



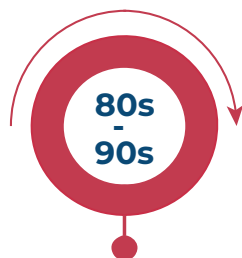
# Uteco

## COMPANY OVERVIEW



# Our History

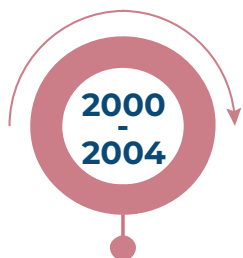
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## Origin

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



## Restructuring

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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

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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

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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

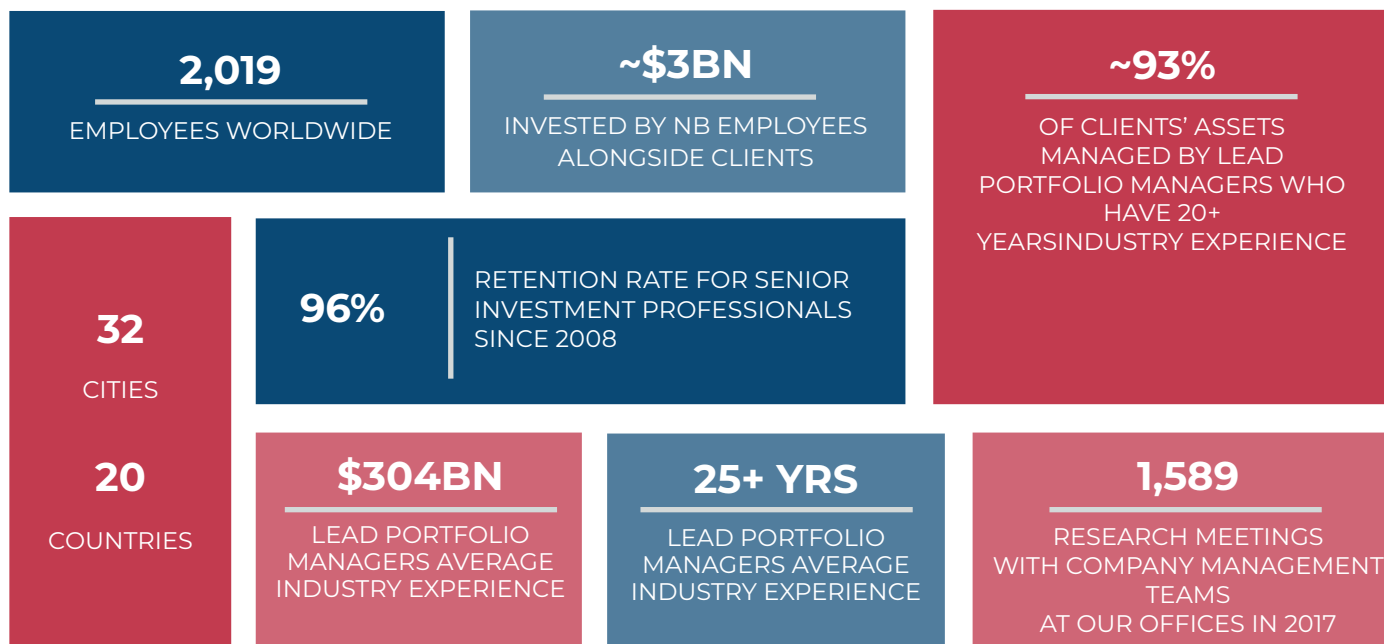
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New Strategic Plan is launched in order to guarantee **strong growth** in the **coming years**, making sure Uteco continues the **technological leadership** and **worldwide recognition**.

## Our Ownership

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



AT OUR OFFICES IN 2017



## Our Vision and Mission

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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

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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**.



prohelia



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**



**Build a Circular Economy for Flexible Packaging**



Raw material producers



Flexible packaging converters



Ink



Brand owners



Coating & Adhesive suppliers



Waste management companies



Film producers

## Our New Positioning

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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	
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**



## Our Most Recent Awards for Product Innovation



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



**GOOD DESIGN AWARDS**



## 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 m<sup>2</sup>**



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

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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	Solventless Laminators	Coaters & Laminators
SHORT RUN	 <p>Onyx XS    Quarz    <b>NEW</b> ONYXGO</p>	 <p>NXS300</p>	 <p>Sapphire</p> <p><b>NEW</b> Sapphire VDP</p>	 <p>Rainbow 4.0</p>	 <p>Mistral</p>
MEDIUM RUN	 <p>Onyx    Topaz</p> <p>Crystal    SIL Family</p>	 <p>NEXT350</p>		 <p>DuaLam</p>	 <p>Mistral MV    Horizon Duplex</p>
LONG RUN	 <p><b>NEW</b> ONYXRACE    Diamond</p> <p>NEXT450</p>	 <p>Rainbow EVO    Horizon Triplex    <b>EXTRUSION NEW</b> LEVANTE</p>			
Special Machines	<p><b>Special solutions</b> allow to:</p> <ul style="list-style-type: none"> <li>• Combine <b>2 or more technologies</b></li> <li>• <b>Designed to Fit</b> solutions satisfy customer specific needs</li> </ul>			<p>Flexo + Roto Flexo + Digital Flexo + Laminating</p>	<p>Roto + Laminating Flexo + Digital + Roto Roto + Digital</p>



# 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**
- Safe solution design: **ergonomic design** for operator's 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 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 for Liquid Packaging

Our **Special Flexo CI** dedicated to **Liquid Packaging**.



ONYXRACE LqP



### 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

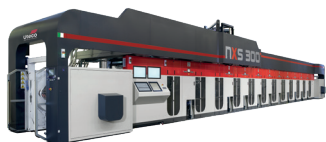


### Unique Capabilities for Techs Hybridization

- 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

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

\* Vs Comparable Market Machine



# Printing Solutions – Digital & Hybrid Printing Presses Overview



**DIGITAL HYBRID**



**SAPPHIRE VDP  
Off-line**



**SAPPHIRE VDP  
In-line**



## **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

# Laminating Solutions – Overview






RAINBOW 4.0



RAINBOW EVO



DUALAM

 <p><b>Solventless</b></p>	<ul style="list-style-type: none"> <li>All Uteco's laminators work with <b>solventless technology</b> and adhesives, ranging from Traditional adhesives to innovative ones introduced with DuaLam</li> </ul>
 <p><b>Versatile and Flexible</b></p>	<ul style="list-style-type: none"> <li>The Product Family covers the <b>full range of customer needs</b> for Solventless Lamination: from Short-Runs with frequent job changeovers to Long-Runs productions</li> </ul>
 <p><b>Compact and Robust Design</b></p>	<ul style="list-style-type: none"> <li>Compact and Robust design to reduce the occupied space within the production area</li> <li>Rainbow 4.0 is a plug &amp; play solution, meaning <b>no need to disassemble the machine</b> for transportation</li> </ul>



# Coating & Laminating Solutions – Overview



MISTRAL



MISTRAL MV






HORIZON DUPLEX



HORIZON TRIPLEX

LEVANTE

 <p><b>Versatile</b></p>	<ul style="list-style-type: none"> <li>• Lamination with <b>multiple technologies</b>: solventless, water-based and solvent-based</li> <li>• Coating of Cold Seals, Varnishes, Lacquers</li> </ul>
 <p><b>High-Performing</b></p>	<ul style="list-style-type: none"> <li>• The machines are equipped with <b>powerful drying systems</b>, enabling fast speed productions</li> </ul>
 <p><b>Special Machines</b></p>	<ul style="list-style-type: none"> <li>• The machines can be configured in such a way to satisfy customer needs: <b>multiple coating technologies</b> (e.g. flexo, semi-flexo, roto); <b>different laminating structures</b> (e.g. duplex, triplex)</li> </ul>

# Our Automation Systems for Printing & Converting

## OUR AUTOMATION SYSTEMS



Sleeve Changeover  
Automation Techs

**SLEEVEBOT**<sup>®</sup>  
**SLEEVELIFT**



Reel Changeover  
Automation Techs

**REELBOT**  
**REELLIFT**



Printing  
Automation Techs

**ACTIVESTART**  
**ACTIVEDRY**<sup>®</sup>  
**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<sup>®</sup>

### 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

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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**.

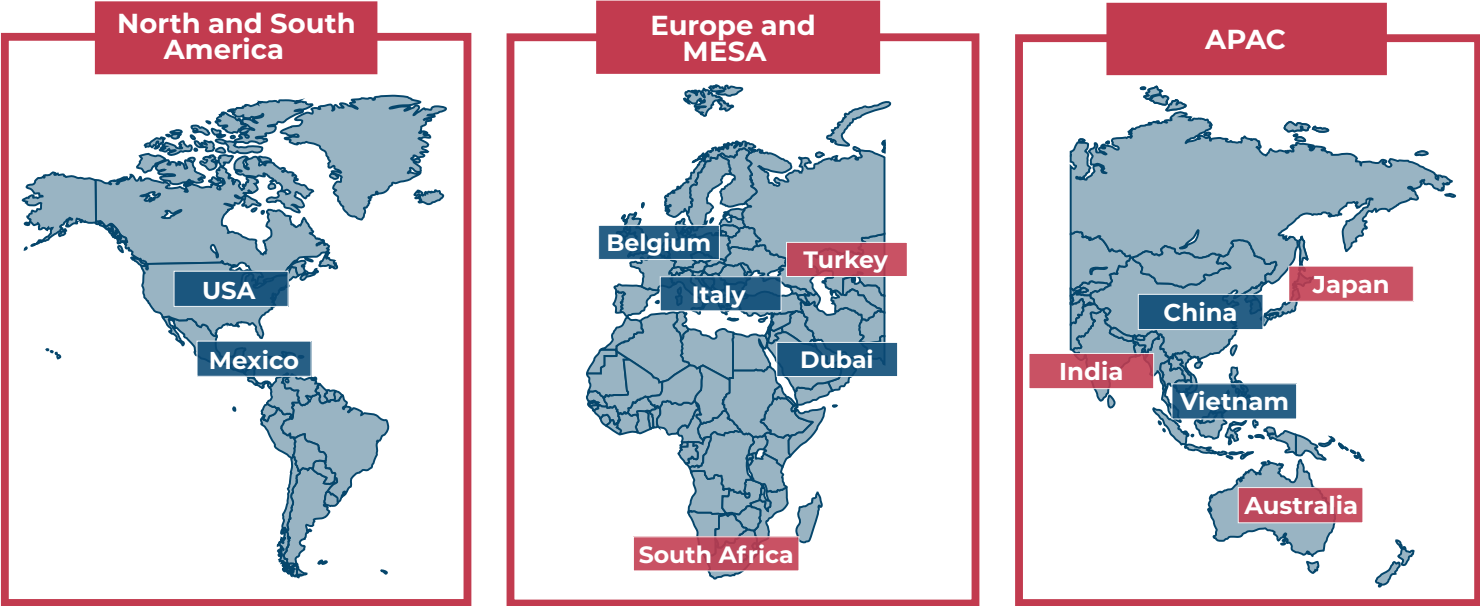
SERVICE NETWORK		AREA
	<b>2</b> Demo and Training Centers	USA (1) EUROPE/MESA (1)
	<b>5</b> Service Points	USA (1) EUROPE/MESA (2) APAC (2)
	<b>5</b> Service Partners	EUROPE/MESA (2) APAC (3)
	<b>4</b> Warehouses	USA (1) EUROPE/MESA (2) APAC (1)

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.



- Uteco
- Partner

PRENDI DA BROCHURE SERVICE

## Our Service Offering

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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**



" A perfectly  
**- Tuned Machine -**  
allows you to reach full  
production efficiency and  
performances. "



## 1A. Assistance On Site: Technical Assistance Service

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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

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

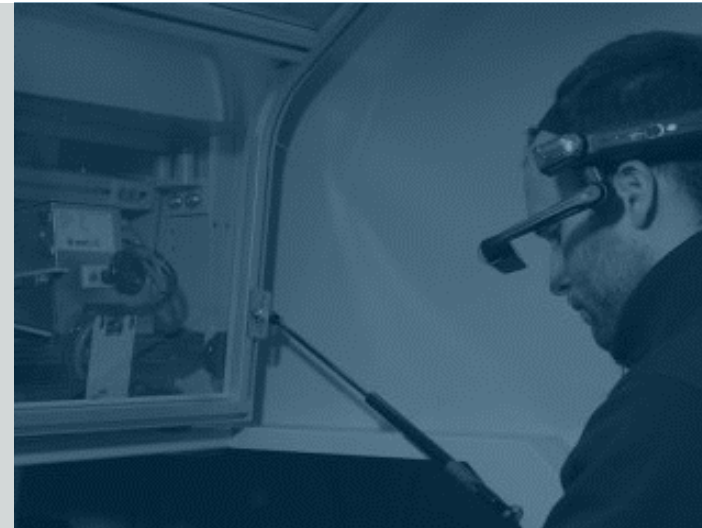
- Our **Programmed Maintenance Service** aims at ensuring optimum **Performance** of the printing system at all times, guaranteeing its maximum **Reliability** and reducing **Downtimes**.
- 2 types of Programmed Maintenance: **New Machine Maintenance** (and Renewal Plans) and **Running Machine Maintenance**,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



Improve your Processes'  
Performance & Efficiency

- 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**.



**Performance  
Improvement**



**Quality  
Improvement**



**Efficiency  
Improvement**



**Safety  
Improvement**



## 5. Spare Parts

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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

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

- 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.

Your Printing  
Machine is only  
the Starting Point

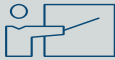


**Equipment  
Accessories**

## 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

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

## Contact Us

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

**Here's how to reach us!**

Email  
[utecovr@uteco.com](mailto:utecovr@uteco.com)

Website  
[www.uteco.com/en/support](http://www.uteco.com/en/support)

Telephone  
**+39 045 6174550**





**JOIN THE FLEX-CONVERTING**



DATA EILASCIO

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