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PRESS INFORMATION

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Global Growth Propels Sepro Group To Another Record Year in 2014

Exceeding even optimistic projections made beginning of 2014, French robot manufacturer Sepro closes 2014 with €79 million turnover – the second record year in a row. The company reports sales were strong in all corners of the world.

Based on orders already on the books, robot manufacturer Sepro Robotique (La Roche sur Yon, France) has reached 79.2 million in sales in 2014, 19% over 2013 turnover, which was the previous record year, and 42 % over 2012 turnover. Unit sales are expected to be about 2100 injection-molding machines equipped for the first time in the company's history.

"2013 was a great year," says Jean-Michel Renaudeau, CEO, "and we correctly anticipated that 2014 would be better still. What we did not anticipate was that we would set a new record almost before the start of the 4th quarter. We are also very excited to see that sales are coming not only in our strongest markets, like the United States and Germany, but also in most other parts of the world, including some regions that have been very slow for several years."

In North America, which is Sepro's largest market, sales are up 10% in turnover compared to 2013, and in Germany, the #2 region, turnover increased 15%, even though the robot market overall is down slightly. This suggests, Renaudeau says, that his company not only is benefiting from improved economic conditions, but also gaining market share. Even in Sepro's home market, France, which is still struggling economically, sales were up in 2014. In fact, several leading French business journals and French television recognized Sepro as

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one of the country's "most attractive" companies due to its technical innovation and export success.

Elsewhere, the market in Spain and Portugal has been growing only modestly since 2009, but this year sales have increased 200% over 2013. Renaudeau cites a rebound in the automotive industry in the Valencian area of Spain, and the addition of a new distributor in Portugal (Carlos Pereira and Deltaplás Lda.), as key factors in the expansion. This year, the two countries together will account for 8% of Sepro's European sales.

In the United Kingdom, where sales began to decline in 1999 reached a low point in 2009, the market has recovered over the last 5 years. The trend has been steadily upward, with sales more than doubling since mid-2011. Sepro says it sold well over 70 robots in the UK in 2014.

Emerging markets like Brazil, China and Eastern Europe are also trending upward.

NEW PRODUCTS LEAD THE WAY

New products introduced in the last three years also are contributing to Sepro's growth. While 3-axis Cartesian robots – including 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.

This rapid pace of innovation will continue in 2015, promises Renaudeau. "We will introduce two new robot families beginning at the NPE 2015 show, which will be held in Orlando, Florida, in March.

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 2014 is €79 million.



Jean-Michel Renaudeau, CEO, Sepro Group

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