



# PRESS RELEASE



## COMPANY DATA

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**Year founded:** 1985

**CEO:** Alfonso Garrido Parejo

**Owners:** Garrido Family

**Factory:** SYMAGA, Villarta de San Juan

**Employees:** 150 employees



## **Symaga, a model family business**

In the 1980s our founder, Alfonso Garrido, had the vision to manufacture metal silos to avoid the grain and feed losses, providing a reliable storage solution to his customers and for agricultural and livestock purposes. Symaga began in a workshop in Villarta de San Juan, currently it's one of the most technologically advanced factories of Europe which continues working in order to help feed the World through a more efficient storage. His vision has led us to our company's success in the past, present and future.

Symaga was founded in 1985 to manufacture silos and livestock equipment. Its main activity is the manufacture and design of galvanised steel silos for grain storage. Symaga also manufactures metal watertanks and auger and chain feed distribution systems for feed silos.

The Spanish company with international recognition belongs to the Garrido family and is present in more than 150 countries, with an export share of more than 90%. Symaga is the biggest European family owned manufacturer of steel silos .

## **Symaga. Reliable storage**

Manufacturer of storage solutions with silo installations in more than 150 countries, 55 million m3 of storage built in 15,000 major projects and 40 years of experience of excellence. Its team of more than 150 professionals and a factory equipped with the latest technology make SYMAGA the best partner for your storage project.

These are the solutions offered by Symaga for the storage of grain, feed and water:

### **Industrial Silos**

We have an extensive line of flat bottom silos and hopper silos, with capacities from 5 to 25,000 m3.

Our wide range of models and accessories can be applied to many different industries such as malting plants, feed mills, port terminals, mills, bioethanol plants, dryers, flour mills, and the plastic and biomass industry.

### **Feed silos and auger and chain feed distribution systems**

Our feed silos have capacities from 4.77 to 72 m3, in 6 diameters: 1.80, 2.10, 2.50, 2.75, 3.20, 3.80 and hoppers of 45°, 60° and 67°. The feed silos are complemented with accessories and feed distribution systems by flex auger and chain.

### **Water tanks**

The water tanks are made of concrete or canvas on a sand bed, with capacities ranging from 12 m3 to 10,500 m3.

Our silos and tanks are recognized for their durability and easy assembly. The Z600 and ZM310 coating ensures a service life more than other suppliers.

Symaga is a dynamic and competent supplier, with the capacity to provide a technical response to each project and with an excellent after-sales service, it is the most reliable option for a long-term relationship. In recent years it has doubled its production capacity by investing in state-of-the-art



technology and has a fully automated factory, the first in the sector to obtain CE certification. During this 2024 it has completed the implementation of WMS and Mes that allow us a more efficient control and management of the raw material and finished product warehouse. We are committed to sustainable manufacturing with a photovoltaic solar energy generation plant that covers 70% of the plant's electricity consumption and an environmental plan for waste management. In human resources, it has reached over 150 employees.

### **Origins.**

In the 1980s, Alfonso Garrido, until then a feed trader and livestock farmer, began to manufacture feed silos in a 200 m<sup>2</sup> warehouse in Villarta de San Juan, an agricultural town in La Mancha. The growing international demand for industrial silos drove the modernisation process, which would culminate two decades later with one of the most automated steel transformation factories in Europe. Symaga's activity has contributed to the development of the region by diversifying its economy, and today it is an important economic driving force in the region. If we compare the initial and current production levels, our founder told us that in the beginning, the manufacturing process of a farm silo was manual, and involved 38 hours and four people; for an industrial silo, 100 people would have to be invested; and nowadays, 100 silos are produced in a day and 1 person is needed. This review shows the great evolution of the company.

### **Growth.**

The company's growth is continuous and unstoppable, both in the area of factory modernisation and in human capital and, of course, in its national and international sales figures. At the end of the 80s, the opening of new national markets and the first steps into the international market demanded the standardisation of the product and the reduction of delivery times, requiring mechanisation. This led to the purchase of the first profiling machine in 1989 and the first punching machine two years later, which in turn made it necessary to increase the number of employees to 20.

In 1992 the international expansion was formalised, the first project for France was worked on and later on it was our Portuguese and Moroccan neighbours who matured the process of internationalisation of the company. Thus, in the 90s there was a growth in exports to South American and European countries, which meant that in 1999 a significant investment was made in new roll forming machines. In recent years, production capacity has doubled, investing in state-of-the-art technology, and we have installations in more than 150 countries.

In 2017 Symaga broke its production record, manufacturing 23 million tons, a growth of 10% compared to 2016 and 2015, so far the best years. This record also translates into a 10% increase in employee recruitment, bringing Symaga's total number of employees to 150.

### **Profit reinvestment policy.**

Continuous investment in mechanisation is driven by the technological vision of its founder and the needs of a competitive international market, increasingly demanding in terms of quality and service, which has led to a policy within the company based on reinvesting all profits in technology and human capital, which has led to expansion within and beyond our borders.



## **Standardisation of quality.**

Production precision is a requirement in an increasingly competitive market. Automation improves traceability and achieves total control of the entire process from product design to distribution. At the beginning of the new millennium, bending and welding robots were acquired to manufacture high-capacity silos, new spiral and plastic injection moulding machines for the manufacture of components for feed distribution, profiling machines and lasers for the precise manufacture of steelwork.

In recent years, investments have been made in state-of-the-art technology for automation and control of production and warehouse. Symaga is the first manufacturer in the sector to obtain CE certification.

Inversión en I+D+i.

The improvement and development of our products is based on strong relationships with customers and suppliers that allow us to work together to perfect our products.

In 2005 the number of employees increased to 50 and in 2007 the sales office in Madrid was opened. The growth of the professional team allows us to improve customer service by offering the possibility of 'ad hoc' engineering projects and generates an increase in investment in R&D&I. Thus, from 2005 to the present, investment in research has doubled, directly driving innovation and continuing the company's growth process. In 2016, this effort was recognised by obtaining the Innovative SME seal, a seal that will be renewed in 2021. The latest innovation places us in Industry 4.0. The MES and WMS systems allow us to control production and manage the raw material and finished product warehouse more efficiently.

## **The factory**

This is Symaga's great strength. It is located in Villarta de San Juan, in the heart of La Mancha, and is one of the main economic engines of the region. This factory is surrounded by agriculture and nature, in an incomparable setting for carrying out its activity while respecting the environment. We have 14001 certification, with a policy of sustainable development that takes care of its surroundings. On this land, 100,000m<sup>2</sup> of factory have been built, of which 60,000m<sup>2</sup> are built on. Alfonso, the founder, said that the first building of the current factory was acquired at an auction in Madrid. The structure is still preserved, although it has been reinforced in the punching hall. The raw material and finished product warehouse is 9.500m<sup>2</sup>. It is worth mentioning the latest construction of an 11,000 m<sup>2</sup> warehouse and in 2015 the 10,000 m<sup>2</sup> extension of the Logistics Warehouse.

Our technological potential places us at the forefront of Europe in mechanisation and automation of steel transformation processes. The entire production line is managed with MES in addition to numerical control to guarantee quality control and standardisation.

The logistics warehouses and head office are located next to the factory, enabling perfect control and coordination between production and customer service. The shipping area allows 6 containers to be loaded at the same time. The total storage capacity, after the upgrading of the facilities in



2005, is 15,000 tonnes of steel, divided into 10,000 tonnes of raw material and 5,000 tonnes of finished product.

In order to increase its competitiveness in the market and adapt to the new demands of the sector, since 2005 the factory has been equipped with new welding robots. In 2010, Symaga automated its production with 15 new robots and today we have 30 robots. Thus, production figures can reach 200 tonnes of steel on average per day, achieving short delivery times.

Since 13 December 2014 Symaga certifies the manufacture of metal structures with CE marking according to EN 1090-1:2009+A1:2001. This means a Factory Production Control (EXC 2) certified by Bureau Veritas for Components for Steel Structures.

In 2018, our Environmental Management System was certified according to the UNE-EN ISO 14001 standard. A recognition of a system that reduces negative environmental impact. In 2020 we took another step forward in our commitment to sustainability and respect for the environment. A photovoltaic solar energy generation plant for self-consumption was installed at our Villarta de San Juan factory. In 2022 we recertified ISO 14001. Waste and resource management has been optimised, with a reduction in water consumption and wastewater treatment. Steel suppliers are ISO 14001 certified, using 80-90% recycled materials. The sustainable manufacturing of our silos is progressing, the solar photovoltaic power generation plant which was installed in 2020, doubled in size, enabling us to achieve more than 70% of our energy from a clean, self-generated source, with the aim of reaching 100% in the medium term.

Our factory is now Industry 4.0 and fully automated with state-of-the-art technology. In 2022 we started the implementation of the MES-SGA system linked to our ERP, which was completed in 2024. Our objective is to improve the control of the factory in order to achieve a more efficient management of the raw material and finished product warehouse.

### **Human team. 150 professionals.**

Symaga's team is made up of 150 professionals undergoing continuous training. Technicians account for more than 15% of the workforce. The silo is an industrial product that is designed and calculated. Engineers control the entire production process and ensure our quality standards. We are a family enterprise with a close relationship with our colleagues, aware of their value in the company.

### **Growth**

We promote professional development through training and internal promotion which increases the implication in our project. Symaga has a large percentage of foremen and team leaders coming



from internal promotion. In 2021, the annual Training plan has improved the range of courses offered in the company.

#### Stability

The Symaga team is made up of professionals who have mastered their work. 40% of employees have been with the company for more than 10 years and 55% for more than 5 years. Pioneers in the sector in safety and occupational risk prevention material with ISO 45001 since 2018.

#### Team spirit

Interdepartmental meetings, Team Building Events and Paddle Tennis Tournaments are exercises that strengthen our team spirit and underline the importance for the company of human resources as one of the main assets of the company.

Every year a colleague is appointed as a Symaga ambassador, sharing his or her experiences with everyone.

#### International Sales Network.

It is made up of 15 Area Sales Managers of different origins and nationalities, in some cases the sales representatives come from the areas they manage, such as India, CIS or MENA, which guarantees knowledge of the target market and multilingual attention. Our team participates in the main trade fairs of the sector, thus attending to clients in a personalised manner, and generating a continuous commercial expansion at an international level. This allows us to be present in more than 150 countries and to set the company's export business figures at more than 90%.

#### Expansion.

If we have the opportunity to reflect the company in figures, we can clearly see the line of constant and continuous growth in turnover and the presence in more and more countries. Comparatively, at the beginning of the 90s, the company started exporting to France, Portugal and Morocco, with a turnover of around 300 million pesetas. By the end of the 90s, the company had sales in around 30 countries, between Europe and South America, reaching a turnover of 2,000 million pesetas. It celebrates its 25th birthday by reaching the 40th country to which it exports in the 5 continents, with a turnover of 20 million euros. In 2015 the supply of the largest storage project in the sector to date. Silos were supplied to store 2M tonnes of wheat. In 2016, Symaga's turnover was 47 million euros. Undoubtedly, the growth endorses us as a company with which customers establish long-lasting relationships.

In 2017 Symaga Group breaks its production record, reaching 56M€ and exceeding 150 employees. In 2018 and 2019, the company passes the €60M mark. In 2021 and 2022, €60M is maintained with a 15% growth in production. In recent years, our silos have been installed in new countries such as Jordan, Nigeria, Papua New Guinea, Botswana, Equatorial Guinea and the Virgin Islands; we are present in more than 150 countries.





## Social responsibility

A company's commitment must transcend economic profit by seeking the social benefit and environmental sustainability. Symaga promotes a Corporate Responsibility plan within an ethic code of respect to the nature and personal and corporate development.

At Symaga, we take this aspect very much into account, both at a collaborative level with various research entities, as well as non-profit organisations that carry out strong social work and need help and donations to be able to continue carrying out such important work for society. In terms of collaborative projects, there is a collaboration agreement with the Polytechnic University of Madrid and the Bipree Research Group, to help develop innovation, design, safety and optimisation of future projects, as well as certifying and validating international studies of prototypes and adaptation to new regulations. Symaga also collaborates with the Castilla La Mancha Metal Technology Centre (Itecam) to promote technological advances in this community.

Symaga's corporate mission positions us as a company that helps feed the world. The storage of grain in metal silos contributes to the improvement of grain conservation, and therefore optimises harvests. This mission becomes the maxim of corporate social responsibility, where the company concentrates its social support policy on those groups or regions that cannot feed themselves with dignity. In terms of collaborations with non-profit organisations, we must highlight the collaboration with associations such as the Red Cross, AFIM, NIPACE, AELIP, AECC, Manos Unidas, Asociación Coraje, Fundación alegría y Esperanza, Faudes Infantis, Plataforma solidaria, Unicef, Banco de Alimentos, Save the Children, ADS, Asociación de ucranianos and the Rotary Club; in addition, our region has the support of Symaga for various activities, a clear example being the sports sponsorship of the Villarta de San Juan football team, or the support offered by the company to the locality in the celebration of local festivities.

## Values

As a family business, we have deeply rooted values that our father passed on to us and that we hope to maintain for the next generations: responsibility, commitment and humility have led us towards continuous improvement of the production process and the product.

The values of the Symaga brand are reliability, based on the manufacturing technology and the human team, and the confidence supported by 40 years of experience.

The entire business trajectory has been recognised with awards such as the CEPYME Export Award, Business Merit Award in the category of Exporting Company. Also the introduction, and continuous climb in the list of companies of Actualidad Económica, on the most important Spanish companies in terms of turnover. In 2023 we received the CECAM Business Award and the Rotary Club Business Excellence Award.

**Promising future** Symaga's historical trend can almost confirm its future. The guarantee of linear growth over time from its humble beginnings has consolidated the foundations for a future where expansion is guaranteed. Symaga will continue from its sector to help the world to maintain food security.

Objectives in 5 years:

- Vision. To become the world's largest manufacturer of storage solutions.





- Improve the ERP management software from a generalist system to a system adapted to our needs.
- Increase the range of products we offer according to customer demand.
- Implementation of an offer/project configurator.
- Reach a turnover of 100 M and have silos installed in all the countries of the world.