

Uteco Corporate Presentation

July 2022



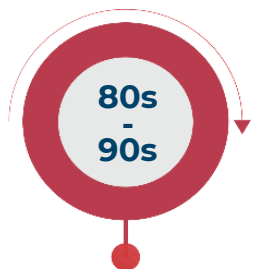
Agenda

01 Company Profile

02 Uteco's Solutions and Services

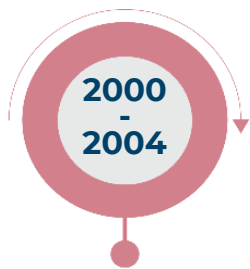
03 Uteco's Main References in the Printing & Converting Industry

Our Group History



Origin

Uteco starts its business in the 80s.
In 1985 the first **Flexographic Presses** line is launched in the market



Restructuring

Uteco implements a **Restructuring Plan** to **strengthen** and consolidate its financial position while **laying** the **foundations** for strong growth in the coming years



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**.



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

2,019

EMPLOYEES WORLDWIDE

~\$3_{BN}

INVESTED BY NB EMPLOYEES ALONGSIDE CLIENTS

~93%

OF CLIENTS' ASSETS
MANAGED BY LEAD
PORTFOLIO MANAGERS
WHO HAVE 20+
YEARS INDUSTRY EXPERIENCE

32

CITIES

96%

RETENTION RATE FOR SENIOR INVESTMENT
PROFESSIONALS SINCE 2008

\$304_{BN}

TOTAL ASSETS
UNDER
MANAGEMENT

25+ YRS

LEAD PORTFOLIO MANAGERS AVERAGE
INDUSTRY EXPERIENCE

1,589

RESEARCH MEETINGS
WITH COMPANY MANAGEMENT TEAMS
AT OUR OFFICES IN 2017

20

COUNTRIES

Our Vision and Mission

Vision

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**



Mission

To **be the best partner in the converting industry** by **offering solutions** that are always **innovative, flexible, robust** and **sustainable**



Our Values



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 association on flexography and rotogravure, where we present our vision and discuss main market trends and development

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



MISSION

Build a Circular Economy for Flexible Packaging

ALONG THE FULL FLEXIBLE PACKAGING VALUE CHAIN



Raw material producers



Ink



Coating & Adhesive suppliers



Film producers



Flexible packaging converters

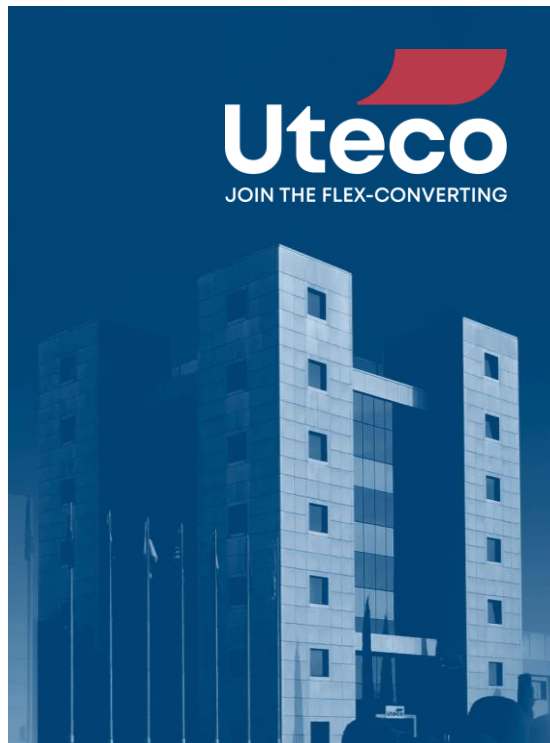


Brand owners



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.

Uteco's Strategic Plan – Development Lines and Enablers

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

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



~400 employees

From design and prototyping to
production, assistance and sales



~ € 120 M

Turnover



3,500+

Machines installed worldwide



45% Flexo Presses



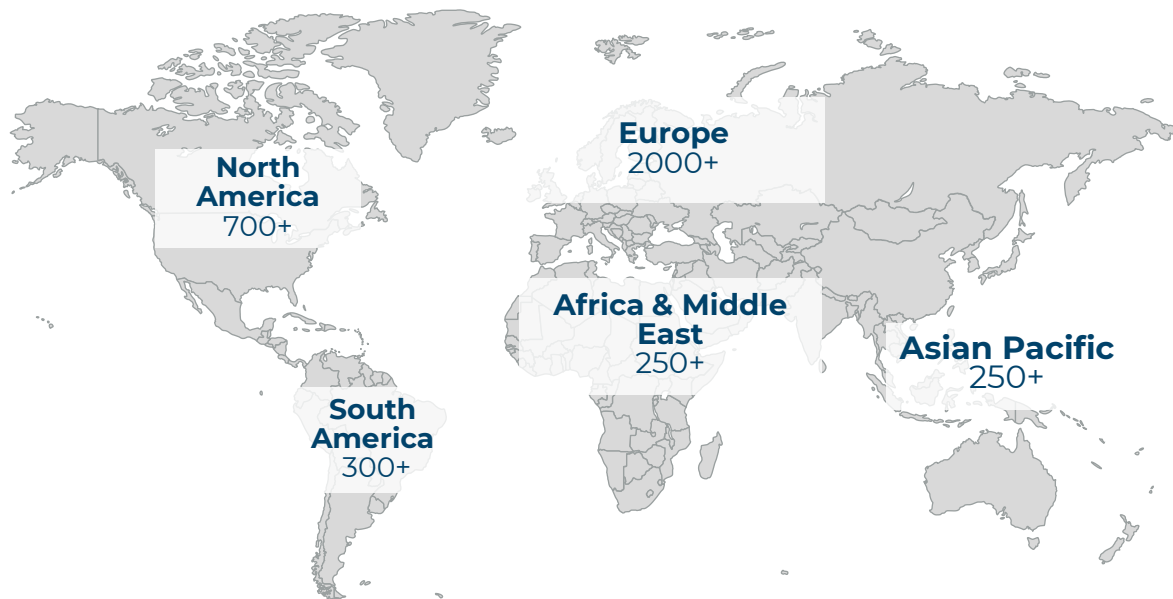
15% Roto Presses



10% Coating & Laminating Machine



30% Hybrid/Special Machines



Our Production Plants



**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

Agenda



















01 Company Profile

02 Uteco's Solutions and Services:

a. Machines Portfolio Overview

03 Uteco's Main References in the Printing & Converting Industry

Printing Solutions – Portfolio Overview

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

Printing Solutions – Flexo CI Overview



Onyx



Onyx XS



Topaz



Crystal



Diamond



Fit for Purpose

- **Custom fit: 7 Main Product Lines** with more than **17 Machine Configurations** available
- **650 Onyx Model** sold worldwide: one of the top seller machineries in the category



Design & Performance

- **Quality** performance over the 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

- 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

- Quality** performance over the time
- Fast Speed Printing**, up to 600 m/min



Easy & Safe to Operate

- 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 client needs



Design & Performance

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



Sustainability

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

Printing Solutions – Full Digital and Digital Hybrid Overview



SAPPHIRE - FULL 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 equipping both machines are the leading top technologies for 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 massive 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 laminate structures (e.g. duplex, triplex)

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b. Customer Services

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Service Global Reach



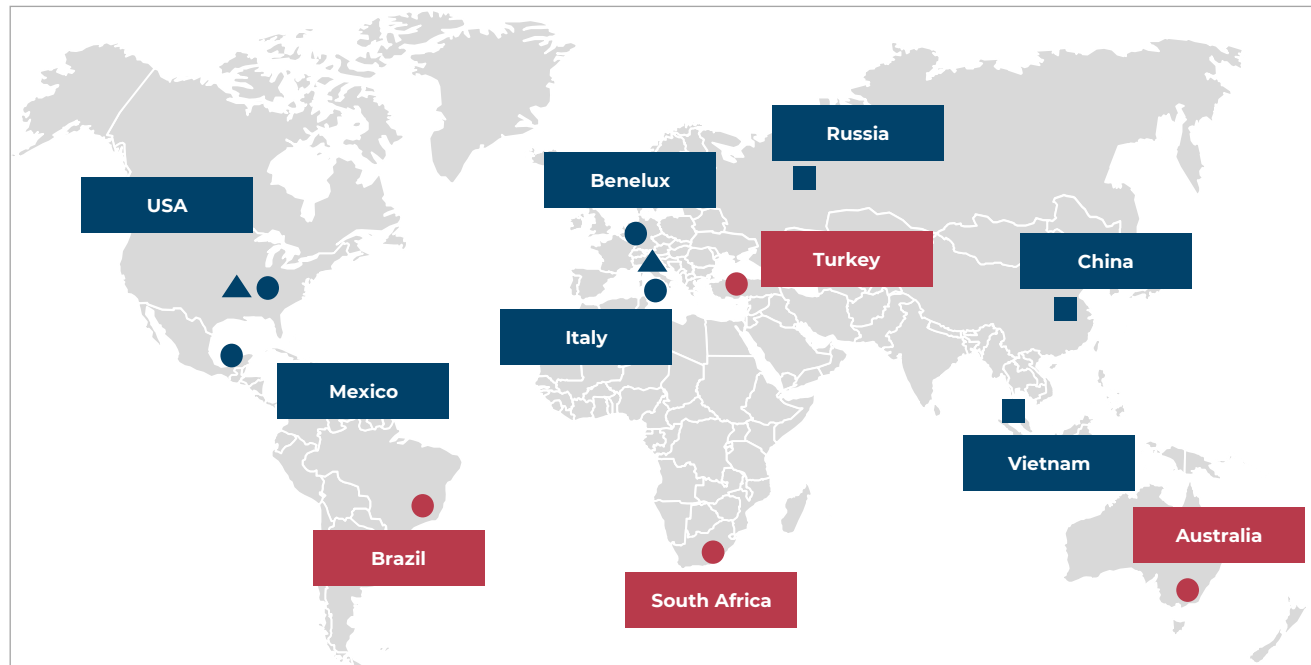
Uteco Service Network

Uteco provides a wide local after-sales service, with a global network of warehouses, service points and local technicians

7 Uteco Service Points

4 Technical Centres

- ▲ **2 Uteco Demo and Training Centres**
- **4 Uteco Service Points and warehouses**
- **3 Uteco Technical Points**
- **4 Technical Centers and warehouses**



Service and Maintenance Packages

“A perfectly
- Tuned Machine -
allows you to reach
full production efficiency and
performances”

Global Converter Plant Manager



**ON-SITE
ASSISTANCE**



MACHINE INSPECTION



PHONE SUPPORT



**PREVENTIVE
MAINTENANCE**



**REMOTE AND VIRTUAL
ASSISTANCE**

Focus on On-Site Assistance and Machine Inspection



ON-SITE ASSISTANCE

Save Money on the **Long Run** with our Subscription Field Service **Packages**:
Save up to **60%** vs **On-Call Assistance**.

SLA	BLOCKED MACHINE	< 2 CALENDAR DAYS
	WORKING MACHINE	< 3 WORKING DAYS
DURATION	3 YEARS	
MACHINES	UP TO 3 MACHINES	
MAN DAYS	15**	
REPLACEMENT PARTS	5% DISCOUNT	
ADD-ONS	FAST ARRIVAL INCLUDED	



MACHINE INSPECTION

Examine the Machine and **Listen** to Client Needs to Provide **Customize Solutions** for Improvement.



1
**UTECO SENIOR
ENGINEER**



2
**WORKING
DAYS**



68
**MACHINE
CHECKS**

Focus on Smart Services – Virtual Reality and Remote Assistance

Augmented and Virtual Reality technologies via tablet application to perform Remote Assistance



Remote Assistance with Mobile and Smart glasses technology:

- **Smart communication** between operators and technicians
- **Travelling cost and times reduction**
- **Hand free** operations
- **Quick** assistance
- **Knowledge Management**



Speed and Efficiency:

- **Repair time reduction**
- **Chat and Video-chat**
- **Simplification** of diagnostics and remote assistance, self-help and user-retrieved information
- **Identification of malfunctioning part**, auto generation of order in e-commerce





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Uteco's Main References – Worldwide



Uteco's Main References – Italian Market





Thank you!

Uteco Converting S.p.A.

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JOIN THE FLEX-CONVERTING