



Embassy of Italy
London



FEDERAZIONE NAZIONALE IMPRESE
ELETTROTECNICHE ED ELETTRONICHE

TRADE MISSION | UNITED KINGDOM

Driving Innovation: UK - Italy Collaboration in Energy and Data Centres

Delegation of 12 Italian leaders in electrical engineering, power infrastructure, automation and energy storage

CASA ITALIA · EMBASSY OF ITALY

4-5 Buckingham Gate, London SW1E 6JP

19 MAY 2026

Driving UK-Italy collaboration

Driving Innovation: UK–Italy Collaboration

A high-level dialogue across regulation, infrastructure delivery and industrial capability

01

11:00 Welcome Remarks

Umberto Bernardo · Embassy of Italy | Giovanni Sacchi · ITA London | Ludovica Zigon · ANIE

02

11:15 Infrastructure Opportunities & Tenders

Irene Ferrandiz · Head of Clean Growth and Industrial strategy — DESNZ

03

11:25 Interconnection & International Collaboration

James Ward · Commercial & Contracts Manager — Philip McKibbin · Commercial and Contracts Manager — ESB

04

11:35 Regulation & Market Framework

Maureen Paul · Senior Director, Energy Transition & Regulatory Economics — Jacobs

05

11:45 Data Centres in the UK and opportunities

Izzy Woolgar · Director of Data Centre Energy — Octopus Energy | Adam Eaton · Chief Executive Officer — Virtus Data Centres

06

12:05 Italian Industrial Perspective

Alessandro Barberis · Managing Director — Eni CCUS Holding | Ludovica Zigon · Vice President for Internationalization and Energy Policies — ANIE

07

12:25 Powering Data Centers Sustainably

Gabriele Sprizzi · Subject Matter Expert — Bip.Verco

08

12:35 Q&A

09

12:45 Presentation of the Italian Delegation

Brief Companies pitches

10

13:15 Lunch and Networking

Open dialogue between Italian delegation and UK stakeholders

INSTITUTIONAL PARTNER

Italian Trade Agency

The Italian Government agency for business development



WHO WE ARE

ITA - Italian Trade Agency is the Governmental agency that supports the business development of our companies abroad and promotes the attraction of foreign investment in Italy. With a motivated and modern organization and a widespread network of overseas offices, ITA provides information, assistance, consulting, promotion and training to Italian small and medium-sized businesses. Using the most modern multi-channel promotion and communication tools, it acts to assert the excellence of Made in Italy in the world.

AT A GLANCE

70+

overseas offices worldwide

Made in Italy

promoted globally

All sizes

SMEs to large corporates supported

SCALE OF THE FEDERATION

1,400+

member companies — strategic players in research, innovation and manufacturing

80+ years

representing the industry within Confindustria

WHAT WE DO

ANIE has been representing the Italian electrical engineering and electronic industry within Confindustria since 1945. With over 1,400 member companies the Federation brings together strategic players from the industry in Italy, characterised by high levels of research and innovation that contribute to the Country's growth and success in international markets. Through intense lobbying of national and EU institutions, ANIE and its Associations seek to encourage and strengthen entrepreneurial values, promoting the capacity for their development in pursuit of the general interest of the Country. ANIE cooperates with prestigious Italian and international technical bodies and plays a significant role within them.

CEMBRE S.p.A.

Manufacturer of electrical connectors and installation solutions.



COMPANY OVERVIEW

Italy's leading manufacturer — and one of Europe's largest — of electrical compression connectors and installation tooling. Cembre builds the small components that decide whether a substation, a hyperscale rack or a national rail line stays online.

UK MARKET ACTIVITY

Operating in the UK since 1986, with a £38.4M+ revenue base in 2025 and a 45.8M€ target for 2026. Cembre is a known, qualified supplier to UK utilities and DC operators looking for European-grade reliability without the wait.

KEY COUNTERPARTS

Hyperscalers · Tier 1 EPCs · Utility procurement · Specialist DC integrators

FOUNDED

1969

REVENUE

€137.8M

TEAM

524 people

UK STATUS

Active since 1986

CORE OFFERING

Cable lugs & connectors
Cable glands & entry systems
Cutting & crimping tools
Identification & labelling
Heat shrinkable tubes

COMPANY CONTACTS

Via Serenissima, 9 Brescia BS, 25135
info@cembre.com · www.cembre.com

C.R. Technology Systems S.p.A.

Provider of medium-voltage infrastructure solutions for energy and renewables.



COMPANY OVERVIEW

Engineering and manufacturing partner delivering high- and medium-voltage substations, switchgear, control rooms and SCADA — fully assembled, tested in-house and shipped ready to connect. The company turns months of site integration into a single delivery.

UK MARKET ACTIVITY

Active in the UK since 2020 with marquee references including Tesla Motors Ltd, Harmony Energy, Pulse Clean Energy and OCU Group. Revenue grew from €9.0M (2024) to €17.1M (2025), with €25M targeted for the UK alone.

KEY COUNTERPARTS

EPC contractors • BESS & renewable developers • Data-centre power integrators • Distributors

FOUNDED

1985

REVENUE

€30.3M

TEAM

62 people

UK STATUS

€17.1M UK (2025)

CORE OFFERING

MV air-insulated switchgear (ATR, CR Power)
Switchrooms & control rooms
Protection & control panels
SCADA systems

COMPANY CONTACTS

Via Stezzano, 7E, 24050 Zanica (BG)
info@crtsgroup.com www.crtsgroup.com

GETRA Group

Custom HV power transformers, port-side production.



COMPANY OVERVIEW

Italian manufacturer of large and medium high-voltage power transformers, distribution transformers and shunt reactors — engineered to spec for utilities, EPCs and substation builders. Production minutes from the ports of Naples and Salerno.

UK MARKET ACTIVITY

In the UK since 2016 and on framework agreements since 2021, with SSE plc as a flagship reference. UK revenue jumped from €2M (2024) to €9.25M (2025) on the back of 132 kV power transformer deliveries.

KEY COUNTERPARTS

TSOs & DSOs • Substation EPCs • Data-centre developers needing HV interconnection

FOUNDED

2009

REVENUE

€158M

TEAM

336 people

UK STATUS

Active since 2016

CORE OFFERING

Power transformers (up to high voltage)

Distribution transformers

Shunt reactors

Custom-designed grid solutions

Heavy-unit logistics worldwide

COMPANY CONTACTS

Via S.S. Sannitica 265 – km 28 Marcianise, CE, 81025
infoline@getra.it www.getra.it

IMEFY S.r.l.

MV-to-LV transformation purpose-built for the hyperscaler era.



COMPANY OVERVIEW

Italian manufacturer of medium-voltage cast-resin transformers, focused on the customers driving European data-centre demand: hyperscalers, panel builders and DC constructors. Engineering and quality at a European price point.

UK MARKET ACTIVITY

A young, specialist partner targeting the UK's data-centre construction wave — where MV cast-resin transformers are a critical, often supply-constrained component for new-build halls and grid connections.

KEY COUNTERPARTS

Hyperscalers • Data-centre constructors • Panel builders • MV system integrators

FOUNDED

2022

REVENUE

€28M

TEAM

35 people

UK STATUS

Market entry

CORE OFFERING

Medium-voltage cast resin transformers
MV-to-LV grid transformation
Customised solutions for DC builds
European manufacturing standards

COMPANY CONTACTS

Via Zona Industriale Rigutino Ovest Arezzo, 52100
sensi@imefy.it www.imefy.it

LAFERT S.p.A.

European-built electric motors for HVAC, water and the data-centre cooling stack.



COMPANY OVERVIEW

Italian engineering company designing and manufacturing high-efficiency electric motors and drives — IE3, IE4, IE5 and IE6 synchronous solutions — with strong customisation for OEM applications and competitive lead times for engineered-to-order projects.

UK MARKET ACTIVITY

Present in the UK since 2001 through Lafert Electric Motors Ltd (Crewe), with direct sales, a UK warehouse and active participation in PPMA Show and Smart Manufacturing Week. €1M growth target via DC HVAC OEMs and distributor network.

KEY COUNTERPARTS

Large industrial OEMs (data-centre HVAC) · Machine builders · End-user DC operators · UK distributors

FOUNDED

1962

REVENUE

€163M

TEAM

925 people

UK STATUS

UK filiale since 2001

CORE OFFERING

Low-voltage asynchronous IEC motors

High-efficiency synchronous motors (IE5/IE6)

Custom OEM motors

Application engineering & technical support

Energy-efficient retrofit upgrades

COMPANY CONTACTS

Via J.F. Kennedy, 43 Città San Donà di Piave, VE, 30027 +39 0421229611
lafert.info@shi-g.com <https://www.lafert.com/it>

PALAZZOLI S.p.A.

Heavy-duty electrical connection where harsh environments meet zero-failure expectations.



COMPANY OVERVIEW

Italian electrotechnical manufacturer specialising in low-voltage connection systems and industrial lighting for industry, infrastructure, marine and ATEX-rated environments. Built for places where standard parts fail.

UK MARKET ACTIVITY

On the UK market since 2004 with €1.9M (2025) and a €2.2M target for 2026. Distributed through CEF Electrical, Edmundson Electrical and Screwfix; active at ELEX and the EV & Solar Show. UK platform anchored by sister brand Lewden Ltd.

KEY COUNTERPARTS

Energy distribution companies · Substation & water-treatment engineering firms · OEMs & panel builders · UK wholesalers

FOUNDED

1904 / 1993

REVENUE

€60M

TEAM

150 people

UK STATUS

Active since 2004

CORE OFFERING

Industrial sockets and plugs
Interlocked sockets & rotary switches
ATEX hazardous-area solutions
Industrial lighting fittings
Heavy-duty distribution systems

COMPANY CONTACTS

Via Federico Palazzoli, 31 Brescia, BS, 25128 +39 030 20151
www.palazzoli.com

SEA Marconi Technologies

Sustainable lifecycle management for the transformers the UK can't afford to replace.



COMPANY OVERVIEW

Environmental technology company providing sustainable solutions for transformer fluid and asset management — diagnostics, on-site treatment, DGA expertise and specialist consulting. Independent from oil producers, focused on asset life extension.

UK MARKET ACTIVITY

UK revenue of €252K (2024) and €228K (2025) through partnership-led delivery of DMU batch plants, SEA Marconi reagents and revolving-table services. A specialist play, perfectly aligned with the UK's ageing transformer fleet.

KEY COUNTERPARTS

TSOs & DSOs · Industrial groups holding transformer fleets · Public utilities (water, gas) · Steel and heavy industry

FOUNDED

1968

REVENUE

€18M

TEAM

47 people

UK STATUS

Partnership model

CORE OFFERING

- DMU batch treatment plants
- SEA Marconi reagents
- Transformer health monitoring (DGA)
- On-site services & field measurement
- Specialist training & consulting

COMPANY CONTACTS

Via Ungheria, 20 Collegno, TO, 10093+39 0112343434
info@seamarconi.it www.seamarconi.com

SIEL S.p.A.

Italian-built UPS and BESS — uptime engineered for mission-critical sites.



COMPANY OVERVIEW

Italian manufacturer of energy-security systems: uninterruptible power supplies, photovoltaic inverters and battery energy storage. Forty-plus years of building the equipment that keeps mission-critical loads running through every grid event.

UK MARKET ACTIVITY

Previously had a UK subsidiary; now re-entering with sharper focus on installer and EPC channels. UK revenue ramp-up: €22K (2024) → €25K (2025) → €100K (2026 target).

KEY COUNTERPARTS

Installers · EPCs · Importer-distributors · Specialist UPS resellers

FOUNDED

1983

REVENUE

€23M

TEAM

95 people

UK STATUS

Re-entering UK

CORE OFFERING

Uninterruptible power supplies (UPS)
Photovoltaic inverters
Battery energy storage systems (BESS)
Grid-support power electronics
Service & technical support

COMPANY CONTACTS

Viale Bianca Maria, 23 Milano MI 20122
www.sielups.com info@sielups.com

Sinergy Flow S.r.l.

Multi-day flow batteries built from circular materials for the renewables-heavy grid.



COMPANY OVERVIEW

Milan-based deep-tech startup building low-cost, sustainable redox flow batteries for long-duration storage. Uses circular-economy materials (including industrial sulphur waste) to deliver multi-day grid storage at scale.

UK MARKET ACTIVITY

First-time entrant to the UK. Seeking technical-commercial validation partners — utilities, grid operators and large energy users — to pilot LDES that complements lithium BESS and unlocks high-renewables grid penetration.

KEY COUNTERPARTS

Utilities & grid operators · Large energy-intensive industrials · LDES validation partners · Innovation-led EPCs

FOUNDED

2022

REVENUE

€0.02M

TEAM

8 people

UK STATUS

First UK approach

CORE OFFERING

Redox flow batteries (long-duration)

Multi-day energy storage

Circular-economy materials (e.g. sulphur)

Grid stability & balancing services

Renewable integration up to ~90%

COMPANY CONTACTS

Piazzale Luigi Cadorna, 4 Milano MI, 20123 +39 3498824223
msalerno@sinergyflow.com www.sinergyflow.com

TESAR S.r.l.

Forty years of cast-resin transformer engineering.



COMPANY OVERVIEW

Specialist designer and manufacturer of cast-resin medium-voltage transformers and advanced electrical infrastructure. Forty years of engineering produces MV cast-resin transformers up to 25 MVA and 36 kV primary voltage.

UK MARKET ACTIVITY

Already active in the UK with €1.14M (2025) and a €1.3M 2026 target. Strong fit with UK power generation, distribution, metro and tram projects, and large industrial / commercial buildings — all sectors expanding under DESNZ programmes.

KEY COUNTERPARTS

EPC contractors • Installers • Industry & utilities • Public infrastructure (metro/tram) • Building developers

FOUNDED

1979

REVENUE

€90M

TEAM

200 people

UK STATUS

Active in UK

CORE OFFERING

MV cast-resin transformers >500 kVA

MV cast-resin transformers <500 kVA

Up to 25 MVA / 36 kV

Power generation & distribution

Metro, tram & industrial applications

COMPANY CONTACTS

Loc. Chiaveretto, 37 Subbiano AR, 52010 +39 05753171
info@tesar.eu www.tesar.eu

Tesmec Automation S.r.l.

Substation automation, smart-grid and cyber-secure control.



COMPANY OVERVIEW

Part of the Tesmec Group, developing automation, control and monitoring systems for electrical networks: IEC 61850 substation automation, telecontrol, protection, fault detection, smart metering, sensors and renewable-grid controllers — with cybersecurity by design (IEC 62351).

UK MARKET ACTIVITY

On the market since 2012, growing from €28M (2024) to a €36M target in 2026.

KEY COUNTERPARTS

TSOs & DSOs · DC operators · MV switchboard makers · Renewables & EPCs

FOUNDED

2014

REVENUE

€30–40M

TEAM

80–100

UK STATUS

€31M UK (2025)

CORE OFFERING

SAS – IEC 61850 substation automation
Telecontrol, protection, fault detection
Smart metering & sensors
Renewable-grid & smart-grid controllers
Cybersecurity by design (IEC 62351)

COMPANY CONTACTS

Via Zanica,17/O Grassobbio, BG, 24050

VEXUVO S.r.l.

Italian IPP delivering utility-scale solar, agrivoltaics and BESS.



COMPANY OVERVIEW

Vertically integrated renewable energy company and Independent Power Producer. Vexuvo develops, finances, builds and operates utility-scale solar, agrivoltaic and battery-storage projects across the entire value chain, then sells the energy.

UK MARKET ACTIVITY

Bringing IPP-grade capability to the UK market: project development, project finance, construction and energy off-take — directly relevant to data-centre operators seeking PPA-backed power and infrastructure funds seeking deployable platforms.

KEY COUNTERPARTS

Utilities & energy companies · Infrastructure funds · Industrial off-takers (PPA) · Data-centre operators

FOUNDED

2023

REVENUE

€50M

TEAM

22 people

UK STATUS

Market exploration

CORE OFFERING

Utility-scale solar PV development

Agrivoltaic projects

Battery energy storage (BESS)

Project finance & construction

PPA structuring & energy sales

COMPANY CONTACTS

Via Ostiense 131 L, Roma, RM, 00154
vexuvo@arubapec.it www.vexuvo.com

CONTINUE THE CONVERSATION

Thank You.

12 Italian companies. Supporting the UK's energy transition and digital infrastructure

ANIE FEDERAZIONE

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EMBASSY OF ITALY

Casa Italia, London

EVENT

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ITALIAN TRADE AGENCY
A CENTURY OF PROMOTING MADE IN ITALY WORLDWIDE



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