

 **EMS**

One group, 5 companies, 200 years of history. Innovation, know-how, expertise, efficiency.

**EMMETI** | **METRA** | **SIPAC** | **LOGIK** Technology | **Zecchetti**

# Believe in the future

Our future has its roots in 200 years of history, born in the fertile soil made up of the experience of five great companies.

A future made up of women and men, their expertise and professionalism. A future built on research, innovation, technology and know-how. A future founded on resourcefulness and creativity: virtues that have always distinguished Italian ingenuity and made Italy famous throughout the world.

This is the reason why I've taken on, with enthusiasm and tenacity, the assignment to lead EMS Group and invest in it my twenty years of business development experience for major international groups.

This is why I firmly believe in the future of EMS Group and in the investors' goal to create the world's leading Italian partner for automated handling, palletizing and end-of-line logistics systems, leading the digital revolution in the manufacturing industry.



Valeriano Casci  
EMS Group CEO



# Mission

## Turning customer needs into value

We are leading our customers towards success, thanks to the cross-platform expertise obtained from the merger of five companies that can meet all your needs; from handling to palletizing, to storage of goods and materials. Through ongoing research and technology investments, we offer cutting-edge, sustainable solutions that are tailored to our customer's needs.

# Vision

## Your unique partner for material handling

Become the global benchmark for material handling, palletizing and warehousing, leading your industry's digital revolution.

# Values

- > **Customer first**
- > **Diversity**
- > **Integration**
- > **Agility**
- > **Innovation**

# Strengths

- > *Turnkey solutions tailored to customer needs*
- > *Flexibility and attention to detail*
- > *Fast and effective service and after-sales support*
- > *Reliability and sturdiness above expectations*

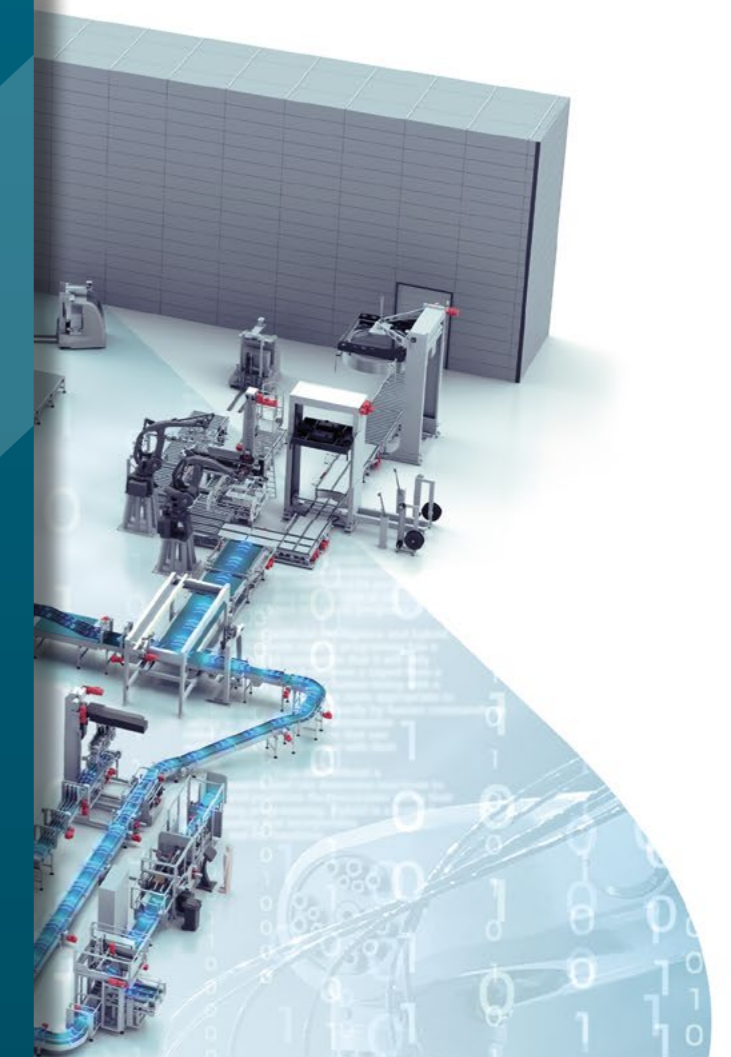
# The Group

EMS Group was formed in 2018 from the merger of five leading companies in the handling, palletizing and storage of goods and materials. The Group quickly made its mark, becoming an industry standard on the global market. Thanks to a wealth of expertise and a vast capacity for innovation and design flexibility, EMS Group is able to support customers with integrated digital solutions geared towards enhancing competitiveness.

# Be partner

Our Shop approach is the **Next Generation** organizational and production model, for value creation.

Our customers benefit from a turnkey plant, from design to installation, that is fully integrated with the customer's management system. The customer can enjoy peace of mind, with a turnkey plant that is designed and built to transform ideas into reliable and distinctive solutions.



# Mission

## Turning customer needs into value

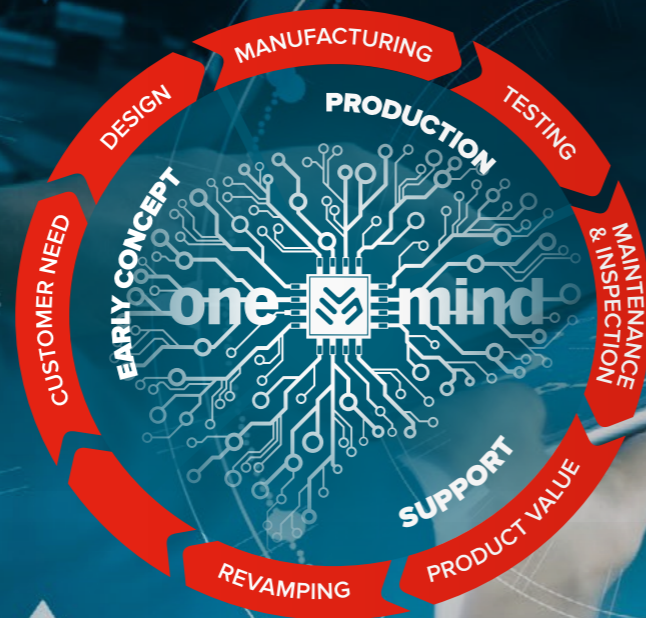
We are leading our customers towards success, thanks to the cross-platform expertise obtained from the merger of five companies that can meet all your needs; from handling to palletizing, to storage of goods and materials. Through ongoing research and technology investments, we offer cutting-edge, sustainable solutions that are tailored to our customer's needs.

# Vision

## Your unique partner for material handling

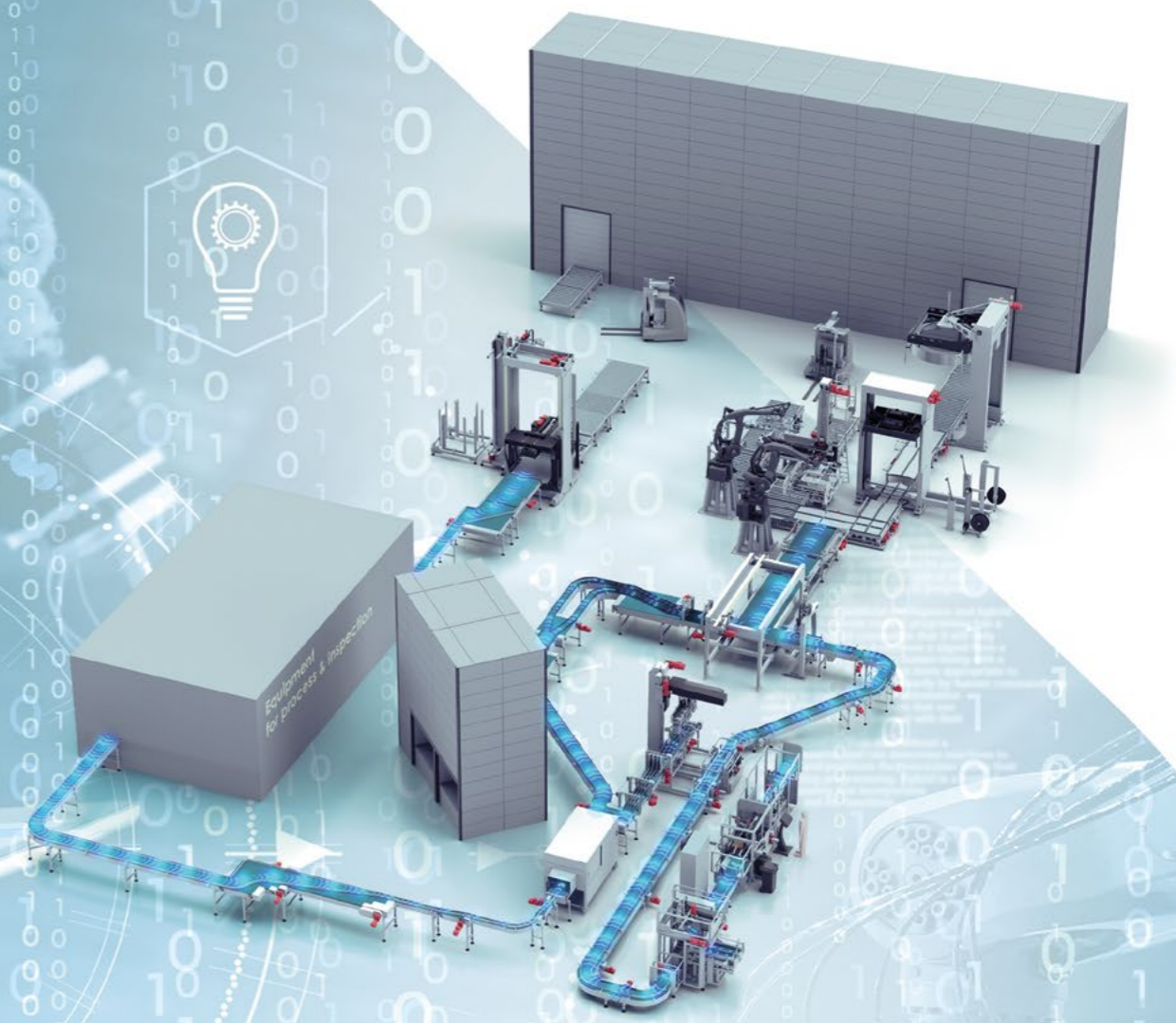
Become the global benchmark for material handling, palletizing and warehousing, leading your industry's digital revolution.

# One-Stop Shop APPROACH



In today's global environment, the One-Stop Shop approach is essential to optimize resources and remain competitive.

It means being able to count on a single partner capable of providing systems and services that can manage the entire production process. Not having to coordinate several suppliers means saving time, energy and costs, allowing you to enhance your process, every step of the way.



# A unique partner

The result of the One-Stop Shop approach is the **Next Generation Factory**: a fully integrated organizational and production model, digitized and aimed at value creation.

This is the goal we propose to our customers through proper product management, from initial processing phases to the product leaving the factory. Upstream and downstream of the process, our solutions interface with production and inspection machinery, without any interference, while enabling maximum reduction in cross-over time.

Our systems and the digital infrastructure that governs the production plant are fully integrated with the customer's management software. The customer can enjoy peace of mind, with a turnkey plant that is designed and built to transform ideas into reliable and distinctive solutions.

# History

## Zecchetti

Benefiting from Italy's economic boom, the Zecchetti family started producing machinery specially designed for jars makers.

**1960**

**1981**

## Emmeti

The Emmeti brand of "machines and conveyors" was born with a prototype of an automated depalletizer designed from scratch and made at the request of one of its very first customers.

## Mectra

Founded in partnership with Emmeti, Mectra soon became synonymous with technology applied to industrial packaging.

**1986**

**1988**

## Sipac

Sipac was founded by the very same Emmeti and Mectra partners, to support them in the transition from the production of machinery to producing complete lines.

## Logik

Logik was created to integrate advanced technology solutions into the production cycles within the Emmeti Group.

**2004**

## 80's

Zecchetti starts producing handling and palletizing systems for empty PET bottles.

## 90's

Zecchetti begins handling and palletizing empty glass bottles as well.

EMS Group was established in 2018 from the merger of Emmeti, Mectra, Sipac and Logik, a business operation conceived and realized by Xenon Private Equity. This first nucleus, formerly known as Emmeti Group, specializes in the design and production of complete palletizing, depalletizing, packaging and handling lines for the food, beverage, glass and can making industries. With the acquisition of Zecchetti S.r.l. in November 2019, EMS Group consolidated its leadership in the hollow glass handling industry.

**Storage & Transportation**  
EMS unit that is dedicated to storage, and based on expertise.

**2020**

## AMPS AfterMarket Parts & Services

AMPS is the EMS Group Service Company that is wholly dedicated to aftermarket, spare parts and supplying advanced services.

**2021**

**Xenon Private Equity**, an investment force and a history of running its parent, fair and straightforward increase their value.

Xenon aims at concrete, long-lasting success, through the growth and well-being of the people working for EMS Group, respect for human rights, environmental responsibility, and the involvement of the communities in which the Group operates and creates value.





### Zecchetti

Benefiting from Italy's economic boom, the Zecchetti family started producing machinery specially designed for jars makers.

### Mectra

Founded in partnership with Emmeti, Mectra became synonymous with technology applied to packaging.

1960

1981

1981

### Emmeti

The Emmeti brand of "machines and conveyors" was born with a prototype of an automated depalletizer designed from scratch and made at the request of one of its very first customers.

Sipac was founded by the Emmeti partnership in 1981 from the need of producing...

2018

EMS Group was founded from the unification of Emmeti, Mectra, Sipac and Logik: a business operation conceived and realized by Xenon Private Equity taking control of the Group.

### World leader

With the entry of Zecchetti S.r.l., EMS Group establishes itself as the world leader in the hollow glass industry. The Group embraces a new vision to become a unique partner in the products and material handling industry: one company that provides everything from product handling to palletizing and depalletizing processes, to the storage of goods and materials.

### STS - Storage & Transportation Solutions

STS, the EMS Business Unit that is entirely dedicated to logistics and storage, was created based on Zecchetti's expertise.

### AMPS AfterMarket Parts & Services

AMPS is the EMS Group Service Company that is wholly dedicated to aftermarket, spare parts and supplying advanced services.

2019

2020

2021

## Corporate governance

EMS Group is entirely owned by Xenon Private Equity, an investment fund group with thirty years experience and a history of running its management operations in a transparent, fair and straightforward manner for companies that wish to increase their value.

Xenon has led the merger of the five companies into EMS Group, positioning them at the top of the global handling and logistics scene. It is an all-Italian project that has depth, represented by healthy, competitive companies and a global vision. By placing corporate enhancement before mere profit,

Xenon aims at concrete, long-lasting success, through the growth and well-being of the people working for EMS Group, respect for human rights, environmental responsibility, and the involvement of the communities in which the Group operates and creates value.

# In the heart of Packaging Valley

The engineering industry in Emilia-Romagna represents a sector with a very high level of technological innovation and cutting-edge skills.



## Numbers

**400+**  
Employees

**8**  
Production facilities

**1**  
USA commercial subsidiary

**30+**  
Agencies

**40,000+**  
Sq m covered area

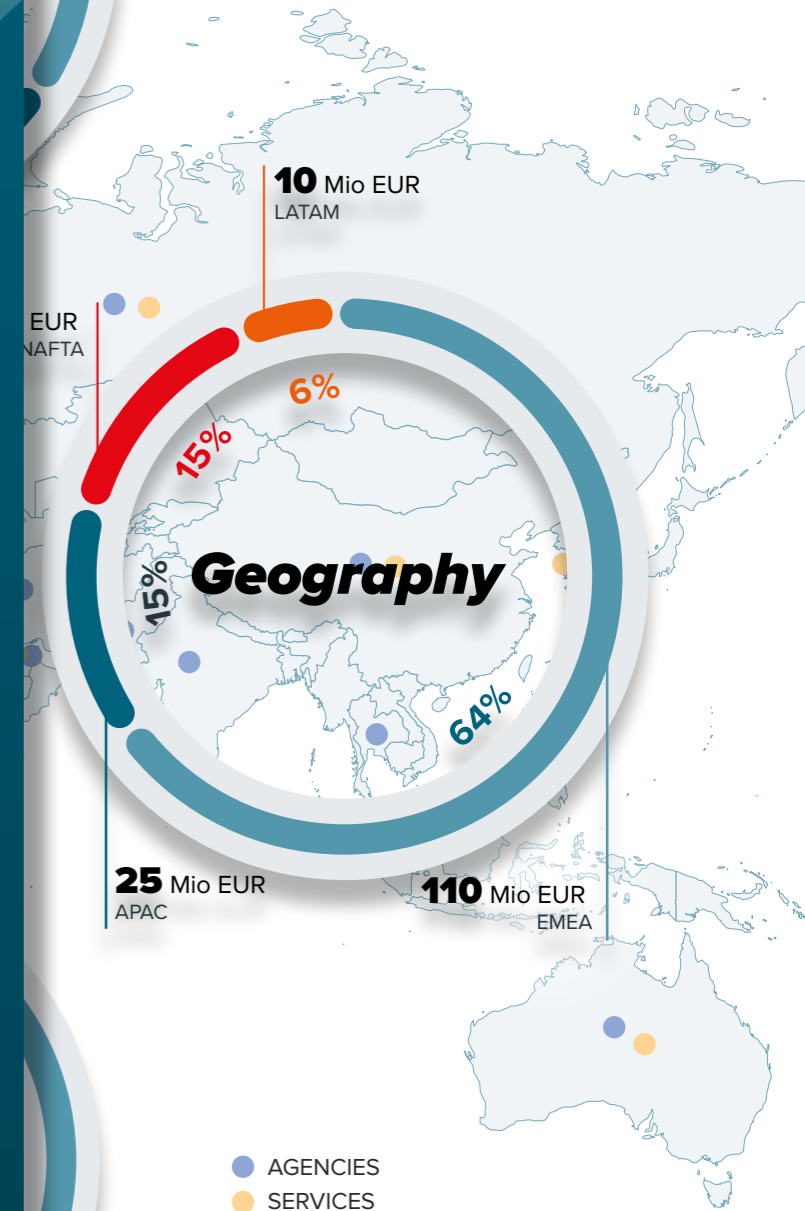
**200+**  
Orders yearly

**200,000+**  
Design hours

**500,000+**  
Production hours



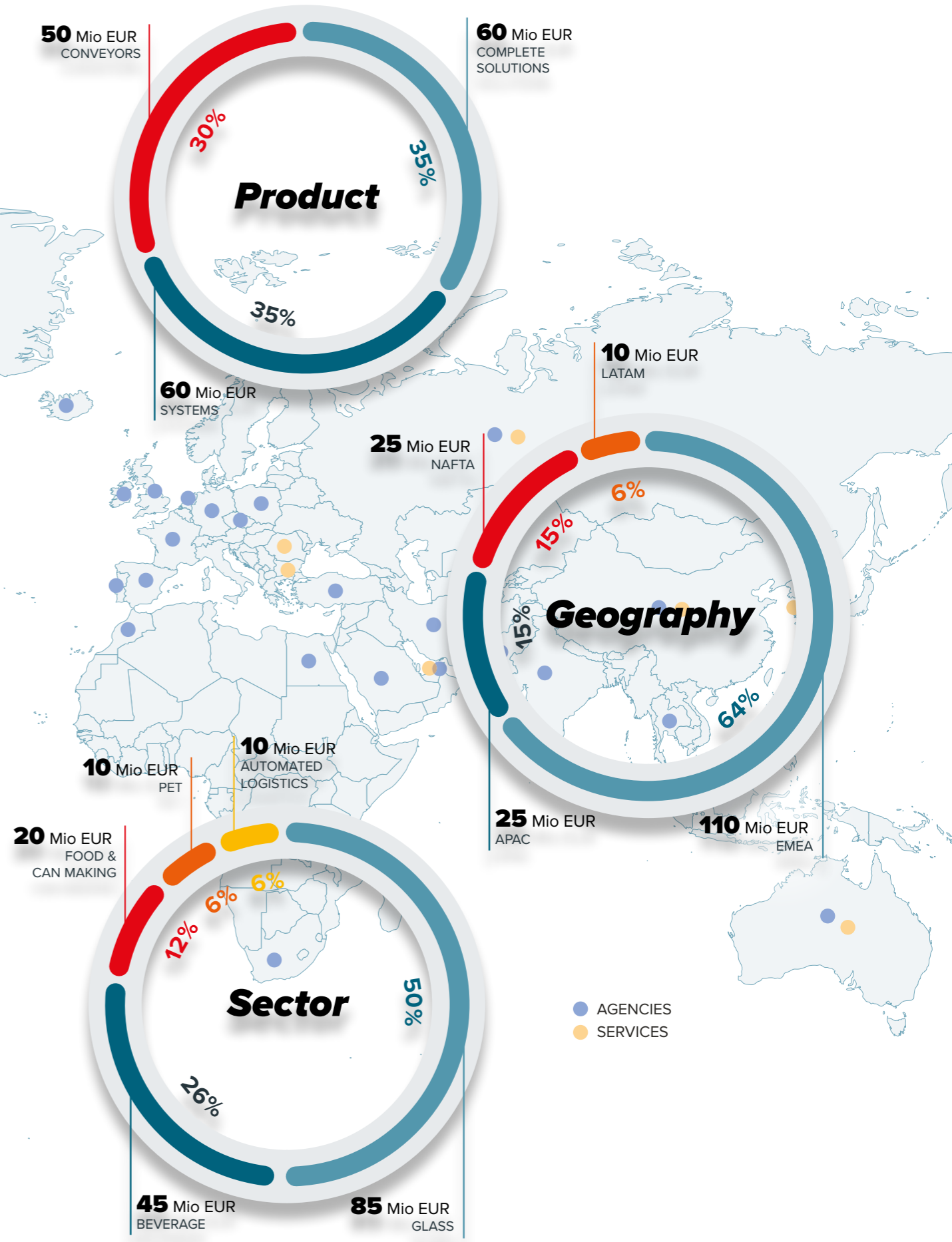
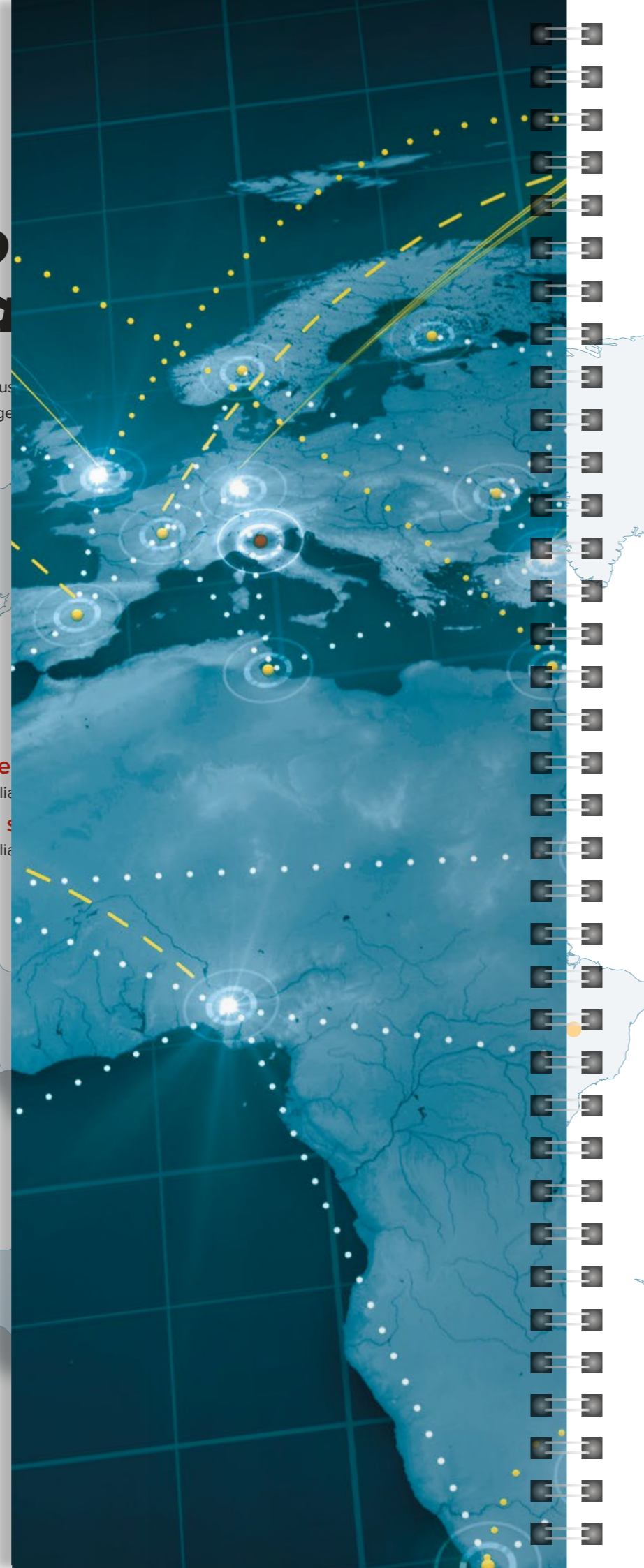
**60 Mio EUR**  
COMPLETE  
SOLUTIONS





# In the heart of Packaging Value

The engineering industry in Emilia-Romagna represents a cluster with a very high level of technological innovation and cutting-edge



# Solutions

We design, manufacture and install complete lines and individual systems, developed in-house for all mechanical, electronic and software facets. Our experience is consolidated in the glass, PET, beverage, can making, food, pet food, automotive, chemical & pharma sectors. Our ongoing research and technology upgrades allow us to manage any material handling, palletizing and storage need with algorithms that optimize space, time and energy.



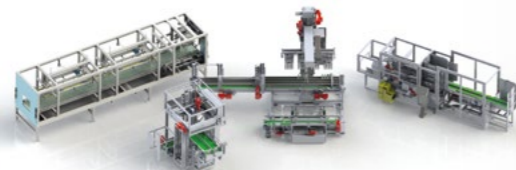
DEPALLETIZING SYSTEMS



PALLET CONTROL AUTOMATIC SYSTEMS



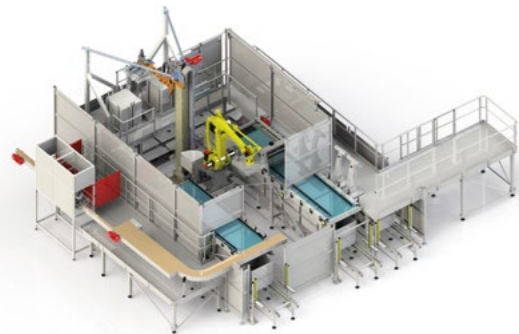
CONVEYING LINES



AMERICAN CARTON PACKAGING LINES



PACKERS AND DECRATERS



LOADERS AND UNLOADERS



PALLETIZING SYSTEMS



STRETCH WRAPPING SYSTEMS



ROBOTIC LABELLERS



AGVs



MINI-LOAD



AUTOMATED WAREHOUSES



## BEVERAGE

Handling systems for manufacturers of food and beverages for human consumption, packaged in pouches, boxes, drums, bricks, bottles, jars and cans, made of plastic, glass and metals, of all shapes and sizes.



## FOOD & PET FOOD

Handling systems for producers of food for human and animal consumption, packaged in bags and sacks, bricks, boxes, bottles, jars and pots, in plastic, glass and metals, of any shape and size.



## CAN MAKING

Handling systems for manufacturers of cans and iron containers (aerosol cans, food and beverage cans, paint cans, etc.) of all shapes and sizes.



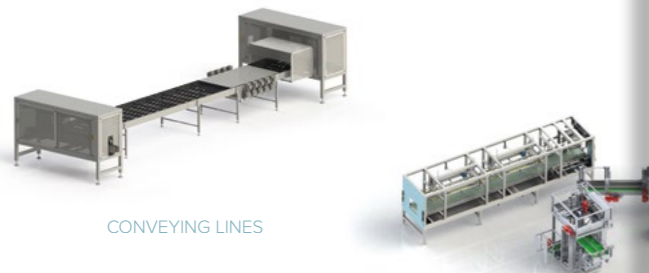
## GLASS MAKING

Handling systems for manufacturers of hollow glass containers and vessels (bottles, jars, glasses) of all shapes and sizes.



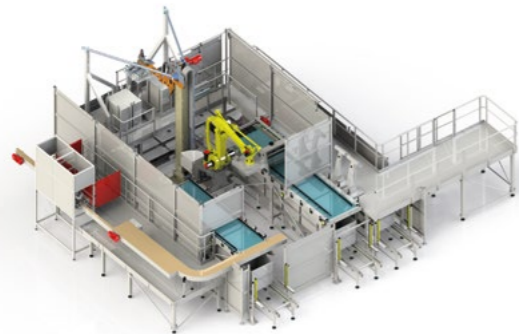


DEPALLETIZING SYSTEMS



CONVEYING LINES

AMERICAN CARTON



LOADERS AND UNLOADERS

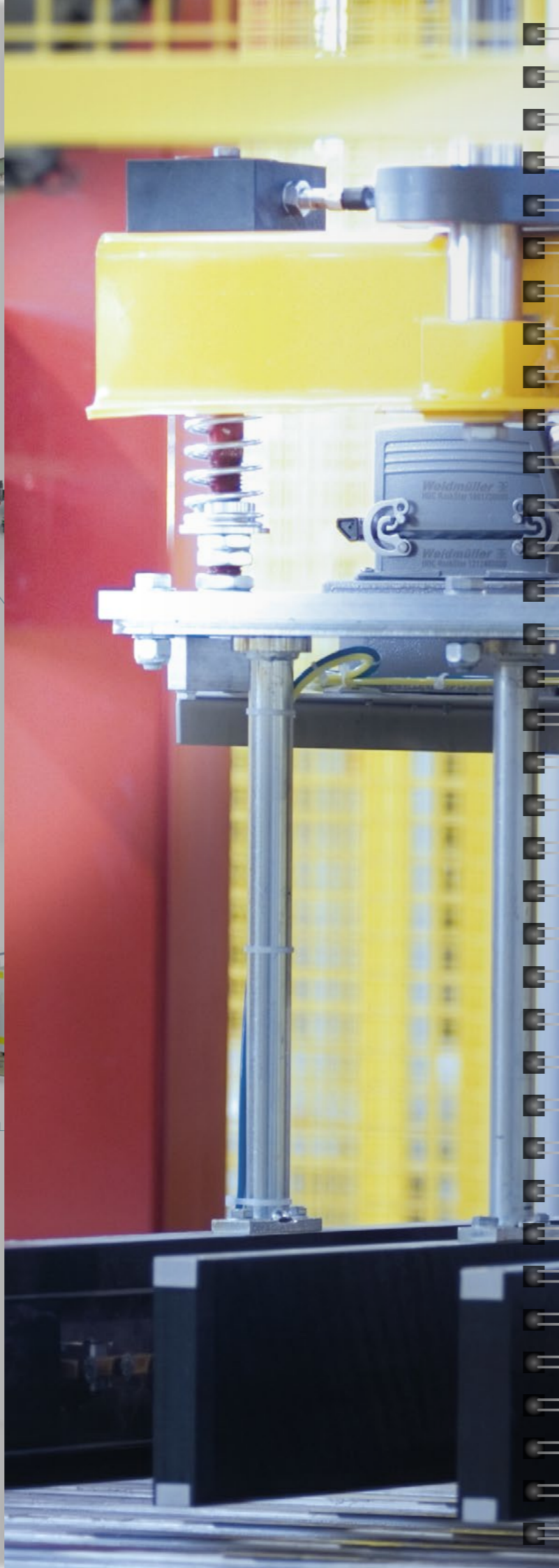


STRETCH WRAPPING SYSTEMS

ROBOTIC L



MINI-LOAD



### CHEMICAL & PHARMA

Handling systems for manufacturers of pharmaceuticals, cosmetics, detergents and paper, packaged in bottles, boxes, drums, envelopes, blisters, rolls, bricks, jars, tubes, cans, pots, buckets, in plastic, glass and metals, of any shape and size.



### BEVERAGE

Handling systems for manufacturers of food and beverages for human consumption, packaged in pouches, boxes, drums, bricks, bottles, jars and cans, made of plastic, glass and metals, of all shapes and sizes.



### PET

Handling systems for manufacturers of plastic containers and vessels (bottles, jerry cans, drums, jars) of all shapes and sizes.



### FOOD & PET FOOD

Handling systems for producers of food for human and animal consumption, packaged in bags and sacks, bricks, boxes, bottles, jars and pots, in plastic, glass and metals, of any shape and size.



### TISSUE

Handling systems for manufacturers of tissue products packaged in bundles of various sizes and boxes.



### CAN MAKING

Handling systems for manufacturers of cans and iron containers (aerosol cans, food and beverage cans, paint cans, etc.) of all shapes and sizes.



### AUTOMOTIVE

Handling systems for manufacturers of mechanical, electrical and electronic components, batteries and tires, in bulk or packaged and palletized, of any shape and size.



### GLASS MAKING

Handling systems for manufacturers of hollow glass containers and vessels (bottles, jars, glasses) of all shapes and sizes.

# EMS AfterMarket Parts & Service

An ongoing commitment to innovation that rethinks the entire system lifecycle: design, service, maintenance and training. That's why we created EMS > AMPS, the Service Company through which we design and deploy advanced solutions that optimize technological innovation.

# Simplified maintenance

In order to simplify and speed up routine maintenance and spare parts procurement, we have designed a 3D visualization software that not only contains all usage information with an unprecedented level of detail, but also allows you to locate each individual element, access all its data and manage spare parts orders.

**Machine-driven maintenance:** the machine itself provides information on its operating status and requests assistance only when really necessary.

## Next Step > Predictive maintenance

By equipping plants with "smart" sensors and monitoring component wear by analyzing noise, vibration and other parameters, failures and malfunctions can be avoided.

- Increased reliability
- High-level performance over time
- Enhanced system lifecycle

# Services



**Spare parts**  
Customized  
Standard



**Technology updates**  
Revisions  
Modernizations  
Format changes



**Maintenance plans**  
Audit  
Scheduled maintenance  
Preventive maintenance



**Support**  
On-site  
Remote



**Technical training**  
Classroom  
Online  
E-book



**Consulting**  
Technical feasibility analysis  
Layout design  
Administrative services

# As a rental solution, maximize production

For the industrial packaging world: our solutions transform capital investments (CAPEX) into operational costs (OPEX).

- 7 year
- according to
- refundable
- take care of design, production, handling, installation and start-up, but can also:
- run the plant
- manage format changes
- provide on-site and remote assistance
- perform periodic inspections
- perform predictive maintenance
- supply and replace spare parts
- integrate an ERP into the plant
- upgrade the software

## SUPPORT

## the installation's lifecycle

**How it works**  
Analysis of the customer's needs  
Technical/financial feasibility  
Per-use service offer  
Integrated plant management  
Feasibility of renewal  
Return

## RENEW OR RETURN





# EMS AfterMarket Parts & Service

An ongoing commitment to innovation that rethinks the lifecycle: design, service, maintenance and training created EMS > AMPS, the Service Company that designs and deploys advanced solutions that optimize total

# Simplified maintenance

In order to simplify and speed up routine maintenance and spare parts procurement, we have designed a 3D visualization software that not only contains all usage information with an unprecedented level of detail, but also allows you to locate each individual element, access all its data and manage spare parts orders.

**Machine-driven maintenance:** the machine itself provides information on its operating status and requests assistance only when really necessary.

### Next Step Predictive

By equipping and monitoring and analyzing parameters, risks can be avoided.

- Increased
- High-level
- Enhanced

With the **pay-per-use** formula, the EMS Group, first in its target markets, has introduced a tool to revolutionize production capacities for businesses, transforming classic structural costs (CAPEX) into operational costs (OPEX). A brand new culture for managing production plant life cycles, through services that allow the plant to run smoothly while ensuring that the customer can maximize production:

*we care, you run!*

# Opt for a rental solution, maximize your production

An absolute innovation for the industrial packaging world: our pay-per-use program turns capital investments (CAPEX) into manageable operational costs (OPEX).

With pay-per-use, we provide 3/5/7 year rentals at a fixed or variable rate according to volumes processed, with a fully-refundable minimum deposit.

There are numerous benefits: firstly, no large initial investment is required to start up a new production plant, an epic innovation for the manufacturing industry. It also means being able to focus entirely on your business, transferring a number of services to specialized professionals who not only

take care of design, production, handling, installation and start-up, but can also:

- run the plant
- manage format changes
- provide on-site and remote assistance
- perform periodic inspections
- perform predictive maintenance
- supply and replace spare parts
- integrate an ERP into the plant
- upgrade the software



# Innovation and sustainability

Technological innovation is the fundamental asset that creates value in terms of competitiveness and opportunities. This is the reason why we have set up a department dedicated solely to Research and Development, where together with major universities, we work to develop new

technologies that generate higher performance and are more sustainable. Safeguarding the environment is a value we actively promote through research on innovative production processes and materials that in coming years will revolutionize our business sectors.

## Code of ethics

### Value in all our actions

The people who work for EMS Group know that their every action is the result of a collective effort. Each member of the Group is involved in the shared values of mutual respect and fairness, so that daily work, in turn, results in well-being for all. By creating a climate of trust, motivation and mutual support, EMS Group increases its competitiveness and overall value.

### Value in legislative and regulatory provisions

In all its actions, EMS Group respects local, national and international regulations in which it is directly and indirectly involved. The Group and all those acting on its behalf are aware of and responsible for the regulations applicable to each of their functions, working actively with the Legal Department to ensure full compliance.

### Customer value

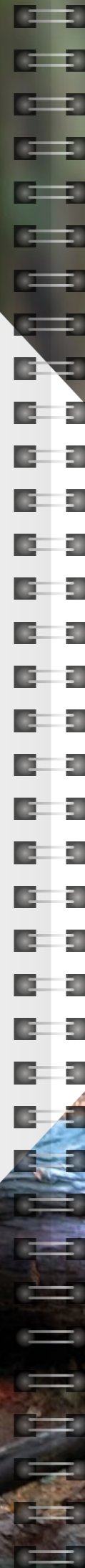
The Group's main objective is to contribute to optimizing our customers' businesses, increasing their competitive presence in the global market.

### The value of resources

EMS Group firmly believes that a company must create value, not only for its shareholders, but also for employees, customers, suppliers and the community in which it operates. For this reason, one of our mandatory objectives is the enhancement of all companies within the Group, along with each and every individual skill set and expertise.

### The value of information

For EMS Group, privacy is not only a value, but an asset to be defended, both personally and commercially. That's why we adhere to strict protocols to protect the information, brands and intellectual property of our customers, suppliers and partners, including all the people who work for us and with whom we collaborate.





[www.emsgroup.com](http://www.emsgroup.com)

