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TOGETHER WE BUILD

*"If you want to go fast, go alone.
If you want to go far, go together"*


African proverb



THE **IMER GROUP** IS A EUROPEAN LEADER IN PRODUCTION OF
CONSTRUCTION MACHINERY AND EQUIPMENT.

Together we build
summarizes our Group philosophy.

Together we build
is our motto.



We build machines and equipment that let construction site professionals work with less effort and greater performance.

We build the future with an eye always on innovation and an ongoing focus on safety, respect for people and environmental friendliness.

We build partnerships and collaborations all over the world.

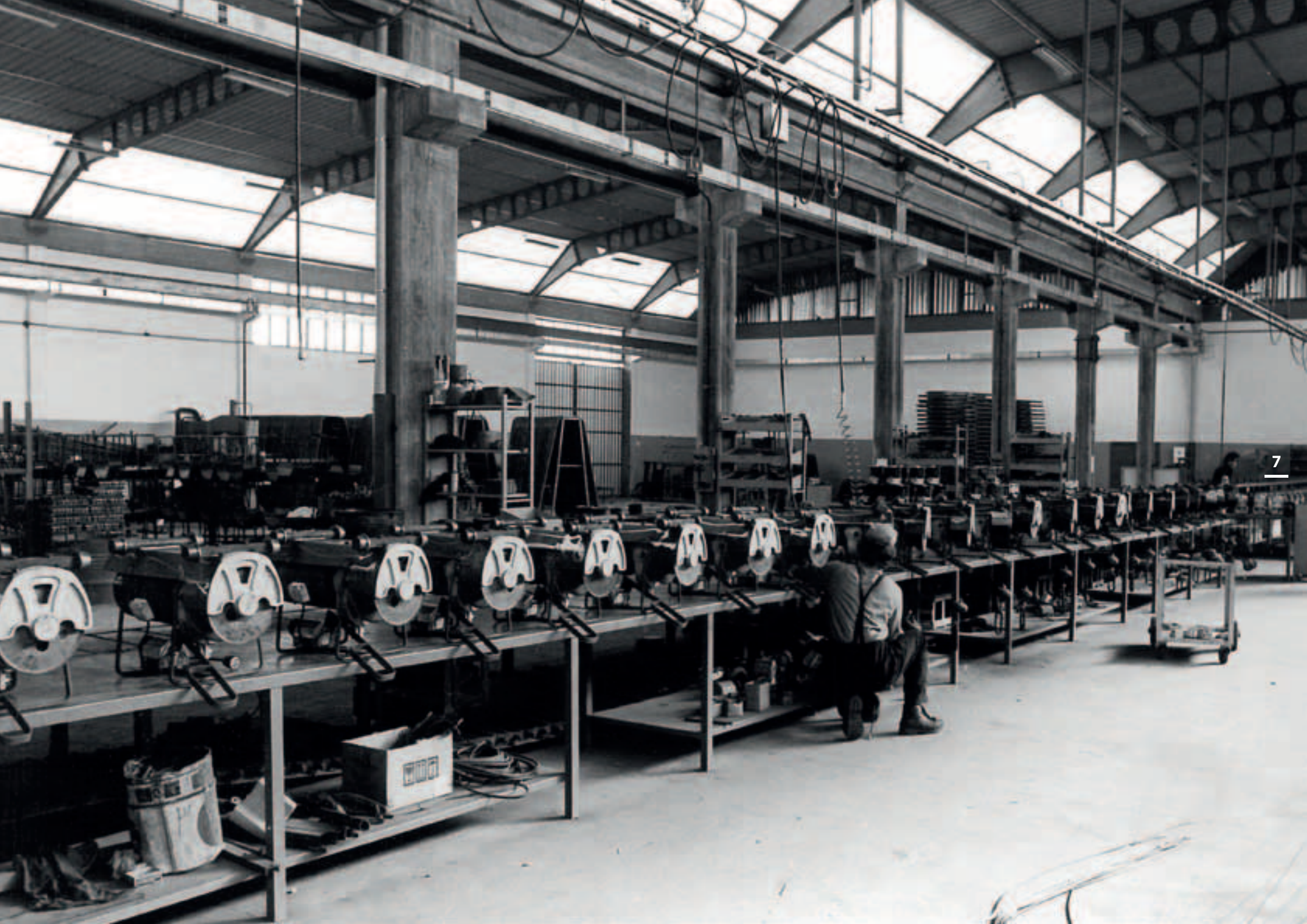
We build relationships every day, because we are a Group based on employee involvement at various levels of the organization, as well as customer trust and satisfaction.

We build together.



TOGETHER WE BUILD

A story of union.



A STORY OF UNION

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It all started with a union.

Two companies are founded in 1962, one in Poggibonsi (Siena) and the other in Certaldo (Florence), neighbouring areas and similar production.

Their DNA already had their future union written in it, which would take place 11 year later in 1973.

From this, IMER (Industrie Macchine Edili Riunite - United Construction Machinery Industries) is created.

The concept of “union” is an integral part of the name of this new industrial company.

Dynamism, focus and integration are the main values that come from this brand, which is still current.

From this moment on, IMER’s story is a series of “unions”, which plot the path that has led the company to be one of the leading European industrial Groups in the building machine production sector, with 4 specialized divisions and a global presence.

**Ours is a story of union.
Ours is a union of intentions.**

MILESTONES

1962

The building blocks

The two companies that will later become IMER originate in the Valdelsa territory, between Siena and Florence.

1973

The IMER's debut

The founders of the two companies meet to create a new production company: IMER (Industrie Macchine Edili Riunite).

1981

The first union beyond the borders

Partnerships and trade agreements lead IMER to cross the Italian border and open the first foreign branch in France.

1982

Expansion in Europe

Strong export development in Europe. Distribution begins in the Spanish market, and subsequently the IMER Iberica branch opens.

1990

"United" States

IMER USA is the first overseas branch. The company aims to expand its sales network on all of the continents.

1999

Le Officine Riunite - Udine

IMER also becomes a leader in the batching plant sector thanks to the acquisition of Le Officine Riunite - Udine.

2000

The union becomes a Group

The strength of the union is sanctioned by the IMER Group name, a new identity to take on the global market as a leader.

2006

IMER-L&T is founded

The Group's first industrial investment abroad is made with the start of truck mixer production in Turkey.

2009

The union that raises work to a higher level

With the acquisition of Iteco in Pegognaga (Mantova), the Group integrates production of self-propelled aerial platforms.

TODAY

United... and specialized

New brands are founded to identify our four divisions: IMER Equipment, IMER Access, IMER Concrete and KATO IMER. A new vision of the whole.

TOGETHER **WE** BUILD

Today all of us, aiming for tomorrow's goals.







The path that has led us to today is made up of many stages in which the **“inclusive we”** has always prevailed:


*the company united with other companies,
the company united with trading partners,
the company united with its customers,
the company united with the people.*

All of this is “us today”.

WE HAVE THE STRENGTH OF A GROUP



With more than 650 employees and a Group that has 5 production plants (four of which are in Italy and one in Turkey) and 5 sales branches abroad.



IMER INTERNATIONAL

*Rapolano Terme (Siena) - Italy
Pegognaga (Mantova) - Italy*

**LE OFFICINE
RIUNITE - UDINE**

*Basaldella di Campoformido
(Udine) - Italy*

KATO IMER

San Gimignano (Siena) - Italy

IMER- L&T

Aksaray - Turkey

HEADQUARTERS

Poggibonsi (Siena) - Italy

IMER FRANCE

Grenoble - France

IMER IBERICA

Zaragoza - Spain

IMER USA

*Capitol Heights, MD - USA
Hayward, CA - USA*

IMER ORU FAR EAST

Singapore

IMER SHANGHAI

Shanghai - China

WE **ARE UNITED... AND SPECIALIZED**

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*Production is divided into 4 divisions:
IMER EQUIPMENT (machines and equipment for construction sites), IMER ACCESS (aerial platforms), IMER CONCRETE (batching plants and truck mixers), KATO IMER (earthmoving machines).*





WE ARE EVERYWHERE

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IMER Group distributes its products throughout Italy and the world.

A network of over 1000 dealers guarantees complete coverage of Italy using all of the existent channels, from specialist dealers to hire centres and mass retailing.

At an international level, the Group has five sales branches to cover the following geographical areas: France, Spain, USA, China and the Far East. There is also a dealer network that covers all of the continents.





WE
**ARE HERE FOR
ANY CONSTRUCTION
SITE NEED**

IMER products meet all construction site needs:

*from production, pouring and transport of mortar and concrete
to handling loads, cutting materials and surfaces, compacting the
ground, lifting people and moving earth.*

TOGETHER WE BUILD

We build to help you to build.





OUR **VALUES**

*Every day, we build ideas, projects, processes, products and services
that are the engine of our Group.*

For us, building means much more than erecting a building.

***For us, building means creating a set of values that we have always
believed in.***

*Manufacturing approach, ongoing innovation, social and environmental responsibility,
safety, global presence, human relationships and team work, partnership philosophy,
specialization, visibility, customer satisfaction.*

Not just machines and equipment.

Here is what we build.







WE BUILD **THROUGH MANUFACTURING**

Our path: from raw materials to the finished product.

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Within IMER Group, we give absolute importance to investing in production processes.

We have always been and continue to be a company that produces.

The goal of our industrial philosophy is vertical process integration, updated machinery and flow improvements through the adoption of “lean” methods.

Sheet metal transformation, mechanical machining, welding, painting, assembly and testing are all operations that we tend to carry out internally.

Our manufacturing-based industrial strategy also allows us to be flexible and accommodate market needs, such as customized machine livery or specific technical solutions offered for some products.

Always think ahead, foresee future construction site needs, offer the market winning intuitions.

Striving for innovation and the desire to go beyond past achievements have always featured in the history of IMER Group.

Thanks to the current ongoing innovation in our machines, we try to make working on construction sites safer and more efficient.

Each of our plants has a team of specialized designers.

IMER Group has filed numerous patents all over the world.



WE BUILD
INNOVATION

A new product each year.

WE BUILD **RESPONSIBILITY**

Building in a better world.

Building in a better world means having safety, ergonomics, professionalism, production process optimization and environmental friendliness at the heart of our business.

We want to create value for everything that surrounds the company.

We adopt pollution control practices, we pay attention to materials and to packaging disposal, we have central lighting, heating and compressed air control in all of our plants, we manage waste using the MUD (Consolidated Environmental

Declaration Form) and we collaborate with local universities in the field of energy efficiency.

These are all tangible company sustainability procedures that confirm how “Man and Environment” are at the core of IMER Group’s development strategy.



We have always been especially aware of personnel safety in the company, as well as the safety of operators using our machines.

Safety begins in our factories and continues at the construction site.

We constantly optimize working conditions, using equipment and technical solutions to continuously improve ergonomics in the working environment.

We also put this goal into practice by issuing and applying specific protocols, such as the Zero Accidents Project, characterized by the slogan “Think and act in safety”.

Safety is fundamental for us, both during production, as well as while using the product. Perfecting our products in view of protecting user health is a starting point for continually seeking innovative solutions.

WE BUILD SAFETY

Safety, from the factory to the construction site.



WE ARE BUILDING A GLOBAL PRESENCE

An international dimension by vocation.



We want to be present wherever in the world there is a need to build efficiently and safely.

For this reason, IMER Group has developed a global presence that allows it to offer the most appropriate solutions for each market.

The vocation to international development is in IMER Group's DNA.

Since the first exports abroad as far back as 1965, the company has always been committed to making use of the specific expertise gained in its home country to take on challenges in the building market at a global level.

Since then, this network of contacts has expanded to all of the continents.

We want to make our network increasingly widespread through our branches and dealers abroad, which give IMER Group its true strength throughout the world.

People from different cultures and backgrounds united by a single goal: to satisfy our customers in every area of the world.



People are our most important resource.

Involving all of our employees in the company's goals feeds a strong sense of belonging.

Devotion to the company's history, pride for being part of a leading Group, expertise, honesty and willingness to take risks are the values and

attitudes that characterize IMER Group people. The human relationship has always been very important to us.

We always try to create direct relationships with internal and external interlocutors, taking time to listen to and involve them.

Through continual investment in training, we aim to make people in the company grow.

If the people grow, our Group also grows.



**WE BUILD
HUMAN RELATIONSHIPS**

Human resources and teamwork are our pillars.

A photograph of five men standing in a row in an industrial setting. They are all wearing suits and ties. Four of the men are also wearing green hard hats, while the man in the center is wearing a white hard hat. They are standing in front of large yellow construction equipment, including what appears to be a crane or excavator. The background shows a paved area and more machinery.

WE BUILD PARTNERSHIPS

Together to go far.

To go far, you cannot proceed alone.

A philosophy of partnerships has featured throughout our history.

It is the factor that led us to become a leading Group in the production of machines for the building industry and to conquer a wide and significant part of the international market.

In addition to creating “productive” joint ventures with international partners

(such as Kato Imer in the earthmoving machines sector), we make sales agreements to expand the range and complete the integrated support for construction site professionals.

An example of such a commercial partnership is that with Mikasa Sangyo Co. Ltd., a Japanese company that specializes in compacting machines. In this partnership, IMER Group exclusively distributes Mikasa branded products in Italy, France and Spain.

Our approach to production is extremely focused. Without a strongly specialized range, we would not be able to continually meet our customers' needs and demands.

From batching to cutting, from concrete transport to plaster spraying, from lifting people to earthmoving.

Many different product lines united under the IMER Group brand.

We want to be specialists in each of our product lines.

For each specific building sector covered by our business, we dedicate resources with highly specialized skills and professional backgrounds.

Every time we tackle this task, we do so with the idea of offering the most suitable product and responding to the needs of professionals in the sector.



**WE BUILD
SPECIALIZATION**

Specialists in everything we do.

When an IMER machine is at work on a construction site, it is practically impossible not to notice it.

Our characteristic IMER green and our globally recognized trademark, which is registered in more than 70 markets, are the distinctive features that make us recognizable anywhere.

***Where there is a construction site,
there is IMER.***

Whether the construction site is large or small, for a new building or for renovation, private or public, IMER products are applied wherever there is a need to build.

We are visible through multiple sales channels, from specialist dealers to hire centres and mass retailing.

We are also visible from a technological point of view, through a strong online presence.



**WE BUILD
VISIBILITY**
Recognizable anywhere.



WE BUILD CUSTOMER SATISFACTION

We know the work, we live construction sites, we listen to our customers.

The place where our machines are used is always at the heart of our work. It starts with a design focused on the construction site and continues with on-site technical support.

We live the world's construction sites.

We follow building techniques and materials as they evolve and share the end user's needs and problems.

IMER Group customer care continuously provides information on product use and service activities to meet work schedules and safeguard the efficiency of construction site activities.

The strong presence of authorized service centres on the market means that we can rapidly provide spare parts throughout the world.

IMER Group carries out regular customer satisfaction surveys regarding both product performance and all after-sales activities.



OUR DIVISIONS






MACHINERY FOR BUILDING

The right machine for every construction site need.





 Rapolano Terme (Siena)

 69,000 sq.m. of surface,
16,000 sq.m. indoors

*IMER Equipment is the **Building Equipment Division** of IMER Group, which manufactures machines and equipment for construction sites.*

*Within the **Construction Machinery** category, there are seven lines, each for specific professionals in the sector. Concrete Mixers, Mortar Mixers (compact and continuous mixers), Hoists (scaffold and gantry hoists, scaffold winches, hoisting accessories), Saws (tile, masonry and slab saws), Floor saws, Compactors (vibrating tampers and vibratory plate compactors), Generators. Various models to cover the range of construction sites throughout the world.*



*The Equipment Division also specializes in mixing and spraying mortar and premixed materials, and machines for conveying traditional and self-levelling floor screeds. It is our **Mortar Spraying and Pumping** line.*

To complete the range, there is a wide choice of accessories (stators and rotors, spray guns, hoses kits, compressors).

We aim to meet all construction site needs.



Our products are applied in the most varied contexts: from small jobs to large works, from renovation to new buildings.
With an eye always on the wide range of materials used in the market.

CONSTRUCTION MACHINERY

Concrete Mixers
Mortar Mixers
Hoists
Saws

Floor saws
Compactors
Generators





MORTAR SPRAYING AND PUMPING

Plaster sprayers

Floor screed conveyors

Concrete pumps

Accessories




AERIAL PLATFORMS

We take work to unimaginable heights.





 Pegognaga (Mantova)

 15,000 sq.m. of surface,
4,700 sq.m. indoors

*IMER Access is the **Access Platforms Division** of IMER Group, which makes machines for lifting people and materials.*

We manufacture five types of **aerial platforms**: Mini scissor lifts, Electric scissor lifts, Diesel-electric scissor lifts, Articulated boom lifts, Crawler platforms. These models differ in order to meet a variety of work requirements: for indoor and indoor/outdoor use, with electric, diesel or dual energy.

Our platforms provide the most suitable solutions for working at height.



IMER Access is also an IPAF (International Powered Access Federation) training centre and runs courses to educate workers in the sector according to the latest safety standards. Keeping an eye on this aspect allows the Access Division to design machines that meet real operating needs and to solve the users' problems.



*Our platforms are suitable for use in a variety of work situations: maintenance or new building in both civil and private environments, industrial logistics, finishing and plant work.
The various models available ensure operation on any type of terrain.*





AERIAL PLATFORMS

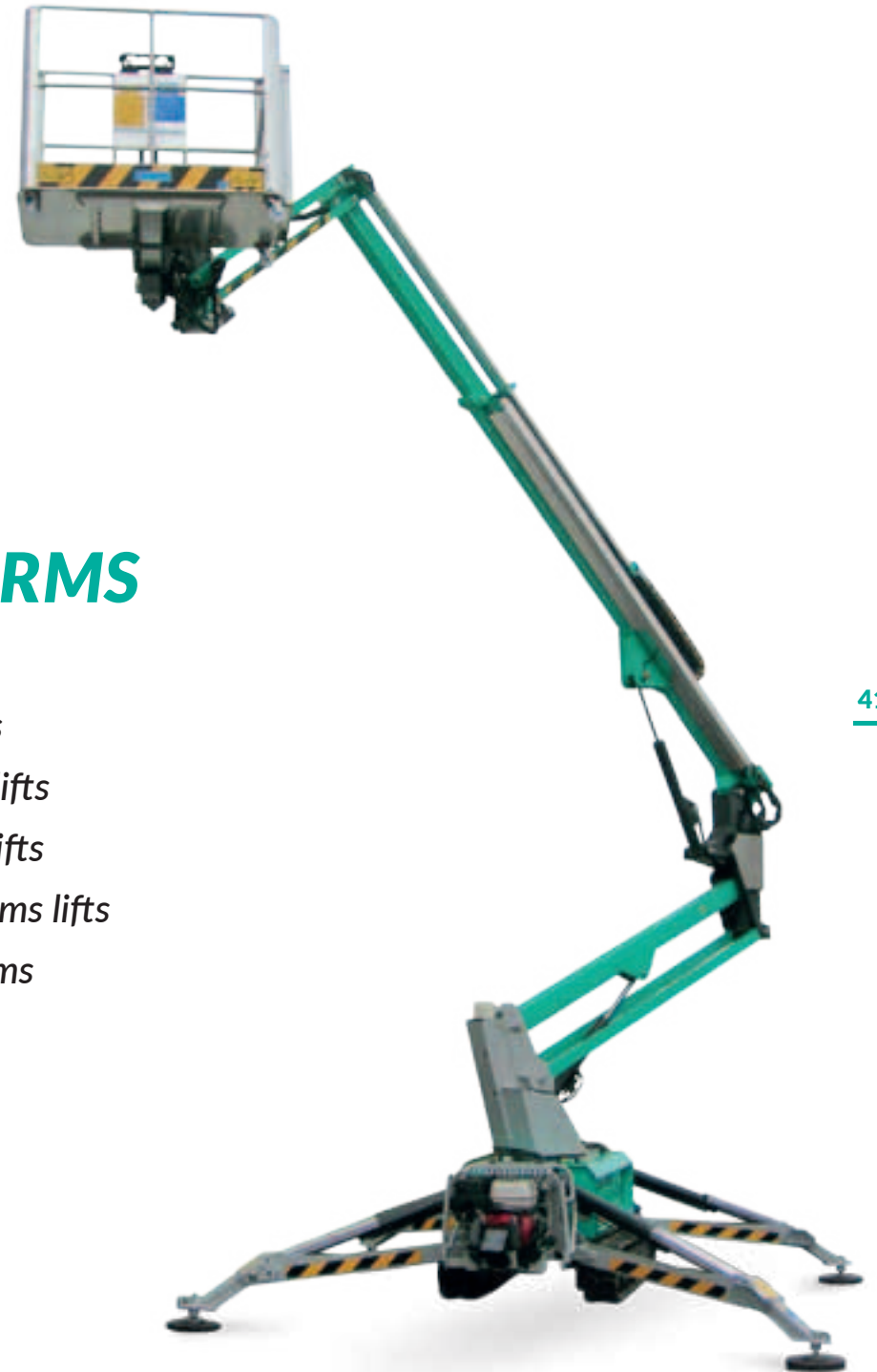
Mini scissor lifts

Electric scissor lifts

Diesel-electric lifts

Articulated booms lifts

Crawler platforms



BATCHING PLANT SOLUTIONS

The strength of concreteness.





Basaldella di Campoformido
(Udine - Italy)



150,000 sq.m. of surface,
37,000 sq.m. indoors



Aksaray
(Turkey)



100,000 sq.m. of surface,
25,000 sq.m. indoors



IMER Concrete is the Concrete Machinery Division of IMER Group.

*We make solutions for the **production, transport and pouring of concrete**. A wide range divided into four lines: ReadyMix (batching plants for producing ready-mixed concrete), MixOnSite (batching plants with radius lift arm for construction sites), Precast (precast plants and systems), Truck Mixers (truck mixers, truck mixer pumps and conveyor belts).*

We want to be specialists in concrete machinery for all sectors in which concrete is used.

Moreover, the Concrete Division internally designs and manufactures the core of the batching plants, which consists of planetary and twin-shaft mixers, software and control systems.

The division's engineering staff can offer both standard products and customized technical solutions. IMER Concrete's personnel have a high level of know-how, which ensures that they are masters of all company processes, from design to post-sales assistance.



BATCHING PLANT SOLUTIONS

- ReadyMix
- MixOnSite
- Precast
- Truck Mixers



EARTHMOVING MACHINES


Italian soul, Japanese strength.



KATO IMER

EARTHMOVING MACHINES

 San Gimignano (Siena)

 39,000 sq.m. of surface,
9,000 sq.m. indoors

KATO IMER is the **Earthmoving Machinery Division** of IMER Group.

Created from the joint venture between **IMER Group** and the Japanese giant **KATO WORKS LTD**, active since 1895 and already specialized in building machinery production by 1935, which quickly becomes the Japanese company's prevalent segment.

A technological marriage between Italy and Japan.

In Italy, KATO IMER manufactures mini excavators using KATO technology, as well as



skid loaders and mini dumpers.

It also distributes mini excavators and crawler carriers manufactured in Japan by KATO WORKS LTD.

KATO IMER's ongoing search for innovative solutions, combined with its in-house design activities, allow it to offer cutting edge machinery perfectly tailored to market needs.



The construction machines made by KATO IMER are applied in a wide range of sectors: on-site material handling, renovation, gardening, civil engineering, infrastructure construction, military applications.





EARTHMOVING MACHINES

Mini excavators

Skid loaders

Mini dumpers

Crawler carriers

Silent hammers



WE BUILD IN THE WORLD

Our sales branches.





Worldwide Presence

IMER IN THE WORLD



IMER France

Distribution in France starts in 1967 and is consolidated in 1981 when IMER France is created, the Group's first foreign branch. Its office is in Vif, near Grenoble. It distributes IMER products to the French market, with a service that covers the country with numerous dealers and hirers located throughout.



IMER Iberica

An agreement for exporting to the Spanish market is established in 1982, and the IMER Iberica branch is created in 1996. With its office in Zaragoza, it distributes the Group's products through a network of agents and dealers that completely covers the whole of the Iberian peninsula.



IMER USA

The Group's first overseas branch is created in 1990. The structure has two sites located on both coasts of the United States. The main office is in Capitol Heights, near Washington. The other office is in Hayward, close to San Francisco. IMER USA has a sales force that is specially trained in distributing IMER products throughout the United States.



IMER ORU Far East

Operational since 2003, it is the IMER Group branch that deals with the South-east Asia area. With its office in Singapore, the structure has developed a network of contacts to distribute the Group's products to the main markets of the territory: Singapore, Thailand, Malaysia, Vietnam, Philippines, Myanmar, Indonesia, Australia.



IMER Shanghai

In 2009, the target of seizing the opportunities available on the Chinese market led to the creation of the IMER Shanghai branch. With its headquarters in the main financial, commercial and industrial centre in China, the structure develops IMER Group's business and distributes IMER branded products to the local market.

And tomorrow

*Where there is a construction site,
there is **IMER**,
always doing more,
always doing better.*

We want to be wherever there is a need for building work.



TOGETHER **WE BUILD**



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