



**NOVAS EQUITY CONFERENCE**

## **COMPANY PROFILE**

Volume 2023







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## Our Story

70 years at the side of our customers

Our history began in 1955, when ILPRA was founded and created the first traysealer for food packaging. Over the next 70 years we have become tailors of packaging, able to listen and create, according to what we have learned, the right solution for productions all over the world.

### For us, packaging is a matter of trust.

ILPRA's solidity and the ambition that governs our work have driven us to an important milestone in 2019, with the listing of our stock on the Italian Stock Exchange. The transaction allows us to raise resources by diversifying our funding sources to accelerate development and maintain a transparent asset with the market and our audience.

**1955**

#### ILPRA FOUNDATION

ILPRA was founded and in the same year, designed and built the first Italian tray sealer.

**1970**

#### PACKAGING MACHINE EXPERTISE

ILPRA exclusively specialized in packaging machines production.

**1982**

#### FIRST MAP PACKAGING MACHINE

The first packaging machine in protective atmosphere was realized (MAP)

**1988**

#### EUROPEAN MARKET

ILPRA turned to the European and international market

**1990 – ILPRA Systems UK**

**1992**

#### ILPRA GROUP FOUNDATION

ILPRA Group was created, a union of several companies committed to the development of new technologies in the packaging industry

**1995-2015**

#### 7 BRANCHES OPENED

**1995 – ILPRA Systems España**  
**1998 – ILPRA Benelux**  
**2011 – ILPRA Hong Kong**  
**2011 – ILPRA America**  
**2015 – ILPRA Middle East**  
**2016 – ILPRA Russia**  
**2018 – ILPRA Deutschland**

**2019**

#### ITALIAN STOCK EXCHANGE

ILPRA achieved another great milestone by entering the Italian Stock Exchange

**2022**

#### ACQUISITION OF NEW COMPANIES

**2019 – 80% Veripack Srl**  
**2019 – 51% Eltec Srl**  
**2019 – 70% I.P.T. Srl**  
**2020 – Commercial Branch UNIMEC Srl**  
**2022 – 30% MACS Srl (voting right 51%)**

**2023**

#### ACQUISITION OF NEW COMPANIES

**2023 – 68% idm Automation Srl**  
**– 70% Pentavac Srl**  
**– 30% MACS Srl**

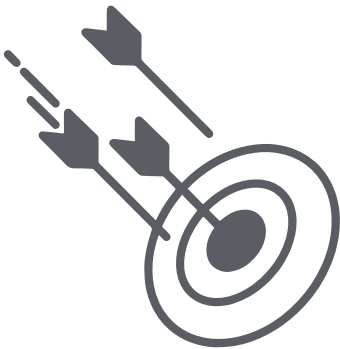


## Our Philosophy

More Than Machinery

The ILPRA method is both the key and the means by which we achieve our goals. Always being at the customer's side, from design to installation and beyond, has made our company capable of presenting a unique value proposition.

**Today, we are consultants, designers, manufacturers, suppliers and supervisors for your packaging project.**



## MISSION

We guide worldwide productions on a path of mutual growth, thanks to customized packaging solutions that guarantee the market high-quality products

## OUR VALUES

RESPECT

COHERENCE

TEAM WORK

INNOVATION

AVAILABILITY

RESPONSIBILITY

RELIABILITY

VERSATILITY

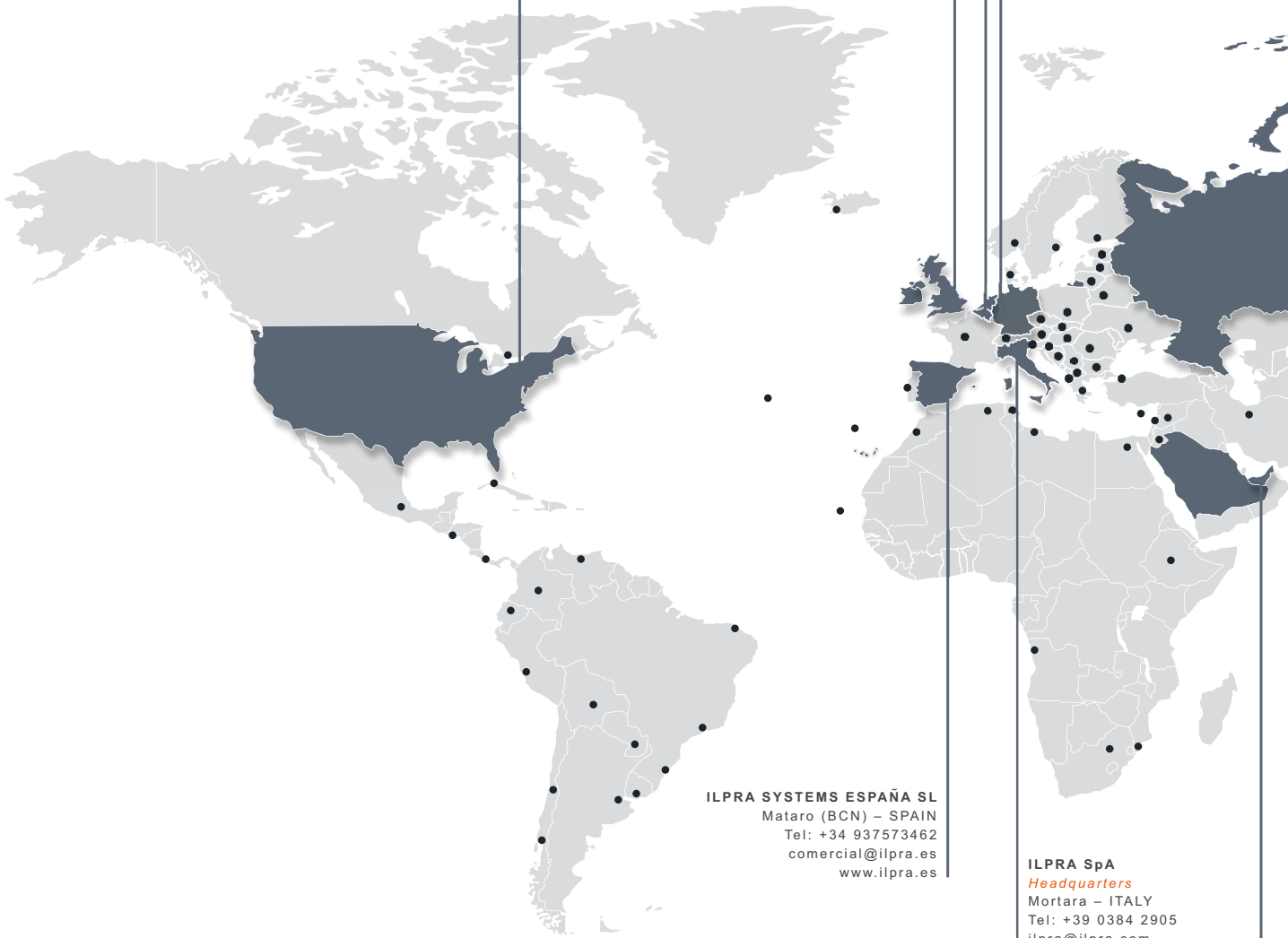


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## Our Branches

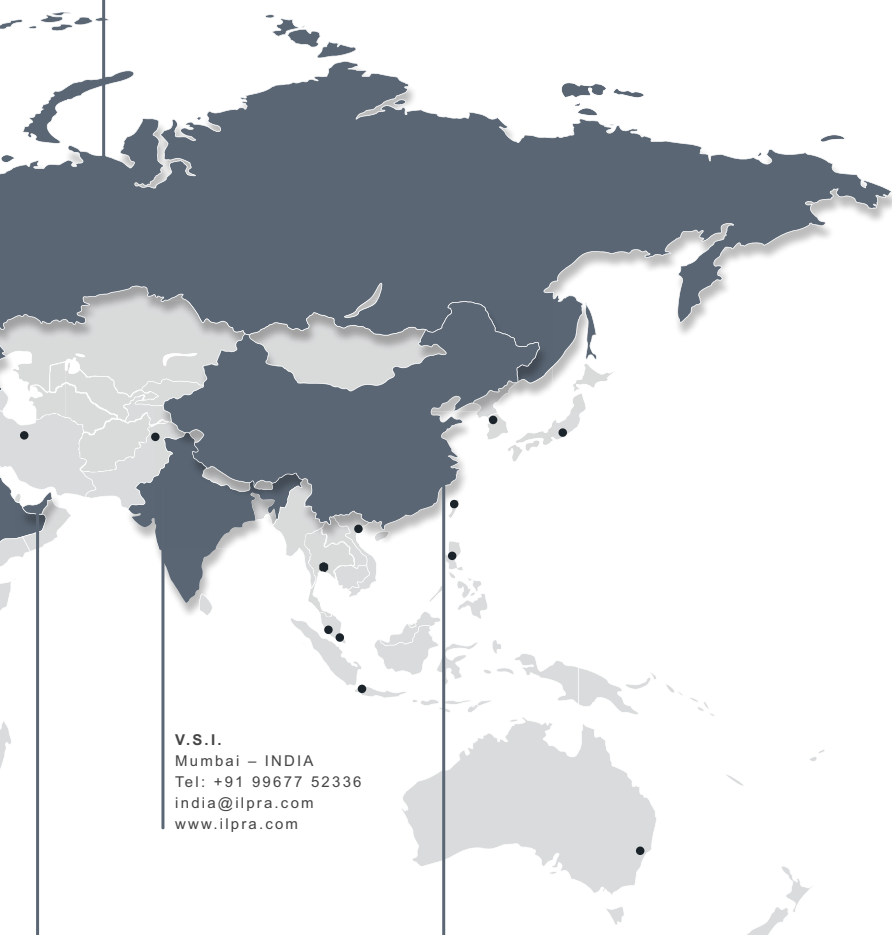
We get Everywhere!

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No customer is too far from us. With 9 subsidiaries and numerous dealers all over the world, our staff and our sales network will always be at your side.

Thanks to our presence all over the world, we are able to support our customers for any needs: from maintenance to training, from installation to after-sales service. All this to make the approach to our machines as easy as possible.

### Always beside the productions.



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■ Branches  
● Dealers

## Overview

Statistics year 2021/2022

Consolidated expertise in production and sale of machinery for food, non-food and medical packaging products.

**65** Years  
of experience

**18.400**  
Machinery  
sold

With a wide range of machines and customer-centred technological solutions, ILPRA is one of the main players in the reference market.

The Group achieves its turnover mainly through sales on the foreign market, thanks to the internationalization process which has been launched in recent years.

**129**  
Countries served  
in the world

**3,4€** mlm  
Investments  
R&D

Continuous investments in Research & Development have made it possible to internally develop appropriate technologies and new packaging techniques at the forefront of the sector.  
*(Data from the three-year period 2020 - 2022)*





## Financial Highlights

Data of 30.06.2023

The following graphs present the group's key economic and financial indicators (based on the consolidated financial statements for the year 2023). What can be highlighted: a 33,9 % improvement in the value of production, an EBITDA increase of 15,7 % generating an EBITDA MARGIN of 20,6 %, an increase in Net Profit of 21 % over the previous year, a NET PROFIT MARGIN of 21,2 %, a EBIT increase 13,9 % and an improvement in NFP of 3.5 M cash negative.

Since its listing in 2019, the ILPRA group has grown steadily. The results achieved represent the efforts of the entire group.

<b>FY 2023*</b>	<b>€</b>	<b>%</b>
VOP	28,8 M	+33,9 % <i>yoy</i>
EBITDA	5,9 M	+15,7 % <i>yoy</i>
EBITDA MARGIN		20,6 %
EBIT	4,2 M	+13,9 %
NET PROFIT	3,2 M	+21 % <i>yoy</i>
NET PROFIT MARGIN		21,2 %
NFP	3,5 M <i>cash negative</i>	

Source: Company management data processing

\* It should be noted that, as the Group has exceeded the parameters imposed by Legislative Decree 127/1991 for two consecutive financial years, as of the current financial year 2023 it will be obliged to prepare Consolidated Financial Statements; this obligation envisages the application, as strongly recommended by OIC 17, of the "financial method" for the accounting presentation of leases. In order to provide continuity of interpretation with what will be the final results of the current financial year 2023, the "financial method" has already been applied in the half-yearly report 2023. The tables below (and the related commentary on the comparative results) have been prepared by applying the "financial method" with a "pro forma" exercise performed by company management and applied retrospectively to the 2022 annual and 2022 half-year figures. It is specified that the aforementioned "pro forma" exercise was not subject to a limited audit.

## PERFORMANCE ON THE STOCK EXCHANGE

Source: Borsa Italiana



## Sustainability

### Our Reason to Be

Packaging is an essential necessity in countries that develop a welfare policy and improve the population's standard of living.

Access to hygienically processed and certified products increases and leads to sustainable thinking, educating on disposal and waste reduction.

Implementing sustainability is not only ILPRA's commitment, but our reason to be: increase the welfare of consumers who choose a quality product by evaluating information, appeal and freshness guaranteed by our technologies.

If products are properly packaged, they can last longer, reducing spoilage and waste. Quality packaging helps to preserve food freshness, allowing consumption with the best product organoleptic properties.

Transport is reduced, helping to decrease carbon dioxide emissions. In this way it is sustainability that requires packaging, and companies like ILPRA are responsible for implementing this important principle.



## Environmental Impact Reduction Policies

### Our Role for Change



ILPRA SpA has started a conversion of its machinery that, thanks to the use of brushless motors and specially designed technologies, allows significant energy savings.

The headquarters in Mortara, the hub of the entire production process, with about 200 resources, produced 70% of the required energy in 2021 and is expected to reach 100% by the end of 2022.

Between 2020 and 2021, ILPRA avoided the emission of about 400 tons of CO<sub>2</sub> into the atmosphere.

In addition, ILPRA does not generate any kind of emission into the air and does not discharge any kind of pollutant material from its production processes into water or soil.

## Corporate Governance

### A Common Goal

The focus on sustainability not only applies to the products offered, but also to the way the company internally operates.

To promote internal sustainability, ILPRA has implemented several initiatives aimed at incentivizing sustainable production and behavior.

First, the company introduced rewards linked to the achievement of specific goals, to incentivize in terms of performance and growth all departments of the company.

To promote employee well-being and incentivize sustainable behavior, ILPRA has provided indoor spaces such as a gymnasium and a company canteen.

In this way, sports and a healthy lifestyle are encouraged, along with the consumption of healthy, local and zero-mile foods, promoting sustainability in food as well.

Ultimately, ILPRA is committed to promoting a culture of sustainability that involves all its employees and the company's production cycle. This commitment is reflected in concrete initiatives, which encourage production and worker well-being, helping to reduce environmental impact and to promote a healthy and sustainable lifestyle.



## ESG ITA Growth Index

### Our Look to the Future



From SDA Bocconi and CRIF, among the most renowned sources of business information, comes the ESG ITA Growth Index, the first index for the ESG evaluation of SMEs listed on Euronext Growth. This is an essential initiative that aims to raise public awareness of an issue that is already growing rapidly, namely the sustainable ways in which companies operate.

Proper communication of the sustainability path undertaken allows companies to interact effectively with their stakeholders, both direct and indirect. Finally, obtaining a positive ESG rating and communicating it effectively gives companies a solid reputation, improving their ability to attract new partners and customers.

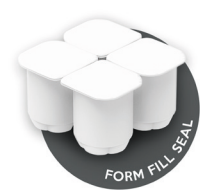
We are deeply proud to be among the top five companies in the ESG Ranking compiled by these prestigious institutions: we thank them, with the promise to improve ourselves continuously.





## Our Production Machines for all requirements

ILPRA SpA manufactures and supplies machines for food, medical and cosmetic packaging. Automatic and semi-automatic tray sealers, filling, thermoforming and form fill seal machines. All our packaging machines are highly customisable and can be integrated with an existing production environment.



## FOODPACK TRAY SEALER In-line, automatic and semi-automatic

From small to large production, our Foodpack tray sealers are reliable partners with a wide range of features. Many options ensure easy operations, with operator/machine communication that has been reviewed and improved over the years. Personnel recognition, predictive maintenance, anti-crushing system and Industry Ready 4.0 are just some of the features of our models. The high possibility of customization is, as always, one of our most important added values: every project is important because every product is unique.



Scan Me!



## Semi-automatic

Reduced investment without compromising packaging quality: with our semiautomatic tray sealers, space also benefits. Models in this category differ in sealing area, sealing power and size. They are extremely easy to use and, despite their basic layout, can work in all available applications: Sealing, Vacuum, MAP and Skin.



## Automatic

The Speedy models represent ILPRA's excellence in the world because of the efficiency and ease with which they have been offered to our customers. Ideal for medium production runs, Speedy was born from the need to offer an affordable yet ambitious machine for those who require a fast and precise work cycle. A smart choice given the efficiency, flexibility, durability and cost-effectiveness of the investment and operating costs. The Speedy is a reliable partner for your production, a guarantee evidenced by the hundreds of units Ilpra sells worldwide each year.



## In Line

Going fast has never been safer. Compact machines, our in-line tray sealers are activated by mechanical movements guaranteed by brushless motors. Emec technology, installed on every model in this line, allows for maximum production performance and excellent resistance to material wear. Each machine (except the FP 1440) is equipped with CPS (Constant Placement System) technology, which allows maximum production capacity and fully mechanical sealing. Different types of feeding are available: belt, chain and, in the compact version, via an easily removable belt. Due to the high possibility of customization, they can be easily integrated into any production line.



## FILL SEAL POT FILLER

### Rotary & In line

With its Fill Seal line fillers/sealers, ILPRA offers packaging solutions for all types of liquid, creamy, pasty and granular products. The fillers are fully washable without having to be disassembled, with the ability to process both hot and cold even two products simultaneously. All models in our Fill Seal line are designed to work in film and lid version and to package in different applications: sealing, gas vacuum and gas flush. Maximum integrability and customization are the key features of our Fill Seal machines.



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## Rotary machines

For medium and high productions, ILPRA offers rotary fillers/sealers that work in stations positioned on a rotary table. The intelligent distribution of stations ensures a compact design and the ability to include different options according to customer needs. In these models, hygiene and a healthy environment are crucial to the entire packaging process. For this reason, the Fill Seal line includes measures for maximum cleaning efficiency.



## Machines In Line

For high productivity, ILPRA offers in-line filling/sealing machines with stations arranged in a stepwise progression. Again, environmental and process hygiene are primary factors in machine design. With options such as large storage capacity and high duty cycle, in-line models can be designed as unstoppable machines, where downtime is limited to very short product loading periods.



## FORMPACK THERMOFORMER

### Food and medical packaging

ILPRA's FormPack line includes solutions for thermoforming and sealing packaging. The possibilities are numerous: the machines are designed for custom design from the pitch and band required by the customer's product. Packaging times and methods vary depending on the thickness to be thermoformed and the material used for sealing. Our thermoforming machines are ideal for food packaging as well as for packaging medical products.



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Our entry-level solutions for the FormPack line consist of simple, space-saving layouts. They contain the essentials for high-quality packaging, enabling excellent duty cycle with a reduced maximum film width. Designed for ease of use, they feature simple die changeover for both packaging and cutting.



Starting with the F1 model, our thermoforming machines expand significantly in terms of both layout and maximum range. These solutions are perfect when integrated into an existing process line, optimizing high production potential and integration capability. They have fully mechanical handling, which greatly reduces maintenance and consumption costs.



## FORM FILL SEAL

Ultra clean processing for high production

Our Form Fill Seals are designed and built to meet different production requirements. These machines are fully customizable in terms of format, dosing systems and cutting configuration, enabling the production of both single and multi-packs. The main movements are servo-driven, allowing maximum precision, reliability and efficiency to enable high-level production performance. Ilpra's renewed range of FFS machines has been designed and developed by the dedicated technology team, building on the long experience accumulated over the years in in-line thermoforming and applying the latest technological innovations related to capital goods suitable for primary packaging and filling within the smart factory 4.0 industrial architecture.



**Scan Me!**



## SEAL BOX

### The solution for non-stackable containers

ILPRA's line of Seal Box machines is ideal for different production needs (from small to high production with fully automatic lines). Our Seal Boxes use the same technology and work cycle as the Fill Seal series, but are designed for non-stackable containers. Product is dosed inside preformed containers (plastic, glass and metal) on which a compatible film is sealed. Depending on the type of packaging, needs, and production volumes required, Ilpra supplies the most suitable standard machine or designs and customizes a customized solution for the customer.



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## BUCKETS LINE

### Packaging of products in buckets

ILPRA's Bucket Line is the ideal solution for packaging products in buckets. The models follow the Foodpack line, with Basic buckets for small productions, Speedy buckets for medium productions, and the Bucket Line offering high levels of productivity and strong customization possibilities.



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## END OF LINE

Ending in style

Highly customizable end-of-line solutions that can be integrated into any production line. There are no standard models, as product requirements at this stage of the packaging process are always different. We provide a design phase together with our engineering department to devise the best solution for your production needs. ILPRA provides case packers, Pick&Place, robotic arms and palletizers.



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## LINEA COMPLETA

Different needs, one contact person: ILPRA

Highly customizable end-of-line solutions that can be integrated into any production line. There are no standard models, as product requirements at this stage of the packaging process are always different. We provide a design phase together with our engineering department to devise the best solution for your production needs. ILPRA provides case packers, Pick&Place, robotic arms and palletizers.



Centered printing system

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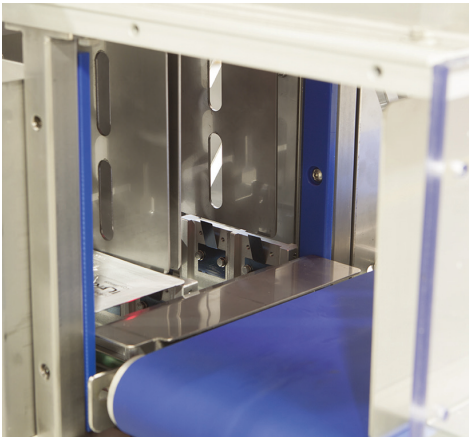
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Stacker



Printer

## Our Technologies



### **ID CONTROL SYSTEM**

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Badge for recognition of authorized personnel.  
Up to three levels of recognition.



### **PRE-HEAT SYSTEM**

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Preheating of the film to optimize skin packing.



### **CONSTANT PLACEMENT SYSTEM**

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State-of-the-art technology that enables constant inflow of trays.  
Axis interpolation increases production speed.



### **EXTRASKIN SYSTEM**

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Technology that allows Skin to be packaged even at  
high degrees of protrusion.



### **FITPACK SYSTEM**

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It replicates the aesthetics of Skin packaging and  
allows for vacuum packaging inside a customized  
container.

### **PREDICTIVE**

---

Predictive system that enables planning  
maintenance and replacement of components.



### **ANTI-CRUSH SYSTEM**

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The machine checks the correct positioning of the trays,  
stops sealing in case of incorrect positioning.



### **PROGAS SYSTEM**

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Provides lower gas consumption and faster working  
speed.  
Available on all models in this line.



### **E-MEC TECHNOLOGY**

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Based on the fully electromechanical movement of  
workstations, it enables higher speed and productivity



## Our Services



### **SHOW ROOM**

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We make our Mortara headquarters and occasionally our branches available to test your product with our technologies to better evaluate the options available to you. You can contact us to schedule a visit inside ILPRA by sending us your product and packaging in advance so that we can evaluate together the feasibility and effectiveness of your new packaging project.

### **FAT WITH CLIENT**

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Once ready, your new machine is packed and ready to be shipped. Before that, our team is available for a test run at our facility in Italy to evaluate with you how well the desired result has been achieved and to make any adjustments during finishing.



### **SPARE PARTS SERVICE**

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The ILPRA spare parts office never stops, even during the summer and Christmas periods we work to enable the continuation of sending and receiving requests. For urgent requests we guarantee delivery within 24/48 hours from the time the ticket is opened. Please contact us for information and assistance from our spare parts department.

### **TRAINING**

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ILPRA Academy training centers offer training and refresher courses to operators of client companies, aimed not only at the proper use of machinery but also at the adoption and efficiency of the most suitable production processes.



### **TECHNICAL SERVICE**

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It would not be More Than Machinery if we said goodbye at the time of sale. ILPRA Service remains available to you from that point on, ready to go to make your relationship with the machine as easy as possible. We have technicians trained on specific machine lines so that we can respond promptly to all maintenance, repair and service requests.

## Our Customers

SARTORIUS

Framptons



CITTERIO



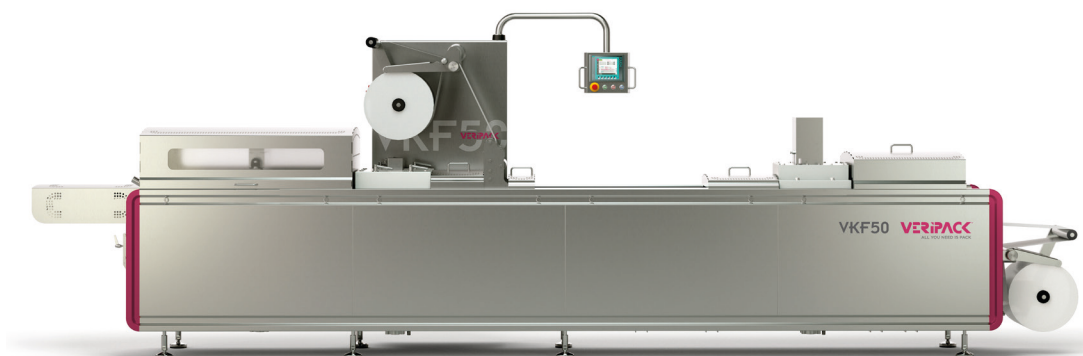


## Our Companies

ILPRA Group



Veripack, part of Ilpra Group since 2019, is a leading designer and manufacturer of high-quality thermoforming packaging machines. With a highly capillary sales network and strong experience in food packaging, Veripack reaches where Ilpra thermoforming machines do not: total customization and very high productivity.



Veripack strongly specializes in packaging meat and cheese, with all their different variations. Veripack's R&D department works to offer more technologically advanced machines and cutting-edge solutions. For this reason, the company invests in R&D every year, with a department that supports production by working on mechanical design, part selection and assembly. With a strong global market presence, Veripack operates similarly to ILPRA: a strong focus on customer needs and an ethical manufacturing standard based on the utmost rigor of internal processes.





MACS S.r.l. is an Italian company founded in 2016. It is active in the production and sale of packaging machines, mainly in the food, pharmaceutical and home & personal care sectors, with applications in flexible packaging, especially for doypack bags and chocolate packaging.





Pentavac S.r.l. is an established Italian company in the packaging sector, which has been designing and building automatic vertical packaging lines since 1997. Its headquarters are located in the province of Brescia, in an area of 5000 square meters. An orderly and large department allows lines to be assembled and tested on site, with customers attending trials with their product before the line leaves the factory..



The experience, competence and passion of the owners and staff allow constant growth and continuous technological evolution. The company boasts a complete range of automatic vertical packaging machines and dosing, weighing and counting systems. All this, combined with an expert sales and service network branched out in various countries.





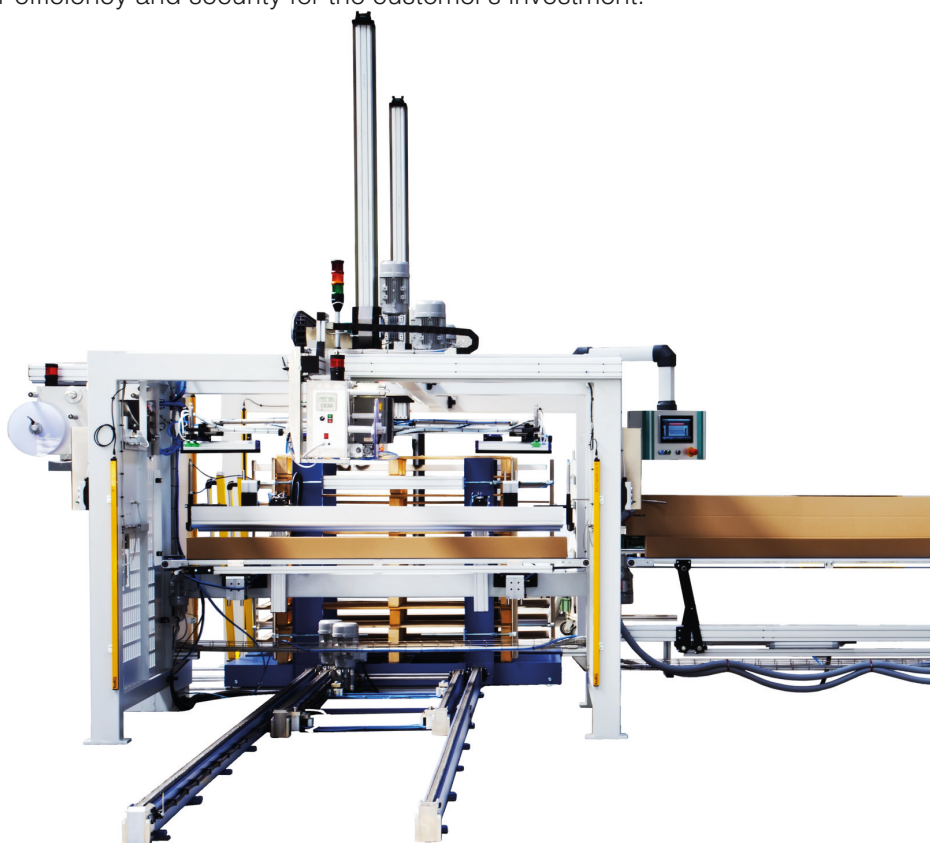


Idm automation is an expert in automated solutions for filling, assembly and packaging. From the study of customized systems based on specific customer needs, to the implementation, installation and after-sales assistance, IDM Automation is the automated response to the innovation needs for the Cosmetic, Pharmaceutical and Food markets.





Eltec is a company with long experience in designing end-of-line equipment. Ilpra acquired the company in 2019 with the intention of creating added value for its customers: the provision of tailor-made end-of-line equipment to offer a unique partner for the entire packaging of customized end-of-line equipment to offer a single partner for the entire packaging + end-of-line process. This offers a strong advantage in terms of compatibility and integrability of acquired technologies, ensuring greater efficiency and security for the customer's investment.





STREMA S.r.l. was founded in 1989 with the aim of providing high quality and easily customized machines. The company designs and manufactures machines for the production and packaging of single-head cotton pads for medical, chemical and industrial use. Machines for the production of round, oval and square pads for cosmetic and medical use.



## WHERE TO FIND US

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