

Care attention of: **ENGINEERING, R&D and PURCHASING DEPARTMENTS**

Title: **COMPANY PRESENTATION FORM TO POTENTIAL CLIENT**

Date: **31/03/2011** Place: **Rivoli (Torino), Italy**

COMPANY

Name	Phitec Ingegneria S.r.l.
VAT Nr. / Co. Reg. Nr.	08359630012 / TO-967699 (Turin Chamber of Commerce)
Legal address	Via S.Anselmo, 29 – 10125 Torino (TO) - ITALY
Headquarters	Corso Susa, 299/A – 10098 Rivoli (TO) - ITALY
Telephone	+39 (0)11 9538090
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Web site	www.phitecingegneria.it

SERVICES AND ACTIVITIES

Market field **Mechanical engineering services**

Services **SIMULATION ON STRUCTURAL, THERMAL AND FLUID DYNAMICS**

- ✓ Structural analysis and design optimization
- ✓ Crash-test simulation
- ✓ Computational Fluids Dynamics (CFD) analysis
- ✓ Finite Elements Method (FEM) modeling
- ✓ Computer-Aided Engineering (CAE) software development
- ✓ Consulting and transfer of know-how on CAE methodology
- ✓ Support on materials characterization aimed at virtual tests

Business areas (2010)

(% Turnover)	60	Crash-test simulation
	30	Structural analysis and design optimization
	5	CFD analysis
	5	Other (consulting, training and tools development)

Activities description

Mechanical engineering services and consulting from concept to testing, with extensive and expert use of numerical simulation on products coming from different market fields such as: Automotive, Aeronautical, Special vehicles, Public transports, Seats and Child car seats, Biomedical, Logistics equipment, Consumer electronics.

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CONTACTS

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Company Secretary	Miss Erika Gravina (languages: English)
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BALANCE AND OTHER COMPANY DATA

Share capital	10,000 € (fully paid)
Establishment in	2002
2010 annual Turnover	1,265,568 € (*) value used to calculate main Clients and Suppliers
2009	900,736 €
2008	1,231,196 €
Foreign missions in 2010	Brazil, Saudi Arabia, China and India
Turnover in foreign countries	306,869 €
R&D investments in 2010	200,000 €
Employees in 2010	20
charged of engineering tasks	18
charged of R&D	6
Quality System	Internal, in accordance with main Clients Quality Systems
Member of	

From Concept To Car - Piemonte since 2008

Polo d'Innovazione MESAP - Piemonte, Torino since 2010

Polo d'Innovazione Nuovi Materiali - Piemonte, Alessandria since 2010

Polo d'Innovazione POLIGHT - Piemonte, Torino since 2010

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MAIN CLIENTS 2010

Company name **FIAT Group Automobiles S.p.a.**
 market field Automotive, car makers
 place Mirafiori, Torino - ITALY
 % turnover (*) 45%
 companies FIAT, COMAU, FERRARI, MASERATI (Italy), FIASA (Brazil)
 sold services Virtual prototyping, crash analysis and CAE consulting
 Supplier for FIAT wind tunnel in Torino

Company name **MAGNA STEYR Italia S.r.l.**
 market field Automotive, design and engineering
 place Rivoli, Torino - ITALY
 % turnover (*) 33%
 sold services CAE consulting, virtual prototyping, crash and CFD analysis

Company name **ITALDESIGN - GIUGIARO S.p.a.**
 market field Automotive, design and engineering
 place Moncalieri, Torino - ITALY
 % turnover (*) 5%
 sold services Simulations, virtual prototyping and crash analysis.

2010 Clients: ALTRAN ITALIA, MERITOR HVS, DENSO TS
 FERRARI, MASERATI, EDGE FLOW, POLYTEC, PEG PEREGO

MAIN SUPPLIERS 2010

Company name **Altair Engineering S.r.l.**
 market field Software development and consulting
 place Torino - ITALY
 % turnover (*) 3.8%
 purchases Software licenses

Company name **DYNAmore GmbH**
 market field CAE Software development, consulting and distributing
 place Stuttgart - GERMANY
 % turnover (*) 2.2%
 purchases Software licenses

