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**Start of business**



**First CNC machine and  
first CAD software**



**New headquarters  
3000 m<sup>2</sup>**



**Beginning of  
exportation**



**1981**

**1993**

**2000**

**2007**

**2018**

**2019**

**2020**

**2023**



**Lanulfi 4.0**



**Group of firms**



**Robot sanding**




**First Business Plan**




# Divisions Lanulfi

Lanulfi is a company operating in various technologies and with 3 divisions by business area.




Aluminum mould making

**LANULFI**  
MOULDS



Constructions of models and jigs

**LANULFI**  
MODELS



Steel mould making

**LANULFI**  
STEEL





# Generational changeover

---



# Moulds & People







# Mission & Vision

---

LANULFI has been a leader and a **reliable partner** in the moulds sector since **1981**, paying great attention to its clients' needs and requests, to the **flexibility** and reliability of the solutions proposed, along with a constant drive to **innovation** through the **active engagement** of its people and the **well-established relationship** with clients and suppliers.

We aim to be the reference partner, offering **sustainable, reliable and concrete solutions**.

By sharing our **values**, we aim to create a constructive experience that will be the beginning of a better **future** together.

## Values

---

TRUST

RESPECT

LISTENING

COHERENCE

CONSISTENCY

## Claim

---

Moulds & **People**



# People | Management



**Ferdinando  
Lanulfi**

I am an  
inexhaustible  
source of ideas, art  
is in my hands



**Lino Lanulfi**

Every morning the  
sun rises for new  
opportunities



**Elisa Lanulfi**

Elisa-I love being in  
the middle of  
nature.



**Arrigo Lanulfi**

Father of Ginevra, I  
love flying but with  
rationality



**Marco Lanulfi**

A constantly  
evolving curious  
mind, passionate  
about "if not now  
when?"



# People

**LANULFI**  
MOULDS



**Claudio**

Claudio, I am a lover of curves



**Nicola**

The security of my family, the company of trusted friends, a good glass of wine in hand, these are the ingredients of my happiness!



**Davide**

I love the mountains that fit me like a glove



**Martina**

Martina, I love long walks in the mountains--the best view comes after the most difficult climb!



**Giovanni**

John, my passion is sailing.



**Martina**

Martina, I love reading, traveling and nature



**Andrea**

I'm Andrea, I love to travel and I'm passionate about motorcycles



**Enrico**

Henry, the creative



**Manuel**

Work and commitment always pay off



**Stefano**

Berici Hills, Dolomites and cycling are my passions



**Upananda**

An icon of resilience and inner strength



**Brigita**

The human mind is full of extraordinary potential.



**Simone**

I find joy in the little things



**Donato**

...What an effort I ask of you...



**Loris**

A man's strength lies in rising up despite life's difficulties



**Cristian**

Every day an opportunity



**Marco**

In the mountains on a motorcycle with friends great sense of freedom



**Marco**

Marco, passionate about sports, music and traveling across borders



**Davide**

A kind heart that loves to help others



**Roberto**

I love riding motorcycles and being a grandfather



# People



**Amos**

I am happy with my work and a lover of good food



**Matteo**

I love nature and adventure



**Massimo**

An individual who strives for a better world



**Matteo**

A dreamer who is not afraid to pursue his dreams



**Giancarlo**

Giancarlo, proud grandfather 😊



**Andrea F**

Living each day with new stimulation and passion for what you do



**Nicholas M**

Living the present, dreaming the future, learning from the past.



**Andrea M**

If you don't like something, change it. If you cannot change it, change your attitude. Don't complain





# People

## LANULFI MODELS



**Manuel**

Manuel, dedicated to discipline and training



**Luca**

An eternal optimist who always sees the glass as half full



**Amadou**

An adventurer of the mind, always ready to learn



**Ion**

Ion, motor enthusiast and love hiking in the mountains



**Agron**

I'm Agron, I like to work



**Milan**

A dreamer who follows his heart



**Stefano**

Stephen, mountain and technology enthusiast



**Laura**

Laura, I like to draw and have a passion for plants and art

## LANULFI STEEL



**Taulant**

Tireless worker with a passion for mechanics



**Gianluca**

I believe in the importance of family



**Manjinder**

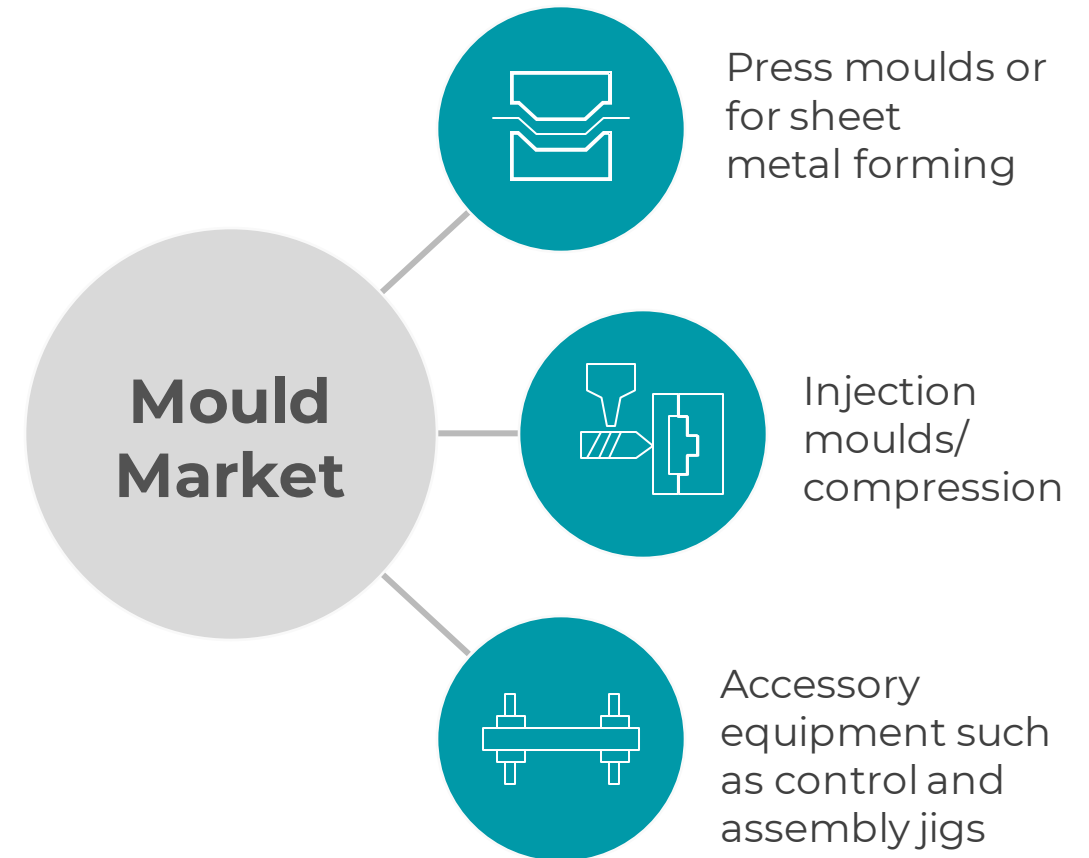
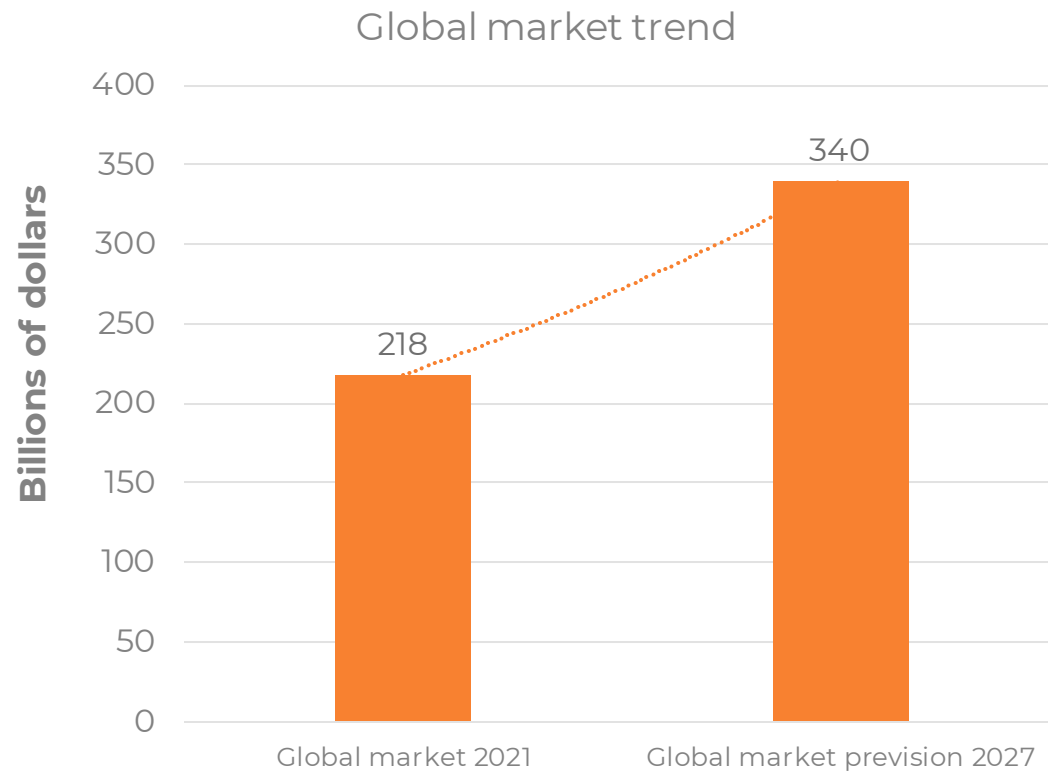
I always see the bright side of life



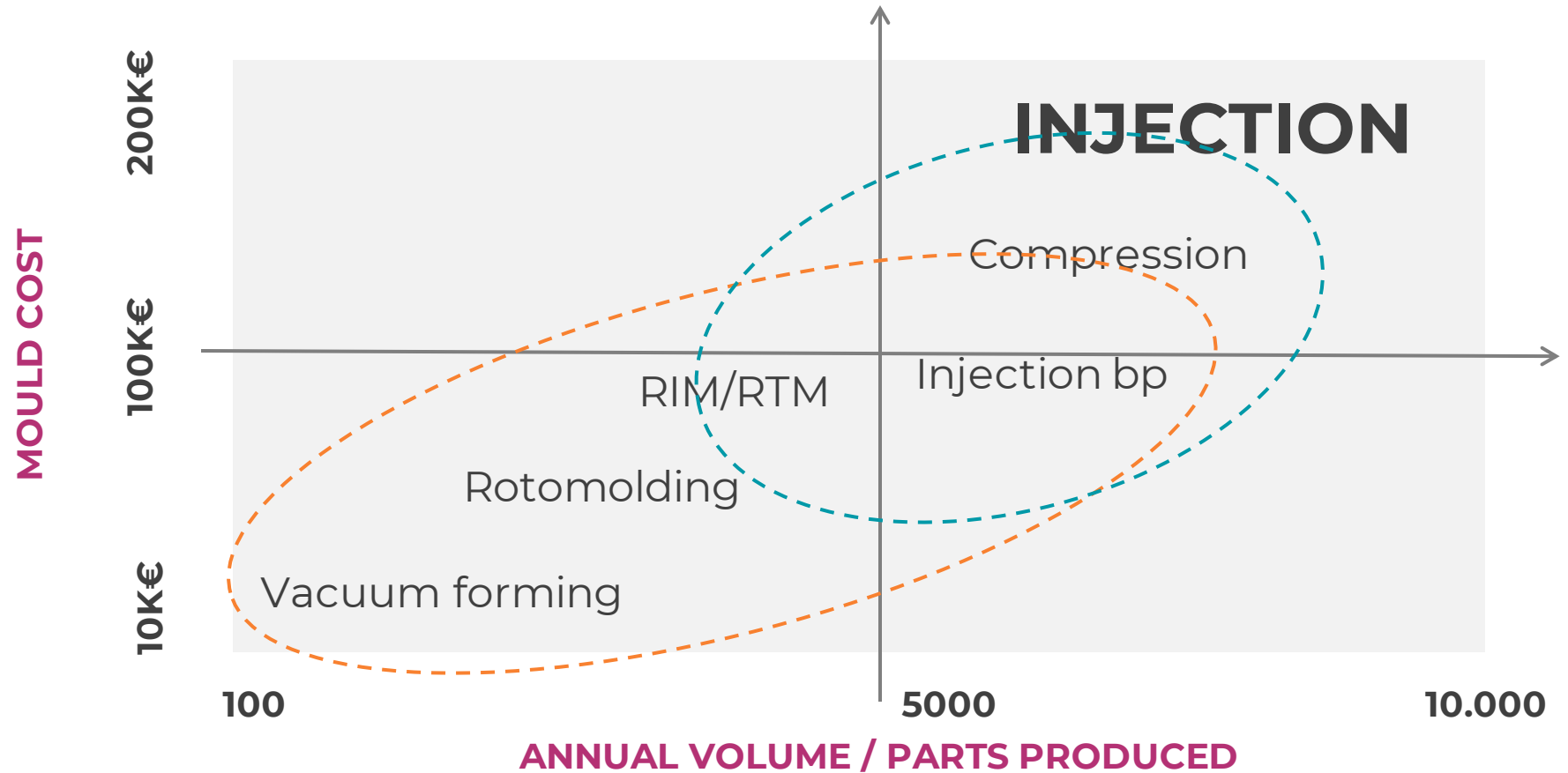
**Said**

Loyal and ever-present friend

# Target market



# Target market





# Target market

Injection/compression  
moulds



## THERMOPLASTICS

- Injections
- Low pressure injections
- Vacuum forming
- Rotomolding
- Compression (DLFT-GMT)

## DIECASTING

## THERMOSETTING

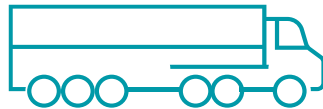
- Injection RIM/RTM
- Compression SMC / BMC



Automotive



Agriculture



Truck



Bus

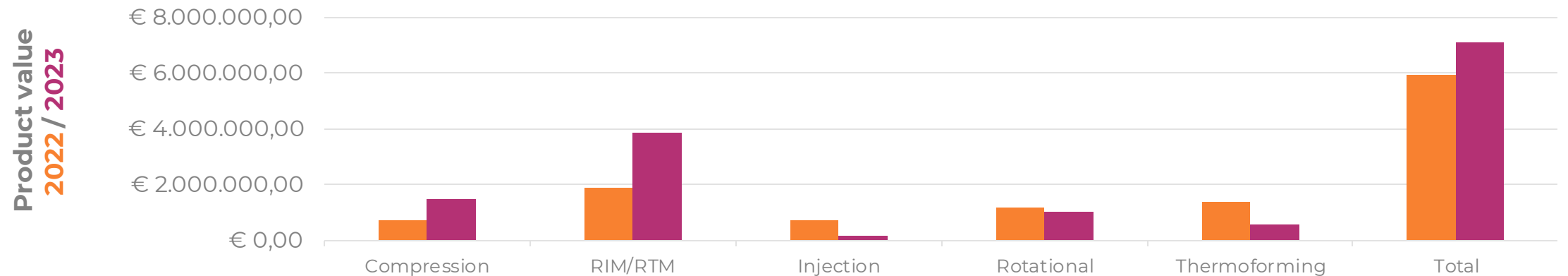


Design and  
products



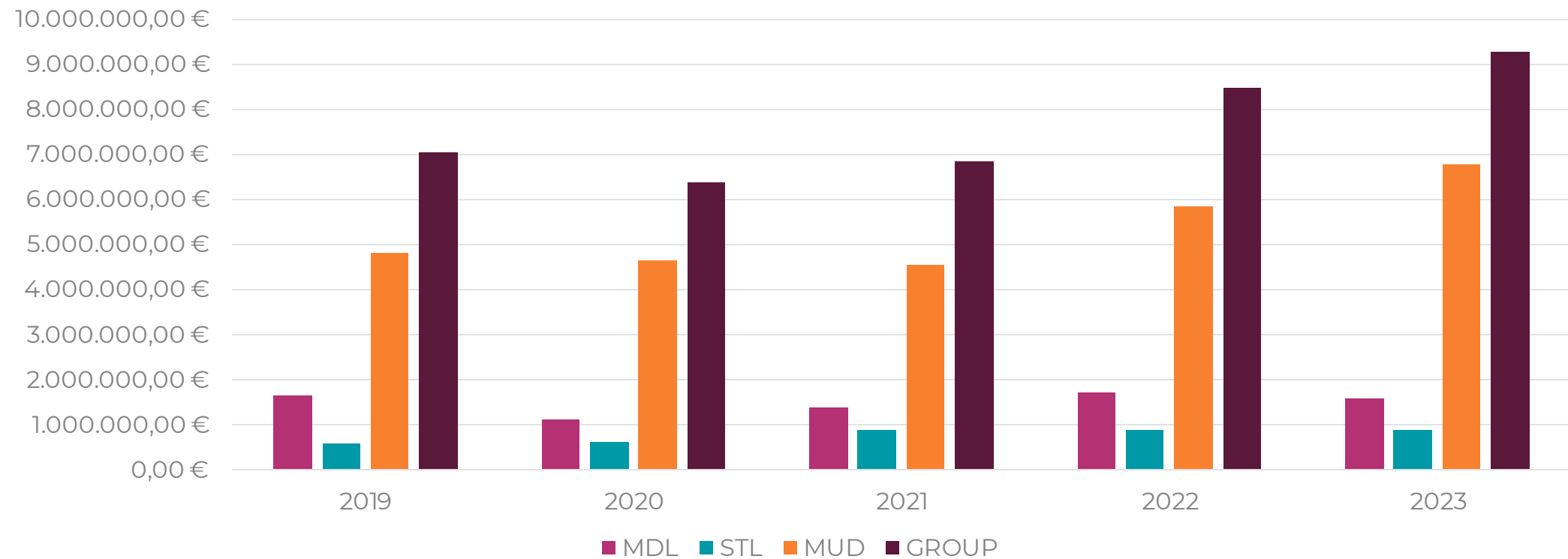
Wellness and SPA

# What we do



# Product Value Trend

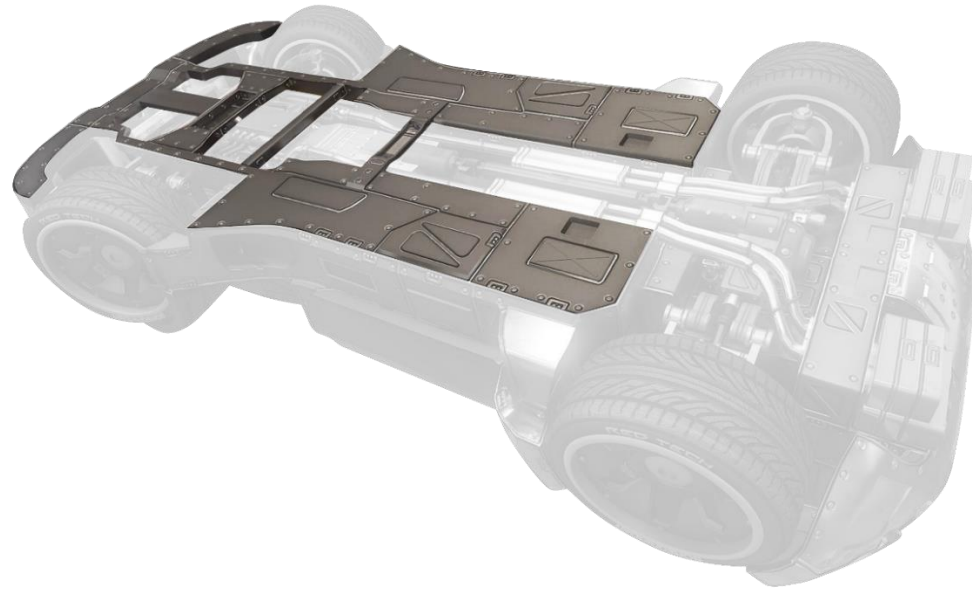
Product value trend from 2019 to 2023







# UNDER ENGINE COVER



COMPRESSION  
THERMOPLASTICS



Automotive



Agriculture



Truck



Bus



Design and  
products

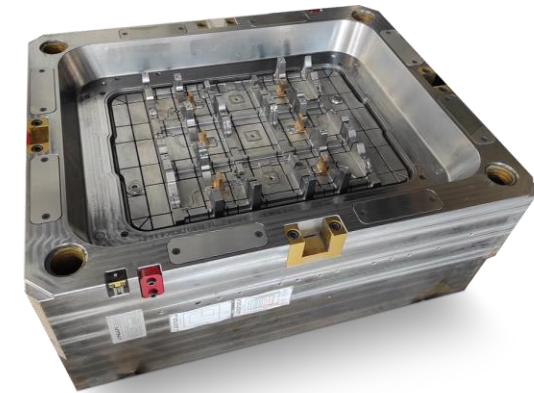
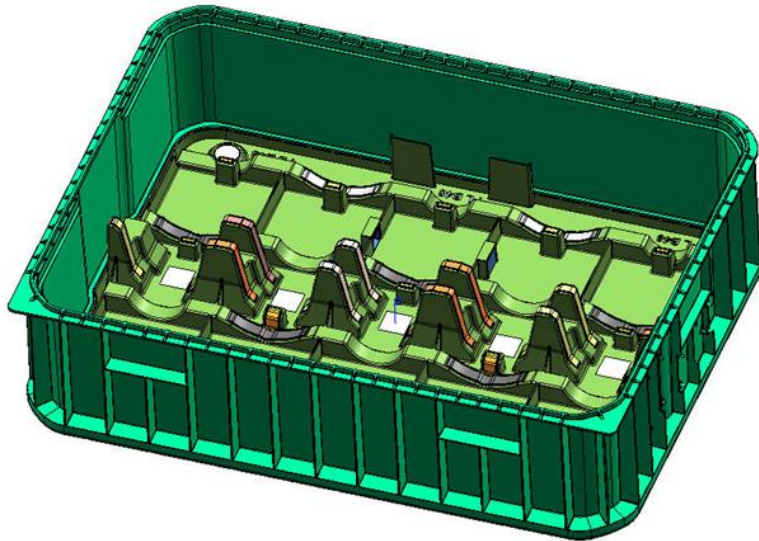


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# TRANSPORT PALLET

INJECTION



Automotive



Agriculture



Truck



Bus



Design and  
products

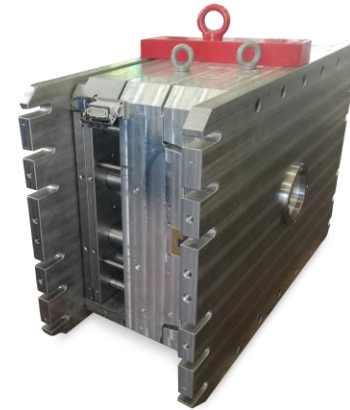


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# BULK HEAD

INJECTION



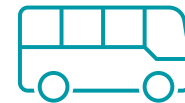
Automotive



Agriculture



Truck



Bus



Design and  
products

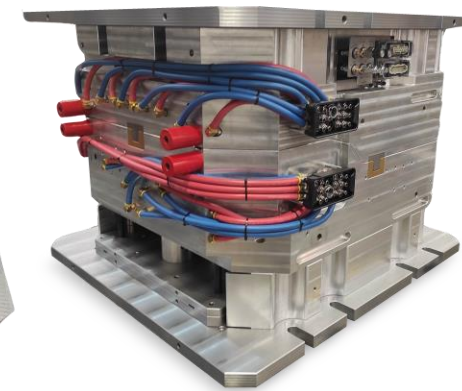
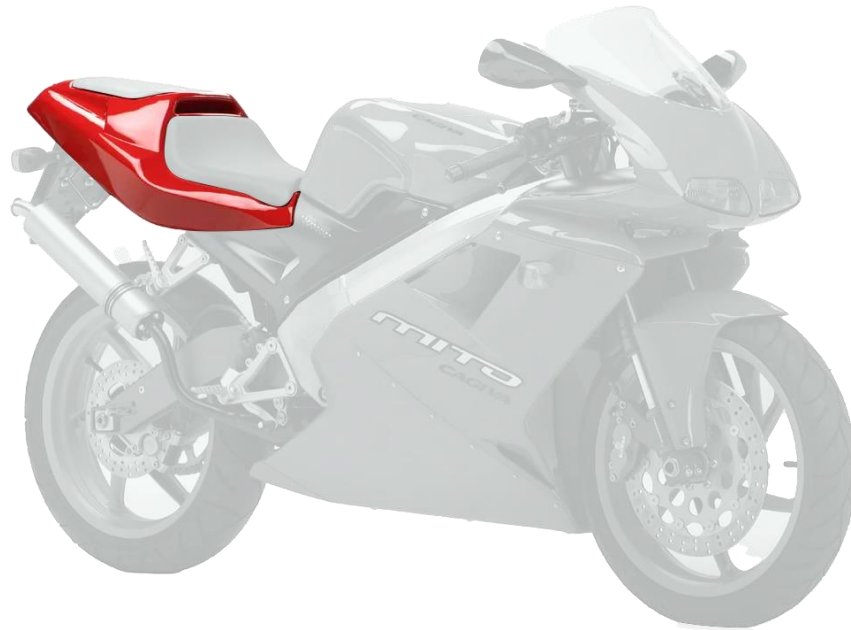


Wellness and SPA



# MOTOR BIKE COVER

INJECTION



Automotive



Agriculture



Truck



Bus



Design and  
products



Wellness and SPA

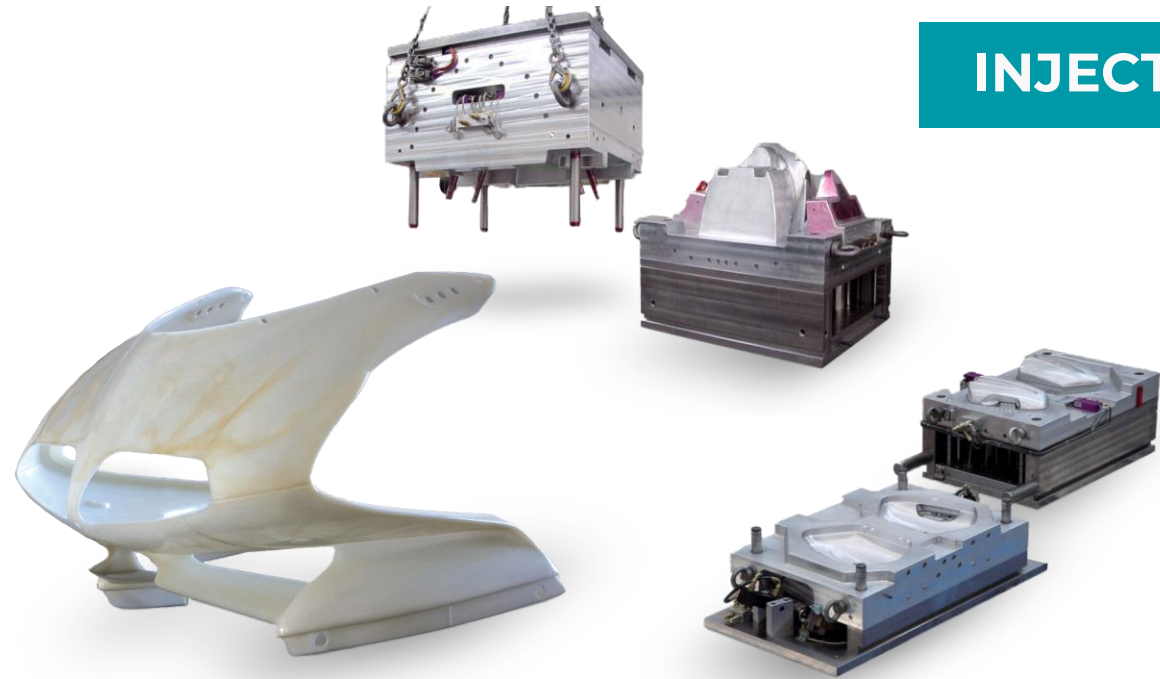




# MOTOR BIKE COVER



INJECTION



Automotive



Agriculture



Truck



Bus



Design and  
products



Wellness and SPA

# AUTOMOTIVE SPOILER

## INJECTION



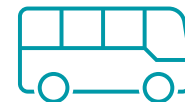
Automotive



Agriculture



Truck



Bus



Design and  
products



Wellness and SPA





# CHROME FRONT GRILL

INJECTION



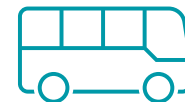
Automotive



Agriculture



Truck



Bus



Design and  
products

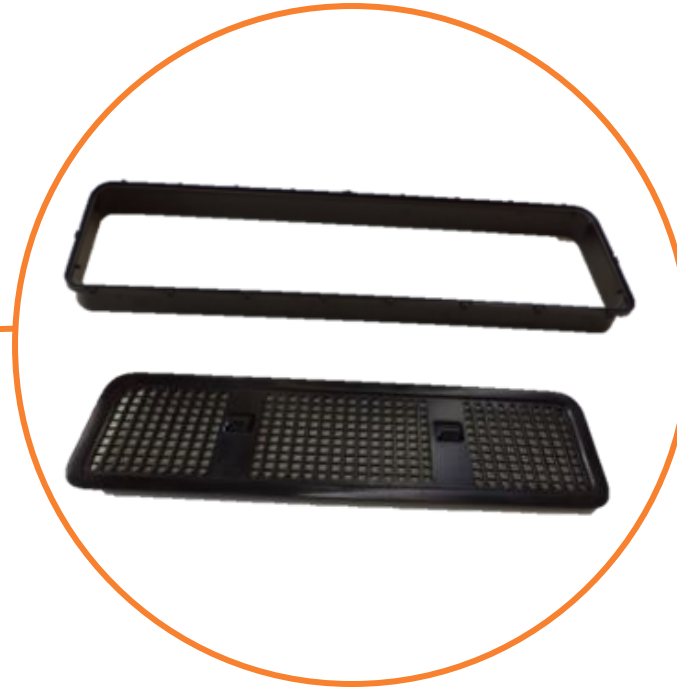


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# CABIN AIR DUCT

INJECTION



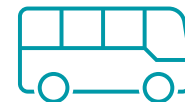
Automotive



Agriculture



Truck



Bus



Design and  
products



Wellness and SPA



# ACCESSORIES COMPONENTS Q2



INJECTION



Automotive



Agriculture



Truck



Bus



Design and  
products



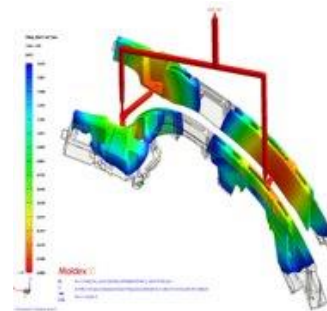
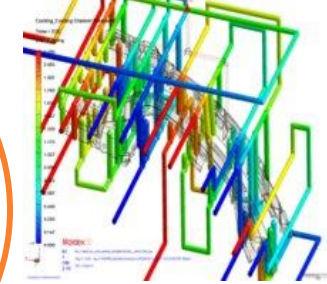
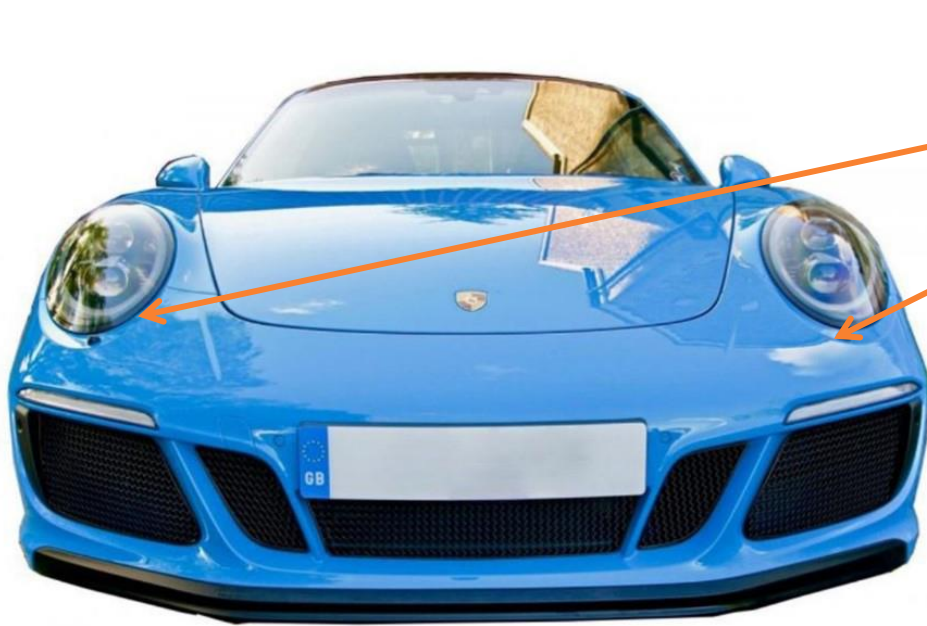
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# BUMPER REINFORCEMENT

INJECTION



Automotive



Agriculture



Truck



Bus



Design and  
products

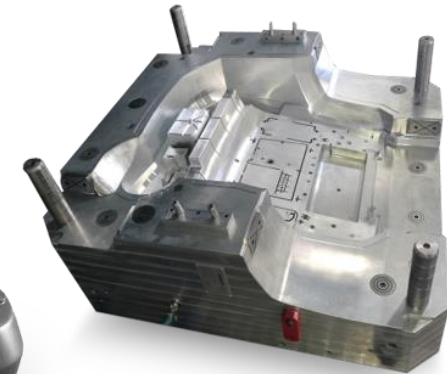
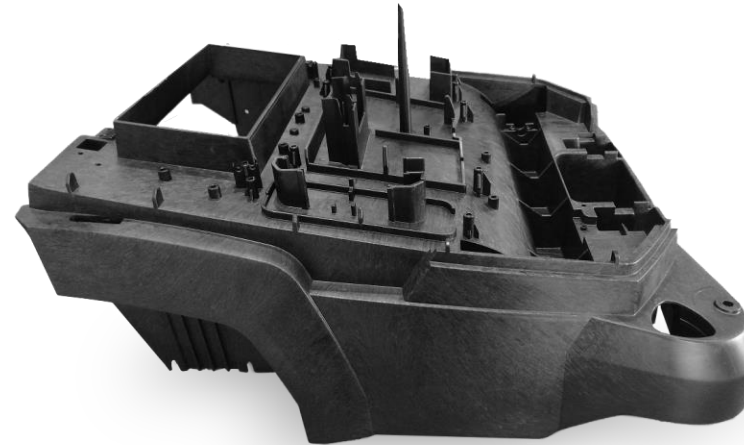


Wellness and SPA



# INDUSTRIAL SCRUBBING MACHINE

INJECTION



Automotive



Agriculture



Truck



Bus



Design and  
products

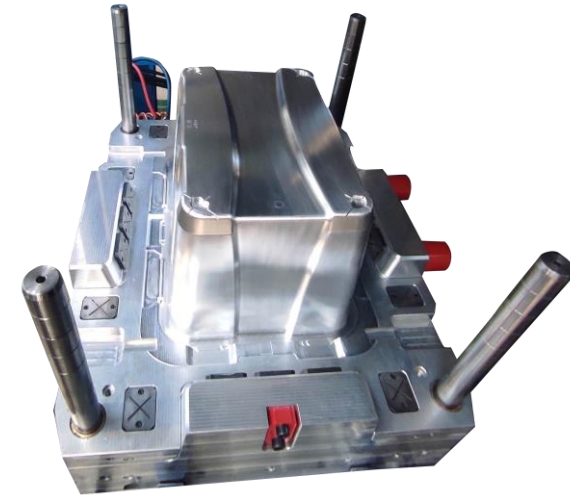


Wellness and SPA



# INDUSTRIAL CASE

## INJECTION



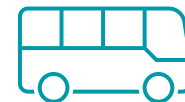
Automotive



Agriculture



Truck



Bus



Design and  
products

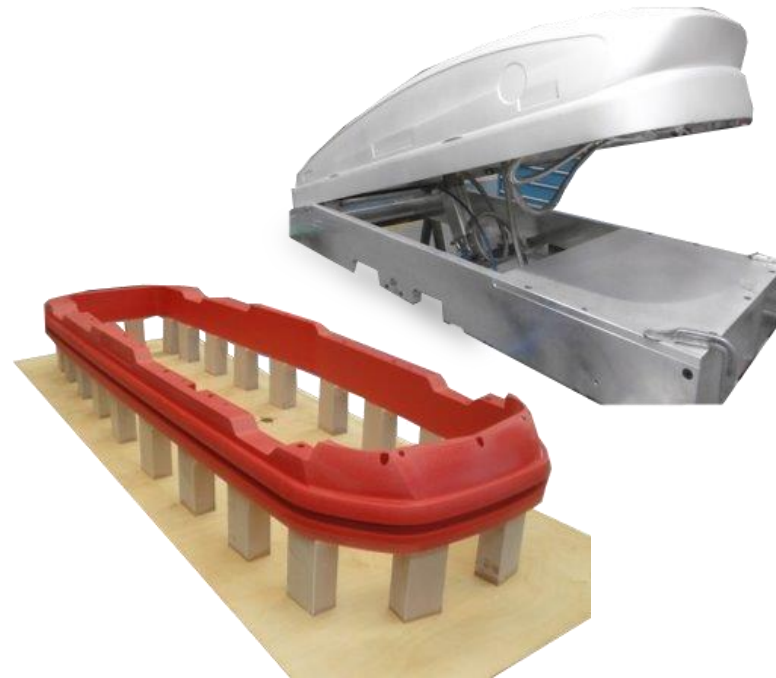


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# ROOF BOX WITH UNDERCUT



## VACUUM FORMING



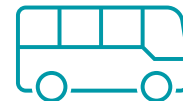
Automotive



Agriculture



Truck



Bus



Design and  
products

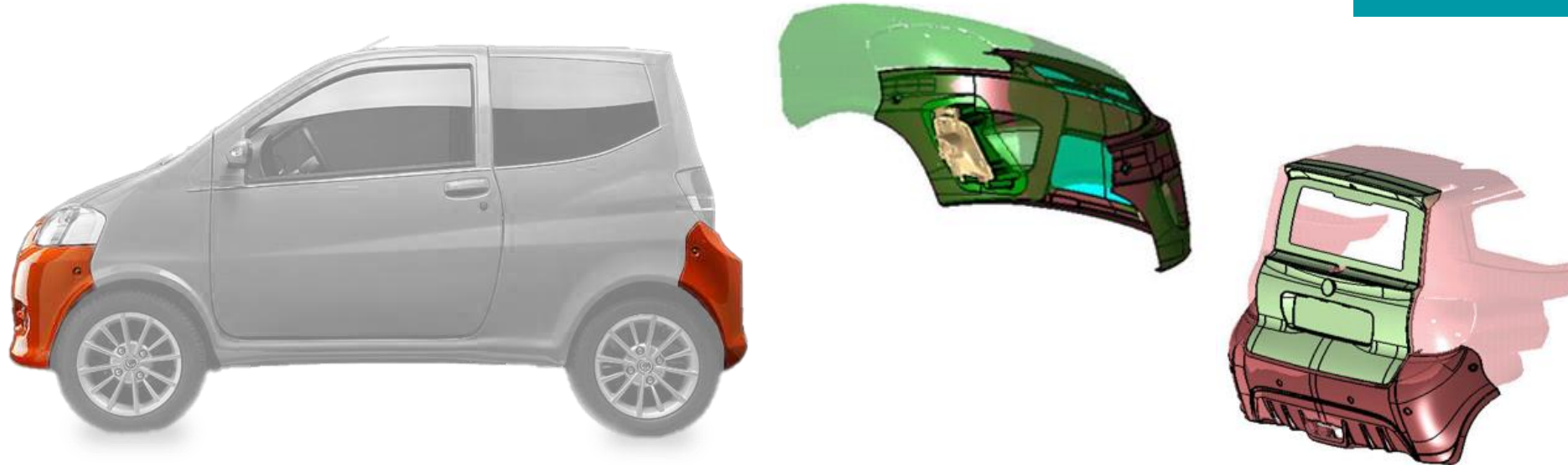


Wellness and SPA



# AUTOMOBILE PARTS

## VACUUM FORMING



Automotive



Agriculture



Truck



Bus



Design and  
products

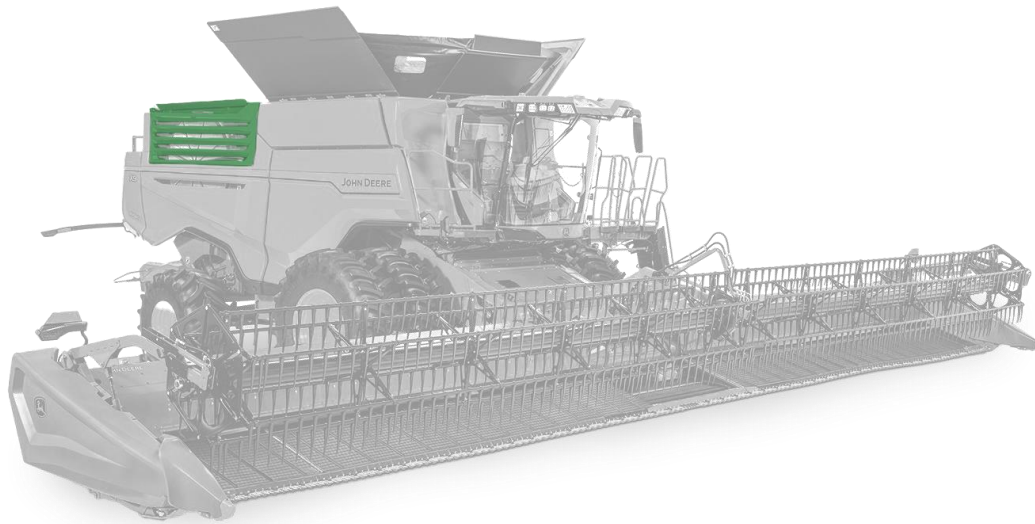


Wellness and SPA



# RADIATOR DOOR PANEL

VACUUM FORMING



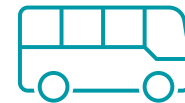
Automotive



Agriculture



Truck



Bus



Design and  
products



Wellness and SPA



# HARVESTER ROOF

## VACUUM FORMING



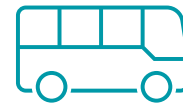
Automotive



Agriculture



Truck



Bus



Design and  
products



Wellness and SPA



# ROUND BAILER

## VACUUM FORMING



Automotive



Agriculture



Truck



Bus



Design and  
products



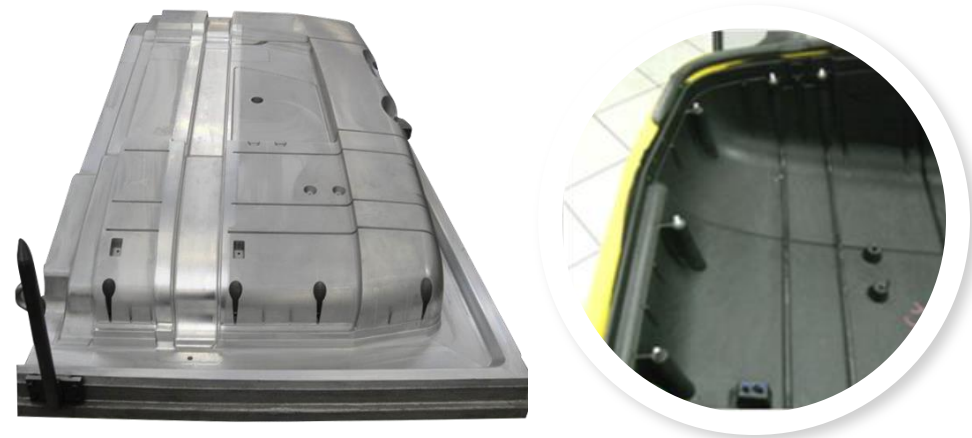
Wellness and SPA



# EXCAVATOR



## VACUUM FORMING



Automotive



Agriculture



Truck



Bus



Design and  
products



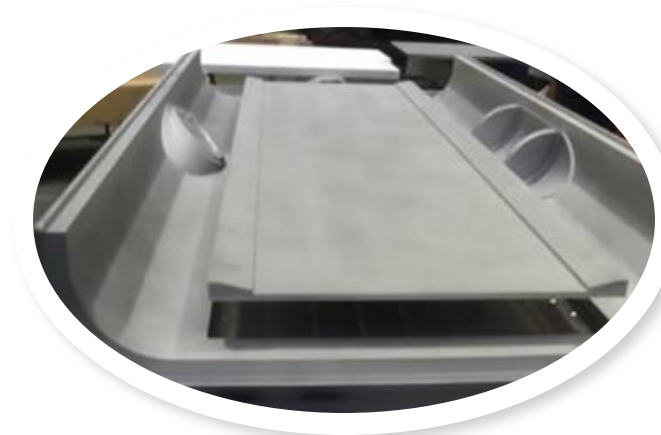
Wellness and SPA





# CARAVAN SHOWER BOX

VACUUM FORMING



Automotive



Agriculture



Truck



Bus



Design and  
products



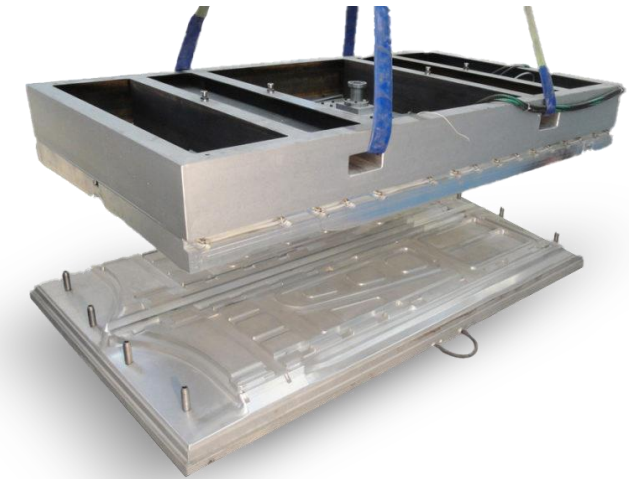
Wellness and SPA



# SIDE PANELS FOR TRUCKS



## VACUUM FORMING



Automotive



Agriculture



Truck



Bus



Design and  
products



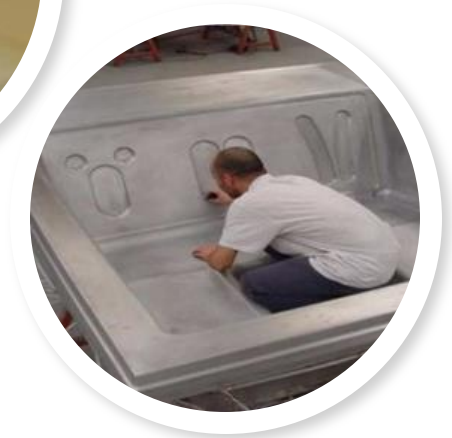
Wellness and SPA





# HOT TUB

## VACUUM FORMING



Automotive



Agriculture



Truck



Bus



Design and  
products



Wellness and SPA



# HOT TUB



## THERMOFORMING



Automotive



Agriculture



Truck



Bus



Design and  
products



Wellness and SPA

# SPRAYER TANKS

## ROTOMOULDING



Automotive



Agriculture



Truck



Bus



Design and  
products

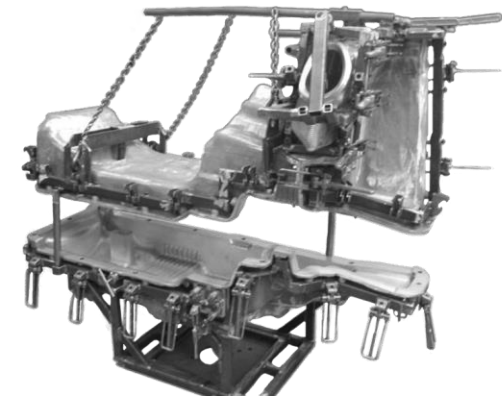


Wellness and SPA



# DIESEL TANK

## ROTOMOULDING



Automotive



Agriculture



Truck



Bus



Design and  
products

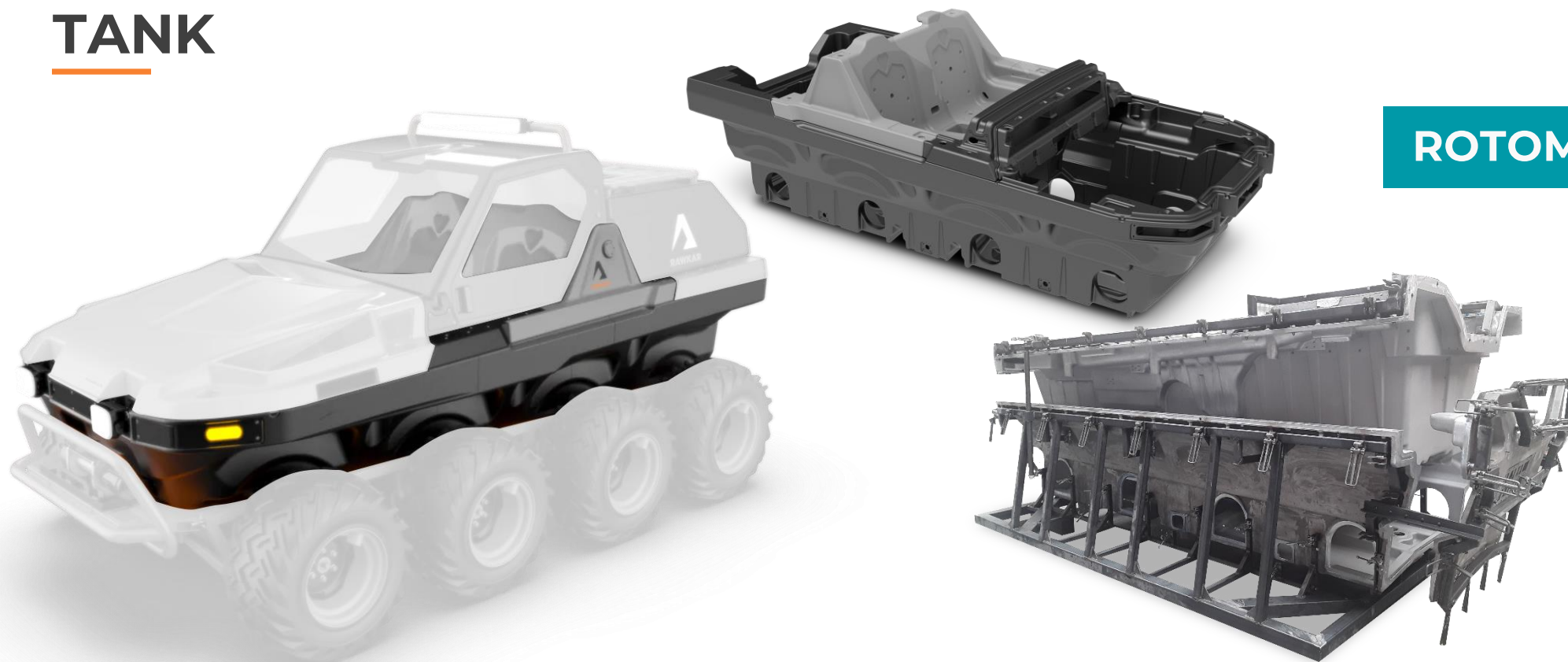


Wellness and SPA



# TANK

## ROTOMOULDING



Automotive



Agriculture



Truck



Bus



Design and  
products



Wellness and SPA





# WHEELCHAIR



## ROTOMOULDING



Automotive



Agriculture



Truck



Bus



Design and  
products



Wellness and SPA

# SHIP HULL

## ROTOMOULDING



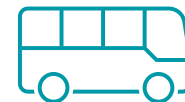
Automotive



Agriculture



Truck



Bus



Design and  
products



Wellness and SPA

# PEDAL-ASSISTED VEHICLE

## ROTOMOULDING



Automotive



Agriculture



Truck



Bus



Design and  
products

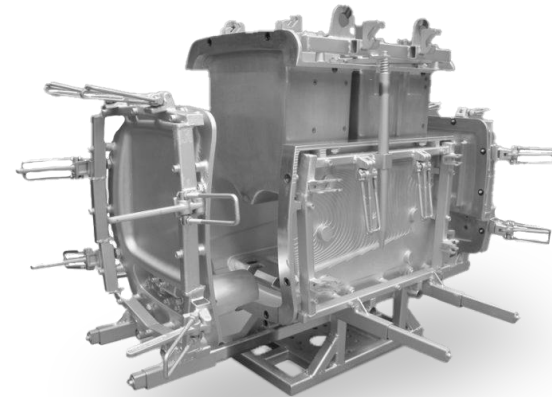
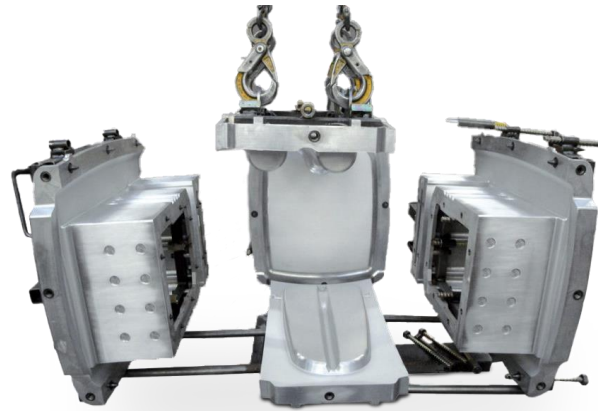


Wellness and SPA



# HOSPITAL BEDSIDE CABINET

ROTOMOULDING



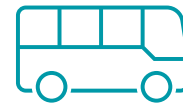
Automotive



Agriculture



Truck



Bus



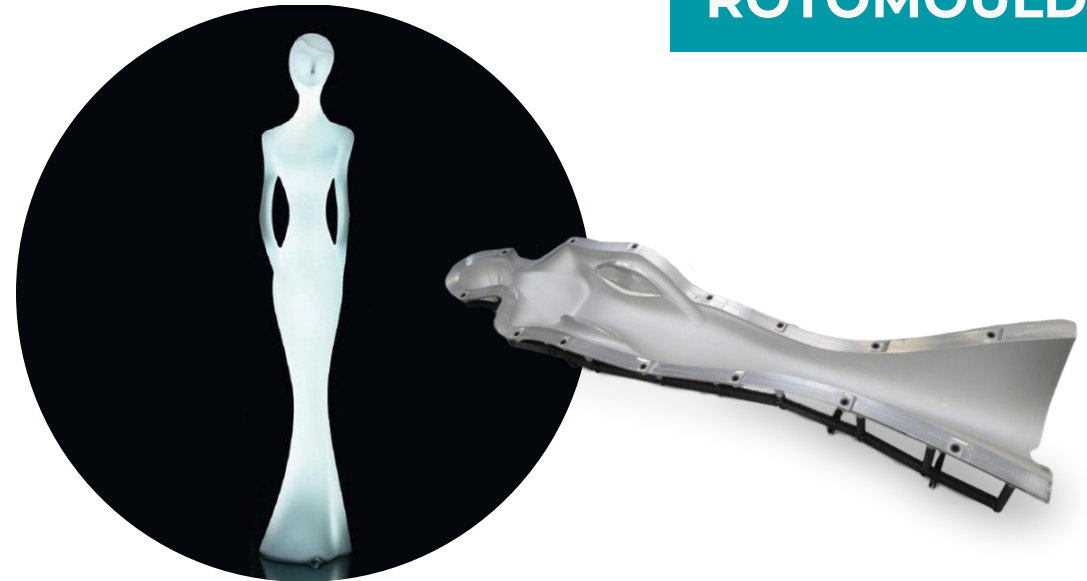
Design and  
products



Wellness and SPA

# HELLO KITTY & LAMP

## ROTOMOULDING



Automotive



Agriculture



Truck



Bus



Design and  
products



Wellness and SPA





# OUTDOOR LIGHTS

## ROTOMOULDING



Automotive



Agriculture



Truck



Bus



Design and  
products

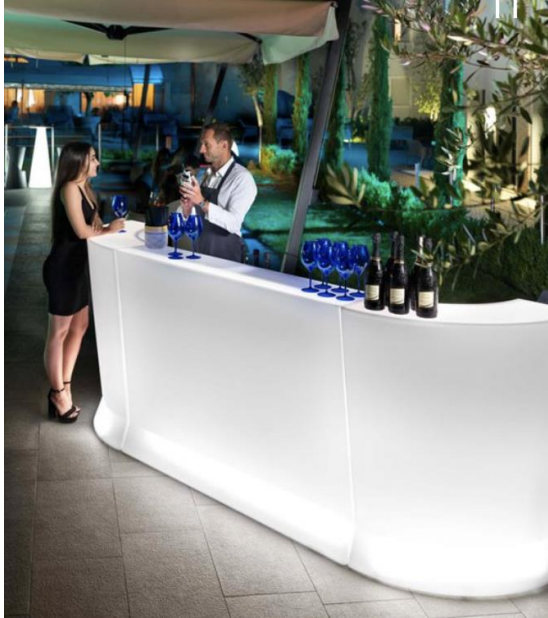


Wellness and SPA



# COCKTAIL STATION

## ROTOMOULDING



Automotive



Agriculture



Truck



Bus



Design and  
products



Wellness and SPA



# SCRUBBING MACHINE

## ROTOMOULDING



Automotive



Agriculture



Truck



Bus



Design and  
products



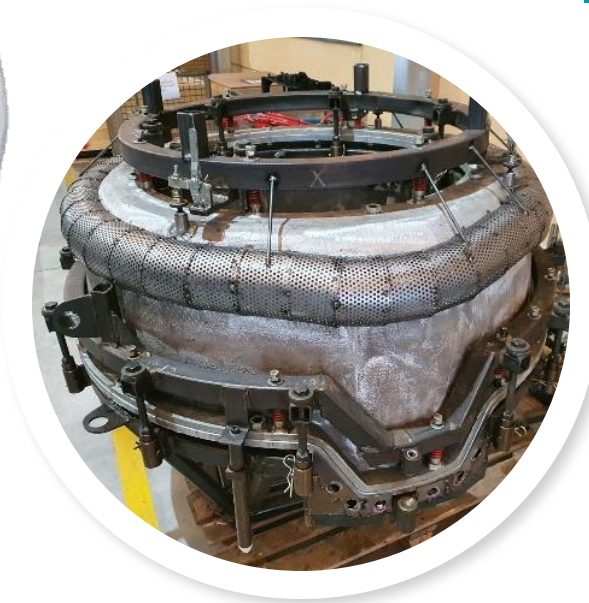
Wellness and SPA



# SNOW MACHINE



## ROTOMOULDING



Automotive



Agriculture



Truck



Bus



Design and  
products

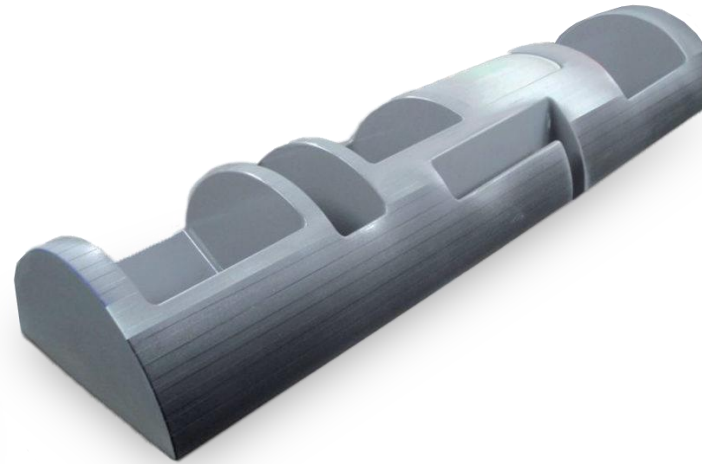


Wellness and SPA



# BOOKCASE

## ROTOMOULDING



Automotive



Agriculture



Truck



Bus



Design and  
products



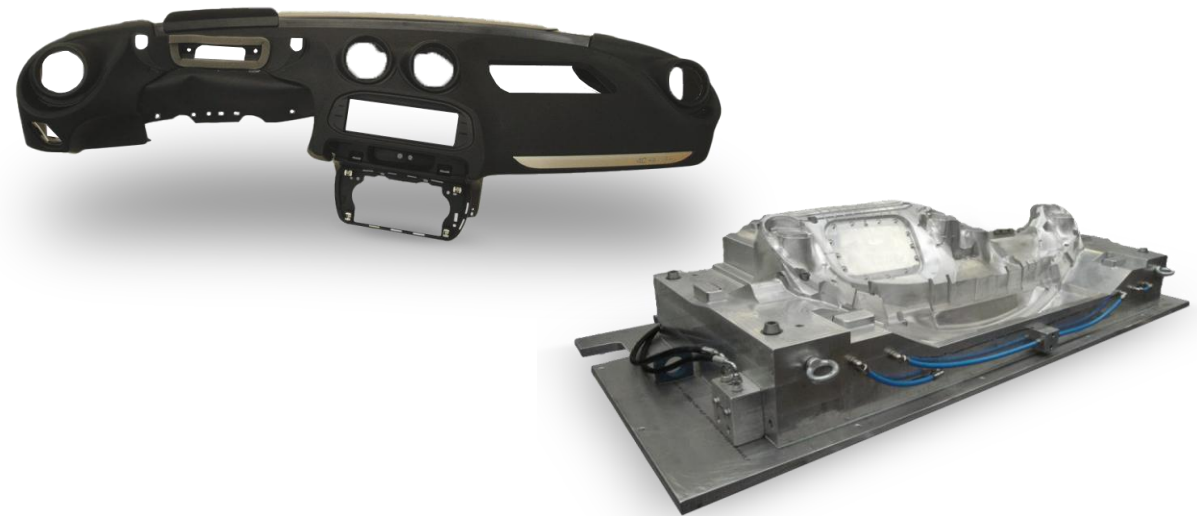
Wellness and SPA



# AUTOMOTIVE DASHBOARD



**THERMOSETTING  
ALUMINIUM MOULDS**



Automotive



Agriculture



Truck



Bus



Design and  
products

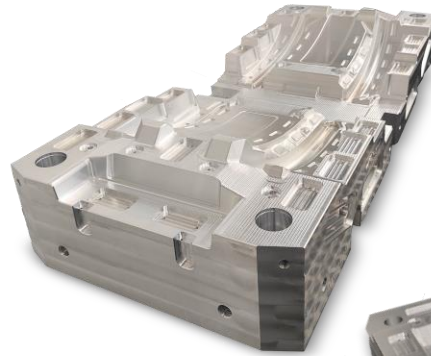


Wellness and SPA



# AUTOMOTIVE FRONT SPOILERS

**THERMOSETTING  
ALUMINIUM MOULDS**



Automotive



Agriculture



Truck



Bus



Design and  
products

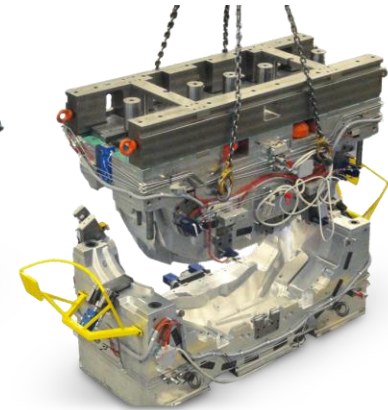
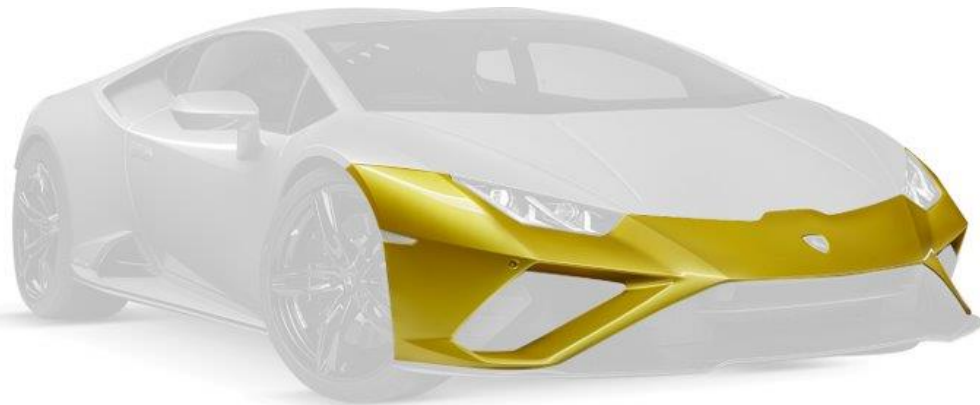


Wellness and SPA



# LAMBORGHINI FRONT BUMPER

**THERMOSETTING  
ALUMINIUM MOULDS**



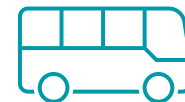
Automotive



Agriculture



Truck



Bus



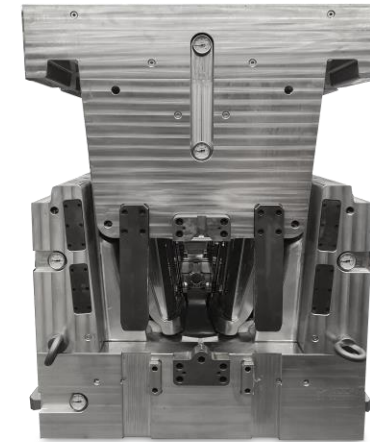
Design and  
products



Wellness and SPA



# TRACTOR HOOD



**THERMOSETTING  
ALUMINIUM MOULDS**



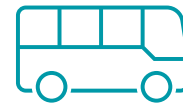
Automotive



Agriculture



Truck



Bus



Design and  
products



Wellness and SPA

# TRACTOR HOOD



## THERMOSETTING ALUMINIUM MOULDS



Automotive



Agriculture



Truck



Bus



Design and  
products



Wellness and SPA

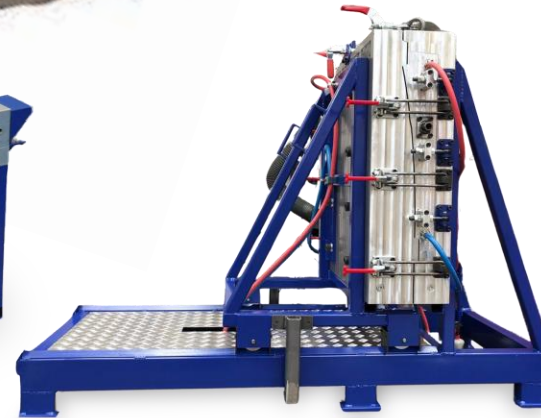
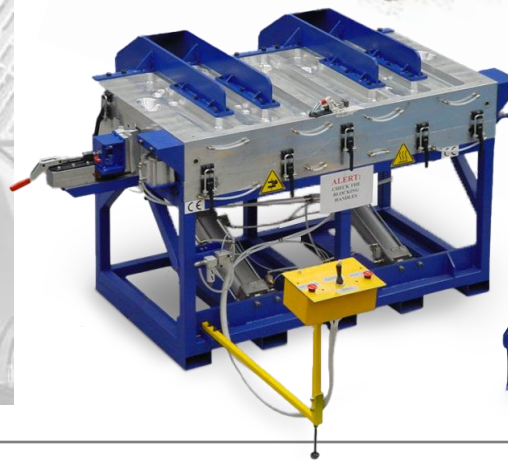




# TRACTOR FLOOR MAT



**THERMOSETTING  
ALUMINIUM MOULDS**



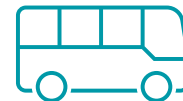
Automotive



Agriculture



Truck



Bus



Design and  
products



Wellness and SPA



# FENDERS TRACTOR CLASS



**THERMOSETTING  
ALUMINIUM MOULDS**



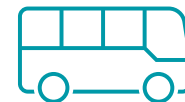
Automotive



Agriculture



Truck



Bus



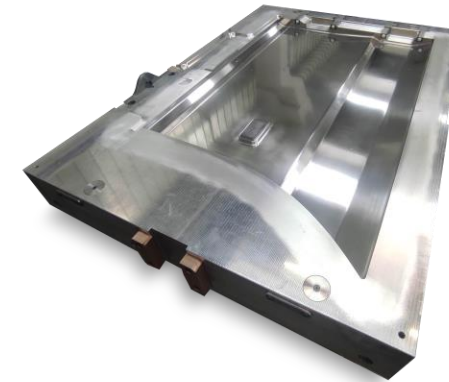
Design and  
products



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# TRUCK SIDE SKIRT



**THERMOSETTING  
ALUMINIUM MOULDS**



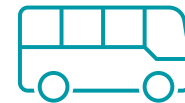
Automotive



Agriculture



Truck



Bus



Design and  
products



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# UPS FRONT TRUCK



## THERMOSETTING ALUMINIUM MOULDS



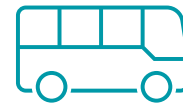
Automotive



Agriculture



Truck



Bus



Design and  
products



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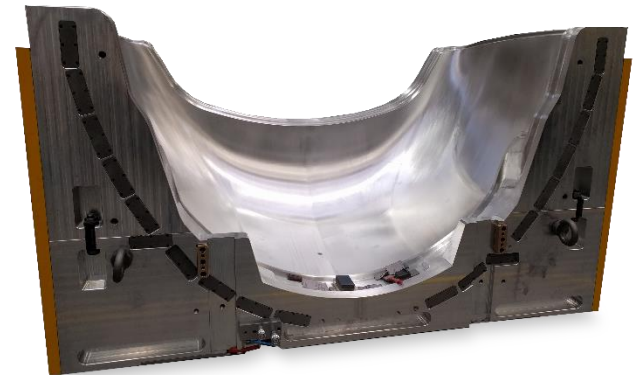




# TRUCK ROOF SPOILER



**THERMOSETTING  
ALUMINIUM MOULDS**



Automotive



Agriculture



Truck



Bus



Design and  
products



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# SIDE PANELS CITY BUSES



**THERMOSETTING  
ALUMINIUM MOULDS**



Automotive



Agriculture



Truck



Bus



Design and  
products



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# BATTERY COVER

**THERMOSETTING  
STEEL MOULDS**



Automotive



Agriculture



Truck



Bus



Design and  
products

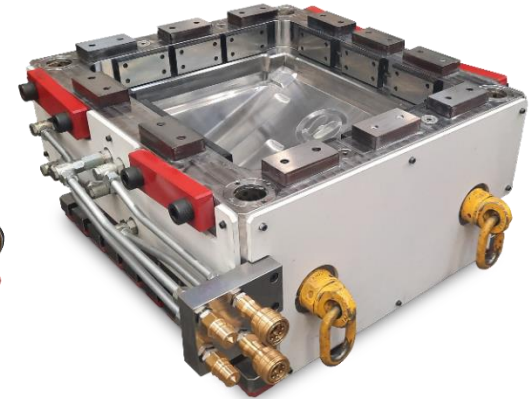
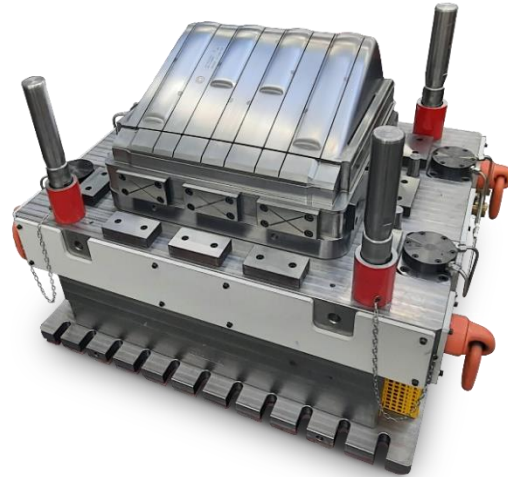


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# BATTERY COVER

**THERMOSETTING  
STEEL MOULDS**



Automotive



Agriculture



Truck



Bus



Design and  
products



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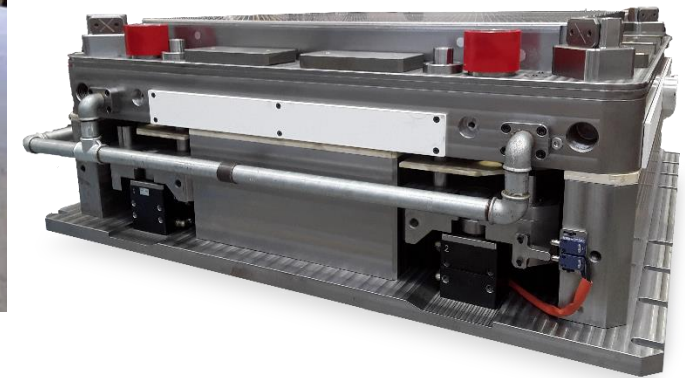




# RADIATOR PANEL



**THERMOSETTING  
STEEL MOULDS**



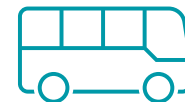
Automotive



Agriculture



Truck



Bus



Design and  
products



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# AUTOMOTIVE MOCKUP 1:1

## MODELS AND PROTOTYPE



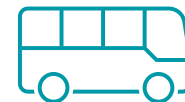
Automotive



Agriculture



Truck



Bus



Design and  
products



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# CARAVAN MOCKUP 1:1



MODELS AND  
PROTOTYPE



Automotive



Agriculture



Truck



Bus



Design and  
products



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# AUTOMOTIVE MOCKUP 1:1

## MODELS AND PROTOTYPES



Automotive



Agriculture



Truck



Bus



Design and  
products



Wellness and SPA



# MOCKUP

## MODELS AND PROTOTYPES



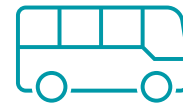
Automotive



Agriculture



Truck



Bus



Design and  
products



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# STATUES AND SCULPTURES



## MODELS AND PROTOTYPES



Automotive



Agriculture



Truck



Bus



Design and  
products

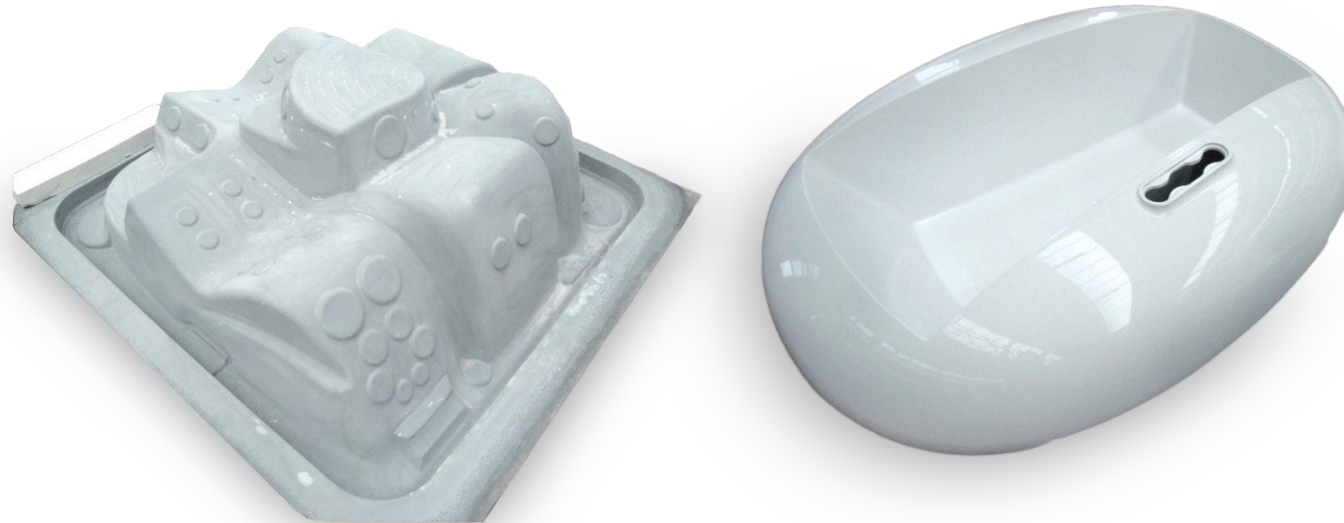


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# WELLNESS HOT TUBS

## MODELS AND PROTOTYPES



Automotive



Agriculture



Truck



Bus



Design and  
products



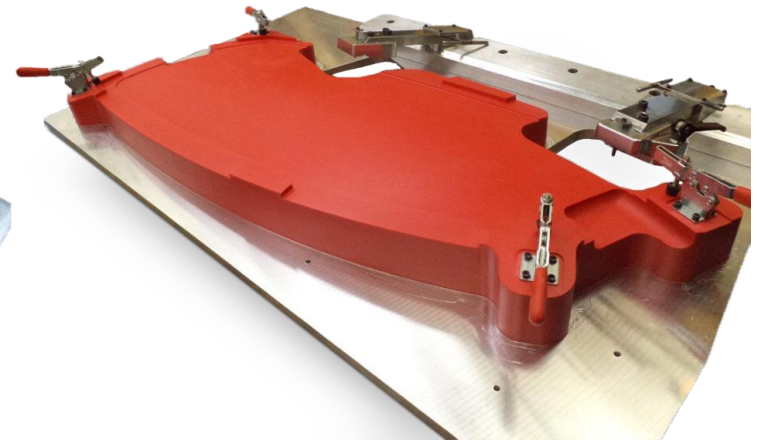
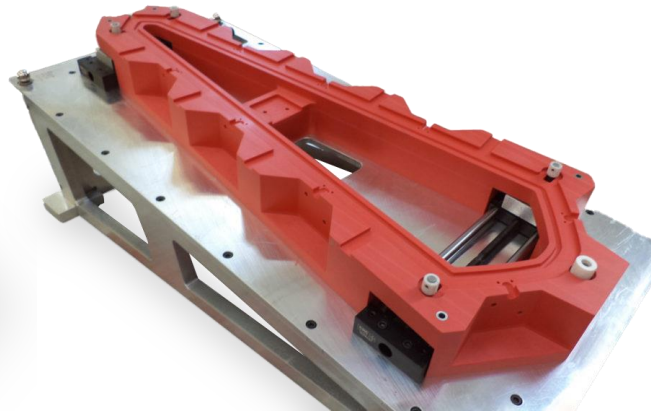
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# CONTROL JIGS

## SPECIAL EQUIPMENTS



Automotive



Agriculture



Truck



Bus



Design and  
products

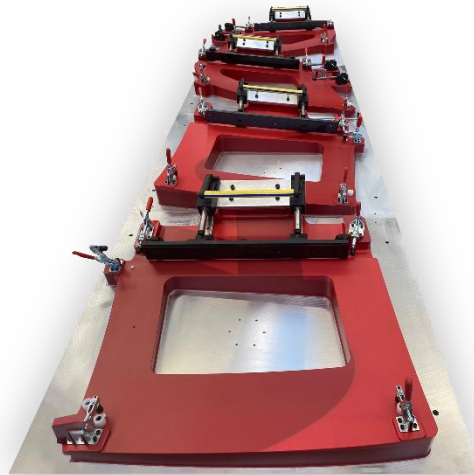
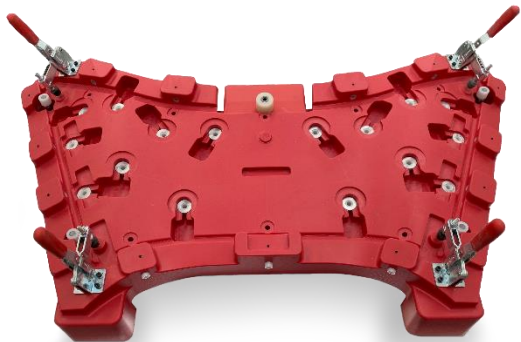


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# CONTROL JIGS

## SPECIAL EQUIPMENTS



Automotive



Agriculture



Truck



Bus



Design and  
products

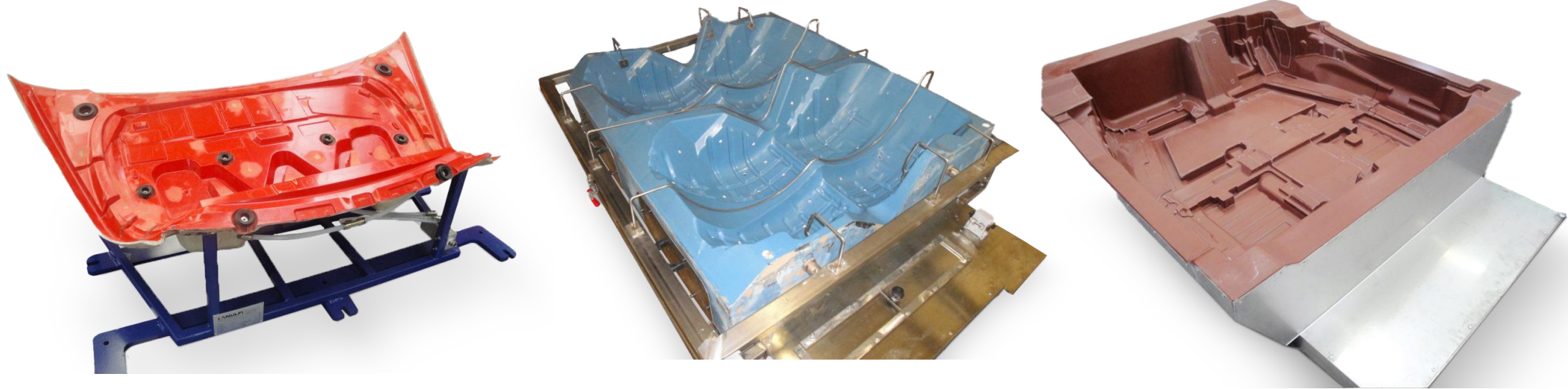


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# WATER JET CUTTING JIGS

## SPECIAL EQUIPMENTS



Automotive



Agriculture



Truck



Bus



Design and  
products

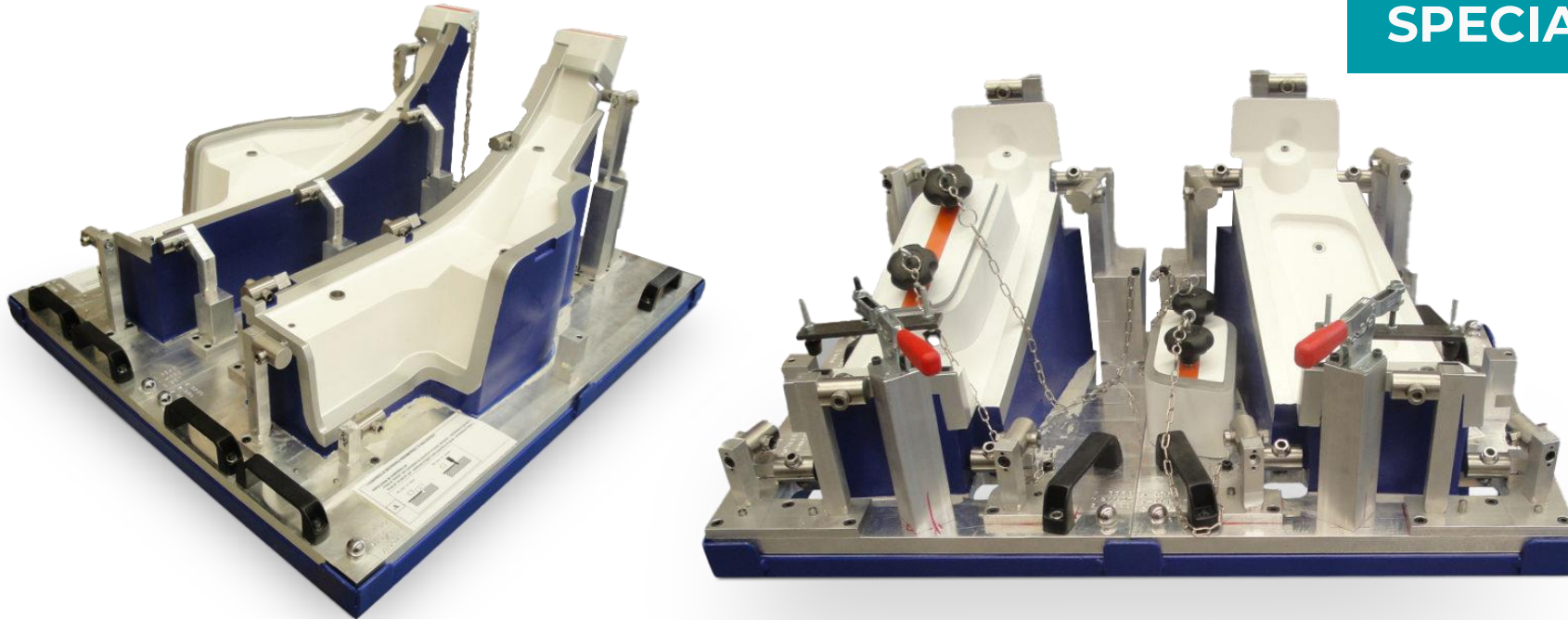


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# CONTROL JIGS

## SPECIAL EQUIPMENTS



Automotive



Agriculture



Truck



Bus



Design and  
products



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# CONTROL JIGS

## SPECIAL EQUIPMENTS



Automotive



Agriculture



Truck



Bus



Design and  
products



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# GLUING JIGS

## SPECIAL EQUIPMENTS



Automotive



Agriculture



Truck



Bus



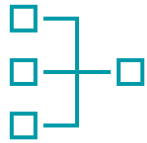
Design and  
products



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# Strategic goals

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## Mapping and digitization of business processes

The process will consist of three phases:

1. Identifying and shaping the processes
2. Analyzing where improvements can be made
3. Determining the digitization level of the flows

The activity will be led by the production manager.

**Estimated investment for this project: 80k €.**



## External growth

Promotion of scouting activities to identify, with an acquisition view, an existing production entity or the creation of a third Lanulfi production site in Eastern Europe.



## Revenue, EBITDA, market share

Aiming at a total revenue of more than 10mln € and an EBITDA of 1.1mln €

Europe market share equal to: 2% aluminum molds and 0.06% steel molds.

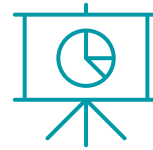
# Strategic goals

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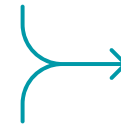
## Recruiting, training and staff retention

Responding to critical issues in staff recruitment and retention.  
Estimated investment for this project in the three-year period 2023/2025: 250k €.



## Increase production capacity Steel and Moulds

Highlighting specific marketing and sales activities that support growth to achieve the set targets (turnover, margins, market share). Investments in new machinery for both steel and aluminum are also considered important.  
Estimated investment for this project: 2.5mln €.



## Moulds and Steel Fusion

Merging of Lanulfi Moulds and Lanulfi Steel aimed at giving Steel more prominence in the domestic and international markets.



# Technology and equipment



## WORKING CENTER FOR MODELS

- C.M.S. POSEIDON 38/90: continuous 5 axes - strokes: 9000x4000x2000
- C.M.S. POSEIDON 20/48: 5 continuous axes- strokes: 4800x2000x1300

## OVERHEAD CRANES

- Overhead crane 5 tons capacity



## WORKING CENTER FOR ALUMINUM

- FTP Dino X: 5 continuous axes - strokes: 4500x3500x1500
- FTP Stinger 280: 5 continuous axes - strokes: 2000x1400x800 with 5 pallets
- PROMAC SHARAV: 5 continuous axes - strokes: 4500x2500x1200
- PROMAC SHARAV: 5 continuous axes - strokes: 3500x4000x1200
- PROMAC ZEPHYR: 5 continuous axes - strokes: 2300x1600x1000
- FPT LEM 936: 5 indexed axes - strokes: 2600x1200x2000
- EMCO MMV 2000: 5 continuous axes - strokes: 2000x800x750
- POLISHING ROBOT: Roboticom-ABB IRB - 7 axes - reach: R 3700 mm
- CANNON/TCS: 2000x2000x2000 - Machine for assembly

## OVERHEAD CRANES

- Overhead crane 10 tons capacity
- Overhead crane 6,3 tons capacity



## PROCESSING MACHINERY

### MILLING MACHINES:

- MECOF Linearmill 2200 - 5 continuous axes - strokes: 4000x2200x1000
- MECOF Agile CS 500 – 3 axes – strokes: 4000x1000x1800
- ALESAMONTI FT30 – 3 axes - strokes: 3000x1200x1500
- PARPAS 16 – 3 axes - strokes: 1600x800x800
- FAMU FAS 1M – 3 axes - strokes: 600x450x400

DRILLS: 2 drills with maximum drill 1600x60

GRINDERS: 2 grinding machines

## OVERHEAD CRANES

- Overhead crane 20 tons capacity
- Overhead crane 10 tons capacity



“Coming together is a beginning  
keeping together is progress  
working together is success”

- *Henry Ford*

