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Gruppo Mastrotto accelerates digital transformation with Lectra

Lectra supports the digital transformation of Europe's leading producer of automotive leather with implementation the Versalis® cutting solution

Paris, October 13, 2016 – Lectra, the world leader in integrated technology solutions dedicated to industries using fabrics, leather, technical textiles and composite materials, is pleased to announce that Italy's Gruppo Mastrotto, the leading tannery in Europe, has turned to Lectra for its digital transformation in leather cutting.

Gruppo Mastrotto employs more than 2,200 people worldwide. For its customers, it produces a total of 21 million m² of leather annually at its 20 production and logistics plants, four of which are located outside of Italy. Drawing on a longstanding tradition of leather tanning, the family-run company takes pride in innovating value-added customer service solutions. The tannery is equipped with one of the industry's largest just-in-time leather delivery hubs, guaranteed on-premises in 48 hours or less.

To keep up with the larger volumes of leather seats and interiors required by its end-customers, Gruppo Mastrotto is once again driving innovative change, by digitalizing its leather cutting value chain. Consumers today expect a broader array of choices for a more personalized vehicle interior, which entails greater supply chain complexity due to a wider range of product variants and faster product changeovers. By equipping its cutting rooms and digitalizing its processes with Lectra's automotive leather expertise and Versalis® leather-cutting solution, the tannery aims to gain greater flexibility and agility to meet evolving consumer demands and become even more responsive to vehicle manufacturer end-customers.

Lectra's Versalis leather cutting solution enables uninterrupted hide cutting with an unparalleled level of quality and material gains impossible to achieve using die presses. In addition to reducing costs by eliminating retooling and enabling significant material savings, Versalis improves flexibility and agility by removing the need for foam-model development, saving eight to 12 weeks of development time in the process.

To equip and digitalize its leather-cutting rooms, Gruppo Mastrotto has acquired the Versalis cutting solution to expand the tanner's leather-cutting capacity.

"Supplying automotive parts is not just a matter of filling orders," observes Alberto Silvagni, Automotive General Manager, Gruppo Mastrotto. "It is also about meeting the customer's changing requirements, both in terms of styling and volume. The die cutters we once used would never have allowed us to keep up with the OEMs' new demands the way our new digitalized solutions do."

"We are pleased to be able to support Gruppo Mastrotto as it expands its manufacturing footprint in these high-growth markets," states Céline Choussy Bedouet, Chief Marketing and Communications Officer, Lectra. "Consumers are demanding more and more options in leather seating, which is becoming one of the most critical components enabling OEMs to differentiate vehicles. By helping Gruppo Mastrotto manage flexibility in their cutting process, we can help them reduce time to market and meet customer demands faster."



About Gruppo Mastrotto

Founded in 1958, family-owned and operated Gruppo Mastrotto runs 20 manufacturing and logistics plants in Italy as well as facilities located near its original equipment manufacturer (OEM) customers in Brazil, Tunisia, Indonesia. Last year, the company registered over €460 million in annual turnover.

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), 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 1,500 employees, and registered revenues of \$281 million in 2014. The company is listed on Euronext.

For more information, please visit www.lectra.com

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