

COMPETITIVE INTELLIGENCE REPORT

MACHINE TOOL SECTOR

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1. INTRODUCTION

This report contains all the transactions that have occurred between the competitors and its clients during the analyzed period. As per client’s request, only those transactions that included a shipment greater than 20.000 kg or 400,000\$ have been taken into consideration.

The historical range analyzed is the following:

	INITIAL DATE	FINAL DATE
UNITED STATES	01.01.2008	9.02.2018
RUSSIA	01.01.2008	30.11.2017
MEXICO	08.02.2015	31.12.2017
INDIA	01.01.2011	31.12.2017

The number of potential clients found on a country basis is as follows:

	Nº OF POTENTIAL CLIENTS
UNITED STATES	51
RUSSIA (DIRECT + INDIRECT)	38
MEXICO	19
INDIA	8

2. UNITED STATES

2.1. COMPETITORS' TRANSACTIONS – USA (SHIPMENTS>20.000 KG)

2.1.1. COMPETITOR 1

2.1.1.1. CLIENT'S NAME

Quantity	Date	Product	Weight (KG)
1	31/05/2009	COMPETITOR 1 CNC lateral milling and boring centre type XXXXX and spare parts	118.100

1 Total amount of transactions

1 Minimum amount of machines

2.1.2. COMPETITOR 2

2.1.2.1. CLIENT'S NAME

Quantity	Date	Product	Weight (KG)
1	18/12/2013	Upper gantry machining centre XXXX XXXXX	84.940
1	20/11/2013	Marble working machinery	59.370
0	26/03/2009	Part of upper gantry machining centre with mobile bridge and five axes flymill XXXXX	51.185

- 3 Total amount of transactions
- 2 Minimum amount of machines

2.1.3. COMPETITOR 3

2.1.3.1. CLIENT'S NAME

Quantity	Date	Product	Weight (KG)
1	30/05/2017	Competitor 3 boring machine XXXXX	43.400

1 Total amount of transactions

1 Minimum amount of machines

2.1.3.2. COMPETITOR 3

Quantity	Date	Product	Weight (KG)
1	06/11/2016	Cnc threaders per specification XXXXX main lathe machines	92.800
1	18/08/2016	Cnc threaders per specification 10809 and equipment supply agreement dated XXXXX main lathe machines	90.760
1	11/08/2016	Cnc threaders per specification 10809 and equipment supply agreement dated XXXXX main lathe machines machine	92.800
1	02/06/2016	XXXXX pipe loading&feeding line, XXXXX centralized chip conveyor, XXXXX washing,marking and deburring station	50.300
1	22/10/2015	Threader machine & accessories	91.210
1	08/10/2015	Cnc threaders per specification XXXXX and equipment supply agreement dated XXXXX main lathe machine	95.000
1	05/05/2015	Competitor 3 machine model XXXXX	67.090
1	03/01/2015	Machinery XXXXX	47.100
1	26/05/2014	Lathes threading machine for pipes	110.016
1	05/02/2014	Wooden Crate Dimension XXXXX	38.000

10 Total amount of transactions

10 Minimum amount of machines

2.1.3.3. CLIENT'S NAME

Quantity	Date	Product	Weight (KG)
1	11/12/2014	Machinery	53.800

1 Total amount of transactions

1 Minimum amount of machines

2.1.3.4. CLIENT'S NAME

Quantity	Date	Product	Weight (KG)
1	05/12/2017	Machinery	93.288

1 Total amount of transactions

1 Minimum amount of machines

2.1.3.5. XXXXX

Quantity	Date	Product	Weight (KG)
1	26/12/2013	Vertical grinding machine	42.700
1	10/12/2013	Module machine	130.701

2 Total amount of transactions

2 Minimum amount of machines

2.1.3.6. CLIENT'S NAME

Quantity	Date	Product	Weight (KG)
1	18/03/2016	Competitor 3 portal lathe	66.000

1 Total amount of transactions

1 Minimum amount of machines

2.1.3.7. CLIENT'S NAME

Quantity	Date	Product	Weight (KG)
1	09/09/2014	BUNDLE MAIN MACHINE BED	89.252
1	03/07/2013	CNC vertical grinding measuring machine model XXXXX	22.000

- 2 Total amount of transactions
- 2 Minimum amount of machines

2.1.4. COMPETITOR 4

2.1.4.1. CLIENT'S NAME

Quantity	Date	Product	Weight (KG)
1	31/03/2016	5-Axis high-speed gantry milling centre and parts	88.084

- 1 Total amount of transactions
- 1 Minimum amount of machines

2.1.4.2. COMPETITOR 4

Quantity	Date	Product	Weight (KG)
1	06/12/2017	Milling machine tool	36.420
1	15/11/2017	Milling machine tool	35.440
1	27/09/2017	Milling machine tool model XXXXX with accessories	82.110
1	17/08/2016	Milling machine and accessories	52.999
1	02/12/2015	High speed 5-axis gantry machine XXXXX	70.435
1	25/11/2015	High speed milling machine XXXXX	23.289

- 21 Total amount of transactions
- 21 Minimum amount of machines

Final client: CHICAGO MOLD ENGINEERING CO., INC. - GENERAL ELECTRIC AVIATION - GENERAL ELECTRIC COMPANY.

2.1.4.3. CLIENT'S NAME

Quantity	Date	Product	Weight (KG)
1	31/12/2016	Gantry X axis high speed machining centre	73.552

- 1 Total amount of transactions
- 1 Minimum amount of machines

2.1.4.4. CLIENT'S NAME

Quantity	Date	Product	Weight (KG)
1	17/04/2015	Milling machine	39.327

1 Total amount of transactions

1 Minimum amount of machines

2.1.4.5. CLIENT'S NAME

Quantity	Date	Product	Weight (KG)
1	08/05/2016	5-Axis high-speed gantry milling centre and parts	21.600
1	02/04/2013	Milling machine tool	23.780

2 Total amount of transactions

2 Minimum amount of machines

2.1.4.6. CLIENT'S NAME

Quantity	Date	Product	Weight (KG)
1	05/08/2015	Machinery gantry milling centre	61.598

1 Total amount of transactions

1 Minimum amount of machines

2.1.5. COMPETITOR 5

2.1.5.1. CLIENT'S NAME

Quantity	Date	Product	Weight (KG)
1	09/10/2008	Competitor 5 portal machine with fixed table and moving beam model XXXXX	58.420

1 Total amount of transactions

1 Minimum amount of machines

2.1.5.2. COMPETITOR 5

Quantity	Date	Product	Weight (KG)
1	08/01/2016	High dynamic and accuracy portal milling machine model XXXXX	52.358
1	18/11/2015	Boring mill machine model XXXXX	70.902
1	17/01/2015	Travelling column milling machine model XXXXX	87.177
1	21/11/2014	Moving portal milling model XXXXX	53.710
1	12/10/2013	Horizontal machining axis cnc horizontal machining center model XXXXX	84.300
1	14/07/2013	High dynamic, accuracy and power travelling column milling machine with lowered and symmetrical trim model XXXXX	63.246
1	13/04/2013	High dynamic, high accuracy and power travelling column milliing machine with loweres and symmetrical trim	62.789
1	13/04/2011	Travelling column type boring machine	218.360

8 Total amount of transactions

8 Minimum amount of machines

2.1.5.3. CLIENT'S NAME

Quantity	Date	Product	Weight (KG)
1	27/09/2016	Machine with moving table model XXXXX	22.580
1	16/05/2009	Competitor 5 portal machine model XXXXX	20.855

2 Total amount of transactions

2 Minimum amount of machines

2.1.5.4. CLIENT'S NAME

Quantity	Date	Product	Weight (KG)
1	31/08/2008	Travelling column milling machine XXXXX	60.630

1 Total amount of transactions

1 Minimum amount of machines

2.1.5.5. CLIENT'S NAME

Quantity	Date	Product	Weight (KG)
1	17/01/2017	Portal milling machine	51.740

1 Total amount of transactions

1 Minimum amount of machines

2.1.5.6. CLIENT'S NAME

Quantity	Date	Product	Weight (KG)
1	22/05/2008	Travelling column type milling boring machine	61.515

1 Total amount of transactions

1 Minimum amount of machines

2.1.5.7. CLIENT'S NAME

Quantity	Date	Product	Weight (KG)
1	11/08/2017	High dynamic accuracy and power travelling column machine	51.690

1 Total amount of transactions

1 Minimum amount of machines

2.1.5.8. CLIENT'S NAME

Quantity	Date	Product	Weight (KG)
1	06/08/2014	Moving portal milling machine model XXXXX	75.355
1	30/04/2014	Fixed portal machining center	21.655

- 2 Total amount of transactions
- 2 Minimum amount of machines

2.1.6. COMPETITOR 6

2.1.6.1. CLIENT'S NAME

Quantity	Date	Product	Weight (KG)
1	21/08/2015	machining centre, model XXXXX multiprocess with XXXXX	51.300
1	30/07/2015	machining center	28.800
1	07/07/2015	machining centre, model XXXXX	28.800

- 3 Total amount of transactions
- 3 Minimum amount of machines

2.1.7. COMPETITOR 7

2.1.7.1. CLIENT'S NAME

Quantity	Date	Product	Weight (KG)
1	11/12/2014	Machine, model XXXXX	35.970

1 Total amount of transactions

1 Minimum amount of machines

2.1.8. COMPETITOR 8

2.1.8.1. CLIENT'S NAME

Quantity	Date	Product	Weight (KG)
1	22/12/2017	Competitor 8 high-speed milling machine model XXXXX	29.760
1	11/12/2017	Competitor 8 high-speed milling machine model XXXXX	52.720

- 2 Total amount of transactions
- 2 Minimum amount of machines

2.1.8.2. CLIENT'S NAME

Quantity	Date	Product	Weight (KG)
1	07/11/2010	Milling machine	71.805
1	26/09/2010	Milling machine	30.400
1	27/04/2010	Milling machine	89.830

- 3 Total amount of transactions
- 3 Minimum amount of machines

2.1.8.3. CLIENT'S NAME

Quantity	Date	Product	Weight (KG)
1	07/12/2011	Milling machine	20.800
0	04/12/2011	Machine equipment	31.275

- 2 Total amount of transactions
- 1 Minimum amount of machines

2.1.8.4. CLIENT'S NAME

Quantity	Date	Product	Weight (KG)
1	18/10/2011	Milling machine and components	34.000

- 1 Total amount of transactions
- 1 Minimum amount of machines

2.1.8.5. CLIENT'S NAME

Quantity	Date	Product	Weight (KG)
1	02/06/2012	Machinery	74.760

1 Total amount of transactions

1 Minimum amount of machines

2.1.9. COMPETITOR 9

2.1.9.1. CLIENT'S NAME

Quantity	Date	Product	Weight (KG)
1	27/08/2013	Model XXXXX	65.355
1	07/01/2012	Machinery	67.201
1	30/12/2011	Used milling machine tool	67.201

- 3 Total amount of transactions
- 3 Minimum amount of machines

2.1.9.2. CLIENT'S NAME

Quantity	Date	Product	Weight (KG)
1	14/12/2017	Competitor 9 model XXXXX standard equipment and accessories	66.265
1	26/08/2015	COMPETITOR 9 Model XXXXX	59.296
1	02/06/2013	COMPETITOR 9 bed type milling machine model XXXXX complete with accesories	30.000

- 3 Total amount of transactions
- 3 Minimum amount of machines

2.1.9.3. CLIENT'S NAME

Quantity	Date	Product	Weight (KG)
1	19/02/2009	COMPETITOR 9 XXXXX equipped with standard equipment, ce conformity and accessories	30.610
1	30/01/2009	COMPETITOR 9 XXXXX equipped with standard equipment, c e conformity and accessories	24.690
1	23/01/2009	COMPETITOR 9 XXXXX equipped with standard equipment, ce conformity and accessories	101.130

- 3 Total amount of transactions
- 3 Minimum amount of machines

2.1.9.4. CLIENT'S NAME

Quantity	Date	Product	Weight (KG)
1	24/08/2016	Machinery milling machine	44.419

1 Total amount of transactions

1 Minimum amount of machines

2.1.9.5. CLIENT'S NAME

Quantity	Date	Product	Weight (KG)
1	17/10/2016	Machinery XXXXX	54.660

1 Total amount of transactions

1 Minimum amount of machines

2.1.9.6. CLIENT'S NAME

Quantity	Date	Product	Weight (KG)
1	16/03/2015	Double column bridge type milling machine model XXXXX	96.514

1 Total amount of transactions

1 Minimum amount of machines

2.1.10. COMPETITOR 10

2.1.10.1. CLIENT'S NAME

Quantity	Date	Product	Weight (KG)
1	29/10/2016	Competitor 10 new cnc lathe and a horizontal machining center	63.240

- 1 Total amount of transactions
- 1 Minimum amount of machines

2.1.10.2. COMPETITOR 10

Quantity	Date	Product	Weight (KG)
1	29/12/2017	Competitor 10 new CNC lathe, Competitor 10 new CNC vertical machining center and Competitor 10 new CNC horizontal machining center	161.532
1	22/12/2017	Competitor 10 new cnc lathe and Competitor 10 new cnc vertical machining center	50.440
1	19/12/2017	Competitor 10 CNC lathe and Competitor 10 CNC machining centers	321.180
1	07/12/2017	Competitor 10 new CNC lathe and Competitor 10 new CNC vertical machining center	288.806
1	06/12/2017	Competitor 10 new CNC lathe and Competitor 10 new CNC vertical machining center	105.090

- 312 Total amount of transactions
- 300 Minimum amount of machines

2.1.11. COMPETITOR 11

2.1.11.1. CLIENT'S NAME

Quantity	Date	Product	Weight (KG)
1	31/12/2013	Gantry high dinamic milling machine	96.800

- 1 Total amount of transactions
- 1 Minimum amount of machines

2.1.11.2. CLIENT'S NAME

Quantity	Date	Product	Weight (KG)
1	08/07/2016	Milling machine	93.015
1	03/06/2016	Milling machine	78.620
1	22/04/2016	Milling machine	92.928
1	21/04/2016	Diamond 30 linear 5 AXIS gantry high dinamic milling machine	65.868
1	15/03/2016	Milling machine model XXXXX	89.652
1	10/01/2016	Complete tooling milling machine specifically CNC	39.180
1	08/01/2016	Complete tooling milling machine specifically CNC	65.000
1	26/12/2015	Complete tooling milling machine specifically CNC	132.078
1	18/12/2015	Complete tooling milling machine specifically CNC	98.886

- 41 Total amount of transactions
- 40 Minimum amount of machines

Final client: CONTINENTAL AUTOMOTIVE SYSTEMS, INC.

2.1.12. COMPETITOR 12

2.1.12.1. CLIENT'S NAME

Quantity	Date	Product	Weight (KG)
1	18/07/2016	Milling machine model XXXXX	86.200

1 Total amount of transactions

1 Minimum amount of machines

2.1.12.2. CLIENT'S NAME

Quantity	Date	Product	Weight (KG)
1	13/05/2008	Five face machining center high speed multi center model XXXXX	51.600

1 Total amount of transactions

1 Minimum amount of machines

2.1.12.3. CLIENT'S NAME

Quantity	Date	Product	Weight (KG)
1	16/11/2017	CNC milling machine	165.200
1	29/08/2017	CNC milling machine	135.700
1	13/07/2017	High speed machine	35.100
1	05/06/2017	High speed horizontal 5 AXIS machining center model XXXXX with XXXXX and accessories	29.500
1	31/05/2017	Horizontal 5 AXIS machining center	70.200

208 Total amount of transactions

200 Minimum amount of machines

2.1.12.4. CLIENT'S NAME

Quantity	Date	Product	Weight (KG)
1	10/11/2015	High-speed 5-AXIS milling machine	31.600

1 Total amount of transactions

1 Minimum amount of machines

2.1.13. COMPETITOR 13

2.1.13.1. CLIENT'S NAME

Quantity	Date	Product	Weight (KG)
1	14/08/2008	Parts for Universal milling head machine with Siemens control	44.100

- 1 Total amount of transactions
- 1 Minimum amount of machines

2.1.13.2. CLIENT'S NAME

Quantity	Date	Product	Weight (KG)
1	02/04/2014	Universal milling centers	135.794

- 1 Total amount of transactions
- 1 Minimum amount of machines

2.1.13.3. CLIENT'S NAME

Quantity	Date	Product	Weight (KG)
1	27/12/2013	Floor type CNC milling and boring machining center model XXXXX	70.080

- 1 Total amount of transactions
- 1 Minimum amount of machines

2.1.14. COMPETITOR 14

2.1.14.1. CLIENT'S NAME

Quantity	Date	Product	Weight (KG)
1	24/08/2015	XXXXX high speed machining centre	37.050

- 1 Total amount of transactions
- 1 Minimum amount of machines

2.1.14.2. CLIENT'S NAME

Quantity	Date	Product	Weight (KG)
1	01/06/2016	XXXXX travelling bridge CNC machining centre with parts and accessories	62.150

- 1 Total amount of transactions
- 1 Minimum amount of machines

2.1.15. COMPETITOR 15

2.1.15.1. CLIENT'S NAME

Quantity	Date	Product	Weight (KG)
1	30/09/2016	Competitor 16 milling machine XXXXX	23.300
1	07/09/2016	Competitor 16 milling machine XXXXX	54.050
1	30/08/2016	Competitor 16 milling machine XXXXX	117.580
1	22/07/2016	Competitor 16 milling machine XXXXX	51.380
1	18/07/2016	Competitor 16 milling machine XXXXX	62.050

- 5 Total amount of transactions
- 5 Minimum amount of machines

2.1.15.2. CLIENT'S NAME

Quantity	Date	Product	Weight (KG)
1	18/04/2014	Spare parts for portal milling machine XXXXX	51.760
1	17/04/2014	Bed middle part for portal milling machine packed with 2 bedway extensions	197.800
1	28/12/2009	Parts and accessories for use with machine tool 3 unpacked	36.180
1	23/03/2009	Parts and accessories for use with machine tool	22.244
1	12/01/2009	Parts and accessories for use with machine tool	22.800

- 9 Total amount of transactions
- 5 Minimum amount of machines

Final client: THYSSENKRUPP STAINLESS USA, LLC.

2.1.15.3. CLIENT'S NAME

Quantity	Date	Product	Weight (KG)
1	13/03/2012	Competitor 16 machine	128.100
1	12/03/2012	Competitor 16 machine	44.800
1	18/02/2012	Competitor 16 machine	171.750

- 3 Total amount of transactions
- 3 Minimum amount of machines

2.2. CLIENT ANNEXES – USA (SHIPMENTS>20.000 KG)

1. <u>CLIENT'S NAME</u>	
CLIENT'S LOGO	CLIENT'S CONTACT DETAILS
	CLIENT'S WEBSITE

2. <u>CLIENT'S NAME</u>	
CLIENT'S LOGO	CLIENT'S CONTACT DETAILS
	CLIENT'S WEBSITE

3. <u>CLIENT'S NAME</u>	
CLIENT'S LOGO	CLIENT'S CONTACT DETAILS
	CLIENT'S WEBSITE

4. <u>CLIENT'S NAME</u>	
CLIENT'S LOGO	CLIENT'S CONTACT DETAILS
	CLIENT'S WEBSITE

5. <u>CLIENT'S NAME</u>	
CLIENT'S LOGO	CLIENT'S CONTACT DETAILS
	CLIENT'S WEBSITE

6. <u>CLIENT'S NAME</u>	
CLIENT'S LOGO	CLIENT'S CONTACT DETAILS
	CLIENT'S WEBSITE

3. RUSSIA

3.1. COMPETITORS' TRANSACTIONS – RUSSIA (SHIPMENTS>\$400.000)

3.1.1. DIRECT SALES

3.1.1.1. COMPETITOR 2

3.1.1.1.1. CLIENT'S NAME

Quantity	Date	Product	Weight (KG)	Amount (USD)
1	02/11/2016	Multifunctional five-center portal metal-working center models XXXXX	25.755	866.842
1	12/08/2014	New five-second vertical metal-processing center with mobile portal, type XXXXX	23.712	803.662
1	26/03/2014	Centers processing multifunctional milling unit with automatic replacement of cutting tools with cnc	21.180	731.479
1	12/01/2012	Five-second vertical metal-processing center with mobile portal models XXXXX	23.500	580.184

4 Total amount of transactions

4 Minimum amount of machines

3.1.1.1.2. CLIENT'S NAME

Quantity	Date	Product	Weight (KG)	Amount (USD)
1	12/03/2009	Heavy duty machining center, type XXXXX with high speed (15000 rpm) milling spindle. with numerical program control, mobile bridge and five interpolated axis, for metal treatment	25.858	1.552.693

1 Total amount of transactions

1 Minimum amount of machines

3.1.1.1.3. CLIENT'S NAME

Quantity	Date	Product	Weight (KG)	Amount (USD)
1	01/10/2012	Milling center with high-speed drive (14500 RPM) and numerical software control	26.900	749.441

- 1 Total amount of transactions
- 1 Minimum amount of machines

3.1.1.2. COMPETITOR 3

3.1.1.2.1. CLIENT'S NAME

Quantity	Date	Product	Weight (KG)	Amount (USD)
1	15/10/2014	Turning machining center horizontal model XXXXX with numerical software control	51.995	2.775.093

- 1 Total amount of transactions
- 1 Minimum amount of machines

3.1.1.2.2. CLIENT'S NAME

Quantity	Date	Product	Weight (KG)	Amount (USD)
1	02/04/2011	High-speed machining center with horizontal spindle and equipment	123.445	5.431.259
1	25/02/2011	High-speed machining center with horizontal spindle and equipment	227.201	9.720.297
1	05/02/2011	High-speed machining center with horizontal spindle and equipment	239.277	8.561.539

- 5 Total amount of transactions
- 3 Minimum amount of machines

3.1.1.2.3. CLIENT'S NAME

Quantity	Date	Product	Weight (KG)	Amount (USD)
1	23/04/2010	BELT-BEARING MACHINES Competitor 3: VERTICAL SEMI-AUTOMATIC XXXXX	18.140	437.755

- 1 Total amount of transactions
- 1 Minimum amount of machines

3.1.1.3. COMPETITOR 5

3.1.1.3.1. CLIENT'S NAME

Quantity	Date	Product	Weight (KG)	Amount (USD)
1	31/05/2011	Hydrostatic boring-milling machine with mobile stand. model XXXXX	100.400	2.591.821

1 Total amount of transactions

1 Minimum amount of machines

3.1.1.3.2. CLIENT'S NAME

Quantity	Date	Product	Weight (KG)	Amount (USD)
1	23/07/2015	Milling machine with mobile stand, with high dynamic characteristics and form moved down precision, power model XXXXX	86.540	1.284.482
1	16/07/2015	Milling machine with mobile stand, with high dynamic characteristics and form moved down precision, power model XXXXX	90.490	1.381.180
1	03/07/2015	Milling machine with mobile stand, with high dynamic characteristics and form moved down precision	46.790	830.822
1	24/06/2015	Milling machine with mobile stand, with high dynamic characteristics and form moved down precision	48.590	880.384
1	04/06/2015	Hydrostatic boring machine with mobile stand, model XXXXX	142.200	2.189.517

5 Total amount of transactions

5 Minimum amount of machines

3.1.1.3.3. CLIENT'S NAME

Quantity	Date	Product	Weight (KG)	Amount (USD)
1	06/09/2011	Horizontal boring machine with CNC model XXXXX	138.800	2.111.076

1 Total amount of transactions

1 Minimum amount of machines

3.1.1.3.4. CLIENT'S NAME

Quantity	Date	Product	Weight (KG)	Amount (USD)
1	13/01/2012	Horizontal boring milling machine with numerical software controlled, with mobile stand	573.120	6.099.869

1 Total amount of transactions

1 Minimum amount of machines

3.1.1.4. COMPETITOR 6

3.1.1.4.1. CLIENT'S NAME

Quantity	Date	Product	Weight (KG)	Amount (USD)
1	13/12/2016	Vertical milling-milling metal-working center with numerical software control	96.800	2.209.640
1	01/12/2016	Five-circulated metal-working universal centers with numerical software control	59.300	1.357.367

- 2 Total amount of transactions
- 2 Minimum amount of machines

3.1.1.5. COMPETITOR 7

3.1.1.5.1. CLIENT'S NAME

Quantity	Date	Product	Weight (KG)	Amount (USD)
1	18/03/2014	Horizontal metal working center with numerical software control model XXXXX	35.405	1.042.500

- 1 Total amount of transactions
- 1 Minimum amount of machines

3.1.1.6. COMPETITOR 8

3.1.1.6.1. CLIENT'S NAME

Quantity	Date	Product	Weight (KG)	Amount (USD)
1	24/03/2016	Milling-milling machine and 5-TI axial milling machining center model XXXX	103.265	2.168.354
1	25/02/2016	XXXXX milling and milling machine	54.915	958.182
1	21/03/2014	XXXXX milling machine with movable ground stand and CNC	124.355	2.808.947

3 Total amount of transactions

3 Minimum amount of machines

3.1.1.6.2. CLIENT'S NAME

Quantity	Date	Product	Weight (KG)	Amount (USD)
1	30/07/2014	Metalworking, horizontal milling center model XXXXX	34.275	986.223

1 Total amount of transactions

1 Minimum amount of machines

3.1.1.6.3. CLIENT'S NAME

Quantity	Date	Product	Weight (KG)	Amount (USD)
1	30/03/2011	Machine CNC model XXXXX	74.785	565.192

1 Total amount of transactions

1 Minimum amount of machines

3.1.1.7. COMPETITOR 9

3.1.1.7.1. CLIENT'S NAME

Quantity	Date	Product	Weight (KG)	Amount (USD)
1	14/04/2008	Milling machine of floor type with mobile column COMPETITOR 9models XXXXX with numerical software control	47.450	965.501

1 Total amount of transactions

1 Minimum amount of machines

3.1.1.7.2. CLIENT'S NAME

Quantity	Date	Product	Weight (KG)	Amount (USD)
1	22/03/2017	Metalworking milling machine COMPETITOR 9marks performer- XXXXX	24.091	606.012
1	02/02/2015	Metalworking milling machine COMPETITOR 9XXXXX and milling head	40.305	814.680
1	23/05/2012	Center with mobile column COMPETITOR 9model XXXXX	95.375	1.770.636
1	21/05/2012	Center with mobile column COMPETITOR 9model XXXXX	95.375	1.752.764

4 Total amount of transactions

4 Minimum amount of machines

3.1.1.7.3. CLIENT'S NAME

Quantity	Date	Product	Weight (KG)	Amount (USD)
1	26/12/2014	Milling-up horizontal machine COMPETITOR 9XXXXX	70.700	966.799

1 Total amount of transactions

1 Minimum amount of machines

3.1.1.7.4. CLIENT'S NAME

Quantity	Date	Product	Weight (KG)	Amount (USD)
1	27/03/2017	Portal milling machine model XXXXX with fixed steel and mobile table, equipped with XXXXX	62.478	735.796

- 1 Total amount of transactions
- 1 Minimum amount of machines

3.1.1.8. COMPETITOR 10

3.1.1.8.1. CLIENT'S NAME

Quantity	Date	Product	Weight (KG)	Amount (USD)
1	19/09/2017	Main part of machine Competitor 10 XXXXX: spindle 8000 rpm, type XXXXX	187	1.252.754
1	11/05/2016	Centers for metal processing:	20.685	437.986
1	06/04/2016	Horizontal multi-purpose metal- processing tools (code okp 38 1021) cnc osp p300s	57.420	1.211.686
1	16/03/2016	Horizontal milling machinery with XXXXX cnc system in standard complete set. Code of the okp 38 1000.	32.500	464.058
1	16/03/2016	Vertical-milling metal-working center with cnc-system XXXXX in standard complete. Code of the okp 38 1000.	20.315	417.670
1	14/12/2015	Vertical-milling metal-working center with cnc XXXXX system in standard complete set. Code of the okp 38 1000.	21.670	514.650
1	27/02/2015	Horizontal machinery, turning multi- purpose machine, metalworking machinery, Competitor 10 firms, multus XXXXX model with XXXXX system, delivered with transformer, collection conveyor and lunet	19.585	447.336
1	19/12/2014	Horizontal, turning multi-purpose metalworking machine Competitor 10 , models XXXXX with cnc XXXXX, in standard complete set, supplied with removable concier, transformer and lunet	19.675	457.746
1	17/11/2014	Horizontal milling metalworking center XXXXX	138.565	2.570.185
1	29/09/2014	Vertical multi-purpose turning machine XXXXX	53.880	955.574

31 Total amount of transactions

30 Minimum amount of machines

3.1.1.8.2. CLIENT'S NAME

Quantity	Date	Product	Weight (KG)	Amount (USD)
1	13/05/2015	Horizontal, one-spindle firms COMPETITOR 10 XXXXX	18.400	480.087
1	20/11/2014	Horizontal, one-spindle firms COMPETITOR 10 XXXXX	27.600	804.169
1	12/11/2014	Horizontal, one-spindle firms COMPETITOR 10 XXXXX	18.400	531.362

3 Total amount of transactions

3 Minimum amount of machines

3.1.1.8.3. CLIENT'S NAME

Quantity	Date	Product	Weight (KG)	Amount (USD)
1	04/09/2009	Horizontal centers for drilling and milling	78.440	1.355.670

1 Total amount of transactions

1 Minimum amount of machines

3.1.1.8.4. CLIENT'S NAME

Quantity	Date	Product	Weight (KG)	Amount (USD)
1	29/08/2015	Vertical-milling multifunctional machining center XXXXX	15.870	543.565

1 Total amount of transactions

1 Minimum amount of machines

3.1.1.9. COMPETITOR 11

3.1.1.9.1. CLIENT'S NAME

Quantity	Date	Product	Weight (KG)	Amount (USD)
1	05/09/2014	Milling machine center with numerical software control system, and equipped with a tool-changing device	21.995	799.216
1	31/07/2014	Milling machine center with numerical software control system, and equipped with a tool-changing device	36.655	1.508.177
1	25/07/2014	Milling machine center with numerical software control system, and equipped with a tool-changing device	36.480	1.512.788
1	29/01/2014	Milling machine center with numerical software control system, and equipped with a tool-changing device	32.080	1.262.848
1	26/07/2013	Horizontal boring machine model XXXXX for breading and milling, with numerical software controlled. technical specifications: longitudinal movement, XXXXX cross-breaking, XXXXX	94.600	1.968.903
1	21/12/2012	Five-center metal-working center MODEL XXXXX	30.620	1.131.374
1	19/11/2012	Five-center metal-working center MODEL XXXXX	30.620	1.092.343
1	22/06/2012	Five-center metal-working center MODEL XXXXX	30.620	953.462

8 Total amount of transactions

8 Minimum amount of machines

3.1.1.10. COMPETITOR 12

3.1.1.10.1. CLIENT'S NAME

Quantity	Date	Product	Weight (KG)	Amount (USD)
1	16/08/2017	Multi-coupling five-circular milling and milling machining center of the exl series of general purpose with CNC	29.700	1.229.018
1	19/12/2016	Horizontal XXXX-milling, CNC, model XXXXX, civil engineering, intended for high-speed	75.600	964.119
1	29/10/2016	Multi-coating five-circular milling and milling machining center of exl series	33.000	1.435.825

3 Total amount of transactions

3 Minimum amount of machines

3.1.1.11. COMPETITOR 13

3.1.1.11.1. CLIENT'S NAME

Quantity	Date	Product	Weight (KG)	Amount (USD)
1	07/02/2012	Milling center horizontal XXXXX	101.600	1.844.857

1 Total amount of transactions

1 Minimum amount of machines

3.1.1.11.2. CLIENT'S NAME

Quantity	Date	Product	Weight (KG)	Amount (USD)
1	02/06/2014	Milling-drilling center with numerical software controlled XXXXX with straightly swiveled orthogonal head (AXIS C)	56.280	1.513.700

1 Total amount of transactions

1 Minimum amount of machines

3.1.1.11.3. CLIENT'S NAME

Quantity	Date	Product	Weight (KG)	Amount (USD)
1	19/10/2015	Horizontal milling center with high speed drive, speed range from 4000 to 6000 RPM, with XXXXX	57.390	1.347.055
1	19/01/2015	Horizontal milling center with high speed drive, speed range from 4000 to 6000 RPM, XXXXX	55.740	1.204.138

2 Total amount of transactions

2 Minimum amount of machines

3.1.1.12. COMPETITOR 14

3.1.1.12.1. CLIENT'S NAME

Quantity	Date	Product	Weight (KG)	Amount (USD)
1	29/04/2008	Multi-purpose milling machine with mobile table, model XXXXX, equipped with XXXXX, with component parts	21.950	1.019.807

1 Total amount of transactions

1 Minimum amount of machines

3.1.1.12.2. CLIENT'S NAME

Quantity	Date	Product	Weight (KG)	Amount (USD)
1	02/12/2016	Milling-center XXXXX	200.610	2.019.354
1	31/05/2016	Milling center XXXXX	41.970	822.450
1	02/12/2015	Horizontal milling center XXXXX	200.610	2.019.354

3 Total amount of transactions

3 Minimum amount of machines

3.1.1.12.3. CLIENT'S NAME

Quantity	Date	Product	Weight (KG)	Amount (USD)
1	13/01/2012	COMPETITOR 1 Milling machine with numerical software control	143.700	4.502.357

1 Total amount of transactions

1 Minimum amount of machines

3.1.1.13. COMPETITOR 15

3.1.1.13.1. CLIENT'S NAME

Quantity	Date	Product	Weight (KG)	Amount (USD)
1	24/05/2017	Vertical milling machine 5-axial with clamping table for milling, drilling, bread, thread of thread, rocking and deployment. with CNC	39.800	1.037.798

1 Total amount of transactions

1 Minimum amount of machines

3.1.1.13.2. CLIENT'S NAME

Quantity	Date	Product	Weight (KG)	Amount (USD)
1	14/04/2014	XXXXX CENTER WITH MOBILE PORTAL AND STATIONARY TABLE FOR CLAMPING CLAMP, XXXXXX CNC, WITH ACCESSORIES	49.025	1.381.336

1 Total amount of transactions

1 Minimum amount of machines

3.1.2. INDIRECT SALES

3.1.2.1. COMPETITOR 5

3.1.2.1.1. CLIENT'S NAME

Quantity	Date	Product	Weight (KG)	Amount (USD)
1	04/06/2011	Complete milling machine with moving stand with CNC. Working movements for the XXXXX	46.210	853.119

1 Total amount of transactions

1 Minimum amount of machines

Intermediary: MBM TECHNOLOGY LIMITED, MILLING & BORING MACHINES

3.1.2.1.2. CLIENT'S NAME

Quantity	Date	Product	Weight (KG)	Amount (USD)
1	25/10/2011	Heavy high dynamic boring fractional machine with mobile rack, with 5 single oxes, with CNC	182.320	4.719.959

1 Total amount of transactions

1 Minimum amount of machines

Intermediary: ALTA INVEST, A.S.

3.1.2.2. COMPETITOR 11

3.1.2.2.1. CLIENT'S NAME

Quantity	Date	Product	Weight (KG)	Amount (USD)
1	11/12/2014	XXXXX Milling machine center with the numerical software control system	31.715	1.158.862
1	25/11/2014	Portal milling machine with CNC model XXXXX	81.385	1.740.959

2 Total amount of transactions

2 Minimum amount of machines

Intermediary: MARK ARINSTEIN MASCHINEN & ANLAGEN GMBH - RECKA LTD.

3.1.2.3. COMPETITOR 13

3.1.2.3.1. CLIENT'S NAME

Quantity	Date	Product	Weight (KG)	Amount (USD)
1	18/09/2014	Milling machine milling model XXXXX with numerical software control XXXXX	43.100	1.372.701

1 Total amount of transactions

1 Minimum amount of machines

Intermediary: MVF GMBH

3.1.2.4. COMPETITOR 14

3.1.2.4.1. CLIENT'S NAME

Quantity	Date	Product	Weight (KG)	Amount (USD)
1	12/08/2015	Metalworking center of horizontal type former in consumption, 1995, modernization of 2015 for mechanical treatment of details of pipeline valves	56.874	403.426

1 Total amount of transactions

1 Minimum amount of machines

Intermediary: GIORGIO POZZI MACCHINE UTENSILI

3.2. CLIENT ANNEXES – RUSSIA (SHIPMENTS>\$400.000)

3.2.1. DIRECT CLIENT ANNEXES

1. <u>CLIENT'S NAME</u>	
CLIENT'S LOGO	CLIENT'S CONTACT DETAILS
	CLIENT'S WEBSITE

2. <u>CLIENT'S NAME</u>	
CLIENT'S LOGO	CLIENT'S CONTACT DETAILS
	CLIENT'S WEBSITE

3. <u>CLIENT'S NAME</u>	
CLIENT'S LOGO	CLIENT'S CONTACT DETAILS
	CLIENT'S WEBSITE

4. <u>CLIENT'S NAME</u>	
CLIENT'S LOGO	CLIENT'S CONTACT DETAILS
	CLIENT'S WEBSITE

3.2.2. INDIRECT CLIENTS ANNEXES

1. <u>CLIENT'S NAME</u>	
CLIENT'S LOGO	CLIENT'S CONTACT DETAILS
	CLIENT'S WEBSITE

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5. <u>CLIENT'S NAME</u>	
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	CLIENT'S WEBSITE

6. <u>CLIENT'S NAME</u>	
CLIENT'S LOGO	CLIENT'S CONTACT DETAILS
	CLIENT'S WEBSITE

4. INDIA

4.1. COMPETITORS' TRANSACTIONS – INDIA (>400.000\$)

4.1.1. COMPETITOR 1

4.1.1.1. CLIENT'S NAME

Quantity	Date	Product	Quantity	Quantity Unit	Amount (\$)
1	04/08/2012	COMPETITOR 1 XXXXX TYPE MILLING MACHINE EQUIPPED WITH AUTOMATIC MILLING HEAD & HEIDENHAIN MO	1	NOS	1.086.099

1 Total amount of transactions

1 Minimum amount of machines

4.1.1.2. COMPETITOR 1

Quantity	Date	Product	Quantity	Quantity Unit	Amount (\$)
1	08/11/2012	COMPETITOR 1 XXXXX TYPE MILLING CENTER MACHINE XXXXX	1	SET	475.200

1 Total amount of transactions

1 Minimum amount of machines

4.1.1.3. CLIENT'S NAME

Quantity	Date	Product	Quantity	Quantity Unit	Amount (\$)
1	05/09/2011	FLOOR TYPE BORING MILL CENTER,MODEL XXXXX	1	NOS	54.776
1	05/09/2011	DIGONAL MILLING HEAD (AUTOMATIC INDEXING HEAD XXXXX	2	SET	1.574.816

- 2 Total amount of transactions
- 2 Minimum amount of machines

4.1.1.4. CLIENT'S NAME

Quantity	Date	Product	Quantity	Quantity Unit	Amount (\$)
1	16/02/2016	COMPETITOR 1 CNC LATERAL MILLING AND BORING MACHINE XXXXX	1	SET	781.513

- 1 Total amount of transactions
- 1 Minimum amount of machines

4.1.1.5. CLIENT'S NAME

Quantity	Date	Product	Unit	Amount (\$)
1	10/02/2017	OLD AND USED CNC FLOOR TYPE MILLING - BORING MACHINE MODEL XXXXX	1	707.105

- 1 Total amount of transactions
- 1 Minimum amount of machines

4.1.2. COMPETITOR 2

4.1.2.1. CLIENT'S NAME

Quantity	Date	Product	Quantity	Quantity Unit	Amount (\$)
1	16/10/2015	AXLE ENDS FACING MACHINE MODEL XXXXX	1	SET	1.244.874

- 1 Total amount of transactions
- 1 Minimum amount of machines

4.1.2.2. CLIENT'S NAME

Quantity	Date	Product	Quantity	Quantity Unit	Amount (\$)
1	12/02/2013	Competitor 3 FIBER LASER CUTTING MACHINE XXXXX	1	UNIT	422.461

- 1 Total amount of transactions
- 1 Minimum amount of machines

4.1.3. COMPETITOR 3

4.1.3.1. CLIENT'S NAME

Quantity	Date	Product	Quantity	Quantity Unit	Amount (\$)
1	06/05/2015	REIMPORT FOR REPAIR AND RETURN. BAND SAW MACHINE XXXXX AND ACCESSORIES	2	UNIT	641.309

- 1 Total amount of transactions
- 1 Minimum amount of machines

4.1.4. COMPETITOR 4

4.1.4.1. CLIENT'S NAME

Quantity	Date	Product	Quantity	Quantity Unit	Amount (\$)
1	09/09/2016	Competitor 5 HIGH DYNAMIC & ACCURACY MOVING PORTAL MILLING MACHINE MODEL XXXXX WITH STD ACCESSORIES	2	SET	2.042.537

- 1 Total amount of transactions
- 1 Minimum amount of machines

4.1.5. COMPETITOR 5

4.1.5.1. CLIENT'S NAME

Quantity	Date	Product	Quantity	Quantity Unit	Amount (\$)
1	11/08/2015	HORIZONTAL BORING MACHINE, MODEL XXXXX WITH ITS ACCESSORIES	1	UNIT	659.022

- 1 Total amount of transactions
- 1 Minimum amount of machines

4.1.5.2. CLIENT'S NAME

Quantity	Date	Product	Quantity	Quantity Unit	Amount (\$)
1	29/12/2016	MP5 RAM CNC FLOOR TYPE HORIZONTAL BORING AND MILLING MACHINE WITH ACCESSORIES AND SPARES	1	SET	1.332.383

- 1 Total amount of transactions
- 1 Minimum amount of machines

4.1.6. COMPETITOR 6

4.1.6.1. CLIENT'S NAME

Quantity	Date	Product	Quantity	Quantity Unit	Amount (\$)
1	16/12/2016	1 NO. BRIDE TYPE MILLING MACHINE XXXX WITH STANDED ACCESSORIES	1	UNIT	1.161.838
1	16/02/2017	1 NO. BRIDE TYPE MILLING MACHINE MODEL XXXXX AND ACCESSORIES	1	UNIT	794.341
1	05/05/2017	1 NO. BRIDGE TYPE MILLING MACHINE MODEL XXXXX WITH STANDARD ACCESSORIES	1	UNIT	873.278

- 3 Total amount of transactions
- 3 Minimum amount of machines

4.1.6.2. CLIENT'S NAME

Quantity	Date	Product	Quantity	Quantity Unit	Amount (\$)
1	02/11/2016	DOUBLE COLUMN MACHINING CENTRE COMPETITOR 9 MODEL XXXXX	1	SET	944.834

- 1 Total amount of transactions
- 1 Minimum amount of machines

4.1.6.3. CLIENT'S NAME

Quantity	Date	Product	Quantity	Quantity Unit	Amount (\$)
1	16/03/2011	BEDTYPE MILLIND MACHINE XXXXX WITH MOVING TABLE ON 'X' MOVING COLUMN ON 'Y' AND WITH HEIDENHAIN MOD.	1	NOS	443.435

- 1 Total amount of transactions
- 1 Minimum amount of machines

4.1.7. COMPETITOR 7

4.1.7.1. CLIENT'S NAME

Quantity	Date	Product	Quantity	Quantity Unit	Amount (\$)
1	12/11/2015	COMPETITOR 10 CNC LATHE, MODEL: XXXXX WITH STANDARED AND OPTIONAL ACCESSORIES FOR OP1(AG 7G)	4	SET	836.214
1	24/12/2015	COMPETITOR 10 CNC LATHE, MODEL: XXXXX WITH STANDARD AND OPTIONAL ACCESSORIES FOR OP1(AG 7G)	4	SET	829.047
1	30/03/2016	COMPETITOR 10 CNC LATHE, MODEL XXXXX WITH STANDARD AND OPTIONAL ACCESSORIES FOR OP2	4	SET	876.214
1	11/04/2016	COMPETITOR 10 CNC LATHE WITH STANDARD AND OPTIONAL ACCESSORIES FOR OP3, MODEL - XXXXX FOR MANUFACTURING OF AUTOMOTIVE	2	SET	460.422
1	14/05/2016	COMPETITOR 10 CNC LATHE WITH STANDARD AND OPTIONAL ACCESSORIES FOR XXXXX	4	SET	920.367
1	20/12/2016	COMPETITOR 10 CNC LATHE WITH STANDARD AND OPTIONAL ACCESSORIES XXXXX	4	SET	807.226
1	16/05/2017	COMPETITOR 10 CNC LATHE WITH STANDARD AND OPTIONAL ACCESSORIES XXXXX	4	SET	831.257
1	08/06/2017	COMPETITOR 10 CNC LATHE WITH STANDARD AND OPTIONAL ACCESSORIES XXXXX	4	SET	845.939

8 Total amount of transactions

8 Minimum amount of machines

4.1.8. COMPETITOR 8

4.1.8.1. CLIENT'S NAME

Quantity	Date	Product	Quantity	Quantity Unit	Amount (\$)
1	05/06/2015	HIGH SPEED MULTI CENTRE MODEL XXXXX WITH STANDARD ACCESSORIES [MAKE SNK] FOR CAPTIVE CONSUMPTION	1	SET	488.076

1 Total amount of transactions

1 Minimum amount of machines

4.1.8.2. CLIENT'S NAME

Quantity	Date	Product	Quantity	Quantity Unit	Amount (\$)
1	26/05/2016	HIGH SPEED MULTI - CENTER MODEL XXXXX	1	SET	903.256

1 Total amount of transactions

1 Minimum amount of machines

4.1.8.3. CLIENT'S NAME

Quantity	Date	Product	Quantity	Quantity Unit	Amount (\$)
1	18/11/2015	CNC HORIZONTAL BORING MILLING MACHINE XXXXX WITH STANDARD ACCESSORIES)	1	NOS	753.741

1 Total amount of transactions

1 Minimum amount of machines

4.1.8.4. CLIENT'S NAME

Quantity	Date	Product	Quantity	Quantity Unit	Amount (\$)
1	12/03/2015	CNC VERTICAL MILLING MACHINE : MODEL: XXXXX	1	SET	1.066.350

- 1 Total amount of transactions
- 1 Minimum amount of machines

4.1.9. COMPETITOR 9

4.1.9.1. CLIENT'S NAME

Quantity	Date	Product	Quantity	Quantity Unit	Amount (\$)
1	02/02/2011	UNIVERSAL HEAD TYPE MACHINING CENTER - XXXXX	1	UNIT	1.413.045

- 1 Total amount of transactions
- 1 Minimum amount of machines

4.1.10. COMPETITOR 10

4.1.10.1. CLIENT'S NAME

Quantity	Date	Product	Quantity	Quantity Unit	Amount (\$)
1	27/04/2015	ELECTRICAL DISCHARGE TEXTURING MACHINE (EDT) XXXXX	1	NOS	2.036.227

- 1 Total amount of transactions
- 1 Minimum amount of machines

4.2. CLIENT ANNEXES – INDIA (SHIPMENTS>\$400.000)

1. <u>CLIENT'S NAME</u>	
CLIENT'S LOGO	CLIENT'S CONTACT DETAILS
	CLIENT'S WEBSITE

2. <u>CLIENT'S NAME</u>	
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	CLIENT'S WEBSITE

5. MEXICO

5.1. COMPETITORS' TRANSACTIONS – MEXICO (>400.000\$)

5.1.1. COMPETITOR 1

5.1.1.1. CLIENT'S NAME

Quantity	Date	Product	Weight (KG)	Amount (\$)
1	19/07/2016	Machining center disassembled with its parts and accessories for proper operation	29.000	1.048.000

1 Total amount of transactions

1 Minimum amount of machines

5.1.2. COMPETITOR 2

5.1.2.1. CLIENT'S NAME

Quantity	Date	Product	Weight (KG)	Amount (\$)
1	04/10/2017	Machine (spirit) reaming-milling machine, numerical control, complete, disassembled, with all its parts and accessories	188.693	2.544.507
1	06/10/2017	Machine (spirit) reaming-milling machine, numerical control, complete, disassembled, with all its parts and accessories	71.171	536.714

2 Total amount of transactions

2 Minimum amount of machines

5.1.3. COMPETITOR 3

5.1.3.1. CLIENT'S NAME

Quantity	Date	Product	Weight (KG)	Amount (\$)
1	10/02/2015	Center of horizontal machining (type boring) disassembled with all its accessories for proper operation	29.320	685.000

1 Total amount of transactions

1 Minimum amount of machines

5.1.4. COMPETITOR 4

5.1.4.1. CLIENT'S NAME

Quantity	Date	Product	Weight (KG)	Amount (\$)
1	14/02/2017	Machining center of double column XXXXX, complete with all its component parts for normal operation, MODEL: XXXXX	57.430	1.428.856

1 Total amount of transactions

1 Minimum amount of machines

5.1.4.2. CLIENT'S NAME

Quantity	Date	Product	Weight (KG)	Amount (\$)
1	17/02/2016	Disassembled machining center with transport equipment and accessories	50.004	777.368
1	18/10/2017	Numerical control machining center with accessories	14.747	246.072
1	18/10/2017	Vertical CNC machining center with accessories; vertical numerical control machining center with accessories	17.956	200.165

3 Total amount of transactions

3 Minimum amount of machines

5.1.4.3. CLIENT'S NAME

Quantity	Date	Product	Weight (KG)	Amount (\$)
1	06/09/2017	Machining center with acc. (to assemble and, or assemble) BRAND: COMPETITOR 10 , SERIES: XXXXX, MODEL: XXXXX	27.924	711.330

1 Total amount of transactions

1 Minimum amount of machines

5.1.4.4. CLIENT'S NAME

Quantity	Date	Product	Weight (KG)	Amount (\$)
1	04/03/2015	Complete machining center with all its accessories	27.532	419.179

1 Total amount of transactions

1 Minimum amount of machines

5.1.5. COMPETITOR 5

5.1.5.1. CLIENT'S NAME

Quantity	Date	Product	Weight (KG)	Amount (\$)
1	30/06/2016	CNC milling machine with accessories	65.150	1.196.820

1 Total amount of transactions

1 Minimum amount of machines

5.2. CLIENT ANNEXES – MEXICO (SHIPMENTS>\$400.000)

1. <u>CLIENT'S NAME</u>	
CLIENT'S LOGO	CLIENT'S CONTACT DETAILS
	CLIENT'S WEBSITE

2. <u>CLIENT'S NAME</u>	
CLIENT'S LOGO	CLIENT'S CONTACT DETAILS
	CLIENT'S WEBSITE

3. <u>CLIENT'S NAME</u>	
CLIENT'S LOGO	CLIENT'S CONTACT DETAILS
	CLIENT'S WEBSITE

4. <u>CLIENT'S NAME</u>	
CLIENT'S LOGO	CLIENT'S CONTACT DETAILS
	CLIENT'S WEBSITE

5. <u>CLIENT'S NAME</u>	
CLIENT'S LOGO	CLIENT'S CONTACT DETAILS
	CLIENT'S WEBSITE