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Company Profile  
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**ADVANCED TECHNOLOGIES  
FOR CREATIVE SOLUTIONS**

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# Welcome ATHENA GROUP

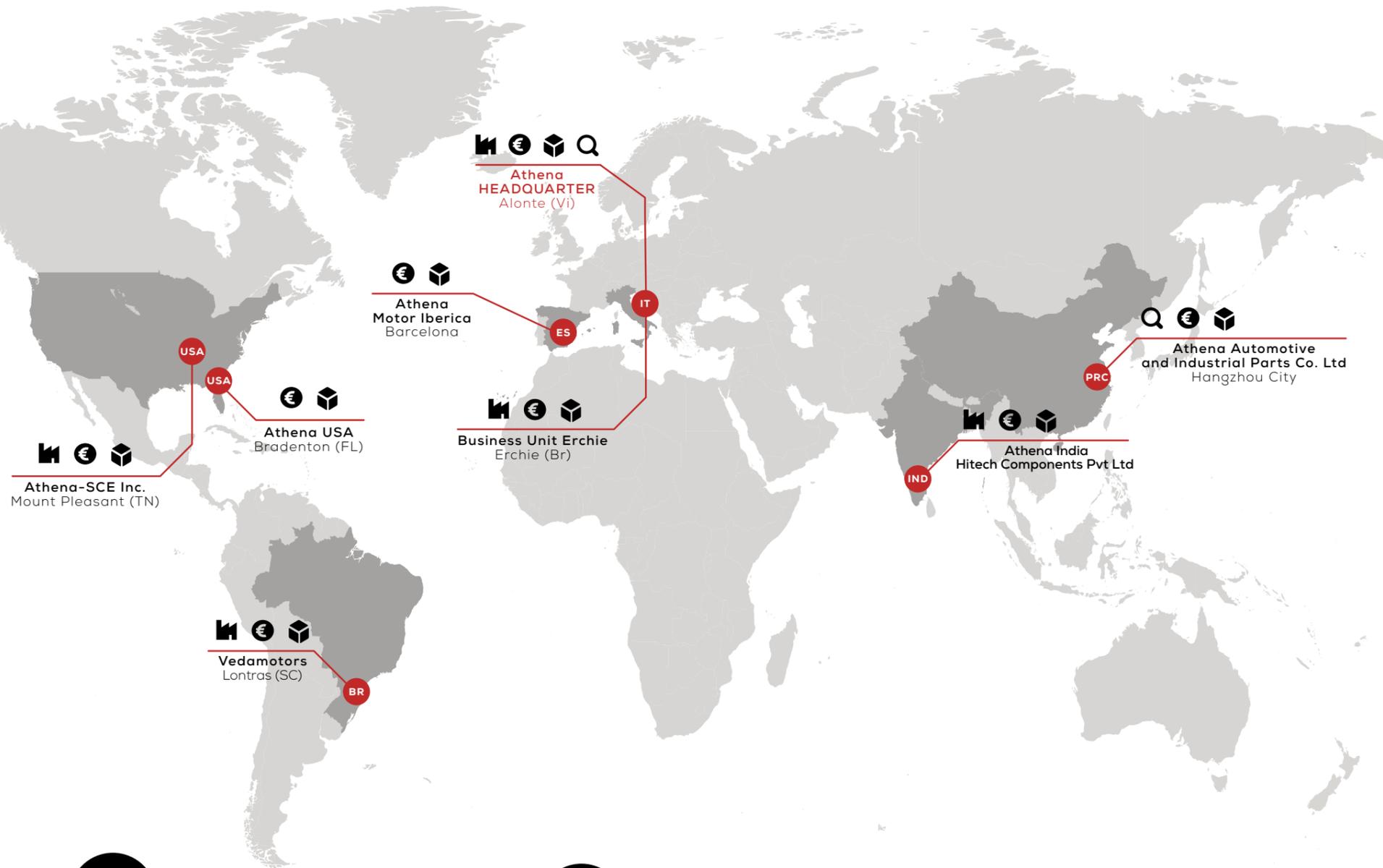
*We develop and produce high value components to industrialise your ideas and support your business.*

We are an Italian family-run company established in 1973, that has always looked to international markets. We combine our values and links to our home territory with a spirit of global growth that has allowed

us to become leaders in the development of advanced technical solutions for fluid management, thermoacoustic insulation and metal components.



# Who we are PRESENCE WORLDWIDE AND MILESTONES



Production plants



Strategic sourcing points



Logistic hubs



Sales offices

2020

## New plant in Tennessee

The Athena-SCE's two sites are combined in a new plant in Tennessee of over 3,000 mq, in order to intensify its presence in the american territory.

2019

## Worldwide acquisitions and expansions

Vedamotors acquires Servitec, company specialized in electrical and electronic products for motorbikes. The company also inaugurates the new 7.800 mq plant in Lontras.

2018

## HQ Expansion with a new logistic hub

Athena expands with the construction of a new logistics hub at the Alonte headquarters.

2016

## Opening of Athena Hangzhou

Establishment of Athena Automotive & Industrial Parts Co.Ltd.

2011

## Acquisition of Nostrali

company leader in hydraulics parts.

2009

## A productive and logistics network constantly growing

Athena's expansion and opening up to world markets continues, with the establishment of two new sister companies: a production plant in Bangalore, India and a commercial and logistics office in Barcelona.

2008

## ISO TS 16949 CERTIFICATION

Achievement of ISO TS 16949 Certification, specific for Automotive.

2007

## Acquisition of GET brand

Acquisition of GET, a division specialized in Engine Control Units and Data Acquisition Systems.

2004

## Athena USA is established

Athena USA is set up to distribute products in North America.

1998

## Athena becomes international

Athena establishes Vedamotors in Brazil, beginning its expansion outside of Italy.

1987

## From the workshop to the shop windows

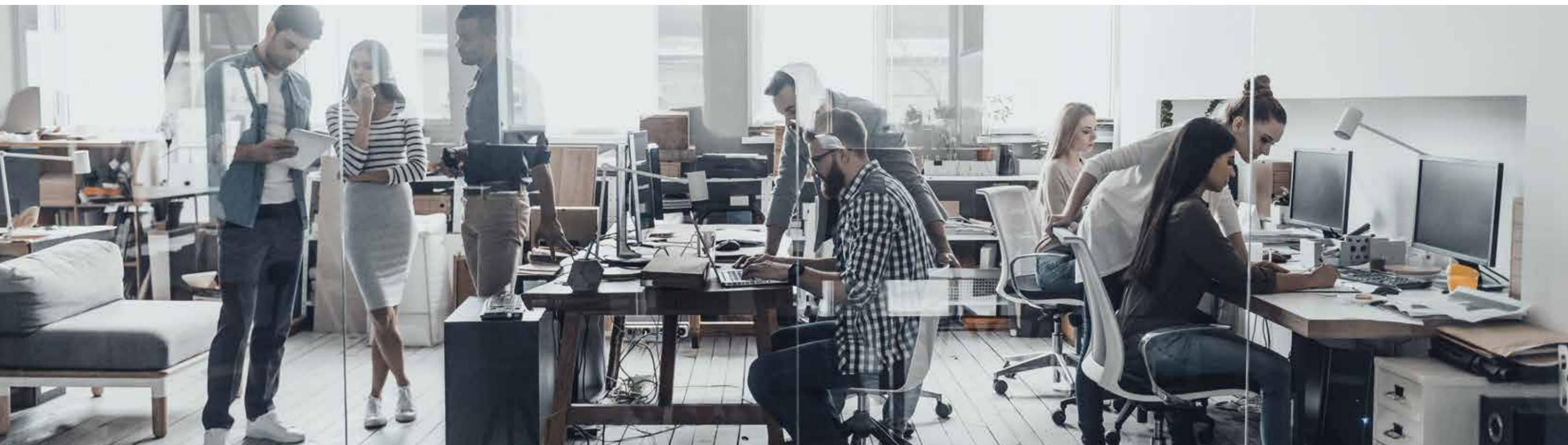
The Parts division is created. Athena acquires IGEA exploiting know-how acquired in the world of industrial gaskets to enter the motorcycle aftermarket.

1973

## Establishment of Athena

Giovanni L. Mancassola founds an artisan company specialising in industrial gaskets.

## Who we are **OUR NUMBERS**



**1**

Top financial  
reliability rating

**10**

Worldwide sales office

**140**MLN

2020 turnover in €

**11**

Customer segments

**798**

Employees

**1,45**MLN

KW produced per year  
by our photovoltaic plants

## Athena INDUSTRIES

*Athena Industries designs and produces customized parts and components on specific client's requests for the main industrial applications.*



# ADVANCED TECHNOLOGIES FOR CREATIVE SOLUTIONS

## VISION

The world of mechanical engineering is geared towards innovation. In this context, Athena Industries division aims to be the ideal, solid and innovative answer, tailored to the production performance needs of each individual company, in Italy and in Europe.

## MISSION

Research and development. Co-engineering. Service culture. Based on these values, Athena designs and implements one-to-one technical solutions for product and industrial processes in the field of blanked parts and innovative sealing systems.

## Industries Division INTRODUCTION

*We know the features of your applications very well, and therefore we offer you the best solution on the market, combining top-level production technologies and Italian creativity.*



# 50 YEARS OF KNOW-HOW AT YOUR SERVICE

In mechanics, most of the applications require the correct management of fluids, liquids or gases, to ensure maximum efficiency. We can be your strategic partner in the development of technical solutions that solve these problems.

Solutions that are small, often not visible, but essential to maintain the performance of the product in which they are installed over time.

Athena Industries' goal is to **offer the required quality within the required time.**

Thanks to a solid design know-how, different production technologies, knowledge of the markets and flexibility in adapting perfectly to requests, we can support the customer in developing technical solution they are looking for.

We produce high quality gaskets and sealing systems for any industrial application, expanding our offer over the years with metal components, rubber and rubber-metal molded items, panels for thermal and acoustic insulation and Nostrali plugs, breathers and valves.

# Industries Division

## OUR STRENGTH



### SOLIDITY

A solid partner with 50 years of success behind them. We have continuously been at the top level of economic-financial reliability, certified by D&B Cribis, for years.



### CERTIFICATIONS

Three pillars supporting the environment, the company organization, and a zero-defect policy.



### RESEARCH AND DEVELOPMENT

Innovation and progress are part of our DNA. We develop innovative products and processes internally to anticipate future's needs.



### INTERNATIONAL PRESENCE

We are a global company, present on all the main continents to support your internationalization.

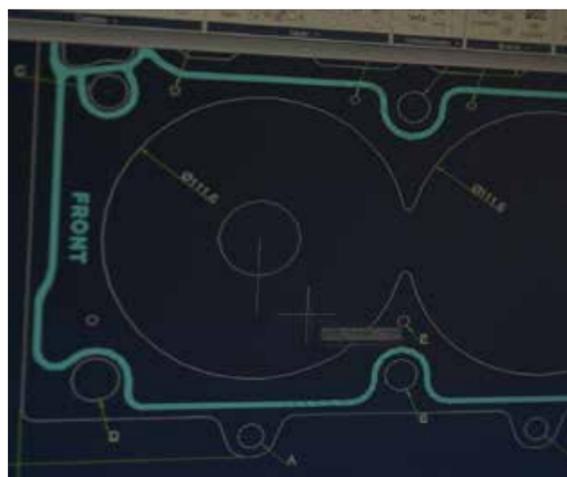


## Expertise OUR EXCELLENCE IN PROJECT AND PRODUCTION



### Special relief valves design.

Thanks to the acquisition of Nostrali in 2011, Athena entered the hydraulics, pneumatics and pressure control production market.



### Development and gaskets, washers and sealing systems for the most extreme applications.

We have designed and produced gaskets for 50 years. We focused on these products because, although invisible, they are essential for the functioning of any mechanical system.



### Complex metal parts production thanks to the combination of multiple production processes.

Blanking, mechanical and corrective processing, surface and thermal treatments, traditional and laser welding, innovative cleaning processes and overmoulding with rubber. All under the same roof, to guarantee a customised product and maximum process control.



### Assembly of systems and subsystems, combining items obtained from our various production technologies.

The high level of experience in automatic assembly systems and the possibility of obtaining products from different production processes and with different materials makes Athena a unique partner when you need pre-assembled solutions.



### Consolidated experience in industrial thermoacoustic insulation.

Specific skills and knowledge of legislative trends, combined with a consolidated global network of suppliers, production technologies, tests and simulations allow us to identify the ideal insulating material for every need.

**OUR EXPERTISE  
TO DEVELOP  
THE BEST SOLUTIONS**

# Application OUR CUSTOMER SEGMENTS



## THE IDEAL PARTNER OF EVERY MANUFACTURING COMPANY



AUTOMOTIVE  
PARTS



HEATING



ENGINES  
AND MOTORBIKES



FUEL CELLS  
AND BATTERIES



FOOD,  
PHARMACEUTICAL  
AND MEDICAL  
INDUSTRIES



GAS, METHANE  
AND LPG  
MANAGEMENT



AGRICULTURAL  
& OFF-HIGHWAY



PUMPS



POWER  
TRANSMISSION



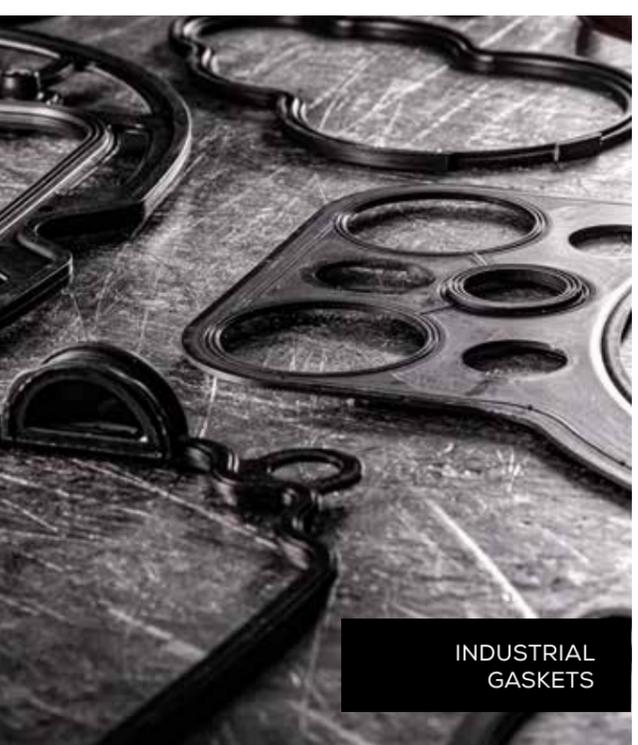
COMPRESSORS



ELECTROMECHANICS

# Products

## HIGH VALUE COMPONENTS TO INDUSTRIALISE YOUR IDEAS



INDUSTRIAL GASKETS



ENGINE GASKETS



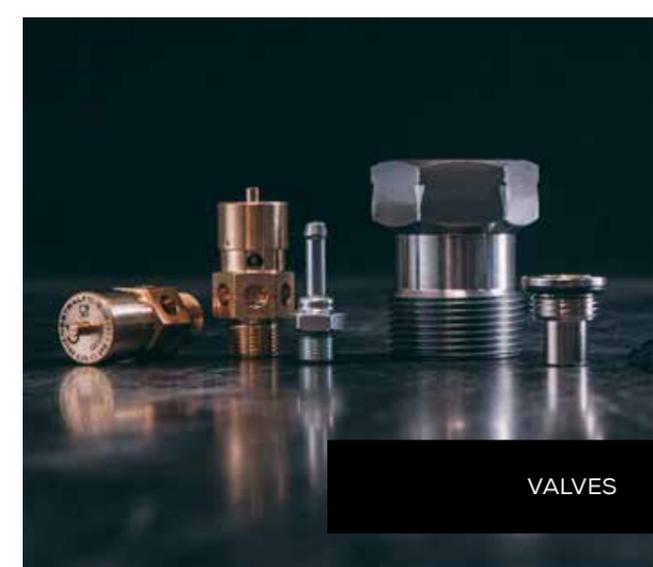
STANDARD SEALS AND WASHERS



METAL PARTS



RUBBER MOLDED PARTS



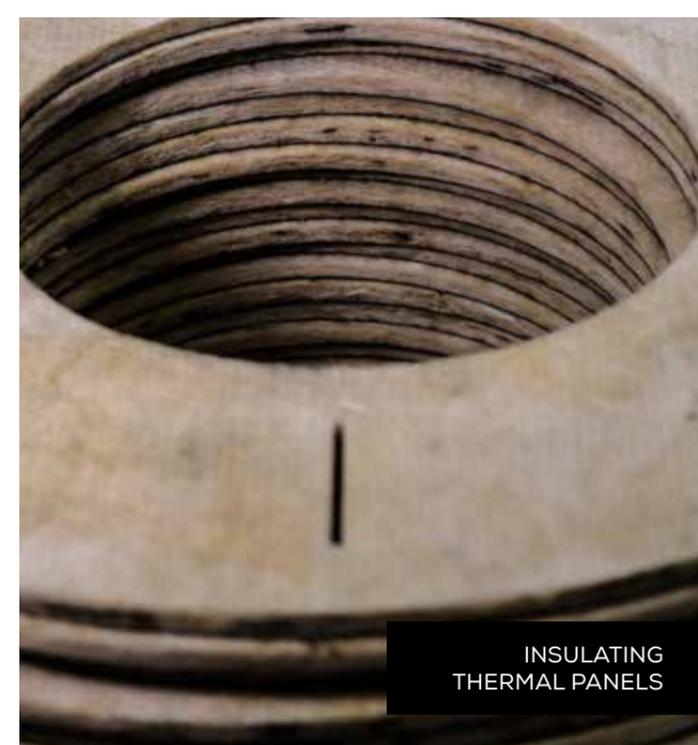
VALVES



PLUGS, BREATHERS AND LEVEL SIGHT WINDOWS



GLASS-TO-METAL CONNECTORS AND PLATES



INSULATING THERMAL PANELS



INSULATING MATS

## Key Strengths

# QUALITY CONTROL MANAGEMENT

Quality system management is a key point because it enables us to improve our industrial processes performance, growing our efficiency in terms of organization and minimizing the environmental impact of our activities. Our products withstand several quality controls in every productive phase.

Our **metrology lab** is equipped with the most advanced automatic and manual measurement tools. Costantly updated **softwares** allow us to grant the best **quality** management level.

## CERTIFICATIONS



ISO 9001



IATF 16949

specific for  
Automotive



## Key Strengths **LOGISTICS**



**DEDICATED SERVICES  
TO SUPPORT YOUR BUSINESS**



### **CUSTOMER SUPPORT**

Athena offers dedicated logistics accounts which follow orders from production to delivery time and support customers if they have issues or information requests.



### **ON TIME DELIVERY SELF-EVALUATION**

Athena has developed its own self-evaluation On Time Delivery (OTD) system, to solve bottlenecks in advance, monitor customer satisfaction and constantly raise service levels.



### **KANBAN SERVICE**

Athena follows the Kanban rules to reduce warehouse stock, places and areas to stock it and related wastes. It is strictly connected with demand planning. With the complete organization of production processes, Athena is able to avoid overstock or out-of-stock situations. Upon request, Athena can offer these services to key OEM partners, to rationalize their time and resources.



### **EDI (ELECTRONIC DATA INTERCHANGE)**

Athena is equipped with state-of-the-art data and information sharing software, to grant fastest and more accurate commercial exchanges and reduce paper documents and human error.



### **DEMAND PLANNING**

A multi-step operational supply chain management process used to create reliable forecasts. Effective demand planning can guide users to improve the accuracy of revenue forecasts, align inventory levels with peaks and troughs in demand, and enhance profitability.

Sustainability

## RESPECT FOR THE TERRITORY AND FOR THE ENVIRONMENT



# GROWTH AND SUSTAINABLE DEVELOPMENT

The reduction of the environmental impact and the connection with the territory around us are key concepts for the company. Athena increased its efficiency year after year, thanks to photovoltaic systems that power our factories, careful management of waste process, the elimination of plastic from our packaging and the creation of recreational areas.

We increased our sustainability investments every year, respecting the territory in which we operate and reduce CO2 emissions into the environment.

**28,5%** | SELF-PRODUCED ENERGY

**965<sub>t</sub>** | CO2 EMISSION REDUCTION



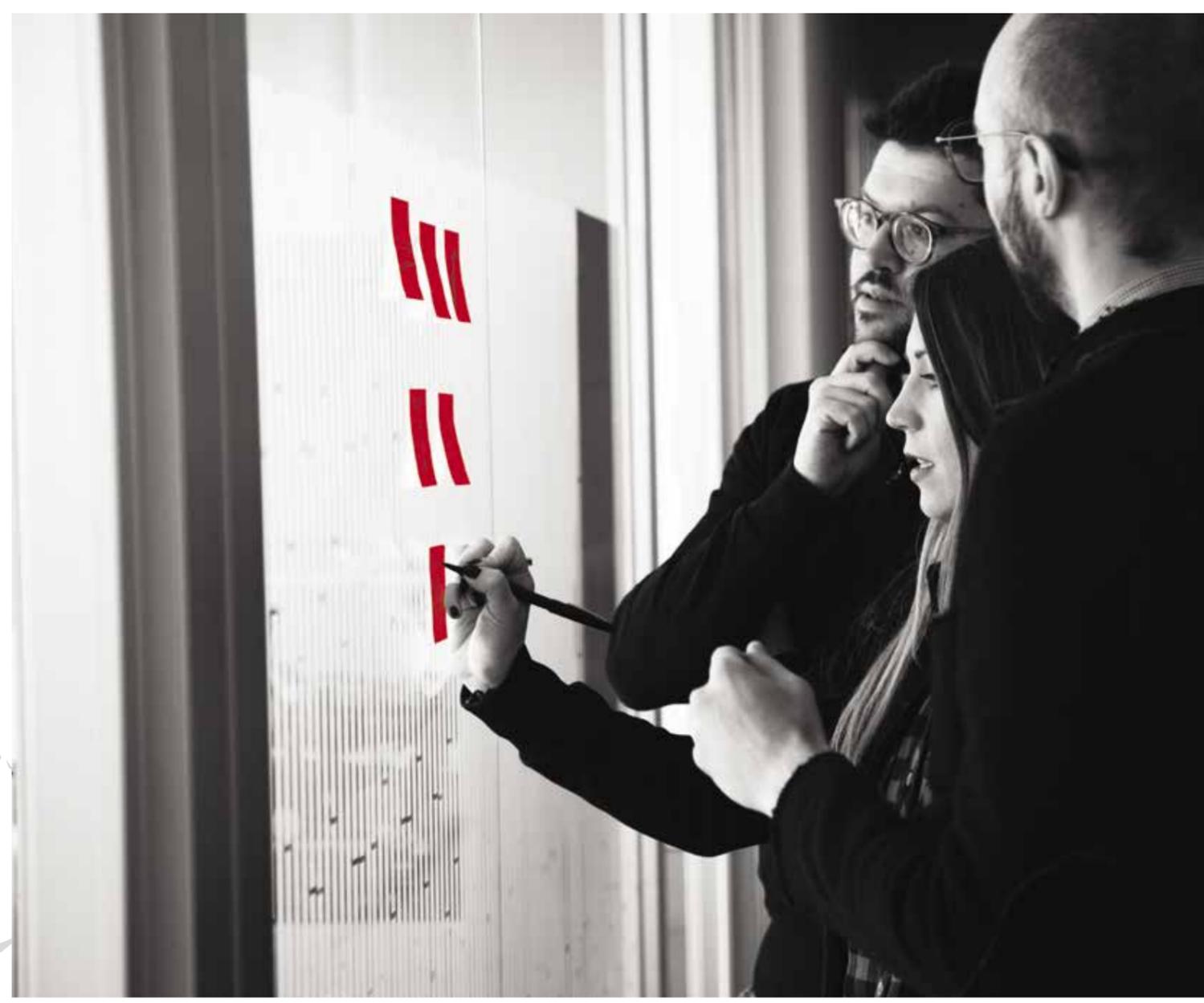
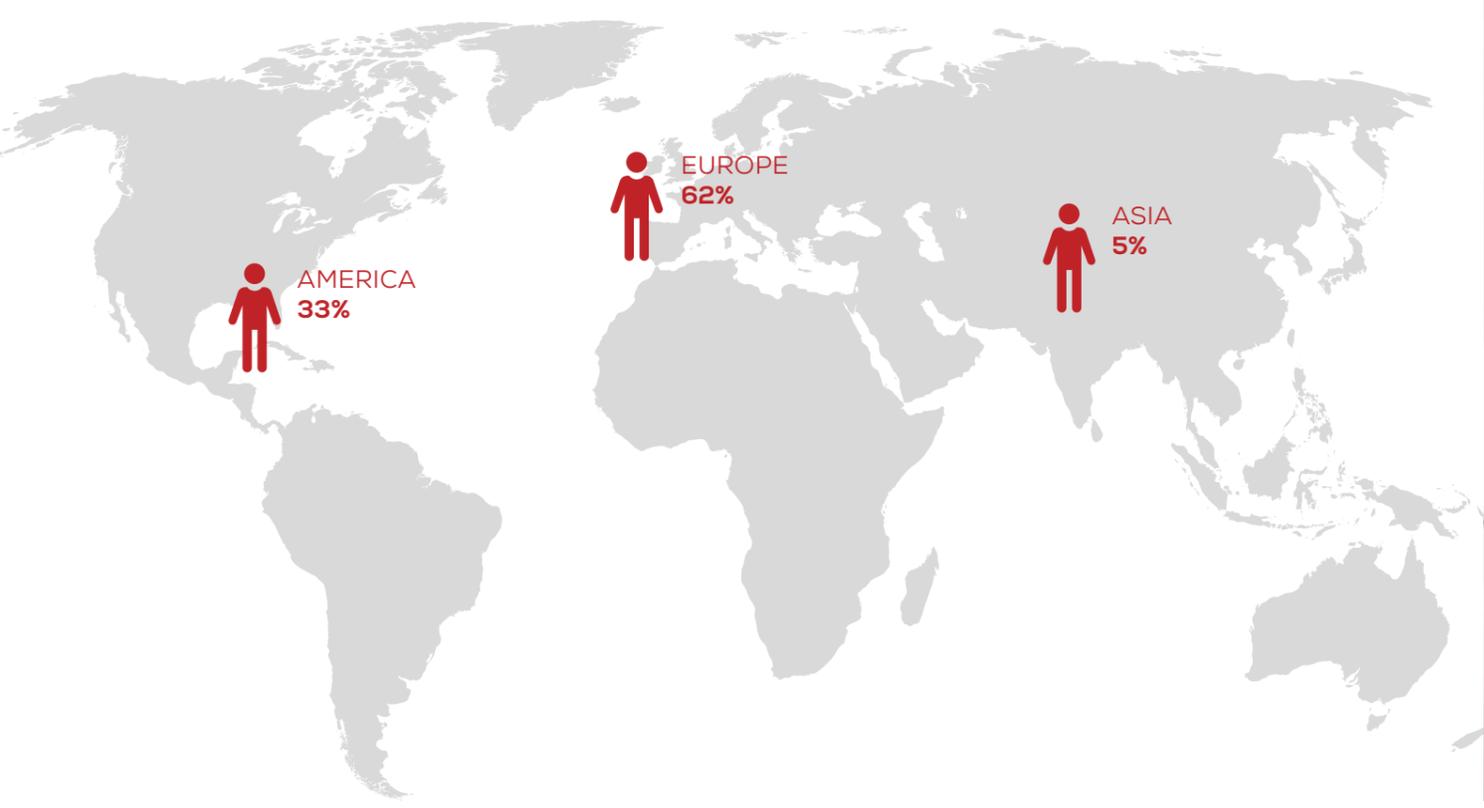
ENVIRONMENTAL  
CERTIFICATION ISO 14001

## Education and human resources

# A GROUP OF PEOPLE, ONE GOAL

Innovation is not only achieved through technology, but also - and above all - thanks to human capital. **We have always believed and invested in people**, our most precious resource. Through education and training Athena supports its workforce to always be at the forefront of new challenges.

Our group's success is the result of team achievements and a shared desire for growth. Today we can count on a team of hundreds of people, spread across three continents, united by a desire to keep improving and growing.



## Marketing Activities EVENTS & EXHIBITIONS

Trade shows are always the best meeting point to discover new trends and increase brand and product range awareness. That's why most of our marketing investments are dedicated to taking part in international trade shows in Italy and Europe, with the goal of maximising our presence among the different industrial sectors.



## New Website

# A DIFFERENT COMMUNICATION APPROACH

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Our **new website** offers a new communication approach, based on our key competences and not only on products and markets. A section will be dedicated to a collection of case histories about the **innovative projects** we developed together to our main customers.



Our Plants  
**CONTACTS**



**PRESENT ON THE MAIN  
CONTINENTS TO SUPPORT  
YOUR BUSINESS**

**PRODUCTION PLANTS**

**ATHENA HEADQUARTERS**

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**BUSINESS UNIT GET**

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Phone: +55-47-3411 0500  
Fax: +55-47-3411 0501

**LOGISTIC HUBS**

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