

DIMONTONATE

Flocked materials since 1973

floccati

COMPANY OVERVIEW

- Dimontonate Floccati was established in 1973 as Montonate S.p.A., private owned company to develop innovative and luxury packaging systems as flocked plastic and paper materials.
- The subsequent business expansion led to an ever increasing range of products including flocked fabrics for upholstery, clothing and footwear with related manufacturing processes that led in the new plant construction in Montonate, Italy in 1999.
- In 2005 Dimontonate Floccati entered the Automotive market with a completely new product line.
- In 2009 enlargement of the plant was completed to meet the requirements of the fast growing automotive business.

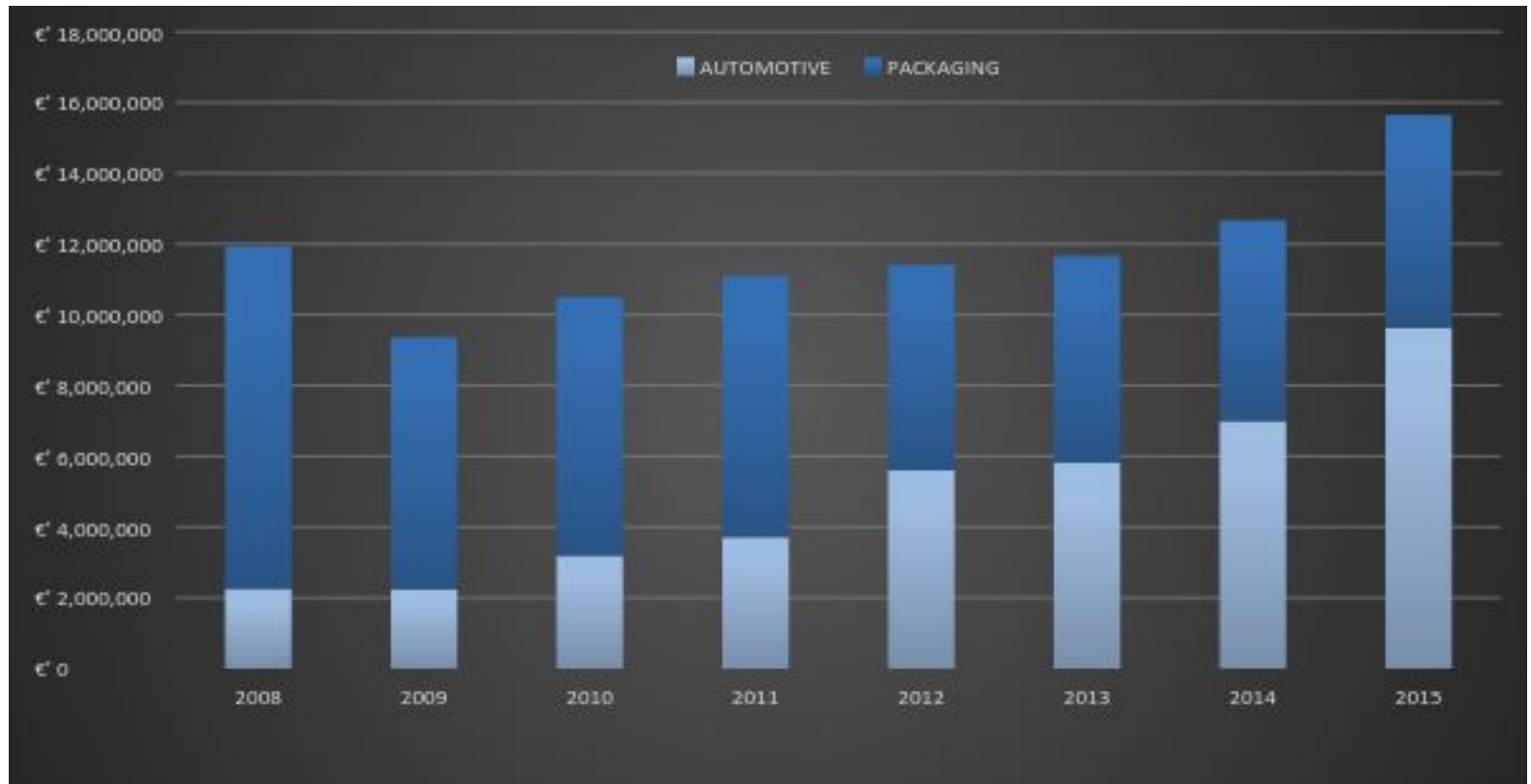


DIMONTONATE OVERVIEW

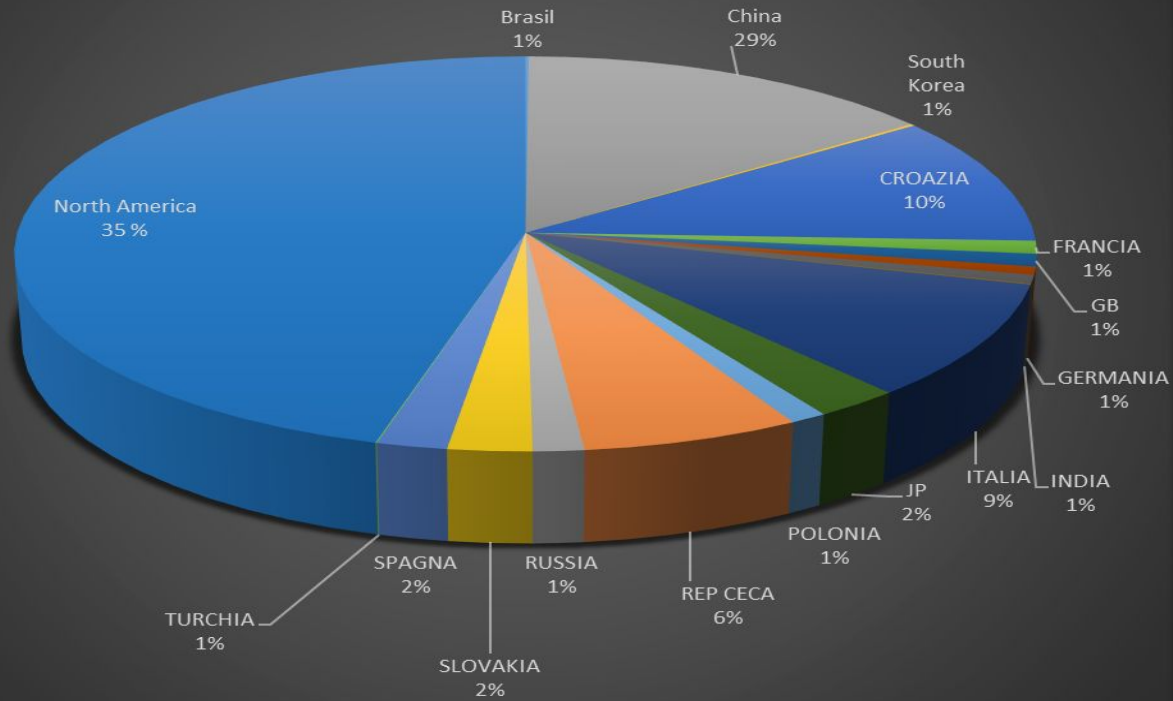
- In 2010 Dimontonate USA LLC, was created as a commercial company fully controlled by Dimontonate Floccati, in order to secure its position on USA market and support customer's needs locally.
- In 2011 strategic exit from flocked textile materials was completed to focus on two business units:
Automotive and luxury packaging
- In years 2012, 2013, 2014, 2015 the focus was to growth the sales and consolidate the automotive sector, specially on Est EU, North American market, and Asia.



DIMONTONATE TOTAL TURNOVER THROUGH, 2015



Automotive global sales 2015



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DIMONTONATE S.p.A.
floccati

DIMONTONATE U.S.A. LLC
floccati
U.S.A.

DIMONTONATE
floccati
S.F.I.



MANUFACTURING FACILITY OVERVIEW



Dimontonte Floccati S.p.a.

Via Dante, 40

21020 Montonate di Mornago (VA)

ITALY

6,500 sqm/ 70,000 sq ft manufacturing of which:

1,500 sqm/ 16,000 sq ft Warehouse

1,500 sqm/ 16,000 sq ft Automotive cutting department

3,500 sqm/ 38,000 sq ft Flocking Production



Dimontonte USA plant (Greenville (South Carolina)

1800 M2

1 cutting line from February 2016

logistic hub for North America (USA, CANADA MEXICO)



CHINA BUSSINESS PARTNERSHIP WITH SWISS FLOCK INTERNATIONAL
SFI is exclusive distributor of Dimotive flock tape for China

1 CUTTING LINE

LOGISTICS CENTER FOR INLAND CHINA Kunshan (Shanghai)



DIMONTONATE FLOCCATI

Business Plan



Dimontonate

Business Plan

Company strategy for the AUTOMOTIVE business in 2015 – 2016 is :

Became a localized global supplier: North America, EU, China – Asia
Improvement of logistic supply chain, increase of capacity.

- (EU): To continue the global growth of the automotive market through strengthening the local presence with agents / distributors, and technical support.
- (China – Asia): Growth in China through new cutting department established. Consolidation in Japan, first serial deliveries in India, approval in Korea.
- (North America): start up of cutting operations in USA (2016)

DIMONTONATE OVERVIEW

Automotive focus:

In October 2014, in business cooperation with Swiss Flock, preferred supplier of flock fibers, and exclusive distributor for China,

a flock tape cutting department was established in China,

at Swiss Flock International Plant Kunshan – Shanghai to supply China and Asian Markets.

The flocked material will still be produced in Italy and sent to SFI on bobbins to be cut to the final requested width. The new cutting machine was delivered from EU, same one which is installed in Dimontonate Italy. This solution will enable to reduce transit and delivery times, warehousing, reducing logistics managements demands, ...

Serial deliveries started from Jan 2015 , transfer of all customers completed by end of 2015.

DIMONTONATE

Business Plan

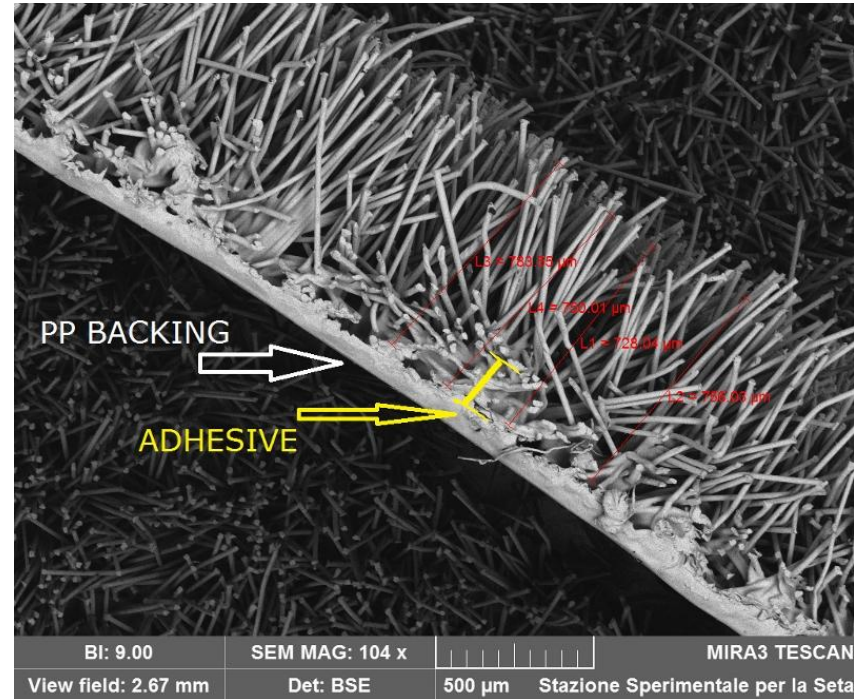
- **North America: in order to guarantee deliveries and growth demand: start up of a flock tape cutting department located in USA (SC), at Dimontodate USA, LLC.**

Production started beginning 2016 and Implementation for all customers by end of 2016.

Following same model of China implementation, the flocked material will be still produced in Italy and sent to USA on bobbins to be cut to the final requested width. The new cutting machine will be delivered from EU, same one which is installed in Dimontodate Italy. This solution will enable to reduce transit and delivery times, warehousing, reducing logistics managements demands, ...

FLOCK TAPE MANUFACTURING OVERVIEW

Our Production of flock tape is completely vertical from raw material to finished product



Flock tape production consists of two phases:

- 1) Flocking
- 2) Cutting and winding on spools

FLOCK TAPE MANUFACTURING

Flocking: applying flock fibers on a PP cast extruded substrate coated with adhesive, through an electrostatic field.

We flock a mother roll:



FLOCK TAPE MANUFACTURING

Cutting is divided in 2 steps:

- 1) Cutting in intermediate slices the mother roll
- 2) Cutting the i.s. in the desired width and wind the flock tape on spools



PLANT EQUIPMENT



Flocking lines

Cutting lines



EXTRUSION LINE

A state of the art extrusion line for TPV in order to test developed materials and processability and application method . Dimontonate is also capable to provide technical support, tooling and machinery for tape application technology



LABORATORY TESTING



LAB TESTING EQUIPMENT

- Testing is performed for Quality Control on material “as is”, after flocking and before cutting.
- The same tests can be performed on flocked extruded parts, if required.
- Test Equipment used for Dimotive materials is:
 - Abrasimeter, to simulate material behavior after use;
 - Climate Chamber, for accelerated aging of samples;
 - Dynamometer, for flock adhesion and material elongation behavior;
 - Analytical Balance, for product weight;
 - Thickness Gage, for product thickness.
- More Lab Equipment:
 - Pilot Coater, Flocking Cabin and Oven for sample preparation;
 - Spectrophotometer for color measurement;
 - Micrometer for Film Thickness measurement.

LAB TESTING STANDARDS

- Standards for Product and Tests are developed for Flocked Parts, not Tape.
- All Tests performed on Tape are a good “simulation” of the results on the Part.
- Dimontionate can perform Tests according to the following OEM Standards:
 - BMW (PR/TS 231);
 - Chrysler (CS 10560 and CS 10680);
 - Daimler-Mercedes (DBL 5575);
 - Fiat (9.03119/03);
 - Ford (WSS-M9P10-A);
 - General Motors (GMW 16774);
 - Peugeot (PSA B15 5060);
 - Toyota (TSM 1707G);
 - Volkswagen (TL 52447 and TL 52641);
 - and more.

Grazie per l'attenzione

Thank You
for Your Attention