



PILOSIO
BUILT TO BUILD



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"For a problem there isn't just one solution; however, there is a best solution, the one offering the most suited products at the most cost effective price. Products alone do not win without service; this is what we export abroad."

Pilosio's value added service can be found in the ability to support clients, both in Italy and abroad, with a wide range of products featuring high safety and quality standards. The technical office, meant as a service and consulting center for our Clients, represents **Pilosio's** beating heart: Research and Development of new products and personalized solutions are an inalienable requirement and inclination of the Company.

To be added to this, there are the investments in development and the acquisition of leading edge technologies, capable of expanding the

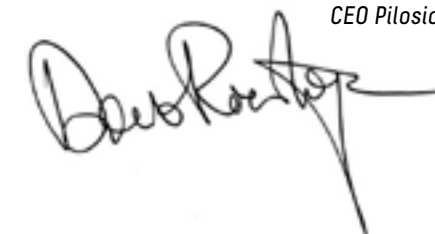
range of services offered – such as the Lama brand – and the training of human resources, resources that represent our differentiated benefits: passion, professionalism, absolute quality, safety in the workplace and a lot of attention to the client's needs on all the markets that see us as their leaders, from civil works to industrial construction, from restoration to show business.

In light of all this, our calling for internationalization, confirmed by our presence in the world, and the always more personalized range of products and services promoted by the Company, on occasion of the fiftieth anniversary of the Company foundation create a new payoff, Built to Build.

A formula that perfectly reflects our approach: **Pilosio** was created to allow businesses to build under the flag of excellence and innovation, in Italy and everywhere in the World where our professionalism is needed.

Dario Roustayan

CEO Pilosio



nineteen-sixty-one



two-thousand-eleven





Pilosio. A World being built.

On 56,000 square meters of premises, the *latest technologies*, a *carpentry* lab for precision machining, 5 warehouses for finished and semi-finished products, several specialized departments and a logistics center all coexist.

All of this is enhanced by the knowhow of over 200 people who renew the company's mission on a daily basis. **Pilosio** is this and more, an all-Italian company focused on *quality* and *innovation*, in operation since *1961* to provide a full range of services to the client in the field of construction equipment and building yard maintenance.

Strengthened by its consolidated experience and its inclination to internationalization, **Pilosio** manufactures *building scaffolds*, *elevated wallforms* and *floorforms*, *retaining systems*, equipment for sale and rent for civil and industrial works, restorations, maintenance, and the infrastructure and naval sectors. Moreover, the company is specialized in the design, construction and sale of structures for *shows* and sports events such as stage-boxes, stands, roofing and audio and video towers.

Pilosio is a reference point for construction sites, but also for the market of temporary structures for maintenance and restoration, thanks also to the acquisition of the *Lama brand*, synonym of expertise in the manufacturing of light aluminum scaffolds, mobile towers and structures for maintenance and restoration and to the contribution offered by the subsidiary *Electroelsa*, manufacturer of self-lifting platforms, lifters and hoists for construction sites.



> *Lama*



> *Electroelsa*

Pilosio. Solid foundations on which to continue to grow.

Three complementary business units sharing market outlets and distribution networks, progressively improving their performance with a specific goal: becoming the leading Italian group in the lifting equipment sector. *PM Group*, to which **Pilosio** also belongs, has specifically this objective; the group comprises *PM Group*, a manufacturer of hydraulic cranes for trucks, and *Oil&Steel*, a company manufacturing platforms for elevated works. PM Group is led by BS Private Equity, part of **Pilosio's** body of shareholders since 2003.



PM Group, a solid entity that employs 600 people, includes six manufacturing plants and seven direct sales branches: in the UK, Spain, France, Germany, United States, Chile and Argentina.

The group's strong partnerships and the marketing synergy policies that have always distinguished the company's management strategic vision, confirm its reliability. The most effective *modus operandi* to face global market challenges with a winning spirit.

 Total area 56.000 m²

 26.000 m² of covered area

 3 Shed: trenching, scaffolding,
carpentry and painting

 5 warehouses for finished products

 Centre for aluminium brand Lama

 Logistics service office

 Business unit: 200 employees



Pilosio. 50 years of Consistency.

Strength. Quality. Discipline.

These are **Pilosio's** fundamental values; the foundations of a dynamic and always growing company, which in its first 50 years of activity distinguished itself in the field of industrial systems thanks to its skills, flexibility and customer service.



The Friuli-based company boasts a background in research and innovation born in 1961 thanks to Roberto and Gianfranco Pillosio and it grew exponentially goal after goal, under the flag of diversification.

Already in the '70s, **Pilosio** was the first entity capable of designing and marketing in Italy a technologically sophisticated excavation system.

In 1981, it was one among the few metalworking companies equipped with a welding robot and subsequently a laser-cutting machine.

The thirst for continued evolution thrust **Pilosio** ahead by adopting very specific strategies with the goal of performing new acquisitions. 2003 was the year in which BS Private Equity entered the Company's body of shareholders: this institutional investor allowed the company to increase its potential in a vision of structural expansion and production and marketing development. Thus, **Pilosio** opened a cropping center boasting over 1,400 square meters of space and it set up additional storage warehouses for semi-finished products.

In 2005, the Company acquired Lama Due Srl, a leader Company in Italy in the production and sale of light-weight scaffolds, trestles, and aluminum roofing for maintenance and restoration. The integration process was completed five years later, through merger by incorporation.

With the objective of offering a global service, in 2006 **Pilosio** became part of the Modena-based PM Group which comprises PM Group SpA (hydraulic cranes for trucks) and Oil&Steel (platform for elevated work), complementary companies in the field of construction site equipment for construction and lifting of materials and people. The Company's growth continued year after year: in 2007, **Pilosio** expanded its surface to 11,000 square meters to make room for a new logistics center. In 2008, it acquired Electroelsa, a successful company in the field of self-lifting scaffolds, mobile platforms and lifters/hoists for construction sites, all products that complete **Pilosio's** range of products.



After having analyzed the recent economic and social changes, **Pilosio** did not fear them; on the contrary, it rode the wave of globalization, grabbing the opportunities and turning risks into possibilities. A strategic attitude that in practical terms turned into the strengthening of the marketing area and the already implemented push towards innovation and internationalization.

Today, **Pilosio** sets quality standards at the global level: increasing the exports of the PM Group to the five continents and increasingly enhancing the quality of products and services offered nationally and internationally.



Pilosio keeps its promises.

Pilosio believes in *quality, safety and development*. For this reason, it designs avant-garde solutions that are user focused, designed and implemented to guarantee user's safety and optimization of time and costs at the job site. **Pilosio** selects only first quality materials and it performs a meticulous quality control of each stage of the production process to guarantee excellent results, always. The entire production cycle is characterized by the most modern innovative solutions for products and processes.

Pilosio's offer is not limited to the supply of products, but it includes a wide range of services that, ranging from technical consulting to post-sale assistance, makes the

company unique and a point of reference of choice for the processing of custom solutions, created to meet the customer's needs. Much more than a supplier, **Pilosio** Group is a partner on which to count to answer one's needs, knowing that it will always meet the needs using both standard and customized solutions.

Moreover, the company believes in the importance of having historical roots and a global strategic vision; if on the one hand it was always loyal to its homeland, on the other hand it always looked ahead and beyond the borders, investing in people and projects in which it believed. **Pilosio** is the strength of creativity: meticulous when needed, ingenious when it wants to be.



*Patented
and certified knowhow.*



An honest company that for years has undertaken the certification path: a serious and constant commitment by **Pilosio's** management and confirmation of the willingness to act well and to certify its rigorous methods of operation.

On the innovation and cutting-edge side, the Lama brand is, like **Pilosio**, the pride and expression of Made in Italy and innovative research. Over the years, the Company became the reference point in Italy for the manufacturing of lightweight aluminum scaffolds. Today its *QuickSystem gripping clamp hooking system* is now patented and used for scaffold shielded walls and related *sheet frame*.

All **Pilosio** equipment, vertical and horizontal formworks, steel and aluminum retainers and scaffolds have been designed and manufactured in full respect of all the European directives concerning improvement to health and safety in the workplace, as well as the safety of temporary or mobile sites, as established by *Law Decree 81/2008*.

System certification

- UNI EN ISO 9001:2008 - Quality Management System
- UNI EN ISO 14001:2004 - Environmental Management System
- ISO 3834-2:2006 - Standard Quality requirements for fusion welding of metallic materials
- OHSAS 18001 - Occupational Health and Safety Management Systems (pending)

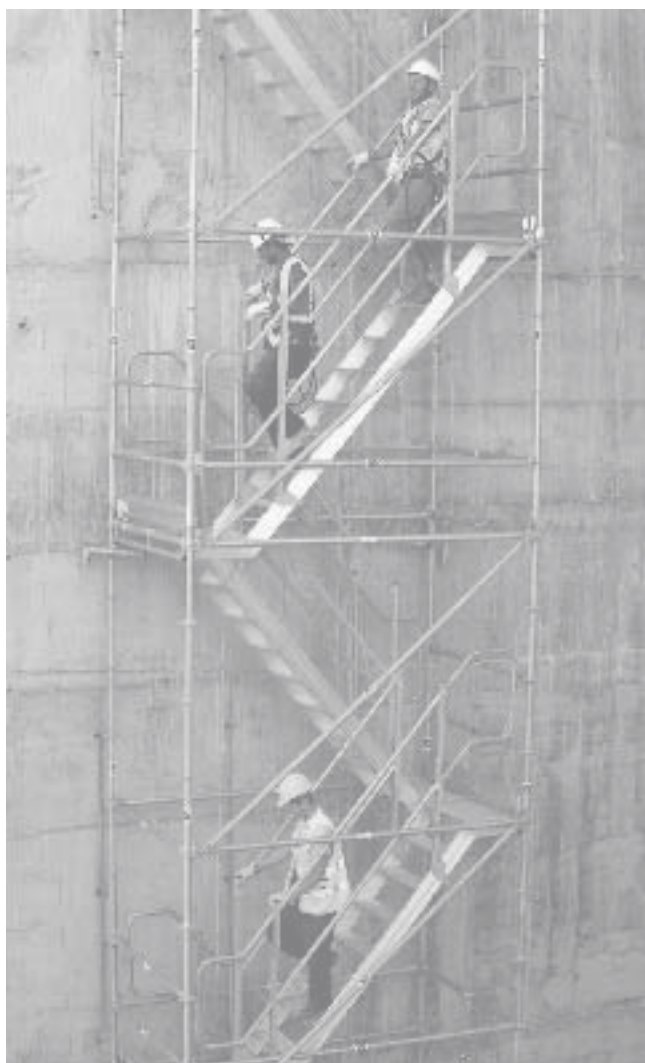
Product certifications

- SQ Certification on Scaffolds - Metal Scaffolds Quality and Safety Requirements
- Ministerial Authorizations
- EN 12810-1:2004 - Facade scaffolds made of prefabricated components, European Certification
- EN 12811-1:2004 - Temporary Works Equipment, European Certification
- GOST Russian Certification



Welded to safety,

propelled to internalization.



A *guarantee* means, first of all, *safety*; a requirement that cannot be overlooked in the field of construction and maintenance, subject to continuous inspections and verifications during the most crucial stage: the operating one.

Choosing **Pilosio** means having the certainty of having available equipment meeting strict criteria imposed by the regulations, with an added value: a production designed right from the start to ensure maximum construction site safety.

Safety and ease of use lead to an additional result: increasing job site productivity. It is a winning connection the one between the health of operators and the availability of light and flexible products. The advantage is twofold: it increases environmental safety as well as efficiency and production capacity, to be benefit of the people and Companies' bottom line.

Peace of mind is what every building industry entrepreneur relying on **Pilosio** knows very well and that international clients are learning to appreciate more and more.



*The beating heart
of research.*



*There's a beating heart in **Pilosio**, and it is its Research and Development department, comprising a qualified and tight-knit team of people specialized in the prevention and resolution of problems at the job site by studying new technologies and solutions.*



A new activity planned over the long term, focused on improving processes and products in addition to safety in the workplace: from the research of alternative materials to safety testing, from the analysis of innovative systems to the optimization of job site equipment – and consequently strengthening of performance – to technical testing on products all the way up to the design of equipment with greater job site safety.

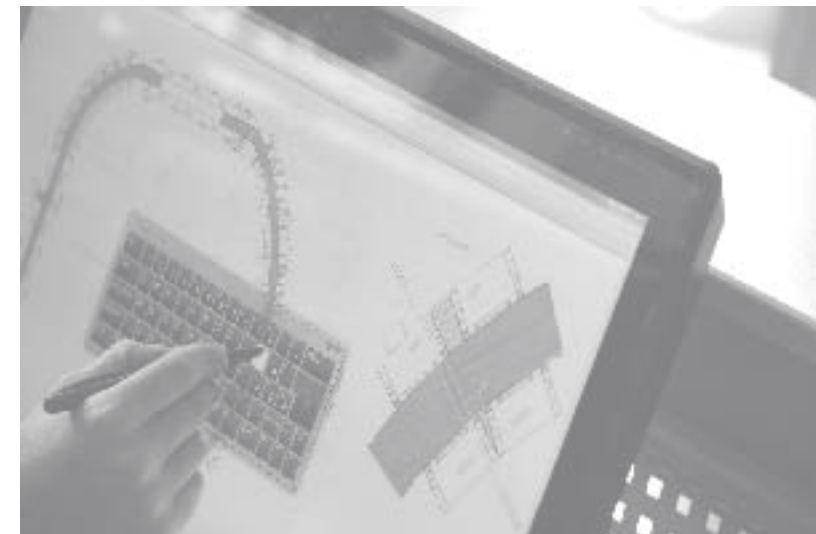
For **Pilosio**, Research and Development does not mean chasing after an abstract set of innovative ideas; on the contrary, the implementation of effective solutions that start from creative designs and turn into practical products, capable of responding to the flexibility and adaptability criteria required by the clients. The ultimate objective is the implementation of valid alternatives for every specific need, respecting quality and safety as it is typical of the **Pilosio** brand.

The R&D group has been for years at the heart of **Pilosio's** progress: its mission is to look ahead and to continue to grow.

Always new projects in the making.

Pilosio's Technical Office includes a staff of designers working together to offer cross consulting to clients: a human resource asset that includes more than ten people, all committed to offer special and custom solutions for each type of project.

From estimates to the implementation of executive drawings, from technical implementations to job site scheduling, the Technical Office makes use of CAD tools that allow supplying high quality and customized service: from feasibility studies to every subsequent stage, the service is always designed to meet the individual needs of the client.



Moreover, all personnel attend periodic update courses with the ultimate objective of knowing, selecting and proposing more innovative solutions.

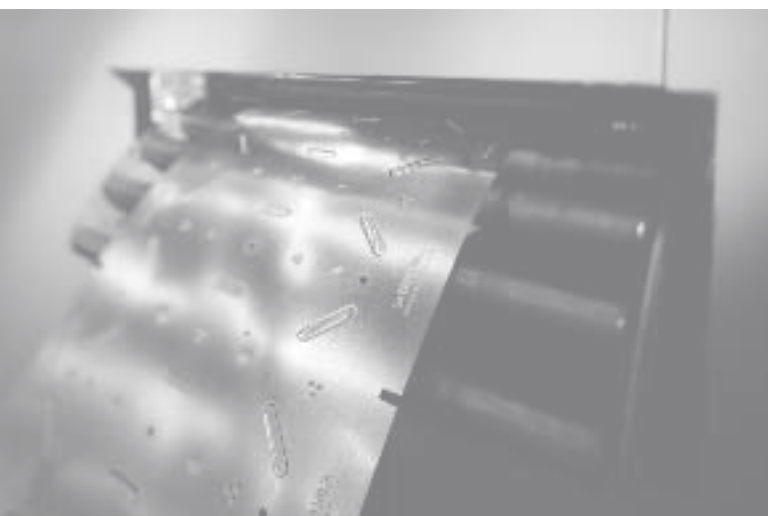
The Company's Custom Made service is a differentiating factor: **Pilosio** personnel's interface directly with the client and its technicians initiating productive cooperation with the goal of providing an answer to any specific need on a timely fashion and customized approach.

Pilosio's design area is that "quid pluris" that only an advanced customer-oriented Company can offer.



A black and white photograph of an industrial setting. In the foreground, a large, white robotic arm is mounted on a metal frame. The arm is extended towards the right side of the frame. In the background, there are various industrial structures, including a large metal frame and a series of vertical pipes or columns. The ceiling is high and has a series of lights. The overall scene is a factory or industrial workshop.

*Pilosio.
All Italian
mechanics
and Intuition.*

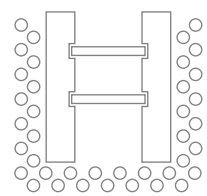


Mechanical precision and human ingenuity: **Pilosio** combines the discipline of the industrial process with the ingenuity of its technical personnel and the skills of specialized workers while at the same time offering the accuracy of an industrialized production and the quality of a project that answers to the specific needs of the client. If the standardization advantage is the certainty of results, the additional quality of **Pilosio's** service is demonstrated by its carpentry lab where all special productions are implemented. Always a step ahead technologically, **Pilosio** is equipped with exceptional equipment, among which an automatic welding plant that boasts 26 welding units, 8 anthropomorphic robots and 1000 signal transmission sensors. Significant numbers that are the result of a farsighted policy of innovation and selected investments designed to increase production capacity and to offer to the client a competitive service from both a delivery time and cost stand point.

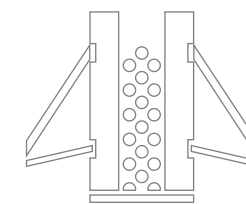
In addition, the reliability of the solutions is ensured by the non-outsourcing policy that the company has always implemented. In order to guarantee quality and flexibility, there are no third party appointments either in Italy or abroad.

In addition to all of the above, there is also the wide selection of products, the industrial design capabilities and the high quality of raw materials selected for the processes: steel, aluminum and multilayer wood.

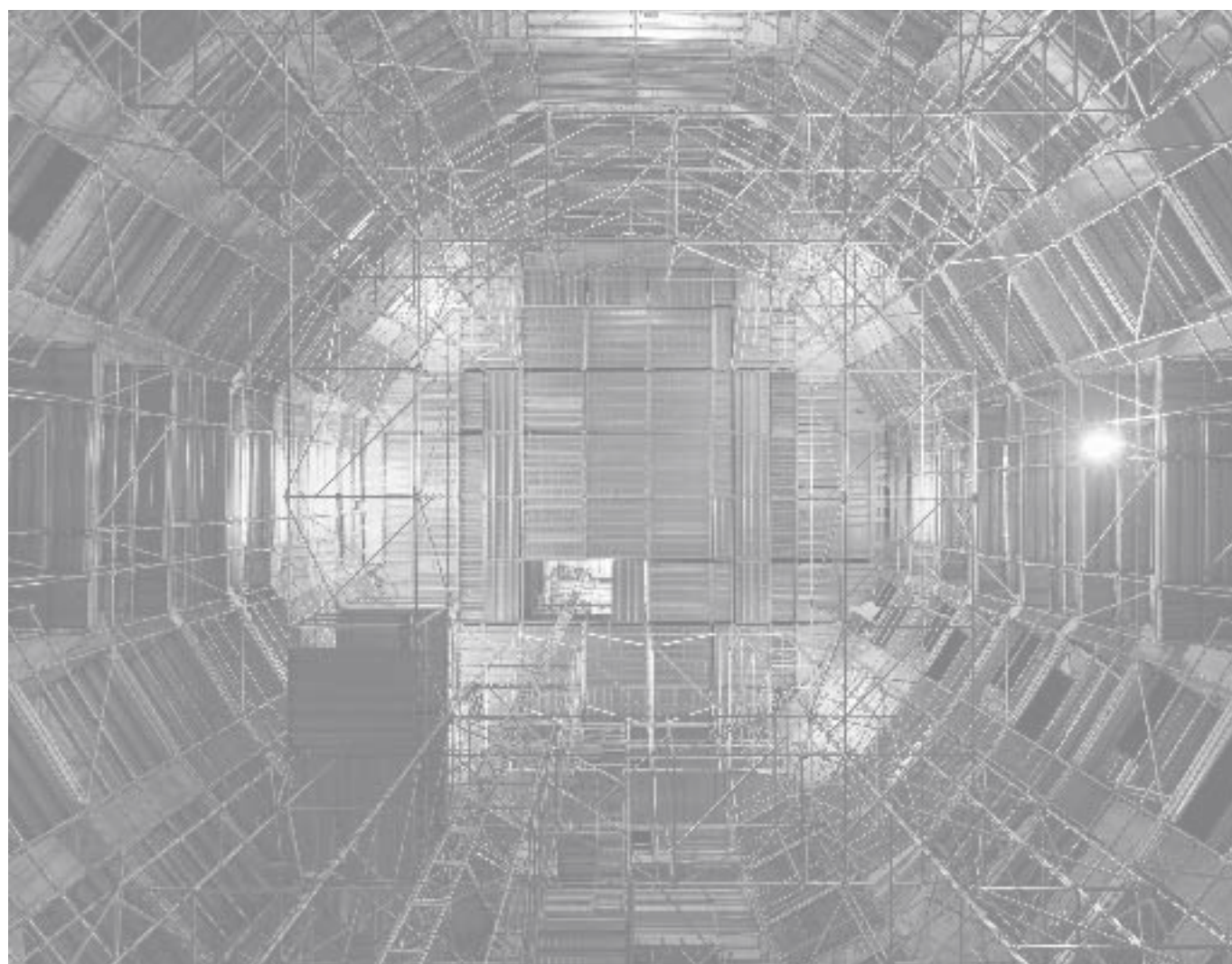
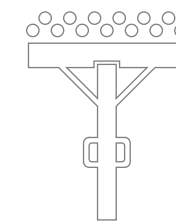
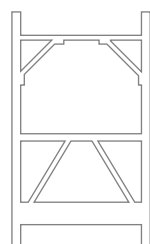
Over time, in Italy and abroad, **Pilosio** has become a symbol of Made in Italy with no compromise.



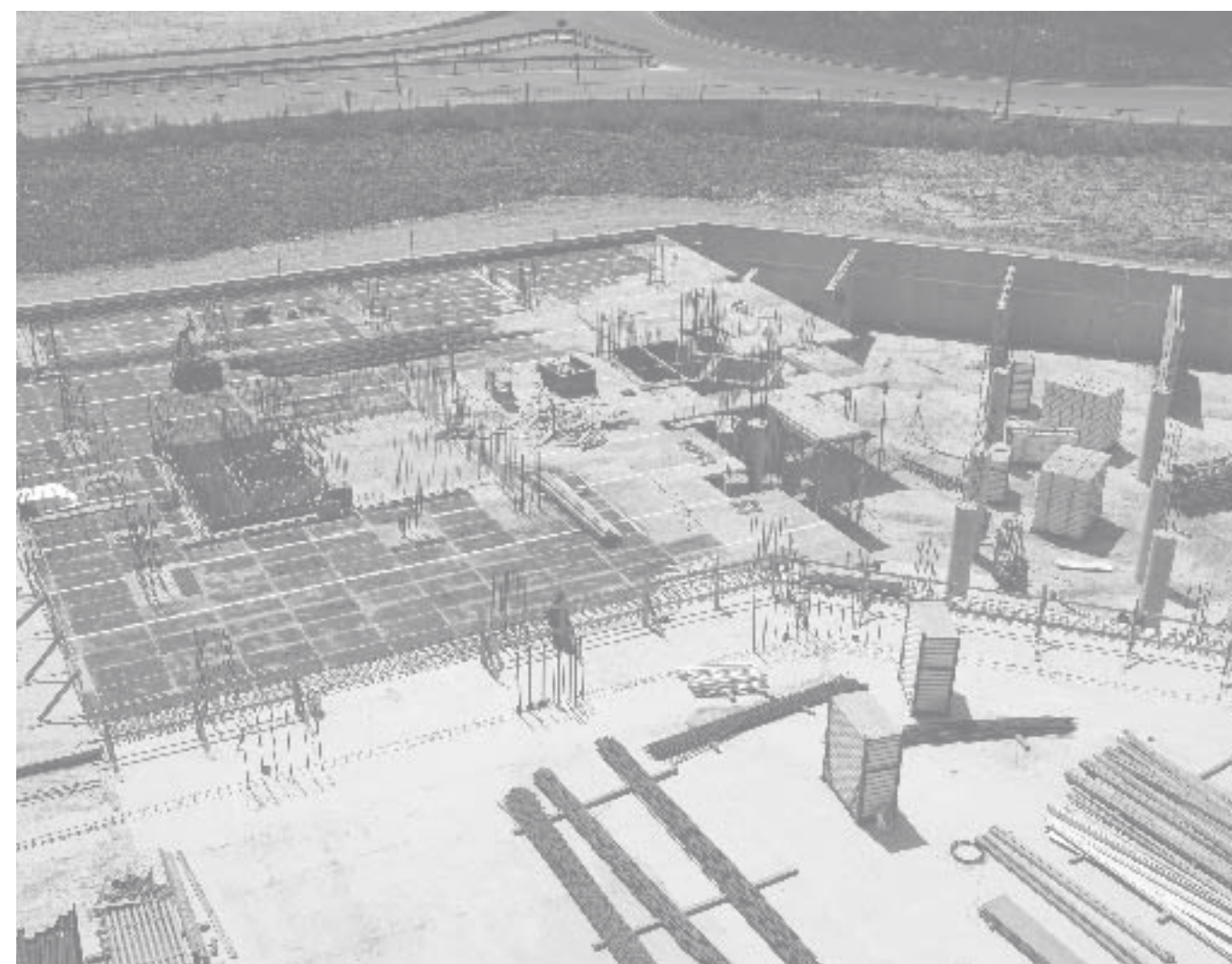
Infrastructures



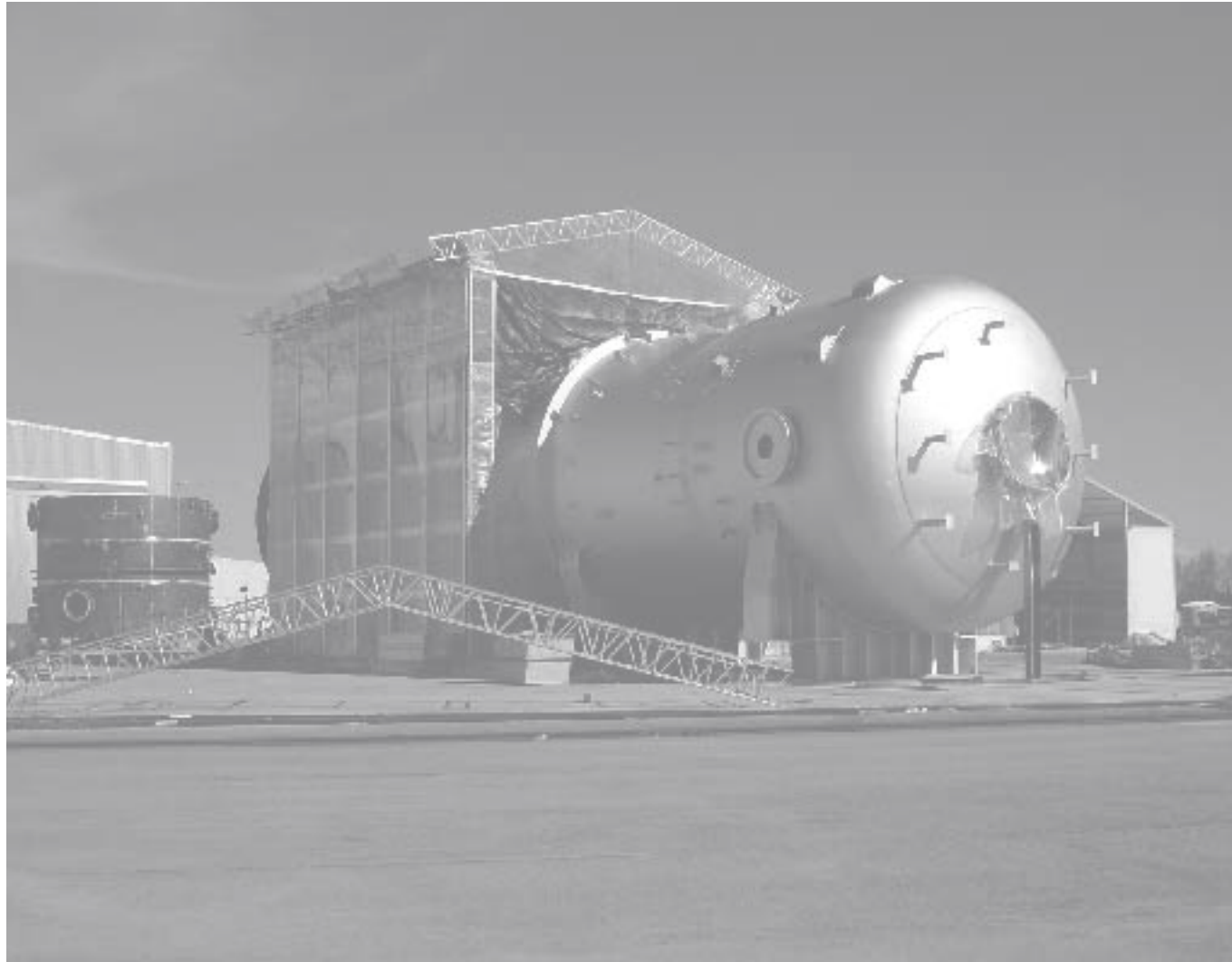
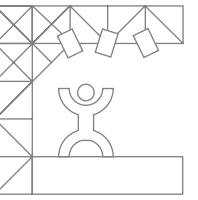
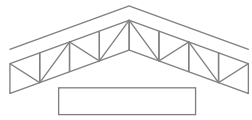
Industrial plants



Restoration, maintenance



Residential constructions



Industrial maintenance



Show business structures



*Pilosio.
Job sites always in mind.*

There are many and varied elements that make **Pilosio** different and allow it to become the ideal *partner* for construction companies, resellers and hirers.

Pilosio offers services that are essential for the specificity of the solutions offered to the end users.

Pilosio knows the necessary flexibility required by those who face, every day, the construction site.

Design Consultancy 

*Technical reports
and structural inspections* 

*Job site
assistance* 

*Design
and manufacturing
of custom products* 

*Sales and marketing
assistance* 

Technical Training 

Safety Courses 

*Show business structural
setups consultancy* 

*Italian origins,
international calling.*

Symbol of the Made in Italy, **Pilosio** is a historic Italian Company from the Friuli region that over the years experienced great success also in foreign markets, supported by the quality and wide range of its products, by the flexibility of implementing custom equipment and the vision and skills of its management.

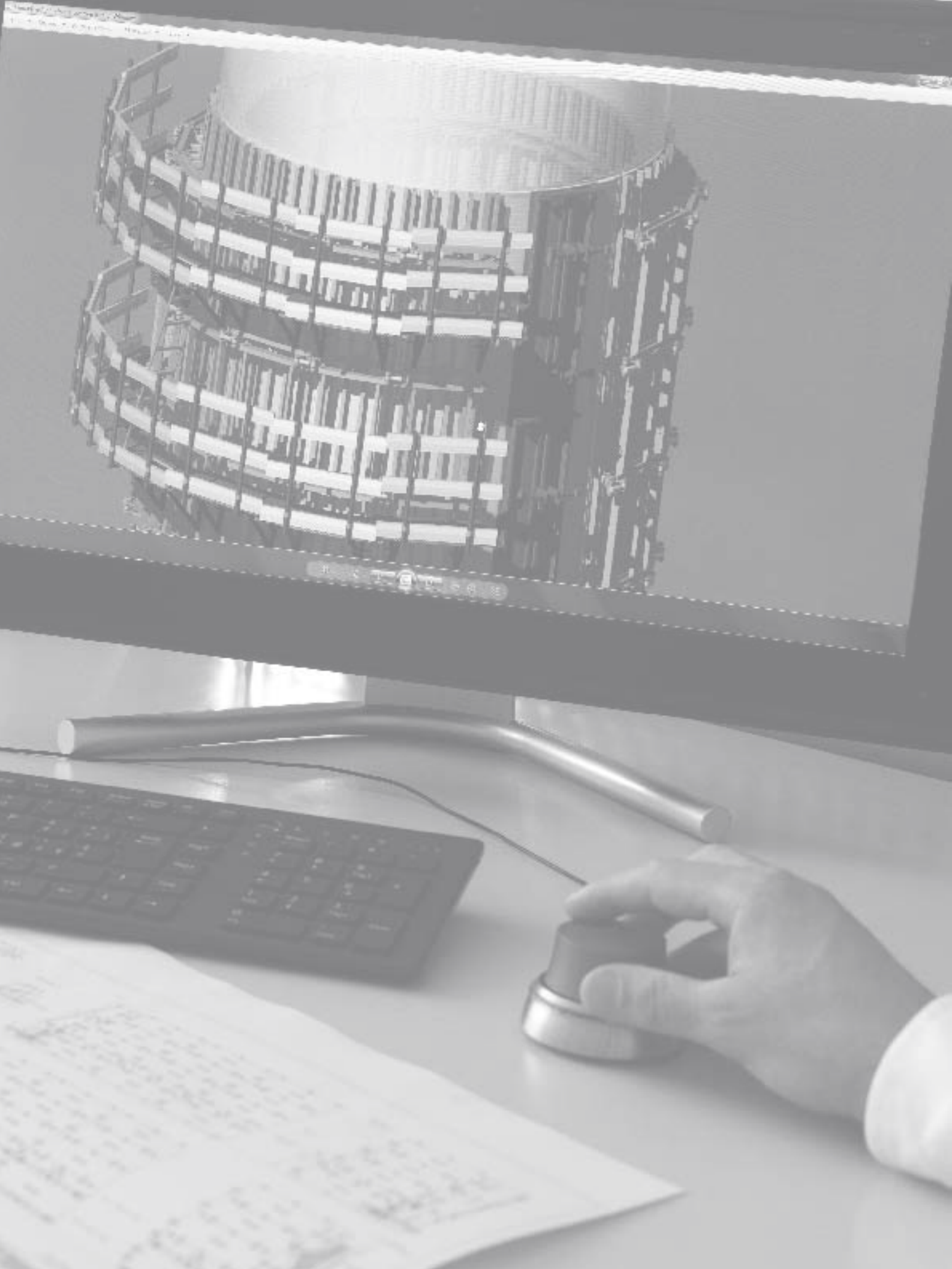
Always larger international orders reach the company's offices which, today, relies on a series of partners across the world, capable of guaranteeing, on behalf of **Pilosio**, local service to the clients also from a technical and sales assistance stand point at the construction site, with the same procedures

and costs defined by the parent company. All the successes achieved are at the base of the export goals that are part of the company's current strategy. Moving with determination towards a global market is **Pilosio's** objective, which, thanks to its ample and flexible structure can respond to the needs of international demand.

With a global strategy, proud of its successes and supported by an excellent organization, **Pilosio** exports across the world the reliability and discipline typical of Friuli along with the spirit of innovation and problem solving abilities that are typical of Italy.



*Western and Eastern Europe
Russia
Middle East
North Africa
South America
North America
Far East
Australia*



Pilosio. Supplying knowledge and guaranteeing support.

Pilosio pays particular attention to its customer service, not only through the support of qualified sales and technical personnel, but also by supplying latest generation *software* that ensure great independency to the clients. In fact, **Pilosio** believes that an integral part of a quality service is the availability to convey and supply to its clients knowhow and tools helpful to manage independently the least complex projects.

This includes software for **Pilosio's** scaffolds, wallforms, floorforms and show business structures.

Thanks to the Autocad interface and the most common structural inspection software, it is possible to generate quickly estimates for sale and rental, final drawings and basic bill of materials.

It is possible also to extrapolate the necessary data for possible calculation verification and renders implementation.

In order to use the software correctly, **Pilosio** offers to its clients specific training courses on a regular basis.



Pilosio. Building the future while respecting the present.

Pilosio Group makes use of the most advanced technologies in its field in order to increase customer satisfaction, but also to decrease environmental impact.

This, for **Pilosio**, means optimizing production processes to reduce energy consumption, give preference to local suppliers to optimize travel and reduce transportation pollution and make use solely of wood originating from certified reforestation regions.

Finally, respect for the environment is also extended to respect for the people: effective on 2011 **Pilosio** Group created an International Prize “Building Peace”, an award issued every year to a person or company that achieves praiseworthy objectives in contributing to the improvement of people life conditions and promoting tolerance among the world’s populations.

Thus, **Piloso** commits to contribute to building the future, starting from its respect for the present, made of people and lands.

Main references >

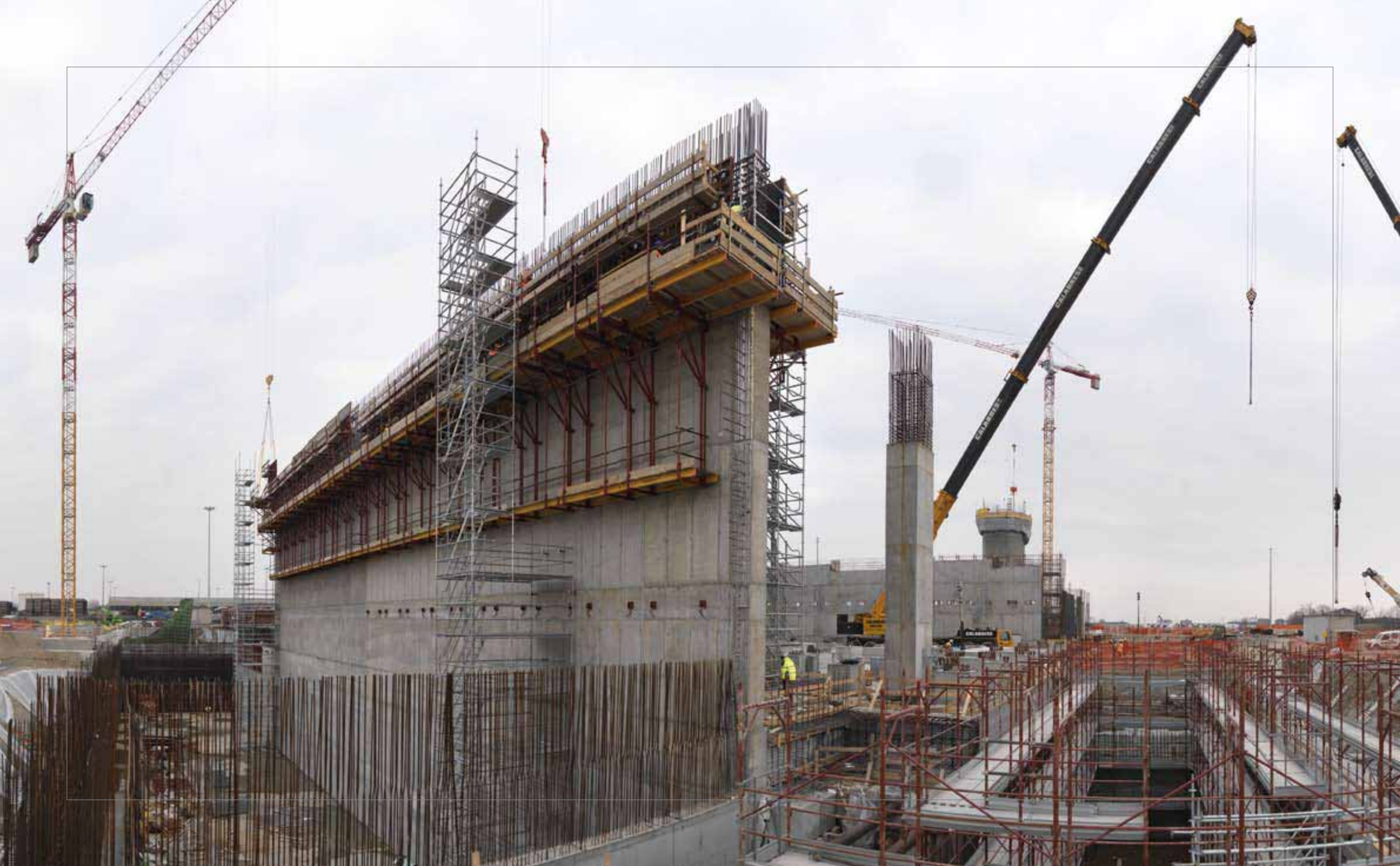




Pisa _ Basilica



Cittadella (PD) _ Cathedral



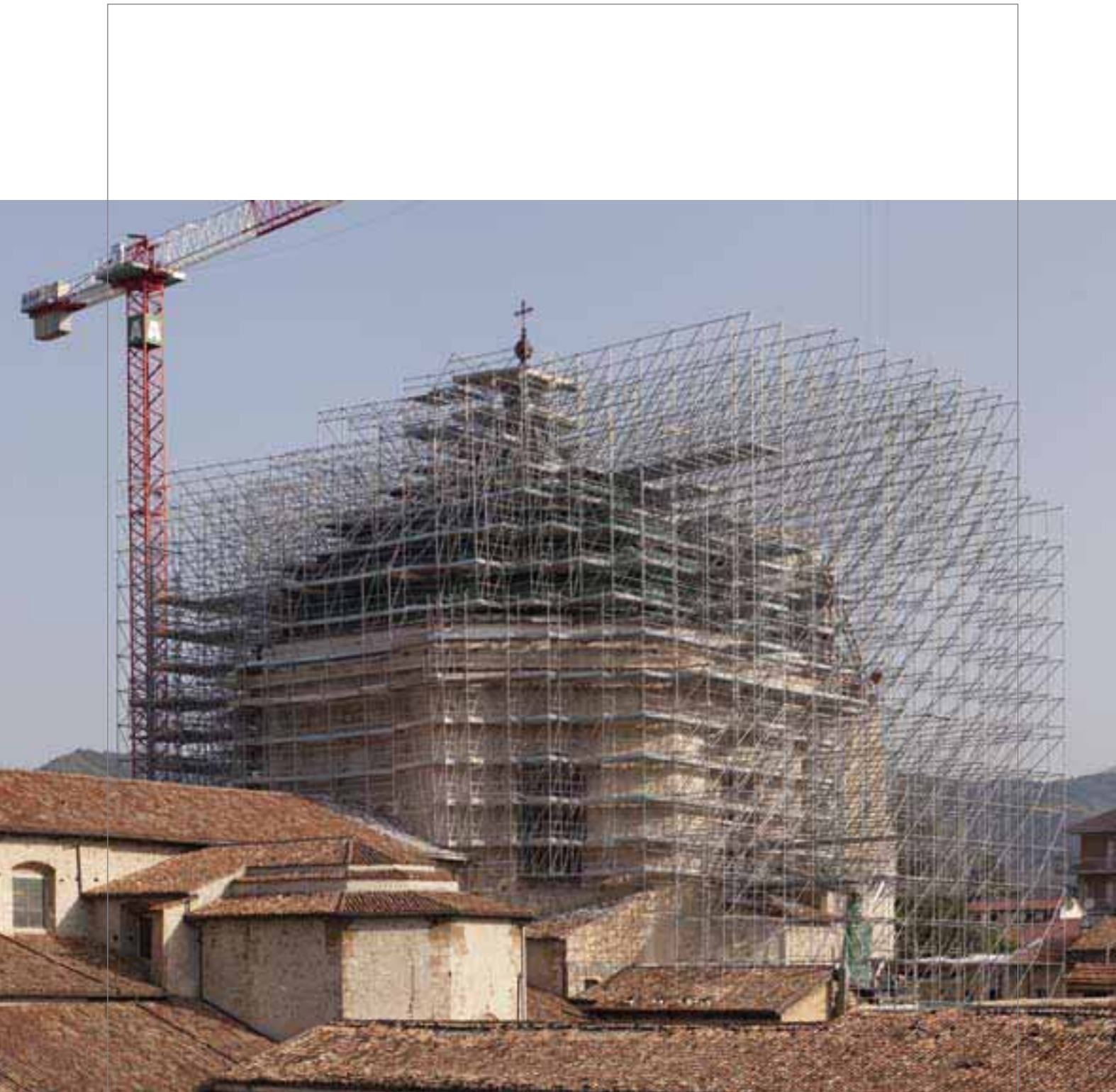
Torino _ Waste-to-energy plant



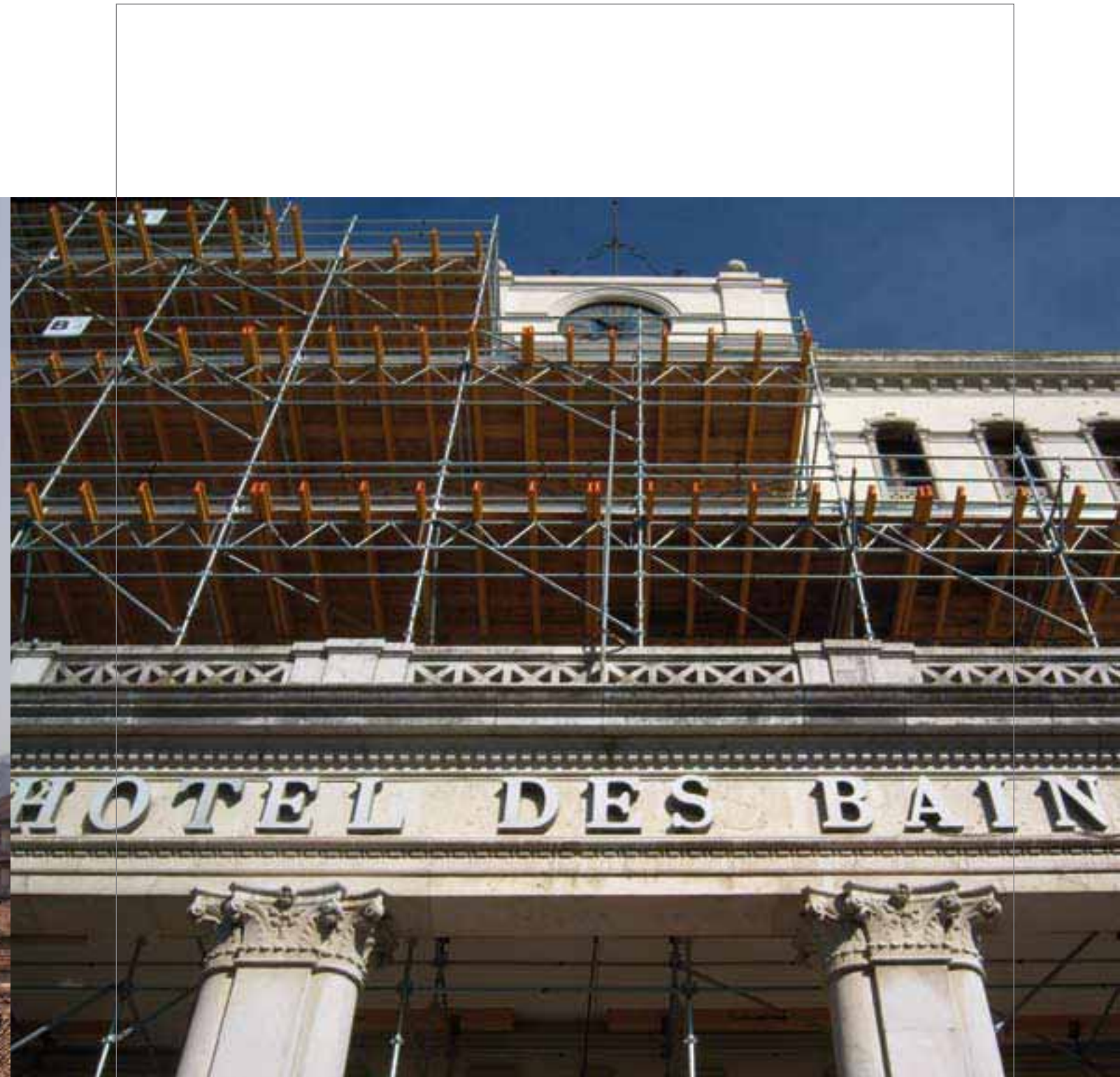
Montebelluna (TV) _ Cathedral



Tavagnacco (UD) _ Industrial warehouse



L'Aquila _ San Bernardino Cathedral



Lido di Venezia _ Hotel Des Bains



Roma _ Pantheon



Pordenone _ Technological hub



Vicenza _ Cable-stayed bridge



Lignano (UD) _ Residential building



Roma _ Tiburtina station



Trieste _ Tergesteo palace



Torino _ Waste-to-energy plant



Codroipo (UD) _ Villa Manin stage

Treviso _ Residential building

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