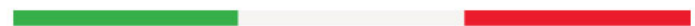




SARONG



MACHINERY | MATERIALS | CO-PACKING

COMPANY PROFILE

www.sarong.it



01 | INTRODUCTION



VISION

We commit to providing the market with user-friendly **SINGLE SERVE packaging solutions** that help preserving the quality and increasing the shelf life of packed products while minimizing the impact on the environment of the used containers.

Sarong's goal and ambition are to be one of the most innovative, trusted and **sustainability**-oriented companies in the **SINGLE SERVE** packaging market.



SARONG



01 | INTRODUCTION

MISSION

Our mission is to deliver the best quality in packaging machines, materials and contract packing services having the unrivalled added value of Sarong's peculiar business model.

Sarong shall improve its position of reference in the single serve packaging market thanks to its **reputation** of best-in-class provider of **tailor-made solutions** through service, R&D and technological innovation.



SARONG

VALUES

We consider as part of our nature and as our own way to conduct business to always act according to **ethics, transparency, respect and trust towards all our partners:** customers, suppliers and employees.

Furthermore we consider of utmost importance to **address environmental challenges** while enforcing good corporate citizenship.

Through the above we will achieve our ultimate goal: a **long-lasting, responsible and sustainable business.**



SARONG



SARONG

06

01 | INTRODUCTION

CORPORATE SOCIAL RESPONSIBILITY

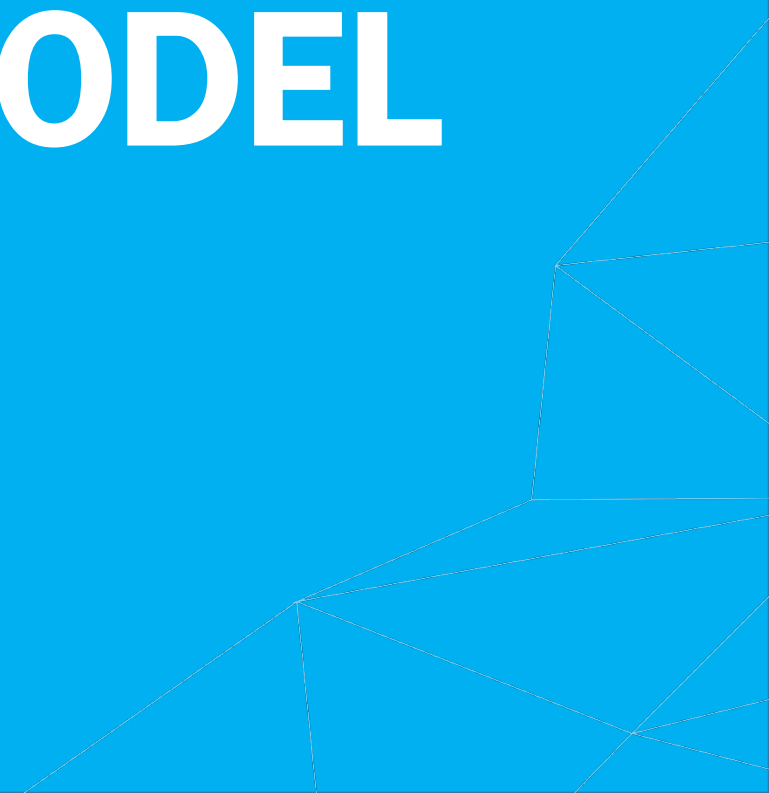
Since 2009 Sarong has supported **Fondazione Veronesi** by funding the research project on childhood cancer "**Gold For Kids**".



Furthermore, Sarong funds **local non-profit organizations** for humanitarian purposes and thanks to an agreement with the **Municipality of Reggio**, subsidizes **school fees** to the children of its employees.



02 | BUSINESS MODEL

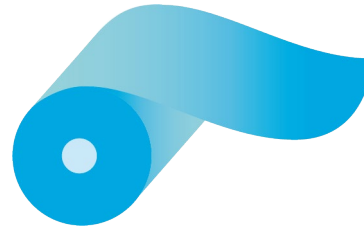


CORE COMPETENCES

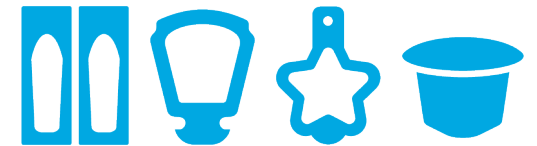
Sarong has a **unique business model** based on its **3 synergetic activities**:



Design, manufacturing and sales of **automatic packaging machines for single-serve products** for the following markets:
Pharmaceutical, Food & Beverage,
Home & Personal Care (HPC),
Coffee, Solubles & Herbs.



Converting and sale of **packaging films** to be used on thermoforming FFS and Fill & Seal machines.



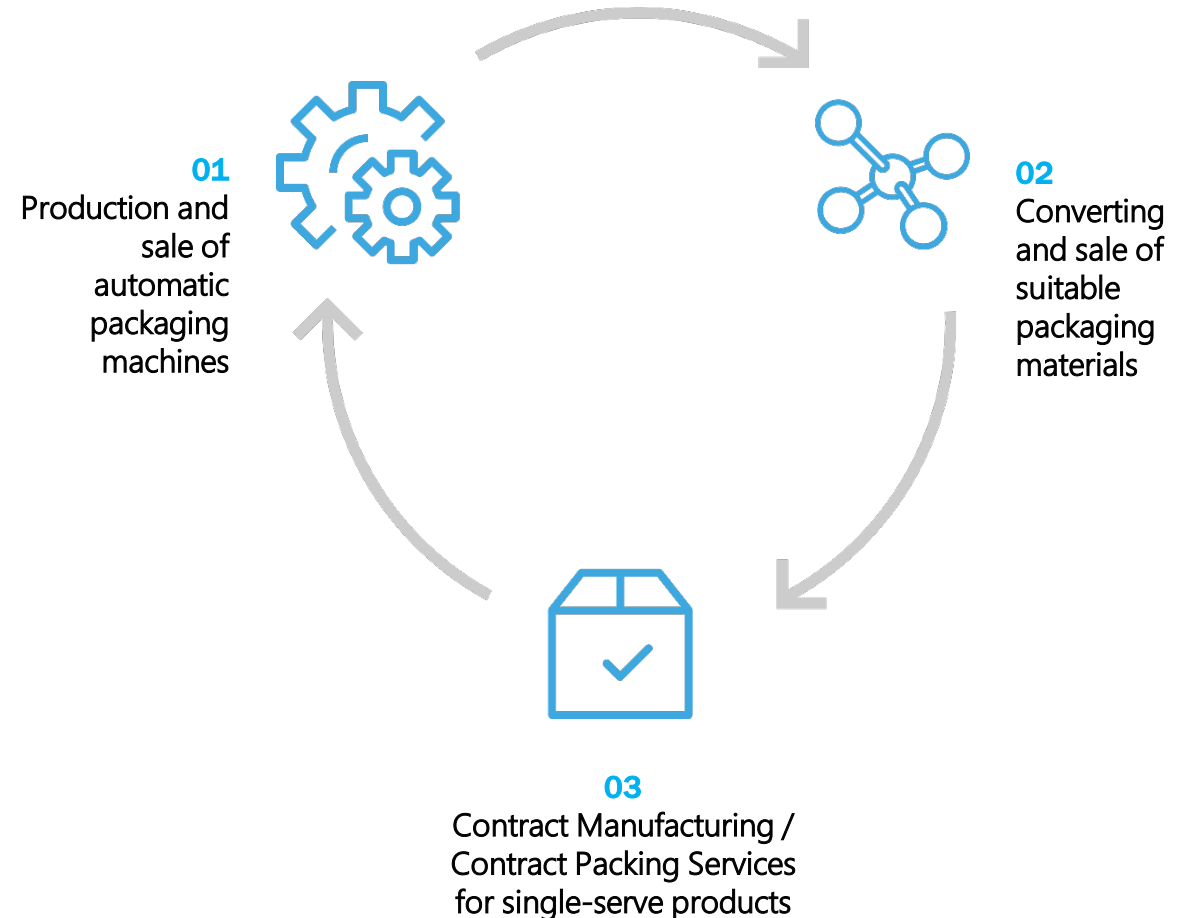
Contract Manufacturing
/
Contract Packing Services
for single-serve products



SARONG

CORE COMPETENCES

The above mentioned synergetic business model is part of Sarong's value proposal, as we design the machine we sell, we convert the plastic film to be processed onto the machines we sell and onto the machines we operate in our factory for contract manufacturing purposes. Therefore, we can offer to our customers an unrivalled value proposal consisting of specific know-how in manufacturing and operating thermoforming (FFS) and Fill & Seal packaging machines for single-serve products



02 | BUSINESS MODEL

OVERVIEW



SARONG

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150

PATENT

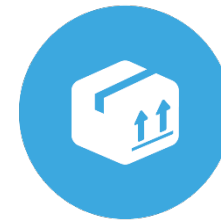
More than **150 Patents** related to packaging machines, technologies and single-serve containers.



800

**MACHINES FOR
PHARMACEUTICAL**

More than **800 Machines** for **Pharmaceutical** installed worldwide for suppository/ovule and pharma liquid single serve.



250

**MACHINES FOR FOOD
& OTHER**

More than **250 Machines** for **other purposes** installed worldwide for Food & Drink, Home & Personal Care, Coffee.



200

EMPLOYEES

Sarong Group employs **200 people**.

03 | SUSTAINABILITY



SARONG

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03 | SUSTAINABILITY

SUSTAINABILITY AS A NEW WAY TO CONCEIVE BUSINESS

PRODUCTION PROCESSES

- ▶ Thanks to energy saving, insulation, more efficient devices, only recovered heat is used in our production processes. Better waste management is achieved through separation of different scraps and massive use of recyclable resins.

PACKAGING MACHINES

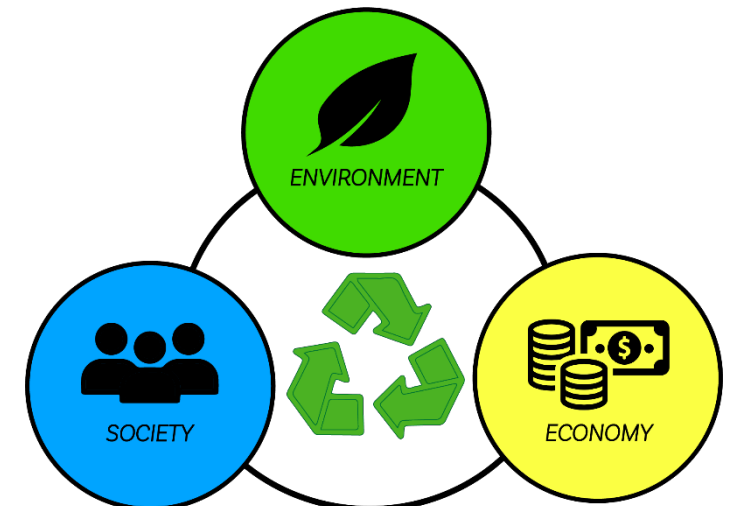
- ▶ Our machines are designed in a way to optimize energy consumption;
- ▶ Minimization of packaging material scraps is a must in every machine project.

PACKAGING MATERIALS

Sustainable use of existing materials:

- ▶ Sarong promotes packaging redesign in order to reduce material consumption.

SUSTAINABILITY IS:





SARONG

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03 | SUSTAINABILITY

SUSTAINABILITY AS A NEW WAY TO CONCEIVE BUSINESS

PACKAGING MATERIALS

► Enforcing sustainable materials:

Sarong promotes the substitution of standard resins with sustainable materials, either recyclable, bio-based or natural:



Structures made almost completely of a **single polymer, 100% recyclable** (e.g. PP, LDPE, mono PET)



Packaging materials produced with **recycled resins** at the highest possible rate (e.g. R-PET, R-PET/PE)



Substitution of oil-based polymers with **bio based polymers** (e.g. PLA)



Aluminum which is 100% recyclable



Formable **Paper**

04 | CORPORATE ORGANIZATION & PARTNERS

HEADQUARTER AND AFFILIATE BRANCHES



SARONG

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1972 | ITALY

Sarong's Headquarter still lies in Reggio (RE) Italy, in the middle of the so-called "Packaging Valley".



2012 | NORTH AMERICA

In 2012, SARONG established SARONG (NORTH AMERICA) INC., located in Mississauga, Ontario, CANADA, in order to supply after sales services and packaging materials in North America.



2015 | CHINA

In 2015, SARONG established SARONG Packaging Technology HANGZHOU Ltd., located in Xiaoshan (Hangzhou), CHINA, for the local supply of after sales service and packaging materials.



WORLDWIDE DISTRIBUTION



50

AGENTS



HEAD OFFICE & BRANCHES



PARTNER COMPANIES



AGENTS & DISTRIBUTORS



In addition to the above mentioned HQ and Affiliate Branches, Sarong is worldwide present through 2 Partner Companies in Morocco and Egypt and more than 50 Agents and Distributors.

05 | SALES FIGURES



CHARTS

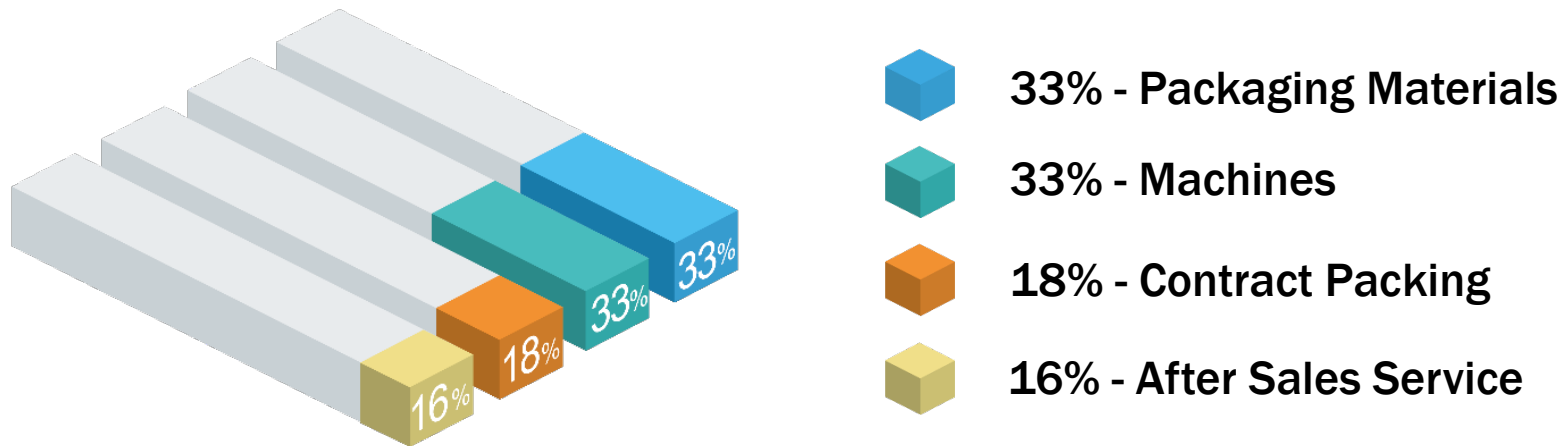
THE CHARTS REFER TO THE WHOLE SARONG GROUP.



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SALES BY PRODUCT:



06 | MARKETS AND PRODUCTS

MARKETS



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pharma

- ▶ Suppositories
- ▶ Ovules
- ▶ Pharmaceutical unit-doses



food &
beverage

- ▶ Dressings
- ▶ Sauces
- ▶ Chocolate
- ▶ Spirits
- ▶ Cheese
- ▶ Nutraceuticals



coffee

- ▶ Capsules for:
 - Coffee Powder
 - Tea leaves
 - Solubles



home &
personal care

- ▶ Air fresheners
- ▶ Cosmetics

07 | CUSTOMERS



MAIN REFERENCES



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FERRERO

LAVAZZA
TORINO, ITALIA, 1895



GIMOKA
Coffee Instinct

Johnson & Johnson

teva

MENARINI
group

Mother
PARKERS
TEA & COFFEE

SAVENCIA
FROMAGE & DAIRY



Perrigo



Roche



Polenghi
Giancarlo
Specialisti del Limone

Reckitt Benckiser

08 | BUSINESS UNITS

PHARMACEUTICAL



MACHINERY

Automatic Vertical Form, Fill & Seal thermoforming/cold forming machines for suppository/ovule packed in plastic and aluminum film.



PACKAGING MATERIALS

- ▶ PVC / PE
- ▶ PVC / PVDC / PE
- ▶ ALU / PE blocking and peelable
- ▶ PP / ALU / PE
- ▶ BO-PET/Al/PE



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CONTRACT MANUFACTURING

Contract Manufacturing of thermoformed plastic containers for suppository/ovule in reels (empty).

PHARMACEUTICAL UNIT-DOSES



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FOOD & BEVERAGE



MACHINERY

Automatic Horizontal Form, Fill & Seal thermoforming machines for customized single serve plastic containers.

PACKAGING MATERIALS

- ▶ PET / PE
- ▶ PA / PET / PE
- ▶ PET (monomaterial)
- ▶ PE (monomaterial)
- ▶ PP (monomaterial)
- ▶ Paper
- ▶ Alluminum
- ▶ PVC / PE
- ▶ PVC / PVDC / PE



CONTRACT MANUFACTURING

Contract Manufacturing of thermoformed plastic containers for food (empty)



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FOOD & BEVERAGE UNIT-DOSES



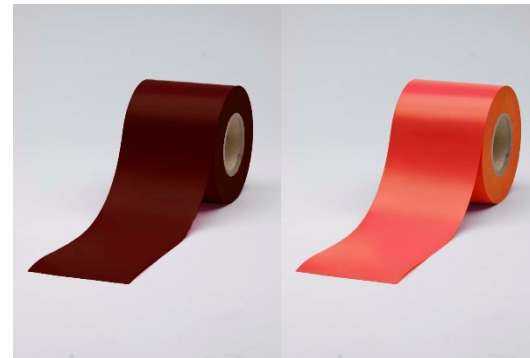
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COFFEE, TEA & SOLUBLES



MACHINERY

- Automatic Horizontal thermoforming machines for plastic capsules.
- Automatic Fill & Seal machines for plastic, compostable and aluminum capsules.



PACKAGING MATERIALS

- ▶ PP / EVOH / PP for capsules
- ▶ ALU
- ▶ PLA (Industrial Compostable)



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CONTRACT PACKING

Contract Manufacturing of thermoformed plastic capsules (empty).

COFFEE, TEA & SOLUBLES SINGLE-SERVES



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HOME & PERSONAL CARE (HPC)



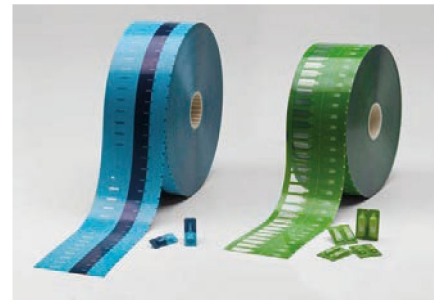
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MACHINERY

Automatic Vertical Form, Fill & Seal thermoforming machines for customized single serve plastic containers.



PACKAGING MATERIALS

- ▶ PP/PET/PE
- ▶ PVC / PVDC / PE
- ▶ PA / PET / PE
- ▶ PA/PP/PE
- ▶ PET / PE
- ▶ Poliox and Poliox Plus
- ▶ PET (monomaterial)
- ▶ PE (monomaterial)
- ▶ PP (monomaterial)
- ▶ ALU / PE peelable
- ▶ Membrane Alu Foil for fragrance release



CONTRACT PACKING

Contract Packing of thermoformed plastic containers (filled).

HOME & PERSONAL CARE (HPC) UNIT-DOSES



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09 | SERVICE



09 | SERVICE

AFTER SALES

It is not just support, it's about **SOLUTIONS:**
SARONG SERVICE SOLUTIONS (SSS)!

SARONG SERVICE SOLUTIONS (SSS) are conceived to maintain maximum productivity and yield and to extend the life cycle of your machine, to reduce the risk of unexpected downtime and to provide you with the right spare parts, change parts and technical solutions in the shortest time.

The above is what really impacts in the **TOTAL COST** of **OWNERSHIP (TCO)** of your equipment!



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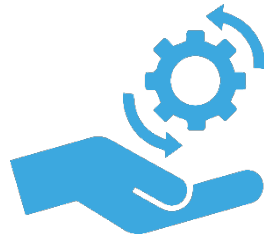
AFTER SALES

For these reasons we developed **SARONG SERVICE SOLUTIONS (SSS):**



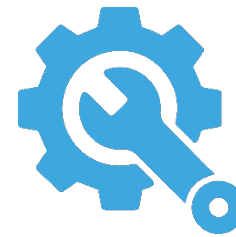
CORE SERVICES:

Helpline
Augmented Reality
Remote Assistance
Spare Parts & Change Parts



RETRO & FIT SOLUTIONS:

Machine Setting & Tuning
Up-grades
Machine Refurbishment



MAINTENANCE SERVICES:

In Depth Analysis
Preventive/Predictive Maintenance
Full Maintenance Program



EXPERT SOLUTIONS:

Operator Training
Machine Qualification
Machine Relocation & SAT



SARONG

09 | SERVICE

RESEARCH & DEVELOPMENT

COMBINING YOUR IDEAS WITH OUR EXPERTISE IN MACHINERY AND PACKAGING MATERIALS TO PRODUCE INNOVATION

Due to our peculiar business model, **SARONG R&D Dept.** specialists are knowledgeable experts of both machines and packaging materials, so they are ready to proactively collaborate with our customers for any innovative projects.

We have a dedicated R&D organization with experienced and skilled personnel and a facility with testing devices, pilot tools, coffee brewing machines and testing/lab equipments.



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10 | **CONVERTING FACTORY**

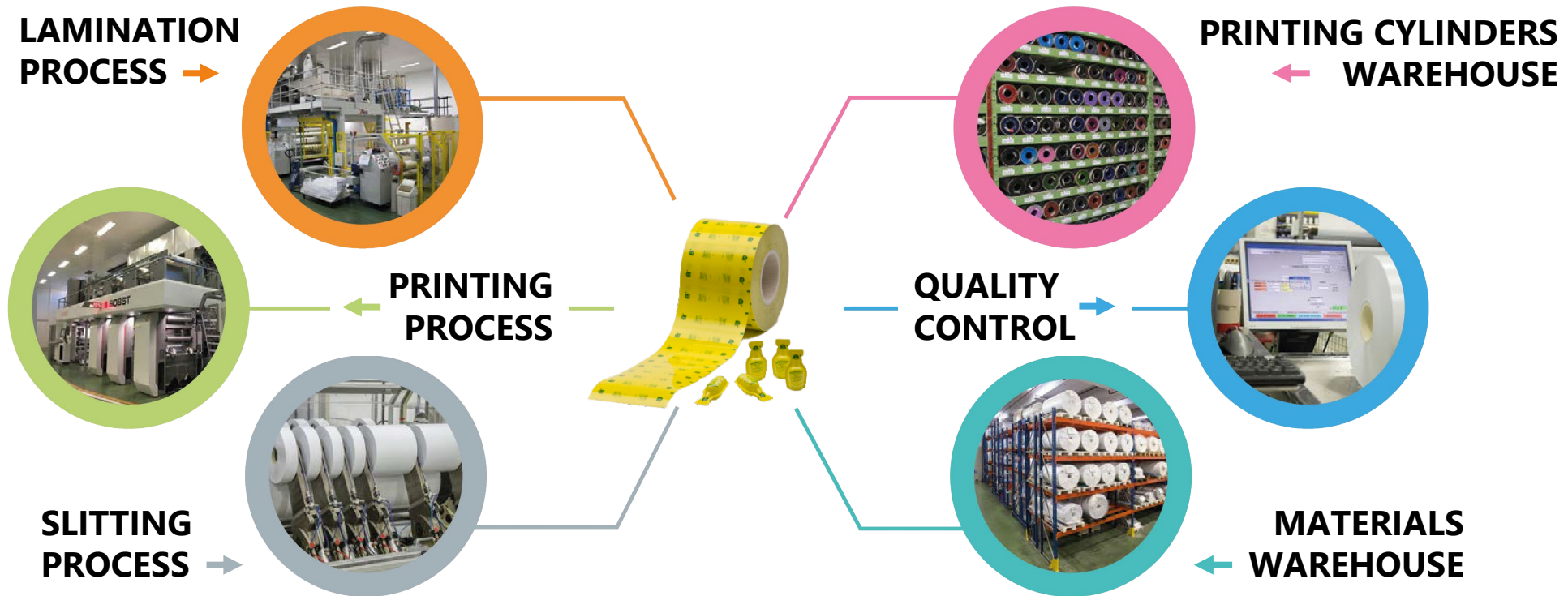


PACKAGING MATERIALS PROCESS



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Traceability

The reel and component system is completely traceable allowing us to identify the exact position of each reel located inside the mother reel, and locating the batch of raw materials used for production.

11 | **CERTIFICATIONS**

CERTIFICATIONS

UNI EN ISO 9001 certification

The internal quality assurance system is **ISO9001** compliant and third party certified (TUV).

Food Safety Management System

SARONG SPA has established, implemented, update and continually improve a Quality Management Systems and Food Defence, including the processes needed and their interactions, in accordance with the requirements of **ISO 9001:2015** and **FSSC22000** for the production of containers intended food contact.

Air Quality and Clean Room Facility

The entire production area conforms to **ISO 14644-1 class 8** in operation.



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THANK YOU!



SARONG Spa
Via Colombo, 18 – 42046 Reggiolo (RE)
Italy



SARONG (NORTH AMERICA) Inc
2711 Rena Rd., Mississauga, ON, L4T 3K1
Canada



SARONG PACKAGING TECHNOLOGY (HANGZHOU)
Xiaoshan District, Hangzhou,
China