

## A YEAR OF NEW SALES

The year 2011 has been marked for Uteco Group by the sales of many converting lines for particular applications, and, furthermore, by its consolidation in the emerging markets.

First of all, the Far East, especially China and India, have been very active in the continuous demand for specific machines able to replace the rotogravure lines (that are anyway requested), the historical high end technology in those countries.

Actually, very important presses have been sold to customers there. First of all Uteco's Onyx 812, the big repeat machine specific for the pre-print market, suitable to print long repeats (they reach 1.200 mm) on paper up to 350 gsm, has been supplied to a Chinese company. After it, a similar machine Onyx 812 has recently been purchased also by a Polish customer which main activity is producing shrink film for beverage bottles.

To follow with the Far East's sales, one of our top level presses, a Diamond HP 808, will be shortly installed at one of the biggest Indian Groups, whose main applications are milk pouches, a market that is growing faster in that area.

This is not the only Big Group that has chosen Uteco as the first supplier for flexographic presses. In fact, many other Groups, in different countries, are more and more frequently demanding equipments for special applications to Uteco. A long repeat Diamond HP 812 is going to be installed at one of the Biggest worldwide Groups, that in the last 15 months have purchased two presses for two different branches, one in France and the second one for the factory in Luxembourg. This last one, that in now being testing at the customer's plant, is going to produce industrial bags, especially for the cement and building materials markets.

An even longer repeat machine, for pre-printed corrugated packaging and industrial sacks has been sold in 2011 to a UK firm and it represents Uteco's excellence in flexographic printing. The maximum repeat reachable by this press is 1.500 mm, and the width is 1.800 mm, therefore covering a wide range of applications. It is an 8-colors machine plus a final lacquering unit. This project represents an important investment for Uteco in terms of research and development since in the past Uteco supplied other machines with longer repeats and widths, but this line represents the state of the art in this field of application.

Finally, it is important to underline the new roto-offset line designed and manufactured by Uteco. The first press, named SILVER SIL, of this range have been supplied to a very important factory in the "security application field" of Eastern Europe.

The roto/offset press stands out for the high printing quality, reduced costs of the printing plates, waste reduction, high quality print, wide application range and easy use. It can process different printing materials, such as paper, paper board, flexible films and aluminum, thanks to its flexible and modular system. The advantages for such a customer, with the peculiar jobs they run, are the short make ready and changeover time, the accuracy in the register print and the top quality results obtainable.

In 2011 Uteco has sold flexographic presses for the more traditional markets, with lots of 6-8-10 colors CI drum presses, relating to the different ranges of our production, with an important increase of market share worldwide, letting Uteco fix an even more ambitious sales target for the year 2012, which has already started in a very positive way.