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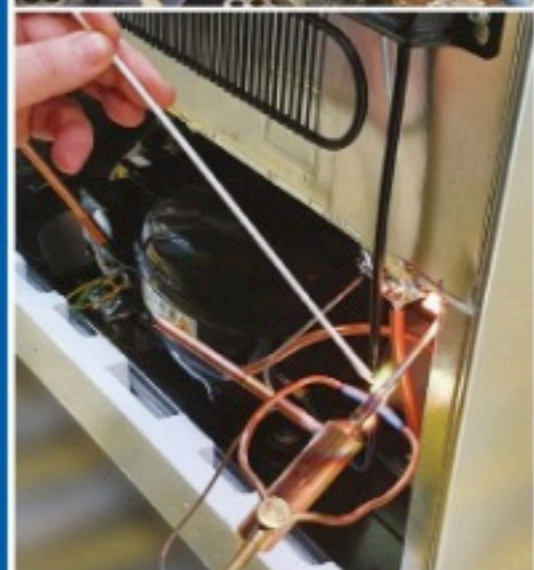
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ELECTRONICS STAYS AHEAD of the curve

Amid unstable markets, new technologies, and global competitive pressure, P.G.A. (Sabaf Group) looks ahead to 2026 with a focus on automation, artificial intelligence, "zero defects" quality, and the ability to anticipate customer needs

Founded in 1995 in the industrial district of Fabriano and part of the Sabaf Group since 2022, P.G.A. has established itself as a leader in the design, prototyping, and production of high-reliability electronic circuits. From hardware to firmware, from software to testing, to after-sales services and management of the entire product life cycle, the company has built its position on quality, flexibility, and continuous innovation, representing Made in Italy in the world of electronic boards for household appliances, electric motors, sensors, and control systems.

In 2026, the electronics sector is facing a scenario marked by rapid change and high geopolitical and economic instability. However, P.G.A.'s results for the last year provide a clear picture of the choices made. «The past year has confirmed that the strategic choices made by P.G.A. have proved successful – states Paolo Cennimo, Chief Executive Officer of P.G.A. (Sabaf Group) –. In an increasingly competitive and difficult sector such as ours, economic crises, geopolitical crises and the resulting logistical and supply problems have caused many problems of obsolescence and rapid turnover».

From a market perspective, especially the consumer market, there is a strong demand for increasingly customized solutions. The stagnation of traditional European markets has prompted many companies to look to new geographical areas and new technical requirements. «Analyzing the market from the consumer side, however, there is an increasing need for diversification and customization, sometimes 'extreme', in order to gain market share. The stagnation of European markets and, in general, those known to date, has led to the expansion of research into new markets and, therefore, new requirements and specifications to be met. Many projects have been launched with this in mind, and we believe that they could become important businesses for the future».

Industrial quality and advanced automation

In this complex scenario, quality remains a non-negotiable pillar. The stated goal of "zero defects" continues to drive the evolution of production processes and control systems. «The company is con-

tinuing to invest in the process of complete automation, in addition to fully automated lines for assembling all electronic components, including odd shapes, and the installation of integrated systems combining hardware such as sensors, robots, software, and

AI for the management of material and information flows, always with our ambition in mind». Automation is therefore not only a lever for efficiency, but also a strategic tool for ensuring reliability, repeatability, and total control throughout the value chain. At the same time, the ability to anticipate market needs remains



Paolo Cennimo, Chief Executive Officer of P.G.A. (Sabaf Group)





one of the company's distinctive features, especially in terms of technological innovation.

«P.G.A.'s main focus has been and continues to be to maintain an open and attentive view of market needs, both in the present and for future development. Market analysis shows us that the trend towards innovation is increasingly focused on the presence of AI applied to everyday life».

The experience gained over time and continuous updating allow P.G.A. to offer solutions that can truly differentiate customers in the market. «Thanks to the experience gained over the years and continuous updating, we are able to offer our customers innovative solutions that can set them apart in the market».

The development of proprietary IoT solutions also plays a key

SMD
production
lines

P.G.A.
represents
Italian
manufacturing
in the world
of electronic
boards for
household
appliances



role, expanding the scope of the offering and opening up new business opportunities. «Specifically, P.G.A.'s IoT system has allowed us to develop projects that have been very well received by our customers, while also enabling us to reach new customers attracted by the service and product we offer».

To support this strategy, investment in components, design tools,

and laboratory equipment continues. «In addition, the continuous search for new components, cutting-edge design systems and software, and up-to-date laboratory equipment allows us to maintain our place in the market and gain positions and new customers».

Supply chain and global competition

The structural weaknesses of the global supply chain represent one of the most complex challenges for the entire electronics sector. Between geopolitical tensions and logistical problems, component availability remains critical.

«Economic crises, geopolitical crises, logistical problems, and wars are progressively generating a domino effect on the market, with increasing-

ly long lead times and reduced availability across many product lines, especially for discrete SMD components intended for the industrial and automotive sectors». Added to this is a growing rigidity in the management of production priorities by large component manufacturers. «At the same time, all leading manufacturers are facing pressure on lead times and stricter backlog management,

with realignments of fulfillment priorities. The result of all these factors is that we are seeing a general increase in delivery times of up to 8-12 months, accompanied by a reduction in scheduling flexibility».

In response to this scenario, P.G.A. has implemented a structured risk mitigation plan based on strategic stockpiling, constant monitoring of the supply chain, and technical collaboration with customers.

«To ensure operational continuity and protect our customers' production schedules, P.G.A. has activated an extraordinary mitigation and management plan: advance purchase of strategic stocks with the aim of ensuring availability and positioning ourselves among the leaders in component availability; technical cross-matching of codes with equivalents that are already qualified and/or to be qualified; constant monitoring of the global supply chain, with periodic updates on lead times and available allocations; dedicated technical support for the validation of equivalents (fit/form/function) and management of compliance documentation; collaboration with customers, increasingly indispensable in this geopolitical landscape, to ensure effective and priority planning of supplies».

AI enters the scene

Artificial intelligence is also taking on an increasingly central role, both in design and manufacturing. «As is our custom, we approach

new developments with determination and resolve. In this regard, too, with regard to the use of AI, we have strived to exploit its potential in the best possible way, both in design and manufacturing».

Once again, the internally developed IoT system has proven to be a key technological enabler. «Specifically, P.G.A.'s IoT system has allowed us to develop projects, giving us feedback that is highly appreciated by our customers, and at the same time, allowing us to reach new customers who are attracted by the service and product we offer».

Looking to the future, competition with low-cost manufacturers remains one of the main challenges, especially in the European market. «We believe that the main challenge for the sector in which we operate is the strong presence of manufacturers operating in low-cost countries in our main European market, which is why we are strengthening our design department to develop new solutions».

It is precisely in its ability to design, customize, and listen to customers that P.G.A. identifies its competitive advantage. «Starting from the assumption that in order to compete with manufacturers operating in low-cost countries, it is necessary to develop new solutions, we at P.G.A. see a great advantage in our knowledge, flexibility, and ability to listen to customer needs, with a view to increasing our presence and turnover».

L'ELETTRONICA GIOCA DI ANTICIPO

Fondata nel 1995 nel distretto industriale di Fabriano e parte del Gruppo Sabaf dal 2022, P.G.A. si è affermata come realtà di riferimento nella progettazione, prototipazione e produzione di circuiti elettronici ad alta affidabilità. Dall'hardware al firmware, dal software ai test, fino ai servizi post-vendita e alla gestione dell'intero ciclo di vita del prodotto, l'azienda ha costruito il proprio posizionamento su qualità, flessibilità e innovazione continua, rappresentando il Made in Italy nel mondo delle schede elettroniche per elettrodomestici, motori elettrici, sensoristica e sistemi di controllo.

Nel 2026, il settore dell'elettronica si trova ad affrontare uno scenario segnato da trasformazioni rapide e da un'elevata instabilità geopolitica ed economica. Il bilancio dell'ultimo anno, per P.G.A., restituisce però una lettura chiara delle scelte compiute. «L'anno appena passato ci ha confermato che le scelte strategiche fatte dalla P.G.A. si sono rivelate vincenti – afferma Paolo Cennamo, Chief Executive Officer di P.G.A. Sabaf Group -. In un settore sempre più competitivo e difficile come il nostro, crisi economiche, crisi geopolitiche e conseguenti problemi logistici e di approvvigionamento, hanno causato non pochi problemi di obsolescenza e rapido turnover». Dal punto di vista del mercato, soprattutto consumer, emerge con forza la richiesta di soluzioni sempre più personalizzate. La stagnazione dei mercati europei tradizionali ha spinto molte aziende ad ampliare lo sguardo verso nuove aree geografiche e nuovi requisiti tecnici. «Analizzando il mercato, invece, dal lato consumer, si è definita sempre più la necessità di una diversificazione e personalizzazione, a volte "estrema", pur di prendere una fetta di mercato. Lo stallo dei mercati europei e, in generale, noti fin'ora, ha portato ad ampliare la ricerca a nuovi mercati e, quindi, nuovi requisiti e nuove specifiche da rispettare. Molti progetti sono stati attivati in quest'ottica e crediamo che potranno diventare dei business importanti per il futuro».