



MARCHESINI GROUP

Press Kit



CONTENTS

- **Marchesini Group Corporate Profile**
- **Marchesini Group**
- **Group Companies**
- **The Group Worldwide**
- **Products and Services**
- **Research & Development and Training**
- **A Bit of History**
- **Management**



MARCHESINI GROUP CORPORATE PROFILE

Company name	Marchesini Group S.p.A.
Head Office	Via Nazionale 100, Pianoro – Bologna, Italy
Website	www.marchesini.com
Organisation (Headquarters)	
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
Personnel	1200 employees (500 direct and 700 between Group companies and foreign branches)
2014 Group Revenues	€ 270 million (+ 9% compared to 2014)
Take-overs	Multipack (Casalecchio di Reno – Bologna) PRB (Castel Guelfo – Bologna)
Manufacturing Plants	Pianoro (Bologna) Blister division (Carpi - Modena, Italy) Farcon division (Carpi - Modena, Italy) Packservice division (Latina - Italy) Tonazzi-Vasquali division (Cerro Maggiore - Milan, Italy) Blister Tooling division (Calderino - Bologna, Italy) Corima (Monteriggioni - Siena, Italy) Neri (Barberino - Florence, Italy)
Group Companies operating in various sectors	Omac (Budrio - Bologna, Italy) CNC (Carpi - Modena, Italy) CBS (Bologna, Italy)
Foreign Divisions	Russia - Ukraine - Poland UK USA Suisse Scandinavia Germany France Benelux Spain M.E.C.A. (Middle East & Central Asia) India China Maghreb Andina Caribe Brazil



MARCHESINI GROUP

A packaging leader

Located in the heart of Bologna's Packaging Valley, Marchesini Group is a leading supplier of complete packaging lines and machines. The uniqueness and reliability of the Group's products have risen it up to the leading position it now enjoys.

The following figures provide a clear evidence of its success. The **consolidated turnover of 2015** was **270 million Euro** (9% more than 2014), while **order book** reached **235 million Euro** (7% more than previous year).

87% of the Group's turnover comes from **exports**, which reach major shares in Europe (39%), China (13%) and Latina America (10%).

Special skills for a full-service offer

Founded in **1974** in Pianoro (Bologna), where the headquarters is still located today, Marchesini has evolved over the years into a group that, through acquisitions and partnership agreements with complementary businesses of the main industry, is able to handle the entire packaging process, up as well as downstream, for the pharmaceutical and cosmetics industries.

A Group with an international outlook...

Thanks to its unfailing commitment to innovation, Marchesini Group has successfully captured a leading role in Italy and internationally: today, **over 87% of group revenues are generated by exports**, mainly in Europe and United States.

In order to effectively secure its global position, Marchesini has **opened 18 offices** in its main reference markets, supported by a widespread network of **35 representation offices**, so that it is present in 116 countries worldwide.

... and a solid 100% made-in-italy manufacturing base

Despite the group is still enhancing its sales and service networks around the world, what truly distinguishes Marchesini Group is its 100% Italian based production, which ensures top product quality as well as enhancing its relationship with local supportive industries.

Areas of activity/Business areas

Most of the Group's production - approximately 87% - is devoted to the **pharmaceutical** industry, where Marchesini is a major point of reference, not only for multinational enterprises (including GSK, Novartis, Wyeth, BMS, and Pfizer), but also for small and medium-sized businesses, companies working in generics and pharmaceutical contracting business. The remaining 15% of production concerns the **cosmetics** industry, where Marchesini offers innovative cosmetic packaging solutions tailor-made for top level clients, such as L'Oréal, Procter&Gamble, Dior Parfum, Guerlain Paris, and Yves Saint Laurent Beauté.



It is worth to be mentioned however that, these percentages are dynamically evolving, since the **cosmoceutic** industry became as well one of the breakthrough businesses worldwide, and Marchesini Group is indeed focusing strongly on this new area of packaging-solutions.

A strategy focused on fine quality and customised services

Marchesini's mission is to offer complete packaging lines, highly profiled for the end client: an 'on-demand' offer, customized and adapted to meet the needs of different clients. A 'tailor-made' approach for packaging line projects, focused on sales, after-sales and assistance worldwide. Marchesini's strategic intent aims at leading to results that include **investing in the expansion of sales networks** in order to ensure an effective coverage of global markets, strengthening its **service** networks to allow end-customers to take full advantage of the products, and **enhancing the brand**, which is synonymous of quality and excellence across the world.

The future strategy of Marchesini Group focuses on research and development in order to keep on providing its clients with an increasingly widened products array.

A 100% family Group

Founded by Massimo Marchesini, who started his own business in 1974 by creating a cartoning machine in his garage, Marchesini family still retains complete control over the Group, whose business mission is thus described by Maurizio Marchesini, CEO Marchesini Group: *"The packaging industry is continuously evolving, and to remain competitive, a company has to constantly challenge technological innovation. We are convinced that we can be the right partner, working together, investigating new possibilities to find the best solution for the needs of our customers."*



GROUP COMPANIES

An integrated Group for a full-spectrum offer

Since 1974, the year when it was founded, Marchesini Group progressively grew through acquisitions and partnerships with complementary companies. Today, Marchesini Group is able to come up with complete lines to handle the entire production process, from dispensing drugs in vials, ampoules, and blisters, through to packing the product in its subsequent forms, such as bundles, boxes, and pallets.

Headquarters

The headquarters in **Pianoro (Bologna)** hosts as well the production facilities, ensuring coordination of the Group. The various activities, such as research and development, sales, marketing, administration, acquisitions management, training, and quality control, are carried out on-site by the various companies of the Group to maintain and develop their specific expertise locally, even though they are still strictly coordinated by the parent company in Pianoro. Indeed, one of the characteristics of Marchesini Group is that the headquarters in Pianoro is the bond that holds the various companies together, exploiting the same design methods and exchanging information throughout all production phases.

Group Divisions

- **Farcon Division** (Carpi - Modena): specialists in manufacturing automatic thermoforming machinery for packaging vials, ampoules, syringes and needles;
- **Packservice Division** (Latina): specialists in manufacturing automatic machinery for strips and end-of-line;
- **Tonazzi-Vasquali Division** (Cerro Maggiore - Milan): leading manufacturer of automatic machinery for filling tubes, mascara, lip-gloss, jars; counting machines for tablets, pills and capsules;
- **Blister Tooling Division** (Monte San Pietro - Bologna);
- **Corima** (Siena): specialists in manufacturing vial and syringe fillers; washing lines;
- **Neri** (Barberino del Mugello - Florence): specialists in manufacturing self-adhesive labelling machines for a wide array of products; sterilization lines.

Other Group Companies

- **OMAC** (Budrio - Bologna, Italy): specialises in machine finishing for third parties; equipped with innovative production systems;
- **CNC** (Carpi - Modena, Italy): specialises in machine finishing for third parties; equipped with innovative production systems; leader in the sector of thermoforming moulds, for the foodstuffs industry in particular;
- **CBS Engineering** (Bologna, Italy): mechanical design leader.

THE GROUP WORLDWIDE

A Group with a strong international outlook

With exports accounting for over 87% of sales revenue, Marchesini is clearly an internationally driven company. As the international scenario continues to change, Marchesini, ever since its earliest years in business, has focused on creating a widespread sales network abroad. In order to maintain the high level of this role and consolidate its worldwide footprint.

Today, Marchesini is present in over 116 countries around the world, with **18 divisions in its reference marketplaces** (Russia, Poland, Ukraine, Great Britain, the United States, Scandinavia, Switzerland, Germany, France, Benelux, Spain, Middle East and China, Brasil, India, China, Andina, Maghreb and Caribe), and an extensive network of **35 representation agencies** that have grown together with the company in order to foster each day the company's commitment to stay close to its customers.



■ Filiali
● Agenti

The foreign divisions are divided as follows:

- **Marchesini Group UK (TMG)** (United Kingdom): established in 1984, it operates in the UK and Irish markets;
- **Marchesini Group USA (MPM Marchesini Packaging Machinery Inc.)**: since 1992, it has been in charge of sales and assistance for the entire Marchesini Group in Central-Northern America, which comprises 2300 sq.m facilities in West Caldwell, New Jersey, and an office in Puerto Rico;
- **Marchesini Group Suisse MVM** (Switzerland): its offices are located in Lorrach, near some of the most important pharmaceutical multinational enterprises;
- **Marchesini Group Scandinavia MGS** (Scandinavia): the Danish and the Swedish offices, in Malmo, organise sales and services for the Nordic countries;
- **Marchesini Group Germany MVM** (Germany): established in 1984, its offices are located in Viersen and sells directly on the German market;
- **Marchesini Group France** (France): established in 1976, the group manages sales and after-sales activities in France;



- **Marchesini Group Benelux** (Belgium): its offices are located in Brussels, and it focuses on business development in Belgium, Netherland and Luxemburg;
- **STE** (Spain): established at the end of the 70's, its offices are located in Barcelona and Madrid and serves the Iberian market;
- **Marchesini M.E.C.A.**: its new offices in Dubai operate on the Middle East&Central Asia (M.E.C.A.) market;
- **Marchesini Group India**: its offices are located in Mumbai, and it strategically focuses on Emerging Markets business development;
- **Marchesini Group Shanghai**: to be closer to the Chinese market;
- **Marchesini Group Maghreb**: the group manages sales and after-sales activities in Maghreb;
- **Marchesini Group Andina**: the group manages sales and after-sales activities in South America;
- **Marchesini Group Brasil**: the group manages sales and after-sales activities in Brasil;
- **Marchesini Group Caribe**;
- **Marchesini Group Russia**;
- **Marchesini Group Poland**;
- **Marchesini Group Ukraine**.

With these foreign offices, Marchesini Group aims at consolidating its tradition on looking towards Emerging Markets, maintaining its core industry manufacturing plants in Italy.



PRODUCTS AND SERVICES

Complete lines

Marchesini Group produces complete lines able to handle the entire packaging process, up and downstream, as well as stand-alone automatic packaging machines - both primary and secondary - for the pharmaceutical and cosmetics industries.

The complete lines: customization and modular design

Marchesini lines make their mark especially for their outstanding modular design and completeness. The phase of production engineering and designing for each machine takes place at the headquarters in Pianoro, in close collaboration between Marchesini and the customer. The machines are initially produced in the various Group locations or in partner companies, and are later forwarded to the central production facility in Pianoro, where they are assembled into complete lines to be shipped to customers around the world. Because of their modular design, Marchesini's lines are able to adapt to the layout of any environment (from straight lines to a wide range of geometric shapes), ensuring utmost flexibility.

Liquid products

For the production of liquid drugs, the group supplies a full range of machines and complete lines for processing vials and bottles, ampoules, cartridges and disposable syringes, from filling to palletising.

Products for primary packaging: linear or rotary washing machines, blowing machines and blowing tables, sterilising tunnels, linear and rotary filling machines, ampoule filling and sealing machines, syringe filling/closing machines.

Products for secondary packaging include labellers and syringe plunger inserters, machines for fitting Safety Devices, machines for packaging trays, both cardboard and thermoplastic, cartoners and all end-of-line machines: overwrappers, case packers and palletisers. All filling machines, made using cutting-edge technologies, are equipped with different filling units according to the product to be processed, and are available both in a single-block version and for separate operations. They have all the CIP/SIP devices for cleaning and decontamination, devices for IPC, and comply with all cGMP regulations and those related to production in a sterile environment. The extensive range of models available, the size change-over speeds and the dispensing units designed for fast and easy removal are integral features of all of the machines produced.

Solid Products

As well as packaging solids in blisters, Marchesini group produces lines for processing solid products and powders in different types of packaging machines: tube filling machines, which pack effervescent tablets in rigid tubes, machines for packaging powders and granules in sachets and stick packs and strip packaging lines.



Creams and Cosmetics

With regard to the segment of creams, gels, mascaras and other cosmetics, the range of machines and lines provided by the group completely covers all the various customers needs: tube fillers, jar filling/capping machines, mascara filling/closing machines, vertical and horizontal sachet fillers for sachets and stick packs; all designed and developed considering the special requirements and specifications of each product.

Packaging & End of line

With an endless range of labellers, cartoners, overwrappers, case packers and palletising systems equipped with an equally extensive variety of feeding units, for all pharmaceutical and cosmetic products, Marchesini Group confirms its strength as a supplier of secondary packaging systems.

After-sales services

As one of the first packaging companies in Italy to acquire automated part management and storage systems, Marchesini Group guarantees its customers the supply of spare parts for the entire lifetime of each machine. Marchesini Group now has no less than **28 automatic warehouses**, which are entirely PC-controlled, dealing with around **1.300.000 components** each year. An efficient and flexible department co-ordinates all the spare parts orders and promptly arranges for their shipment across the world. Both the machines and complete lines produced by the Marchesini Group and shipped to clients inside and outside Italy receive on-going support in after-sales services, to which the Group dedicates utmost care and attention. The company disposes of more than **100 technicians all over the world**. A pool of 200 technicians who visit customers on-site operates from the Italian offices. They are all co-ordinated and trained by Marchesini Group, guaranteeing an immediate response and assistance for every single customer.



RESEARCH & DEVELOPMENT AND TRAINING

Research & Development: a Group commitment

For Marchesini Group's founders **innovation means growth**: thanks to its intense research and development efforts, which have never ceased for the past thirty years, the Marchesini Group is able to continually develop original solutions and ideas for the packaging industry. The Group currently has:

- over 140 CAD stations equipped with Pro/ENGINEER software and numerous other applications;
- a latest-generation rapid prototyper that is used by designers, working from three-dimensional models designed with CAD system, to create solid objects that can be tested before going into production;
- an entire rapid prototyping department with laser- and water-cutting and metal bending systems;
- a test room equipped with cutting-edge technologies, where an exclusive research team focuses on developing and testing the products.

Knowledge transfer and "Technical Culture"

Knowledge transfer and "Technical Culture" are the **real Dna** of Marchesini group: for over 30 years, Marchesini Group has been on the cutting edge, not only in terms of technologically advanced products, but also in the thorough and on-going training it provides to its technicians and customers.

In-house training

The Marchesini Group organises approximately **5.000** classroom hours every year involving over 400 people, on-the-job training, constant mentoring for new hires, and the use of modern infrastructures. "Cross-over" skills, such as leadership development, the study of foreign languages, and computer skills also ensure effective learning and improvement processes in training technicians.

Customer training

With the aim to expand the number and the quality of after-sales services, customer training is a commitment that the Marchesini Group makes when an order is placed. Training can take place on-site or during testing, and is conducted by technicians who pass on the proper procedures for using the systems installed to clients and their operators. This helps initiate a process of on-going collaboration between Marchesini and its customers.



A bridge to link school and workplace: training in collaboration with public organisations and institutes

The Group strives to create collaborative relationships with schools and universities, focusing a great deal of attention on professional training for recently hired personnel in collaboration with technical institutes and universities in the area.

A real '**bridge**' in order to link school and workplaces, that every year can count:

- over **400 hours of training classes** carried out by Marchesini's technical staff towards pupils as well as teachers;
- direct and indirect funding toward technical institutes and universities in the area;
- over **50 people** in internship in Group companies;
- almost **150 students** visit manufacturing plants;
- presence of Marchesini Group's management in university workshops and seminars.



A BIT OF HISTORY

1974

The foundation

The Marchesini Group story begins when Massimo Marchesini, a technician specialised in the construction of automatic machinery, decides to set up his own company, called 2M. This goal is made possible by Marchesini's collaboration with a young designer named Giuseppe Monti, who was a technical expert from the motorcycle industry.

1976

The first prototypes

The first intermittent-motion cartoner is made. With the establishment of Generalmac, run by his son Maurizio, the company enters the primary packaging sector, producing the first sachet filling machine for packaging powders and the first tube filling machine, which packages effervescent tablets in rigid tubes.

1982 – 1996

The production development

In response to the growing demand from the pharmaceutical market, which starts calling for increasingly fast packaging lines, Marchesini launches the first continuous-motion cartoner. Entrusted to the creativity of young designer Giuseppe Monti, the design features highly original technical solutions, adapted from motorcycle mechanics: oil bath motors, innovative guards enhancing extreme machine reliability and safety. A special company, M80, is created to produce this new series. Marchesini consolidates its presence in the primary packaging industry: in 1984, with the acquisition of Gamma in Carpi, through which Marchesini gains access to the blister packaging sector; in 1985, when it enters the liquid filling sector. In 1990, all the companies join together in a single entity: the Marchesini Group S.p.A., is formed. In 1995/96 the Group is joined by Smabo, one of the biggest wrapping machine producers, Packservice, which makes case packers, sachet fillers and strip packaging machines and Tonazzi, a pioneer in the tube filling machine sector.

2000 – 2003

Acquisitions that mark the history of Marchesini

Expansion continues with the acquisition of a majority stake of Farcon, a leader in the production of deep thermoformers and walleting machines, CNC, a company specialising in the design and construction of complex cutters and moulds, and Teamac, which produces machines that package tea in envelopes.

2003: acquisition of Corima, a long-standing company producing systems for processing ampoules and syringes. Marchesini Group becomes the only group in the world able to supply its customers with complete syringe lines, from filling to palletising.



2004 to date

The expansion worldwide

In 2004 Vasquali s.r.l. joins the Group. The Milan-based company specialises in the production of counting machines. In October of the same year, the new Group headquarters are inaugurated in Pianoro before the Chairman of the Italian Chamber of Deputies, Hon. Casini. A week-long Open House follows the inauguration, and more than 2000 customers from around the world take part.

2006: for the first time, the Group sells more than 100 lines in a single year. Its growth still continues today: Marchesini Group consolidates itself with the 100% acquisition of Neri (2008) as well as with three new offices focused on Emerging Markets, bringing the 'technical culture' and its 'tailor-made' approach also to the Middle East, Asia Pacific and India.

2008

Acquisition of Neri

Marchesini Group acquires 100% of Neri in Barberino del Mugello (Florence), a leader in the production of machines that apply self-adhesive labels on an extensive range of products and sterilisation systems.

The new factory of Corima in Monteriggioni is also inaugurated: an overall investment of 7 million Euro for a modern and functional factory of six thousand square meters.

2010

Extension of the logistics factory and Open House

Two top events of the year during October: the inauguration of the factory extension for the Group's logistic activities and a 5-day Open House (18-22 Oct.). The event offered an opportunity to present the technological trends of the future; the most innovative solutions in the pharmaceutical and cosmetic packaging industries, focusing on topics such as robotics, sterile processing applications and tamper-evident technologies.

2012

Acquisition of PRB

Marchesini Group announced the acquisition of the pharmaceutical and cosmetic division of PRB S.p.A.: the acquisition includes technology for secondary packaging (wrappers, case packers, cartoners and palletizers) of pharmaceutical and cosmetic products.

2013

Opening a new facility

Marchesini Group inaugurated a new facility in front of the corporate Headquarters. The opening event, attended by 2,500 people among employees, suppliers and friends, also saw the highest national and local authorities taking part in the ceremony. The new factory has been built on an area of over 5.400 square meters and will be used for improving the productive organization thanks to its destination to assembly of stand alone machines. Its investment is worth 7.5 million Euros.



2014

An Open Factory to celebrate 40 years of packaging...

To celebrate the 40th anniversary of its foundation, the Marchesini Group has organised its first Open Factory from the 5th to the 23rd of May. Customers coming from all over the world were escorted along the line of machines designed and created starting from an idea of a new concept of factory; this business view aims at a rationalised production policy and consequently a more efficient one, thanks to a refurbished logistic department, to a new and super technological automatic warehouse, which monitors thousands of special pieces each day to improve storage, and above all thanks to the physical division of stand-alone machines and lines, in order to shorten production times and to speed up consignments. The tour started at the new Growing Younger Museum, which recollects forty years of history of the company, and continued along 23 complete lines and 200 stand-alone machines that have created the company's recent history. There were also some new solutions already available on the marketplace.

...and an Aseptic Live Show to open the doors of Corima

From the 29th to the 3rd of October the Marchesini Group has organised the first Aseptic Live Show at Corima's factory in Monteriggioni (Siena). This event was the opportunity to open to insiders the doors of Corima, the branch of the Group specialising in the design and production of automatic aseptic pharmaceutical packaging machines, and to announce that Corima's factory will be expanded from the current 6 thousand square meters to 10 thousand, thanks to an investment worth 3.5 million Euro. This will also create 50 more job opportunities in addition to the 100 staff members employed there today. Several lines and stand-alone machines were setup for the show to demonstrate the packaging solutions of small containers, vials and syringes devised and designed for some major international customers.

2015

A growth of 11% in the turnover of 2014

The Group's consolidated turnover (including foreign branches) has grown from 222 million Euro in 2013 to 247 million in 2014, that is 11%. The Group's revenue advancement goes hand in hand with its excellent performance in winning orders, which from 189 million in 2013 have risen to 217 million (+15%). This ascent is above all due to the increased demand for aseptic anti-cancer pharmaceutical packaging machines received from Russia, Eastern countries and China.

The first stone of the new thermoforming centre in Carpi has been laid

In May, Maurizio Marchesini (CEO of the Marchesini Group and Chairman of the Italian Industrialists Confederation of the Emilia-Romagna region) laid the first stone of the Group's future facilities in Carpi. 15 million Euro have been invested in this new factory, which will be opened officially in October 2016. It will become the biggest Italian centre where all the thermoforming plants will be manufactured.



Revolution starts from Blisters

In 2015, an investment plan entitled Blisterevolution got underway, involving the business, the products and the technologies. The operation was previewed worldwide at the Achema trade show in Frankfurt and is backed by investments that will materialize in the inauguration of the new factory in Carpi, where cutting-edge robotic integrated blister lines will be created. Here, new infeed solutions for pills in blisters will also be developed and size-composition studies will be implemented, thanks to a new rapid production process developed at the facilities of Calderino.

Acquisition of Multipack technologies

In June, Marchesini announced its acquisition of the business branch "Multipack", a company in Casalecchio di Reno (Bologna) specialising in end-of-line packaging systems for pharmaceuticals, cosmetics and foodstuffs. On July 1st, the Group started to manufacture machines based on the knowhow of Multipack, among which is a new version of the carton bander/bundler FA 04. The "conventional" model made by Multipack will be updated and improved with the latest technologies and will become even faster to meet the ever-demanding requirements of customers.

Teamac has been sold

Focusing on its Core business, that of packaging pharmaceuticals, the Group has decided to sell its Teamac business division in Budrio, which manufactures teabag packaging solutions, to a leading enterprise of this industry.

Inauguration of the branches in Russia, Poland and Ukraine

An announcement was made in November concerning the inauguration on January 1st of the new branch in Moscow, which has been handed over from an existent structure to a representation agency. Once this new business is up and running, it will boost the commercial partnerships with the Russian market that has thirty years of business behind it. Practically speaking, this operation will speed-up the technical transaction times involved in purchasing machines and will guarantee a prompt and customised assistance service to satisfy the needs of Russian clients. At the beginning of 2016, another two branches will be opened in Poland and Ukraine, aiming at boosting the pre and post commercial and assistance networks in Eastern countries.

MANAGEMENT

Maurizio Marchesini



Maurizio Marchesini, born in 1955, directs the Marchesini Group S.p.A., a leading manufacturer and supplier of complete lines and stand-alone machines for the pharmaceutical and cosmetic packaging industries.

He commenced his entrepreneurial career at the young age of twenty-two, beside his father Massimo, who had not long set-up his own business in the so-called “Packaging Valley” of Bologna.

Maurizio turned what started out as an artisan company into an enterprise that is presently one of the key players of the international packaging scenario thanks to new partnerships, acquisitions and a strategic internationalisation process of the distribution network.

Married to Marinella, he is father of two daughters, Valentina and Gaia.

ASSIGNMENTS

Chairman of the Unindustria Bologna from 2009 and 2011 and Chairman of the Aldini Valeriani Foundation during the two-year period 2011-2013.

Chairman of the General Confederation of Italian Industry of the Emilia Romagna region since June 2012.

Member of the General Board of the Confederation of Italian Industry.

Member of the Board of Italian Union of Automatic Packaging Machinery Manufacturers (Ucima) and Vice President of SIMEST.

Decorated with the title of “Knight of Labour”* by the former President of the Italian Republic, Giorgio Napolitano, in June 2013.

* an award given to those who have proven to be individually meritorious by the Order of Merit for Labour