ASTOR Added Value

2025+









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38+

years of experience

50 000+

automation, robotization and digitization systems

20 000+

trained engineers

150+

employees

ASTOR

ASTOR 2030 vision

Our goal is to become **the most trusted** supplier of **inteligent technologies for industries** in Central and Eastern Europe



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ASTOR

Misja ASTOR



We lead towards the industry of the future in a responsible and humane way.

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ASTOR

History and Development of the Company Since 1987

PC Business

Founding Capital (100 USD)

2 — 1987

3 — 1992

40 — 2002

100 — 2012

140 — 2018

180 — 2021

AUTOMATION



ROBOTIZATION

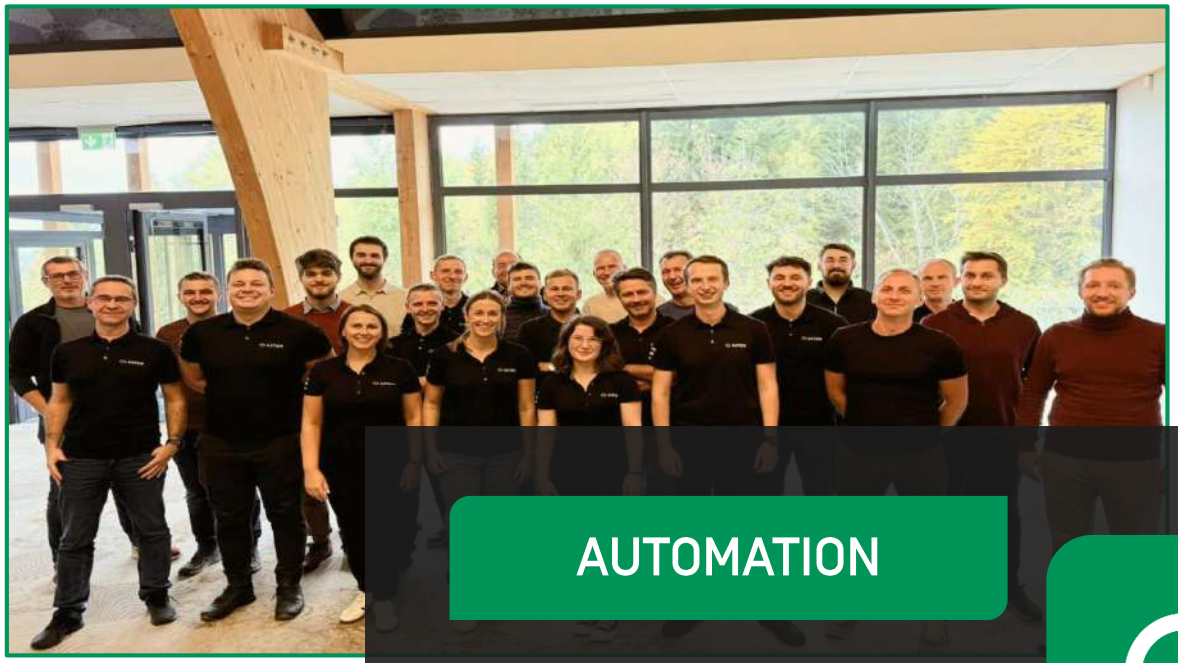


SOFTWARE



INTRALOGISTIC







AUTOMATION

SOFTWARE

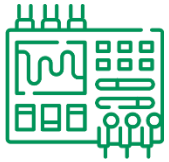
ROBOTIZATION

INTRALOGISTIC





AUTOMATION



- industrial automation of production processes,
- process and machine control systems,
- industrial communication.
- industrial visualization

ASTRAADA

EMERSON HORNER APG

Marka własna ASTOR

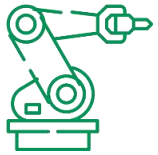
SOFTWARE



- process visualisation (HMI/SCADA),
- Manufacturing Execution Systems,
- overall equipment effectiveness,
- energy management systems,
- ERP integration.

AVEVA

ROBOTIZATION



- robotic welding,
- robotic palletizing and packaging,
- robotic machine tending,
- robotic bonding and painting,
- robotic pick & place applications,
- cobots

K-Track

astorino Positioners Kawasaki

Kawasaki Robotics EPSON

Marki własne ASTOR

INTRALOGISTIC



- Packing and Palletizing– Comprehensive palletizing systems, palletizing cells
- Conveyor Systems– Product transport, pallet transport
- Order Picking Systems– Automatic picking, semi-automatic picking
- IT Integration

AGILOX EtE flow Modułowa & Skalowalna Intralogistyka

Marka własna ASTOR

BUSINESS LINE:

AUTOMATION

We offer a comprehensive range of services and provide expert advice at every stage – from design and equipment selection to purchase and implementation – working together with our clients to create modern automation systems.

- Industrial Process Automation
- Control Systems for Processes and Machines
- Positioning and Motion Control
- Industrial Visualization
- Industrial Communication



Our suppliers:

EMERSON: A global provider of advanced automation systems

HORNER: Supplier of PLC controllers for small and medium industrial automation applications.

Our brand:

Astraada®– Private label with a comprehensive automation offering.

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Pre-sale support

Consultations

We organize pre-purchase consultations for individual customer needs and requirements, selecting equipment tailored to the application.

Location

We have offices throughout Poland, staying close to our customers.

ASTOR

Warehouses

We have equipment warehouses that allow us to fulfill deliveries **quickly and directly from our stock.**





Our experienced Order Fulfillment Team ensures efficient service, guaranteeing punctuality and reliability.

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ASTOR

Technical support at every stage of cooperation.



Technical Support Departments

(Działy Pomocy Technicznej (DPT))

Experts, who suport at every stage.



Quick access to knowledge, documentation, and training.

A database of technical materials, manuals, guides, and updates—always at your fingertips.



Free consultations and service support

Technical advice, handling of requests, and service contracts ensuring prompt responses.

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BUSINESS LINE:

SOFTWARE

We have been supporting our clients for 30 years in their digital transformation by delivering intelligent technologies based on AVEVA solutions – a global leader in industrial software.

We operate in both continuous and discrete manufacturing, as well as in systems for critical infrastructure and heavy industry, supported by a team of over 40 specialists in industrial digitalization and digitization.



Software team in ASTOR

40+ specialists in industrial digitalization and digitization

30 years as an AVEVA software distributor



ASTOR & AVEVA Ecosystem

AVEVA

ASTOR

SYSTEM INTEGRATORS (120+)

END-USERS (2 300+)

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ASTOR

BUSİNESS LINE:

ROBOTIZATION

We offer industrial robots and cobots, application equipment, automation systems for robots, and fully equipped turnkey robotic workstations.

- **Robots and Cobots:** For palletizing, welding, machine tending, painting, coating, and many other applications.
- **Equipment and Turnkey Workstations:** Linear tracks, positioners, sensors, safety curtains, HMI panels, ready-to-use robotic workstations.
- **Support and Integration:** Management and monitoring software, ERP/WMS integration, consulting, audits, training, authorized service, and testing in ASTOR showrooms.







2 900+

Trained engieers

2 300+

Delivered robots

280+

Delivered equipment units

125+

Robots with service contracts

ASTOR

Our suppliers:

Kawasaki Robotics: We have been an official distributor of Kawasaki Robotics since 2007. In 2020, we launched the Kawasaki Robotics CEE Hub.

EPSON: robots are most commonly used for precise mechanical and electronic component assembly, pick-and-place applications, packaging, and quality control.

Our brand:

K-TRACK: Linear tracks for Kawasaki Robotics robots.



K-POSITIONER: Welding positioners.



ASTORINO: educational robots



astorino

Kawasaki

ASTOR

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Building a vision

Tests

Verification

SALE

Support







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Technical support at every stage of cooperation



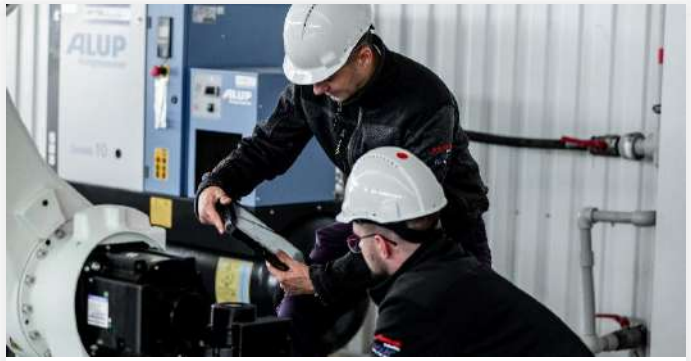
Technical Support (DPT)

Experts who provide assistance at every stage.



Quick access to knowledge, documentation, and training

A database of technical materials, manuals, guides, and updates – always at your fingertips.



Inspections and maintenance

We provide consultations, carry out inspections, and service Kawasaki Robotics robots.

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ASTOR

BUSINESS LINE:

INTRALOGISTICS

Intralogistics is the art of optimizing, integrating, automating, and managing the internal flow of materials within an enterprise.
Modern internal transport is the heart of production process control. It connects different manufacturing areas and sets the pace of production.

- We provide project coordination and investment management support.
- We approach every production process individually.
- We deliver end-to-end investments – from concept to implementation.





We streamline production processes

With our 35 years of experience in automation, we help increase competitiveness, optimize workflows, and prepare companies for process automation.

What do you gain from working with us?

Greater competitiveness

Through feasibility analysis and tailored solution simulations.

Readiness for automation

We help prepare your company for the next stage of development.

Peace of mind

Project management from start to finish in the hands of an experienced team.

More time and fewer complaints

Thanks to modern, user-friendly systems.

ASTOR

EtE®flow System– smooth production flow

EtE® flow
Modułowa & Skalowalna Intralogistyka

We design modular, scalable systems that automate and connect key areas of production and internal logistics. Easy to expand and simple to operate.



Paletization

Wrapping

Labeling

Transport
by mobile robot

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ASTOR

From need to success: our process overview

1. Defining the business need

Analysis of the client's problem to identify the company's need and the project scope.

2. Process Mapping and Data Collection

Analysis of trends and solutions. Mapping every step to clearly show the process flow.

3. Feasibility Analysis

Evaluation of all processes involved in the project.

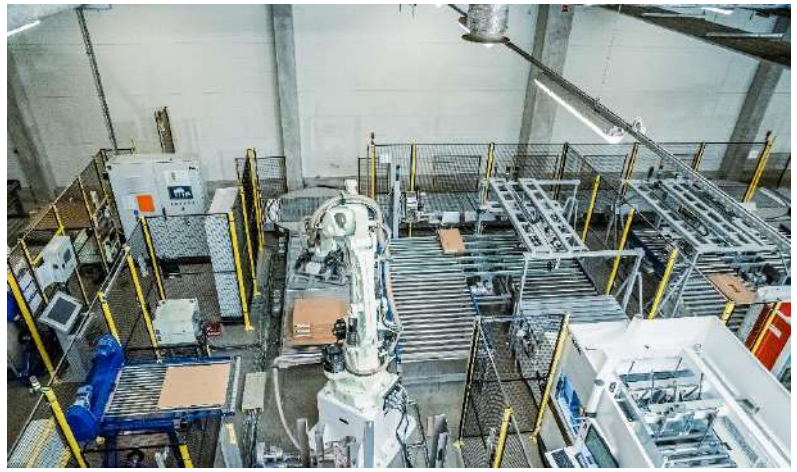
4. Cost-Benefit Analysis

Proof of value – calculation of the project's efficiency, taking into account all expenses the client will incur.

5. Implementation and Technical Support

Overall supervision of the project execution.







Akademia ASTOR jako **wsparcie kompetencji inżynierskich**

ASTOR akademia

Akademia Przemysłu 4.0

/ **ASTOR has been training engineers for over 30 years**

20 000+
Trained participants

30+
Trainers

5 training
centres

/ **We offer training onsite, remotely, and in hybrid formats.**

/ **Training centers:**

- Kraków, ASTOR Technology Park, Smoleńsk 29
- Kraków, ASTOR Robotics Center, Wrobela 3
- Kraków, ASTOR Intralogistics Center, Wrobela 5
- Warszawa
- Poznań



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Training Topics

ASTOR akademia

- Advanced automation
- Industrial software
- Robotics
- Intralogistics
- Industry 4.0

ASTRAADA · EMERSON · HORNER · AVEVA · Kawasaki Robotics · EPSON · AGILOX · Akademia Przemysłu 4.0

- Schools and universities
- Development programs for engineers

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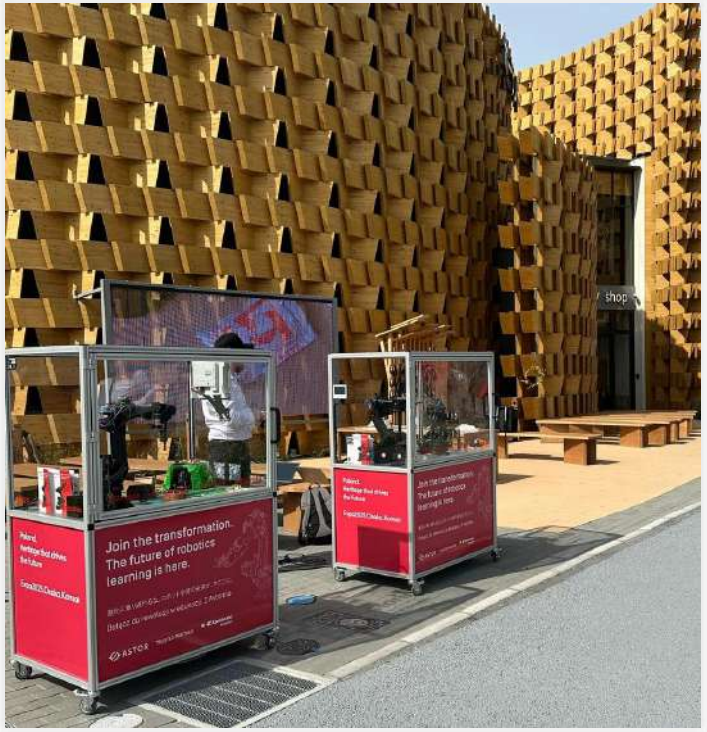
What we are PROUD of?

Astorino® robot

Designed and manufactured in ASTOR



OSAKA, KANSAI, JAPAN
EXPO2025



Ready for sale on the Japanese market



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ASTOR

World Expo Osaka 2025
Astorino®





ASTOR

Poland.
Expo2025.Osaka.Kansai

OSAKA World Expo 2025

OSAKA, KANSAI, JAPAN
EXPO 2025



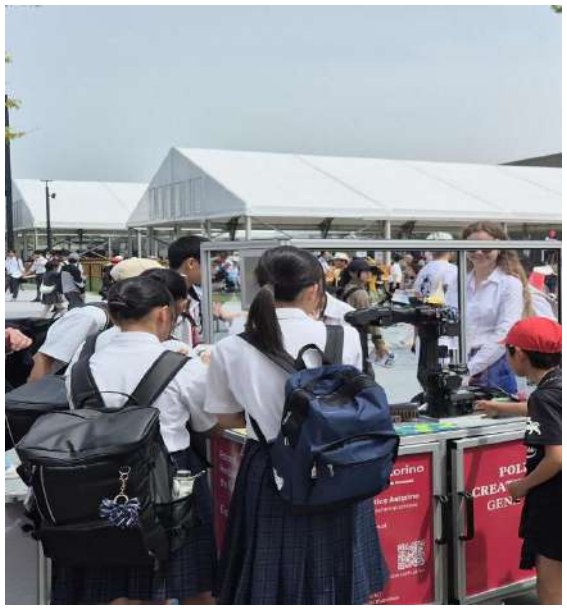














Roboty do szkół

Program społeczny Astorino

Zaprogramuj marzenia na przyszłość



Dowiedz się więcej o programie społecznym, który łączy biznes z edukacją

www.astorino.com.pl/roboty-do-szkol/

Robots for Schools.
Astorino Social Program

Roboty do szkół
Program społeczny Astorino

The Robots for Schools program is an innovative initiative that connects schools, companies, and students to support the future of technical education and the development of young talents in robotics, automation, and mechatronics.

Who can benefit?

Primary and secondary schools



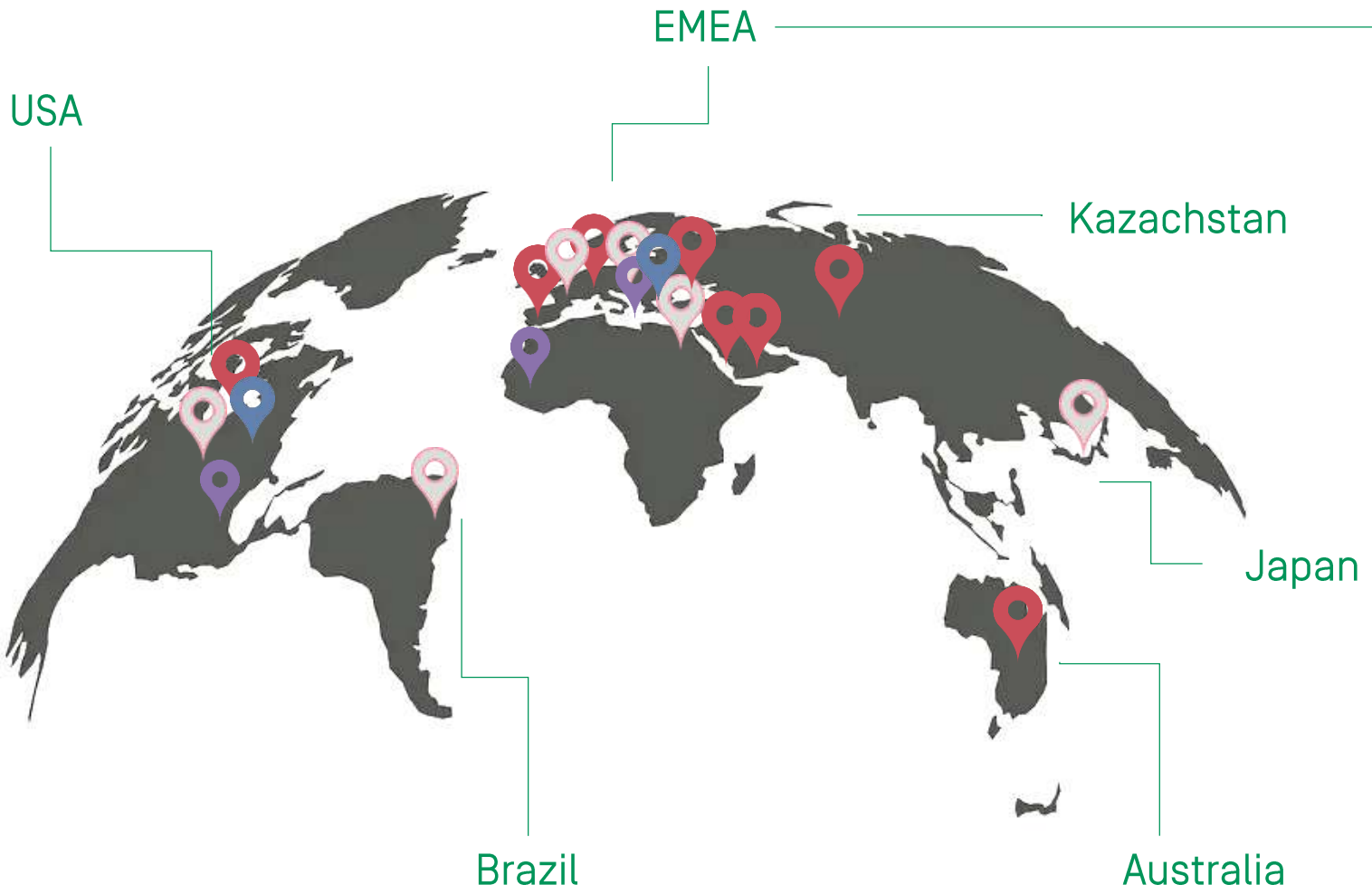
Companies – ASTOR clients



Students



International ASTOR map



Latvia	France
Lithuania	Portugal
Estonia	Scotland
Ukraine	Italy
Czechia	Egypt
Hungary	Saudi Arabia
Romania	United Emirates
Slovakia	Jordania
Germany	Mexico

- Intralogistics
- K-Positioners / K-Tracks / Veloweld
- AVEVA
- Astorino

ImFactory MES Competence Center

DYNAMOTION

Kawasaki Robotics Central & Eastern Europe HUB

Mission Critical by ASTOR

Poland

Industrial Technology Distributor

Automation | Industrial Software | Robotization | Intralogistics



Central & Eastern Europe

Industrial and Competence Center

Kawasaki Robotics CEE HUB | ImFactory | Dynamotion | Mission Critical | Hub4Industry



Worldwide

Industrial Technologies
Collaborative Designer

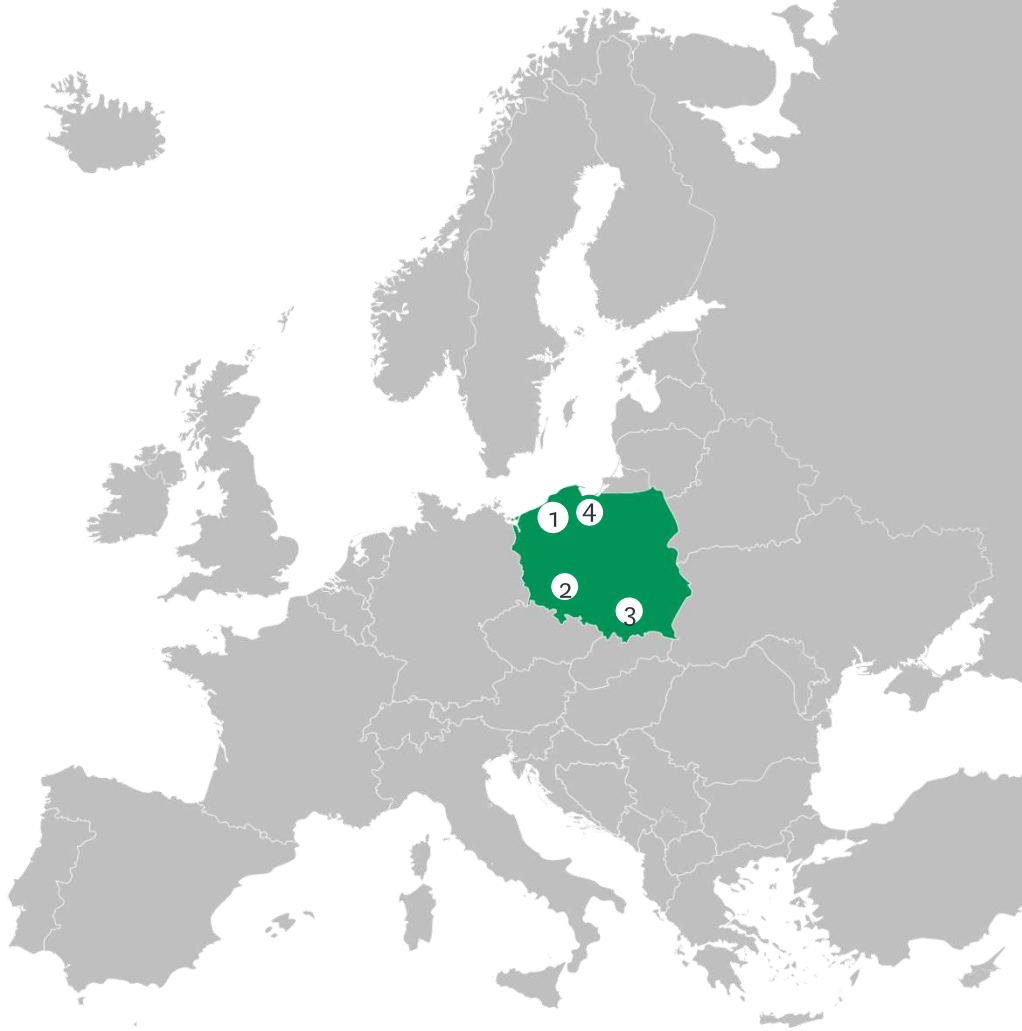
Kawasaki Robotics Astorino | Astraada® | K-Positioner | K-Track | EtE®flow | Veloweld



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ASTOR

Competence Centers



1

ImFactory

MES Competence Center
ul. Kręta 1, Gdańsk
tel. +48 58 554 09 00
info@imfactory.com.pl

2

Mission Critical

IIoT Competence Center
Ul. Wesoła 11, Łany
amc@astor.com.pl

3

Dynamotion

MOTION Competence Center
ul. Smoleńsk 29, Kraków
tel. +48 12 306 73 90
info@dynamotion.pl

Kawasaki Robotics

Central and Eastern Europe HUB
ul. Feliksa Wrobela 3, Kraków
tel. +48 12 428 63 06
ceehub@kawasakirobotics.pl

4

VELOWELD

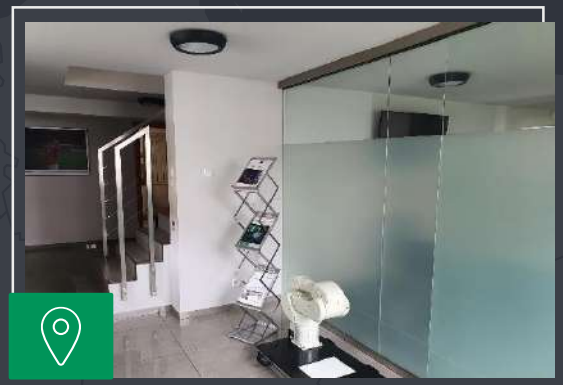
ul. Kartuska 234E, 80-125 Gdańsk
tel. +48 665 241 956

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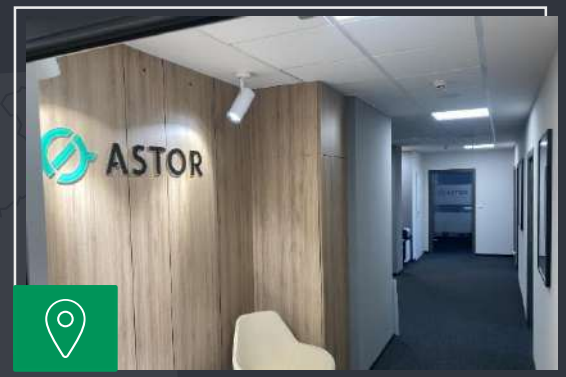
Offices in ASTOR



Szczecin Office



Poznań Office



Wrocław Office



Warszawa Office



Gdańsk Office



Katowice Office

ASTOR

Company headquarters and showrooms (Kraków)



ASTOR Innovation Room 4.0

ul. Smoleńsk 29, 31-112 Kraków

Zobacz wirtualny spacer



ASTOR Robotics Center

ul. Feliksa Wrobela 3, 30-798 Kraków

Zobacz stronę www



ASTOR Intralogistics Center

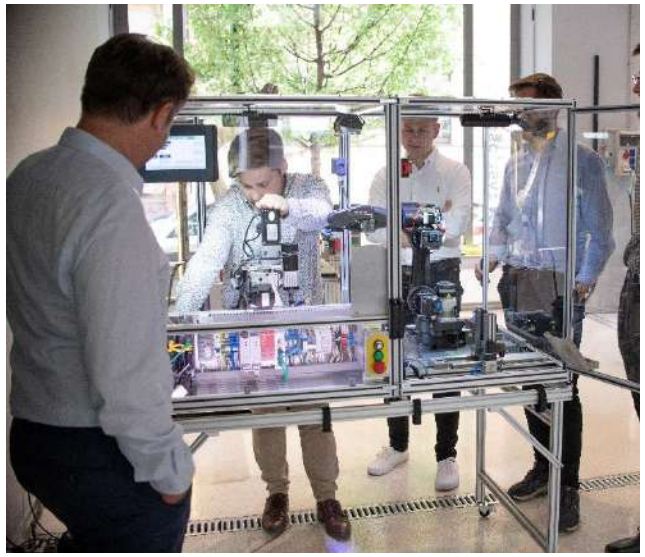
ul. Feliksa Wrobela 5, 30-798 Kraków

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ASTOR Innovation Room 4.0













ASTOR Robotics Center/ ASTOR Intralogistics Center















Biznes i Produkcja Magazine

A publication read by leaders of manufacturing businesses across all industries: plant directors, production managers, maintenance supervisors, as well as representatives from the scientific community.











ASTOR

Automation Bulletin

The publication is read by automation engineers and IT specialists working across all industry sectors, heads of automation departments, and representatives from the scientific community.















served.













Konferencja Biznes i Produkcja

Business and Production is more than just a conference — it's a meeting of practitioners with practitioners, filled with inspiring conversations and concrete knowledge, set in the unique environment of a factory and hotel.

It's also a time to take a step back from daily challenges — over coffee, during hobby sessions, or conversations at round tables.

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ASTOR

ASTOR Partner Program

The Partner Program was created to build a long-term network of

STRONG

RELIABLE

COMPETENT

implementation companies in the fields of automation, industrial IT, machinery and equipment manufacturing, and robotics.



400+
partners

20 Years
of the partner program

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ASTOR

Great Place To Work

- ASTOR Among **the Best Workplaces in Poland**
- We ranked **14th in the 2023 Best Workplaces™** list in the category of companies with fewer than 500 employees.



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ASTOR

Internal Charity Initiatives

DRUŻYNA HEART - aktywna



HEART-Active Team

A group of employees dedicated to helping others. Together, we decide which charitable actions to support — we review recommendations, select initiatives, and allocate our budget thoughtfully.
We support both individuals and larger campaigns such as ***Szlachetna Paczka*** (Noble Gift) and ***Santa for Seniors.***



Active with ASTOR

A project that combines sports, fun, team-building, and helping others. Employees track their physical activity (running, cycling, walking, etc.), and the kilometers they accumulate are converted into financial donations for selected charitable organizations.

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Deloitte. Private

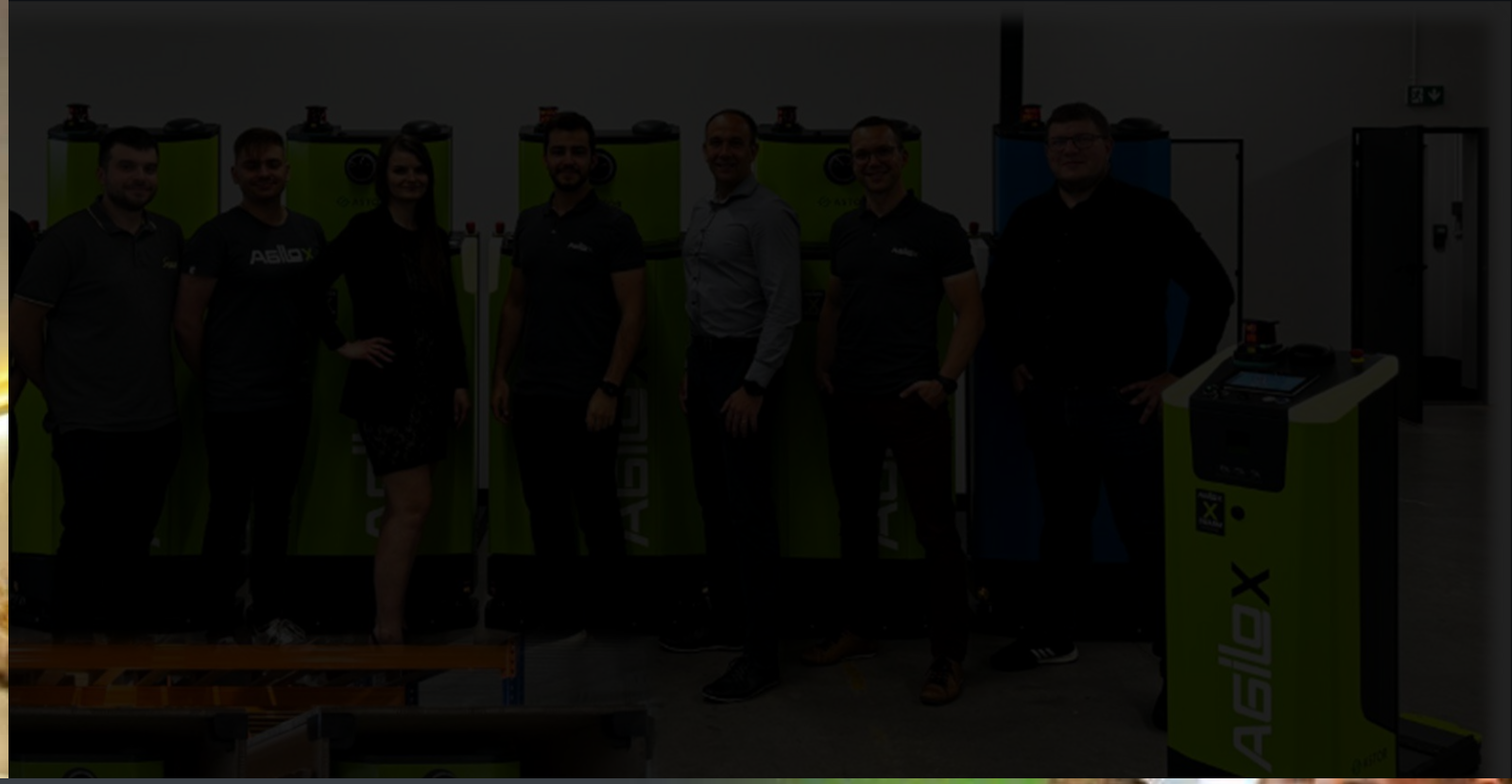
POLAND BEST MANAGED COMPANIES

ASTOR
gdzie technologia spotyka człowieka

Laureatem
programu Deloitte
Best Managed Companies
Poland 2023









THANK YOU!
PARTNER DAYS 2024

WINNING TOGETHER



Technical Support at ASTOR

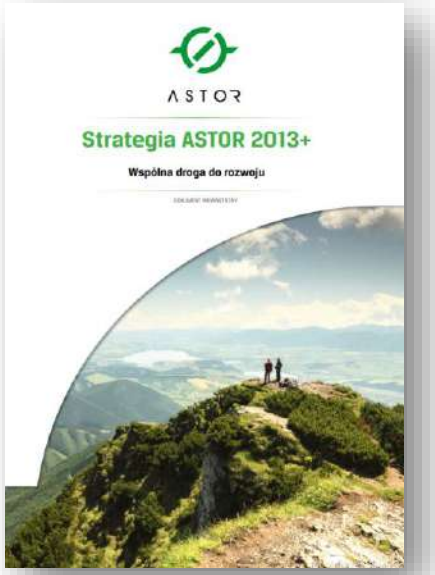
We deliver advanced automation, robotics, and IT technologies for manufacturing — that's why we've developed tools to make it easier for you to use our products.
With every purchase, we guarantee a variety of technical support options:

- **Access to technical documentation**, knowledge base articles, sample applications, and software updates at www.astor.com.pl/produkty and www.astor.com.pl/wsparcie
- **Free support** from a technical support engineer or discount vouchers for automation products (see the terms of the benefit program),
- **Service request handling** via your individual customer account after logging in at www.astor.com.pl/konto,
- **Technical assistance contracts** for the most advanced IT systems (e.g., www.astor.com.pl/kpta) and industrial robots
- **Product and business training courses** (www.astor.com.pl/szkolenia)
- **Individual** consultations

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ASTOR strategies











2013 — 2016 — 2019 — 2022 — **2025+**

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Strategy 2025+ Motto



Zespół pracujący przy konstrukcji Strategii 2025+

Zespół zespołów

- Przyjazność
- Zaufanie
- Zwinność



Team of Teams

- Friendliness
- Trust
- Agility

Echipa de echipe

- Amabilitate
- Încrederea
- Agilitate

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The overarching goal of the 2025+ strategy



Opierając się na kulturze organizacyjnej ASTOR, koncentrujemy się na rozwijaniu ludzi, oferty produktowej i modeli biznesowych, aby osiągać zdrowy wzrost firmy w Polsce i za granicą.

EN: Based on ASTOR's culture, we focus on the development of people, products and business models, for healthy local and international growth.

RO: Conform culturii ASTOR, ne concentrăm pe dezvoltarea oamenilor, produselor și modelelor de afaceri, pentru o creștere sănătoasă la nivel local si internațional.

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INDUSTRY 4.0

Since 2014, we have been developing our competencies, creating innovative materials, and promoting the idea of the industry of the future — Industry 4.0.
This is a concept that integrates cutting-edge technologies into each of our business lines.

- We inspire and motivate factories on their path toward transformation by asking: **“What do you want your factory to look like in 5 years?”**
- We educate engineers, introduce them to the world of new technologies, and showcase these innovations in our two showrooms.
- We support companies in developing digital transformation strategies and creating roadmaps to the future.



ASTOR's contribution to the development of Industry 4.0 in Poland













Fabryka demonstracyjna
przemysłu przyszłości
Kraków, Wrobela 3









2016 2017 2018 2019 2020 2022 2023 2024

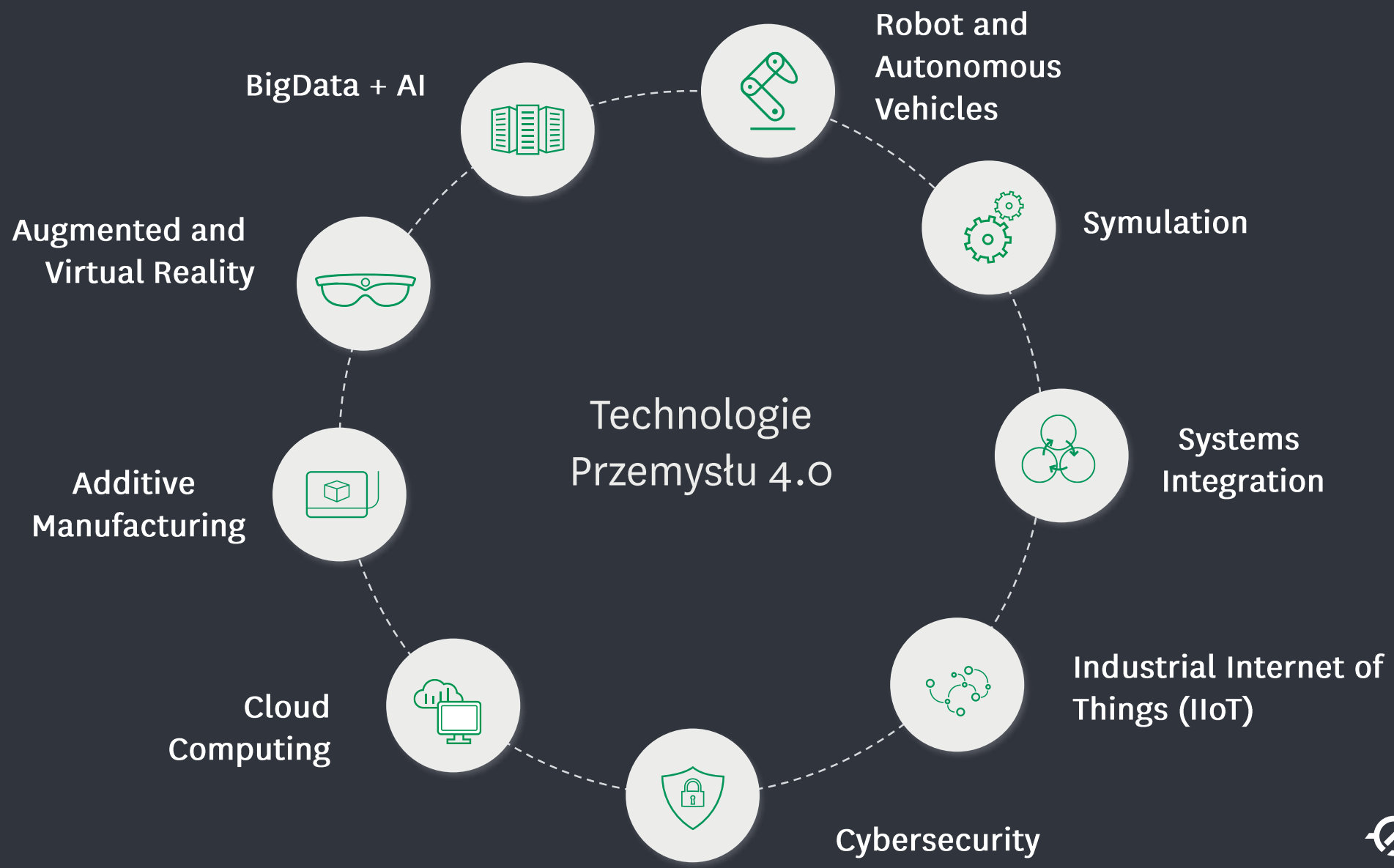
Harvard Business Review POLSKA

KRAKOWSKI PARK TECHNOLOGICZNY

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ASTOR

(Open) Industry 4.0 Technology Circle



ASTOR

ImFactory
MES Competence Center



About us

ImFactory
MES and much more

We deliver DIGITAL FACTORIES

What does a Digital Factory look like? Above all, it is a factory where automation, modern technologies, and innovative solutions are used to produce high-quality products quickly and efficiently, without wasting resources or incurring unnecessary costs, with respect for people and the environment.

Do you want to transform your company into a Digital Factory tailored to Industry 4.0? We can help you with that. We are experts in solutions supporting Digital Transformation.

In our offer, you will find professional IT systems from global manufacturers. We are a certified AVEVA integrator for MES Operations, MES Performance, System Platform, and InTouch, as well as the sole distributor in Poland of the PlanetTogether planning and scheduling system.We also offer a package of our own solutions dedicated to manufacturing plants that streamline daily operations, enable efficient work, improve results, and keep costs at a reasonable level.We can take care of the entire process until we achieve the mutually agreed goals for your company.We prefer solutions that quickly bring visible effects and allow step-by-step progress toward better and better results.

AVEVA

MES Competence Center

The first MES competence center in Central and Eastern Europe

planet together

Distributor of PlanetTogether APS

IT Implementation Contractor and Coordinator

ASTOR

Distributor of the AVEVA portfolio in Poland.

Software producer

Mission Critical

Mission Critical
Industrial Internet of Things Network

→ EVERY COMMUNICATION MATTERS

WE DELIVER OPPORTUNITIES TO OUR CLIENTS

INDUSTRIAL WIRELESS SYSTEMS AND IIOT COMPETENCE CENTER AT ASTOR

FUNCTIONS	LOCATING PEOPLE AND ASSETS	DEVELOPING AUTONOMY	PROTECTING BUSINESS	MANAGING BY FACTS
EXPERIENCE				
TECHNOLOGIES	INDUSTRIAL RTLS (REAL-TIME LOCATION SYSTEMS)	MESH COMMUNICATION FOR INDUSTRY 4.0	ANTI-COLLISION SYSTEMS,OCCUPATIONAL HEALTH AND SAFETY (OHS), ESG,VIBRATION DIAGNOSTICS	INDUSTRIAL WIRELESS SENSORS
BENEFITS	**Increasing employee safety and efficiency, eliminating time lost searching**	**Improving the continuity of operation for devices in production or logistics that require wireless communication**	**ESG reporting, good workplace environment, human-machine collaboration**	**Energy savings, reduction of downtime**
2025+ TRENDS	**ESG Reporting, Digitalization of Production and Warehousing**	**NIS2 Directive, Operational Continuity, Industry 4.0, AI, Cryptography**	**ESG Reporting, Good Workplace, Human-Machine Collaboration**	**Big Data , Machine Learning, AI**

Logotypy ASTOR



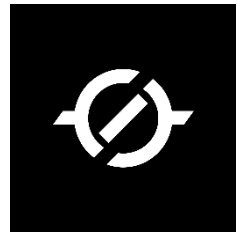


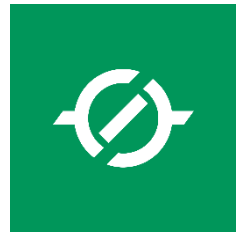
















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Zdjęcia – bank do wykorzystania

Zdjęcia do wykorzystania:

BANK AKTUALNYCH ZDJĘĆ

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