

COMPANY PRESENTATION

Valentina Marchesini
Marketing Manager



Mission

Always Ahead of time



The Marchesini Group has been at the forefront of the automatic machine sector since 1974.

- **Research** is the Group's lifblood and it invests continually in latest generation tools without ever overlooking the environment.
- **Experience, know-how** and professional expertise also ensure that every service offered is complete and impeccable.

Milestone

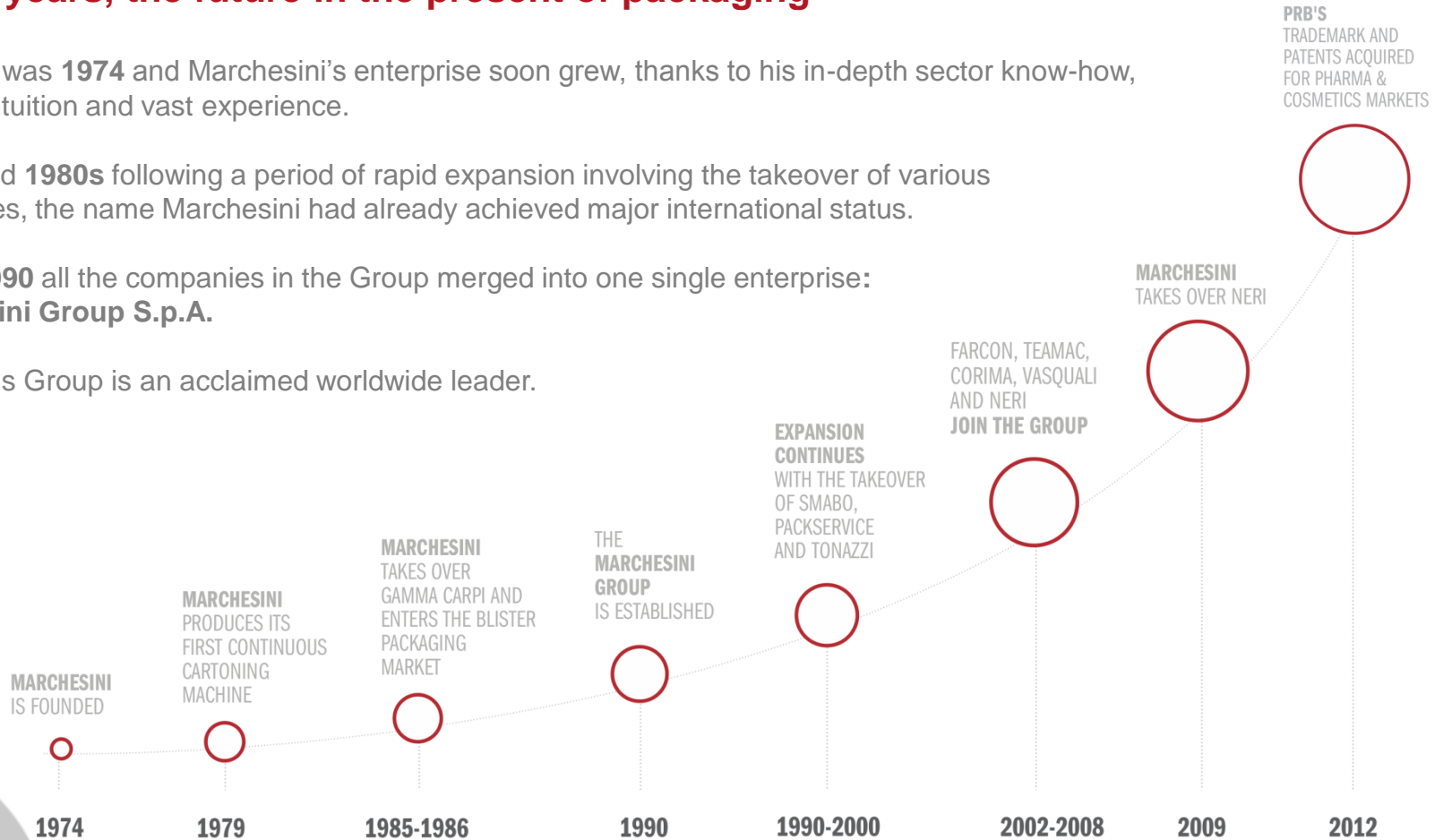
For 40 years, the future in the present of packaging

The year was **1974** and Marchesini's enterprise soon grew, thanks to his in-depth sector know-how, brilliant intuition and vast experience.

By the mid **1980s** following a period of rapid expansion involving the takeover of various companies, the name Marchesini had already achieved major international status.

And in **1990** all the companies in the Group merged into one single enterprise:
Marchesini Group S.p.A.

Today, this Group is an acclaimed worldwide leader.



Organisation

Headquarter | Pianoro | Italy

Massimo Marchesini

President

Maurizio Marchesini

CEO Member Of The Board

Marco Marchesini

Production Director, Member Of The Board

Marinella Alberghini

General Affairs, Member Of The Board

Giuseppe Monti

Technical Director, Member Of The Board

Pietro Tomasi

Commercial Director

Fabio Degli Esposti

Financial Director



Figures

Main Fact&Figures

15 new machines
in the last 3 years

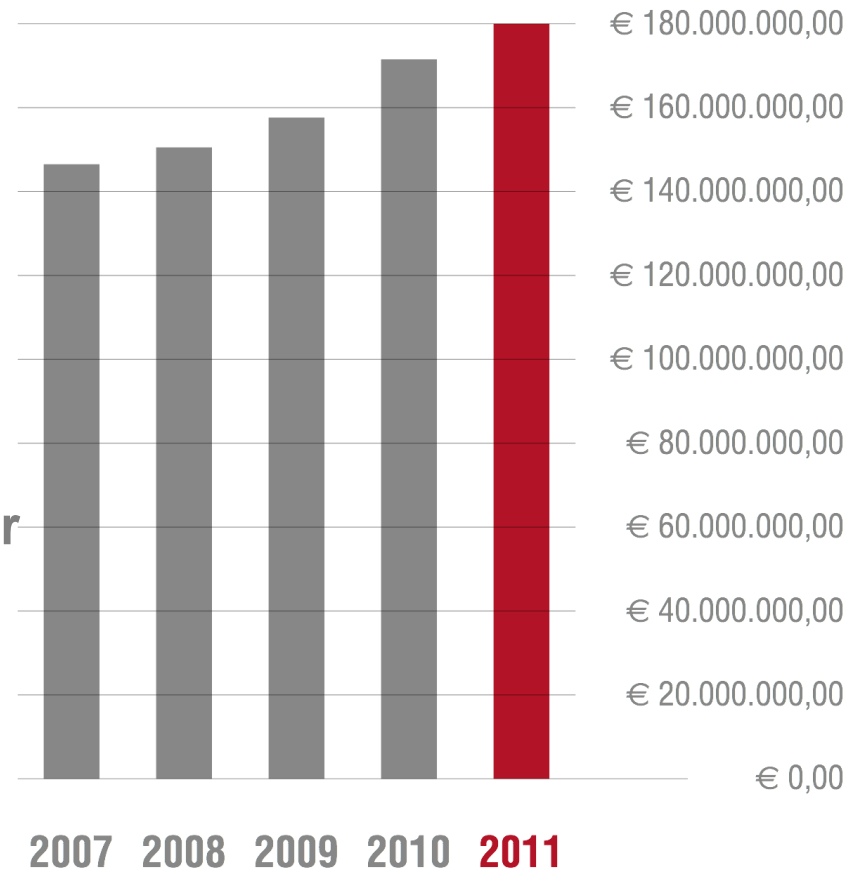
26 automatic warehouses

70.000 square metres
of facilities

40.000 new drawings/year

200 new feeding
groups/year

+ 288% INCREASE IN TURNOVER



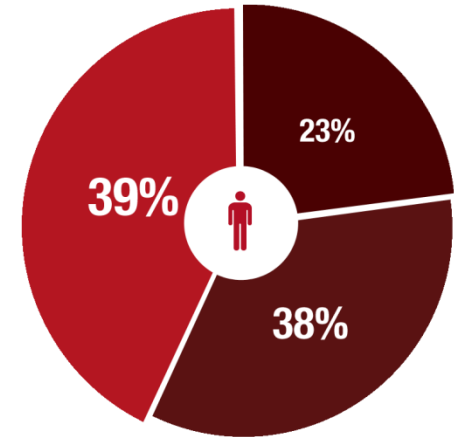
Employee

Marchesini people

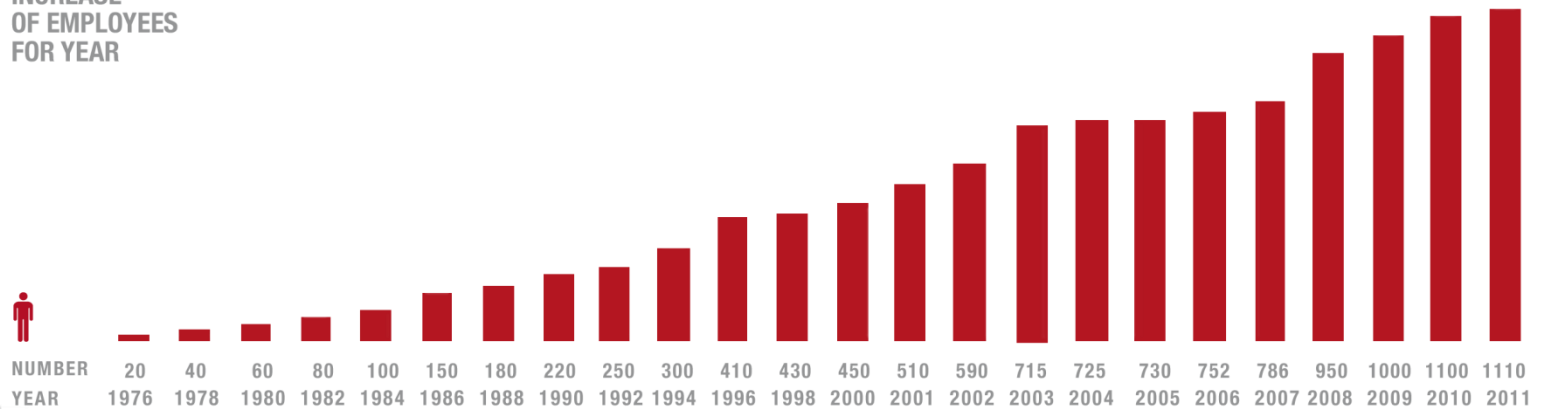
Providing **original solutions** is the **Marchesini Group's** main goal. An ambitious challenge that continues to be met by today with cutting-edge tools and technology **continuous investment in research.**

EMPLOYEE BY DEPARTMENT

- MECHANICAL AND ELECTRICAL ENGINEERS
- OFFICE WORKERS
- TECHNICIANS



INCREASE OF EMPLOYEES FOR YEAR



COMPANY PRESENTATION

About Us

Portfolio

PHARMA INDUSTRY



COSMETIC INDUSTRY



HAIR CARE INDUSTRY



FOOD & CONFECTIONARY INDUSTRY



Production Sites

Union is the Group's strength

COMPANY PRESENTATION About Us

MARCHESINI



ITALY
PIANORO

↑ **486** TOTAL EMPLOYEES
M² 43600

TOTAL MANUFACTURING AREA



BLISTER THERMOFORMERS
LIQUID FILLERS
SACHET FILLERS
CARTONERS
OVERWRAPPING MACHINES
CASE PACKERS
PALLETIZERS
COMPLETE LINES

NERI



ITALY
BARBERINO DI MUGELLO

↑ **150** TOTAL EMPLOYEES
M² 8932

TOTAL MANUFACTURING AREA



LABELLERS
DEPYROGENATION TUNNELS
WASHERS

MARCHESINI



ITALY
CARPI

↑ **110** TOTAL EMPLOYEES
M² 4015

TOTAL MANUFACTURING AREA



DEEP DRAW THERMOFORMERS

CORIMA



ITALY
SIENA

↑ **63** TOTAL EMPLOYEES
M² 5935

TOTAL MANUFACTURING AREA



WASHERS
DEPYROGENATION TUNNELS
SYRINGE FILLERS
VIAL FILLERS
STERILE VIAL FILLERS

TEAMAC



ITALY
BUDRIO

↑ **25** TOTAL EMPLOYEES
M² 4157

TOTAL MANUFACTURING AREA



TEA BAG PACKAGING MACHINES

MULTIPACK



ITALY
CASALECCHIO DI RENO

↑ **40** TOTAL EMPLOYEES
M² 4400

TOTAL MANUFACTURING AREA



WRAPPING MACHINES
BUNDLERS
END-OF-LINE MACHINES

TONAZZI VASQUALI



ITALY
MILANO

↑ **50** TOTAL EMPLOYEES
M² 5832

TOTAL MANUFACTURING AREA



TUBE FILLERS
JAR FILLERS
MASCARA FILLERS
COUNTING MACHINES
ELEVATORS
FEEDERS

PACKSERVICE



ITALY
LATINA

↑ **24** TOTAL EMPLOYEES
M² 4400

TOTAL MANUFACTURING AREA



STRIP FILLERS
RIGID TUBE FILLERS
CASE PACKERS
FEEDERS



Sales Network

**Widespread sales network covering 68 countries
11 foreign companies | 44 representative offices**

MARCHESINI GROUP UK (TMG)

UK - IRELAND

MARCHESINI GROUP USA (MPM)

USA, CANADA
& PUERTO RICO

MARCHESINI GROUP FRANCE

FRANCE

MARCHESINI GROUP BENELUX

BENELUX

S.T.E./S.T.E. ANDINA

SPAIN, ALGERIA,
MAROCCO & TUNISIA
VENEZUELA

MARCHESINI GROUP SCANDINAVIA

SCANDINAVIA

MARCHESINI (MVM) VERPACKUNGSMASCHINEN

GERMANY & AUSTRIA

MARCHESINI VERPACKUNGSMASCHINEN GMBH

SWITZERLAND

MARCHESINI GROUP SHANGAI Trading Co Ltd

CHINA

MARCHESINI GROUP INDIA (Pvt.) Limited

MUMBAI HEADQUARTERS

MARCHESINI MECA

MIDDLE EAST & CENTRAL ASIA :

HEADQUARTERS IN GENEVA, SWITZERLAND - DUBAI - AFGANISTAN - ARABIA SAUDITA - BANGLADESH - CIPRO - EGYPT - EMIRATI ARABI
GIORDANIA - GRECIA - INDIA - IRAN - IRAQ - ISRAELE - KUWAIT - LIBANO - OMAN PAKISTAN - QATAR - SYRIA - TURCHIA - YEMEN

Quality, Research & Development, Training

Product tailoring: the daily pursuit of excellence



RESEARCH AND DEVELOPMENT

- Rapid prototyping
- Constant increase in specialised staff
- 3D simulation
- Experiment laboratory for developing prototypes
- Expert mechanics

GROUP QUALITY STANDARDS

- Performance monitoring to increase customer satisfaction
- ISO 9001 - UNI EN 9001-2008 certification
- Marchesini Group has obtained the D&B RATING 1 “Most Reliable” which is dynamically determined based on the current performance of the company.

TRAINING

- Internal training
- Continuous updating
- New software and programme training
- Foreign languages
- Collaboration with technical institutes and universities



The Services

Sales is just the beginning

Services

Spare Parts

Additional Size Parts

Accessories

Training

Rebuilding

Documentation

Marchesini assists Customers for the **entire lifecycle** of every machine.

A **high-precision** service to satisfy every spare part request rapidly and efficiently.

Marchesini machines can adapt to ongoing **product changes**.

Specialised staff is ready to meet any requests for new accessories.

Special customer training service ensures that clients **fully understand** how to use the systems.

Reviewing and rebuilding the systems that it has supplied.

Compiled by a **team of experts** who cooperate closely with the customer.

MARCHESINI CUSTOMER CARE
Human solution included.



Assistance anywhere and anytime

Customer Care & service organization at headquarter



- 50** Persons working in the Customer Care service assuring the high standards for technical assistance.
- 10** Persons are dedicated to the spare parts management.
- 10** Persons are exclusively working on service.
- 5** Senior Engineers exclusively dedicated to maintenance supervision analysis and revision planning.
- 100** Technical staff of approx
Travel Engineers.

Quick-response times:

12 Hours In all european countries and in North America.

24 Hours In all the rest of the world.

Customer Training

Our know-how at the disposal of our customers

INDEX

OPERATOR

- Technical Manuals Guide
- Access
- Flow Diagram
- Main Sensor Location
- Warning Light
- Emergency Stop
- Hazard
- Restanting After An Emergency Stop
- Initial Check
- Start Production
- Messages Index
- Stop Causes During Production
- End of Production
- Cleaning Procedures

TECHNICIAN

- Stop Causes
- Size Changeover Guide
- Size Changeover Conditions
- Changeover

ELECTRICIAN

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PNEUMATICAL TECHNICIAN

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Thank you