



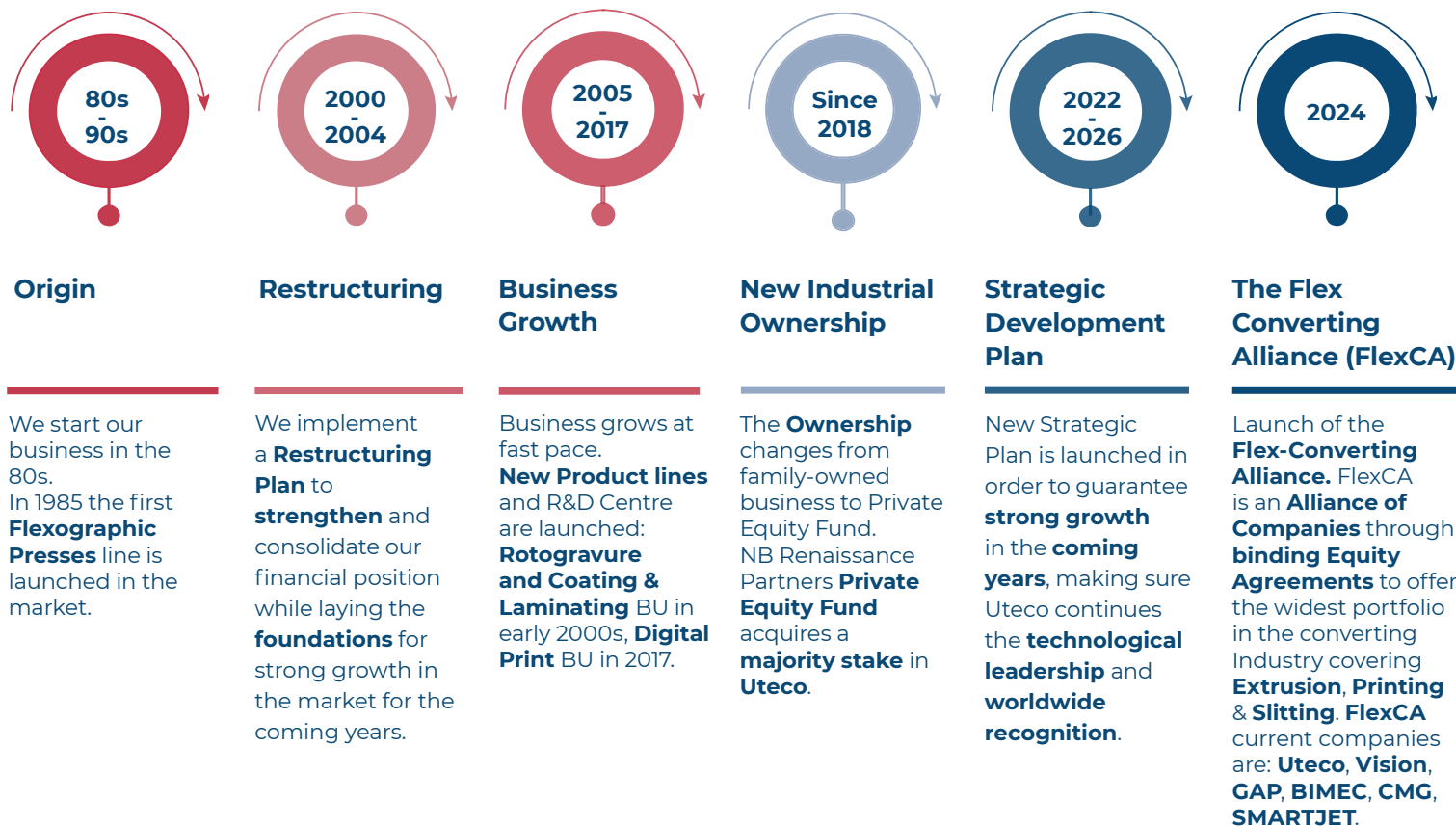
# Uteco

## COMPANY OVERVIEW



# Our History

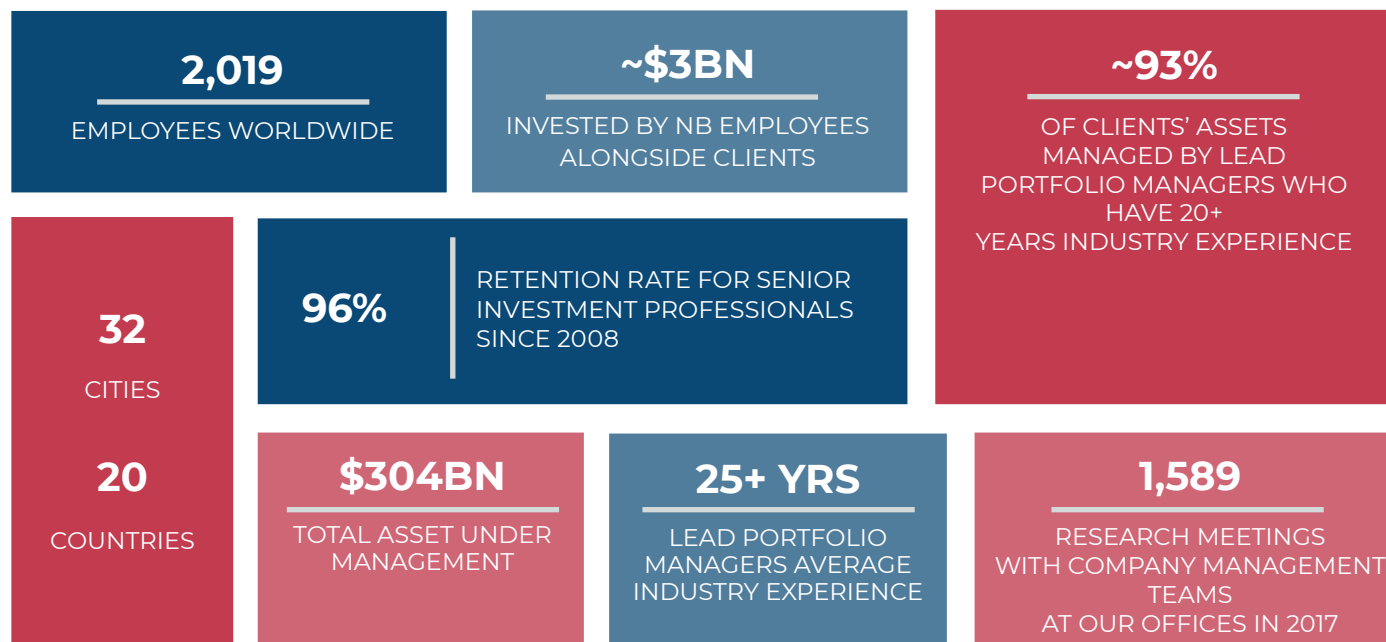
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## Our Ownership

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



## 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

### 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

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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**.



## 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**



**3,900+**

### **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 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



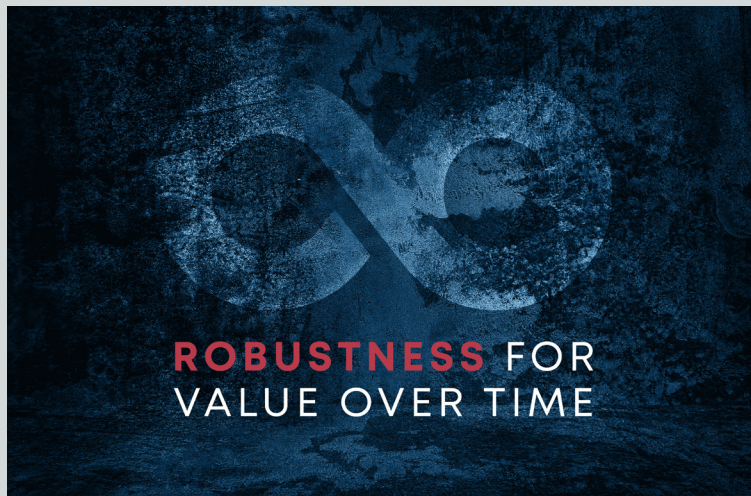
**Uteco 4**  
2019



## Robustness for Value Over Time

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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

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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**.







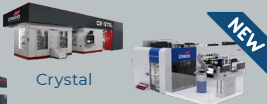







## Sustainable Investments

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.







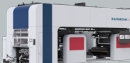




## Our Analog Printing – Portfolio Overview

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

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

# 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
SHORT RUN	 ONYXOMNIA	 SAPPHIREAQUA    SAPPHIRELUCE	 SPECIAL APPLICATION FOR VARIABLE DATA	 Rainbow 4.0	 PRISMACLG
				 DuaLam	 Mistral MV    Horizon Duplex
MEDIUM RUN				 Rainbow EVO	 Horizon Triplex
Our Down-Stream Units (DSU) Roto/Flexo/Hybrid Roto-Flexo/Stack		DSU <sup>R</sup> DSU <sup>x</sup>	DSU <sup>F</sup> DSU <sup>K</sup>		



# 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

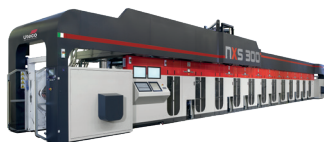
- **Enhanced Drying Capacity**
- **Versatile Configurations** (e.g. available both face-down and face-up for creasing and punching)
- **Seamless Integration** with special **Equipments** (e.g. Special Unwinders/ Rewinders, Creasing & Punching)



### 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

 <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 Printing Presses Overview



**SAPPHIRE**AQUA



**SAPPHIRE**LUCE



**SAPPHIRE**VDP  
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

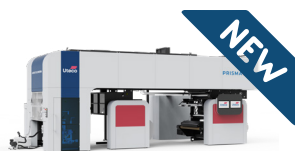


## Compact and Robust Design

- 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



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

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

### DSU Types

**DSU<sup>R</sup>**

*Roto*

**DSU<sup>F</sup>**

*Flexo*

**DSU<sup>X</sup>**

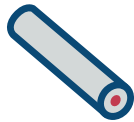
*Hybrid Roto-Flexo*

**DSU<sup>K</sup>**

*Stack  
(2 Printing Units)*



## OUR AUTOMATION SYSTEMS



**Sleeve Changeover  
Automation Techs**

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**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**

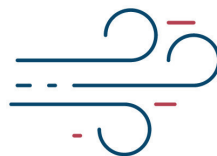
# Our Automation Technologies for Sustainability & Efficiency



## ACTIVESTART

### Printing Pressure & Register Automation

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



## ACTIVEDRY®

### Drying System Automation

- ✓ -50% energy consumption



## ACTIVEINK

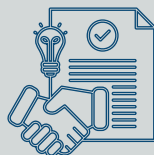
### Ink Pumping Automation

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

## FlexCA – The Flex-Converting Alliance

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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

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

### EXTRUSION

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

### PRINTING

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**Printing, Coating  
& Laminating  
Machines**



**Single-Pass  
Industrial Inkjet  
Printers**

### QUALITY CONTROL

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**Vision Systems for  
Quality & Process  
Control**

### SLITTING

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**Slitter  
Rewinders  
Machineries**



## Our Company

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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 (1)
	10 Service Points	NORTH & SOUTH AMERICA (4) EUROPE/MESA (5) APAC (1)
	5 Service Partners	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



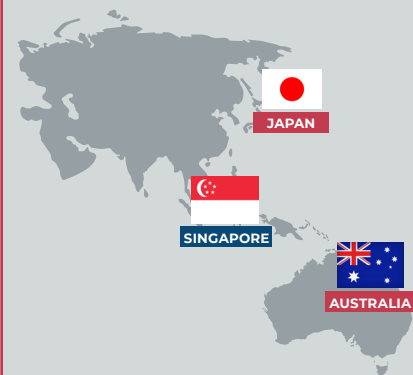
- **Uteco DEMO and Training Centres:** USA
- **Uteco Service Points:** USA, Mexico, Brazil & Chile
- **Warehouse:** USA

### 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



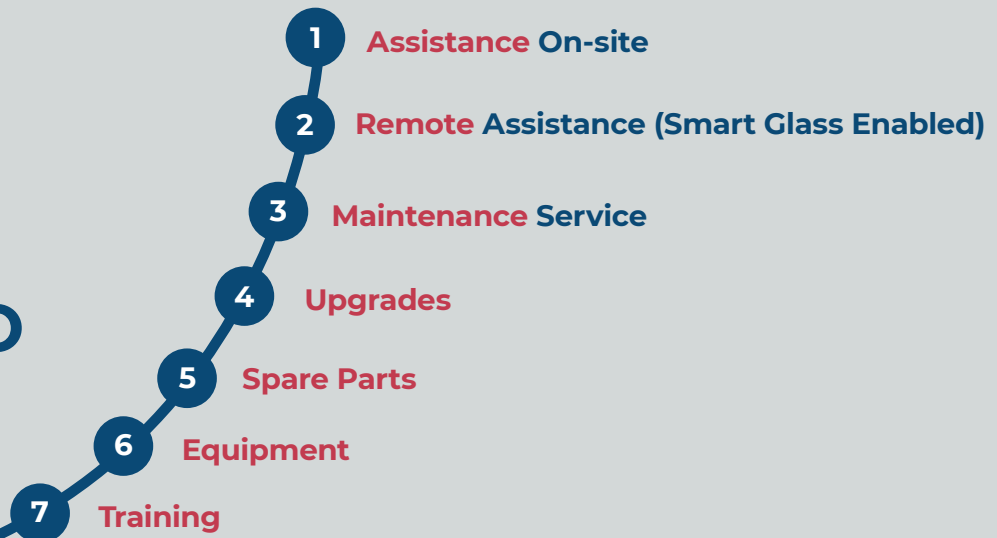
- **Uteco Service Points:** Singapore
- **Service Partners:** Australia, Japan
- **Warehouse:** Japan

## Our Services

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

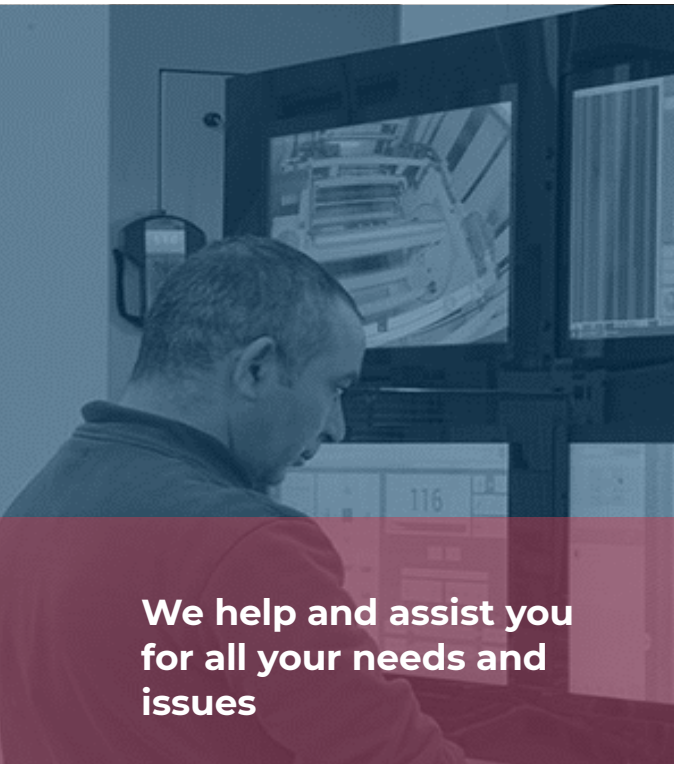
### OUR SERVICE PORTFOLIO



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

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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)

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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

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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 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

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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

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### 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



#### **Uteco Chile**

+56 229 140 754



#### **Uteco MEA**

+96 264 296 469



#### **Uteco Spain**

+34 910 381 242





## 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**





Release date 13<sup>th</sup> January 2025

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