



Etipack S.p.A

Founded

1978

Location HQ

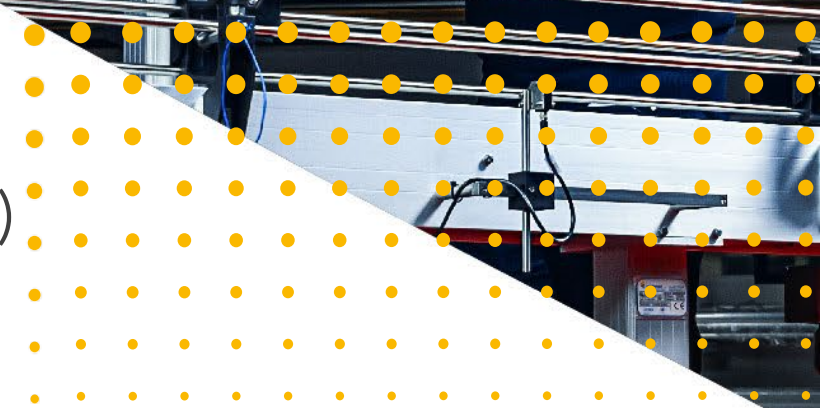
Cinisello Balsamo, Milan, Italy

Branches

Etipack BV (NL), **Bema** (D),
Altrapack (HU), **Etipack America** (BR)

Total number
of employees

95 (Cinisello + Soncino)



WHO WE ARE

Total turnover **12,8 M** (Etipack S.p.A)
 14,4 M (Etipack Group)

Rough turnover distribution:

- products **81%**,
 - Spares **11%**,
 - Consumables **3%**,
 - Service **5%**
-
- most important countries/regions
66 % Italy, **25%** Europe, **5%**,Americas
-
- by industry
37% OEM, **25%** Distributors
12% Pharma , **7%** Food **5%**
Papermaking, **14%** Other
-
- by application
Product **95%**, packaging **4%**,
/pallet **1%**



WHO WE ARE

Top 5 customers

**Ferrero, Panini, Catalent Italy,
Medochemie Cyprus, Sarantis Greece**

Main competitors

Altech, Arca, Herma, Neri (Marchesini Group)

Unique Selling Point

**Build value for money solutions that make
our technology accessible to many**



WHAT WE PRESENT AT INTERPACK



PHARMA FLEXI

High-speed Automatic **Labelling** System for **pharmaceutical cylindrical products**



SYSTEM 1

Automatic **Labelling** System for **wrap-around + warranty seal** application on **cylindrical products**



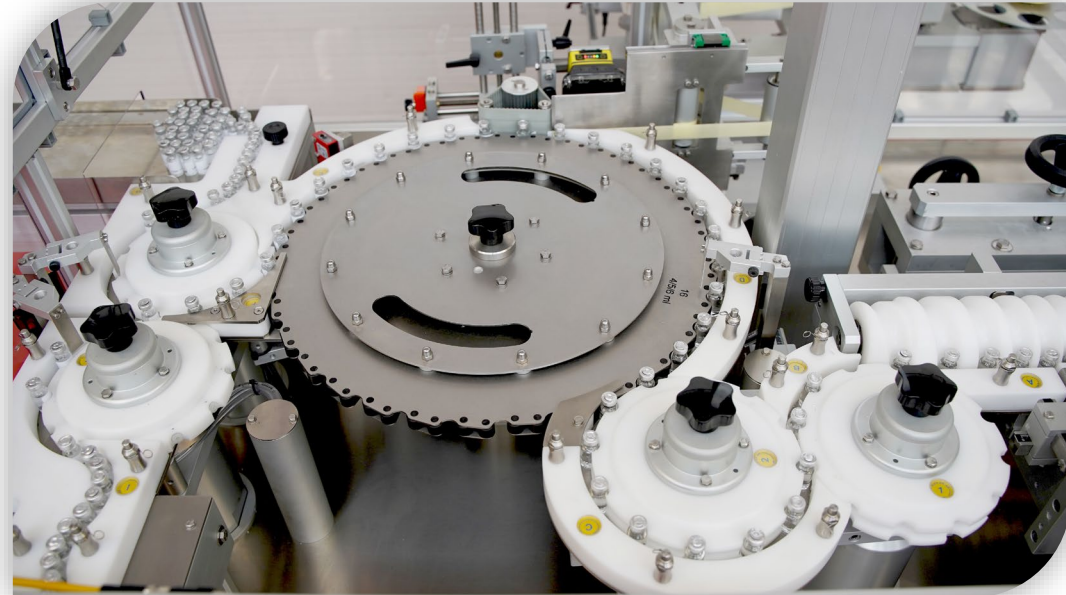
SYSTEM 4, WHIZZY, CLIPPY

Compact line for product **dispensing** and **labelling** of **flat products** e.g. food trays

WHAT WE PRESENT AT INTERPACK

What is new PHARMA FLEXI

- The system consists of an infeed belt for product loading, an auger for distancing, and a conveying and phasing system for proper containment. The products are channeled to a carousel with special housings, until the labeling station.
- A wrap-around label is applied as the product passes through thanks to a rotating device
- Labelling control with UV barrier
- Integration of TTO printing units and vision systems
- Control panel on special mobile arm
CFR21-compliant



- It can either be used **off-line or integrated into the production line.**
- It can reach a dispensing speed up to **400 pcs/min**



WHAT WE PRESENT AT INTERPACK

Who is the target group

1. Manufacturing Companies mainly from Pharma and Food Market
2. New partners / distributors
3. OEMs



WHAT WE PRESENT AT INTERPACK

What could be interesting for other PID companies

- **Labelling solutions**
(Labelling systems as self-sufficient small labelling lines for conveying, handling and labelling. They can be used both offline or connected to other packaging machines (e.g. filling machines).
- **Feeders**
- **Pick & Place**



WHERE WE CAN SUPPORT PID COMPANIES

- Design and Manufacturing **know-how** (modularity, standardization)
- **Technical skills** on applications
- **Sales network** in the **Italian** market
- **Service network** in the **Italian** market
- **Product range** (i.e. customized value for money solutions, feeders, Pick & Place)



WHAT ARE WE SEARCHING FOR

- **Knowledge** sharing
- New **sales opportunities** related to organizations and new SW tools
- **Branding support** (in the foreign markets)
- Developing **stronger relationships** to have access to **multinationals**
- Opportunity to **optimize components supply**

