

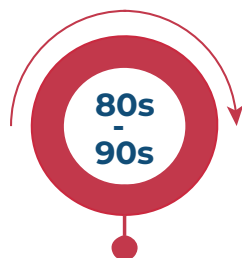


Uteco

COMPANY OVERVIEW

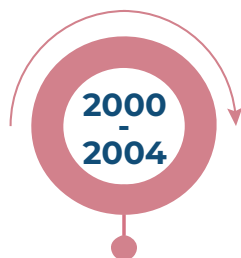


Our History



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 market for 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**.

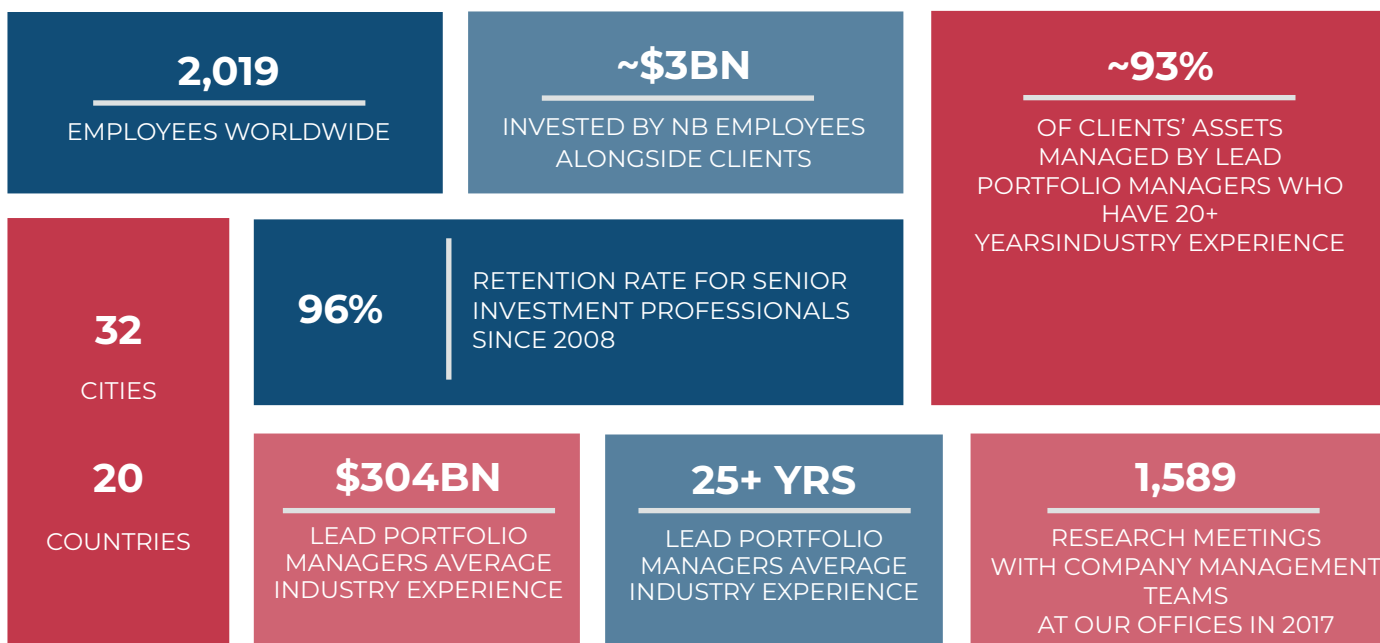


Strategic Development Plan

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.



Our Vision and Mission

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



We aim for a more sustainable future with innovation and flexibility

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

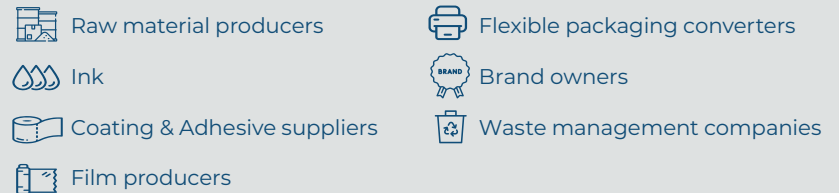
We are proud to participate to **worldwide leading associations** on **flexography and rotogravure printing**.



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



MISSION

Build a Circular Economy for Flexible Packaging

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



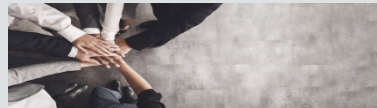
Digital transformation



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**

Our Most Recent Awards for Product Innovation

We have been recognized with **outstanding awards** for our **continuous Product Innovation**.



Le Fonti Awards 2023

For the category **Printing and Converting Solution**

EXCELLENCE OF THE YEAR
for developing innovative and sustainable products



EDP Awards 2022/2023

For the category **Printing Systems** - Commercial Printing

The **Sapphire EVO W** won the **EDP Awards 2022/2023** for contributing to the digitalization of packaging production around the world



German Innovation Awards 2023

For the category **Excellence in Business to Business - Machines & Engineering** for our **Onyx Go flexo CI Press**



Uteco at a Glance and Machine Installed Based

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



~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, in the east area of Verona.



Uteco 1
Headquarter
1985



Uteco 2
ConverDrome®
2007



Uteco 3
2014



Uteco 4
2019



Value Over Time

Discover our machines, where **cutting-edge engineering** meets **unmatched quality** and **robustness** over time for enduring performances.
























Enable the Innovation
and the Sustainability

- Our highly innovative machines are not only productive but built to withstand the test of time, delivering **exceptional performance for years to come**.
- Uteco's unwavering commitment to quality ensures that your investment remains a **solid choice**, providing an impressive return on productivity and profitability.
- Discover the untapped potential of Uteco machines, where **solid value over time** is not just a catchphrase but a testament to our unwavering commitment to excellence.
- Join the ranks of our **satisfied customers** and experience the lasting performance that sets Uteco apart.

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	 NXS300	 Fully Digital	 Rainbow 4.0	 Mistral
MEDIUM RUN	 Onyx  Topaz  Crystal  SIL Family	 NEXT350	 Digital Hybrid	 DuaLam	 Mistral MV  Horizon Duplex
LONG RUN	 Diamond	 NEXT450	 Sapphire VDP	 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 GO



ONYX XS



TOPAZ



CRYSTAL



DIAMOND



ONYX

 <p>Fit for Purpose</p>	<ul style="list-style-type: none"> • 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
 <p>Design & Performance</p>	<ul style="list-style-type: none"> • Quality performance over time • Safe solution design: ergonomic design for operator's wellness and safety; friendly operating system
 <p>R&D</p>	<ul style="list-style-type: none"> • 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 time**
- Fast **printing speed**, 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 – Flexo CI and SIL for Liquid Packaging

Our **Special Flexo CI & SIL Range** dedicated to **Liquid Packaging**.



ONYX
LOP



CRYSTAL
LOP



DIAMOND
LOP



ONYX SIL
LOP



CRYSTAL SIL
LOP



DIAMOND SIL
LOP



Customized Solutions

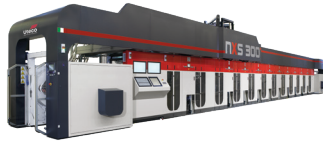
- We provide customized solutions according to **customers' needs**, depending on the end-use applications and production line setting. Our **Flexo Printing technology** can be **combined** with:
 - **Digital Printing**
 - **Rotogravure Printing****All printing technologies fit** UV/UV-Led, Solvent or Water Based Inks – mid or wide web applications



Unique Capabilities for Techs Hybridization

- We have unique Capabilities to provide **both CI and SIL flexo technologies**, manufacturing special **hybrid printing machineries**, combining different printing technologies

Printing Solutions – Rotogravure Overview



NXS 300



NEXT 350



NEXT 450

 Flexibility	<ul style="list-style-type: none">• Custom fitted products• High flexibility in responding to clients' needs
 Design & Performance	<ul style="list-style-type: none">• Robust design• Quality performance over time• Safe solution design: ergonomic design for operator's wellness and safety
 Sustainability	<ul style="list-style-type: none">• Our latest rotogravure machines have reached an high level of energy saving vs the comparable market solutions:<ul style="list-style-type: none">- 27% of energy consumption*- 45% of waste for each run*

* Vs Comparable Market Machine



Printing Solutions – Digital Printing Presses Overview



FULLY DIGITAL



DIGITAL HYBRID



SAPPHIRE VDP



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	<ul style="list-style-type: none">• All Uteco's laminators work with solventless technology and adhesives, ranging from Traditional adhesives to innovative ones introduced with Dualam
 Versatile and Flexible	<ul style="list-style-type: none">• 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	<ul style="list-style-type: none">• 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	<ul style="list-style-type: none">• Lamination with multiple technologies: solventless, water-based and solvent-based• Coating of Cold Seals, Varnishes, Lacquers
	High-Performing	<ul style="list-style-type: none">• The machines are equipped with powerful drying systems, enabling fast speed productions
	Special Machines	<ul style="list-style-type: none">• 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)

Our Automation Systems for Printing & Converting

OUR AUTOMATION SYSTEMS



Sleeve Changeover
Automation Techs

SLEEVEBOT®

SLEEVELIFT



Reel Changeover
Automation Techs

REELBOT

REELLIFT



Printing
Automation Techs

ACTIVESTART

ACTIVEDRY®

ACTIVEINK



Our Automation Technology for Sleeves Changeover – SleeveBOT®



SLEEVEBOT®



The Most Cost Effective

- **Single adaptable gripper** not requiring special sleeves or mandrels; the gripper **adapts** to all the existing sleeves' formats



The Most Productive

- **<10 min for Sleeve Changeover**



The Safest & Most Robust

- **100% process accuracy and repeatability with full operators safety**

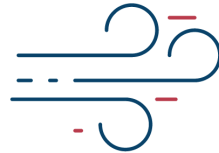
Our Automation Technologies for Sustainability & Efficiency



ACTIVESTART

Printing Pressure & Register Automation

- ✓ Only 8m material waste at each start-up
- ✓ +240h production/year



ACTIVEDRY[®]

Drying System Automation

- ✓ -50% energy consumption



ACTIVEINK

Ink Pumping Automation

- ✓ -60% energy consumption
- ✓ -40% solvent consumption
- ✓ -50% pumps maintenance costs

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**



Our Service Network - Overview

We provide a **local after-sale service** with a **global approach**.

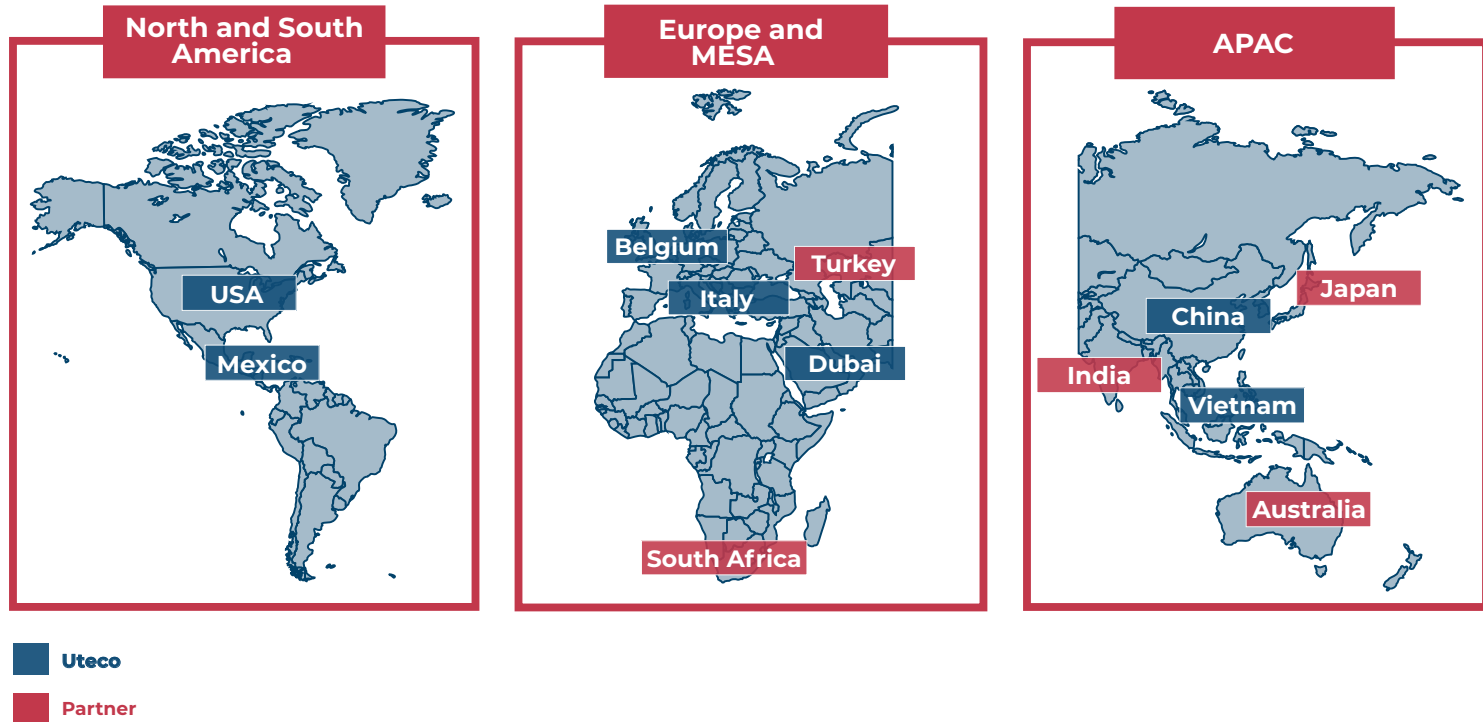
SERVICE NETWORK		AREA
	2 Demo and Training Centers	USA (1) EUROPE/MESA (1)
	5 Service Points	USA (1) EUROPE/MESA (2) APAC (2)
	5 Service Partners	EUROPE/MESA (2) APAC (3)
	4 Warehouses	USA (1) EUROPE/MESA (2) APAC (1)

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



Our Service Network - Geographical Scope

Our **geographical presence** has a worldwide coverage.



Our Service Offering

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



1. ASSISTANCE ON-SITE



2. REMOTE ASSISTANCE
(Smart Glass Enabled)



3. MAINTENANCE SERVICE



4. UPGRADES



5. SPARE PARTS



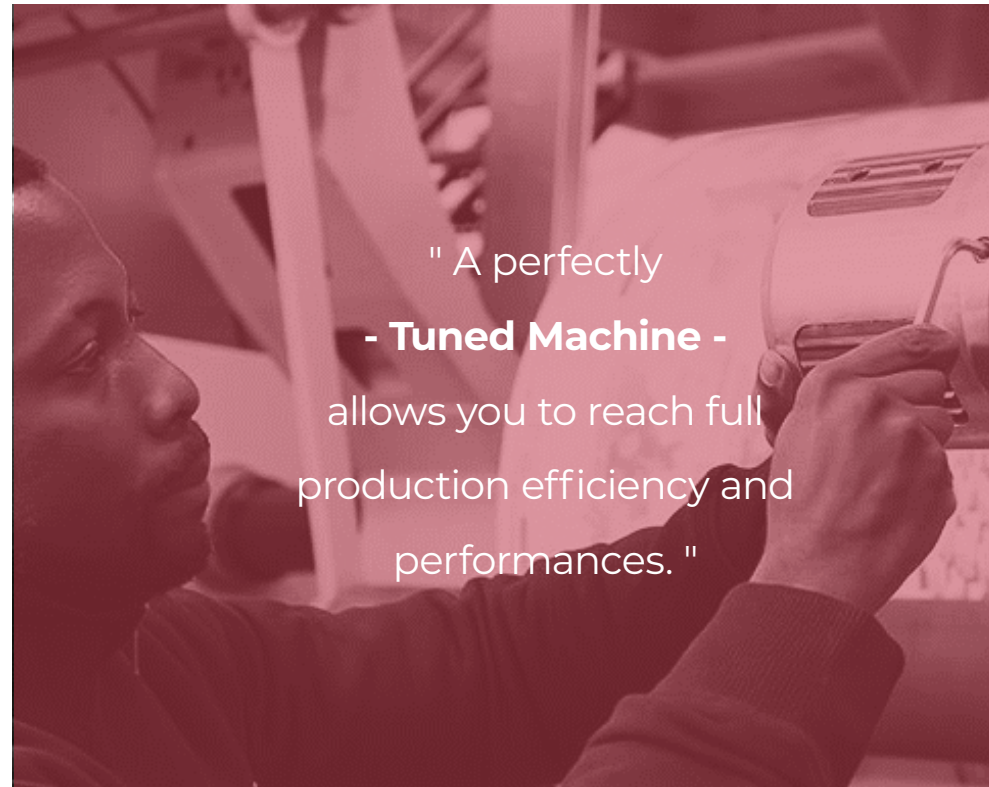
6. EQUIPMENT



7. TRAINING




**8. PROCESS ENGINEERING
SUPPORT**



1A. Assistance On Site: Technical Assistance Service

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



We help and assist you for
all your needs and 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 timing.



**Best
Professional
Service**



**Fast
Arrival
Ensured**



**Check of
Machine
Status**

1B. Assistance On-Site: Machine Inspection

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 key machine's unit.

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



1
Uteco
Technician



2
Working
Days



68
Machine
checks



Reach the Full Potential
of your Machine



2. Remote Assistance (Smart Glass Enabled)

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



Digital Technologies
ensure best Real-Time
Technical Support

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**



**Prompt and
Efficiency
Support**



**Smart Glass
Enabled
Support**

3. Maintenance Service

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

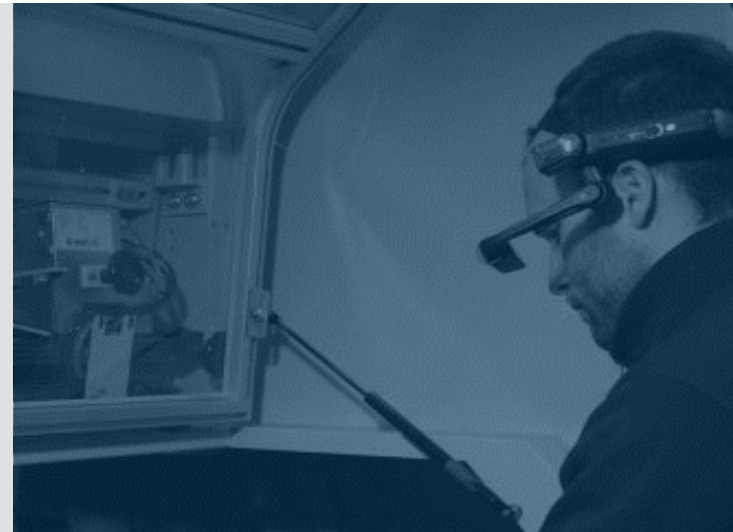
- Our **Programmed Maintenance Service** aims at ensuring optimum **Performance** of the printing system at all times, guaranteeing its maximum **Reliability** and reducing **Downtimes**.
- 2 types of Programmed Maintenance: **New Machine Maintenance** (and Renewal Plans) and **Running Machine Maintenance**, for **3-years Plans** with precise scheduled visits.



3
Years
Plan



2 Offers:
Running and
New Machines



Laying the Foundation
for a Long-Time
Machine Lifecycle

4. Upgrades

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

Uteco delivers 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**.

Improve your Processes'
Performance & Efficiency



**Performance
Improvement**



**Quality
Improvement**



**Efficiency
Improvement**



**Safety
Improvement**

5. Spare Parts

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

- Uteco offers a list of **Spare Parts**, checked and guaranteed by us, which provides also the installation service.
- 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**

**The value of your
Machine remains
High Over Time**



6. Equipment

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

Your Printing
Machine is only
the Starting Point

- We offer our **Equipment Catalog**, suited for **specific machines**.
- We offer equipment solutions for the **Quality Control**, for the **Transport** and **Storage Control**, and for 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**

7 & 8. Training & Process Engineering Support

We offer a great variety of **training courses** and complete packages of **engineering consultancy support**.

- The **Training** of your employees is key for the best performance of your equipment and the quality of your products.
- It is only with the best trained expertise that you can gain **competence** and **autonomy** in key machine processes and exploit the **full potentials** of your machines, ensuring long term **competitiveness**.



Certified Training
Expertise



Know how diffusion
& management



The best Trained
Employees for the
maximum machine
performances



Contact Us



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

Contact Us



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

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Telephone
+39 045 6174550





JOIN THE FLEX-CONVERTING



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