

Contact – Lectra Headquarters / Press Dept.: Nathalie Fournier-Christol
Email: n.fournier-christol@lectra.com
Tel.: +33 (0)1 53 64 42 37 – Fax: +33 (0)1 53 64 43 40

Lectra appoints Maurizio Sapio as Sales Director for Italy

Paris, November 22, 2012 – Lectra, world leader in integrated technology solutions dedicated to industries using soft materials—textiles, leather, industrial fabrics, and composite materials—is pleased to announce the appointment of Maurizio Sapio as Sales Director for Italy.

Reporting to Fabio Canali, Managing Director for Italy, Maurizio Sapio is based in Milan. His nomination is part of Lectra’s strategy to strengthen its teams worldwide, providing solid support and resources for customers across all markets, particularly fashion, to optimize processes and increase overall quality and performance.

“A large number of our Italian customers are in the fashion industry and our design, 3D prototyping and collaborative solutions are perfectly suited to their needs. Fashion is one of the few industries that produce on average 80% of new products every year globally. In addition, end consumers are demanding an increasing amount of personalization and variety, and our customers therefore need their processes to evolve accordingly, to cope with the multiplicity of models and smaller volumes this implies,” said Daniel Harari, Lectra CEO.

“The longstanding Italian tradition of creating top-quality products, from luxury fashion items to high-end cars and designer furniture, makes this market an ideal candidate for Lectra’s top-of-the-range solutions,” said Fabio Canali, Managing Director, Lectra Italy. “This, combined with our commitment to customer proximity, has naturally led us to invest in our teams. Maurizio’s experience will be instrumental in supporting customers in the development and integration of our most advanced solutions, proposing consulting and change management guidance in addition to the services traditionally associated with Lectra,” he continued.

“As the most well-known provider of fashion software and fashion cutting rooms in Italy, Lectra is well-positioned to add value to our customers’ existing solutions such as Kaledo[®], Modaris[®], Lectra Fashion PLM, Vector[®] and Versalis[®], and partner with them to rethink their processes, not only in the cutting room, but also further upstream,” stated Maurizio Sapio.

Maurizio Sapio has 15 years’ experience in the IT industry, mostly in sales positions, including at Oracle, PeopleSoft and IBM. He holds a degree in IT systems engineering from the Politecnico di Milano.



About Lectra

Lectra is the world leader in integrated technology solutions that automate, streamline and accelerate product design, development and manufacturing processes for industries using soft materials. Lectra develops the most advanced specialized software and cutting systems and provides associated services to a broad array of markets including fashion (apparel, accessories, footwear), automotive (car seats and interiors, airbags), and furniture, as well as a wide variety of other market sectors, such as aeronautical and marine industries, wind power and personal protective equipment. Lectra serves 23,000 customers in more than 100 countries with 1,350 employees and \$287 million in 2011 revenues. The company is listed on NYSE Euronext.

For more information, please visit www.lectra.com

®: Kaledo, Modaris, Vector and Versalis are registered trademarks of Lectra.