

## **A new step in the Maire Tecnimont Group's Digital Transformation Roadmap through the acquisition of an Innovation Company**

*Milan, July 18, 2019* – Today, **Maire Tecnimont Group** reaches a new milestone in its **digital roadmap** with the **acquisition of Protomation** through the Group's innovation and license company Stamicarbon. Protomation is a Dutch specialist IT company dedicated to developing software applications and state-of-the-art operator training simulators (OTS) for the chemical process industry, with an extensive track record of collaboration with fertilizer producers. Stamicarbon has been partnering with Protomation for more than ten years to develop software packages and OTS for urea plants using Stamicarbon designs and technology. Controlling and stabilizing a processing plant in the optimal operation conditions needs constant operator attention: OTS have already proven to be a valuable training tool for new personnel in existing plants and new operator teams in greenfield plants. With this acquisition, the Group is therefore enhancing its value proposition in line with the overall digital transformation roadmap.

Such a roadmap not only leverages the digital technologies to redesign its internal processes, but also enhances the Group's value proposition towards its clients through digitally enabled services. As part of its digital transformation strategy the Group has designed a modular digital portfolio that is constantly evolving and expanding. By applying the Group's know-how, ranging from Technology Licensing to EPC contracting, Maire Tecnimont can embed plant digitization within the engineering and design stage, while leveraging a comprehensive knowledge of the plant's assets and processes. The set of products and services in Maire Tecnimont's portfolio aims at improving plant efficiency, and Health, Safety, Security and Environment factors, as well as at optimizing resources and productivity, for example by accelerating and improving personnel training and operating capabilities.

**Pierroberto Folgiero, Maire Tecnimont Group CEO**, commented: "Digital transformation is providing a much-needed boost to our industry, and our aim is to drive this digital advantage as an accelerator to speed up process improvements required to bridge the gap. The acquisition of Protomation fits perfectly with Maire Tecnimont's strategy for digital transformation, as we complement our value proposition with new services, and at the same time we improve our operational model through digital enablers."

**Pejman Djavdan, Managing Director Stamicarbon**, said: "This acquisition truly unites our efforts and elevates Stamicarbon's ambitions to bring the benefits of digitalization to urea plants all over the world. The talent and knowledge of the Protomation team will prove invaluable in helping us to achieve this."

**Leo Rams, Managing Director Protomation**, said: “We welcome the takeover by Stamicarbon to become part of the Maire Tecnimont Group, as it offers the potential to further expand our client base, bringing new opportunities to develop and sell our high-value-add solutions for the benefit of all parties involved. It will also provide us with a longer-term strategic outlook for our activities.”

#### **Maire Tecnimont SpA**

Maire Tecnimont S.p.A. is a company listed with the Milan stock exchange. It heads an industrial group (the Maire Tecnimont Group) that leads the natural resources processing sector (plant engineering in the oil&gas downstream industry, with specific technological and execution capabilities). Through its subsidiary NextChem the Group operates in the field of Green Chemistry and technologies supporting the energy transition. The Maire Tecnimont Group operates in approximately 45 different countries, numbering around 50 operative companies and a workforce of more than 6,300 employees, along with approximately 3,000 additional Electrical & Instrumentation professionals. For more information: [www.mairetecnimont.com](http://www.mairetecnimont.com).

#### **Stamicarbon BV**

Stamicarbon is the innovation and license company of the Maire Tecnimont Group. We are a pioneering company specialized in the fertilizer industry with a vision to help enable the world to feed itself and improve quality of life. As a global leader in fertilizer technologies, Stamicarbon has licensed more than 250 urea plants and realized more than 100 revamping and optimization projects. This leading position is based on more than 70 years of experience in licensing and is maintained by its continuous innovations in technologies, products and materials. Stamicarbon’s headquarters is in Sittard, The Netherlands with a sales office in the USA and representative offices in Russia and China. For more information: [www.stamicarbon.com](http://www.stamicarbon.com)

#### **Protomation BV**

Protomation is a leading company in the development and licensing of state-of-the-art simulation software and simulation models for the processing industries. The company has developed a comprehensive software suite called “Process Studio®” to develop Operator Training Simulators and the deployment of operator training curriculum. They have over 25 years of know-how and experience in the field of production processes, process control, process simulation, software development and managing projects, partnering with Stamicarbon and ThyssenKrupp Industrial Solutions. Protomation’s client list includes amongst others: AkzoNobel, DGC, DSM, KIMA, Nutrien, Petrobras, Petlin (Petronas), SABIC, Saudi Aramco, SKW, Solfert and technical education institutes. For more information: [www.protomation.com](http://www.protomation.com)

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