs. In addition, a large and experienced network of official partners to offer you a local support. A shared passion to sublimate the expertise and talent of our clients.
- Innovative Premium quality products to ensure the best efficiency and the most environmentally friendly solution for your bonding, sealing and painting process. Applying the right dose at the right place and at the right time!
- Long lasting repairable products, German and French designed, with a 2-year free warranty for most of our equipment.
- More and more modular solutions to allow you to order the optimum equipment for your need; with local adaptations to improve lead times and reduce the environmental impact.
- Services teams & equipment to test and demonstrate the efficiency of our solutions, to audit your installations, to train your teams, to maintain and repair your equipment.
- A very long-lasting loyalty to all our customers and partners as trust, mutual respect and common search for excellence are our drivers.



*Customer satisfaction is at the core of our concerns, it is the driving force behind our continuous improvement.*

Sylvie DEMOLLIENS  
Customer Relation Service Manager



Enjoy being the best *together*



## Our values



### Human Touch

Enjoy being the best together

We are all members of the Sames family.

Therefore, we are a collective body that can contribute information, voice our opinions and be heard.

This helps us grow together towards a common goal.



### Committed to excellence and customer satisfaction

Be agile and innovative

Excellence is a collective effort. If we can guarantee the highest level of quality to our customers, it is because we share responsibility for what we deliver and our mutual success.

The relationships we have built and will build with them enriches our technical expertise and enables us to provide them with the answers they seek.

The pleasure of working together and the love of our jobs creates a special bond between all of us.



### Accountable for the future

Protect the environment and beautify the world

Since our inception, we have contributed to making the world a better place at every level of our value chain.

We build long-term responsible relationships with our suppliers and partners.

We design sustainable products and services with a controlled impact, and more respectful of people and the environment.

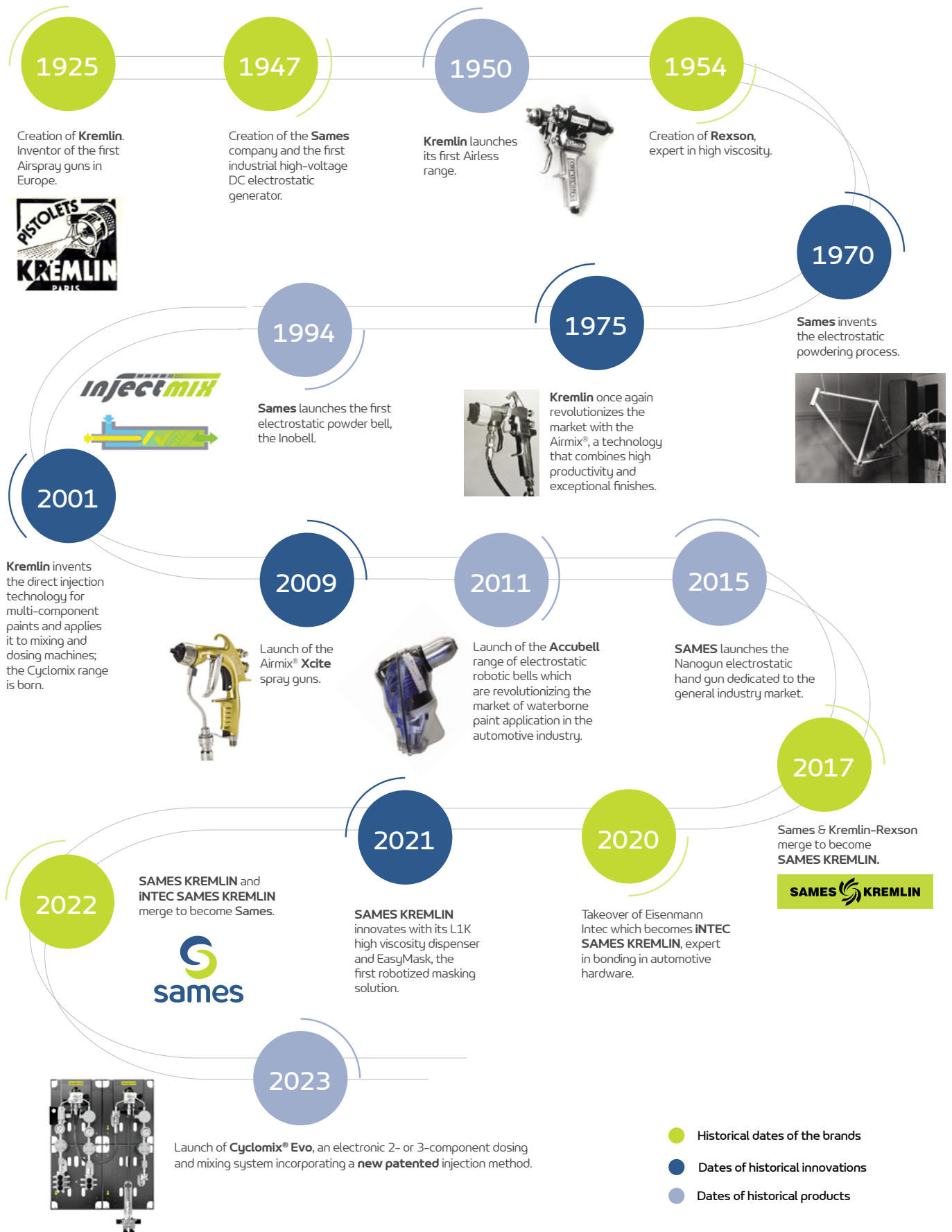


*I feel like Sames is one big family.*

Steven JACQUET  
Production unit Manager



# Innovating and serving your performance since 1925



- Historical dates of the brands
- Dates of historical innovations
- Dates of historical products

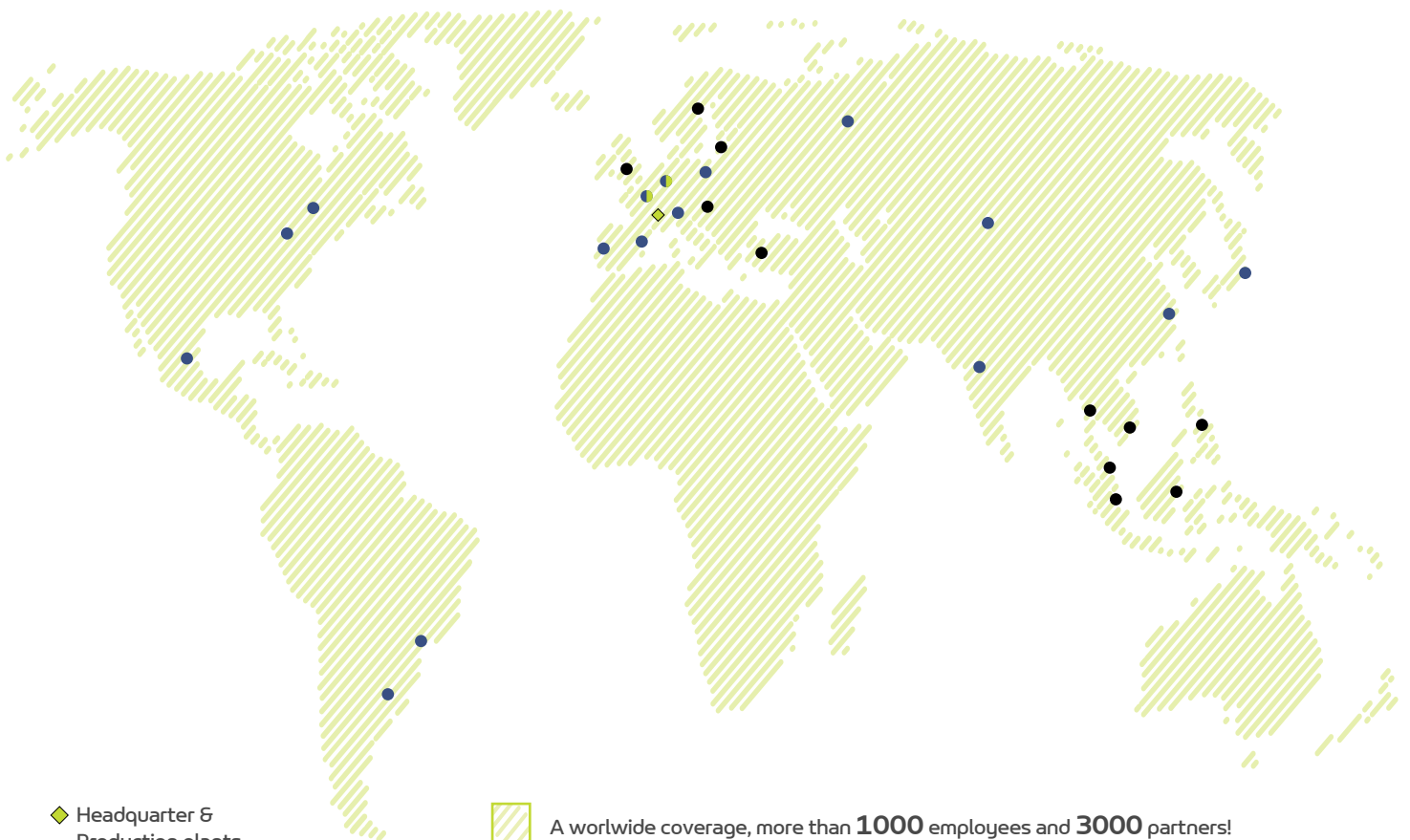


# Sames, close to you, everywhere in the world



Find all  
our business  
contacts on  
sames.com

Wherever you are in the world, we are committed to staying close to you.  
This is our “Human Touch”.



◆ Headquarter & Production plants

Meylan,  
FRANCE

● Production plants

Stains,  
FRANCE  
Erfstadt,  
GERMANY

● Subsidiaries (with application lab)

- |           |            |          |
|-----------|------------|----------|
| ARGENTINA | INDIA      | POLAND   |
| BRAZIL    | ITALY      | PORTUGAL |
| CANADA    | JAPAN      | SPAIN    |
| CHINA     | KAZAKHSTAN | USA      |
| GERMANY   | MEXICO     | RUSSIA   |

● Commercial offices

- |                |             |          |
|----------------|-------------|----------|
| CZECH REPUBLIC | MALAYSIA    | THAILAND |
| INDONESIA      | PHILIPPINES | TURKEY   |
| LATVIA         | SINGAPORE   | UK       |
|                | SWEDEN      | VIETNAM  |

# Gouvernance



*Sames has a history of challenges, which we have met with and through a loyal network of partners and customers. Because transparency and proximity are the foundation of all the relationships we have built, we are proud to accompany them in each of their projects and to contribute to their satisfaction.*

**Didier Brotons**  
Sales Director EMEA



*Since its beginnings, Sames has invented and commercialized technologies that allow our customers to reduce their environmental impact while increasing their industrial efficiency. It is our Sames Services teams that support them in maximizing the performance of our equipment: consuming the least amount of product while using the least amount of energy possible!*

**Julien De Feydeau**  
Technical Director: Engineering and Services



*The whole Sames team is fully dedicated to answer the challenges related to the application of high viscosity products. Our global customer focus, our test laboratories, and our ability to integrate robotic solutions allow us to identify and implement really useful innovations.*

**Dirk Löchner**  
Director of the Erfstadt site for high viscosity technologies



*More than ever, the stakes for our customers and therefore for ourselves, are extremely high. Operational and energy efficiency, frugality in terms of resources consumed and recycling are leading us to completely review our value chain. We are working to invent the best products, solutions and services to meet these challenges.*

*«We knew it was impossible, that's why we did it for our customers.»*

**Hervé Walter**  
Director of the Stains site dedicated to Airspray, Airmix® and Airless technologies



*Innovation and customer orientation are part of our DNA. Our teams have been working since the beginning to limit our environmental impact right from the design of our products. The air motors for our rotating bell sprayers that we have been developing for decades are so safe, innovative and durable that we can guarantee them for 7 years.*

**Richard Włodarczyk**  
Director of the Meylan site dedicated to Bell and Powder technologies



*Sames is committed to being a responsible and supportive company in line with its values and history. Sames is dedicated to promoting health in the workplace, to taking into account disabilities and to reflecting diversity in all its components. Sames implements its «Human Touch» policy.*

**Sophie Brocchetto**  
Director of human resources



*In a volatile, uncertain, complex and ambiguous world, it is our commercial and technical presence close to our customers that allows us to innovate and meet their needs. Thanks to the close collaboration of our marketing and R&D teams with numerous product manufacturers, we design simple, efficient and environmentally friendly solutions.*

**François Grouès**  
Marketing and Business Development Director



*To better serve our customers, our digital transformation is moving forward at high speed. We are deploying IOT solutions to improve the efficiency of our customers' production processes. The better knowledge of these customers and their processes also allows us to develop our services offer to improve their operational performance.*

**Alexandre Bollon**  
Director of Administration, Finance and IT



*Sames is adapting to a competitive environment by transforming its supply chain to make it agile, resilient and efficient, with a strong focus on customer satisfaction. Our teams constantly monitor market signals to seize opportunities and manage risks. They quickly adjust workflows to maintain excellent service and respond to requests accurately and on time.*

**Ayoub El Houmairi**  
Purchasing and Supply chain Director



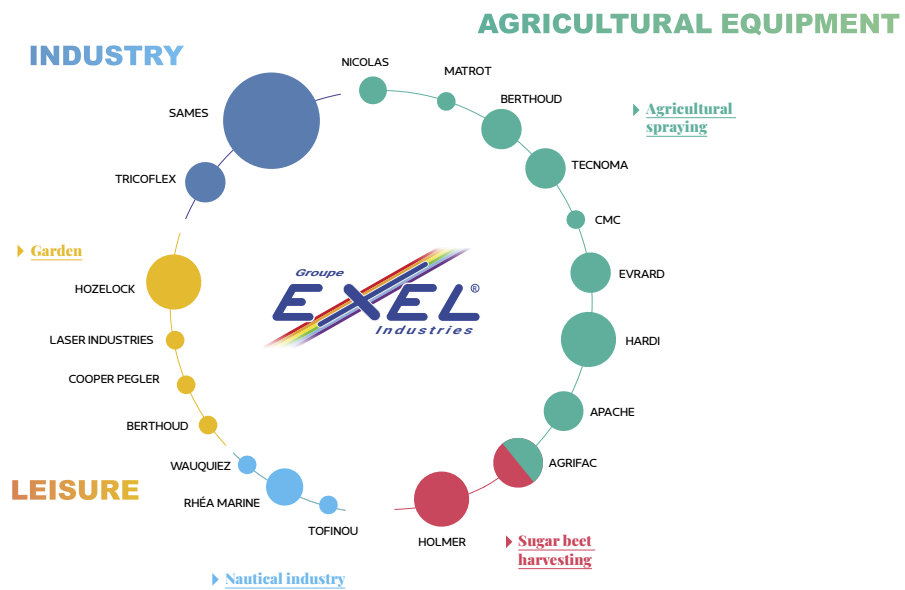
# Sames is part of the EXEL Industries group

EXEL Industries is a French family-owned group, whose ambition is to design, manufacture and market capital goods and associated services that enable its customers to gain in efficiency, productivity, or contribute to the pleasure of living, and to achieve their environmental and societal goals.

Driven by a strategy of innovation for more than 70 years, EXEL Industries has based its development on innovative ideas in order to offer its customers unique, efficient, competitive, and easy-to-use products.

Since its creation, the Group has experienced significant internal and external growth in each of its markets, backed by a stable shareholder base guided by a long-term development strategy.

## Organization chart of the main brands of the EXEL industries group



## Sectors of activity of the EXEL industries group



Enjoy being the best *together*



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