



YOUR SUCCESS, OUR HISTORY.

LOOK SUCCESS, LOOK HISTORY

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GENERAL INFO



**COMPLETE
LINES**

WHAT WE DO



CORPORATE VIDEO ▶



WHY CHOOSE US

MACHINES

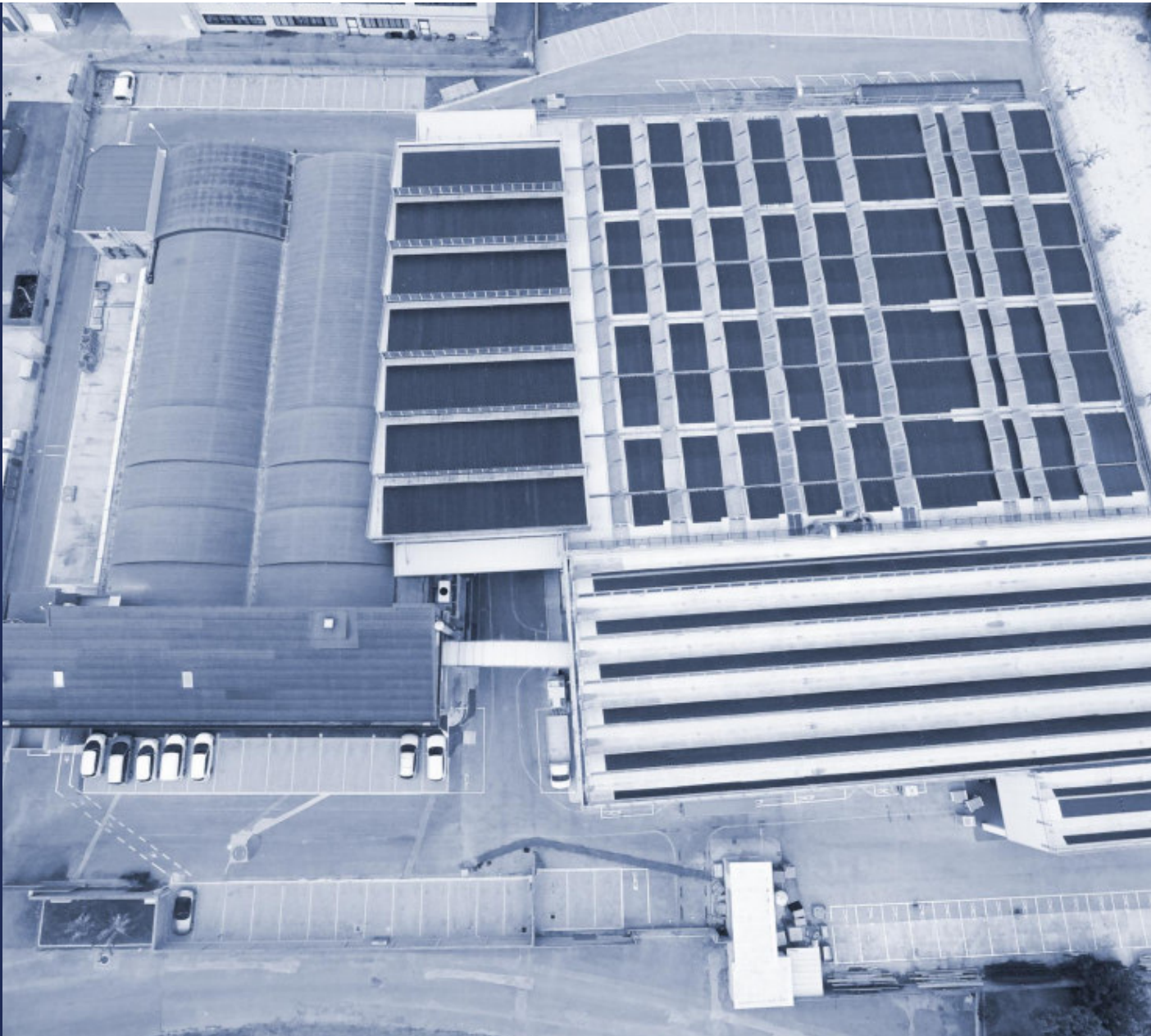


SUSTAINABILITY

GENERAL INFO

1965

FIRST MACHINE BUILT



ABOUT Universal Pack



SINCE

1965

TURNOVER

50 mln

EMPLOYEES

190



90%

EXPORT

150

PROJECTS/YEAR

80%

IN-HOUSE PRODUCTION

100% MADE IN ITALY



GINO DONATI FOUNDS UNIVERSAL PACK



1965

PIETRO DONATI BECOMES CEO OF UNIVERSAL PACK



2010

PIETRO DONATI ACQUIRES UNIVERSAL PACK



2019

MISSION Why?



**EASY SOLUTIONS for
COMPLEX NEEDS**

**SUSTAINABLE
PACKAGING**

**Your
CONSULTANTS**

**LIFE-LONG
PARTNERS**



99% **CUSTOMER LOYALTY RATE**



WHAT WE DO

150 PROJECTS/YEAR

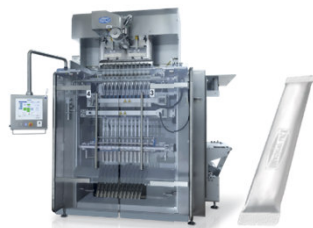
WHAT We Do



Multilane vertical primary packaging machines to produce:



Sachets



Stick-packs

Complete lines for:



Cartons

150 PROJECTS/YEAR

8.000+ MACHINES INSTALLED

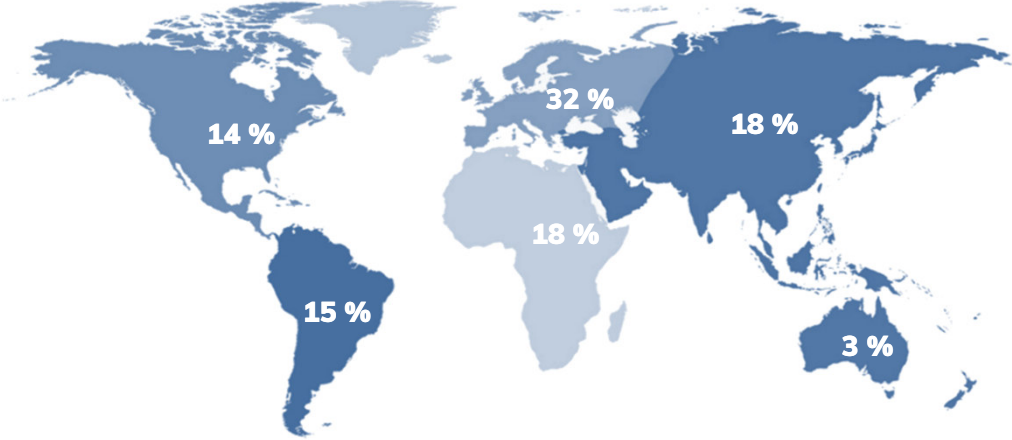
500+ LINES INSTALLED

3.000+ CUSTOMERS SERVED

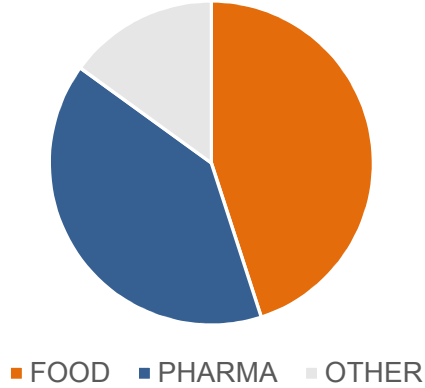
MARKET Distribution



BY AREA



BY SECTOR



90% EXPORT

50 mln TURNOVER

+10% AVERAGE YEARLY GROWTH

MACHINES

8.000+ MACHINES INSTALLED



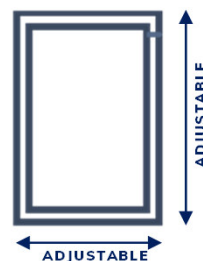
SACHET Machine «Gamma»



High-speed vertical continuous-motion machine,
operating with rotary sealing rollers, to produce
convenient, practical and consumer friendly rectangular
4-side-seal and shaped sachets.



SACHET Machine «Gamma Flexi»



Compact and flexible sachet machine, built for maximum flexibility and fast changeover in a compact footprint. It produces convenient, practical and consumer friendly **4-side-seal and shaped sachets**.



SACHET Machine «Theta»



The new **high-speed vertical continuous-motion machine** to produce **4-side-seal sachets**.
Designed and built to satisfy the **highest standards** in the food and pharmaceutical industries.



STICK-PACK Machine «Alfa»



Vertical intermittent-motion machine to produce convenient, practical and consumer-friendly **stick-packs**. **Patented** design to insert and fold sealing film around forming tubes to ensure **maximum efficiency and reliability**.

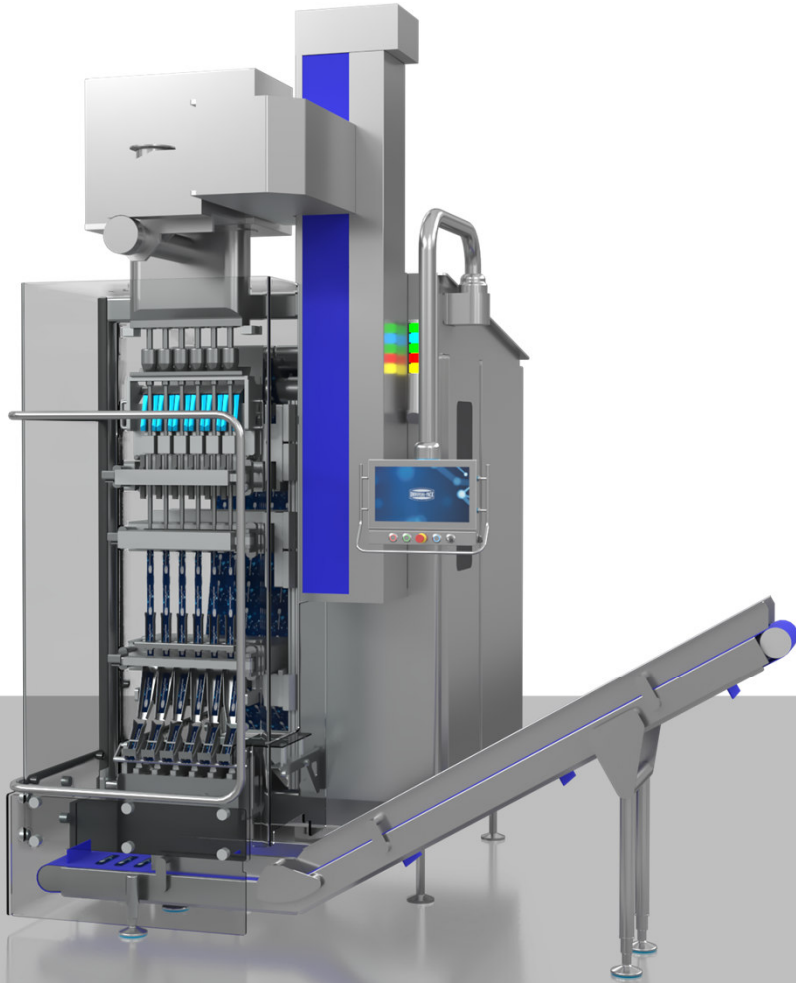


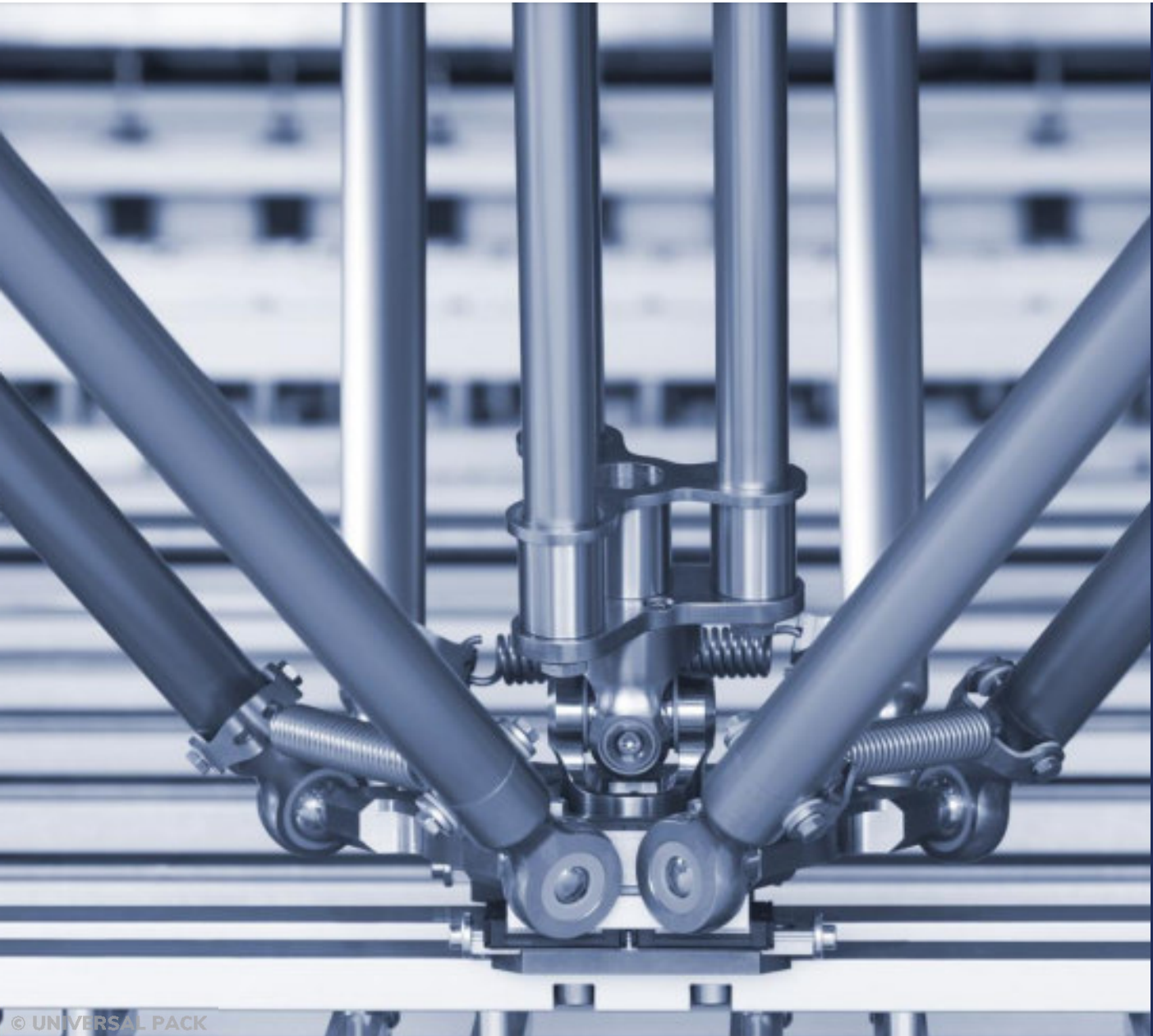


STICK-PACK Machine «Alfa Flexi»

The revolution of the **stick-pack** machine as we know it: perfect for customers who need a **versatile and highly efficient machine**.

Designed following TPM requirements and built for max flexibility, fast changeover in a minimal footprint.





COMPLETE LINES

500+

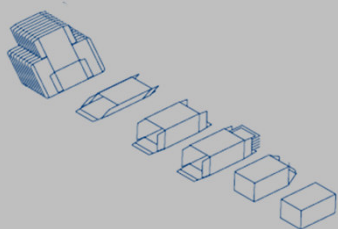
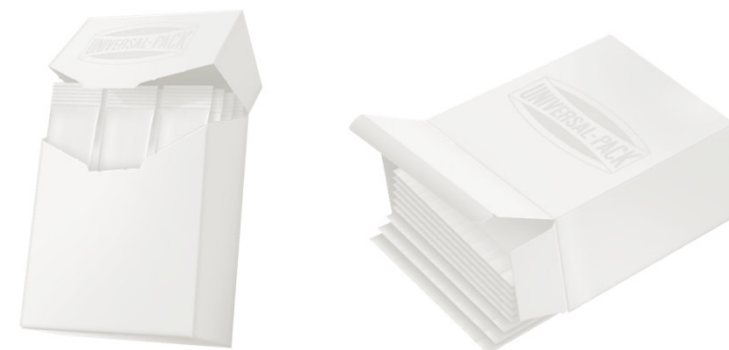
LINES INSTALLED

PRE-GLUED Carton Line «Synthesis AR»



Another solution entirely designed and constructed by Universal Pack with horizontal cartoning machines **to fill pre-glued cartons with stick-packs/sachets.**

It is composed of fully integrated custom-built units, whether for primary or secondary packaging, guaranteeing the highest efficiency together with the most compact machine layout.

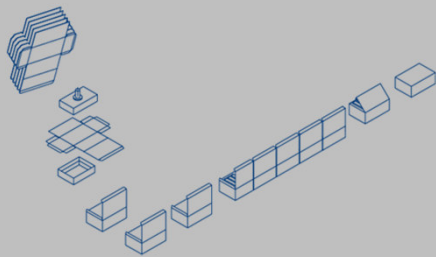


FLAT BLANK Carton Line «Synthesis FS»



Entirely designed and constructed by Universal Pack with carton forming and closing machines **to form, fill with stick-packs/sachets and close flat blank cartons.**

Each unit is **custom-built**, guaranteeing the **highest efficiency** together with the most compact machine layout.



WHY CHOOSE US

3,000+

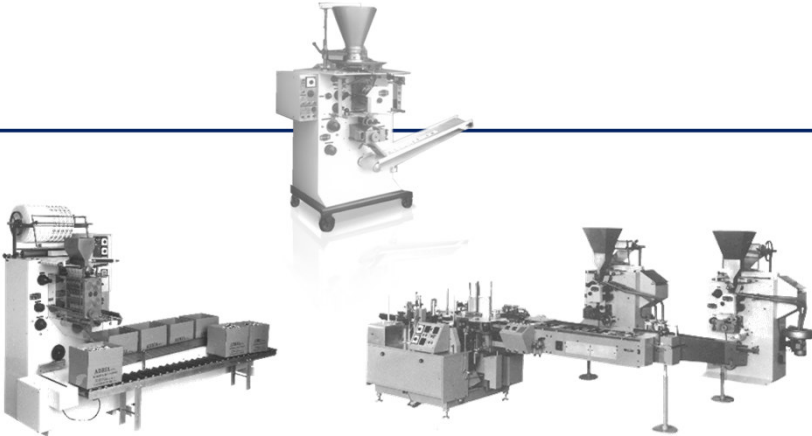
CUSTOMERS SERVED



EXPERIENCE in Packaging



1965



2023



1

MACHINE AT LONDON MUSEUM

45y

OLDEST MACHINE STILL RUNNING

1972

FIRST COMPLETE LINE

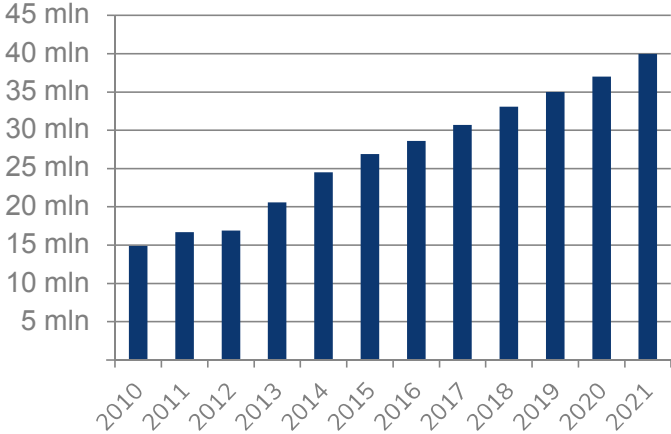
>30.000

PRODUCT AND FILM LAMINATES IN OUR DATABASE

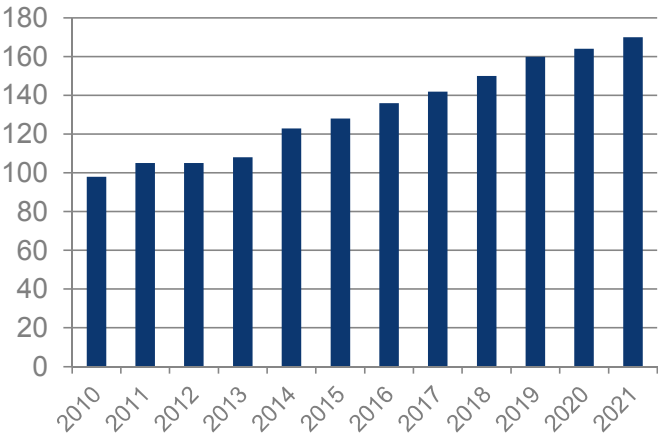
GROWTH Steady



TURNOVER



EMPLOYEES



+100% TURNOVER 2006-2012

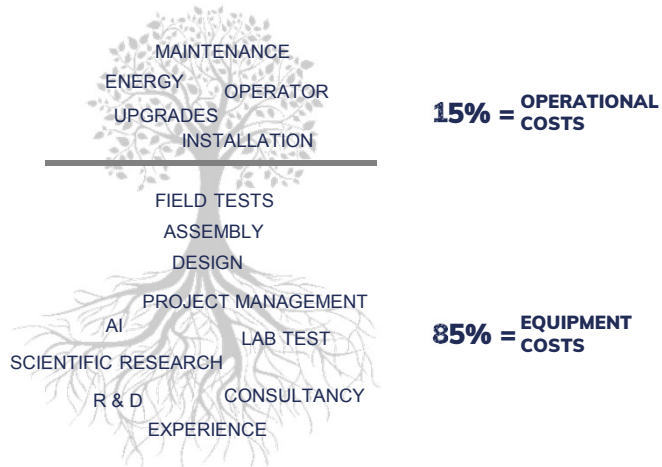
+100% EMPLOYEES 2006-2016

+100% PLANT DIMENSIONS IN 2022

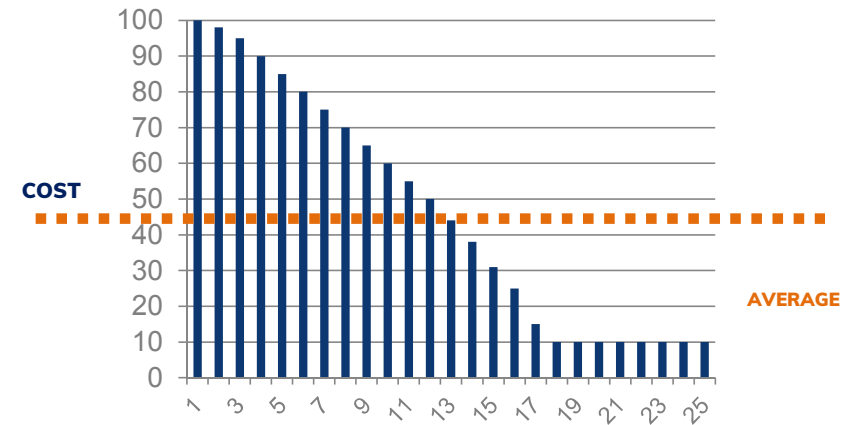
LOWER TCO over Time



TOTAL COST OF OWNERSHIP - PARTITION



MACHINE COST OVER TIME



>30.000

PRODUCT AND FILM LAMINATES IN OUR DATABASE

>59

YEARS OF EXPERIENCE

5 %

AVERAGE YEARLY INCOME INVESTED IN R&D

24/7

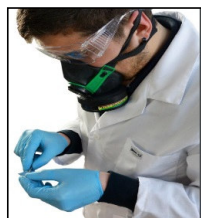
AVAILABLE SUPPORT

TOTAL CONTROL from Paper to Steel



LAB ANALYSIS

- Every film laminate and product is tested inside our lab, our experience is at your service.



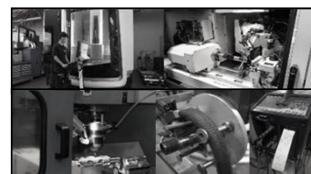
TOTAL TRACEABILITY

- Total traceability of the components in contact with the product.
- The complete list and certificates are available to the customer.

ITEM	DESCRIPTION	QUANTITY	UNIT	DATE	STATUS
0001	UNIVERSAL-PACK	1	UNIT	2023-10-27	OK
0002	UNIVERSAL-PACK	1	UNIT	2023-10-27	OK
0003	UNIVERSAL-PACK	1	UNIT	2023-10-27	OK
0004	UNIVERSAL-PACK	1	UNIT	2023-10-27	OK
0005	UNIVERSAL-PACK	1	UNIT	2023-10-27	OK
0006	UNIVERSAL-PACK	1	UNIT	2023-10-27	OK
0007	UNIVERSAL-PACK	1	UNIT	2023-10-27	OK
0008	UNIVERSAL-PACK	1	UNIT	2023-10-27	OK
0009	UNIVERSAL-PACK	1	UNIT	2023-10-27	OK
0010	UNIVERSAL-PACK	1	UNIT	2023-10-27	OK

INTERNAL WORKSHOP

- We produce over 80% of components in-house.



INTERNAL PRODUCTION AND WIRING

- The full process of designing, components production, assembling and testing are executed internally.



>30.000

PRODUCT AND FILM LAMINATES IN OUR DATABASE

>7.000

SQM DEDICATED TO WORKSHOP

>80.000

CODED COMPONENTS

100

PRODUCTION WORKERS

WITH YOU Anywhere

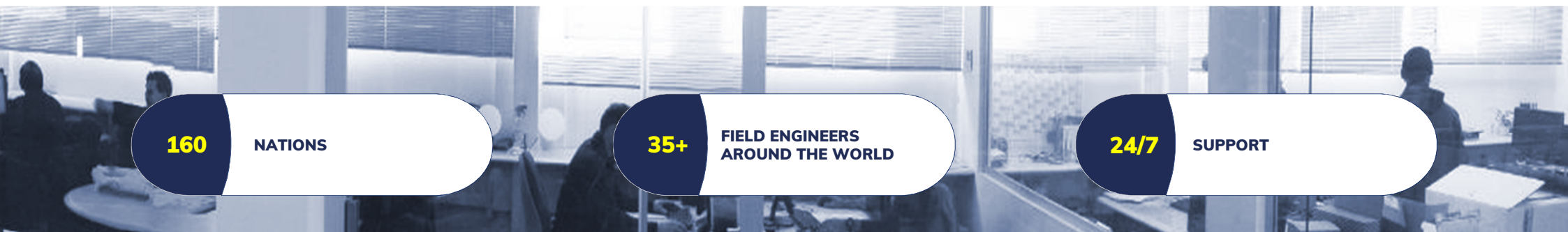
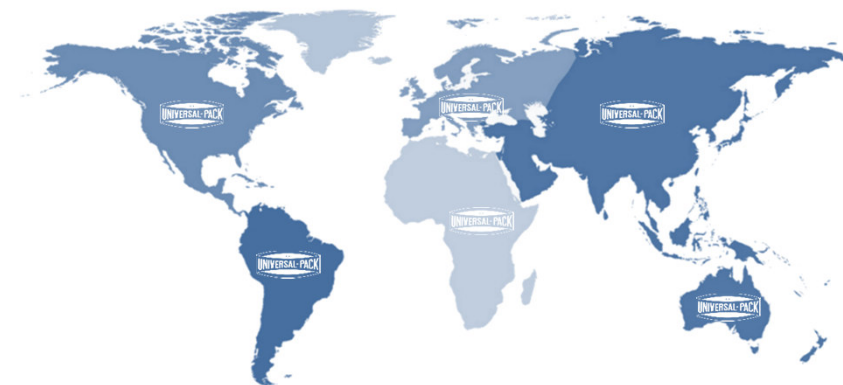


Customer service is not a department,
It's everyone's job.

SERVICES HUB

- Maintenance planning
- On-site support
- Remote support
- Spares management
- System upgrade and retrofit
- Training
- Internal tests
- Performance monitoring

LOCAL SUPPORT AVAILABLE FOR EVERY AREA



160

NATIONS

35+

**FIELD ENGINEERS
AROUND THE WORLD**

24/7

SUPPORT

COST EFFECTIVE Maintenance Planning



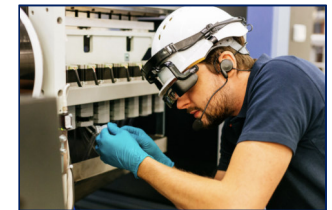
3D SPARE PARTS

- 3d spare parts software in order to facilitate machine **parts identification** and easily order the components.



AUGMENTED SUPPORT

- We provide customers with a wide range of tools aimed to improve machine capability through a better use of maintenance by following the philosophy of TPM “**Total Productive Maintenance**”.



20+

AFTERSALES ASSISTANTS

80%

**READY-TO-DELIVER
MACHINE PARTS**

up to 40

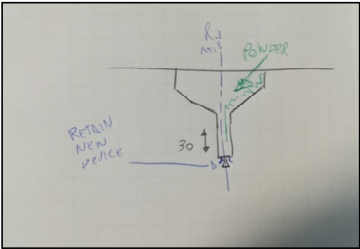
**YEARS OF SUPPORT AND
RETROFIT**

2018

**AUGMENTED REALITY
ASSISTANCE**

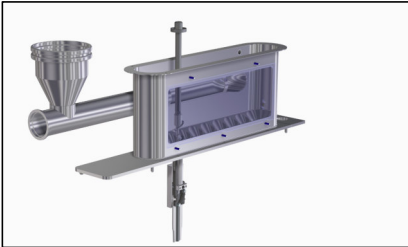


INNOVATION is the Best Patent



THINK

New requests and new market trends generate the need for new technology



DESIGN

Once you think of the solution, you draw it on 3D cad



TEST

The next step is assembling all the components and physically testing the solution



ANALYZE

After practical tests we analyze results to judge the new solution effectiveness

5% AVERAGE YEARLY INCOME INVESTED IN R&D

15 ENGINEERS FOR R&D DEPT.

50 PATENTS PENDING REQUESTS

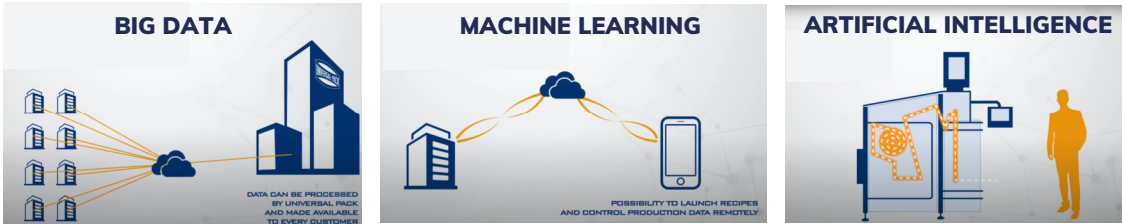
3 MAXIMUM AMOUNT OF PATENTS IN A SINGLE PROJECT



IMPROVED Performance

INDUSTRY 4.0

- We provide control systems in line with industry 4.0 criteria, ensuring **total control** of the working process.



500+ 4.0 MACHINES INSTALLED

5 CONTROL OPERATION FUNCTIONAL LEVELS

0 TIME TO ACTION

CONSULTING We Listen to You



CONSULTING

- In our company there are specialized, **international professionals** to support you with **care**, listen to your requests and provide you with the best solutions.
- We are willing to start a journey with our customers that goes far beyond the purchase of a machine and is the first step in a partnership between companies, built on **shared experiences** and **continuous collaboration**.

50+

PEOPLE WITH MORE THAN
25 YEARS EXPERIENCE IN UP

38

AVERAGE AGE

10%

PEOPLE ON PERMANENT
TRAINING PROGRAMS

1%

PEOPLE TURNOVER

THE SCIENCE of Packaging



UP LABORATORY

- In order **to optimise machine design, efficiency and reliability**, it's essential to **study the physical properties** of each product such as: moisture, size, density, stickiness, viscosity, concentration and so on.
- Universal Pack philosophy is **to test all the products and film laminates** before starting machine designing.
- Universal Pack lab is also available for **customised product and laminate testing**.



30_y

SCIENTIFIC RESEARCH

10_y

INTERNAL LABORATORY
DEVELOPMENT

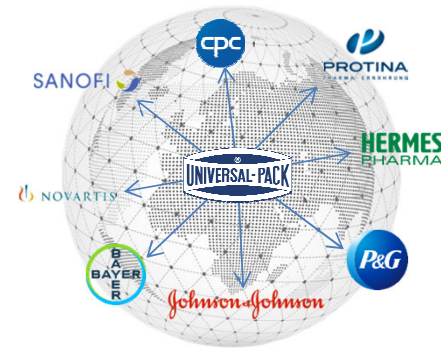
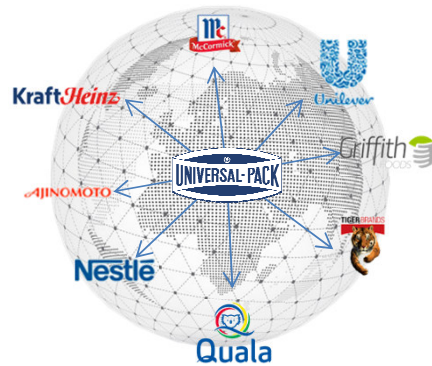
350+

SUSTAINABLE FILM
LAMINATES TESTED

HIGHEST QUALITY Standards



- **Multinational corporations high quality standards are our quality standards:** that's the reason why the biggest companies in the world use our technology.



>30

MULTINATIONAL CORPORATIONS

45y

LONGEST ACTIVE PARTNERSHIP

300+

MAX AMOUNT OF MACHINES OWNED BY A CUSTOMER

99%

CUSTOMER LOYALTY RATE

CERTIFIED by Official Institutions



- **TÜV ISO 9001**

International standard for quality management systems



- **TÜV ISO 45001**

Occupational health and safety management systems



2000

FIRST TÜV ISO 9001

2014

FIRST TÜV ISO 45001

BEST AWARDS Universal



FINANCIAL
PERFORMANCE

CORRIERE
DELLA SERA

EMILIA ROMAGNA
TOP 100

italypost |

BEST
PERFORMANCE
AWARDS

SDA Bocconi
SCHOOL OF MANAGEMENT



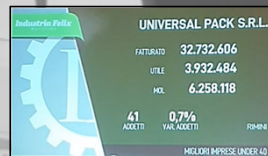
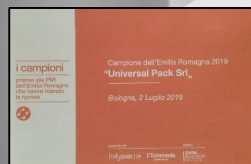
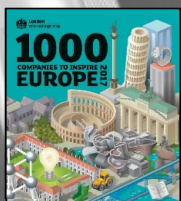
UNDER 40 TOP
COMPANY
IN RIMINI



1000 FASTEST GROWING
SMEs IN EUROPE

GRUPPO24ORE

BEST EXPORT
COMPANIES



CHARITY Universal Cares



2013

FIRST DRINKING WATER WELL

8

DRINKING WATER WELLS

7100

PEOPLE GOT ACCESS TO DRINKING WATER

PARTNERS for Life



OUR EXPERIENCE, YOUR SUCCESS



YOUR SUCCESS, OUR HISTORY



SUSTAINABILITY

350+

**SUSTAINABLE FILM
LAMINATES TESTED**

SUSTAINABILITY in Universal Pack



Our business operations are aligned with the principles that drive positive change and are broken down into its three main dimensions: Environmental, Social and Governance (ESG).



ENVIRONMENTAL Sustainability



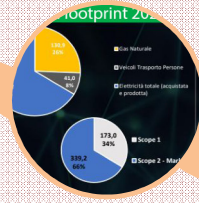
CORPORATE

PRODUCT

WHAT WE HAVE DONE



PHOTOVOLTAIC SYSTEM



CARBON FOOTPRINT ANALYSIS



IMPROVED WASTE MANAGEMENT



ECOVADIS SUSTAINABILITY RATING



MACHINE FOR SUSTAINABLE LAMINATES



MOTORS FOR REDUCED CONSUMPTION (>10% LOWER THAN MARKET AVERAGE)

WHAT WE ARE DOING



EXPANDING PHOTOVOLTAIC SYSTEM



HEAT PUMPS (71 %) & BUILDING THERMAL INSULATION



91.70 % WASTE RECOVERED (2022)



ISO 14001 EMS



SCOPE 3 - SUSTAINABLE PURCHASES (CODE OF CONDUCT)

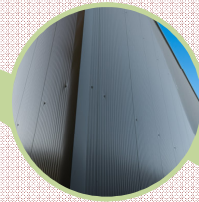


R&D POWERMETER & AIR METER

GOALS



TOTAL GREEN ENERGY (PURCHASED)



NET ZERO-ENERGY BUILDINGS



95 % WASTE RECOVERED (BY 2025)

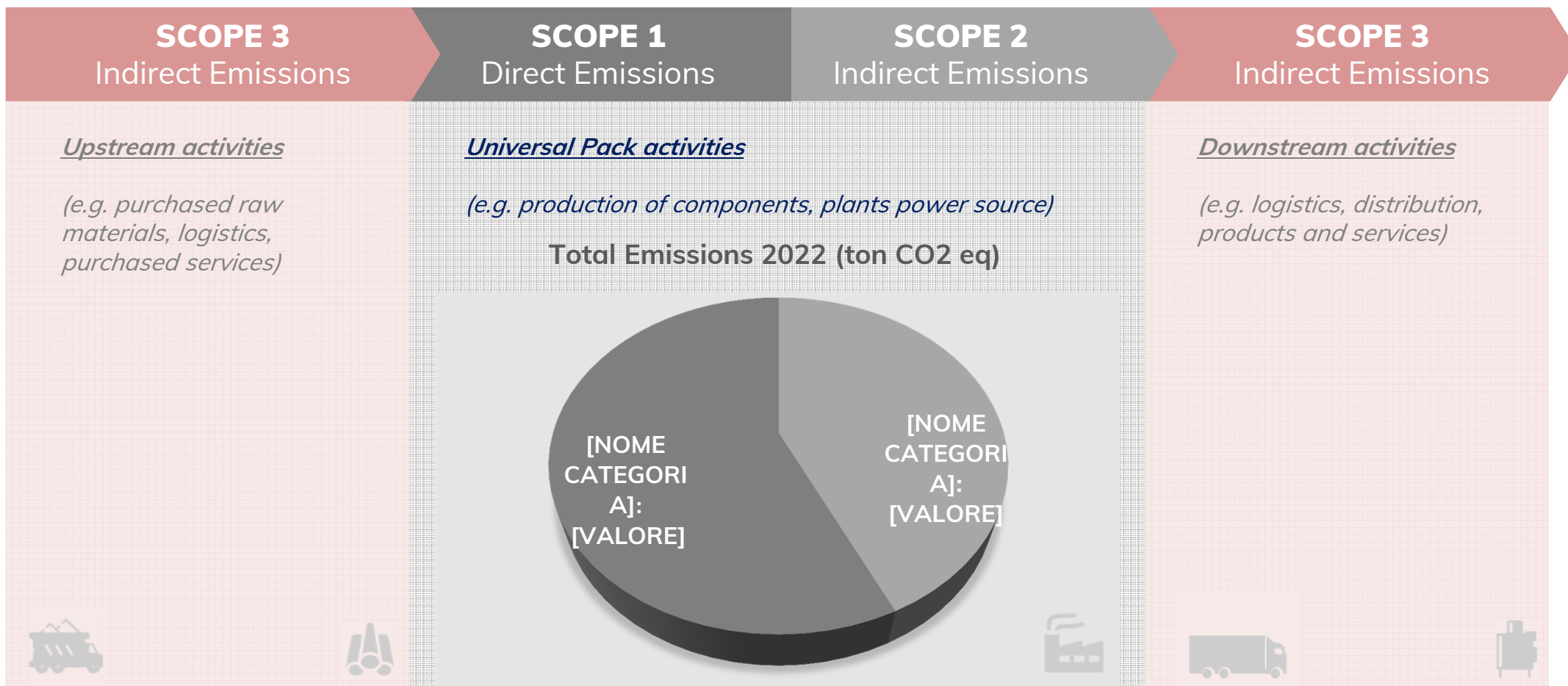


SUSTAINABILITY REPORT



IMPROVING PRODUCT LCA

ENVIRONMENTAL Sustainability





SOCIAL Sustainability

HEALTH & SAFETY



ISO 45001 to ensure adequate control on the safety and health of workers.

SOCIAL KPIs



We've set and constantly monitor social KPIs (e.g. GRI 401 employment), etc..

CHARITY



Charity initiatives to bring positive change. Construction of water wells for underserved communities mainly in Africa, Asia.

GOVERNANCE Sustainability



CODE OF ETHICS & CONDUCT



Our commitment to integrity, honesty, and ethical conduct forms the bedrock of our values.

ANNUAL MEETINGS



We hold two significant annual meetings that involve all employees, first to monitor progresses, then to evaluate the outcomes and set new goals.

SUSTAINABLE Plant Improvements

OPTIMIZATION

24/7 AUTOMATED TOOLING MACHINERY



OVER € 4,000,000 INVESTED IN CNC MACHINERY SINCE 2021



3+3 VERTICAL WAREHOUSES FOR RAW MATERIAL, SEMIFINISHED



7 VERTICAL WAREHOUSES FOR ELECTRICAL & MECHANICAL COMPONENTS

SUSTAINABILITY

FROM HALOGEN TO LED LIGHTS



HEAT PUMPS



THERMAL INSULATION



A/C ROOF INSULATION

EXPANSION Plant



	PREVIOUS AREA	10,000 M²
	PLANT EXPANSION 2023	+15,000 M²





THANK YOU



UNIVERSAL PACK



UNIVERSAL PACK



WWW.UNIVERSALPACK.IT



THANK YOU



UNIVERSAL PACK



UNIVERSAL PACK



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