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LAMIERA: BACK TO THE ODD YEARS

From 10 to 13 May 2023, fieramilano Rho will play host to the 22nd edition of LAMIERA, the international exhibition dedicated to the industry of sheet metal cutting, sheet metal forming and sheet metal processing machine tools and related technologies.

The only event in Italy specifically focused on the sheet metal sector, over the years, **LAMIERA has become one of the most important and authoritative international trade fairs** in this sector, also thanks to the change of venue from Bologna to Milan in 2017.

Promoted by UCIMU-SISTEMI PER PRODURRE, the Italian machine tools, robots and automation systems manufacturers' association, and organised by CEU-CENTRO ESPOSIZIONI UCIMU, LAMIERA will exceptionally take place just one year after the previous edition, (postponed for 12 months from May 2021 to May 2022 due to the public health emergency). In this way, it will regain its traditional positioning in the calendar of international sector trade fairs, i.e. in the odd years.

Despite the unusual time closeness between the two editions, once again, **LAMIERA 2023 will present itself to its public** in the best way, **with a wide and varied product offering that represents all segments** making up its repertoire of products and with an exhibition space already sold out two months before the beginning of the event.

Hosted in two halls, 13 and 15, which will entirely be set up for the event, LAMIERA will propose the product ranges of **almost 400 enterprises**.

Moreover, based on the data regarding **direct exhibitors**, **LAMIERA 2023 registers an interesting increase, corresponding to +15% of exhibiting companies compared with the edition of last year**, which however had taken place three years after the previous edition.

Besides the usual exhibitors of LAMIERA, this edition has met the interest of **numerous new entries and companies that have not exhibited for a long time**, not only Italian, but also foreign exhibitors, for example coming from China, Germany, Spain and Turkey. All this proves that, edition after edition, this trade show plays a more and more significant role, expanding its pool of stakeholders in the sector all over the world.

A 27% share of the total exhibiting companies come from abroad. There are 22 represented countries: besides Italy, Australia, Austria, Belgium, Czech Republic, China, South Korea, Finland, France, Germany, Japan, Ireland, Israel, the Netherlands, Poland, Portugal, the United Kingdom, Spain, Sweden, Switzerland, Taiwan, Turkey and the United States.

On its **40,000 square meters of total floor space**, the event will highlight the best international products with regard to machines, systems, equipment for processing and cutting sheet metal, tubes, sections, wires, metal structural work; presses, dies and moulds, welding; surface treatments and finishing; parts, components, accessories, tooling, fastener materials; technical and industrial subcontracting; quality and control systems, metrology; software, micromachining, additive technologies and solutions for the digital factory and for energy and production streamlining.

With specific reference to the world of laser technology, whose applications are increasingly widespread in the manufacturing industry, LAMIERA 2023 will propose the product offering of over 40 brands, the expression of the best international production. Besides laser, plasma and thermal cutting technologies for sheet metal, bars, sections and tubes, the exhibition will also feature an exhaustive overview of sources, consumables, automation, machines and systems.

Besides the large offering of stand-alone machines and complex industrial plants for sheet metal forming and processing, the exhibition will focus on 6 technological themes that are central to the production of the sector today: FABBRICAFUTURA/FUTURE FACTORY, SALDATECH, FASTENER INDUSTRY, TTS-THE WORLD OF HEAT AND SURFACE TREATMENTS, METROLOGY & TESTING, BLECH ITALY SERVICE.

In this way, once again, **LAMIERA highlights the innovations that characterise the sector and the current technological trends determining its evolution.** Among these, **digitalisation and automation of plants** play a primary role, supported by the Government incentives of **Transition 4.0**. At LAMIERA 2023, digitalisation and automation will be in the spotlight, as they will concern the solutions exhibited at the stands, as well as the in-depth meetings and debates organised at the arena of **LAMIALAMIERA**, whose **programme of events will accompany the trade show throughout its duration.**

Access to the exhibition is free of charge with pre-registration required on the website **lamiera.net**. Besides admission on all exhibition days, **the entry card “Golden Card”** offers several services and special rates, as specified in **golden-card.it**.



LAMIERA & Made in Steel

LAMIERA will be held in partial conjunction with Made in Steel, the Conference & international trade show dedicated to the supply chain of steel, which will occupy the front halls (22 and 24) from 9 to 11 May. Thanks to an agreement between the organisers, the visitors of Made in Steel can freely visit LAMIERA and, in the same way, those of LAMIERA can directly access the halls of Made in Steel.

The complete and mutual access of both events is conceived to benefit the operators of the two exhibitions that share a part of the visitors. With this choice, visitors are able to visit two trade fairs on one business trip, whereas exhibitors can have at their disposal a potentially wider and however targeted range of operators interested in their product offering.

The next edition of LAMIERA will take place again at fieramilano Rho, from 7 to 10 May 2025.

THE INTERVIEWS WITH THE EXHIBITORS/AT LAMIERA 2023 INTERESTING OPPORTUNITIES, BOTH FROM ITALY AND ABROAD

The exhibition is held in a favourable market period. Surely, in these first months of the year, we are observing a drop in order intake compared with the same period of last year, but the companies of the sector are still working well, both in the domestic and in the foreign markets.

There is a propensity to invest not only by Italian end users. Therefore, according to the exhibitors interviewed before the beginning of the event, LAMIERA will certainly be an important occasion to seize market opportunities and secure new orders in the months to come.

Even if reduced by the halving of the rate that the Government decided to implement due to lack of resources, the Government incentives 4.0 keep on working well and the Italian enterprises still prove to be interested in new investments in state-of-the-art production technologies.

Also thanks to the Government measures, Italy has become one of the most receptive and interesting markets in the world.

In 2011, the Italian market of metal forming machine tools was worth 704 million euro; its value grew to more than 2 billion in 2022.

The Milan venue is very attractive even for foreign operators that increasingly decide to take part in the exhibition.

Confirmation of the worldwide recovery in the consumption of sheet metal forming and sheet metal cutting machines and technologies comes from the interviews with the exhibitors before the event, according to which **interesting opportunities are also coming from foreign markets that are not only in the European area (Germany, the United States, China and the ASEAN countries, markets that are considered as the most promising ones).**

To increase the presence of foreign operators at LAMIERA, several digital and print communication campaigns have been organised ad hoc, such as the traditional initiative organised by ICE-Italian Trade Agency and by UCIMU, regarding the invitation to foreign delegations of qualified end users (see dedicated paragraph).

THE SIX TECHNOLOGICAL THEMES

Besides the large offering of stand-alone machines and complex industrial plants for sheet metal forming, cutting and processing, the 2013 edition of LAMIERA highlights 6 technological themes that are central to the production of the sector today: FABBRICAFUTURA/FUTURE FACTORY, SALDATECH; FASTENER INDUSTRY; TTS-THE WORLD OF HEAT AND SURFACE TREATMENTS, METROLOGY & TESTING, BLECH ITALY SERVICE.

FABBRICAFUTURA/FUTURE FACTORY proposes automation, robotics and digitalisation of production processes for the procurement and management of process materials in production lines and on-board machine systems; software and technologies for connectivity, data security and analysis, for remote assistance, predictive maintenance and streamlining of production and company processes.

FABBRICAFUTURA

SALDATECH is the thematic area dedicated to the welding sector, offering an overview of the big and diversified world of welding, one of the most important sheet-metal joining technologies.



FASTENER INDUSTRY is the exhibition area focused on screws, bolts, fastening and clamping systems, a field in which Italy stands out.



TTS - THE WORLD OF HEAT AND SURFACE TREATMENTS presents machines, systems, accessories and consumables for pre- and post-production treatments, for ferrous and non-ferrous materials, enabling a complete overview of this segment.



METROLOGY & TESTING is the area concerning technologies, products, services, processes and solutions developed to guarantee the quality of production, which is today an essential element of the product offering proposed in the sector. Measuring instruments, testing machines, artificial vision, quality control and certification services are among the key proposals in the limelight of Metrology & Testing.



BLECH ITALY SERVICE spotlights technical subcontracting and services for the industry of the sector. In line with the evolution of the manufacturing industry that chooses more and more hybrid models, balancing manufacturing in the factory and outsourcing of some production processes, Blech Italy Service at LAMIERA shows an alternative and parallel visit itinerary to that of "Make" of Manufacturers: it is the "BUY" of Suppliers, offering subcontract processing and services to those who wish to purchase services and semi-finished products.



LAMIALAMIERA HALL 13 B29

Following on from the success achieved in the past edition, LAMIERA 2023 will again propose the initiative LAMIALAMIERA.

As real arena set up in Hall 13, LAMIALAMIERA will present meetings, one-to-one debates, performances and in-depth discussions arranged by the organisers and by exhibitors throughout all exhibition days.

The programme of meetings, promoted through all communication channels of the event, is organised according to the main technological themes characterising the trade show: laser processing technologies, sheet metal forming and sheet metal cutting machine tools and technologies; software, IT technologies, digitalisation, automation and robotics; welding machines and plants; surface treatments and finishing; fasteners; metrology & testing; subcontracting.

Sponsored by UCIMU FOUNDATION and developed with the contribution of the Lombardy Region, **LAMIALAMIERA offers a full programme of meetings** and 15-minute micro-events, conceived to attract the attention of the visitors attending the trade show and of the end users connected remotely thanks to the streaming service. This service will enable to follow all scheduled events online, on a platform directly accessible from the website lamiera.net. Media partner of the initiative is TecnoLamiera, a magazine of the DB Information Group.

The Inaugural Ceremony

Hosted in the area of LAMIALAMIERA and scheduled for **Wednesday, 10 May from 10.30 a.m., the Inaugural Ceremony of the Exhibition** will include speeches by: **Barbara Beltrame**, vice-president of Confindustria, Italian Industrial Federation, in charge of internationalisation; **Barbara Colombo**, president of UCIMU-SISTEMI PER PRODURRE; **Attilio Fontana**, president of the Lombardy Region (invited), **Marco Fortis**, economist and vice-president of Edison Foundation; **Enrico Pazzali**, president of Fiera Milano Foundation; **Matteo Zoppas**, president of ICE-Italian Trade Agency (invited).

The Press Conference of SIRI

On **Friday, 12 May, beginning at 11.00 a.m.**, the arena of LAMIALAMIERA will also host the traditional **Press Conference of SIRI**, Italian Robotics and Automation Association. The conference is entitled “Robotics, today’s figures and new frontiers”. Speakers: Domenico Appendino, president of SIRI; Rezia Molfinio, past president of SIRI; Stefania Pigozzi, head of the Economic Studies Department & Business Culture Centre of UCIMU-SISTEMI PER PRODURRE and Alessandro Santamaria, executive board member of IFR.

Presentation of the Data Space Committee

On **Wednesday, 10 May from 3.40 to 4.00 p.m.**, the arena of LAMIALAMIERA will offer the presentation of the new initiative “Data Space Committee”, promoted by UCIMU-SISTEMI PER PRODURRE to support the associate member companies in understanding and adopting the procedures defined or being finalised with regard to ownership and processing of digital data from the European Union. The Committee includes the associate member companies that have decided to participate in the initiative and has the object of creating an initial ecosystem for data exchange dedicated to the machine tool supply chain in Italy, with specific focus on predictive maintenance requirements. The initiative is based on a federated software infrastructure called “Data Space”,

which allows secure data management, processing and sharing among different organisations, devices and systems. The “Data Space” approach not only enables easier interoperability among different endpoints, but also allows to maintain data sovereignty, while managing their exchange and use in a precise and granular way. In other words, the participants in the Data Space will be able to decide to offer and use data, with the possibility of determining the rules of access and use, thus enhancing the value they generate. The Data Space Committee will use this innovation approach, leveraging the IDS standard (International Data Space) and actually positioning itself among the pioneers in Italy in this field.

Among the speakers: Massimo Ippolito and Franco Deregibus, coordinators of the Data Space Committee; Jacopo Cassina, Technical Manager of the Data Space Committee, and Giulia Giussani, Digital Innovation Manager, International Data Spaces Association.

LAMIALAMIERA

ORE

HOURS

	10 MERCOLEDÌ / Wednesday	11 GIOVEDÌ / Thursday	12 VENERDÌ / Friday	13 SABATO / Saturday
10:00 - 10:15		AXA ASSICURAZIONI	RETUNER	TTN
10:20 - 10:35		PROBEST SERVICE	VEDRAI	SMARTFAB
10:40 - 10:55		BONFIGLIOLI	HIWIN	FIFTH INGENIUM
11:00 - 11:15	OPENING CEREMONY	SALVAGNINI	SIRI	TECHMASS
11:20 - 11:35	CERIMONIA INAUGURALE LAMIERA 2023 (10:30)	EAGLE	ROBOTICA: I NUMERI DI OGGI E LE NUOVE FRONTIERE (11:00-12:30)	FORTITUDO FINANCE
11:40 - 11:55		BODOR		KOMETE SMART FACTORY MADE EASY
12:00 - 12:15		CY-LASER		
12:20 - 12:35		RIDIX		
12:35 - 14:00				
14:00 - 14:15	RICERCA CHIMICA	MAGGIOLINI LAME	GALDABINI	
14:20 - 14:35	FINISHING GROUP EUROMASK	EURO ASSISTANCE GROUP	LEAS	
14:40 - 14:55	SEQUAR	AIDA	AXA ASSICURAZIONI	
15:00 - 15:15	LIBELLULA	ASTES4	BDF DIGITAL	
15:20 - 15:35	DATA SPACE (15:30-16:00)	V-LASER	METALWEEK™	
15:40 - 15:55		AUTOMATIC LASER WELDER	DE DOMINICIS & MAYER	

LASER

SOFTWARE, IT

MACCHINE UTENSILI / MACHINE TOOLS

TRATTAMENTI, FINITURA / TREATMENTS AND FINISHING

SUBFORNITURA / SUBCONTRACTING

Con il contributo di
Regione Lombardia

TECNO|LAMIERA

FONDAZIONE
UCIMU



THE FOREIGN DELEGATIONS AND THE START-UP AREA

According to tradition, LAMIERA will see the presence of numerous delegations of qualified end users and journalists invited to visit the exhibition within the [madeinitaly.gov.it](https://www.madeinitaly.gov.it) established initiative organised by UCIMU-SISTEMI PER PRODURRE, in cooperation with the Ministry of Foreign Affairs and International Cooperation and ICE-Italian Trade Agency.



Overall, about **sixty operators and journalists** have been invited to take part in the 2023 edition of LAMIERA, i.e. twice as much than those who had participated in the mission organised during the previous edition of the trade show (2022). **Egypt, India, Morocco, Mexico, Czech Republic, Turkey, Uzbekistan, the United States and Vietnam are the represented countries.**

The participation of qualified foreign end users responds to the need to support exhibitors in the activities they are already carrying out autonomously, thus increasing the number of contacts that can be activated during the four exhibition days.

In addition, ICE-Italian Trade Agency and UCIMU have taken care of the organisation of the **Start-Up Area**. Set up within Hall 13 and organised as exhibition and information area, this space will feature innovative digital technologies and applications developed by start-ups and SMEs operating in the fields of Digital Transformation, IoT, Industrial Analytics, Software and Digital Technologies for the Innovation of Manufacturing Enterprises.

The programme of initiatives organised by ICE-Italian Trade Agency and UCIMU for LAMIERA 2023 also includes a well-structured promotional plan in the leading trade magazines and websites of the target countries.

UCIMU Academy Hall 13 B04

At LAMIERA, students and schools are welcome. On **Wednesday, Thursday and Friday, the trade show will be open to their visits. The initiative is one of the numerous proposals of UCIMU Academy**, promoted by UCIMU Foundation, including several activities of different nature with the common goal of introducing young people to the world of machine tools.



The visits of the students accompanied by their teachers may be **free or guided (reservation required on the website [lamiera.net](https://www.lamiera.net), some weeks before the events)**. In case of free visits, up to **900 students can be admitted, 300 on each of the three days.**

On the other hand, with regard to **guided tours**, the available places are up to **500 in total (distributed over the three days)**. With the aim of making the most of the young students' presence at the trade show, the organisers have intended to focus on this kind of participation, by increasing the number of possible accesses for this type of visit, which offers a comprehensive tour guided by experts of the sector across the exhibitors' stands.

Guided tours, lasting about two hours, will start at the stand of UCIMU Academy and will end with the delivery of a participation certificate to each student. The number of visit hours is indeed valid for the calculation of the hours necessary for the PCTO, “Work-related Learning for Soft Skills and Career Counselling”, a system for students of high schools involving a period of professional education and training within companies or other activities that may encourage their integration in the world of work.

The UCIMU Academy area, in Hall 13 B04, also hosts **Ecole**, a firm specialising in the promotion, organisation and coordination of initiatives regarding professional education, career counselling, professional training and specialisation and services for work, and **Probest Service**, a company of the UCIMU Group, offering services for education and training, certification of skills, engineering, procurement and consulting for Industry 4.0 and cybersecurity, whose details will be illustrated in a dedicated meeting within the arena of LAMIALAMIERA.

THE UCIMU MARK – HALL 13 B02

The **new UCIMU Mark** plays a starring role at LAMIERA 2023.

The enterprises authorised to use the UCIMU Mark intend to operate in a way as to devote the utmost attention to environmental, social and economic sustainability. A concrete commitment synthesised in the Green and Blue Action, a criterion for awarding the UCIMU Mark, which is granted to the associate member companies of UCIMU-SISTEMI PER PRODURRE that are able to prove company features that no other certification model takes into account simultaneously.

The enterprises authorized to use the “Green-and-Blue-Action Mark” are easily recognisable, as they display an identification banner at their stands.

The UCIMU stand, set up in Hall 13 B02, is dedicated to these companies. It will provide information on the criteria for obtaining the UCIMU Mark, as well as on the Association, the associate member companies, the opportunities and requirements to become a member of UCIMU-SISTEMI PER PRODURRE.



Moreover, at the stand of the UCIMU Mark, companies will have at their disposal several **officials of SACE and SIMEST**, with which there is a long-standing cooperation for support in machinery sales abroad.

BOX CONSULTING

A free consulting service for exhibitors, BOX Consulting offers the opportunity to get in touch with a team of primary experts (DE DOMINICIS & MAYER, EASYFRONTIER, QSA Certification, STUDIO IMPEX, STUDIO LEGALE INTERNAZIONALE ASSOCIATO/ASSOCIATE INTERNATIONAL LAW FIRM GARDENAL CAMATEL MONTANA) for first-level support on export-related issues. This initiative is intended to strengthen support activities for the exhibiting enterprises by providing them with an integrated solution with regard to the issues of greatest interest: correct customs classification of products, product conformity to regulations and compliance with mandatory requirements concerning the Russian market only, management of the procedures for licenses to export dual-use items.

DE DOMINICIS & MAYER

Consulting on issues related to patent, trademark, design and copyright protection.

EASYFRONTIER

Specialising in customs consulting and integrated solutions: management of the origin of goods, determination of customs classification, Incoterms, “made in” labelling, assistance in obtaining simplified customs procedures (authorised exporter, in-house customs clearance, AEO authorisation and special customs procedures).

QSA CERTIFICATION

Consulting on technical regulations, certification procedures and specific manufacturer's and importer's liabilities in the market of the countries belonging to the Eurasian Economic Union (EurAsEc.).

STUDIO IMPEX

A firm specialising in consulting and managing all the procedures for exporting dual and non-dual items and technologies: dual-use product assessment analysis, regulation and management of issues regarding international sanctions, such as, for example, the issues related to the Russia-Ukraine crisis, including legal assistance, financial aspects and management of related payment flows. The firm also offers legal assistance in international contracts, opening of branch offices abroad, company law, company compliance, on-site consulting, registration of companies as "Authorised Economic Operators".

STUDIO LEGALE ASSOCIATO/ASSOCIATE INTERNATIONAL LAW FIRM GARDENAL CAMATEL MONTANA

This law firm specialises in the field of national and international contracts, protection of trademarks, patents and industrial technologies, management of company disputes in Italy and abroad and company law, including the opening of branch offices abroad.

THE ITALIAN INDUSTRY OF METAL FORMING MACHINE TOOLS

LAMIERA is a reference point for a sector of particular importance, representing about 50% of the total machine tool production in Italy.

Based on the data processed by the Economic Studies Department & Business Culture Centre of UCIMU-SISTEMI PER PRODURRE, in 2022, the Italian industry manufactured metal forming machine tools to the value of 3,121 million euro, registering a 10.8% increase versus 2021. By virtue of this outcome, Italy confirmed its **second place in the ranking of manufacturing countries**, after China and before Germany.

In second place also in the international export ranking, in 2022, Italy came in **third in the consumption ranking**, confirming the Italian market as one of the most interesting and dynamic ones after the Chinese and the US markets. In particular, marking a 17.1% upturn, the domestic consumption of metal forming machine tools reached 2,028 million euro.

With reference to the **Italian exports of the sector (considering the sum of exported metal forming machines and non-conventional technologies)**, in 2022, the main export markets were the United States 258.5 million euro (+52% versus 2021); Germany 140.5 million euro (-22.9%), Poland 128 million euro (+11.3%), France 91.4 million euro (+11.9%), Turkey 74.2 million euro (+7%), China 67.5 million euro (+10.5%), Russia 67 million euro (+13.6%), Spain 60.4 million euro (+6.2%), Mexico 53.5 million euro (-3.1%).

EXPORTS OF METAL FORMING MACHINE TOOLS AND NON-CONVENTIONAL TECHNOLOGIES IN 2022

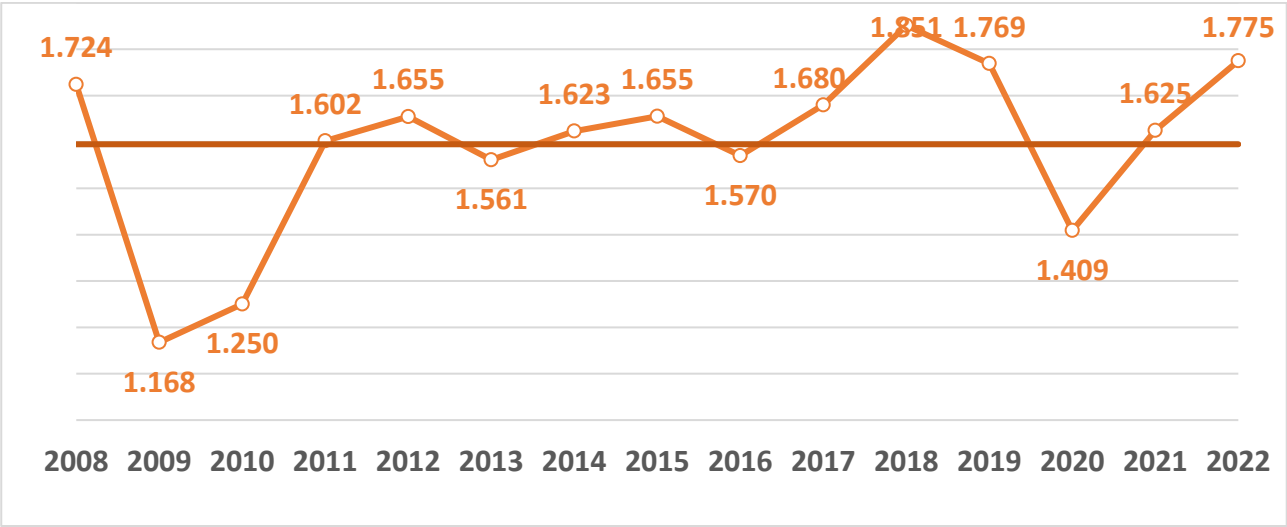
	Value	Change %	Share
United States	258.5	+52.0	14.6%
Germany	140.5	-22.9	7.9%
Poland	128.0	+11.3	7.2%
France	91.4	+11.9	5.1%
Turkey	74.2	+7.0	4.2%
China	67.5	+10.5	3.8%
Russia	67.0	+13.6	3.8%
Spain	60.4	+6.2	3.4%
Mexico	53.5	-3.1	3.0%
TOTAL	1,775.3	+9.3	

Values in millions of euros; change 2022/2021

Source: Processing by the Economic Studies Department & Business Culture Centre of UCIMU on ISTAT data.

In 2022, the export performance of the sector accounted for 1,775 million euro, i.e. 9.3% more than in 2021. This increase not only allowed a recovery of the pre-Covid sales level abroad, but, considering the long-term export performance, it also made it possible to return to very satisfactory results.

EXPORT PERFORMANCE OF MACHINE TOOLS AND NON-CONVENTIONAL TECHNOLOGIES



Values in millions of euros; change 2022/2021

Source: Processing by the Economic Studies Department & Business Culture Centre of UCIMU on ISTAT data.