

ON TRACK FOR BUSINESS: Incontri B2B per il settore ferroviario  
Torino, 20-21 novembre 2025

| PROFILE OF THE BUYER |                                                                                                                                                                                                                                                                                                                                                                                                     |                                                                                                                            |                        | NEEDS FROM THE BUYER     |                                                                                                                                                                             |                                                                               |                                                                                                                                                                                                                                                                                                                                                                                                                                                                | APPLICATIONS OF THE REQUESTED SOLUTIONS                                         |                                                   |                                                                  |                                                               |                                |                            |                                                          |                                                                                                                                                                                                                                                                                                                                                   |                                                                             |                                                                                                                           |
|----------------------|-----------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------|----------------------------------------------------------------------------------------------------------------------------|------------------------|--------------------------|-----------------------------------------------------------------------------------------------------------------------------------------------------------------------------|-------------------------------------------------------------------------------|----------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------|---------------------------------------------------------------------------------|---------------------------------------------------|------------------------------------------------------------------|---------------------------------------------------------------|--------------------------------|----------------------------|----------------------------------------------------------|---------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------|-----------------------------------------------------------------------------|---------------------------------------------------------------------------------------------------------------------------|
|                      | MAIN ACTIVITIES                                                                                                                                                                                                                                                                                                                                                                                     | BUYER'S COMMODITY                                                                                                          | WWW                    | SPOKEN LANGUAGES         | GENERAL SKILLS REQUESTED                                                                                                                                                    | PRODUCTS, SERVICES, SOLUTIONS NEEDED                                          | MANUFACTURING COMPETENCES AND PRODUCTION MANAGEMENT                                                                                                                                                                                                                                                                                                                                                                                                            | PREFERENTIAL FEATURES                                                           | OPERATIONS, DATA & INFORMATION                    | BOGIE & RUNNING GEAR                                             | ROLLING STOCK TRACTION & CONTROL                              | OTHER ROLLING STOCK SUBSYSTEMS | SIGNALLING & TRAIN CONTROL | INFRASTRUCTURE                                           | MAINTENANCE                                                                                                                                                                                                                                                                                                                                       | ELECTRONIC SUBCONTRACTING                                                   | NEW TRENDS IN THE MOBILITY SECTOR                                                                                         |
| BUYER 1              | Market leader for components and safety devices for railway and industrial applications.                                                                                                                                                                                                                                                                                                            | RAILWAY COMPONENTS (CARPENTRY, MACHINING)                                                                                  | www.spil.eu            | Italian, English         | • MECHANICAL ENGINEERING<br>• PROTOTYPING<br>• MANUFACTURING<br>• ASSEMBLY                                                                                                  | PRECISION MECHANICS AND CARPENTRY                                             | • GRAVITY & DIE CASTING<br>• MECHANICAL MACHINING<br>• SURFACE TREATMENTS (COATING, PAINTING, etc.)<br>• MOLDS CONSTRUCTION<br>• PIPING MACHINING<br>• CARPENTRY / WELDING - COLD FORMING/SHEET METAL<br>• RAPID PROTOTYPING& ADDITIVE MFTG – 3D PRINTING<br>• NEW MATERIALS<br>CONSTRUCTION & ASSEMBLY                                                                                                                                                        | EN15085 - SALDATURA PER FERROVIARIO<br>EN45545 - MATERIALE RESINA E VETRORESINA |                                                   | • GEARS SHAFTS & COUPLINGS<br>• WHEELS<br>• WHEELSETS<br>• AXLES | ELECTRIC TRACTION COMPONENTS                                  |                                |                            |                                                          | • RAPID PROTOTYPING& ADDITIVE MFTG – 3D PRINTING<br>• CARPENTRY / WELDING - COLD FORMING/SHEET METAL<br>• PIPING MACHINING<br>• MOLDS CONSTRUCTION<br>• GRAVITY & DIE CASTING<br>• MECHANICAL MACHINING<br>• SURFACE TREATMENTS (COATING, PAINTING, etc.)<br>• NEW MATERIALS<br>• CONSTRUCTION & ASSEMBLY<br>• COLD FORMING/SHEET METAL – CUTTING | • PCB & HYBRID PROTOTYPING<br>• SENSORS                                     |                                                                                                                           |
| BUYER 2              | Market leader for components and safety devices for railway and industrial applications.                                                                                                                                                                                                                                                                                                            | RAILWAY COMPONENTS (CARPENTRY, MACHINING)                                                                                  | www.spil.eu            | Italian, English         | • MECHANICAL ENGINEERING<br>• PROTOTYPING<br>• MANUFACTURING<br>• ASSEMBLY                                                                                                  | PRECISION MECHANICS AND CARPENTRY                                             | • RAPID PROTOTYPING& ADDITIVE MFTG – 3D PRINTING<br>• CARPENTRY / WELDING - COLD FORMING/SHEET METAL<br>• PIPING MACHINING<br>• MOLDS CONSTRUCTION<br>• GRAVITY & DIE CASTING<br>• MECHANICAL MACHINING<br>• SURFACE TREATMENTS (COATING, PAINTING, etc.)<br>• NEW MATERIALS<br>• CONSTRUCTION & ASSEMBLY<br>• COLD FORMING/SHEET METAL – CUTTING AND DEFORMATION                                                                                              | EN15085 - SALDATURA PER FERROVIARIO<br>EN45545 - MATERIALE RESINA E VETRORESINA |                                                   | • GEARS SHAFTS & COUPLINGS<br>• WHEELS<br>• WHEELSETS<br>• AXLES | ELECTRIC TRACTION COMPONENTS                                  |                                |                            |                                                          |                                                                                                                                                                                                                                                                                                                                                   | PCB & HYBRID PROTOTYPING                                                    |                                                                                                                           |
| BUYER 3              | Market leader for components and safety devices for railway and industrial applications.                                                                                                                                                                                                                                                                                                            | SINGLE RAILWAY COMPONENTS (ELECTROMECHANICAL)                                                                              | www.spil.eu            | Italian                  | • MECHANICAL ENGINEERING<br>• PROTOTYPING<br>• MANUFACTURING<br>• ASSEMBLY                                                                                                  | • CARPENTRY<br>• MACHINING<br>• SMALL BATCH PROTOTYPING WITH SHORT LEAD TIMES | • RAPID PROTOTYPING& ADDITIVE MFTG – 3D PRINTING<br>• CARPENTRY / WELDING - COLD FORMING/SHEET METAL<br>• SURFACE TREATMENTS (COATING, PAINTING, etc.)<br>• MOLDS CONSTRUCTION                                                                                                                                                                                                                                                                                 | CERTIFICAZIONE SALDATURA EN 15085<br>CERTIFICAZIONE FUOCO FUMI EN 45545         |                                                   | • GEAR SHAFTS & COUPLING<br>• WHEELS<br>• WHEELSETS<br>• AXLES   |                                                               | SEATING SLEEPING COMPONENTS    |                            |                                                          | REPAIRS AND MAINTENANCE                                                                                                                                                                                                                                                                                                                           |                                                                             |                                                                                                                           |
| BUYER 4              | Delivery of integrated solutions aimed at system performance and reliability. Product segments include Contactors, High-Speed Circuit Breakers, Switchgear, Resistors, Energy Metering Systems, Fans and Cooling Units, and Protection Relays. Since 2005, the buyer has been part of the Knorr-Bremse Group, the world's leading manufacturer of braking systems for rail and commercial vehicles. | • ON BOARD VEHICLE CONTROL<br>• POWER SYSTEM<br>• COMMUNICATION SYSTEMS<br>• SINGLE RAILWAY COMPONENTS<br>• BRAKING SYSTEM | www.microelettrica.com | Italian, English         | • MECHANICAL ENGINEERING<br>• ELECTRONIC ENGINEERING<br>• MANUFACTURING                                                                                                     | COPPER BARS, COILS, PLASTICS IN BMC AND SMC                                   | • ELECTRONIC ENGINEERINGPLASTIC & RUBBER MOLDING – MOLDING / POLYMERS<br>• GRAVITY & DIE CASTING<br>• SURFACE TREATMENTS (COATING, PAINTING, etc.)<br>• RAPID PROTOTYPING& ADDITIVE MFTG – 3D PRINTING<br>• CARPENTRY / WELDING - COLD FORMING/SHEET METAL<br>• FORGING<br>• MECHANICAL MACHINING<br>• NEW MATERIALS                                                                                                                                           |                                                                                 |                                                   | • BRAKES & BRAKE SYSTEMS<br>• GEARS SHAFTS & COUPLINGS           | ELECTRIC TRACTION COMPONENTS                                  |                                |                            | TRACTION POWER SUPPLY                                    |                                                                                                                                                                                                                                                                                                                                                   |                                                                             | ELECTRIFICATION                                                                                                           |
| BUYER 5              | Delivery of integrated solutions aimed at system performance and reliability. Product segments include Contactors, High-Speed Circuit Breakers, Switchgear, Resistors, Energy Metering Systems, Fans and Cooling Units, and Protection Relays. Since 2005, the buyer has been part of the Knorr-Bremse Group, the world's leading manufacturer of braking systems for rail and commercial vehicles. | SINGLE RAILWAY COMPONENTS                                                                                                  | www.microelettrica.com | English                  |                                                                                                                                                                             | • COILS<br>• CABLING<br>• ELECTROMAGNET<br>• CALAMIT<br>• GEAR MOTORS         |                                                                                                                                                                                                                                                                                                                                                                                                                                                                |                                                                                 |                                                   |                                                                  |                                                               |                                |                            |                                                          |                                                                                                                                                                                                                                                                                                                                                   |                                                                             |                                                                                                                           |
| BUYER 6              | Design, production and integration of complex electrical harnesses and electrical systems for Europe's leading manufacturers.                                                                                                                                                                                                                                                                       | • SYSTEM INTEGRATION: POWER SYSTEMS<br>• AUXILIARY SYSTEMS<br>• SINGLE RAILWAY COMPONENTS<br>• CABLING AND CABINETS        | www.sirailgroup.com    | Italian, English, Arabic | • MECHANICAL ENGINEERING<br>• ELECTRONIC ENGINEERING<br>• PROTOTYPING<br>• MANUFACTURING<br>• ASSEMBLY<br>• TESTING, VALIDATION AND CERTIFICATION<br>• SW / DATA MANAGEMENT | SUPPLIERS OF METAL PARTS AND ASSEMBLY                                         | • DESIGN AND SIMULATION, ELECTRONIC ENGINEERING<br>• CIRCUIT ASSEMBLY & WIRING, PLASTIC & RUBBER MOLDING – MOLDING / POLYMERS<br>• SURFACE TREATMENTS (COATING, PAINTING, etc.)<br>• COLD FORMING/SHEET METAL – CUTTING AND DEFORMATION<br>• PIPING MACHINING, MOLDS CONSTRUCTION, FORGING, MECHANICAL MACHINING<br>• SURFACE TREATMENTS (COATING, PAINTING, etc.)<br>• NEW MATERIALS<br>• END-OF-LINE CONTROL SYSTEMS, CONSTRUCTION & ASSEMBLY<br>• LOGISTICS |                                                                                 | DATA SYSTEMS (DCS, DIAGNOSTICS AND CYBERSECURITY) | ARTICULATION SYSTEMS                                             | CONTROL SYSTEM COMPONENTS                                     | FREIGHT TRAINS AND UNDERFRAMES | FIELD EQUIPMENT            | TRACK MATERIALS & EQUIPMENT                              | • REPAIRS AND MAINTENANCE<br>• TRACK MAINTENANCE                                                                                                                                                                                                                                                                                                  | • PCB & HYBRID PROTOTYPING<br>• EMBEDDED HARDWARE & SOFTWARE<br>• ACTUATORS | • CONNECTIVITY<br>• COMFORT & USER EXPERIENCE<br>• ELECTRIFICATION<br>• SECURITY<br>• SAFETY<br>• DRIVERLESS TECHNOLOGIES |
| BUYER 7              | Design, production and integration of complex electrical harnesses and electrical systems for Europe's leading manufacturers.                                                                                                                                                                                                                                                                       | • SYSTEM INTEGRATION: POWER SYSTEMS<br>• AUXILIARY SYSTEMS<br>• SINGLE RAILWAY COMPONENTS<br>• CABLING AND CABINETS        | www.sirailgroup.com    | Italian, English         | • MECHANICAL ENGINEERING<br>• ASSEMBLY<br>• SW / DATA MANAGEMENT<br>• TESTING, VALIDATION AND CERTIFICATION<br>• TOOLING & PRODUCTION EQUIPMENT                             |                                                                               | • DESIGN AND SIMULATION<br>• MECHANICAL MACHINING<br>• SURFACE TREATMENTS (COATING, PAINTING, etc.)<br>• CONSTRUCTION & ASSEMBLY<br>• END-OF-LINE CONTROL SYSTEMS<br>• ROBOTIC FOR HANDLING AND ASSEMBLY<br>• LEAK TESTING SYSTEMS, VIBRATION TESTS                                                                                                                                                                                                            |                                                                                 |                                                   |                                                                  | • ELECTRIC TRACTION COMPONENTS<br>• CONTROL SYSTEM COMPONENTS |                                |                            | • TRACTION POWER SUPPLY<br>• TRACK MATERIALS & EQUIPMENT |                                                                                                                                                                                                                                                                                                                                                   | • PCB & HYBRID PROTOTYPING<br>• EMBEDDED HARDWARE & SOFTWARE<br>• ACTUATORS | CONNECTIVITY                                                                                                              |