



*Questione di persone*

SIT, A MATTER OF PEOPLE

## Who is SIT Group

**SIT Group** is a relevant player in Flexible Packaging both in Food and Non Food markets.

**Year of foundation: 1967**

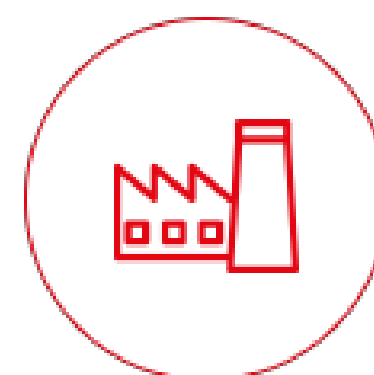
**Family owned business**



**€ 160+ MLN**  
TURNOVER



**700+**  
PEOPLE



**4**  
FACTORIES



**4**  
PRINTING  
TECHNOLOGIES



**700+ MLN MQ**  
PRODUCTION CAPACITY



ISO 9001  
ISO14001  
OHSAS 18001  
BRC  
SEDEX  
CERTIFICATIONS



FRANCE – MIONS  
GERMANY – SAARWELLINGEN  
SAN MARINO - ROVERETA  
LOGISTIC HUBS



## *The MISSION of SIT Group...*

- Be recognized as a Company focused on Customer Satisfaction
- Acting with excellence
- Create and give an added value to Customers packaging
- Build the development on the Group's skills and values (passion, creativity, team, ethics, respect)



## *...has clear implications*

- **Customer focused organization**, from a commercial, industrial and services perspective
- Attention to **details**
- Develop an offer based on **advanced services** that create **value**
- **People** are the **Group value** and an important **leverage for differentiation**

**Be a Partner of Excellence means... Delivering high value solutions to customers enabling their success!**

## Our Values



**Ethics**



**Human Respect**



**Encouragement  
in creativity**



**Sustainability**



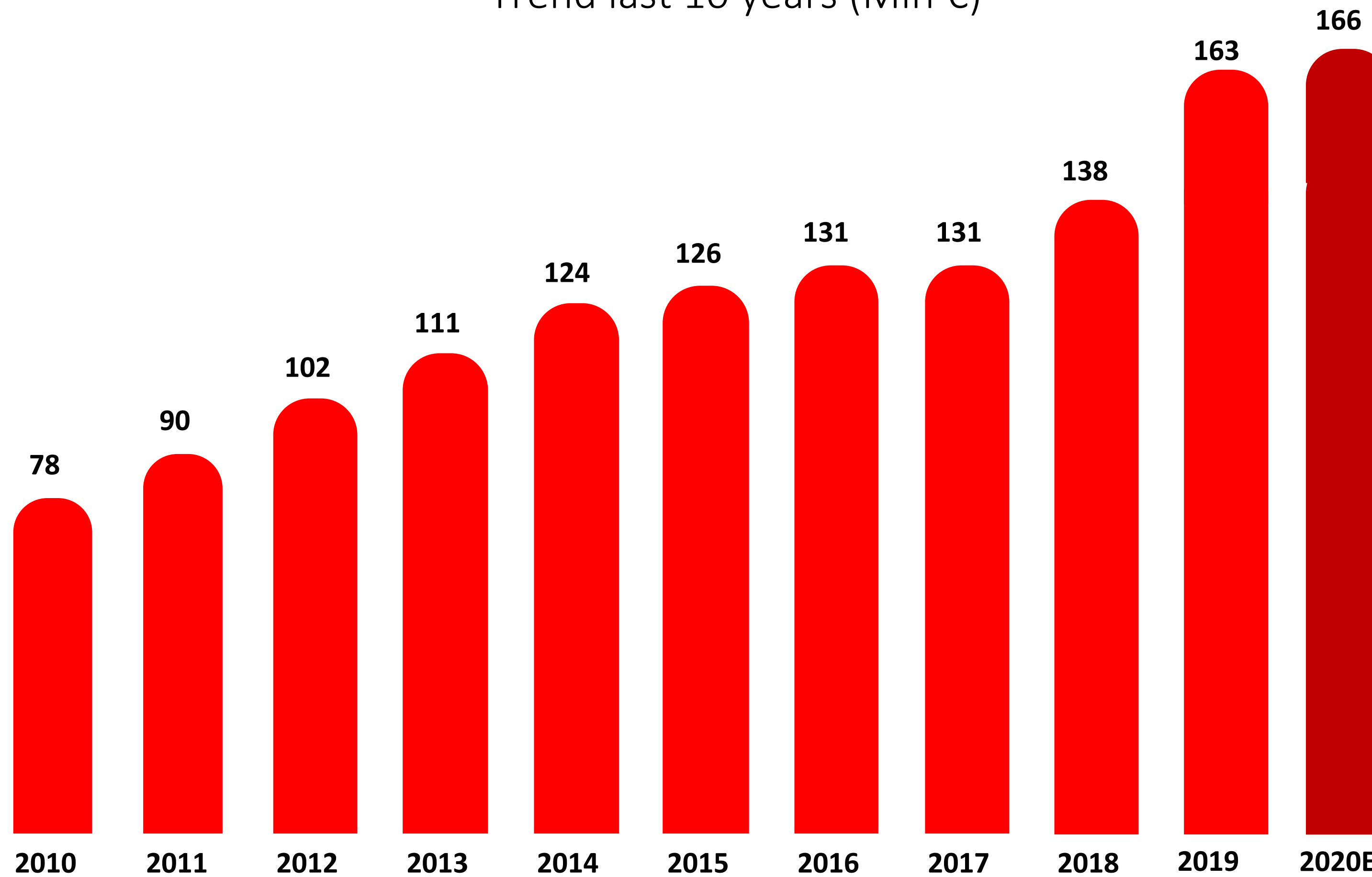
**Passion in doing**



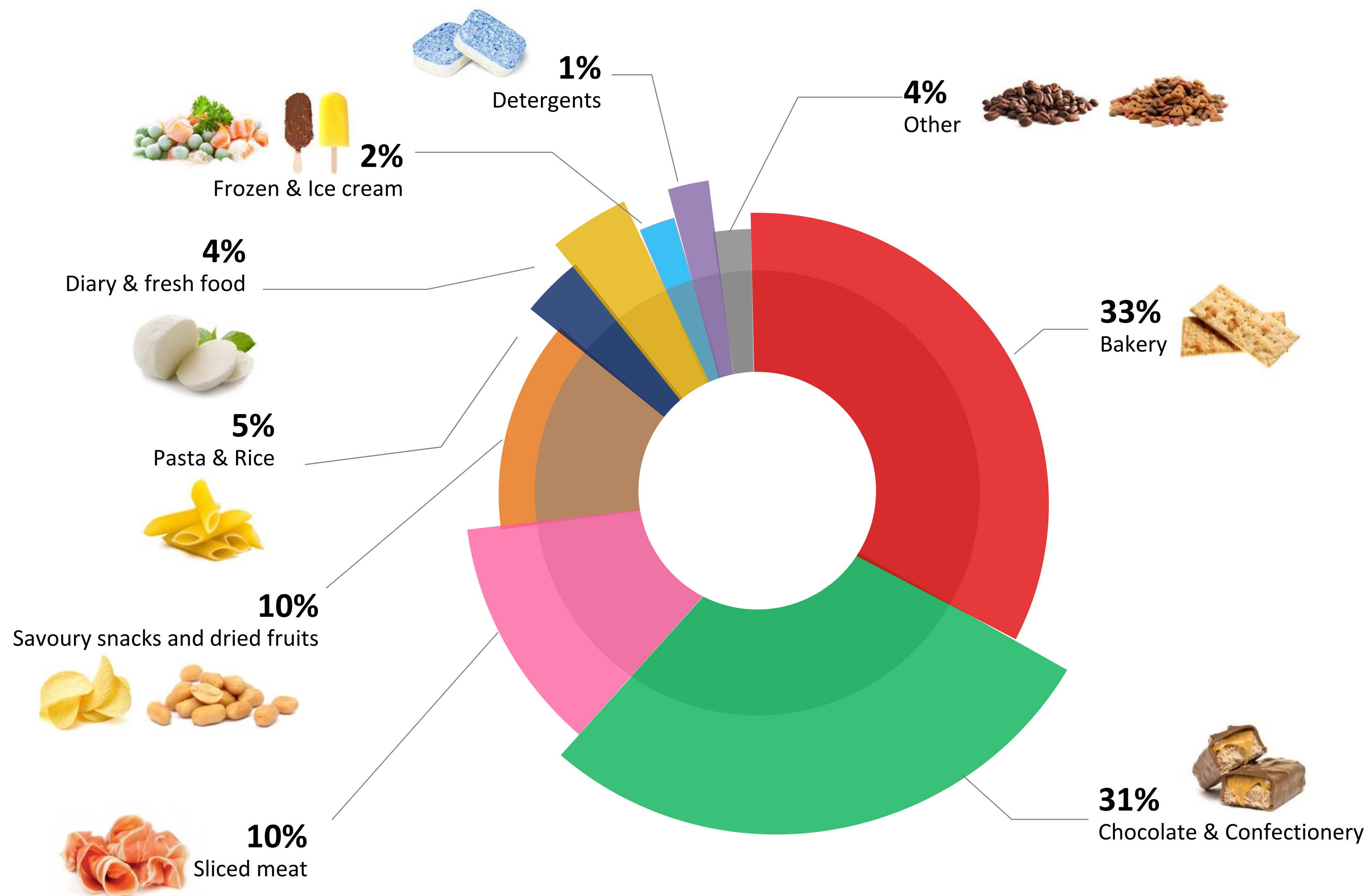
**Team Spirit**

## Turnover SIT Group

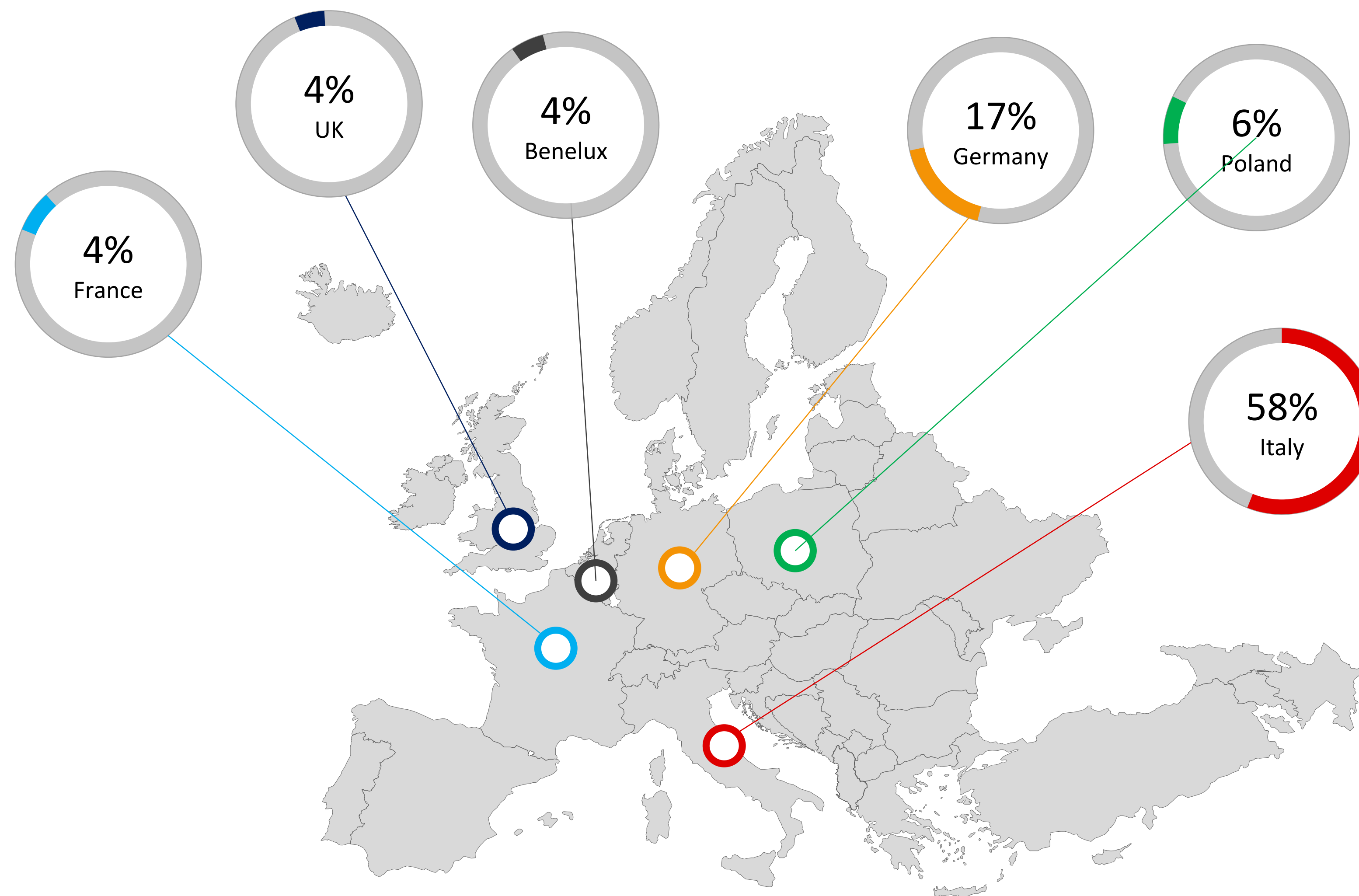
Trend last 10 years (Mln €)



## Sales by Market Segment



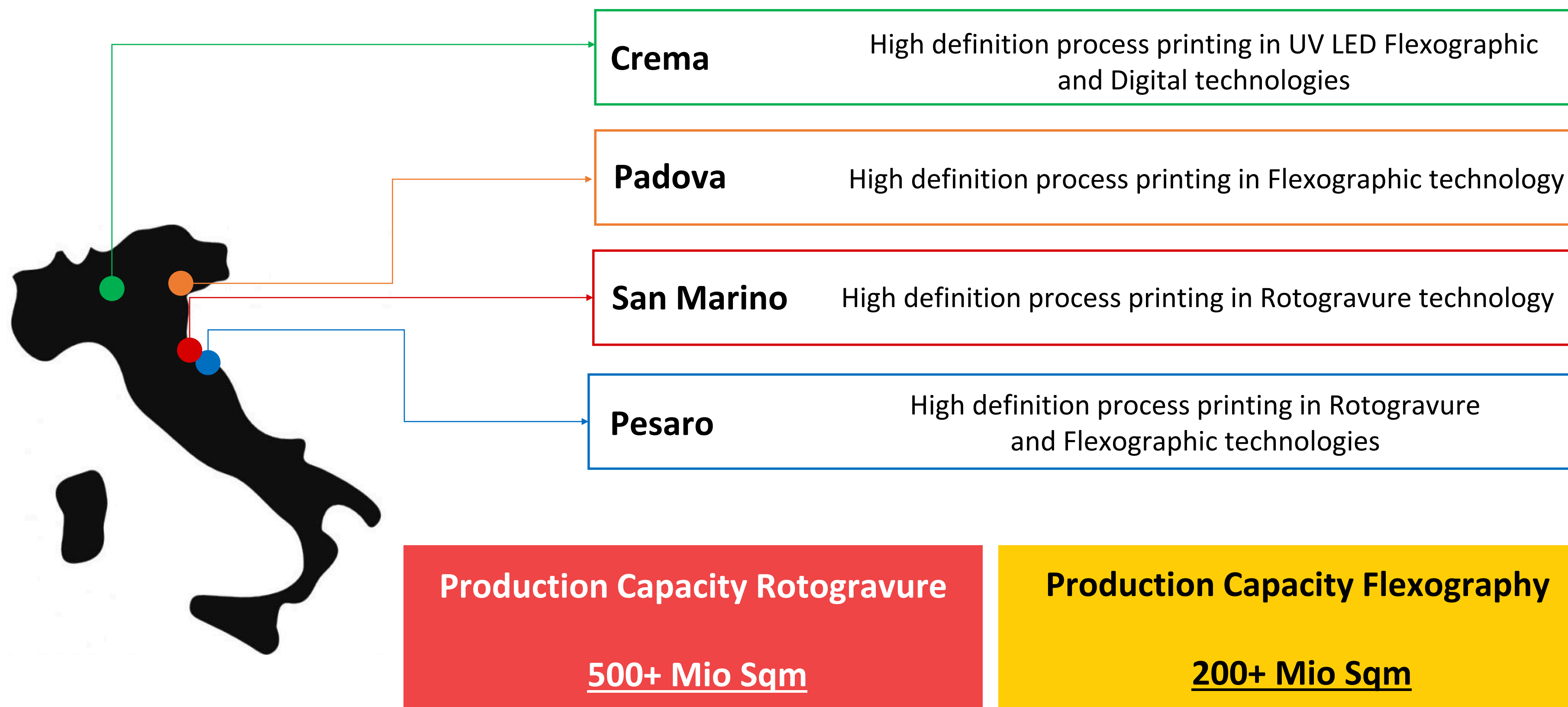
## Sales by Region: main countries





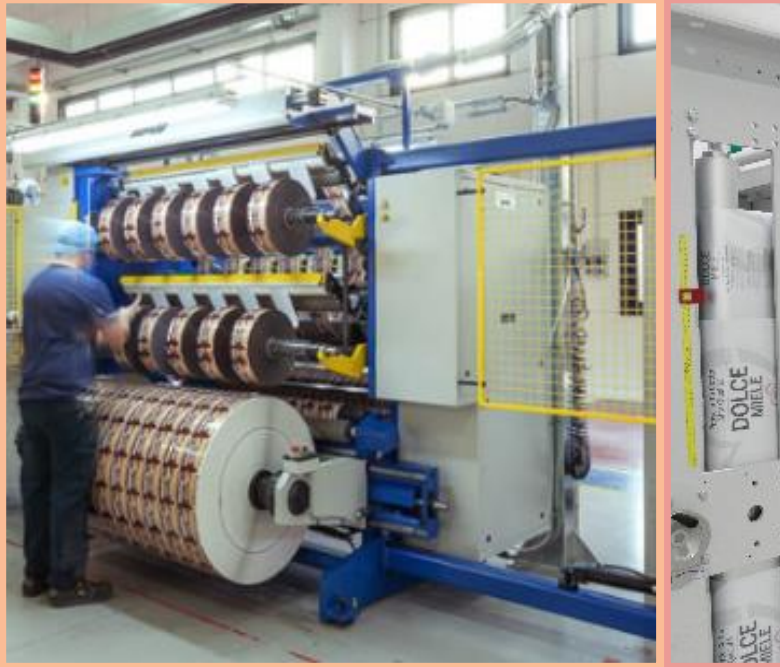
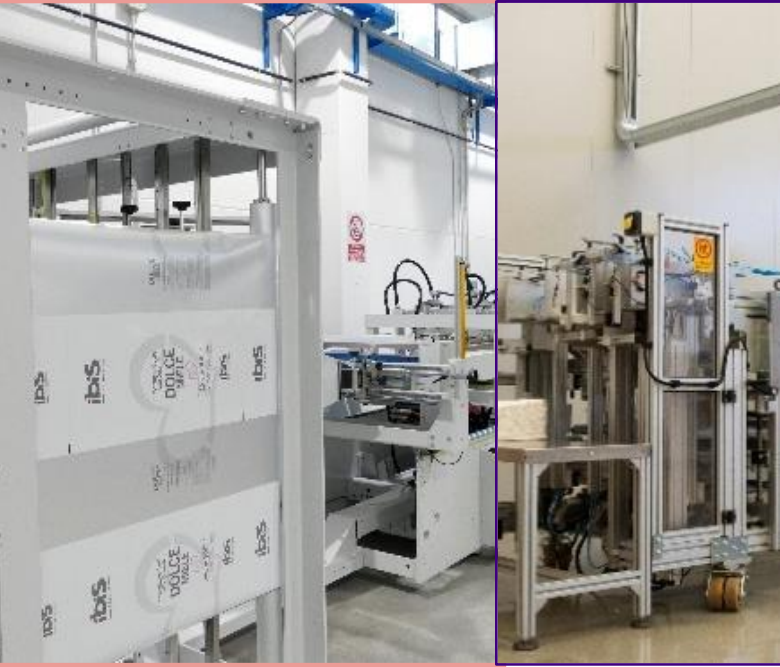

## Major Brand Owners served



## Plants and Production Capacity



# SIT Group Production Assets

PRINTING	LAMINATION	CUTTING	BAG-MAKING	THERMOFORMING
<p><b>8 rotogravure machines</b> up to 11 colours max width 1270 mm</p> <p><b>5 flexographic machines</b> up to 10 colours max width 1270 mm</p> <p><b>3 flexographic UV LED machines</b> up to 9 colours</p> <p><b>1 HP Indigo 20000 digital machine</b></p>	<p><b>10 lamination machines</b> (Both solvent less and solvent based)</p>	<p><b>27 slitting machines</b></p>	<p><b>3 pre-made pouches machines</b></p>	<p><b>2 thermoforming machines</b></p>
				

OFFER VALUE



HIGH  
QUALITY



SHORT  
RUNS



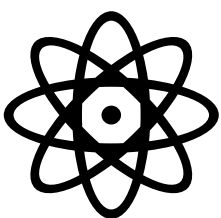
SHORT  
TIME TO  
MARKET



PRODUCT  
LAUNCH/ PROMOTION/  
SMALL SKU VOLUME



ENVIRONMENT  
IMPACT  
REDUCTION



PERSONALIZATION



MOCK-UP



LIMITED  
EDITION



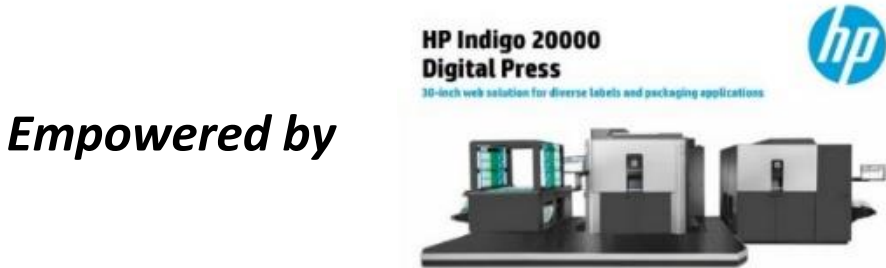
NEW  
ARTWORK/  
REStYLING



FAST  
DELIVERY



ENVIRONMENT  
IMPACT  
REDUCTION



## Engraving Departments

### San Marino Cylinders for Rotogravure



- State of the art engraving technology
- Extreme capability for **exceptional contour definition** combined with **high print density**
- Production Capacity **16.000+ Cil/year**

### Crema Plates for Flexo UV Led



- State of the art engraving technology
- HD from 60 lines/cm up to 90 lines/cm for **exceptional contour definition**
- Production Capacity **5.000 m<sup>2</sup>/year** (1 shift)

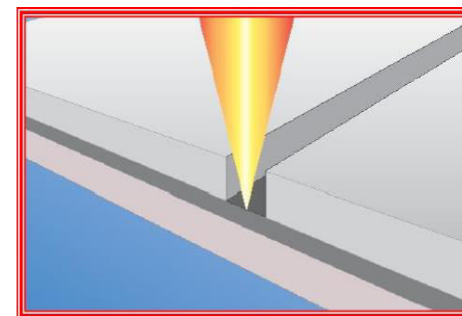
## 3 Laser Cutting Machines



- **Web** and **Cross** directions for **easy opening** and **linear tearing**
- **Micro perforation** for **easy opening**, **air** and **pressure release**
- **Window** applications



Scribing



Web Direction



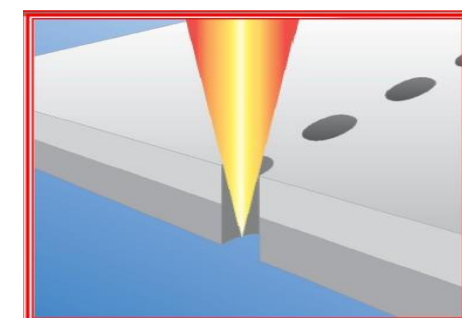
Cross Direction



Window application



Perforation



Easy Opening  
+ Air Release



Pressure Release



## Pre-made Pouches offer

### STAND UP POUCHES

#### Doypack®



#### Quadro Seal bag\*



#### Shaped\*



### FLAT POUCHES

#### 2-3 Side Seal bag



#### Side Gusset



\* through external partnerships

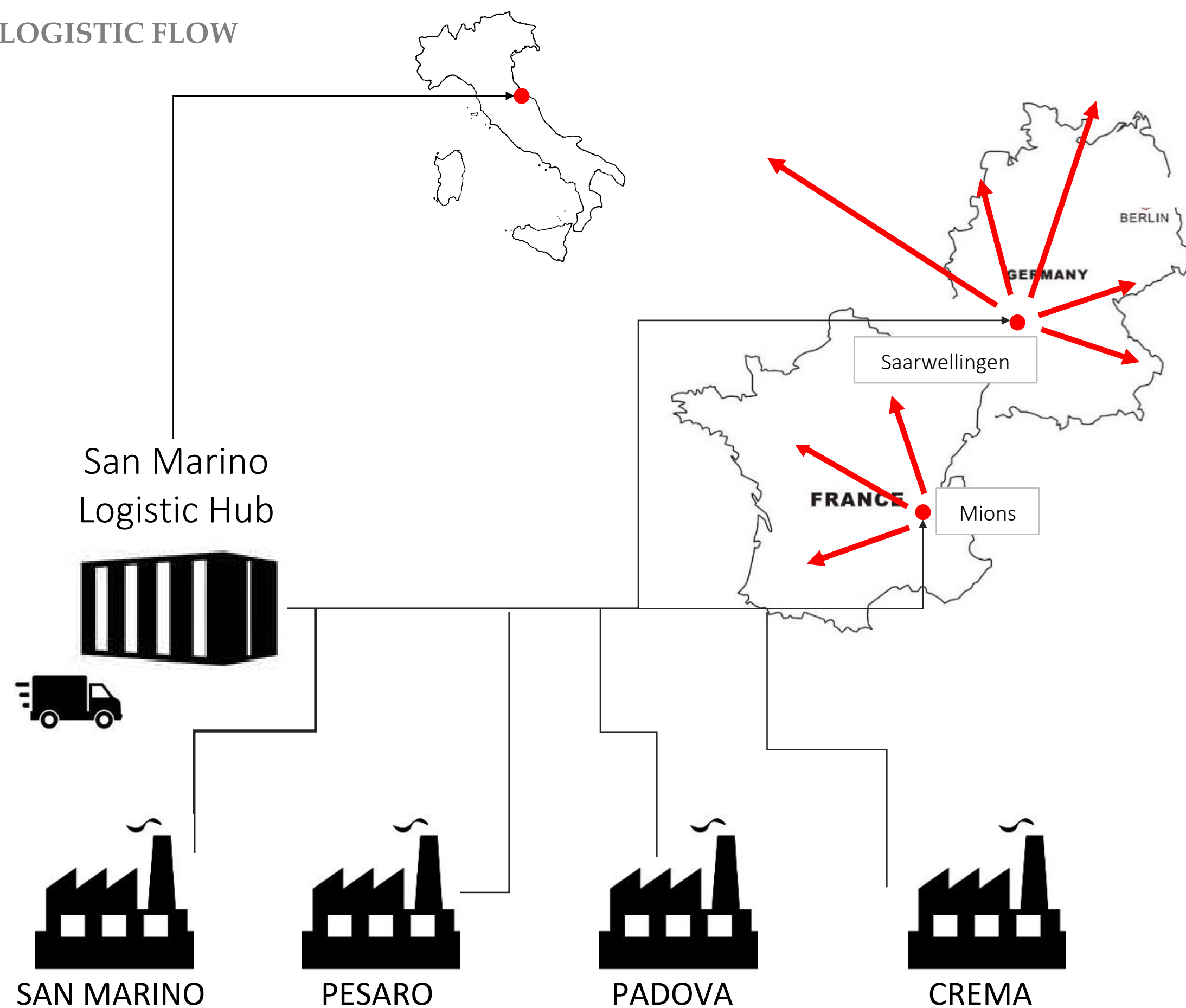
## Trays offer

- **Customized trays productions**
- **Materials: PET 100% recyclable, Paper**
- **Customized advice service:** prototype study with 3D printing, format and closing system analysis



# Logistic

## LOGISTIC FLOW



## SERVICE LEVEL TO EUROPE

- Shipment every working day
- Logistic Hubs in San Marino (Rovereta), Germany (Saarwellingen) and France (Mions) to serve Italy and Western Europe

## MAIN OBJECTIVES PURSUED

- Service Level Improvement:
  - reduction of delivery times
  - flexibility of quantity delivered
- Internationalization as closer proximity of SIT Group to European customers



Emanuele Guidi  
*Graphic Service Expert*

*Not only colour proof*

ROTO4ALL

The first italian event on rotogravure

Think, Create, Print Roto



ITALIANROTOGRAVURE GROUP  
By Acimga

*Not only colour proof*

## *Objective*

*Achieve best performance in a Colour validation development*

*Improve effectiveness and efficiency to the graphic chain process*

*Reduce costs*



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**ITALIAN ROTOGRAVURE GROUP**

By Acimga

Improvement on a print proof technology,  
profiling system/software based on the type of print and the different substrates,  
permit us to achieve a **very close result** between colour proof  
(*profiled Digital Epson*) and final print.

Sometimes it's not feasible  
due to finishing varnish, type of substrate or lamination and special inks

The logo for ROTO4ALL, with 'ROTO' in a bold, sans-serif font and '4ALL' in a bold, sans-serif font, where the '4' is green.

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*Profile*

*Substrate*

*Spot colour*

*Colour gradient*

*Finishing*



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By Acimga

Considering that limits  
How can we **help** our customer to approve a **very close Colour Proof**?



One of the benefit of the gravure printing process  
is the **cylinder proof** phase

Working on cylinder proof activity  
we **improved** it in **quality** and **finishing reproduction**

The logo for ROTO4ALL, featuring the word "ROTO" in a bold, sans-serif font, followed by the number "4" in a green, stylized font, and then the word "ALL" in a bold, sans-serif font.

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The Cylinder Proof replicates the **final result** of a graphic being printed using the **final substrate, inks** and **finishing**



**ROTO4ALL**

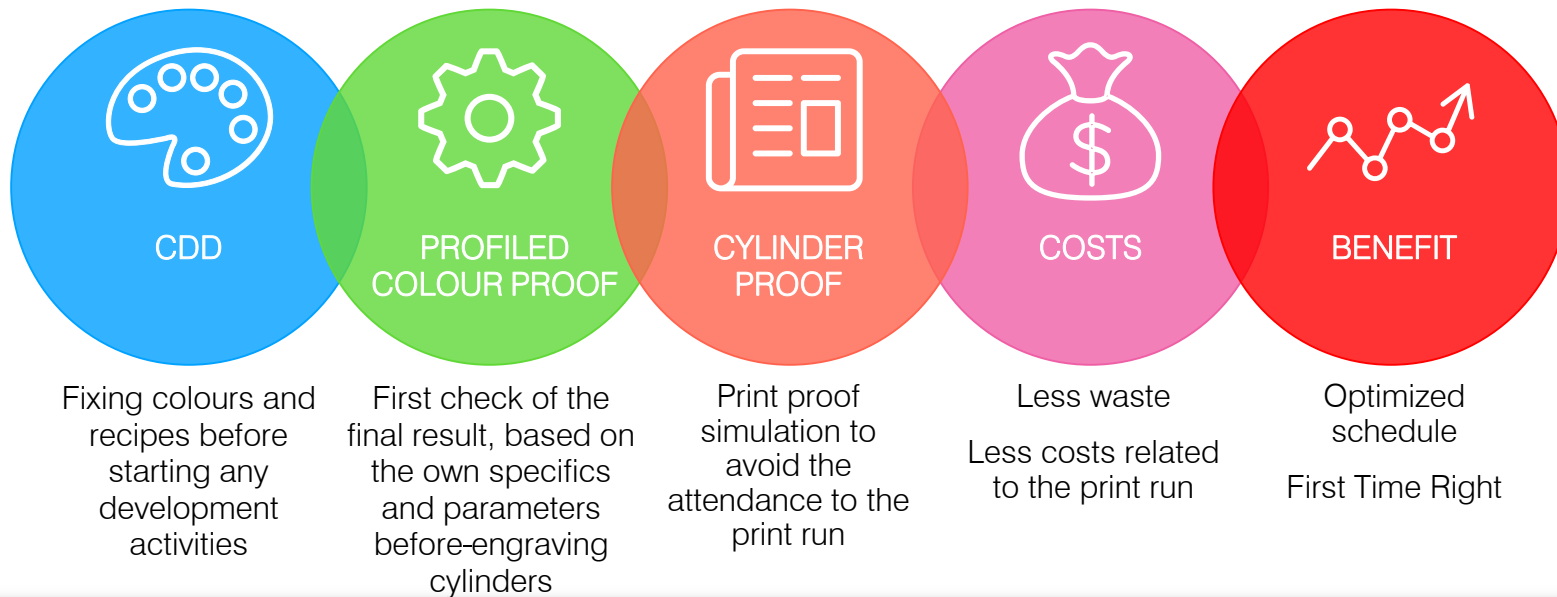
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## *Benefit for the Customers*

*Focus on the Feasibility, Colour definition and Finishing*

*Support to find solution on a new project/artwork before the print*

*Save time and costs*

*First time right*

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*emanuele.guidi@sit.sm*

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