



Uteco

COMPANY OVERVIEW



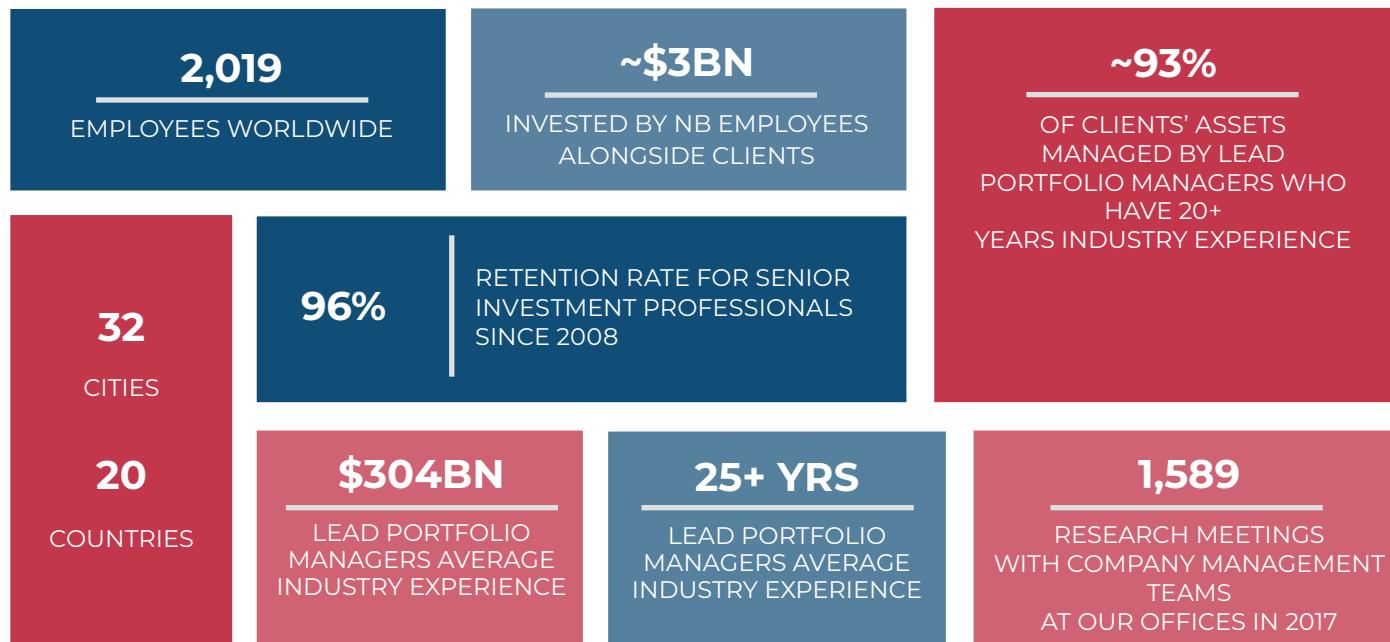
Our History



Origin	Restructuring	Business Growth	New Industrial Ownership	Strategic Development Plan	The Flex Converting Alliance (FlexCA)
<p>We start our business in the 80s. In 1985 the first Flexographic Presses line is launched in the market.</p>	<p>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.</p>	<p>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.</p>	<p>The Ownership changes from family-owned business to Private Equity Fund. NB Renaissance Partners Private Equity Fund acquires a majority stake in Uteco.</p>	<p>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.</p>	<p>Launch of the Flex-Converting Alliance. FlexCA is an Alliance of Companies through binding Equity Agreements to offer the widest portfolio in the converting Industry covering Extrusion, Printing & Slitting. FlexCA current companies are: Uteco, Vision, GAP, BIMEC, CMG, SMARTJET.</p>

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

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



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**



**Build a Circular Economy for
Flexible Packaging**



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.



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** in the next 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** and **Corporate Sustainability**.



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 (Verona).



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

Robustness for Value Over Time

Our **Best Value** yet: **Robustness**.



At Ut eco, we understand the importance of investing in machinery that not only delivers cutting-edge technology and design but also **stands the test of time** thanks to its **robust build**. Our machines are meticulously crafted in Italy, blending exquisite aesthetics with the latest advancements in technology. With an average of 15 years, **our machines ensure the longest lifespan in the market**.

We take pride in providing our customers with beautifully designed, technologically advanced machines that **provide optimal operation for an extended period of time**.

Robustness for Value Over Time

What does **Robust** mean for **Uteco**?



Unmatched Durability

With an average lifespan of 15 years, **Uteco machines are solidly built to withstand the test of time**, delivering **exceptional performance** and **consistent results** year after year.



Timeless Innovation

Uteco machines embody the perfect fusion of Italian craftsmanship, advanced technology, and enduring design, resulting in **robust machines that remain relevant and reliable for longer and longer periods of time**.



Optimal Operation

Uteco empowers businesses to operate at their full potential by providing machines that **optimize production efficiency**, **reduce downtime**, and **enhance overall profitability**.



Sustainable Investments

By choosing Uteco, companies make a **sustainable investment** and **reduce the total cost of ownership**, lowering the probability of non-planned interventions and maximizing their return on investment.



Our Printing Solutions – Portfolio Overview

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

FLEXO			ROTO	DIGITAL				
CENTRAL IMPRESSION		STACK/SIL						
SHORT RUN								
								
								
MEDIUM RUN								
LONG RUN								

Our Down-Stream Units (DSU)
Roto/Flexo/Hybrid Roto-Flexo/Stack

DSU^R

DSU^F

DSU^X

DSU^K

Our Coating, Laminating & Extrusion Solutions – Portfolio Overview

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

			LAMINATING	COATING & LAMINATING	EXTRUSION COATING		
SHORT RUN		Rainbow 4.0		PRISMA CLG			
	SPECIAL MACHINE		DuaLam		Mistral MV		Horizon Duplex
		Rainbow EVO		Horizon Triplex	LEVANTE D-T-LqP Duplex, Triplex and Liquid Packaging Configurations		

Printing Solutions – Flexo CI Overview



TOPAZ



ONYX XS



ONYXGO



ONYXOMNIA



ONYX



CRYSTAL



ONYXRACE



DIAMOND

NEW

NEW

NEW



Fit for Purpose

- 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

	<p>Fit for Purpose</p> <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.
	<p>Design & Performance</p> <ul style="list-style-type: none">Quality performance over timeFast printing speed, up to 600 m/min
	<p>Easy & Safe to Operate</p> <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.

LqP Solutions – Special Machines for Liquid Packaging

The best **Solutions** designed specifically for **Liquid Packaging**.



ONYX RACE LqP



LEVANTE LqP



Design & Performance

- **Enhanced Drying Capacity**
- **Versatile Configurations** (e.g. available both face-down and face-up for creasing and punching)
- **Seamless Integration** with special **Equipments** (e.g. Special Unwiders/ Rewinders, Creasing & Punching)



Robustness

- **Greatest Robustness** for printing heavy-duty material
- **Our Long-lasting Experience** with **Liquid Packaging** printing ensures unique technological capabilities in the market.

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**
- **Safe solution design:** ergonomic design for operator's wellness and safety



Sustainability

- Our latest rotogravure machines have reached a 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 – Digital Printing Presses Overview



SAPPHIREAQUA



SAPPHIRELUCE



SAPPHIREVDP
Variable Data Printing
Off-line Solutions



VDP PACK
Variable Data Printing
In-line Solutions



Market Leading Digital Printing technologies

- **Widest offering of Digital Printing solutions:** Fully Digital, Digital Hybrid and Variable Data Printing (e.g. QR Codes, Matrix Codes)



Innovation Pioneer

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

SPECIAL
MACHINE



Solventless

- All Uteco's laminators work with **solventless technology** and adhesives, ranging from Traditional adhesives to innovative ones 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 and Extrusion Coating Solutions – Overview



PRISMACLG



MISTRAL MV



HORIZON
DUPLEX



HORIZON
TRIPLEX



LEVANTE
D-T-LqP



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)

Our New Down-Stream Unit (DSU) - Overview

Our machines can be equipped with our new **Down-Stream Units (DSU)**

DSU Types

DSU^R

Roto

DSU^F

Flexo

DSU^X

Hybrid Roto-Flexo

DSU^K

Stack

(2 Printing Units)



OUR AUTOMATION SYSTEMS



Sleeve Changeover
Automation Techs

SLEEVEBOT®
SLEEVELIFT



Printing
Automation Techs

ACTIVESTART
ACTIVEDRY®
ACTIVEINK

Our Automation Technology for Sleeves Changeover



SLEEVEBOT®

Fully Automatic Solution

 The Most Cost Effective	<ul style="list-style-type: none">• Single adaptable gripper not requiring special sleeves or mandrels; the gripper adapts to all the existing sleeves' formats
 The Most Productive	<ul style="list-style-type: none">• <6 min for complete Sleeves Changeover (*)• <1 min for a single complete Sleeve Changeover
 The Safest & Most Robust	<ul style="list-style-type: none">• 100% process accuracy and repeatability with full operators safety

(*) considering 6 colors change

Our Automation Technology for Sleeves Changeover



SLEEVE LIFT

Semi-Automatic Solution



The Most Ergonomic

- **Single moving platform** embedding **two frontal trolleys** to load the sleeves and guarantee the **most ergonomics and safest changover operations**.



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

FlexCA – The Flex-Converting Alliance

The **New Alliance** for the **Converting**.



FlexCA is an **Alliance of Companies** through **binding Equity Agreements** to offer best-in-class products to Converting Industry.

The widest and unique Portfolio in the Converting Industry, covering **Extrusion, Printing & Slitting**.

The FlexCA – Current partners

Current **FlexCA** partners with **end-to-end solutions** for **Converting Industry**.

EXTRUSION



Single Bubble
Extrusion
Technologies
(3-5-7 Layers)



Specialty
Extrusion
Technologies

PRINTING



Printing, Coating
& Laminating
Machines



Single-Pass
Industrial Inkjet
Printers

QUALITY CONTROL



Vision Systems for
Quality & Process
Control

SLITTING



Slitter
Rewinders
Machineries

Our Company

Printing and Converting: All Round **High Tech Innovation.**



We provide innovative and flexible solutions from a wide range of **flexographic, rotogravure, digital printing, laminating and coating machines** and a corollary of comprehensive training and support services.

We develop **special and customized configurations** of high technological value, with an ongoing commitment to research and **innovation, organizational flexibility, engineering capabilities for final solutions**, optimization of production processes, and a fast and efficient worldwide service network.

Our Service Network - Overview

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

SERVICE NETWORK	AREA
 2 Demo and Training Centers	NORTH & SOUTH AMERICA (1) EUROPE/MESA
 8 Service Points	NORTH & SOUTH AMERICA (2) EUROPE/MESA (5) APAC (1)
 7 Service Partners	NORTH & SOUTH AMERICA (2) EUROPE/MESA (3) APAC (2)
 4 Warehouses	NORTH & SOUTH AMERICA (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.

North & South America



- **Uteco DEMO and Training Centres:** USA
- **Uteco Service Points:** USA & Mexico
- **Service Partners:** Brazil & Chile
- **Warehouse:** USA

Europe & MESA



- **Uteco DEMO and Training Centres:** Italy
- **Uteco Service Points:** Belgium, Italy, Spain, Dubai, Nordics
- **Service Partners:** South Africa, Turkey, India
- **Warehouse:** Italy, Belgium

APAC

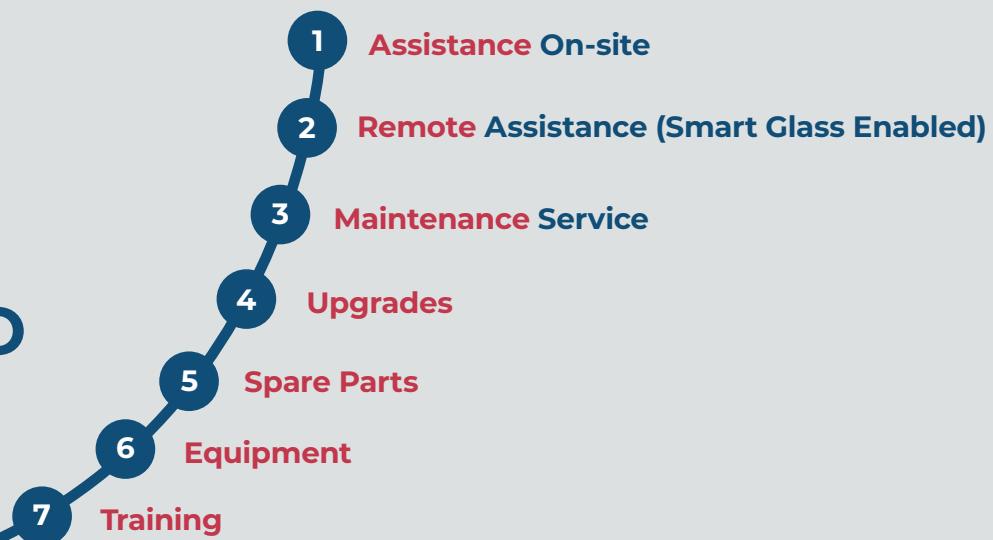


- **Uteco Service Points:** Singapore
- **Service Partners:** Australia, Japan
- **Warehouse:** Japan

Our Services

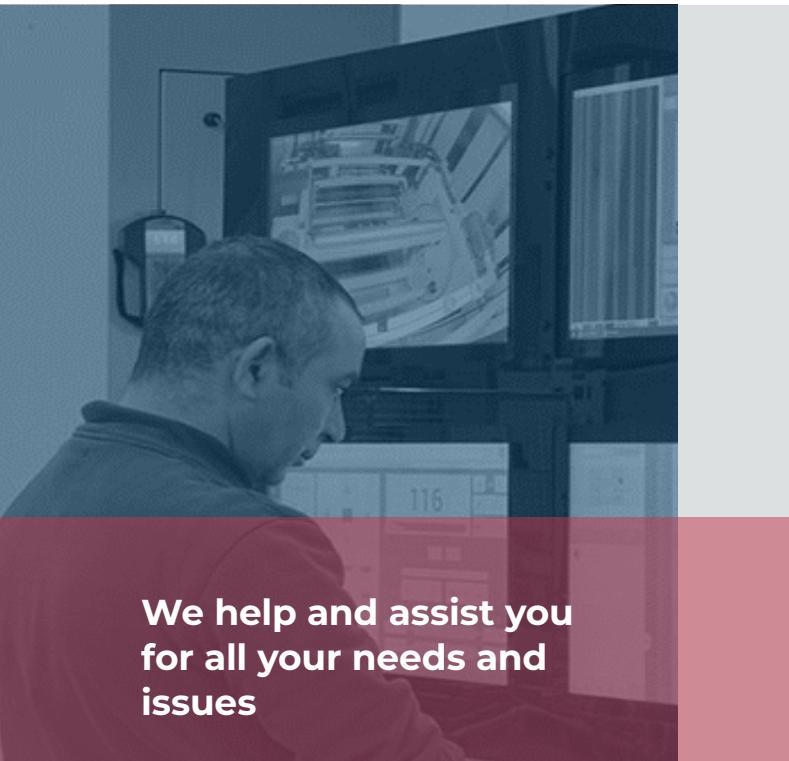
All Round Solutions for Taking Care of your **Uteco Machines**.

OUR SERVICE PORTFOLIO



1A. Assistance On Site: Technical Assistance Service

Find a quick and easy solution for your machine downtimes: **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 provide 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 uses 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.



**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

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

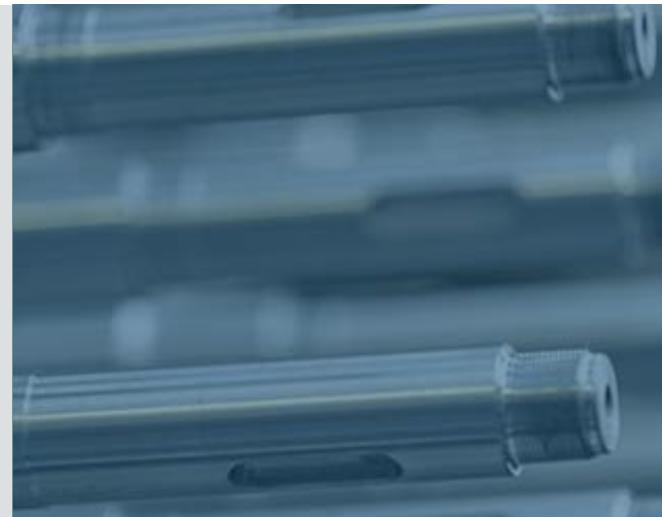
- Uteco offers a list of checked and guaranteed **Spare Parts**.
- We reach our clients all over the world to deliver the spare parts **from our closest warehouse**.



15.000
Spare Parts
Available
WW



The Fastest
Delivery
Time

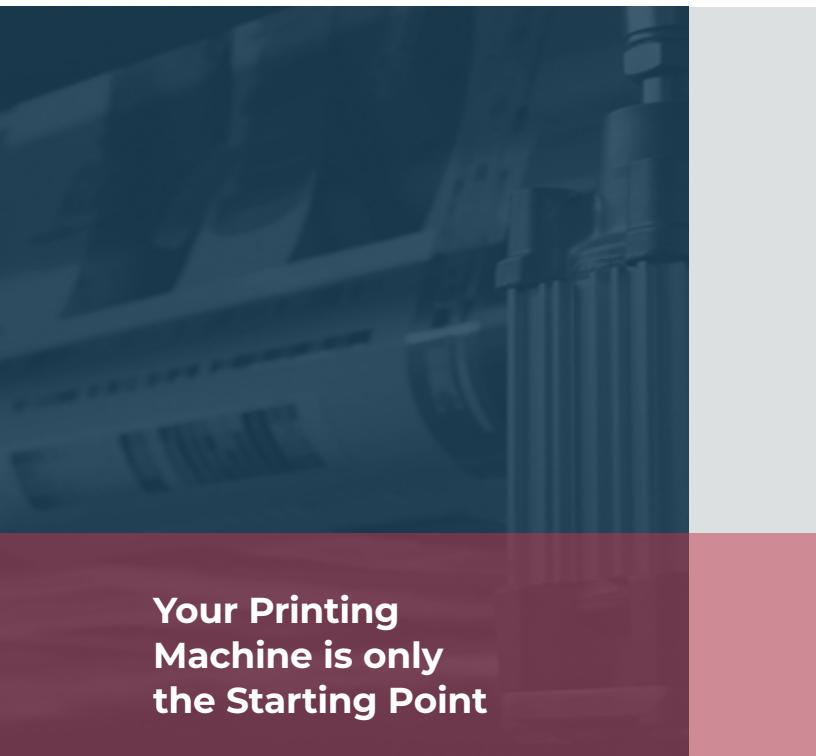


The value of your
Machine remains
High Over Time



6. Equipment

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



- 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. Training

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.
- Expert guidance and technical assistance to **optimize and improve manufacturing or production processes**, ensuring efficiency, quality, and safety.



Contact Us - Assistance Service

CONTACT CENTER 24/7 ASSISTANCE SERVICE

Uteco Italy

+39 045 452 0003



Uteco Singapore

+65 312 981 22



Uteco Mexico

+52 722 931 0950



Uteco France & Belgium

+32 524 692 70



Uteco USA

+1 470 594 5496



Contact Us

Would you like to know more
about our company?

Here's how to reach us!

Email
utecovr@uteco.com

Website
www.uteco.com/en/support

Telephone
+39 045 6174550



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Uteco Converting SpA

Viale del Lavoro, 25
37030 Colognola ai Colli (VR)
Ph: +39 045 6174555
utecovr@uteco.com
www.uteco.com



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