



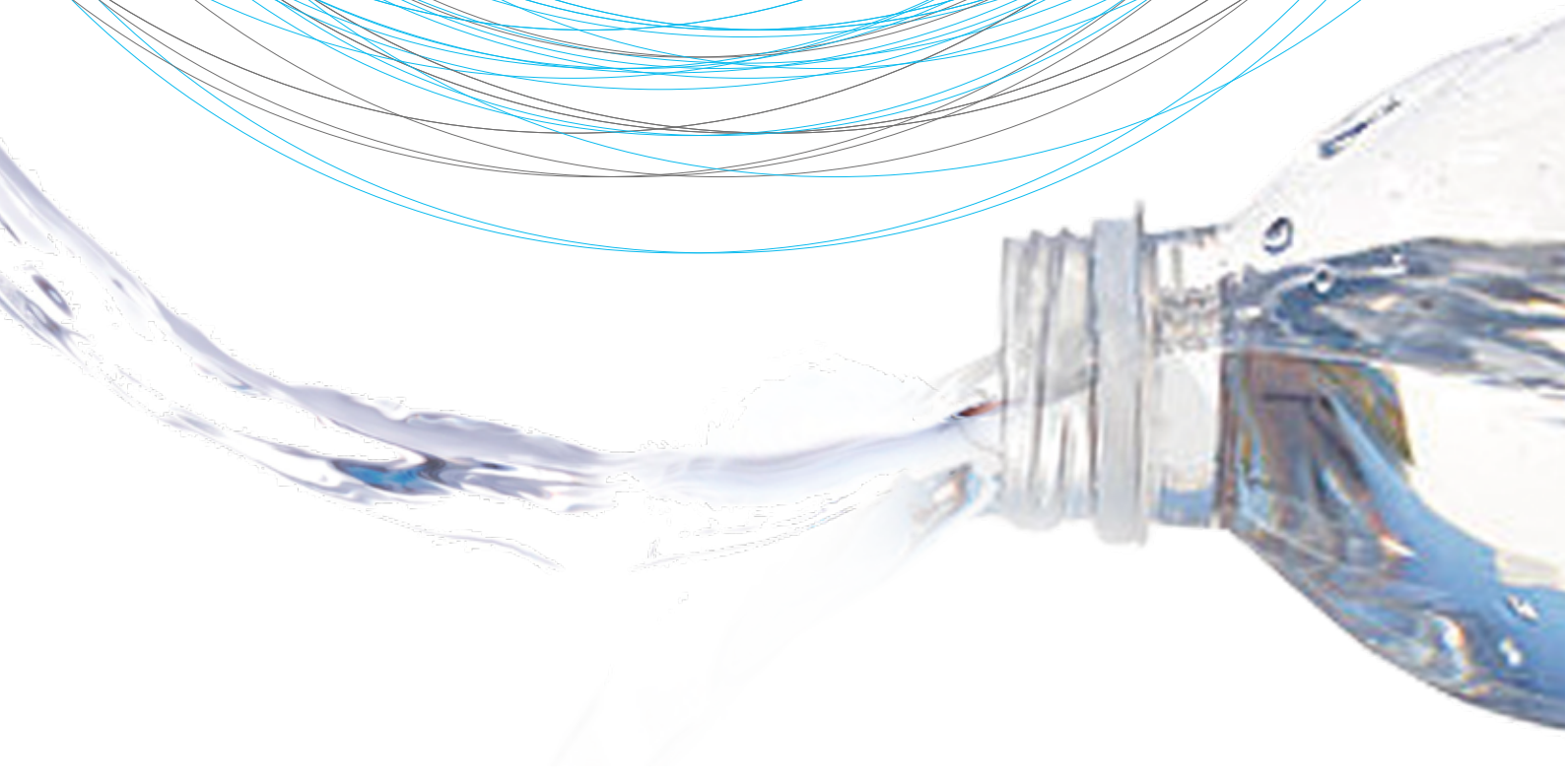
COMPANY PROFILE 2016





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“Nothing great was ever achieved without enthusiasm” *Ralph W. Emerson*



SMI designs and manufactures a wide range of bottling & packaging machines as well as systems for food & beverage, household cleaning and personal hygiene products and chemical and pharmaceutical products, able to meet production requirements up to 33,600 bottles per hour.

These machines are marketed both individually, i.e. as standalones, and integrated, forming a complete turnkey line. Globally speaking, SMI is the leading manufacturer of automatic packers for secondary shrink film and corrugated cardboard packaging, and one of the leading manufacturers of rotary stretch blow-moulders for the production of PET bottles.







98% of SMI's systems, which are entirely produced in Italy, are exported to 130 foreign countries where the company is present with its own direct subsidiaries and also through a network of agents and dealers who provide commercial and technical support to more than 5,500 customers, which include multinational companies such as Coca-Cola, PepsiCo, Nestlé, Danone, Unilever, Inbev, Heineken, Kraft (just to name a few) and many local, regional and national bottling and packaging companies. In almost 30 years of business, SMI has always distinguished itself on the market for its high level of technological innovation and operative flexibility in its range of machines and systems, which is constantly upgraded and expanded through intensive Research & Development in which the company invests a significant percentage of its turnover every year. SMIGROUP is the parent company of the Group, which includes subsidiaries SMI, SMIPACK, SMIMEC, SMITEC, SMILAB, SMIENERGIA and SARCO RE, as well as the foreign branch network.



TECHNOLOGY TO DRINK

SMI's bottling and packaging plants are installed in more than 130 countries.

With a workforce of 703 people and an industrial area of 72,615 m<sup>2</sup> including offices and production departments, SMI Group achieved a sales volume of 120 million Euros in 2015.

## Mission

SMI is a customer-driven organization, committed to the design and construction of high-tech bottling & packaging systems for up to 33,600 bottles per hour, characterized by the best quality/price ratio on the market.

SMI wants to provide its customers worldwide with innovative solutions that fully meet their expectations in terms of efficiency, reliability, flexibility and energy saving.

## Innovation

Investments in advanced technology and innovation are the main driving force for the success of SMI's strategy.

In almost 30 years of business, the foregoing investments have enabled SMI to market an increasingly different and innovative range of machines and systems featuring such high technological content that, in many cases, they have become landmarks in this sector.

Back in the 90s, for example, SMI was the first automatic packaging machine manufacturer to introduce fiber optics in machine wiring used for the high-speed exchange of signals, all to the advantage of the accuracy, reliability and flexibility of secondary packaging solutions.

More recently, SMI has developed an innovative design and manufacturing platform called ERGON, which has allowed to further improve ergonomics and modularity, ease of use and maintenance, operational efficiency and energy savings of the whole product range.





436

primary  
packaging machines  
delivered

64

tertiary  
packaging machines  
delivered

33

complete  
bottling lines  
delivered

5326

secondary  
packaging  
machines  
delivered



# A story of success



SMI's origins date back to the mid-70s, when Luigi Nava set up the mechanical workshop bearing his name in San Pellegrino Terme (Bergamo).

Besides the founder, even his four sons joined his small-scale enterprise as soon as each one came of age.

Initially, the workshop business consisted in machining for third parties but then the maintenance of machinery and systems used in beverage bottling lines was added later on.

Hence the idea of entering the packaging machine production sector; in 1987 the first SMI film-packer without sealing bar saw the light (called "shrinkwrapper") which was presented two years later to the international market at the SIMEI trade fair in Milan.

In the 90s, SMI is the main player in the rapid growth of output and sales thanks to the cutting-edge technological solutions introduced

in its range of shrinkwrappers and case packers; operative flexibility, advanced automation and excellent quality/price ratio soon became the company's trademark, renown worldwide.

At the same time, SMI goes international by opening branches and representative offices in France, the UK, Malaysia, Mexico, Brazil and the United States.

In 1999 SMI enters the rotary stretch blow-moulder sector for the production of PET bottles, soon ranking among the leading European manufacturers of these machines.

During the same period, SMI creates its own mechanical workshop equipped with computerized machining centers that make, in-house, up to 65% of the mechanical parts used in its own assembly departments, and a hi-tech division dedicated to software development and hardware production for the automation and control of packers and blow-moulders.





## A STORY OF SUCCESS



In the early years of the millennium, the network of foreign branches is further expanded with the opening of sales offices and service centers in Russia, Poland, Romania and China.

In 2002 the annual output of automatic packers reaches the world record of more than 300 units, ranking SMI as the leading manufacturer in this sector.

In 2009 SMI launched its own range of automatic palletizers for end of line packaging and the following year it introduced ECOBLOC® integrated systems, which bring together stretch blow-moulding, filling and capping functions in a single machine.

In 2011 SMI installs the first complete cost-saving line for the bottling of mineral water, designed to reduce production costs and save energy.

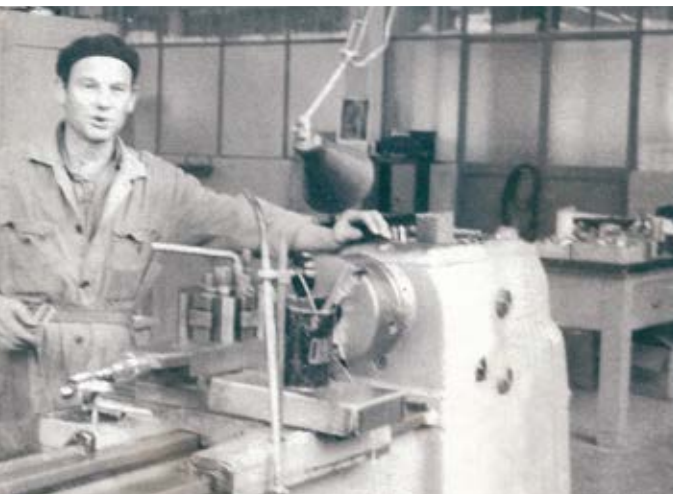
The following year, SMI celebrated its 25th

year in business with the slogan “constantly innovating the packaging industry since 1987”.

In 2013, at the Drinktec exhibition in Munich, SMI presents a new end-of line compact system called PACKBLOC, which gathers into a single frame the functions of secondary packaging and palletization.

In April 2014 SMI’s employees move to the new headquarters of the Group, which houses offices and manufacturing facilities on a 65,000 sqm area. The new site, resulting from the renovation of former Cartiera Cima papermill’s historical workshops, boasts modern plants generating electrical power from renewable energy sources such as water and sun.

In 2015 SMI launches a new design and manufacturing platform called ERGON, which allows to make the whole product range even more ergonomic and functional.



Nava brothers’ machine shop in the ‘80s: early mechanical finishings and repairs





# Complete solutions...

## ...for each and every bottling & packaging need

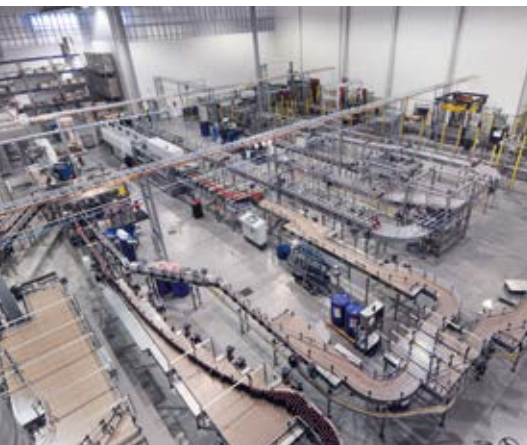
SMI designs and builds complete bottling & packaging systems, mainly for the food and beverage sector, but also for the detergent, personal hygiene and chemical and pharmaceutical industries.

SMI's complete bottling and packaging lines are the ideal solution for production requirements from 3,600 to 33,600 bottles per hour, based on technologically advanced choices that ensure high efficiency, large running flexibility, low energy consumption and a quality/price ratio among the best on the market.

After careful analysis of customer needs and the processing of a project feasibility study, a team of SMI experts draws up a customized proposal to be submitted to the customer, with whom the team collaborates to define all the details of the supply.

This proactive approach allows us to create ad hoc solutions that fully meet the technical and economic expectations of each customer-buyer.

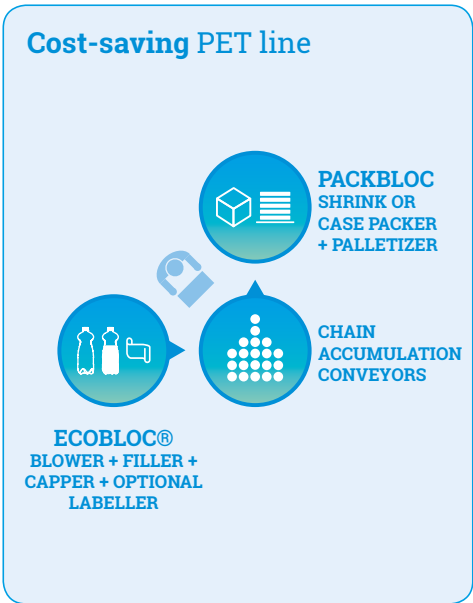
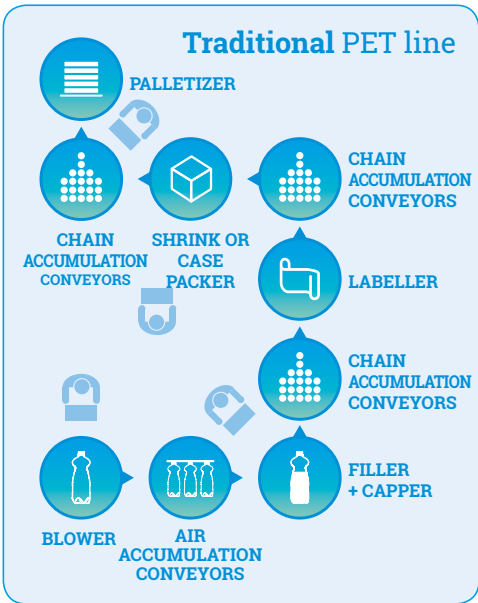
SMI's proposals in terms of turnkey systems ranges from complete cost-saving and compact lines to complex and articulated solutions, with a wide range of intermediate products that can satisfy any present and future requirement in terms of production speed, product to be packaged, level of automation and environmental conditions.







Every project for complete lines also includes a careful assessment of all the logistical aspects of the new system, a detailed study of interactions between the machines and the equipment that make up the production line (whether produced by SMI or other trusted OEMs - Original Equipment Manufacturers), as well as a thorough analysis of cost dynamics (TCO - Total Cost of Ownership) related to the purchase and handling of the new supply.



# BLOWING & FILLING

## From the preform to the bottle

SMI is among the world's leading manufacturers of rotary stretch blow-moulders for the production of PET bottles. SMI EBS ERGON's stretch blow-moulders make use of the most advanced technologies in this sector for achieving efficiency, flexibility, energy saving and low running and maintenance costs. These machines are available in a wide range of models, from 3 to 16 moulds, able to produce up to 33,600 containers per hour in the 0.10 to 3-liter formats and up to 7,200 containers per hour in the 5 to 10-liter formats. All SMI blow-moulders are equipped with the ARS (Air Recovery System), which allows recovering up to 40% of the high-pressure compressed air used during the bottle production process. EBS ERGON's stretch blow-moulders are available both as standalone machines and integrated into ECOBLOC® compact systems that combine in a single machine the functions of a rotary stretch-blow moulder, an electronic rotary filler and a rotary capper (and, on request, even a rotary labeller). ECOBLOC® systems are the ideal solution for the production, filling and capping of rigid PET containers, intended for the bottling of still and sparkling water, soft drinks, milk and edible oil and also for applications in the chemical, pharmaceutical and detergents sector.







## EBS SERIES



### » Rotary stretch blow-moulders

- Output rate up to 33,600 bottles per hour
- PET and PP containers from 0.10 to 3 liters
- Motorized stretch rods
- Energy-efficient IR ray lamps for preform heating



## EBS HC SERIES



### » Rotary stretch blow-moulders for high capacity containers

- Output rate up to 7,200 bottles per hour
- PET and PP containers from 5 to 10 liters
- Motorized stretch rods
- Energy-efficient IR ray lamps for preform heating



## ECOBLOC® SERIES



### » Compact stretch blow-moulding, filling and capping systems

- Output rate up to 33,600 bottles per hour
- ECOBLOC® VMAG/VMAS for still liquids
- ECOBLOC® LG for sparkling liquids
- ECOBLOC® HC for containers from 5 to 10 liters
- High precision electronic filling

# SECONDARY PACKAGING

## From the container to the package

SMI designs and manufactures a wide range of fully automatic machines for the secondary packaging of rigid containers such as plastic and glass bottles, jars, cans, cardboard cartons and many others.

SMI's ERGON automatic packers allow to make multiple pack formats using the following materials:

- shrink film with or without corrugated cardboard pad/tray, with production speeds up to 450 packs per minute (working in three lanes);
- corrugated cardboard wrap-around boxes or trays with or without film, standard and extra-large sizes, with octagonal or rectangular bases and edges of the same height or different heights, with production speeds up to 80 packs per minute;
- cardboard sleeves, "OTT" or "NT" versions (bottle neck inside or outside the packaging), with production speeds up to 300 packs per minute.

All SMI automatic packers are equipped with the MotorNet System®, latest generation automation and control system that allows flexible, quick and precise operations thanks to fiber optic wiring and Ethernet and drives with independent axes. Thanks to MotorNet System®, the machine operator can easily handle all the phases of the packaging process and rapidly switch from one pack format to another according to production requirements. Format change is simple and fast as it only involves the editing of the machine's working parameters via the operator panel (POSYC) and, only in some cases, the replacement of few mechanical parts.







## SK & LSK ERGON SERIES

### » Shrinkwrappers

- Output rate up to 450 packs per minute
- Packs in film only, cardboard pad + film, tray only, cardboard tray + film
- Available in single, double and triple lanes (optional).



## MP SERIES

### » Cardboard sleeve packers

- Output rate up to 300 packs per minute
- Cardboard sleeve with OTT or NT formations
- Packages made with: overlapping flaps, containment flaps, handles, etc.



## LWP ERGON / WP SERIES

### » Wrap-around case packers

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



## LCM ERGON / CM SERIES

### » Combined packers

- Output rate up to 80 packs per minute
- Cardboard box, cardboard pad + film, cardboard tray + film, cardboard tray without film and packs in film only. Trays can be octagonal or rectangular.



# TRANSPORT & PALLETIZING

## From the conveyor belt to the pallet

SMI designs and makes systems for the handling of loose containers or packs inside bottling and packaging plants.

The SMI range includes:

- air conveyors, to convey empty containers from the blow-moulder to the filler;
- chain conveyors, to convey loose containers or packaged products both to the packaging machine the palletizer;
- medium and high speed dividers/channelers, to divide loose containers or packs in one or more rows and channel them to the packaging machines or palletizers.

SMI also provides automated solutions for end of line palletizing through a wide range of robots equipped with man-like movements, they are the result of intensive research and innovation, which have allowed us to achieve technologically advanced systems, capable of providing each and every user with the most suitable end of line packaging solution for production requirements up to 100 packs per minute. APS ERGON palletizers are based on modular and compact architecture, which is made up of a central column with two Cartesian axes that can be combined in many different machine configurations with standard product inlet and pallet handling modules.

Therefore, SMI's automated systems are highly flexible and easily adapt to any logistics condition of the area at the end of the line, both in existing production facilities and new installations.







## APS 1035 SERIES



### » Automated palletizing systems

- Output rate up to 35 packs per minute
- Palletizers for cardboard blanks, packets, trays and packs in general
- Available with pad-inserter



## APS 1550P ERGON SERIES



### » Automated palletizing systems

- Output rate up to 50 packs per minute
- Palletizers for cardboard blanks, packets, trays and packs in general
- Compact “3 in 1” system with SCARA arm to pick up pallets and inter-pads



## APS 3090P ERGON SERIES



### » Automated palletizing systems

- Output rate up to 90 packs per minute
- Palletizers for cardboard blanks, packets, trays and packs in general
- Compact “3 in 1” system with SCARA arm to pick up pallets and inter-pads



## APS 3100P ERGON SERIES



### » Automated palletizing systems

- Output rate up to 100 packs per minute
- Palletizers for cardboard blanks, packets, trays and packs in general
- Compact “3 in 1” system with SCARA arm to pick up pallets and inter-pads



# Customer Service Center

When purchasing a SMI product you can always count on our Customer Service Center, which provides customized solutions for optimizing the performance of your systems in terms of reliability, efficiency, energy saving and reduction of operating costs.

Through its Product Life Cycle Management, SMI offers its customers a wide range of opportunities, carefully developed to maintain and improve the efficiency and productivity of its machines and systems during their entire life cycle. This can be achieved only through a rich portfolio that includes upgrades, updates, routine preventive maintenance and special maintenance packages.

SMI's Customer Service Center operates through a network of technical service centers that also supply original spare parts. These centers are strategically located throughout the world and provide 360° support with native personnel specialized in the mechanical, electric and electronic fields.

The SMI customer can count on continued technical support provided through on-line services (telephone or via the Internet) and on-site services, the latter used when you need to place, install and test your machine or restore its full functionality in case of serious failures.

SMI also organizes training courses to instruct the customer's machine operators on how to make the best use of the systems they run. Training courses are held in the main international languages by "senior" technicians, both at SMI headquarters, in rooms equipped with the latest technologies, and directly at the customer's facility.





5826

SMI machines  
installed in 130  
nations

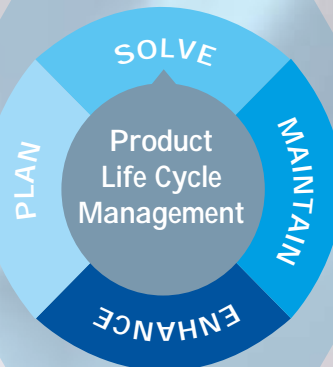
122

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

9



spare parts warehouses  
in Italy  
and abroad



## Smipass and on-line services

Through its innovative “Smipass” web platform, SMI offers a rich portfolio of on-line services to its customers:

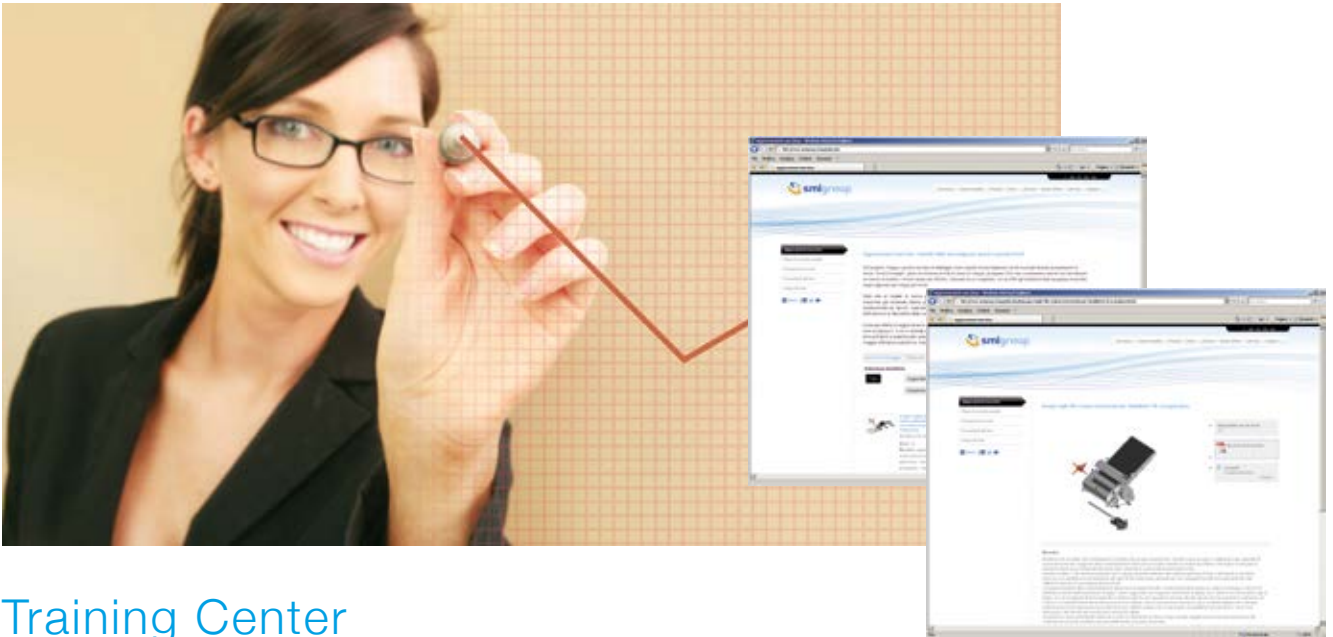
- **SmiCall:** this is our dedicated phone line, which SMI customers can use to get immediate technical support from skilled staff, if and when machines and systems malfunction.
- **SmyCloud:** multimedia digital library in “cloud” environment, which SMI customers can access 24/24h to interactively download and browse operating and maintenance manuals, spare parts catalogs, wiring and pneumatic diagrams, with the option to automatically generate spare parts lists for on-line offer requests or orders.
- **SmyReader:** app for Android devices that allows you to scan the QR code of SMI’s original spare parts, check their price and generate offer requests via internet.
- **Online assistance:** the customer’s machine operator panel and the computer of the SMI technician can be remotely connected through internet in real time to handle remotely assisted operations.
- **E-store:** on-line shop for purchasing standard original spare parts, paid through credit card or paypal.





## Upgrades

Through software and hardware updates, even those machines which have already been working for years can benefit from the latest technologies, improve their production efficiency and, therefore, extend their life cycle. Also, you can fully exploit the system's potential through the implementation of new parts, additional size changeovers and new accessories.



## Training Center

SMI Training Center organises technical training courses to teach attendants how to use SMI machines at best. Courses are held by “senior” engineers speaking main foreign languages and with support of the latest technologies.

The strength points of SMI teaching proposal are:

- proven mix of theory-practice training activity, which allows to experience on the machine what learnt in the training room
- diversified training programmes according to each machine model, number of participants, level of discussion and days available
- specific courses for line operators, maintenance engineers, mechanics, electric and electronic engineers, production managers
- attendance certificate issued at the end of the course
- possibility to arrange training programmes at the client's factory.



# THE OTHER COMPANIES OF THE SMI GROUP

SMIGROUP is the parent company of the Group, which includes the subsidiaries SMI, SMIPACK, SMIMEC, SMITEC, SMILAB, SMIENERGIA and SARCO RE as well as the foreign branch network.

SMIPACK is the Group company that designs and manufactures a wide range of manual, semi-automatic and automatic shrinkwrappers and automatic handle applicators used in a variety of sectors: food (bread and by-products, pastry, pizza, vegetable and dairy products, beverages and canned products), non food (products of the graphics, computer science, electronics and mechanical industry, laundry, toys, household and cleaning articles, perfumes and pharmaceutical products), packaging for third parties and mass retailers.







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

50623

SMIPACK  
secondary packaging  
machines  
delivered



More specifically, SMIPACK's models include:

- L-sealing hood packers for outputs up to 300 and 900 packs per hour, suitable for packaging small and medium-sized products;
- L-sealing hood packers with shrinking tunnel available in the manual, semi-automatic and automatic models for outputs up to 3,000 packs per hour and continuous packers with production capacity of up to 6,000 packs per hour;
- semi-automatic and automatic shrinkwrappers with sealing bars or overlap shrinkwrappers for film packaging with or without cardboard pad, for outputs up to 30 packs per minute;
- automatic handle applicators for the application of pre-cut cardboard handles, pre-handled adhesive tape reels and handles on paper or polypropylene reels, for operations up to 80 packs per minute.

All SMIPACK models are equipped with an advanced automation and control system, which allows for easy control of the machine and wide operative flexibility.



## OTHER COMPANIES OF THE SMI GROUP



### Moulds and mechanical components

SMIMEC is the company of the Group that specializes in the machining and production of structural parts, mechanical components and aluminium, steel, iron and cast iron moulds. The SMIMEC-run mechanical workshop is equipped with fully automatic machine tools that work 24/24 7/7 to produce parts and components intended for the assembly departments of the Group's companies and carry out work on contract for third parties.

Specifically, SMIMEC's industrial plant is equipped with 12 CNC machining centers connected in a line using FMS, able to run pre-set production programs (CAM), even unmanned.

SMIMEC also manufactures special alloy moulds installed on the rotary stretch blow-moulders produced by SMI, or moulds intended for similar machines made by other European manufacturers.



### Industrial Automation



SMITEC is the company of the Group that specializes in the development and production of integrated electronic components and hardware/software systems for the automation and control of machines and industrial processes.

SMITEC products are characterized for their high-tech content, compact size, ease of installation and use as well as their high performance of operation in terms of precision, speed and energy saving.

The automation and control systems offered by SMITEC are based on modular and open architecture, easily upgradable and expandable, allowing wide interchangeability of the original components with devices produced by other manufacturers in this sector.

The MotorNet System (MNS)<sup>®</sup> stands out among the most innovative solutions developed by SMITEC; it is a latest generation system based on Sercos interface<sup>™</sup> communication technology, designed to run and control industrial machines fitted with independent axes and is used in the packaging systems made by SMI.







## Centre of Research and Technology Transfer



SMILAB is a Centre of Research and Technology Transfer (CRTT) established as a spin-off of Smigroup's Research & Development Department, of which it is still a strategic partner. SMILAB, accredited by the Lombardy Region and by MIUR (Ministry of Education, University and Research), is a member of AIRI (Italian Association for Industrial Research), Éupolis in Lombardy (Institute for research, statistics and education), QuESTIO (Quality Evaluation in Science



and Technology for Innovation Opportunity) and Nanotec IT (Italian Nanotechnology Center). The activities of SMILAB's laboratories, which cater especially to SME (small and medium-sized enterprises), are organized into three main areas:

- Applied Research & Technological Innovation
- Training & Events
- Facilitated Financing & Business Services.

In the Applied Research & Technological Innovation area, SMILAB has handled important projects in the fields of energy production from renewable sources and energy saving, LED public lighting and bio-materials. Most of SMILAB activities carried out on behalf of its own customers benefit from important public financing from regional, national and European institutions and bodies.

## Energy from renewable sources



SMIENERGIA is the company of the Group in charge of managing installations that produce energy from renewable sources such as, for example, the 6 GWh/year hydroelectric power station inside the new industrial plant where SMI recently moved its headquarters. In this plant, SMIENERGIA has installed a number of high energy efficiency systems for the reduction of consumption and environmental impact:

- assembly plants photovoltaic roofing, capable of producing electricity for 726 MWh/year, allowing SMI to reduce the inlet of CO<sub>2</sub> in the surrounding environment by 320 tons per year;
- solar thermal system for heating the water used in the company's service areas (bathrooms, gardens, etc.), partially retrieved from rainwater;
- outdoor lighting through low energy consumption LED lamps, automatically adjusted by a centralized supervision system according to natural light intensity;
- innovative air conditioning system in the working environment: in summer it provides natural cooling through the use of fresh water from the hydroelectric plant and in winter it heats through the latest generation, high efficiency & yield heat generators.



# SUSTAINABLE DEVELOPMENT

## Attention to environment, quality and safety.

The SMI Group adopts an integrated management system with regard to quality, the environment and safety, to meet the following international standards: UNI EN ISO 9001:2008 (Quality Management System), UNI EN ISO 14001:2004 (Environmental Management System) and BS OHSAS 18001:2007 (Occupational Health and Safety Assessment Series). Specifically, the OHSAS certification attests the deliberate application of a system, within an organization, which allows ensuring adequate monitoring and constant training with regard to the safety and health of workers, in addition to complying with applicable regulations. The results and achievements of the company in terms of quality, environment and safety are constantly monitored and periodically evaluated by specialized auditors who determine the organization's overall degree of efficiency as a whole with respect to the objectives set by company management.







## The commitment of people

The success of the SMI Group is based on the enthusiasm, commitment, skills, professionalism, creativity and spirit of enterprise of each of the 703 people who work for the companies of which they are a part.



Quality, Environment and Safety are the basis of a production process aimed at the harmonious coexistence among people, technology and nature, able to generate added value for customers and support the sustainable development of the territory in which the SMI Group operates.

## Corporate Social Responsibility



In an economic environment characterized by increasing competition, SMI has never wavered in its principles and values: business ethics, social solidarity, sustainable development, respect for the environment, protection of human rights.

Values that are part of an evolving

business plan based on the 10 United Nations' Global Compact principles.

SMI is working to achieve the goals of this organization, which provides for a more sustainable global economy.

Therefore, in our daily activities we share, support, promote and integrate the ten human rights principles, by ensuring regulations at the workplace, protecting the environment and fighting corruption.

SMI is also involved in the social context through its regular participation in initiatives of solidarity of the non-profit sector.



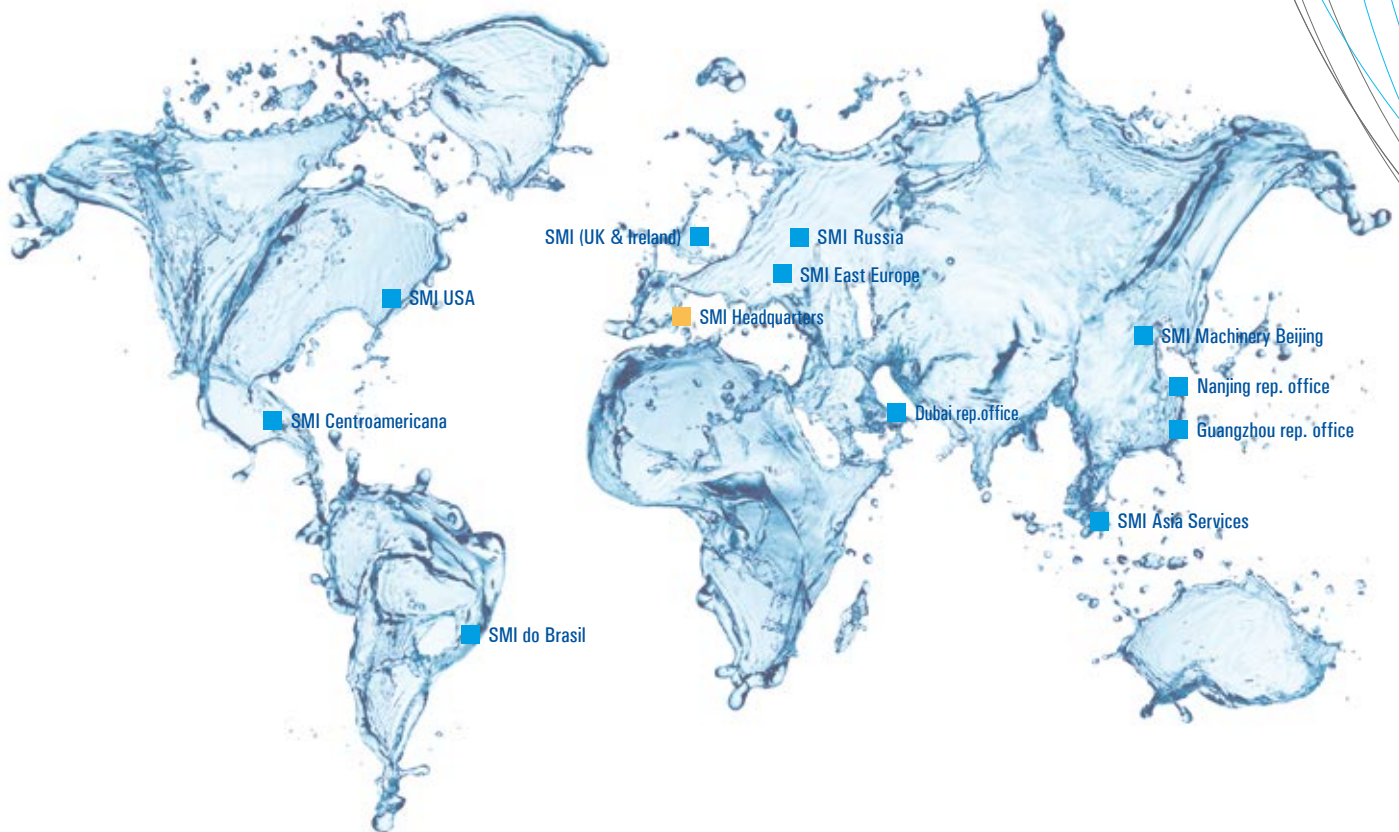


# The SMI Group **in the world**

## Foreign branches and representative offices

In an increasingly competitive and demanding market, it is crucial to ensure a direct presence in key international markets in order to provide customers with high-profile, well organized sales and technical support.

SMI does this by operating throughout the world via an extensive network of branches and representative offices where local staff, previously trained in Italy, efficiently assists customers for each and every request, without running into the usual problems associated with language, time zone, logistics and local culture.









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