



MANUFACTURER AND DESIGNER OF INNOVATIVE
interconnect solutions

NICOMATIC PROFILE

PRESS KIT - JOURNALISTS



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Nicomatic is a French family SME business created 1976. Its original activity was micro-screw machining, which still is a strong industry in the Haute-Savoie region (South-East France). The nearby Arve valley contains the largest proportion of the French screw machining industry with up to 80% of total production in the best years.

Nicomatic started as a trading company having a strong focus on export sales for machined parts with diameters below 3mm, before growing to become a 100% integrated company & global connector specialist.

Today, all products are manufactured in-house with special expertise in stamping, moulding, screw-machining, assembly & cabling.

Nicomatic Group is a recognized player in the connector field specializing in niche markets with miniaturized rectangular connectors and high density solutions (2mm pitch) for harsh environments, low profile MIL connectors, cabling for harsh environment and FFC flat cables. Its main use markets are defence, avionics, medical & the membrane switch industry. A growing number of space applications is listed with our technologies such as the “Jade Rabbit” of the Chinese space program.

The company (23M€ consolidated turnover in 2013) had 230 staff at the end of 2013. It is headquartered in France at the Bons-en-Chablais site (Haute-Savoie) a few kilometres away from Geneva.

Nicomatic group comprises subsidiaries in the US, China, Brazil, India, UK, Germany, Turkey & South Korea as well as of a vast network of sales reps, agents and distributors that provide a sales presence in over 50 countries worldwide. 83% of Nicomatic revenue is from export markets.



Series CMM 340 connector



« Jade Rabbit » space connector

1976 - 1984: Company set up and rise

The company was set up in 1976 by Paul Nicollin, a mechanical engineer then aged 33. At the start the company was run by one-person and has a capital of 21 000 French Francs. Its sole activity was to sell micro-machined screw parts to export markets. For example, working with companies such as ITT Cannon, AMP (Tyco), Texas Instruments, McMurdo, Airborn... 80% of its sales were exported to North America.

The company built up a substantial customer base, but was not manufacturing yet.

1984 - 1987: First patents and transition phase

A screw-machining company known under the name of CEP (Comte Electronique Production) was acquired. It had assets of 15 people and 20 production machines (for ex. Esco, Bechler, Ro18 etc.). Future growth of this activity will increase the number of machines to 50 in the 90s and the number of workers will double up to 30.

The acquisition of SEDEL, one of Nicomatic clients, marks a decisive step for future own manufacturing developments.

The first Crimpflex® crimping press was produced in 1987. Micro-screw machining activity is added to by a new connector activity for flexible circuits.

1987 - 1997: Sub-contracting, manufacturing & development

Thanks to its micro-screw machining activity, Nicomatic specializes and also produces high quantities as a sub-contractor for connector companies. Its Crimpflex® for flexible circuits activity grows strongly. Having already had a few patents, Nicomatic diversifies its business towards new markets such as membrane switch manufacturers.

In order to serve the same market and meet high quality standards, the company begins development of a new switching solution, using metal domes, in 1992 and files a patent under the trademark of Switch'Air®. This was made possible thanks to a progressive acquisition in stamping (Crimpflex® contacts).

A few years later, 1996, the company is a pioneer in the metal dome arrays manufacturing for mobile phones thanks to a unique MDA (Multi-Dome Application) system allowing to apply over 200 domes at a time.

Nicomatic continues to diversify and adds PCB connectors to its product offering developing further electrical connections in the direction of sub-systems.

At that time, the company is recognized for its strong reactivity & the supply of special PCB connectors.

1997 - 2005: Growth, internationalization, capitalization & manufacturing control

The company continues to grow fast with 2-digit growth as experienced in the early days. Nicomatic builds, step by step, a strong knowledge base in electronics, connectors and develops a connector culture by setting up a R&D department and lab.

The company enters the EuroNext stock market in 1997 to go up a gear & fund new growth.

A new activity started in the same year with the development and design of interconnect solutions for harsh environment. CMM series connectors are born. This activity will be a major boost for further growth and positioning in new sectors such as avionics, medical & defence.

Internationalisation process is launched with the set up of Nicomatic North America (Philadelphia) in 1998, Nicomatic South America (Sao Paulo) in 2001 and Nicomatic China (Tianjin) in 2005.

The company Quality system evolves to ISO9001 in 1998.

As early as 2001, Nicomatic is considered to be an innovating company by the French ANVAR (today named OSEO) with regard to its R&D efforts and its capacity to innovate.

Year 2003 is an important date as it marks the end of the transition period from sub-contracting to a 100% own products portfolio.

From this date, Nicomatic no longer acts as a sub-contractor, but enters the Top100 (Bishop) connector manufacturers.

2006 - 2014: Innovation in connectors, engineering, and globalization

Over the last 5 years, the company has been growing, specializing & innovating. Nicomatic also has continued to globalize, with the set up of sales offices in Germany and Taiwan, and a subsidiary in India in year 2011 (Bangalore).

Nicomatic reinforces its engineering capabilities and product development (special designs, laboratory, and engineering). The company receives the “OSEO Excellence” label, and benefits from an excellent mark of the French Central Bank under code E3+ that demonstrates confidence in the company. Nicomatic is also registered under Dunne & Bradstreet number DNS381999275.

Nicomatic Group has grown and built a leadership position in numerous niche markets, and has a wide product offering with 4 activities in connectors: high performance connectors, industrial connectors, custom made connector solutions & cabling. These 4 activities are also complimented by switching components for membrane switches & consumer applications (white goods, mobile phones, calculators...)

In November 2008 the company Founder & CEO, Paul Nicollin, appoints his two sons, Julien & Olivier as Directors, before retiring at the age of 65.

The company is a member of several trade organizations & clusters such as the Aerospace Cluster, EDEN (European Defence Network), SGIA (Specialty Graphic Imaging Association), FT (Fachgemeinschaft Tastaturen)...

End 2009, Nicomatic exits the EuroNext stock exchange, and takes back the total control of its capital. The same year, Nicomatic is successfully certified EN9100 with a 100% mark at its first attempt for all company processes. The company further demonstrates its capability to serve aerospace & defence markets.

Nicomatic places a fundamental importance on quality & services on a global level and delivers its standard products & modular product ranges - a couple of millions of part numbers - in less than a week to everywhere in the world!

In year 2013, Nicomatic continues to expand and opens new subsidiaries, one in the UK in July and an other one in Germany in October. The Company buys Podiatec, a company specialized in plastic parts of high technology to integrate new know-how & optimize its vertical integration in micro-precision.

In year 2014, 2 new subsidiaries are launched, Turkey last June and South Korea in September.

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