

GEMUX
MADE FOR THE INDUSTRY

PROFESSIONALS AT YOUR SERVICE

We develop and offer technical solutions such as standard or engineered machinery, engineered systems (SKID), support services, plant maintenance, and technical consultancy.

We produce and market standard products and accessories, intended for industry.



gemux.com

PROFESSIONALISM PASSION INNOVATION

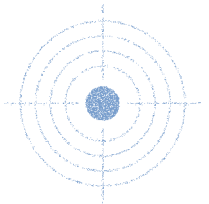
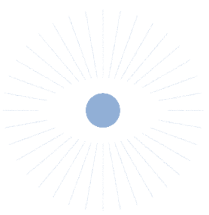
are the technological values
that guide our company
TOWARDS THE FUTURE.

Our VISION

Our Vision: to offer services based on **QUALITY** and **EXCELLENCE** through a detailed analysis of process needs, proposing the most suitable solutions applying the most innovative maintenance engineering criteria.

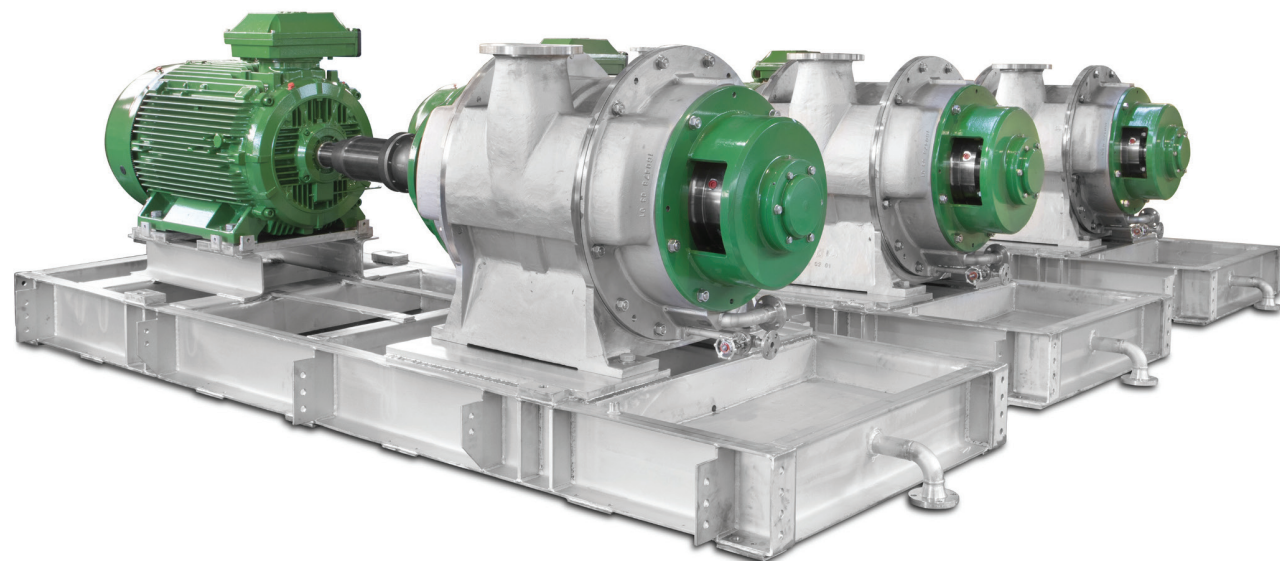
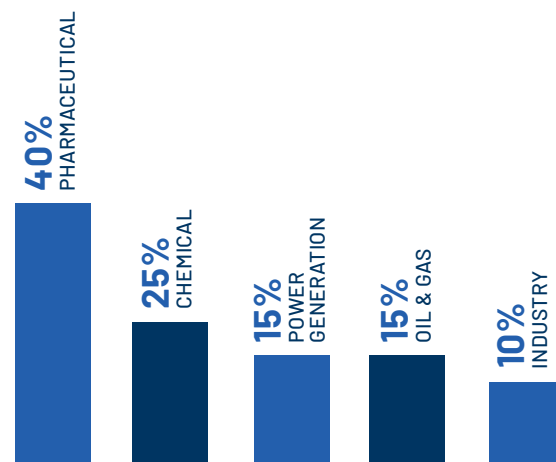
Our MISSION

Our Mission: we aim to make our contribution to increasing sustainability through **ENERGY EFFICIENCY**, guidance in the correct choice and use of machinery and systems to ensure high standards of safety, reliability and satisfaction.



OUR REFERENCE MARKETS

OUR PRODUCTS, AS WELL AS OUR MAINTENANCE OR DESIGN SERVICES, ARE USED IN THE MOST VARIED INDUSTRIES: from pharmaceutical to chemical, from power generation to energy production, from the mechanical industry to water treatment to the printing industry, from the recycling industry to mechanics.



A STORY THAT GOES WAY BACK

The group
MANAGER

Massimo Meoni
CHAIRMAN

mmeoni@gemux.com

Luca Montemurri
**HEAD OF STANDARD
PRODUCTS DIVISION**

lmontemurri@gemux.com

Andrea Pozzi
**HEAD OF ENGINEERING
AND SERVICE DIVISION**

apozzi@gemux.com

1997

We are a multidisciplinary company, having been active since 1997, where the experience and freshness of different technical and commercial disciplines converge and where each customer can find a strategic partner able to support and guide them during the development paths of a project.

Design, construction, certification, management and maintenance of machines and systems for the industrial sector, sales and market development are only part of the services that our portfolio is able to offer today.

Through its structure, GEMUX is able to offer technical solutions (*machines, skids and plant services*) related to the industrial world.

A group of **QUALIFIED AND EXPERIENCED STAFF**

Our highly qualified and experienced staff is able, through a preliminary analysis, to manage the sale, maintenance, replacement or restoration of machinery and systems, both industrial and process, with targeted or scheduled interventions. In addition, we are able to offer a technical consulting service able to develop targeted solutions based on the customer's needs, supporting them during their choices and able to meet the most pressing needs of the various fields of application.

The attention to the needs of the customer, and our know-how, have allowed us to develop and consolidate collaborative relationships with the main pharmaceutical, chemical and petrochemical companies and allowed us to establish international collaborations with leading manufacturing companies in the sector.

Our **STAFF**

A group of over 25 people dedicated to making our clients' professional lives easier:

- 4 machining and assembly workers
- 3 technicians specialised in service and maintenance also in the field
- 6 designers working in the internal technical office
- 2 employees in the sales back office
- 4 agents entrusted with the Italian territory
- 6 distributors for foreign markets
- 2 administrative clerks



The **COMMERCIAL OFFER**

The recent entry of new management into the company has allowed us to restructure it and build a broader schedule of offers.

We operate through 3 technical organisational units plus 2 commercial divisions.

3 ORGANISATIONAL UNITS **2 COMMERCIAL DIVISION**

We operate through a matrix system consisting of 3 technical organisational units plus 2 commercial divisions.

The 3 organisational units are responsible for:

- Service and maintenance
- Technical and engineering consultancy
- Engineered systems

The 2 commercial divisions produce and distribute:

- Gemux brand pumps and components
- Products from business partners

OUR MILESTONES



**WE ARE BORN WITH AMBITION:
OUR OBJECTIVE IS TO REACH
EVER MORE CHALLENGING GOALS.**

ENGINEERED SYSTEMS

Vacuum and compression units, static dryers, aromatic extractors

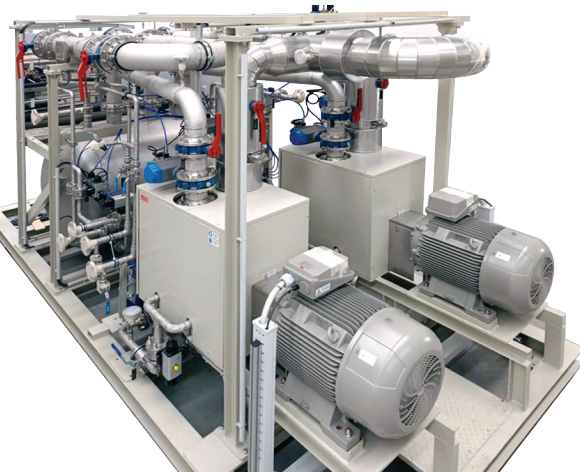


A SKID system usually includes all the technical elements, designed and sized so that it can be perfectly integrated into the intended process.

Our systems are entirely designed by our technical department and assembled at our workshops. The components that make them up, if not produced by us, are selected within our partners' product portfolio or purchased on the market from leading companies and after careful selection.

Our organisational unit dedicated to Engineering Systems is made up of a team of qualified engineers and technicians, specialised in the design and manufacture of tailor-made solutions.

With the aim of satisfying the technical, timing and economic requirements posed by customers, we do not consider ourselves a mere supplier but above all a partner who has the necessary capacity and experience in the creation of high-quality engineered solutions.



WE PRODUCE WHAT WE KNOW HOW TO DO BEST;

everything else we negotiate on the market. That is why we have signed distribution agreements with some of the best component manufacturers. This allows all our customers not only to obtain the best commercial conditions but, above all, the availability of some spare parts and/or urgent components that can be found directly in our warehouse. (We are probably the only company in Europe authorised to process the spare parts and components for the famous INOXA Extr-O-Mat extractor).

PUMPS AND COMPONENTS FROM THE GEMUX BRAND



We are well aware of how essential the stock availability of pumps and components is to meet requests (even urgent) from our customers.

For this reason, we decided to invest in the manufacture of pumps and components that could be: immediately available, built according to the most exacting specifications, with top quality materials and with a suitable price even for unscheduled requests.



Already today but ever more in the future, the theme of energy saving will be increasingly at the heart of energy policy choices. Both by governments and also by individual companies. It is clear to everyone that saving resources is becoming increasingly important.

All our products are designed and built with the aim of **IMPROVING EFFICIENCY** and therefore guarantee **CONSIDERABLE ENERGY SAVINGS**.

SIDE CHANNEL BLOWERS/EXTRACTORS

This is the case, for example, with our side channel blowers. These particular pumps are becoming the preferred choice of hundreds of companies as they approach the dilemma of replacing traditional compressed air systems.

The advantage of our side channel blowers compared to the classic compressed air is the **CONSTRUCTION TECHNOLOGY**: the absence of contact between static and rotating parts allows us to achieve zero maintenance costs, as well as significantly improved operating costs.

Thanks to the mounting of the impellers directly on the crankshaft, the compression is contactless and frictionless. It therefore becomes more efficient by definition and, thanks to the absence of contact, it is no longer subject to downtime for lubrication.



PNEUMATIC DIAPHRAGM PUMPS

Pneumatic diaphragm pumps are products, whose operation is guaranteed by the oscillation of a membrane, ideal for pumping fluids with high viscosities. Their name derives from a membrane (and not a piston) operated by a compressed air system. And it is precisely because of this membrane that it is possible to create a pressure difference able to move liquids.

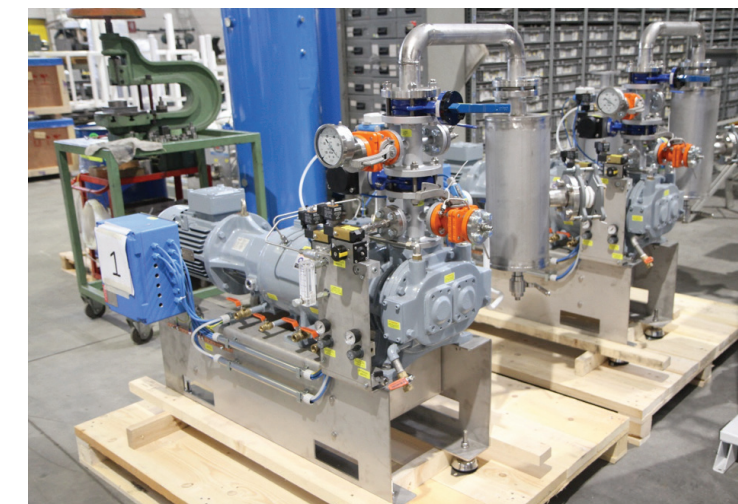
Particularly indicated for the treatment of harsh liquids at variable pressures and flow rates, the range of possible applications is practically unlimited: operation is guaranteed for (almost) every type of liquid on the entire pH scale: from highly acidic to highly alkaline liquids.



DRY SCREW VACUUM PUMPS

Dry screw vacuum pumps are designed for completely dry compression. They therefore do not require lubricant in the compression chamber. It is evident that they are ideal pumps for use in food packaging or heat treatment systems.

The lack of lubricant minimises maintenance and reduces operating costs while ensuring higher and more consistent performance.

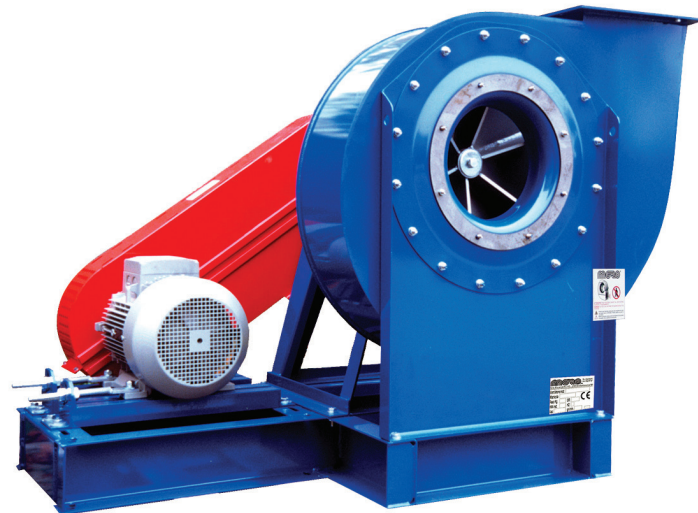
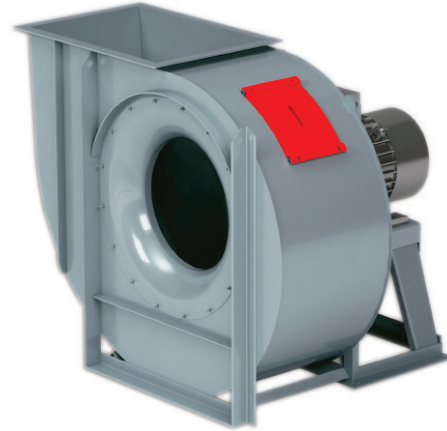


INDUSTRIAL FANS

One of the novelties of the new Gemux course is the construction of systems for the ventilation industry and the production of air-to-air heat recuperators.

The experience gained over 25 years in the fluid treatment industry allows us, today, to be able to compete also on the industrial ventilation market. Our important partnerships make us strong, and we are now able to produce fans, filters, machines for mechanical ventilation and heat recovery.

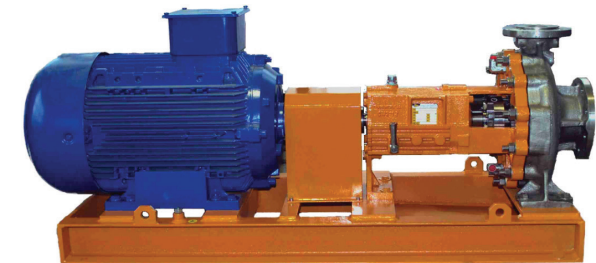
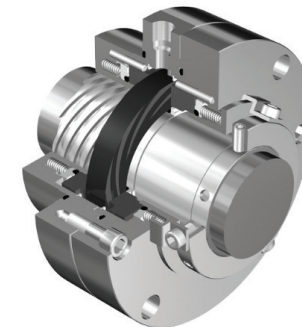
Where we are not yet able to produce, we can always rely on important business partners.



PRODUCTS FROM OUR COMMERCIAL PARTNERS

Thanks to our ability to offer ourselves as a technological partner for our customers. Thanks to our market analysis capacity, our sales network and our Gemux support service, today we have become a reference point for all national and international companies looking for a commercial partner for the distribution of their products in the markets.

That is why we have signed distribution agreements with some of the best component manufacturers. We want to apply to be your trusted reseller along with our partners.



About our COMMERCIAL PARTNERS

CDK

Spare parts for piston vacuum pumps

IDROCHEMICAL

Centrifugal pumps

FINDER POMPE

Liquid ring vacuum pumps

INOXA

Aromatic extractors

ANGA

Mechanical sealing systems

SERVICE AND MAINTENANCE

**Repair, reconditioning and
scheduled maintenance**

This is our historical activity where we boast the greatest amount of experience.

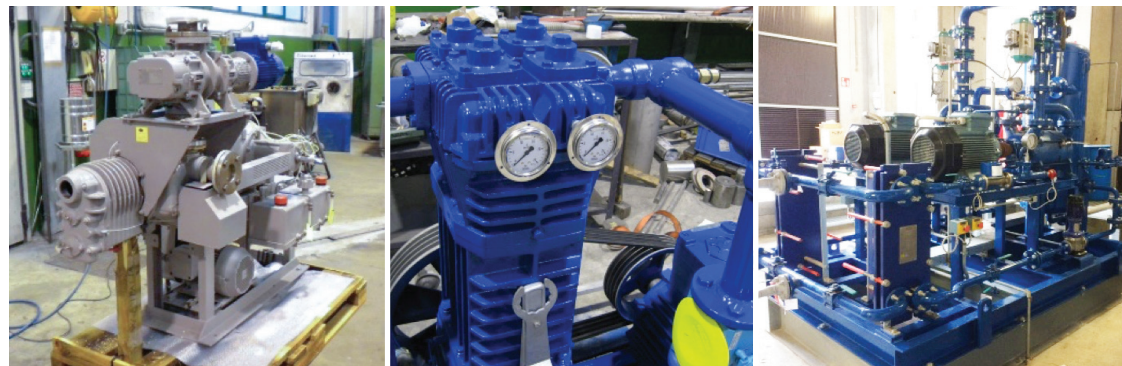
In fact, for 25 years we have been dealing with services related to the maintenance of industrial plants with targeted interventions for their restoration, their revision, any new installations as well as re-installations after maintenance carried out by internal personnel of the client company.

Beyond the experience necessary to carry out maintenance, our "factory" is able to produce independently, as well as make changes to the individual components, to the parts necessary to be overhauled or replaced.



A particularly useful service for some customers relates to the outsourcing of continuous maintenance activities. These are Gemux employees and technicians who, however, are physically assigned to the customer's facilities.

In this way, every customer, without necessarily having to hire highly qualified personnel, can count on the experience of particularly specialised employees in close synergy with a group of support staff.



TECHNICAL AND ENGINEERING CONSULTANCY

**Vacuum units for extraction plants,
compression units, mixing systems**

Our Technical Department.
Here, the projects that will become
engineered systems (SKID) come into being.

Thanks to the experience gained through hundreds of customers, our technical department is able to offer first-class engineering services, able to guide and support our customers during the development and completion of their projects.

We offer professional and comprehensive technical advice in the field of mechanical design. Specifically, in the design of systems for vacuum units.

We assist the customer during all design phases: from concept, to modelling, from possible prototyping and all the way to the development of the finished product.



GEMUX

GROUP



In 2022 Gemux acquires TRITON, an operation that allows the company to expand its sphere of activity towards new markets and new customers, expanding the offer of products and services focused on the treatment and finishing of metals, further clarifying Gemux's mission.

The current situation actually sees strong growth in the demand for technologies with features increasingly more driven in terms of quality, efficiency, automation and sophistication and, at the same time, system manufacturers are required to deal with strict regulations regarding the environment and workplace health and safety.

What we design in collaboration with TRITONit is no longer just a system, but a system that, in addition to performing its primary function as well as possible, must be able to integrate into a production cycle, characterised by a predefined work management and advanced technologies that respect the environment and operator safety. TRITON has accepted the challenge, investing in research, design and production of solutions which help keep operators of the sector attentive to the importance of complying with regulations and, most importantly, respecting the environment.

TREATMENTS

WASHING



PASSIVATION PROTECTION



SURFACE PREPARATION



REMOVING SURFACE LAYERS



SOLUTIONS

TANK INSTALLATIONS

SPECIAL SYSTEMS

CABIN MACHINES

ROTARY TABLE MACHINE

TUMBLER MACHINES

TUNNEL MACHINES

DEBURRING MACHINES

Thanks to the collaboration with TRITON we can propose a new range of **HIGHLY AUTOMATED SOLUTIONS** for the deburring of parts in aluminium, cast iron and steel; these are modern systems intended for technologically advanced fields such as the automotive and aerospace industries.

They chose US

Ansaldo Energia
Comef
Kevlon
B&W Spig
Lodichem Srl
Newchem
Olon
Trifarma
Euticals
Farmabios
Fidia Farmaceutici
Icrom
Cambrex Profarmaco
Chiesi Farmaceutici
Cosma S.p.A.
Edmond Pharma

These are some of the customers who, also thanks to the certifications we hold, have honored us with their trust.

Our **QUALITY** CERTIFICATIONS



FINANCIAL DATA

INDUSTRY OUTLOOK

From the Report 'The Global Use of Medicine in 2019 and Outlook to 2023':

In the world, the pharmaceutical market will exceed a total value of 1.5 trillion dollars in 2023 with a compound annual growth rate between 3-6%.

In Italy we will move from an average pharmaceutical expenditure of 34.4 billion dollars in the 2014-18 period, to an expenditure of 40-44 billion in the five-year period between 2019-23. The chemical and pharmaceutical market historically accounts for just under two-thirds of Gemux's total turnover.

Predicting its development, we cannot help but imagine that, in a cascade, the suppliers of the pharmaceutical chain will obtain enormous benefits in terms of orders, turnover and revenues from this increase.

But that's not all.

Approximately 30% of Gemux's turnover comes from sectors such as Energy Generation, Oil & Gas. All sectors that in the immediate future will require greater efficiency, and therefore a revision of their current systems and/or new more efficient systems. Both activities are part of Gemux's offer.

The last 10% of turnover comes from industry. Here, too, the figures speak for themselves. Also, thanks to the incentives represented by the NRRP for Italy, a sustained GDP growth of about 4.4% is expected (Data: ISTAT).

REVENUE & PROFIT

In the 2020/2021 period, despite the pandemic that affected the entire world, Gemux achieved sales revenues of approximately 3.5 million euros.

To be exact, they were 3.33 million in 2020 and 3.65 million in 2021. Obtaining a profit margin of (approximately) 316,000 and 352,000 euros respectively. The forecasts for the three-year period 2022/2024 are excellent.

Below is a table showing the revenue/EBITDA forecast for the period considered.

	2023	2024	2025
RICAVI	8.2 M	9.4 M	10.3 M
EBITDA	900 K	1.1 M	1.5 M
	11%	12%	15%



GEMUX
MADE FOR THE INDUSTRY

Registered and Operating Office:
Via Galvani, 1 - 20834 Nova Milanese (MB) - Italy
T. +39 0362 17 01 279 - info@gemux.com

VAT number, Tax Code and businesses registry number: 11774790155
Chamber of Commerce: MB - Economic and Administrative Index No.: 1494340
1494340 - Registration of 20/07/2007
Share Capital € 50,000.00 FULLY PAID UP

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