



## Interview Shortlisted Company – European Small and Mid-Cap Awards 2023

<b>Name of the company</b>
Solid World Group S.p.A.
<b>What are the key qualities your company has?</b>
Solid World is a technological holding company that operates in three distinct areas. The first focuses on 3D printing for the industrial sector, providing 3D printers, management software, and technical support to 10,000 clients. The second domain centers on 3D biomedical printing technologies. Here, by the end of October, they will begin delivering the initial models of Electros spider, a bio-printer capable of replicating human tissues and organs for medical research purposes. Lastly, the third area delves into renewable energy technologies, supplying client companies with production lines to manufacture cutting-edge photovoltaic panels.
<b>What prompted your company to go public?</b>
We went public in order to gather the resources needed to transform our 3D printing company into a technological holding with various divisions. We raised the necessary funds for investments in the biomedical sector, financing the research that led to the creation of Electros spider. We were also able to finance the acquisition operations that took place over the summer, allowing us to gain new customers and enter a new domain, that of photovoltaics.
<b>What were the main challenges along the road to becoming public?</b>
The listing process was challenging, but it brought us great satisfaction. Most importantly, it allowed us to make a leap in quality to achieve goals that we wouldn't have been able to reach without going public. The investments in the biomedical sector and in renewables would not have been possible without the funds raised from the listing.
<b>What have been the key benefits (for your company) of going public?</b>
Being listed on the Milan Stock Exchange primarily provided us with significant visibility as a group, both nationally and internationally. We were able to present our projects to the market, and in return, the market rewarded us with significant results in just our first year of listing. This enabled us to venture into new sectors, channeling the resources obtained from the IPO towards the group's growth.
<b>After going public, what reactions have you had from investors, customers, employees, etc.?</b>
The reactions have been overwhelmingly positive. First and foremost, the market rewarded us; within a year, our stock surged by an impressive +100%. The listing also bolstered our credibility on an international scale. In fact, this January, we opened an office in Dubai. By September, we finalized a business deal with a representation agency in Qatar. We are heavily focusing on international expansion, thanks to the resources and credibility gained from our IPO.
<b>What experience/advice would you want to share with companies that are thinking of going public?</b>
The process of going public is by no means easy; it indeed demands significant effort. However, it also represents the pathway for those, like us, who have chosen to think big, both in terms of expanding the business and in terms of launching new divisions and accessing new markets. It's a choice that requires hard work, but at the same time, it's the best way to establish oneself on the international market with credibility, gaining visibility, and creating the conditions to tap into new growth drivers.
<b>Where do you see yourselves in 5 years?</b>
Solid World aims to grow. We are making giant strides in the biomedical sector. Our bioprinters, in 5 years, will be present in numerous medical research institutes around the world. They will be essential tools for research against genetic diseases, for research on vaccines, and oncological therapies. And in 10 years, we will reach the capability to 3D print entire organs for transplants.



On the other hand, the renewable energy sector is rapidly growing. Our subsidiary, SolidFactory, will supply production lines for the latest generation of photovoltaic panels in Europe and North America.

**Have you had any assistance from the European Union, e.g. funding projects, etc.**

Our group has not benefited from public assistance. In our 20-year history, we have always self-financed, reinvesting profits to fund research and development, to grow as a group. A significant boost, as previously emphasized, came from our stock market listing process. We gathered many resources to finance our growth, most recently thanks to the recent warrant conversion period. The funds we raised from this allowed us to finalize our latest acquisitions, expanding our client base.

**If you had 3 wishes: What should the EU be doing to encourage more SMEs to go public? What should the EU be doing to provide ongoing support for listed companies?**

European companies are not lacking in entrepreneurial spirit and initiative. However, we often find ourselves facing many constraints, dealing with a bureaucracy that weighs us down. Institutions should therefore aim to reduce bureaucracy for businesses at the European level, simplifying regulations and procedures. I believe that the PNRR (Recovery and Resilience Plan) represents a great opportunity for making structural investments in new technologies oriented towards sustainability. For instance, incentives should be given to companies that equip their production facilities with the latest generation of photovoltaic panels. This would achieve a dual goal: promoting renewable energy sources and at the same time significantly lowering energy costs for businesses.