

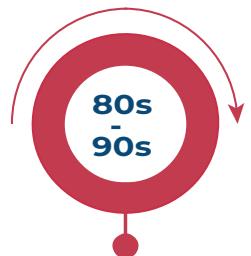


Uteco

COMPANY OVERVIEW

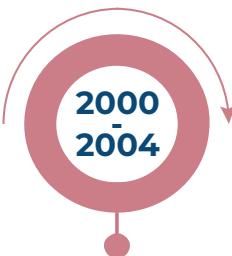


Our History



Origin

We start our business in the 80s. In 1985 the first **Flexographic Presses** line is launched in the market.



Restructuring

We implement a **Restructuring Plan** to **strengthen** and consolidate our financial position while laying the **foundations** for strong growth in the coming years the market.



Business Growth

Business grows at fast pace. **New Product lines** and R&D Centre are launched: **Rotogravure and Coating & Laminating** BU in early 2000s, **Digital Print** BU in 2017.



New Industrial Ownership

The **Ownership** changes from family-owned business to Private Equity Fund. NB Renaissance Partners **Private Equity Fund** acquires a **majority stake in Uteco**. the foundations for strong growth in the coming years the market.

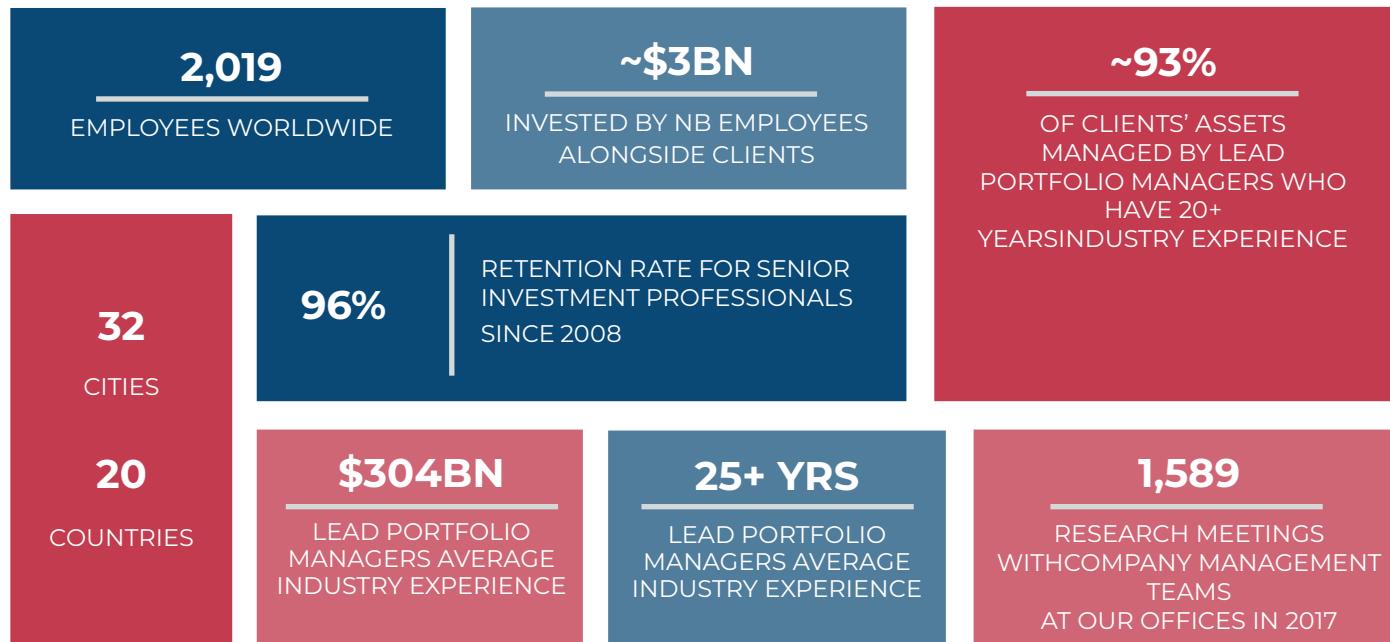


Strategic Development Plan

New Strategic Plan is launched in order to guarantee **strong growth in the coming years**, making sure Uteco continues the **technological leadership** and **worldwide recognition**.

Our Ownership

Founded in 1939, **Neuberger Berman** provides solutions across equities, fixed income and alternative investments with a global reach.



Our Vision and Mission

Our **Vision** and **Mission** are coherent with the the belief of a **better future** for the **packaging industry**.



**Enable The Innovation And
The Sustainability**

- To support modern society in the **development of new lifestyles** enabling the **innovation** and the **sustainability of packaging** is our vision, that is aligned with the social function of packaging, **for the future society and for our children**.
- To be the best partner in the converting industry by **offering solutions** that are always **innovative, flexible, robust and sustainable**.

Our Values

Our brand values are the **foundation of our company** and **identity**.



Sustainability



Long-lasting relationships of trust with clients and business partners, embracing transparency, empathy, and integrity.



Innovation



A pragmatic vision that looks ahead, envisioning the next generation of businesses through integrated and innovative solutions, to make a real difference.



Results



A reliable partner, fully committed to excellence, meeting quality and durability standards. Proven industry experience and a demonstrated track record of performance and know-how.



Cooperation



A human-centered corporate philosophy that creates long-lasting relationships of trust and added value with clients, for clients.



Passion



A synergic team of professionals, working with fervor, dynamism and a strong credo to achieve valuable results and effective solutions.



Our Associations Network

We are proud to participate to **worldwide leading associations** on **flexography and rotogravure printing**.



 **MISSION**
Build a Circular Economy for
Flexible Packaging

Moreover, we participate to CEFLEX, a leading European collaborative initiative representing the entire value chain of flexible packaging focused on sustainability.



ALONG THE FULL FLEXIBLE PACKAGING VALUE CHAIN

 Raw material producers

 Ink

 Coating & Adhesive suppliers

 Film producers

 Flexible packaging converters

 Brand owners

 Waste management companies

Our New Positioning

A **New Era** has begun in Uteco. The era of the **Flex-Converting**.

Flex-converting is a neologism formed by two words: **flexible and converting**.

It brings together the concept of flexibility in delivering a **tailor-made product** to our customers with the world of flexible packaging and the converting industry.

'Join the flex-converting' is more than a payoff, it is a call to action where we ask the people to choose Uteco and come with us on a journey where the customer is at the center of every product we design and engineer.



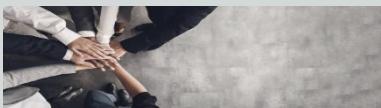
The Era of The
Flex-Converting



Our Strategic Plan – Development Lines and Enablers

Our strategic plan covers the **development of** all the **main Corporate Areas**.

DEVELOPMENT LINES	
	 Sales Development
	 Product Innovation
	 Customer Service
	 Digital transformation
	 Lean Operations & Quality
	 Human Capital
ENABLERS	



Uteco has an ambitious **Investment Plan** over the next **5 Years**, that will cover all Corporate Areas:

7% +

Avg CAPEX/Sales each Year

Uteco at a Glance and Machine Installed Based

We have a **worldwide installed base** of printing and converting machineries.



~400
Employees

From design and prototyping
to production, assistance and sales



~ € 120 M
Turnover



3,500+
Machines installed worldwide

45% Flexo Presses

15% Roto Presses

10% Coating & Laminating Machine

30% Hybrid/Special Machines



Our Production Plants

Our Production, R&D and Corporate Offices are **fully based in Italy**, in Colognola ai Colli.



Production fully based in Italy



4 Production Plants



75.000 m²



Our headquarters, along with 4 plants and a center of excellence for research, development, training and printing demonstrations (Converdrome), are based in Colognola ai Colli, to the east of Verona.



**Uteco 1
Headquarter**
1985



**Uteco 2
Converdrome**
2007



Uteco 3
2014



Uteco 4
2019

Our Printing Solutions – Portfolio Overview

Our **machines portfolio** satisfies any customer needs through the most advanced technologies in the sector.

	Flexo	Roto	Hybrid & Digital	Laminators	Coaters & Laminators		
SHORT RUN	 Onyx XS	 Quarz	 Onyx Go NEW	 NXS300	 Rainbow 4.0	 Mistral	
MEDIUM RUN	 Onyx	 Topaz	 NEXT350	 Fully Digital	 DuaLam	 Mistral MV	 Horizon Duplex
LONGRUN	 Diamond	 NEXT450	 Digital Hybrid	 Rainbow EVO	 Horizon Triplex		
Special Machines	Special solutions allow to: <ul style="list-style-type: none">Combine 2 or more technologiesDesigned to Fit solutions satisfy customer specific needs		Flexo + Roto Flexo + Digital Flexo + Laminating		Roto + Laminating Flaxo + Digital + Roto Roto + Digital		



Printing Solutions – Flexo CI Overview



Fit for Purpose

- Custom fit: **6 Main Product Lines** with more than **17 Machine Configurations** available
- 650+ **Onyx Model** sold worldwide: one of the top seller machines in the category



Design & Performance

- Quality **performance over time**
- Design to safe solution: **ergonomic design** for worker wellness and safety; friendly operating system



R&D

- Uteco is clients' reference point for **testing new products/solutions** (e.g. inks)
- Uteco is seen by converters as a laboratory for **testing new ideas**

Printing Solutions – Flexo Stack and Stack-in-Line Overview



**QUARZ STACK
TYPE**



ONYX SIL



CRYSTAL SIL



DIAMOND SIL

Fit for Purpose	<ul style="list-style-type: none">Presses with modular in-line design, enabling flexibility: in line machines can be supplied with different number of colors, drying systems, winders, and suitable to print different types of inks.
Design & Performance	<ul style="list-style-type: none">Quality performance over timeFast Speed Printing, up to 600 m/min
Easy & Safe to Operate	<ul style="list-style-type: none">SIL Flexo Presses are Easy and Safe to be used by the operators, especially during changeovers, due to its compact design levelled to the ground.

Printing Solutions – Rotogravure Overview



NXS 300



NEXT 350



NEXT 450



Flexibility

- Custom fitted products
- High **flexibility** in responding to clients' needs



Design & Performance

- Robust design
- Quality **Performance over time**
- Design to safe solution: ergonomic design for worker wellness and safety



Sustainability

- Our latest rotogravure machineries have reached an high level of **energy saving** vs the comparable market solutions:
 - **27%** of energy consumption*
 - **45%** of waste for each run*

* Vs Comparable Market Machine

Printing Solutions – Fully Digital and Digital Hybrid Overview



FULLY DIGITAL



DIGITAL HYBRID



Innovation Pioneer

- 1st color inkjet press to print **water-based inks** on flexible films
- 1st **high-speed digital press** for large volume productions
- 1st press to combine **analogue technologies** with **digital ones**



Market Leading Digital Printing technologies

- Continuous inkjet Technologies equipped on both machines are the **leading top applications** in the world of digital printing



Laminator Solutions – Overview



RAINBOW 4.0



RAINBOW EVO



DUALAM



Solventless

- All Uteco's Laminators work with **Solventless technology** and adhesives, ranging from Traditional adhesives to innovative one introduced with DuaLam



Versatile and Flexible

- The Product Family covers the **full range of customer needs** for Solventless Lamination: from Short-Runs with frequent job changeovers to Long-Runs productions



Compact and Robust Design

- Compact and Robust design to reduce the occupied space within the production area
- Rainbow 4.0 is a plug & play solution, meaning **no need to disassemble the machine** for transportation

Coating & Laminating Solutions – Overview



MISTRAL



MISTRAL MV



HORIZON DUPLEX



HORIZON TRIPLEX



Versatile

- Lamination with **multiple technologies**: solventless, water-based and solvent-based
- Coating of Cold Seals, Varnishes, Lacquers



High-Performing

- The machines are equipped with **powerful drying systems**, enabling fast speed productions



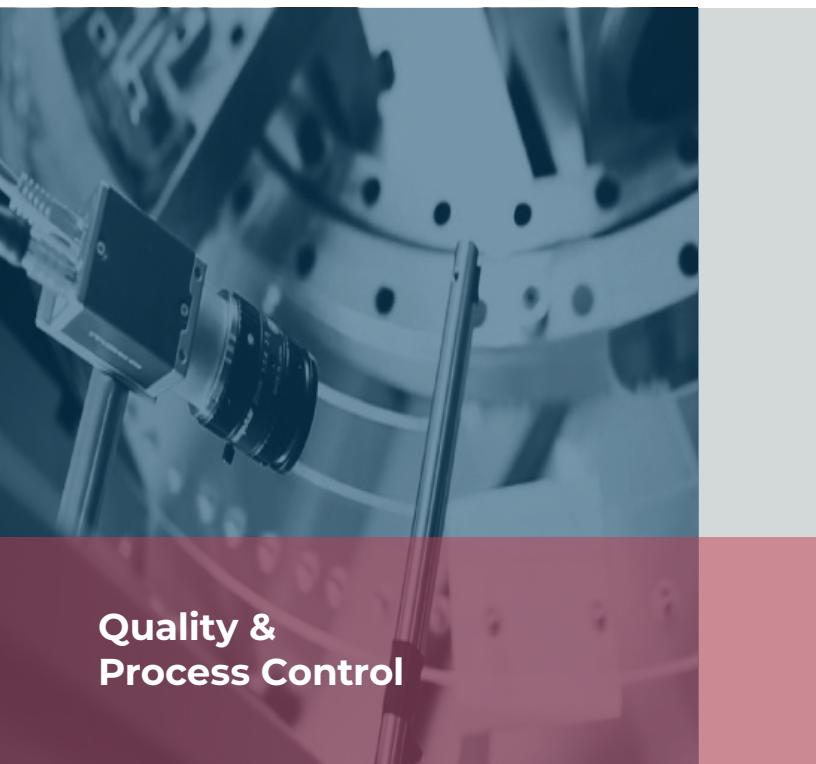
Special Machines

- The machines can be configured in such a way to satisfy customer needs: **multiple coating technologies** (e.g. flexo, semi-flexo, roto); **different laminating structures** (e.g. duplex, triplex)



Vision: Innovative Quality & Process Control Systems

VISION innovative systems ensure **top performances, quality and costs competitiveness.**



Quality &
Process Control

In 2022 we acquired a **majority stake** of **Vision's share capital**, a leading company that designs and produces **advanced machines** and **robot vision systems** intended for different applications – specifically for industrial automation.

With this acquisition we enhance our **products portfolio technologies**, enabling more **integrated process control** and strong impact on our **machine productivity and sustainability**

Uteco
JOIN THE FLEX-CONVERTING

VISION

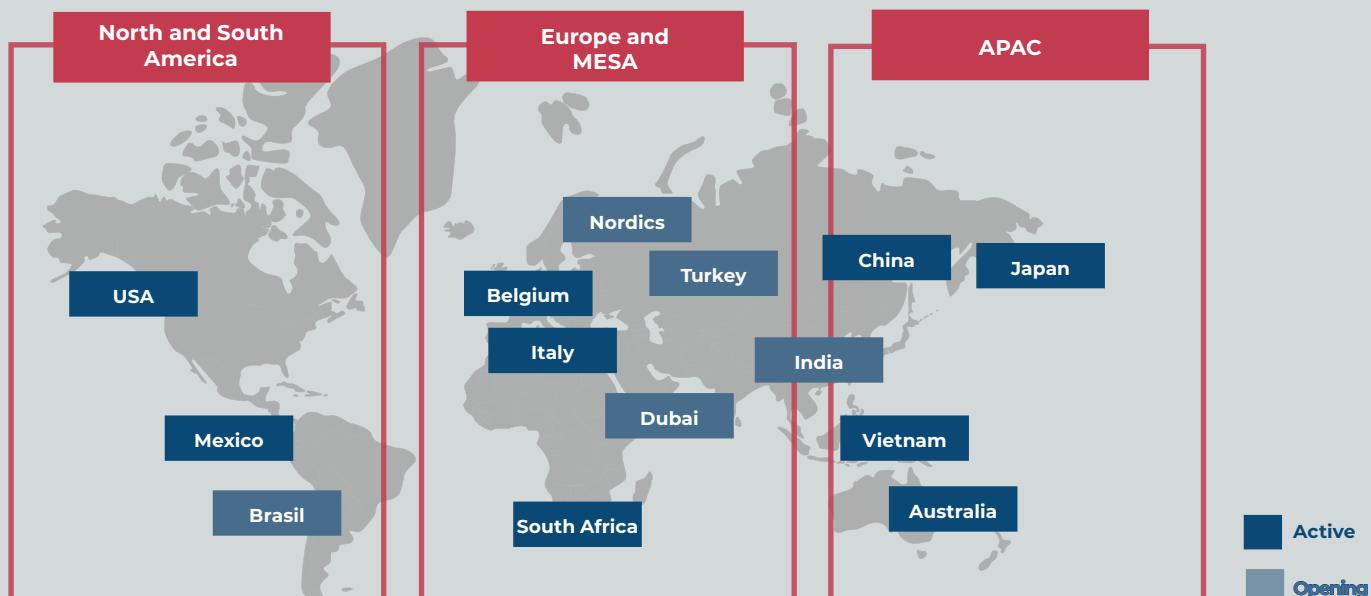
Our Service Network - Overview

We provide a **wide local after-sale service** with a **global network** of warehouses and service points.

SERVICE NETWORK		AREA
	2	Demo and Training Centers
		USA (1) EUROPE/MESA (1)
	5	Service Points
		USA (1) EUROPE/MESA (2) APAC (2)
	4	Service Partners
		MEXICO (1) EUROPE/MESA (1) APAC (2)
	3	Warehouses
		USA (1) EUROPE/MESA (2)

We cover all
the world with a
**global geographical
presence**
and
on-site assistance

Our Service Network - Overview



- **Uteco DEMO and Training Centers:** USA
- **Uteco Service Points:** Brazil, Mexico, USA
- **Service Partners:** Mexico
- **Warehouses:** Brazil, Mexico, USA

- **Uteco DEMO and Training Centers:** Italy
- **Uteco Service Points:** Belgium, Dubai, Italy, Nordics, Turkey
- **Service Partners:** South Africa, Turkey
- **Warehouses:** Belgium, Italy

- **Uteco Service Points:** China, India, Vietnam
- **Service Partners:** Australia, India, Japan
- **Warehouses:** Australia

Our Service Offering

We provide a **wide range of services** to support the quality of your production and improve your performances.



1. ON-FIELD ASSISTANCE



2. REMOTE ASSISTANCE



3. UPGRADES



4. SPARE PARTS

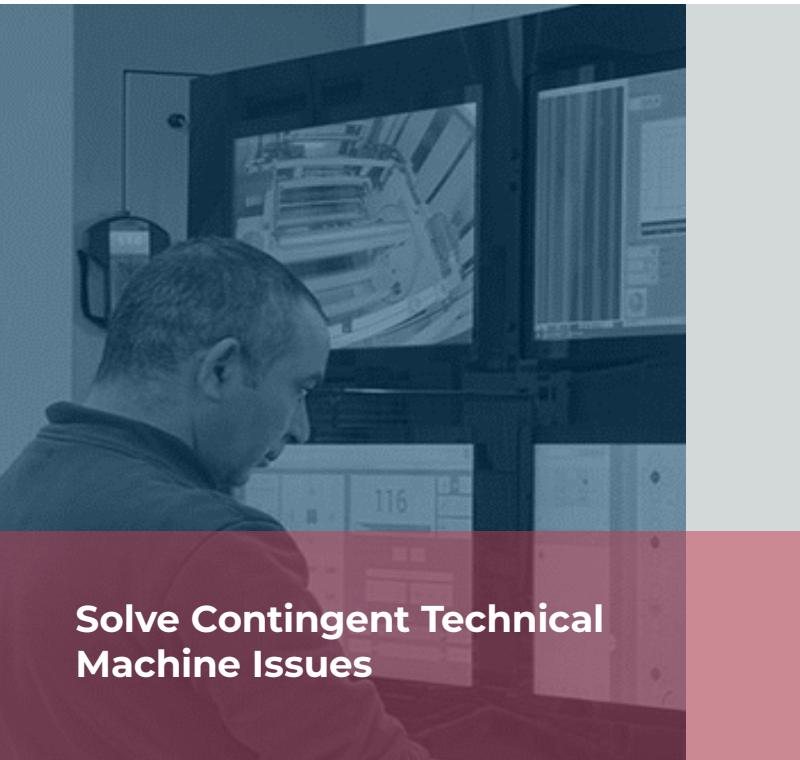


5. EQUIPMENT



1. On Field Assistance: Technical Assistance Service

Find a quick and easy solution for your machine downtimes:
try our **Technical Assistance Service**.



**Solve Contingent Technical
Machine Issues**

We solve contingent and urgent issues and/or damages on our machine at Client Site, with a customized **Technical Assistance Service**, through on-Call procedures.

Professional Support provided on demand by our qualified technicians to address technical problems, ensuring a prompt issues resolution in the shortest timings.



**Best
Professional
Service**



**Fast
Arrival
Ensured**



**Check of
Machine
Status**

1. On Field Assistance: Machine Inspection Service

Reach the full potential of your machines: try our **Machine Inspection Service**.

A machine examination/inspection conducted by **1 Uteco Technician**, based on a **Standard Control Checklist**: a list of thorough checks (**68 Checks**) to be carried out on each machine's unit.

After the inspection, Uteco provides the customer a **Detailed Report** with all the activities carried out and all the improvements from **Machine Inspection**.



1
Uteco
Technician



2
Working
Days



68
Machine
checks



**Reach The Full Potential
Of Your Machine**

1. On Field Assistance: Programmed Maintenance Service

Gain the “peace of mind” over the management of your equipment: try our **Programmed Maintenance Service**.



**Lay The Foundation For a
Long-Lifecycle Machine**

Our **Programmed Maintenance Service** aims at ensuring optimum **Performance** of the printing system at all times, guaranteeing its maximum **Reliability** and reducing Downtimes.

2 types of Programmed Maintenance: **New Machine Maintenance** (and Renewal Plans) and **Running Machine Maintenance**, for **3-years Plans** with precise scheduled visits.



3
Years
Plan



2 Offers
for Running and
New Machines

2. Remote Assistance Service

We guarantee Prompt Assistance from our **Expert Support Team**.

We use the new digital technologies to provide a **24/7** active support via remote **Help-Line systems**.

Constant **Remote Monitoring** of your machine, gauging its performance and timings and offering online solutions for breakdowns.



**24/7
Active
Support**



**Speed &
Efficiency**



**Ensure The Best
Real-Time Remote
Techical Support**

3. Upgrades Service

Enhance your machines with our latest **technology innovations** and stay ahead of the latest **market trends**.



We deliver different **Upgrades** that can increase machines' **Performances** or align/ improve their processes to the latest technological **Market Trends**, in relation to client's needs.

We propose different **Upgrades** clustered according to the type of **Value-add** they bring to the customers' machine.

The 4 clusters are **Performance**, **Quality**, **Efficiency** and **Safety**.



Performance
Improvement



Quality
Improvement



Efficiency
Improvement



Safety
Improvement

4. Spare Parts Service

We guarantee the **optimum operation of your equipment**: our **Spare Parts** are delivered quickly and always at the best price.

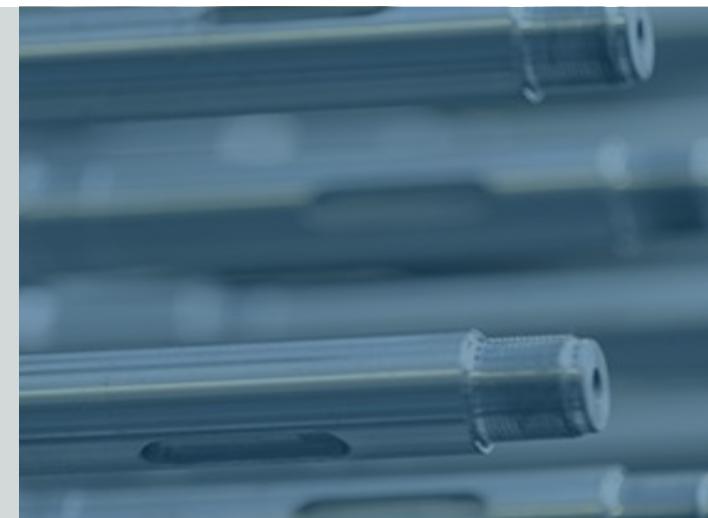
- We offer a list of **Spare Parts**, checked and guaranteed by us, providing also the installation service if needed.
- We reach our clients all over the world to deliver the spare parts **from our closest warehouse**.



15.000
Spare Parts
Available
WW



The Fastest
Delivery
Time



Keep The Machine Value
High Over Time

5. Equipment Service

Your Printing Machine is only the starting point: our **Add-on Equipment Service** is the way to excellence.



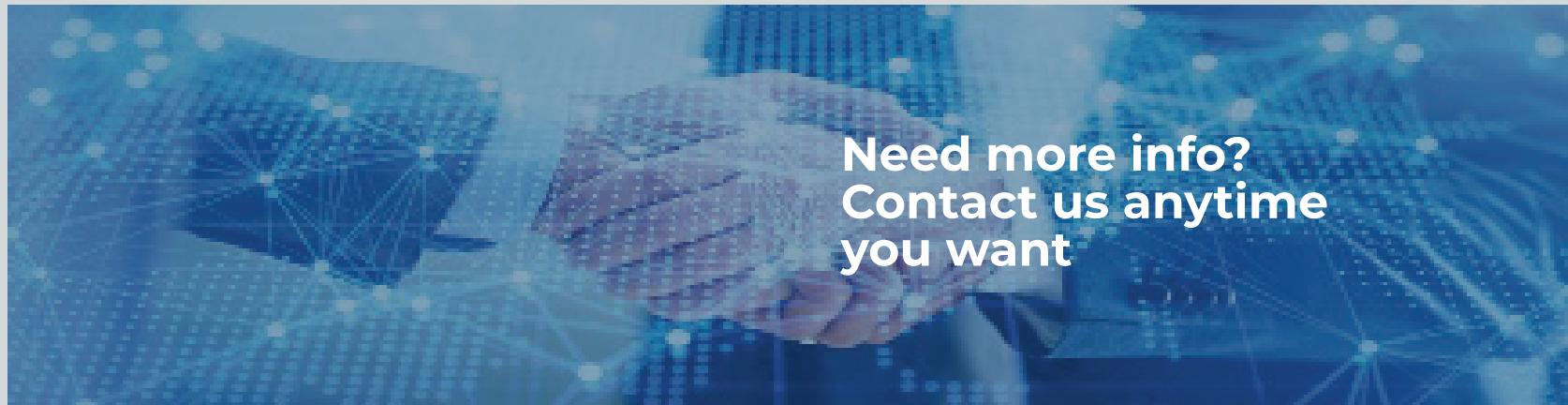
Add The Best Equipment Tools To The Printing Machine

- We offer our **Equipment Catalog**, suited for **specific machines**.
- We offer equipment solutions for the **Quality Control**, the **Transport**, the **Storage Control**, and the **Washing processes**.
- Special tools or equipment added to the specific machine to boost its **Performances** and **Efficiency** bringing it to a new technological standard



Equipment Accessories

Contact Us



**Need more info?
Contact us anytime
you want**

**Would you like to know more
about our company?**

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JOIN THE FLEX-CONVERTING



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