

LOOKS GOOD ON PAPER

Founded in 1948 and headquartered in the Tuscan city of Lucca, Toscotec designs and manufactures machines, systems and components for the production of tissue, paper and board.

"We offer proprietary solutions to the world's leading paper industries – from complete production lines to rebuilds, modernisation projects and even single components," explains Alessandro Menucci, CEO.

By drawing on experience gained in the field, particularly in the supply of complete turnkey plants, Toscotec's team works to optimise the plant production process and minimise the costs incurred by customers. "And with this comes a special focus on environmental and energy-saving issues," adds Alessandro.

So much so that, with the cost of energy increasing dramatically in



www.toscotec.com
Sector: Manufacturing
Country: Italy



For nearly 70 years Toscotec has served the world's leading paper industries

The company has thrived by constantly adapting to changing industry requirements



"We understood how important after-sales can be to the customer"

recent years, Toscotec has concentrated its efforts on the development of innovative solutions, "...which guarantee high energy savings and maximum production efficiency, making it a win-win in the market."

Alessandro believes that it's this focus on, and commitment to, innovation that's driven Toscotec to the world-leading position it now holds. The CEO attributes the firm's success to "...know-how, production excellence, respect for people and ongoing research into the best solutions to achieve customer satisfaction by anticipating needs," all of which are Toscotec's key values.

"We acquired market share by occupying the spaces of those competitors who were unable to understand the renewed needs of paper makers," explains Alessandro. "We also understood how important after-sales can be to the customer. We have created a service for all needs regarding the maintenance and good functioning of the plants."

Toscotec's Group CFO Davide Raviola says: "Europe is not a place for low-cost production. Its quality and innovative solutions are widely recognised, particularly in our sector." He believes that further stimulus – such as grants – should be awarded to companies that are active in R&D.

180+

Size of workforce at Toscotec's headquarters in Lucca, Italy

1000 COMPANIES SWEDEN SNAPSHOT

30 SWEDISH COMPANIES LISTED IN THE REPORT HAVE AN AVERAGE REVENUE OF MORE THAN €60M. FOR A FULL LIST OF COMPANIES FROM SWEDEN, TURN TO PAGE 143

€61M

AVERAGE REVENUE

30

NUMBER OF COMPANIES

REGISTERED TRADEMARKS

93

2-YEAR JOB GROWTH

130%

MANUFACTURING & ENGINEERING COMPANIES

4

85%

3-YEAR COMPOUND ANNUAL GROWTH RATE

