

# Company Presentation



# Epta

Advanced Solutions  
for your Store

**EPTA** is a leading european group and global Partner in the commercial refrigeration sector



- Specific concept cases
- Packs
- Cold rooms
- Installation and maintenance
- Service

# Epta

## A long History



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Epta started its involvement in the commercial refrigeration sector in 1986 with the acquisition of Costan.

The other subsidiaries were acquired according to the following timetable:



Epta was set up as a holding  
to coordinate  
all group activities.

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Epta

A great group with a wide range of expertise



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# Epta

100 years' retail experience  
supporting the development of  
modern retailing

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4.000 people  
located in 18 different countries

Argentina  
Chile  
China  
Colombia  
France  
Germany  
Italy  
Malaysia  
Poland

Russia  
Saudi  
Singapore  
Spain  
Sweden  
Thailand  
Turkey  
United Arab Emirates  
UK



# Epta

## Our Values



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Our values are  
guiding our personnel  
and the principles of  
our management

Our Clients are  
at the heart of  
our attentions

**VALUE PEOPLE**

**CULTURE OF  
INNOVATION**



**CUSTOMER  
FOCUS**

**ETHIC**

# Epta

## 12 sites 332.000 sqm

NATION	PLANT SITE	SQM		LIMANA		SOLESINO		POMEZIA		CASALE MONFERRATO
Italy	Limana (BL)	69.000		LIMANA		ST.QUENTIN FAL.		BRADFORD		ROSARIO
	Solesino (PD)	15.000								
	Pomezia (RM)	25.000								
	Casale Monferrato (AL)	85.000								
	Hendaye	44.000								
France	St.Quentin Fal.	16.000		HENDAYE		ST.QUENTIN FAL.		BRADFORD		ROSARIO
UK	Bradford	22.000		QINGDAO		CORLU		BARRANQUILLA		CHA-AM
China	Qingdao	20.000								
Argentina	Rosario	12.000								
Turkey	Corlu	8.000								
Colombia	Barranquilla	3.000								
Thailand	Cha-Am	13.000								

Advanced Solutions for your Store

1. Turnover

650M€

2. Personnel

4.000 people

3. R&D Investments 1,5% del fatturato

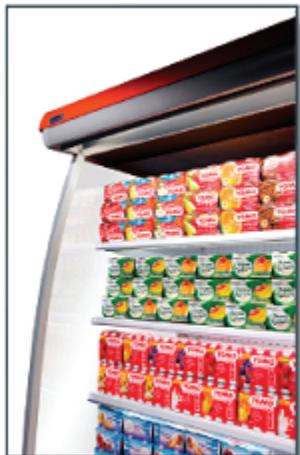


## Turn key solutions



Advanced Solutions for your Store

## Cold Product



Cabinets



Concept  
cases



Plug-in

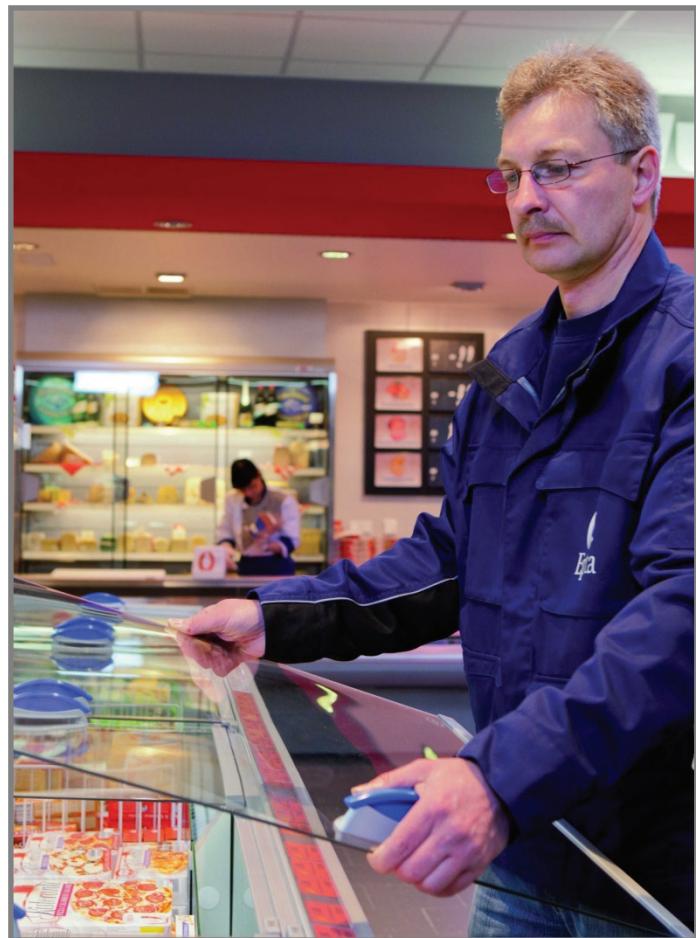


Cold Rooms



Packs

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## Services

Installation & Turn Key

Maintenance

Spare Parts

Retrofit

Energy Management



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# Epta Long-term partnerships



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The co-operative



Sainsbury's  
Try something new today



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# Epta

## Advanced solutions for your store



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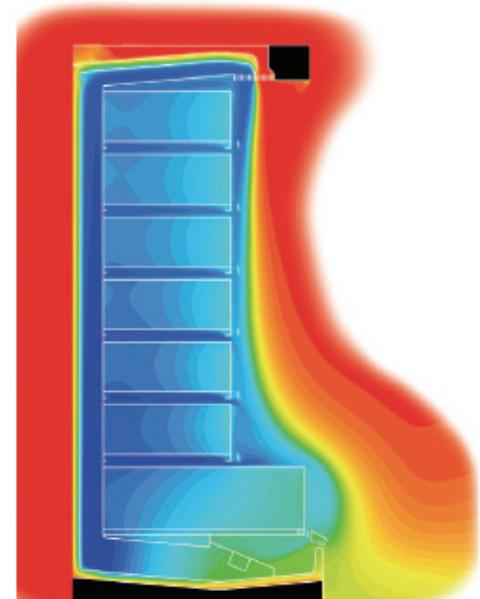
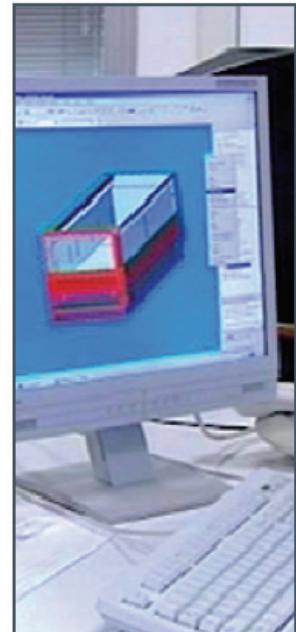
### Epta R&D

Innovation is our key value:

Technical support for customized tailor-made solutions

Innovative products for a continuous enlargement of the product ranges

Development of advanced technologies for new applications



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Epta makes constant investments to improve the product and means of production, processing and assembly.

## Epta obtained

**UNI EN ISO 9001:2000**

**UNI EN ISO 14001**

**UNI EN ISO 18001**

**certifications.**



# Epta

## Looking to the future



Environment



Advanced CO<sub>2</sub> technologies, with the possibility of supplying HFC free refrigeration plants, represents one of the major factors for the development of the EPTA throughout the world.



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## Energy saving

Epta proposes itself as the leader supplier in energy saving solutions allowing our client to save money and to reduce the consumption of resources.



Epta participates in the

## Eurovent Certification Program

[www.eurovent-certification.com](http://www.eurovent-certification.com)

Advanced Solutions for your Store



*Helping you to be different*

**Epta presents different solutions to:**

Increase sales via impulse purchases

Launch new products

Inform clients

Communicate about  
special promotions

Optimize the lay-out of the store

Reinforce the identity positioning



*«Proud to contribute to the success  
of our customer's sales outlet.  
Simple, safe and appealing purchases.»*



*«The preferred local partner for customized products and  
refrigeration system solutions.  
The ultimate technology and design for the unique store.»*

### Consolidation on **commercial refrigeration as core business**

#### Developments by market segments:

- Hyper/Super
- Discounts
- C-store
- Petrol stations

#### Organic growth in Europe with hi-tech products & complete system

- Natural refrigerants
- Energy saving
- Merchandising solutions
- Service

#### Geographic expansion with start-up or acquisitions in:

- North Europe
- East Europe
- China
- South America
- South Asia



# Thank you!