



Corriere Mezzogiorno Interview - February 12, 2020

1. **Could you give us a comment on the state of the automotive component sector (with data if possible), especially regarding the South and in a context that still sees our economy, and the automotive sector moving forward with some difficulty?**

The difficulties, in a time of great changes like this, are inevitable. But they are also great opportunities. To snapshot the car market, it is good to look at the numbers and the ANFIA research on the last decade tells us that, in reality, production is increasing: we have gone from 62 million vehicles in 2009 to 96 million in 2019. ANFIA then takes up the data from Fitch Solutions which forecasts vehicle production to grow steadily, reaching 103 million vehicles in 2023. That's why the crisis does not exist, what matters is being able to intercept the real needs of the market. Our challenge is to do it while maintaining our roots in Southern Italy, a land rich in great resources and potential.

2. **This includes the story of Sapa. Can you tell us about Sapa in numbers today?**

Ours is an industrial group specialized in the production of cutting-edge plastic components in the automotive industry. Today SAPA – which has a turnover of over 250 million euros – has 11 plants in Italy, Europe, and Asia with 140 presses and employs over 1,700 people. This way, we manage to produce over 61 million components every year for vehicles, collaborating with the most prestigious automotive brands in the world. There is a number that makes us particularly proud: ours is a company always oriented towards innovation, which is why we invest 4.5% of the annual turnover in research and development.

3. **I imagine that the difference can be made by innovation... and also a good dose of research. Among your patents, there is the One-Shot® method. Can you tell us about it?**

Can you give us a practical example of how it works and what components it is used to produce? Exactly. What makes the difference is the research and at SAPA we have an entire sector dedicated to this task, the Engineering of Innovation department.

Innovating, precisely, is our mission. In a competitive and constantly evolving sector like automotive, there is no alternative to stand out and to respond to the most urgent needs of the market: cost reduction, vehicle weight reduction, emission reduction. The One-Shot® method was born with this goal, eventually becoming the fastest method in the world for producing car components. I will give you a concrete example: currently, to produce an engine cover, with the traditional method, at least 4 production steps are required (molding of the plastic shell, subsequent application of sound-absorbing material, use of metal fastening parts, painting).

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With the One-Shot method, we create the component with only one production step. Inside the press, we create the shell, sound-absorbing foaming that does not require further fastenings, and aesthetic finishes. In one shot, precisely.

This, as you can well imagine, entails several advantages in terms of time, costs, and - obviously - production speed. Several components have already been patented: One-Shot® Aeroshield, One-Shot® C-Lower Pillar, One-Shot® A-Pillar Bicolor, and One-Shot® Engine Beauty Cover, are concrete examples. We are talking about the underbody of the vehicle, internally coated or assembled in two colors pillars, and the car's engine cover.

4. **I know that thanks to this method it is possible to reduce the cost and weight of components. Can you explain why? What is the peculiarity that makes this method different from previously used systems? What are the "plus" of this method?**

The difference is very simple and can be summed up in one sentence: One-Shot® is the currently fastest patented Method in the world for producing car components. Our engineers have enclosed all the steps of the traditional methodology in a single all-in-one Method. We have streamlined the production line, eliminating superfluous production steps - reducing them to just one step - automating the process, without waste or labor. We are able to guarantee the reduction of cost and weight of the components not only by acting on the production mode but also on the materials used, developing low-density thermoplastic bio-composites.

5. **The question is mandatory. It is already used by some of your clients, I assume. Which ones?**

One-Shot® components are already industrialized on over 350,000 cars worldwide. We work to mutual satisfaction with Volkswagen, Audi, Jeep, FCA, Alfa Romeo but also in the luxury car sector producing components for Ferrari, Porsche, Rolls Royce, and Aston Martin. We are just at the beginning. Also, thanks to working with the best automotive brands in the world, the One-Shot® Method aims to redefine the production processes of car components.

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