



THE BOARD

# A company that anticipates trends

*MS Printing Solutions: digital innovation for the textile sector*

## Our numbers

1983

Year of establishment

2

Number of Italian production sites

approx. 150

Number of employees in Italia

135M

Turnover

more than 10

Number of patents

approx. 2.000

Number of machines installed in the world

approx. 20

Number of average annual hires

A welcoming, bright, orderly environment, where one breathes an air of innovation and proactiveness. A youthful spirit and full of enthusiasm that, from ceo Paolo Milini, radiates to the whole team at MS Printing Solutions, a world leader in the supply of technology for digital printing on fabric. This company has represented the best technological Made in Italy in the textile field for several generations, testimonial to the textile district that in the past has made the province of Como a Centre of Excellence. Founded by Luigi Milini, MS Printing Solutions represents an Italian success story, made of traditional know-how in fabric processing combined with a marked vocation

for innovation. The latter is a magical combination that has allowed it to become a well-established manufacturer of hi-tech digital machines, highly regarded throughout the world. But the history of MS Printing Solutions is also made of ambitious challenges oriented towards industrial modernisation. Accepting to be part of Dover Digital Printing (DDP), an American industrial group under the Dover Corporation listed on Dow Jones, was precisely one of these challenges, explains Milini, who manages this company together with his father Luigi Milini (honorary president and technical director), Caterina Furini (CFO) and Abhi Agrawal (president of DDP): "Being part of this group



MS R&D TEAM LEADERS



JK R&D PRODUCTION TEAM LEADERS



MS AND JK SALES TEAM LEADERS



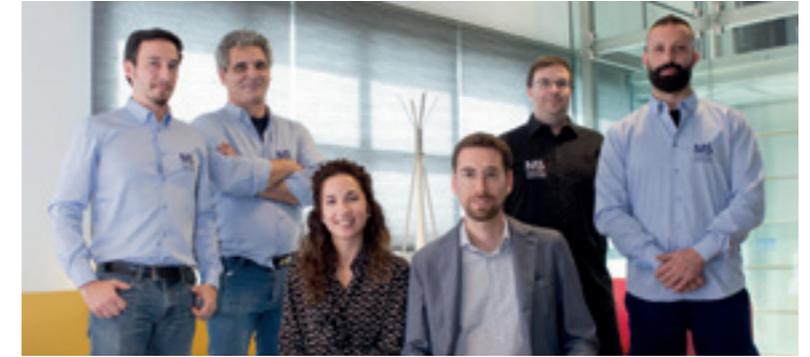
MS AND JK HR AND PURCHASING TEAM LEADERS

has allowed us to grow further with the reassurance of being able to act on our own initiative and free from undue limitations. We are a stand-alone company, even though we belong to a big company. The collaboration has also allowed us to keep the quality of our

products very high and to strengthen our bond with the territory.” MS Printing Solutions is certainly the “engine” of DDP, which also includes JK Group Spa, a leading company in the production of inks, with which a natural complementarity and a profitable synergy was

born. The two companies, however, are completely autonomous, even though they are managed by the same Board of Directors mentioned above. The MS-JK group reaches a turnover of 200 million Euros, employing over 300 people. One part of the territory, that stretches from the province of Como to that of Varese, is taken up by the three branch offices of the group: the historic office in Caronno Pertusella (Varese) where the MS Printing Solutions machines are made, the branch office in Novedrate (Como) in which the JK Group inks are produced and the large centre in Guanzate (Como) which covers 10.000 square metres, the headquarters of both MS Printing Solutions and the JK Group. The Lario Academy, a centre providing advanced training to both MS-JK and outsourced personnel, is also located in Guanzate. “We invested around 8 million Euros in the Lario Academy to provide young people in particular with what was once referred to as an ‘apprenticeship.’ Based on the American model, we have created this facility covering several thousand square metres equipped with classrooms and machinery to train highly qualified textile operators... like those of the past which are now becoming hard to find,” explains Paolo Milini, adding that, for the company and for the entire group, human resources and their welfare are of fundamental importance. Hiring is also on the agenda. “Each month at least one person is hired in one of the group’s offices strewn across the five continents. MS Printing Solutions has also recently trained and employed several technicians to cope with the massive production of machinery which involves the constant presence of qualified personnel,” says Milini. To date, MS Printing Solutions, with a turnover of 135 million Euros and 150 employees, is the most important company in the sector at a global level: “My father, technical direc-

tor of DDP, maintains a vision of the product that has allowed us to anticipate trends as well as the times, even 3/5 years ahead, thanks to our patents. Even to this day he is considered a true guru in the industry and a great point of reference for the entire team, while I myself, after a long period spent rising through the ranks and years of direct experience in the company, have implemented the international scope, collaborating closely with the current international market leaders who place great trust in us, every day,” says Paolo Milini. Trust that is well-deserved considering the key role of MS Printing Solutions, taking innovation in digital printing to the highest levels. In fact, the company offers a range of complete solutions in the sector, with high industrial standards, in a market worth approximately 500 million Euros. Within this, MS captures the most valuable part, having already invested in the Single-Pass project for decades and, therefore, on an industrial model that naturally presents itself as an alternative to traditional cylinder printing. The Lario Single-Pass machine, for example, represented true discontinuous innovation and a risk that the Milini family took on with great courage and foresight. “We have recently launched the MiniLario, a revolutionary and almost competitor-free solution, since it is the fastest Multi-Pass machine in the world. Yet the surprises will certainly not stop here, as an open mind towards innovation is part of our DNA” concludes Paolo Milini, key player together with his close-knit team during this phase of great expansion into international markets, especially in “developing countries”. A sort of Industrial Renaissance for the sector, implementing rapid and functional advancements shaped according to the needs of customers, responding perfectly to the requirements of leading retailers and the most demanding and creative brands. ■



THE LARIO ACADEMY TEAM



MS SERVICE TEAM LEADERS



MS PRODUCTION TEAM LEADERS



MS-JK FINANCE TEAM LEADERS