



COMPANY PROFILE 2018



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TECHNOLOGY TO DRINK



"Nothing great was ever achieved without enthusiasm"

Ralph W. Emerson

The SMI Group is made up of the parent company Smigroup, the subsidiary companies SMI, SMIPACK, SMIMEC, SMITEC, ENOBERG, SMIENERGIA, SMILAB, SARCO RE and a network of foreign branches. With a workforce of more than 760 people and a 76,315 m² industrial area devoted to offices and production departments, in 2017 the SMI Group achieved a sales revenue of 146 million euros.

SMI designs and manufactures a wide range of bottling plants and packaging machines able to meet production requirements up to 33,600 bottles/hour and used in countless sectors:



food products, beverages, household cleaning and personal hygiene products, chemical and pharmaceutical products.

Additional value of the SMI product range is the mark "Made and designed in Italy".

In fact, all machines are produced in Italy in the town of San Giovanni Bianco, not far away from Bergamo.



PROJECT ENGINEERING

Creation of customized packaging solutions as regards single machines, integrated systems and complete bottling & packaging lines



TECHNICAL ASSISTANCE UPGRADES & SPARE PARTS

Constant customer assistance by means of online services or on-site intervention by a specialized technician; supply of original spare parts and upgrades to enhance the machine's efficiency



IOT & ECO-FRIENDLY SOLUTIONS

Implementation of smart solutions for energy saving, the reduction of production costs and the environmental protection



146



Sales revenues in 2017
millions of €

95%



Exported
production

76315



Manufacturing facilities
& offices (m²)

763



Employees
(642 in Italy - 121 abroad)

95 % of the production is exported to 130 countries, where SMI operates through an extensive network of branches, agents and resellers, providing customers with technical and sales support.

SMI's target group is extremely wide and varied as ranges from middle-sized bottlers to multinational corporations such as Coca Cola, PepsiCo, Nestlé, Danone, Unilever, AB-Inbev and many more.



5705

AUTOMATIC PACKERS
DELIVERED TO
31/12/2017



49

**COMPLETE
BOTTLING LINES
DELIVERED TO
31/12/2017**

505

**BLOWERS
& ECOBLOC® SYSTEMS
DELIVERED TO
31/12/2017**

103

**PALLETIZERS
DELIVERED TO
31/12/2017**

VISION

SMI aims at strengthening its position of global player and satisfying the customer requirements in the best way possible, providing customized solutions strongly oriented to innovation.

MISSION

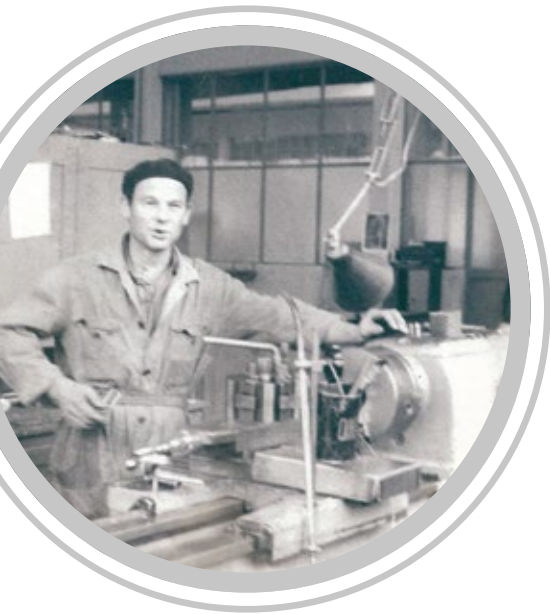
SMI is a customer-oriented organization, which, thanks to investments in human resources, particular attention to customer requirements, use of advanced technologies and great quality-price ratio, has become one of the world's leaders in the packaging machines sector.



A SUCCESSFUL STORY

How can a small metal-working business turn into a large, forward-looking industrial reality?

Thanks to Luigi Nava's and his sons' initiative and foresight, SMI is today capable of sealing the fate of the bottling and packaging industry through the continuous innovation and the development of Industry 4.0 and IoT (Internet of Things) technologies for the "smart factory".



SMI foundation and launch of the first film shrinkwrapper

1987



Launch of the range of automatic palletizers

2009

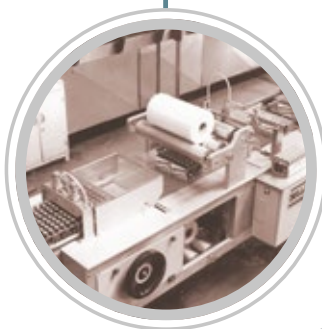


2010

Introduction of stretch-blow moulding, filling and capping ECOBLOC® integrated systems

1999

The first stretch-blow moulder is rolled out





Installation of
the first
complete
bottling line

2011



Launch of the
ERGON range

2015

Presentation of
the ultra-compact
EBS K ERGON
rotary
stretch-blow
moulder

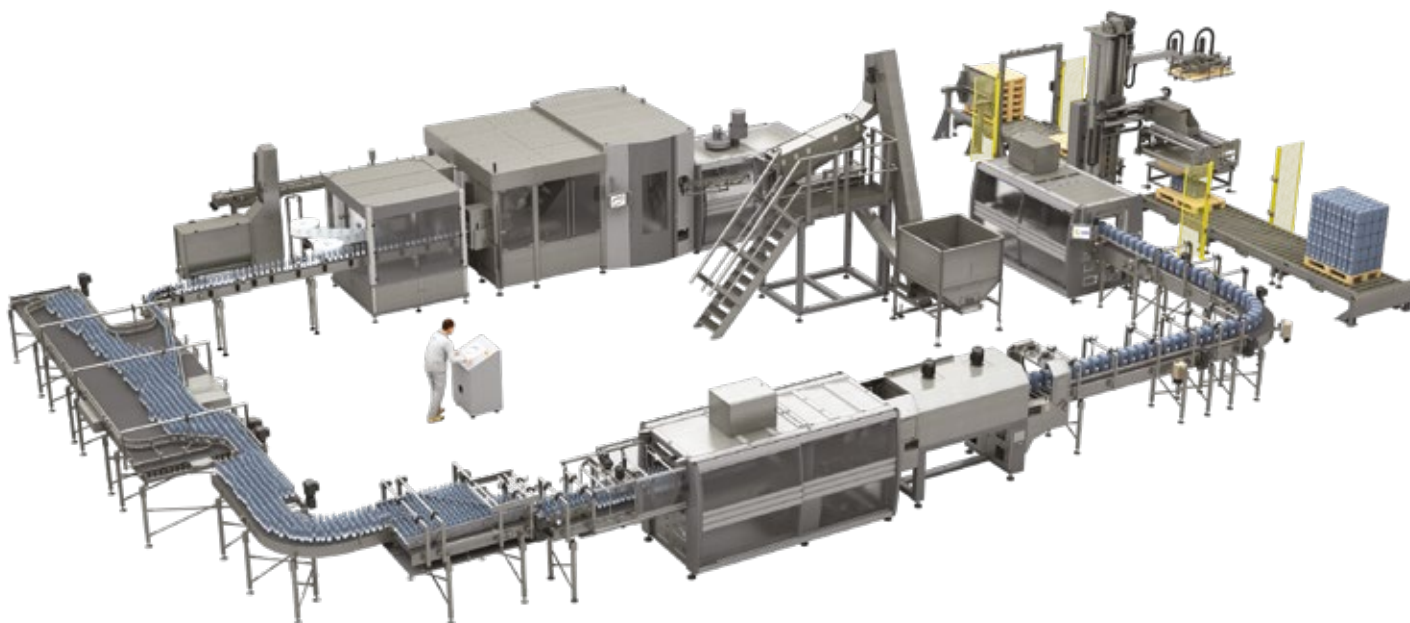
2017

2014

Moving of workshops
and offices to the
SMI Group's new
headquarters



SMART SOLUTIONS FOR EVERY BOTTLING AND PACKAGING NEED



SMI offers complete bottling and packaging lines for production needs up to 33,600 bottles/hour intended for the food & beverages sector; designed in compliance with Industry 4.0 and IoT (Internet of Things) innovative principles, SMI plants can be considered as real “smart factories” thanks to the technological solutions of the latest generation they are equipped with.

The preliminary phase of every project of a new bottling line consists of an accurate analysis of the customer's needs, coming out of sales and technical meetings between the customer and SMI engineers; subsequently, the processing of a project feasibility study and a customized

proposal defining all the details of supply take place. Thanks to this approach, SMI can create turnkey solutions capable of fully meeting the customer's expectations.

While designing machines and plants, SMI engineers commit themselves to matching customers' needs through innovative solutions in terms of manufacturing process efficiency, automation of operations, cost reduction and energy saving.

The solutions proposed by SMI are the outcome of a synergistic integration between a 20-year-long expertise in this field and the latest technologies compliant to Industry 4.0 and IoT (Internet of Things).

The latter allow to collect, analyze and manage through a single control platform the whole of the operating data concerning every machine of the manufacturing plant; the platform provides users with the real time monitoring of the industrial site's efficiency and enables them to remotely alter production flows, streamline resources and sort out problems or breakdowns.



BLOWING



FILLING



PACKAGING



CONVEYING



PALLETIZING



BLOWING AND FILLING

SMI manufactures fully automatic bottling and packaging plants for PET containers up to 10 L, equipped with the newest technical innovations ensuring production efficiency, operating flexibility, cost reduction and energy saving. SMI rotary stretch-blow moulders of the EBS ERGON series are designed to achieve a maximum output rate of 33,600 bottles/hour and are available in many models in two major variants:

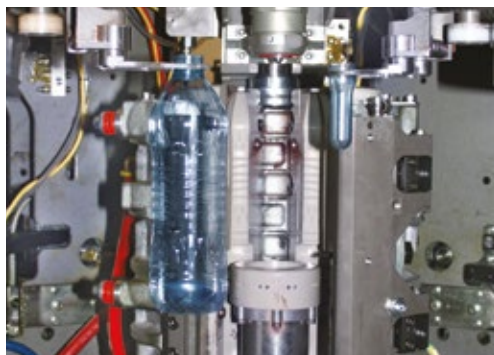
- stand-alone configuration
- "combi" configuration, integrated into ECOBLOC® compact systems which combine into a single machine the operations of stretch-blow moulding, filling and capping

The range includes:

- 7 EBS ERGON models, from 4 to 16 cavities, able to manufacture bottles up to 3 liters
- 3 EBS K ERGON models, from 2 to 4 cavities, able to manufacture bottles up to 3 liters
- 3 EBS HC ERGON, from 3 to 6 cavities, designed for the production of bottles from 5 up to 10 liters

Key advantages

- compact and ergonomic frame
- fully electronic rotary technology
- motorized stretch rods
- highly energy-efficient IR rays lamps for preform heating
- air Master compressed air recovery system as a standard feature
- easily accessible machine for cleaning and maintenance operations



EBS ERGON SERIES

» rotary stretch-blow moulders

- output rate up to 33,600 bottles/hour
- PET and PP containers from 0.10 to 3 liters
- motorized stretch rods
- energy-efficient IR ray lamps for the preform heating



EBS K ERGON SERIES



» ultra-compact rotary stretch-blow moulders

- output rate up to 8,800 bottles/hour
- PET containers from 0.10 to 3 liters
- motorized stretch rods
- energy-efficient IR ray lamps for the preform heating

EBS HC ERGON SERIES



» rotary stretch-blow moulders for high-capacity containers

- output rate up to 7,200 bottles/hour
- PET and PP containers from 5 to 10 liters
- motorized stretch rods
- energy-efficient IR ray lamps for the preform heating

ECOBLOC® ERGON SERIES



» compact stretch-blow moulding, filling and capping systems

Fit to production plants for:

- flat and carbonated water (VMAG/EV - VMAS/EM models)
- carbonated soft drinks (EV/EM models)
- edible oil (LG-VMAG models)
- milk (VMAG/EV - VMAS/EM models)



SECONDARY PACKAGING

SMI is the largest international manufacturer, by number of units delivered every year, of automatic packers for the end-of-line secondary packaging running at the maximum output rate of 450 packs/minute (according to the machine model and to the container/pack features); all of the machine models are designed in accordance with the latest principles of modularity, ergonomics, flexibility and expandability and allow to pack in multiple packaging solutions a wide range of containers:

- plastic and glass bottles
- jars
- cans
- cardboard briks
- other rigid and stable containers

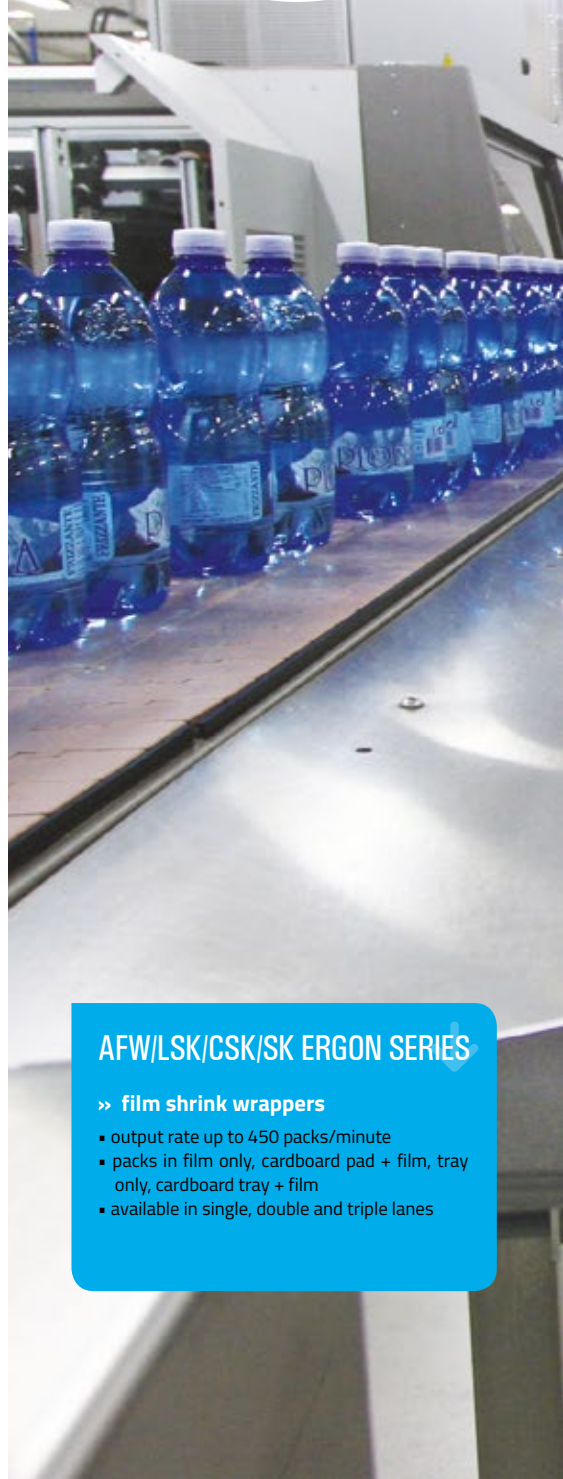
The range of SMI machine for the secondary packaging is equipped with an automation

and control system of the latest generation (MotorNet System®) and is composed of:

- film shrink wrappers
- tray packers
- cardboard multipack sleeves
- wrap-around case packers
- combined machines

Key advantages

- Compact, modular and ergonomic frame
- Top operating flexibility
- Possibility to personalize the machine through a wide range of accessories
- Quick and easy format changeover
- Low energy consumption and reduced maintenance



AFW/LSK/CSK/SK ERGON SERIES

» film shrink wrappers

- output rate up to 450 packs/minute
- packs in film only, cardboard pad + film, tray only, cardboard tray + film
- available in single, double and triple lanes



MP ERGON SERIES



» cardboard multipack sleeve

- output rate up to 300 packs/minute
- cardboard sleeve with OTT or NT formations
- packs realized with:
overlapping flaps, containment flaps, handles.

LWP/CWP/WP ERGON SERIES



» wrap-around case packers

- output rate up to 80 packs/minute
- wrap-around corrugated cardboard case or tray, standard and extra-large size, with edges of the same height or different heights.

LCM/CM/ CM FP ERGON SERIES



» combined machines

- output rate up to 80 packs/minute
- cardboard case, cardboard pad + film, cardboard tray + film, cardboard tray without film and packs in film only
- trays can be octagonal or rectangular

CONVEYANCE AND PALLETIZING

For the handling of loose containers or packs within bottling and packaging plants, SMI provides a wide range of:

- air conveyors
- chain conveyors
- multilane dividers

SMI conveyor belts are designed as modular units which can be easily combined in order to get the most suitable configuration for customer's needs. They are made of durable and reliable materials and are operated by energy-saving brushless motors.

In order to streamline end-of-line operations, SMI offers many different solution of automatic palettization available both as stand-alone" equipment and combined with a film shrink wrapper or a wrap-around case packer to form an integrated system called "Packblock" (a really compact block which doesn't require conveyor belts to connect the two machines).

Key advantages

- compact and robust column frame
- "3-in-1" technology, integrating into the central column the operations of palettization, pallet feeding and interlayer inserting
- moving mechanical elements operated by brushless motors, ensuring top precision and high reliability

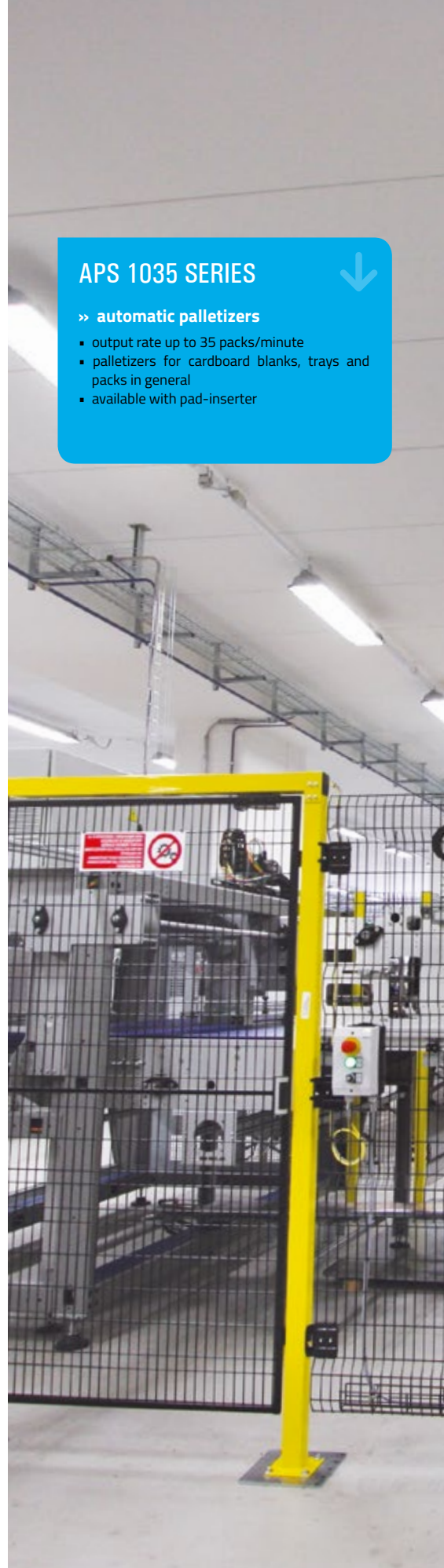


APS 1035 SERIES



» automatic palletizers

- output rate up to 35 packs/minute
- palletizers for cardboard blanks, trays and packs in general
- available with pad-inserter



APS 1550 ERGON SERIES ↓

» automatic palletizers

- output rate up to 50 packs/minute
- palletizers for cardboard blanks, trays and packs in general
- compact "3 in 1" system with SCARA arm for picking up pallets and inter-pads

APS 3090 ERGON SERIES ↓

» automatic palletizers

- output rate up to 90 packs/minute
- palletizers for cardboard blanks, trays and packs in general
- compact "3 in 1" system with SCARA arm for picking up pallets and inter-pads

APS 3100L ERGON SERIES ↓

» automatic palletizers

- output rate up to 100 packs/minute
- palletizers for cardboard blanks, trays and packs in general
- compact "3 in 1" system with SCARA arm for picking up pallets and inter-pads

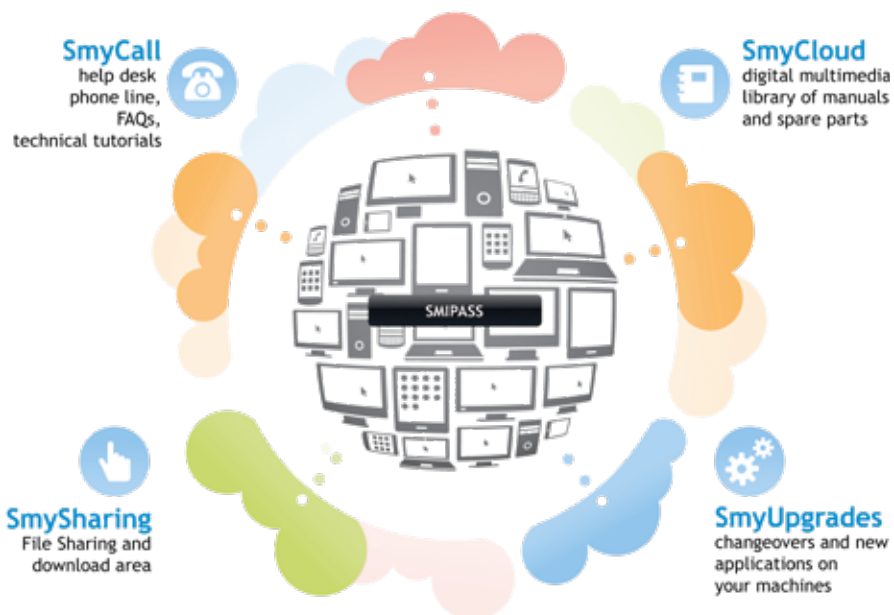


AFTER-SALES SERVICES

The wide range of SMI products is combined with the offer of countless services to maintain machine efficiency and profitability over time.

> SMIPASS SERVICES

- **SmiCall:** telephone line for an immediate technical support in case of malfunctions of machines and plants
- **SmyCloud:** multimedia digital library for the access to operating, maintenance and spare parts manuals and wiring and pneumatic diagrams
- **SmyReader:** app for Android and iOS devices allowing to easily and quickly order spare parts
- **Teleassistance:** "peer to peer" remote link between the operation panel of the machine and SMI technician's computer
- **SmyUpgrades:** software and hardware updates for the improvement of the machine efficiency



> AFTER-SALES TECHNICAL ASSISTANCE

On-site support: the SMI staff is at the customer disposal in any part of the world in order to provide:

- interventions for solving technical problems
- interventions for carrying out the planned maintenance operations
- interventions for machine updating

Online assistance: this is the fastest technical support and is used for emergency situations. It is provided through teleassistance or troubleshooting

> TRAINING CENTER

Organizes courses addressed to those who want to take full advantage of the potential offered by SMI machines and increase their operational efficiency. The programs are addressed to groups of up to 6 people; they are held both at the SMI's headquarters in San Giovanni Bianco and at the customer's facility and consist of a theoretical and practical sessions.



6300

SMI machines
installed in
130 nations

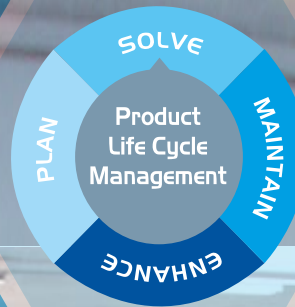
120

specialized technicians
to provide after-sale
support all over
the world

9



spare parts warehouses
in Italy
and abroad



OTHER SMI GROUP COMPANIES

> SMIPACK

L-sealing hood and continuous packers, shrinkwrappers and handle applicators

It is specialized in the production and selling of:

- L-Seal hood machines
- manual, semi-automatic and automatic L-Sealers
- intermittent and box motion automatic side sealers
- shrink tunnel
- semiautomatic and automatic shrink wrappers with sealing bar and overlap shrink wrappers
- automatic handle applicators

SMIPACK machines can be used in the following sectors:

- food: bakery, confectionery, pizza, fruit and vegetable, dairy products, drinks and preserved food
- non-food: products for graphic, electronic, mechanical and computer industry, laundry, toys, detergents, perfumes and pharmaceutical products



60246

SMIPACK SECONDARY
PACKAGING MACHINES
DELIVERED

> SMIMEC

Moulds and mechanical components

It is specialized in manufacturing structural parts, mechanical components and aluminium, steel, iron and cast iron moulds.

It was founded in 1999 with the aim of meeting the main requirements of the companies of the Group for the production of the parts and mechanical components for the assembly departments.

It has been developing throughout the years in order to be able to carry out several works for third parties and offer a wide range of high-quality components manufactured with machines of the latest generation, able to meet the requirements of the most established and demanding markets.



OTHER SMI GROUP COMPANIES

> SMITEC

Industrial Automation

It is specialized in developing and manufacturing integrated electronic devices and hardware/software systems for the automation and control of machines and industrial processes.

Smitec products stand out for:

- high technological content
- reduced dimensions
- simple installation and use

The focal point of SMITEC product range is the MotorNet System (MNS)®, a PC-based automation system for the management and control of industrial machines with independent axes.



MotorNet System®



> ENOBERG

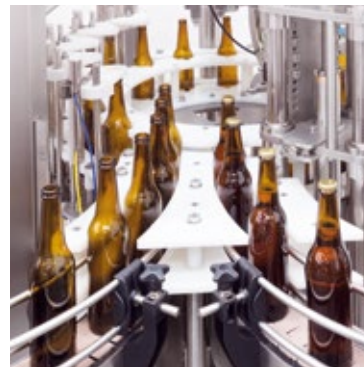
Filling systems

It became part of the SMI Group in 2016 and deals with the production of:

- electronic volumetric filling systems
- electro-pneumatic counter-pressure level filling systems
- recirculating filling systems

These machines are used in the following market sectors:

- water
- soft drinks
- juices
- beer
- wine and other alcoholic drinks
- milk and derived products
- edible oil
- detergents and pharmaceutical products
- sausages



OTHER SMI GROUP COMPANIES

> SMILAB

Centre of Research and Technology Transfer

It is a Center of Research and Technology Transfer – CRTT accredited by the regions of Lombardy and Veneto and by MIUR.

It deals with:

- research and innovation
- corporate consultancy
- training

The aim of the company is to enhance the relationship between research and industry through the transfer of technologies developed within its own labs and the realization of joint projects



> SMIENERGIA

Energy from renewable sources

It deals with the management of plants producing energy from renewable sources, within the SMI Group's facilities; they include:

- a hydroelectric power plant with installed power of 1 GW
- assembly plants photovoltaic roofing with installed power of 1.5 GW
- solar thermal system for heating the water used for the company's services
- lighting through low-energy consumption LED lamps
- air conditioning system within the working environment, providing in summer natural cooling through use of fresh air from the hydroelectric power plant and in winter heating thanks to heat generators



SUSTAINABLE DEVELOPMENT

> QUALITY, ENVIRONMENT AND SECURITY

Sustainable development represents a key value of SMI mission, whose aim is to create a close relationship between industrial activity, product quality, respect for the environment and security of the workplace. For this reason the company adopts:

- a Quality-Environment integrated management system, in compliance with UNI EN ISO 9001:2015 (Quality Management System) and UNI EN ISO 14001:2015 (Environment Management System)
- safety Management System, in compliance with the international standard BS OHSAS 18001:2007
- the adherence to the WHP (Workplace Health Promotion), as company adopting all measures to prevent accidents and work-related diseases and is committed to offer all workers opportunities to improve their health, reducing the general risk factors

The headquarter of the SMI Group is the perfect exemplification of the combination "architecture-environment", proof of the attention paid by the company to sustainable environment, together with the adoption of measures like:

- the replacement of machine plastic components with steel parts recovered by producing rejects
- the renewal of the company car fleet, opting for electric vehicles generating low CO2 emissions
- regular controls of the "carbon footprint" and continuous adjustments in order to reduce it



> SOCIAL CORPORATE RESPONSIBILITY



In an economical context featured by an even stronger competition, SMI has remained faithful to the following principles and values: social solidarity, safeguard of the

human rights, guarantee of the working regulation and fight against corruption. These are part of a continually evolving company project based on the 10 principles of the United Nations Global Compact, universally recognized and preserved.



THE SMI GROUP IN THE WORLD

Through an extended network of branches and representation offices, SMI is able to ensure a direct presence in the main international markets, providing the customers with sales and technical support.



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