



MARCHESINI GROUP

Press Kit



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MARCHESINI GROUP CORPORATE PROFILE

Company name	Marchesini Group Spa
Head Office	Via Nazionale 100, Pianoro - Bologna, Italy
Website	www.marchesini.com
Chief Executive Officer	Maurizio Marchesini
Personnel	800 employees in Italy, 200 abroad
2009 Group Revenues	€ 181 million
Marchesini Group Companies	Marchesini (Pianoro - Bologna, Italy) Co. Ri. Ma. (Siena, Italy) Farcon (Carpi - Modena, Italy) Packservice (Latina, Italy) Tonazzi-Vasquali (Cerro Maggiore - Milan, Italy) Teamac (Budrio - Bologna, Italy) Neri (Barberino - Florence, Italy)
Partner Companies	Multipack (Casalecchio di Reno - Bologna, Italy)
Group Companies operating in various sectors	Omac (Budrio - Bologna, Italy) CNC (Carpi - Modena, Italy) CBS (Bologna, Italy)
Foreign Divisions	UK USA Switzerland Scandinavia Germany France Benelux Spain MECA (Middle East & Central Asia) MAPRO (Asia Pacific) MG India
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MARCHESINI GROUP

A packaging leader

Located in the heart of Bologna's Packaging Valley, the Marchesini Group is a leading company in the supply of complete packaging lines and machines. The originality and reliability of the Group's products have helped raise it to the leading position it now enjoys.

The numbers provide clear evidence of its success: **over 9000 lines installed worldwide**, and Group revenues of **€181 million in 2009**.

Special skills for a full-service offer

Founded in **1974** in Pianoro (Bologna), where the headquarters remain today, over the years Marchesini has evolved into a group that, through acquisitions and partnership agreements with complementary businesses in the industry, is able to handle the entire packaging process, upstream and down, for the pharmaceutical and cosmetics industries.

Today, the Marchesini Group is organised into **14** production divisions, **7** acquired companies, and **1** partner company, each with consolidated experience in the design and manufacture of packaging machines for specific production types.

A Group with an international outlook...

Thanks to its unfailing dedication to innovation, the Marchesini Group has successfully captured a leading role in Italy and on international markets: today, **over 85% of group revenues are generated by exports**, mainly in Europe and the United States.

In order to effectively safeguard its position on international markets, Marchesini has opened **11 offices** in its main reference markets, supported by a widespread network of **20 representation offices**, in order to keep its presence in over one hundred countries worldwide.

... and a solid manufacturing basis that is 100% Italian

While it boasts sales and support networks around the world, the strong point that truly sets the Marchesini Group apart is that it bases its production entirely in Italy, thereby ensuring high product quality as well as enhancing its relationship with ancillary industries on the local level.

Areas of activity

Most of the Group's production – approximately 85% – is in the **pharmaceutical** sector, where Marchesini is an important point of reference, not only for multinationals (including GSK, Novartis, Sanofi Aventis, 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 is in the **cosmetics** industry, where Marchesini offers innovative solutions for packaging cosmetic products created specifically for top level clients, such as L'Oréal, Procter&Gamble, Dior Parfum, Guerlain Paris, and Yves Saint Laurent Beauté.

Percentages in dynamic evolution, since **cosmoceutic** industry became one of the breakthrough business worldwide, and Marchesini Group is actually heading toward this new packaging-solutions sector.



A strategy focused on service and quality

Marchesini's mission is to offer complete packaging lines, highly profiled for final client: an 'on-demand' offer, customized and adapted to meet the needs of different clients. A 'taylor-made' approach for packaging lines projects, focused on sales, post-sales and assistance worldwide.

The Marchesini policy strategy logically results in outcomes that include **investing in the expansion of sales networks** in order to ensure adequate coverage of world markets, growing its **support** networks to allow end-customers to take full advantage of the products, and **enhancing the brand**, which is synonymous with quality and excellence.

The future strategy for the Marchesini Group focuses on research and development in order to continue providing its clients with an increasingly extensive range of products.

A 100% family group

Founded by Massimo Marchesini, who started his own business over thirty years ago by setting up a cartoning machine in his garage, today the Marchesini family retains complete control over the Group, which operates on the basis of a mission that is described as follows by Maurizio Marchesini, Managing Director: *"The packaging sector is continuously evolving, and to be competitive a company must constantly address innovations in technology. We are convinced that we can be the right partner, working together to search among new possibilities for the ideal solution that is best suited to the needs of our customers."*



GROUP COMPANIES

An integrated Group for a full-spectrum offer

Since 1974 – the year it was founded – the Marchesini Group has progressively expanded through acquisitions and partnerships with complementary companies. Today, the Marchesini Group can create complete lines to handle the entire production process, from dosing a drug in vials, ampoules, and blisters, through to packing the product in its subsequent forms, such as bundles, boxes, and pallets.

Headquarters

Headquarters in **Pianoro (Bologna)** is also home to the production facilities, ensuring coordination of the Group. The planning of research and development, sales, marketing, administration, acquisitions management, training, and quality control that are conducted on-site at the various Group companies to maintain and develop their know-how on a local level are all coordinated by the parent company in Pianoro. Indeed, one of the characteristics of Marchesini is that Pianoro functions as the glue that holds together the various companies using the same design methods and exchanging information throughout all phases of production.

Group companies

The companies in the Marchesini Group are each characterised by their consolidated experience in designing and creating packaging machines in specific areas of production:

- **Packservice** (Latina, Italy): production of automatic strip packaging and end of line machines;
- **Tonazzi-Vasquali** (Cerro Maggiore - Milan, Italy): production of automatic machines for filling packs for tubes, mascaras, lipsticks, jars as well as pill, tablet and capsule counting machines;
- **Farcon** (Carpi - Modena, Italy): production of automatic machines for packing ampoules, syringes, needles or vials in trays made of thermoplastics;
- **Co.Ri.M.A.** (Siena, Italy): production of ampoule and syringe filling machines and washing systems.
- **Neri** (Barberino del Mugello - Florence, Italy): leader in the production of labelling machines for an extensive range of products, and machines for sterilising;

Group Companies working in various industries

- **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 molds, particularly for the foodstuffs industry;
- **Teamac** (Budrio - Bologna, Italy): specialises in designing and manufacturing machines to package tea in wholly environmentally friendly bags;
- **CBS Engineering**: a leader in mechanical design.

Partners

In order to fine tune its range of products and services, the Group avails itself of partnerships with industrial companies that are highly specialised in specific production areas:

- **Multipack** (Casalecchio di Reno - Bologna, Italy) leading manufacturer of end-of-line packaging machines.



THE GROUP WORLDWIDE

A Group with a strong international outlook...

With exports accounting for over 85% of sales revenue, Marchesini is clearly a company with an international bent. In order to maintain the high level of this role and consolidate its worldwide footprint as the international scenario continues to change, since its earliest years in business Marchesini has focused on creating a widespread sales network abroad.

Today, Marchesini has a presence in over 100 countries around the world, with **eleven divisions in its reference markets** (Great Britain, the United States, Scandinavia, Switzerland, Germany, France, Benelux,, Spain, India, Middle East and Asia Pacific), and an extensive network of **20 representation agencies** that have grown in step with the company in order to reaffirm each day the company's commitment to staying close to its customers.



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.)** (United States). 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 France** (France): established in 1976, the group manages sales and post-sales activities in France;
- **Marchesini Group Scandinavia MGS** (Scandinavia): the Danish and the Swedish offices, in Malmo, organise sales and services for the Nordic countries;
- **STE** (Spain): established at the end of the 70's, it has its offices in Barcelona and Madrid and serves the Iberian market.
- **Marchesini Group Germany MVM** (Germany): established in 1984, it has its offices in Viersen and sells directly on the German market;
- **Marchesini Group Suisse MVM** (Switzerland): it has its offices in Lorrach, near some of the most important pharmaceutical multinationals;
- **Marchesini Group Benelux** (Belgium): it has its offices in Bruxelles, and it is focused on business development in Belgium, Netherland and Luxemburg.



- **Marchesini M.E.C.A.:** its new offices in Dubai operate on the Middle East&Central Asia (MECA) market.
- **Marchesini M.A.P.R.O.:** based in Jakarta, organise sales, post sales services and technical assistance in Asia Pacific.
- **Marchesini Group India:** its new offices are in Mumbai, and it is strategically focused on Emerging Markets business development

With these three new offices, established in the last three years, Marchesini Group aims to consolidate its tradition on looking towards Emerging Markets, maintaining its core industry manufacturing in Italy.



PRODUCTS AND SERVICES

Complete lines

The Marchesini Group produces complete lines that can handle the entire packaging process, upstream and down, as well as stand-alone automatic packaging machines – both primary and secondary – for the pharmaceutical and cosmetics sectors.

The complete lines: customization and modularity

Marchesini lines are characterised especially for their great modularity and completeness. The phase of production engineering and designing for each machine takes place at 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 in complete lines to be shipped to customers around the world. Because of their modularity, the Marchesini lines are able to adapt to the layout of any environment (from straight lines to a wide range of geometric shapes), ensuring the utmost flexibility.

Liquid products

For the production of liquid drugs the group supplies a complete 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 the most modern 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 CIP/SIP devices for cleaning and decontamination, devices for IPC, and comply with all cGMP regulations and those relative to production in a sterile environment. The extensive range of models available, the speed of the size change-overs and the dosing units designed for fast, easy removal are integral features of all of the machines produced.

Solid Products

As well as packaging solids in blister tiles, the Marchesini group supplies 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

In the sector for the production of creams, gels, mascaras and other cosmetics, the range of machines and lines supplied by the group is complete: 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 particular specifications and requirements 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 feed units, for all pharmaceutical and cosmetic products, Marchesini Group confirms its strength as a supplier of secondary packaging systems.

Post-sales services

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 **16 automatic warehouses** which are entirely PC-controlled, dealing with around **1,300,000 components** each year. An efficient, flexible department co-ordinates all requests for spare parts and promptly organises for their shipment all over 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 post-sales services, to which the Group dedicates the maximum care and attention. The company disposes of more than **100 technicians all over the world**. A pool of 200 technicians who perform on-site visits at customer premises operate from the Italian offices. They are all co-ordinated and trained by Marchesini Group, guaranteeing an immediate response and assistance for every 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 lasts since 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 in CAD, 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 testing room equipped with the most modern technologies, where a staff dedicated exclusively to research focuses on developing and testing the products.

Knowledge transfer and "Technical Culture"

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

Internal training

The Marchesini Group organises approximately 5000 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.

Training for customers

With the aim of expanding the number and quality of post-sales services, training for customers is a commitment that the Marchesini Group makes at the time of purchase. 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 bodies and institutions

The Group strives to create collaborative relationships with the scholastic and university spheres, 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 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 birth

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 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. The result of 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 sector: in 1984, with the acquisition of Gamma of 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: the acquisition which sign the history

Expansion continues with the acquisition of a majority stake in 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 present: 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 in the presence of 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. Nowadays, it continues its growth: 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 in Middle East, Asia Pacific and India.



2008 :Acquirement of Neri

Marchesini Group purchased 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.

Neri was already a partner of Marchesini Group for over thirty years: established in 1970, it supplies hi-tech products and is a leader of its market share. With a turnover in 2007 of 24 Mln Euro and a forecast for 2008 that almost touches the 27 Mln mark, Neri (160 employees) currently has an order portfolio of 16 Mln Euro.

Its entrance to Marchesini Group will enable the improved management of resources, adding important parts to the Group's know-how, which will thus take its turnover to approximately 200 Mln Euro, thanks also to the rise in turnover registered throughout 2008

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 - designed by the architect from Siena Riccardo Butini - that will employ about eighty specialised factory workers and technicians. Roughly eight hundred guests attended the event, in which politicians, industrialists and retailers participated, alongside journalists and members of the press, the local and national television and radio, as well as numerous customers and friends of Marchesini Group.

**2010:
Extension of the factory
for logistic activities
and Open House**

Two top events of the year will take place during October: the inauguration of the factory extension for the Group's logistic activities and a 5-day Open House (18-22 Oct.).



MANAGEMENT



Maurizio Marchesini

Maurizio Marchesini, 54 years old, is the Chief Executive Officer of Marchesini Group, the leading company in the supply of complete pharmaceutical and cosmetic packaging lines and machines

Maurizio Marchesini started his professional career since he was 22 years old, next his father Massimo who decides to set up his own company in so-called Packaging valley in the Bologna area.

Maurizio transforms what it was born as a craftsmen company in a worldwide enterprise, which it has successfully captured a leading role in Italy and on international packaging markets.

Marchesini Group is actually keeping its presence in over one hundred countries worldwide, with a Group revenues of **€181 million in 2009**, (85% exported worldwide).

Maurizio Marchesini has been nominated in 2007 as Chairman of Metalworkers Section in Unindustria Bologna (Association of Bologna Area Industry Companies).

In June 2009 Maurizio Marchesini has been nominated as Unindustria Chairman.