

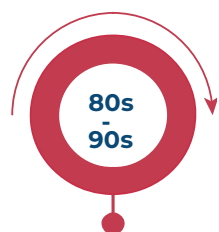


Uteco

COMPANY OVERVIEW

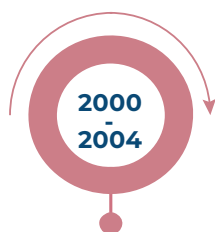


Our History



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.



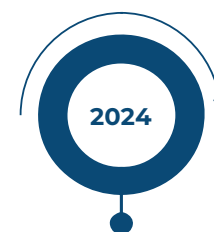
New Industrial Ownership

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**.

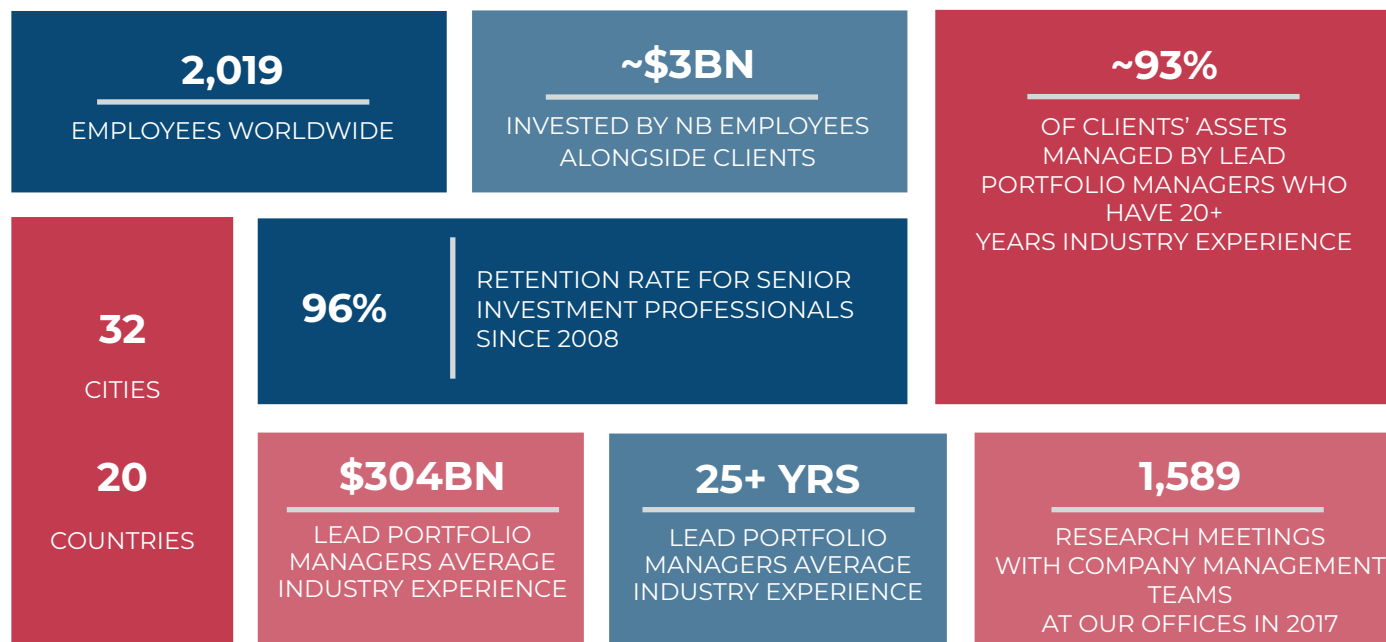


The Flex Converting Alliance (FlexCA)

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**.

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



Raw material producers



Flexible packaging converters



Ink



Brand owners



Coating & Adhesive suppliers



Waste management companies



Film producers



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**.



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 Uteco, 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**.







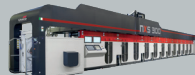



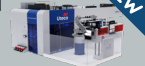





Sustainable Investments

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.



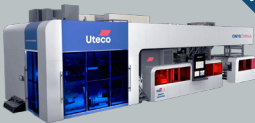




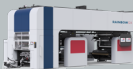





Our Analog Printing – Portfolio Overview

Uteco offering for **Flexo** and **Roto** printing machines.

FLEXOGRAPHIC PRESSES		ROTOGRAVURE PRESSES				
CENTRAL IMPRESSION		STACK/SIL				
SHORT RUN	 Onyx XS	 ONYXGO	 Quarz Stack	 Onyx SIL	 NXS300	
	 Topaz	 Onyx	 Crystal	 ONYXRACE	 Crystal SIL	 NEXT350
	 Diamond	 Diamond SIL	 NEXT450			
Our Down-Stream Units (DSU) Roto/Flexo/Hybrid Roto-Flexo/Stack						
DSU ^R DSU ^F DSU ^X DSU ^K						

Our Digital Printing & Coating and Laminating – Portfolio Overview

Uteco offering for **FlexoDigital & Digital Hybrid** Printing Machines and **Coating&Laminating & Extrusion Coating**.

FLEXODIGITAL		DIGITAL		LAMINATING	COATING & LAMINATING	EXTRUSION COATING
SHORT RUN	<div> ONYXOMNIA</div>	<div>DIGITAL HYBRID NEW</div> <div> SAPPHIREAQUA SAPPHIRELUCE</div> <div>SPECIAL APPLICATION FOR VARIABLE DATA NEW</div> <div> VDP PACK Variable Data Printing In-line Solutions</div> <div> SAPPHIREVDP Variable Data Printing Off-line Solutions</div>		SHORT RUN <div> Rainbow 4.0</div>	<div> PRISMA CLG</div>	<div> LEVANTE D-T-LqP Duplex, Triplex and Liquid Packaging Configurations</div>
		MEDIUM RUN <div>SPECIAL MACHINE  DuaLam</div>	<div> Mistral MV Horizon Duplex</div>			
MEDIUM RUN				LONG RUN <div> Rainbow EVO</div>	<div> Horizon Triplex</div>	
Our Down-Stream Units (DSU) Roto/Flexo/Hybrid Roto-Flexo/Stack		DSU ^R DSU ^x		DSU ^F DSU ^K		



Printing Solutions – Flexo CI Overview



TOPAZ



ONYX XS



ONYXGO



ONYXOMNIA



ONYX



CRYSTAL



ONYXRACE



DIAMOND



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



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.



LqP Solutions – Special Machines for Liquid Packaging

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



ONYXRACE LqP



LEVANTE LqP



Design & Performance

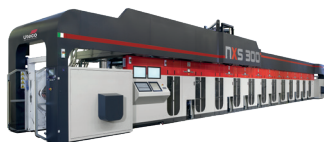
- **Enhanced Drying Capacity**
- **Versatile Configurations** (e.g. available both face-down and face-up for creasing and punching)
- **Seamless Integration** with special **Equipments** (e.g. Special Unwinders/ Rewinders, Creasing & Punching)



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	<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



SAPHIREAQUA



SAPHIRELUCE



SAPHIREVDP
Variable Data Printing
Off-line Solutions



VDPPACK
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

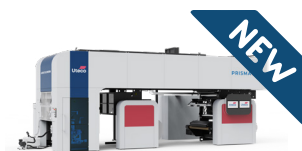


Compact and Robust Design

- 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



PRISMA CLG



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

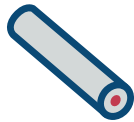
Hybrid Roto-Flexo

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

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



The Most Productive

- **<6 min** for complete Sleeves Changeover (*)
- **<1 min** for a single complete Sleeve Changeover



The Safest & Most Robust

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

(*) considering 6 colors change

Our Automation Technology for Sleeves Changeover



SLEEVELIFT

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



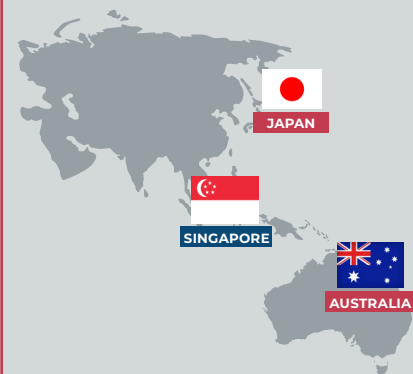
- **Uteco DEMO and Training Centres:** USA
- **Uteco Service Points:** USA & Mexico
- **Service Partners:** Brazil & Chile
- **Warehouse:** USA

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

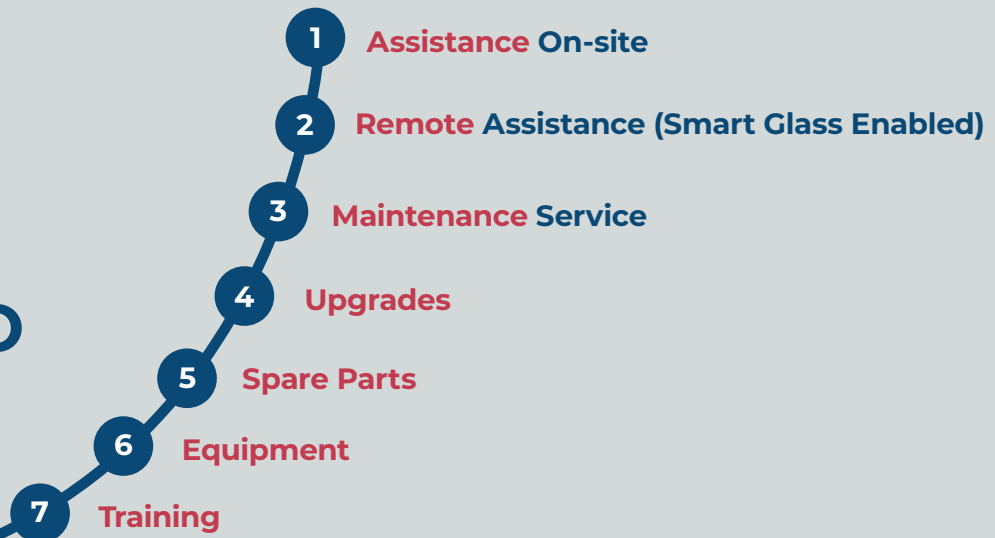


- **Uteco Service Points:** Singapore
- **Service Partners:** Australia, Japan
- **Warehouse:** Japan

Our Services

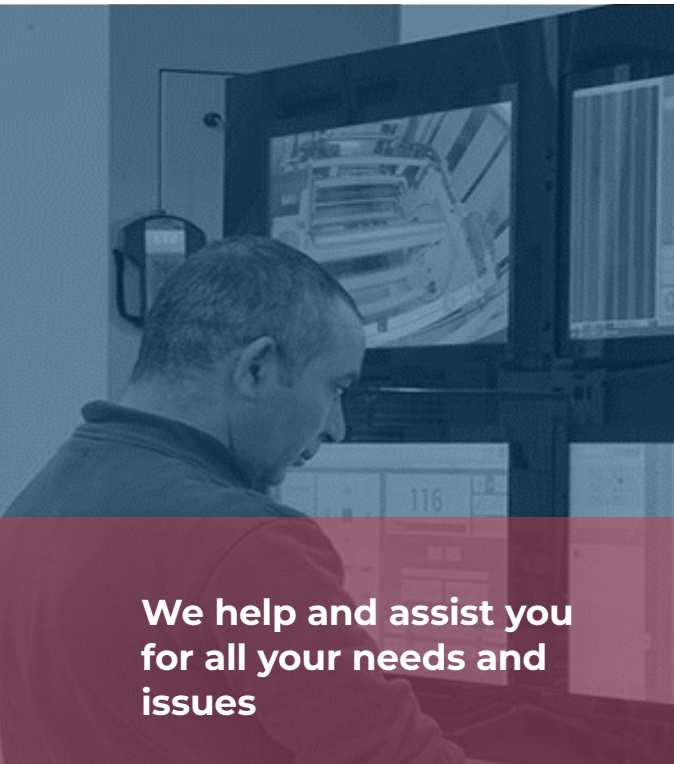
All Round Solutions for **Taking Care** of your **Uteco Machines**.

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 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**.



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.

Your Printing
Machine is only
the Starting Point



**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.



**Certified Training
Expertise**



**Know-how diffusion
& management**



**The best trained
employees for the
maximum machine
performances**



Contact Us - Assistance Service

CONTACT CENTER 24/7 ASSISTANCE SERVICE

Uteco Italy

+39 045 452 0003



Uteco France & Belgium

+32 524 692 70



Uteco Singapore

+65 312 981 22



Uteco USA

+1 470 594 5496



Uteco Mexico

+52 722 931 0950



Contact Us



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

Here's how to reach us!

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Website
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Telephone
+39 045 6174550





Release date 5th July 2024

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