

EUROSHOP PRESS FILE

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Figures



COMPANY PROFILE

Epta maintains a very strong, well-balanced competitive position worldwide, both in geographical terms and in its various business areas, thanks to its brands: **Costan, Bonnet Névé, Eurocryor, Misa, Iarp and Kysor Warren** and sub-brands **EptaConcept, EptaTechnica and EptaService**. Its strategy translates into its ongoing **international expansion**, which it puts into practice by focusing on diversification. Operating from its headquarters in Milan, Epta has more than **6,300** employees and a **widespread presence**, guaranteed by **40 technical and commercial premises**, a presence in **over 100 countries and 11 production sites** in Limana, Solesino, Casale Monferrato and Pomezia in Italy, Hendaye in France, Bradford in the UK, Columbus in the USA, Rosario in Argentina, Çorlu in Turkey, Qingdao in China and Cha-Am in Thailand. The Group stands out as a result of its ability to stay ahead of global trends. In focusing on **innovation and sustainability**, it supports the growth of its Clients in **Retail, Hospitality, Food&Beverage and industrial fields**.

Epta's growth plan

The Group's development plan sees growth along internal and external lines. This is based on three cornerstones: **Acquiring companies that complement the Group's core business, entering new countries, and consolidating existing partnerships**. Epta's strength is also born out by its continued investments in **technology and innovation** totalling **54 million Euro's** in the three-year period of 2019-21, more than 270 employees working in R&D in 10 R&D centres, and 1 innovation centre dedicated to researching new technologies.

Valuable expertise

Thanks to the experience and combined forces of its brands **Costan, Bonnet Névé, Eurocryor, Misa, Iarp and Kysor Warren**, the Group is able to offer a wide range of systems and technologies for commercial refrigeration. A range that includes **both positive and**

negative temperature remote cabinets, built-in cabinets and coldrooms, as well as small, medium and high-power refrigerator units. Our **team of qualified professionals** means Epta can work alongside its customers every step of the way: from **eye-catching premises** designed to measure by **EptaConcept** staff, to creating and installing refrigeration systems thanks to **EptaTechnica** and after-sales **assistance and consultancy** guaranteed by **EptaService**.



BRANDS TO ACCELERATE YOUR BUSINESS

Epta's brands are leaders in their respective market segments, or in specific product types. Constant sharing of **expertise** and **the technological know-how which applies specifically to each brand** has been key to promoting the multinational brands helping to devise new refrigerated solutions that **integrate** with each other, as well as **diversifying its services**. This broad, customised range effectively meets the needs of every type of store, wherever it is located in the world. Creating **turn-key** projects, offering complete services that combine **outstanding performance**, maximum **energy savings** and **showcasing items** to best effect. These are all key in the challenge the Group has taken on to make its mark as **a reliable One Stop Shop** business that is required in order to continue to maintain Epta's competitive position.



Costan represents the original core of **Epta**. Founded in 1946 in Turin as a small business making iceboxes and refrigerated cabinets, it was bought out in 1986. The brand name has always been a byword for **quality, outstanding service** and **cutting-edge, reliable** products marketed by a network comprising branches in Italy and distributors abroad.



Bonnet Névé is the result of the merger of two best-in-class French brands: **Bonnet Réfrigération** - first founded as Bonnet in 1830 - and **Satam Névé**, purchased in 1988. Over the years, the brand has received accolades from the market for its innovative designs and practical solutions, inspired by the principles of ergonomics and energy savings



Eurocryor, Puro Stile Italiano, was established in 1991 in Solesino in the province of Padova. It has made its mark on the market as a **premium brand** specialising in producing **bespoke solutions**, for furnishing and customising **top-drawer food stores**. Eurocryor's strength lies in its

ability to develop solutions for **showcasing unique features of shops** and **placing the particular aspects of each food type in the spotlight**, as well as its unparalleled expertise in **customising** cabinets.



Misa, *Mastery in coldrooms*, was first founded in Rome in 1969. It is a **brand which specialises in producing coldrooms for commercial and industrial refrigeration**. It was bought by **Epta** in 2011 and is a byword for **reliability** - thanks to extensive **experience** garnered as a pioneer in its field - and **modernity** - thanks to the **innovative technologies** and numerous **patents** that have led to it creating systems recognised for **guaranteeing outstanding performance**.



First established in 1983 in Casale Monferrato, Italy, **Iarp** is a brand renowned for its **plug-in units** specialising in solutions designed to showcase **ice-creams and beverages**. Iarp joined the Group in March 2013. Thanks to its international scope and technical know-how, it now guarantees major synergies in terms of diversifying business and developing plug-in solutions that use natural coolants. Iarp's most distinctive feature is its ability to create specially designed plug-in solutions, even on an exclusive basis, for **Food&Beverage businesses**.



Kysor Warren has been in the refrigeration business for over 135 years, and has consolidated its position as **America's third-largest manufacturer of refrigerated cabinets and commercial refrigeration systems**. It became part of the Epta Group in 2019. Its main strength lies in the design, production and sale of **highly efficient, state-of-the-art cabinets and systems** for supermarkets, convenience stores and other areas of the Retail and food-service sector. The acquisition of the brand and the assets of the Kysor Warren company led to the birth of **Kysor Warren Epta US Corp, which operates with a team of over 500 employees in the US and Mexico**.

 **EPTA NEWS @EUROSHOP**

To mark Euroshop 2023, Epta is forging the stores and specialist shops of the future with new-generation services and products. The Group is reinforcing its role as a pioneer in refrigeration which is always one step ahead of tomorrow's trends. An evolution which is linked to four pillars: **proximity, sustainability, digitalisation and servitization**. Stores are increasingly fluid, connected and green, an expression of the latest consumer habits. Against a backdrop where the need to reduce the carbon footprint is increasingly pressing, Epta has positioned itself as a *Green Transition Enabler* with cutting-edge technological solutions that ensure constant improvements in terms of **sustainability, performance and quality**.

Restore your future

Epta's promise is "**Innovation Reloaded. The Epta Sustainable System**". A concept that showcases the Epta system as an element of innovation for steering customers towards the green transition. This is the commitment pursued by **The Epta System**, a combination of people, ideas and technologies which gives rise to a complete range of **products and services**. Its two main goals include **recharging** stores to maximise their performance, and **renewing** their appearance to offer a dynamic shopping experience that makes shoppers feel involved. A way of being, thinking and working whose solid foundations lie in **sustainable innovation**, which is constantly evolving to meet the principles of the circular economy. At Euroshop, this vision takes tangible form as retailers are invited to **RESTORE YOUR FUTURE** in the seven stand areas: *REcharge, REDiscover, REthink, REset, REstyle, REdesign and REfresh*, where all-new solutions and technologies help ensure the **utmost efficiency, reduced carbon footprint and an original and exclusive visual identity**.


GREEN FACTS: TAKING REAL STEPS TOWARDS SUSTAINABILITY

Sustainability has been a cornerstone of Epta's identity ever since the company was first founded. Its first sustainability balance was drafted in 2012, and in 2022 the Group published its first **Integrated Financial Report** which demonstrated how the governance, performance and perspectives of its organisation allow it to foster value in the short, medium and long term. This document, drafted with transparency foremost in mind, examines the links between performance of the social-environmental and economic-financial kinds, along with its future goals. A commitment that Epta is committed to pursuing in every area, from its production processes to natural coolant cabinets and retailers. To this end, Epta is dedicating the centre of its stand to showcasing the **tangible measures** carried out to reduce the environmental impact of its processes and products as well as the supply chain as a whole. In so doing, it has broken them down into **three Green Facts: endless research in innovative system technologies, a real green transition towards sustainability and best in class energy efficiency.**

Endless research in innovative system technologies

The first **Green Fact** is linked to the sizeable investments made into cutting-edge R&D on technologies that can tackle climate change head on. This consolidated process saw the creation, in 2017, of **FTE**, followed in 2020 by **ETE**. Both technologies have now been installed in over 900 stores worldwide. Today, Epta is bringing **XTE** (Extra Transcritical Efficiency) to the market. This innovative, patent-pending system features Energy Recovery®'s PX G1300™ energy recovery device **for CO₂ systems**. XTE sees a further increase in the benefits offered by ETE, not only enabling greater system efficiency under the extreme conditions already managed by the ETE solution, but also in mild and cold climates where the XTE becomes operative from +10°C, ensuring the system is efficient all year round. XTE has been designed to ensure

high performance and the utmost **reliability** of the units, wherever they are, whatever the weather. The perfect expression of the Group's *Open Innovation* approach, this technology condenses Epta's expertise when it comes to refrigeration combined with the experience of external Partners. XTE is in fact the result of a collaboration with Energy Recovery, a California-based firm which specialises in creating energy efficiency technologies for commercial and industrial systems; the company's PX G1300 energy recovery device is a game-changing application of the PX[®] Pressure Exchanger[®], which has been the dominant energy recovery solution in desalination for over 25 years. With this further part of the innovation puzzle, Epta has gone on to acquire technologies that allow a natural, sustainable coolant to be used in any weather conditions without foregoing energy savings. ETE and XTE take on hostile conditions whilst offering extra efficiency throughout every season.

A real green transition towards sustainability

The second *Green Fact* places the focus on Epta's dedication **to a real ecological transition**. This can only be achieved by adopting a different approach to manufacturing, and one that encourages the use of recycled and recyclable materials, waste reduction, energy efficiency and renewable sources. These are the drivers that have resulted in the creation of **UNIT**, the first plug-in cabinet designed with the principles of the circular economy in mind. Symbolising Epta's legacy for the future, UNIT is **95% recyclable, does not use coolants** and is made using simple, hard-wearing, replaceable parts. UNIT is quick to dismantle, making it easy to clean and maintain. . The UNIT offers a solution that pioneers and leads the 4 Rs: **Reuse, Repair, Recondition and Recycle**.

Best in class energy efficiency

In the average supermarket, refrigeration accounts for around 40% of all energy consumed. For this reason, Epta's third *Green Fact* focuses on the need to **maximise the energy performance** of its products, in

keeping with European directives such as *Energy Labelling* and *Ecodesign*. Thanks to know-how accumulated over the years and more than ten Research & Development centres, Epta can bring a range of solutions to the market, including best-in-class ranges in terms of **Energy Labelling**. With a view to achieving total transparency, the Group certifies this performance on a voluntary basis, and indeed has been doing so for years through third-party company EUROVENT. Today, Epta is revealing the key elements needed for a refrigerated cabinet that offers low consumption combined with outstanding efficiency:

- In-depth studies into **thermodynamics**: on the one hand, optimised fluid dynamics make for better air circulation inside the cabinet, combined with the use of **high-performance evaporators**, of specific shapes and sizes, to maximise efficiency.
- The use of **innovative materials**, such as Epta's **Advanced glass** technology, make it possible to determine the thermal insulation level of the furnishings.
- Use of **digital instruments** which allow precision **remote control and management of consumption**, along with predictive maintenance.
- In the plug-in and Integral cabinets, the very latest cooling technologies are combined with the Group's know-how when it comes to natural coolants such as propane R290.

Epta offers a selection of products whose energy performance is far higher than the baseline, bearing witness to Epta's commitment to go beyond simply fulfilling present regulations and keep one step ahead of **future standards**. In particular, these include:

- positive vertical units **Costan Tango Ultra** and **Bonnet Névé Multifresh Perform** in **class A**;
- negative vertical units **Costan Valzer Ultra** and **Bonnet Névé Multifreeze Perform** in **class B**;

- negative vertical Integral units **Costan GranBering Ultra** and **Bonnet Névé SkyLight Perform** in class B;
- positive vertical units **Costan GranVista Ultra** and **Bonnet Névé SkyView Perform** in class B;

Epta forms the future

Epta also invests in sustainability by contributing towards a number of **European Projects**. One of the leading examples being the high-profile Life-C4R project, which saw FTE technology earn its place as one of the market's most revolutionary. The **LIFE VICORPAN** project, which is co-funded by the European Union, aims to increase efficiency and recyclability of refrigerated solutions, cutting greenhouse gas emissions. The project examines the application of new **Vacuum Insulation Panels (VIP) in refrigerator cabinets**, ensuring greater versatility in terms of applications, and insulation that helps reduce energy consumption. The **ENOUGH** project funded by the EU research and innovation programme **Horizon 2020** is equally leading the way with innovative technology. Coordinated by **SINTEF Ocean**, it aims to **decarbonize the entire cold food chain**.


**RECHARGE: BEST ENERGY CLASS
INNOVATION THAT RECHARGES STORES****The guide to Ecodesign
and Energy Labelling**

On the first of March 2021, the **Ecodesign (2019/2024) and Energy Labelling (2019/2018) Regulations** came into force for all products included by the European Commission in **Lot 12**: commercial refrigeration appliances designed for displaying and selling fresh and frozen foods. These regulatory changes coincide with the ambitious **Green Deal** plan, with which the European Union aims to turn Europe into the first climate-neutral continent by 2050. In detail, **Ecodesign** sets out the **minimum efficiency requirements** for products brought to market from March 2021 onwards. It also acts as a “**filter**” that helps eliminate equipment that is **less sustainable**. The **Energy Labelling initiative** introduces labels that show annual consumption, **the energy class** of each solution, and further useful information for retailers and hospitality stakeholders looking to make **informed choices**. It is also vital to stress that the **energy class** not only depends on **consumption**, but also on the **type of furnishing used**, the type of products displayed and the conservation temperature, allowing comparisons to be drawn between models. The aim of the two regulations is to gradually phase out the lower energy classes, in order to aim for ever-higher efficiency standards. As a result, with effect from September 2023 the phasing out of class G will be official and from this point onwards, it will no longer be possible to sell this category of appliances.

**Epta, an ambassador
for change**

Ecodesign and Energy Labelling are indirectly destined to promote **innovation** and **competitiveness** between manufacturers, who are obliged to register their systems in the **Database of the European Commission EPREL** (European Product Registry for Energy Labelling), in order to receive the energy label. Listing products on the portal means clients can access information regarding their performance, helping to guide their choice towards the best option. In addition, to help achieve greater **accuracy** and **reliability**, in its capacity as a member of

EUROVENT, Epta voluntarily submits its cabinets for a certification process to confirm the reliability of the performance standards declared to the market.

Recharge your store

Epta recharges stores with its **GranFit/SkyEffect** and **SlimFit/Multicity** ranges by **Costan and Bonnet Névé**, now even more **efficient**: their construction details make them amongst the best in class in terms of energy labelling. The families furnish the entire **fresh, highly perishable and frozen foods area** with a contemporary *look&feel* that sees coordinated aesthetics and finishes. Their design combines looks with **sustainability**, using **natural coolants** such as **R290 propane** for built-in cabinets, and **CO₂** for remote units. The two ranges encompass the **innovation** and **expertise** of the Group when it comes to designing refrigeration systems that offer **outstanding performance** and **minimum consumption**. Standouts include:

- Built-in positive vertical units **Tango Ultra and MultiFresh Perform** from the SlimFit and MultiCity ranges, now in **class A**, in specific configurations with **40%** energy saving compared to previous model Tango/MultiFresh CLASS B;
- Built-in negative vertical units **Valzer Ultra and MultiFreeze Perform** from the SlimFit and MultiCity ranges, now in **class B**, in specific configurations with **40%** energy saving compared to previous model Valzer/MultiFreeze CLASS D;
- Vertical positive remote units **GranVista Ultra and SkyView Perform** from the GranFit and SkyEffect ranges, now in **class B**, in specific configurations, with **26%** energy saving compared to GranVista Next/SkyView Plus CLASS C;
- The negative vertical units **GranBering Integral Ultra and SkyLight Integral Perform**, the latest to arrive in the GranFit and SkyEffect ranges, are available in **class B**, in specific configurations, with **35%** energy saving compared to previous model GranBering Integral/SkyLight Integral CLASS C;
- The negative horizontal units **GranBaltico/SkyExpo and GranDrake/SkySet**, the new entries of the GranFit/SkyEffect ranges, available in class D, in specific configurations.

Tango/MultiFresh is efficiency, heightened visibility & design

The **Tango/MultiFresh** vertical refrigerated cabinet has been designed to give fresh food departments in small and medium-size stores exclusive, elegant and modern allure whilst guaranteeing lower energy consumption. This furnishing affords **greater visibility** for drinks, dairy products and pre-packaged deli meats thanks to the **full-glass doors, panoramic sides** and **LED lighting**. In addition, the solution features **increased capacity** whilst occupying **minimum space**, with +10% internal volume and +50 mm depth of shelves. A further benefit is the **ease of maintenance** guaranteed by the maintenance-free condenser. Last but not least, the **Bio version**, with its wood-effect outer finishes, sees a unit designed to fit in seamlessly with the concept of areas dedicated to organic food.

GranBering Integral Ultra & SkyLight Integral Perform: making frozen foods "cool"

GranBering Integral Ultra/SkyLight Integral Perform is the vertical "**Plug & Play**", which plays a role of its own in upping the aesthetic drama in frozen food departments. A range of products now also available in the **5-door configuration**, thanks to the **triple refrigeration circuit** by Epta. The **Integral** version comes equipped with **compressors with inverters**, a new **hybrid defrost system**, and a frame for closing the doors made using cutting-edge materials and systems. This configuration makes for over **30%** energy savings, whilst also making **installation simple** with **rapid start-up** and **limited maintenance costs**.

SkyExpo/GranBaltico & SkySet/GranDrake: Invisible cases, intangibly light

Epta rounds off the equipment used to furnish frozen food areas with double-chest island **GranBaltico/SkyExpo**, or single-chest **GranDrake/SkySet**. This exclusive range, with its eye-catching yet lightweight appearance, makes the perfect match for the family feeling of GranFit/SkyEffect, which is almost invisible to the eye: made entirely in glass, with finishes and screen printing available in two different

shades of grey, **it maximises the appeal** of sub-zero products, making them irresistible. This effect has also been achieved thanks to the harmony between the linear display unit and endcaps. The result sees **outstanding product visibility** and a design that embraces **ergonomics**. Last but not least, the **loading line of 425mm** ensures greater display volume, optimising the surface area occupied.



REDISCOVER: THE NEW ERA OF DISCOUNT STORES

In the last twenty years, the **Discount** channel has acquired a leading position in Europe's Retail sector. This growth has seen a profound transformation towards an increasingly soft formula much closer to the approach of the supermarket. **Epta** is supporting Retailers and consumers through this transition as they **rediscover** a format which focuses on the **shopping experience**, on the **quality of the range** and on **sustainability**. New-generation cabinets feature a **versatility** which brings an all-new concept of **modularity** to the market. In particular, these include:

- **Arcade** and **Avenue** positive vertical units;
- **Samba** and **Drift** positive semi-vertical units;
- The configuration between the **Sound Top** negative vertical unit and the Integral **Beluga/Eyris** refrigerated chest;

Arcade/Avenue: one cabinet, infinite layouts

Arcade/Avenue is the newest arrival to the Costan/Bonnet Névé family. A vertical cabinet of the **Fundamenta/LeBlock** family, it renders merchandising even more **efficient** and **profitable**. The optimised surface area enables a wide variety of configurations for the **reinforced shelves**, available up to a maximum of 7, depending on the Retailer's needs. A unit which is **versatile** in many ways:

- Temperature: a wide range of products such as yoghurts, fresh pasta and deli meats to be stored in a single unit.
- Choice: dynamic options between the **remote CO₂ model** and the **R290 Integral version**.
- **Open** and **closed versions**: choices between full-height doors and transparent door frames which can be **retrofitted**.

The key feature of this unit is the energy saving guaranteed by a **high-efficiency evaporator** and **low-consumption fans**, making for **performance improved by 12% to 22%** compared with previous models.



RETHINK WITH EPTASERVICE: GREAT EXPERTISE AT YOUR SERVICE



Epta
Service

Servitization and **digitalization** are must-haves when it comes to **Epta** demonstrating why we are the complete system provider. It has renewed its commitment to Retailers by **adopting a new take** for stores, with a view to an increasingly high-tech future. Epta's **complete, professional consultancy** service begins with the design of the store, and continues with the installation of the cabinets, right up to its after-sales service. Alongside the Group's range of products, **EptaService** also offers **a range of services** which is now broader than ever. This result has been made possible by adopting **state-of-the-art digital technologies** designed to foster **the utmost connectivity**. This in turn has positive knock-on effects for **energy savings**, and means a greater **lifespan** for its solutions.

LifeCycle Program, Always and everywhere

In the era of industry 4.0, **EptaService's** consultancy now sees a new formula: the **LifeCycle Program**. This package of cutting-edge services is the result of the Group's desire to provide all-round services for managing stores, and to make its mark on the marketplace as a one stop shop. In particular, the **LifeCycle Program** aims to help clients throughout the **entire lifecycle** of Epta solutions, with particular emphasis on the **Total Cost of Ownership**. A commitment which involves three main clusters:

- **Maintenance and troubleshooting:** these include specific preventive interventions, seal testing, retrofitting and 24/7 assistance;
- **Complementary Services:** designed with the needs of each individual country and its particular needs in mind. The available services include telemonitoring, checks on oil lubrication, analysis of vibrations and thermal imaging, not to mention technical cleaning of cabinets and maintenance on third-party components.

- **Digital Services:** through accessing Epta's **Digital Hub**, users can utilise advanced diagnostic platforms **LineON** (for plug-ins) and **SwitchON** (for remote and central cabinets). These technologies give users a **detailed overview** of the operating parameters of Epta solutions remotely and round the clock. A further plus-point of its digital services is the option of adding on **performance management and control** for the store, in order to reduce energy consumption.

The LifeCycle Program is **flexible** and **can be customised** according to the needs of Retailers, who can choose between two packages: **Main**, which includes the traditional services of the first two clusters, and the **Xtend Extended Warranty Program**, a premium program which adds complete access to the world of Epta's digital services in addition to the first two services.

SwitchON, Advanced diagnostics for remote and central cabinets

SwitchON is an advanced **diagnostic platform** offering distance access to **remote cabinets** and **control units**. **The evolved functions**, combined with the platform's **predictive maintenance** algorithms, ensure **reliability and safety**. The control units make it possible to **remotely monitor** the compressors, inverters, oil injection devices, gas cooler fans and regulation valves. For cabinets, on the other hand, **SwitchON** offers Retailers technical information about **temperature, moisture and defrosting** to ensure proper preservation of products. A further advantage comes in the form of **a monitoring system** on the platform which records any anomalies in real time. **Specific alarms** then advise which part requires attention. **SwitchON** not only promptly flags the fault, but it also helps technicians in **troubleshooting processes**, supplying a guide that is **intuitive, structured and effective** so that any malfunctions can be resolved quickly.

LineON, for plug-ins that are always online

LineON is the **digital solution** for **plug-ins**, offering remote controlling features that are simple and intuitive. This technology makes it possible to analyse a wide variety of plug-in cabinet parameters around the clock, including **temperature, moisture levels and energy consumption rates**. This guarantees the quality of the products on display, requiring less maintenance and greater efficiency. **LineON** allows cabinets to be **geolocated**. It sends an alert if units are moved or stolen. It can also extract **reports on check-ups run on plug-ins** or information **concerning sales trends and consumer preferences**. This strategic marketing tool is also a tangible example of the importance Epta attaches to **servitization**; an ever-increasing integration of products and services through **digitalization**. It is possible to harness data gathered using the relevant web platform, or via an App for iOS and Android devices. **LineON** is supplied in three different modes: **Full OEM Solution**, where the technology is already on board (it is installed during the production process), offering direct access to services; **Ready To Connect**, where units are predisposed for use with IoT services during production, making subsequent activation simpler; and lastly the **Smart Plug Solution**, for retrofitting installed plug-ins, using a specific accessory box.



RESET: EPTATECHNICA, SIMPLE, INGENUOUS, EFFICIENT IN ANY CLIMATE



Simple, ingenious, efficient in any climate: **EptaTechnica** is a brand dedicated to developing and designing refrigeration systems that are innovative, customised and sustainable for the HVAC&R

sector. A further development of **servitization** towards offering a turnkey service, it ensures systems operate to the very highest potential of their efficiency. The **EptaTechnica** range meets regulatory requirements and respects the environment with simple solutions that are suitable at any latitude, whether they are centralised or completely customised for Retail, Hospitality or Industrial fields. **EptaTechnica** industrialises customised solutions, ensuring a high standard of **reliability**. As a result, it is able to handle every stage, from engineering design and modernisation of existing solutions to installing **more innovative technologies**.

Eco₂Middle, the modular control unit for medium dimensions

Customisation + industrialisation are the strengths of **EptaTechnica**, all interpreted to perfection in its wide range of **CO₂** systems that meet all the most stringent international environment regulations. Epta has accordingly completed its range with the new **transcritical CO₂ unit Eco₂Middle**, which joins those already available, **Eco₂Small** and **Eco₂Large**. Ideal for medium-sized stores, the unit stands out on the market for its **modularity**, offering a wide range of **customisation** options according to the client's needs. It is also possible to incorporate the following components into the control unit during the production process: **Eco₂Middle** is available with 3 or 4 compressors for medium-temperature applications, and up to 3 compressors for low temperatures, for **flexibility** that makes it suitable for a broad range of applications.

Eco₂Small, for concentrated power

Eco₂Small transcritical CO₂ medium and low power has been designed for smaller stores. Created for both **indoor** or **outdoor** installations, it stands out for the **compact size** (1790 – 2380x780x1800mm) and **the ability to access** all parts from just one side. This means it can also be used in machine rooms where only limited room is available, as well as making the maintenance process faster. The unit is supplied with all the accessories and also offers various extra options, including the possibility to dialogue with the **EptaService SwitchON** platform that supplies advanced diagnostic information. Like Eco₂Middle, **Eco₂Small** also has a **modular design** that allows numerous configurations.

Eco₂Large, efficiency, consumption

maximum reduced

Eco₂Large completes the range, and is designed with larger stores in mind. The solution has adjustable refrigeration power, ranging from 80kW to 180kW for the medium temperature, and 12kW to 60kW for low temperature. It offers numerous advantages: on the one hand, it can be personalised in keeping with any cooling capacity, whilst on the other hand offering a variety of **options as standard**, including **heat recuperation and backup units**. **Eco₂Large** has been designed for installation in **machine rooms** as well as **outdoor** premises. The housing not only protect products against atmospheric agents, but also ensures **quieter running**, making it ideal for **urban centres**.

The game changers, FTE 2.0 and ETE

For its transcritical CO₂ units, Epta has developed its **patented FTE 2.0 Full Transcritical Efficiency system**, ideal at any latitude and essential for reaching high efficiency levels when temperatures go above 37° C. FTE can be combined with the **ETE Extreme Temperature Efficiency**, a subcooler capable of assuring 100% refrigeration capacity which is recommended in climates with temperatures between 30°C and 40°C, guaranteeing **considerable**

savings above 40°C. The “secret” of **ETE** lies in the **reduction of the CO₂ coolant temperatures** before it is distributed to end users. The gas leaving the air exchanger at a value close to ambient temperature is **cooled even further.** **FTE** and **ETE** were developed within the framework of the **Life-C4R** project co-funded by the European Union. They meet both the need to **reduce energy costs** and the need to design systems adopting **natural coolant solutions** such as CO₂, with a **GWP of 1** and high performance standards in any climate. It has been demonstrated that choosing Epta systems guarantees annual **energy consumption which is 15% to 23% lower** (compared with traditional CO₂ systems), whilst at the same time reducing **CO₂ emissions by up to 20%.** Lastly, FTE and ETE ensure **installation and maintenance costs that are up to 30% lower** than technologies offering similar effects.

**Never stop innovating:
XTE overcomes the
limitations posed by CO₂**

Epta leads the way with ongoing research geared towards further enhancing the **efficiency** of CO₂ systems. The innovative **XTE (Extra Transcritical Efficiency)** is the result of this growth mindset, a preview of which was presented at Euroshop. This patent pending technology guarantees that the **transcritical CO₂ plant** can run efficiently, even without a booster and in industrial refrigeration applications, and at **any latitude.** The system runs **without synthetic or inflammable coolants** and without using water, as it uses the CO₂ of the transcritical system as the cooling fluid. In detail, **XTE** mounts a **pressure exchanger**, a component widely used in desalination and water treatment. It has been suitably modified for use with CO₂ and inserted in the Epta **ETE (Extreme Temperature Efficiency)** system instead of the compressor. The pressure exchanger transfers the energy from the high pressure fluid stream to the low pressure one via rotating flow channels. The XTE architecture ensures the plant performs to high standards in every environmental condition, even where there are extreme conditions like those increasingly being caused by climate

change. The result is energy-efficient, natural refrigeration all year round. Like ETE technology, the XTE mechanism not only **reduces consumption peaks during warm months**, guaranteeing **energy savings of more than 30% above +40°C** compared with a traditional transcritical system, but also offers significant benefits **in cold months, during which the XTE system starts running when temperatures are +10°C**. A solution that is simple to install and use, the application of which is now being tested in the field whilst the patent is pending.


RESTYLE WITH EUROCRYOR: DEDICATED TO YOUR EXCELLENCE


Eurocryor is the **Group brand that** works with **specialised stores** to forge a **visual identity** that is unique and distinctive. In keeping with the interpretation of **Pure Italian Style** known and loved all over the world, the brand offers **innovative presentation** using high quality systems customised down to the smallest detail, from form to dimension, material and finish, allowing it to fulfil any design-related demands. A **design** that meets the **most sophisticated technology**, tailored specifically for each goods category in order to meet all **food preservation** requirements. Eurocryor is an ideal partner for clients who can count on unparalleled, highly qualified assistance: Eurocryor's **Team of Specialists** accompany Retailers throughout the entire process of **restyling** stores in order to ensure their needs are satisfied in full.

A question of Style

Stili is the range dedicated to food specialists. A combination of **flexibility** and **customisation** without compromise. A collection of cabinets with bespoke sizes and formats to furnish butcher's shops, delis, fishmongers, patisseries and specialist shops down to the last millimetre. The mixture of modules ranges from the semi-vertical unit to columns, from serve-over cabinets to self-service, ensuring the furnishings are balanced in terms of style and aesthetics. This harmonious end result is also achieved thanks to the possibility of choosing from an infinite range of textures, including **stone, stainless steel, laminates** and solutions such as **Corian®** and **Dekton®**, guaranteeing the utmost hygiene for display counters and tops. To mark Euroshop 2023, Eurocryor is proposing a new look for the Stili range, made of **VittEr®**, the very latest compact laminate developed to promote eco-friendly solutions for a reduced environmental impact.

The material comes from a sustainable, FSC-certified supply chain, whose production process only uses three ingredients: paper, temperature and pressure. **VittEr®** is “dedicated to your food” thanks to a silver ion treatment which ensures the surface is 99.9% anti-bacterial and anti-viral, making it ideal for direct contact with food. The result is all-round mastery, both in terms of layout and perfect preservation of food. Epta offers food experts a precise yet straightforward touch screen **control system** which allows users to select the food category displayed with ease to parametrise the running functions of the cabinet. This makes it possible to preserve the flavour and aroma of foods displayed, as well as their appearance. The state of the art food preservation technology is the result of a joint venture with the **University of Gastronomic Sciences of Pollenzo**, and ongoing research into advanced technologies conducted by Eurocryor, yielding a unique combination of expertise, culinary culture and refrigeration know-how.

Unico, a treasure chest of taste

Unico is the refined self-service island from the **Stili** family, which valorises the aesthetic and sensorial dimension of foods by showcasing them like gems. Designed to offer an elegant solution for impulse buying in food boutiques, **Unico** is a display unit for pre-packaged, hand-crafted products. Its **transparency** and the **LED lighting completely built into the perimeter of the unit** underscore the colours and freshness of produce. The sliding doors maintain optimal **preservation**, whilst at the same time promoting greater **energy savings**. The cabinet also has a display shelf which can be regulated according to the size of the fresh products on show; this is imperative to make sure they are not only pleasing to eat, but also to look at.

Tower rear cabinet Dedicated to Meat, for restyling butcher's shops

Epta supports traditional butcher's shops with the **new Tower rear cabinet Dedicated to Meat** for the **Stili** family, a unit conceived to ensure meat quality stands the test of time. The cabinet has been

designed to guarantee the **stability of the temperature and moisture**, helping ensure cuts of meat are preserved to best effect and last longer. The new rear counter elegantly defines the butcher's section, showcasing the work of staff behind the counter as they choose quality meat in complete safety. The all-glass design features "mirror" interiors. With an urban aesthetic including a **stainless-steel** structure and shelves. Its configuration also makes it **perfect** for ensuring **air circulates** inside the cabinet, protecting the characteristics of the products.

Proximity stores dress up for the occasion

In keeping with the return to neighbourhood stores, **Epta** is expanding its collection with **Luce**, the **vertical plug-in from the Elementi family**. This minimal, practical unit with its timeless style is perfect for rounding off the range of furnishings designed with proximity stores in mind. The **glass shelves, the completely transparent glass doors** and the **stainless steel interiors** give a chic yet discreet touch to the whole setting. The cabinet can be teamed with the serve-over **Comfort** from the Elementi range, with which it shares the same family feeling.



REDESIGN: EPTACONCEPT, DESIGN YOUR UNIQUENESS



EptaConcept is the multidisciplinary team at Epta which, thanks to its boundless creativity, breathes life into **evocative universes** inside shopping areas, shop-in-shops and specialist stores.

EptaConcept's know-how is aimed at helping clients in the sales process to maximize their profits and increase their sales by creating of added value in the sales proposition to the end consumer. Interior design is the common thread of our services, ranging from layout to the entire design, including furniture and technical accessories, lighting, communication within the store, suggesting mood boards and innovative materials. All for the realization of an experiential sales space, which not only reaches the customer emotionally, but also ensures a new usability of space and time dedicated to food shopping.

Sustainable design & stylised nature

The Grocerant according to EptaConcept

In keeping with market trends, **EptaConcept** is dedicating the REdesign area to the **Grocerant**, a format experiencing growth which combines the grocery store with bistros and restaurants. A space that turns "doing the shopping" into a convivial moment, recreated within the stand to a design that is modern and sustainable, in harmony with nature. Stylised trees and lamps are inspired by the roots of lotus flowers: EptaConcept draws on the outdoors for inspiration, for colours with striking impact that stimulate a number of emotions. With a pared-back, harmonious approach, EptaConcept combines the furnishings of its brands with interior design for an all-round experience. Cabinets in the spotlight include:

- **Comfort**, in the serve-over model by Eurocryor;
- The new open built-in vertical cabinets **Ginger/Pencil 250** and **Pepper/Ink 125** by **Costan** and **Bonnet Névé**;

- The smart vending **Glee 42 VIPay** & **Glee 45 VIPay** by Iarp;
- The negative vertical unit **EIS 165.3** by Iarp.

Comfort, the shape of versatility

Comfort is the complete range of traditional refrigerated cabinets. Part of the Elementi Eurocryor family, it is designed to bring a variety of solutions to life: meat, delicatessen, bakery as well as an empty unit for cash tills. A range conceived to give a **dynamic** yet **refined look** to store premises, it features a front panel which can be painted in a vast **palette** of colours, or for laminate finishes. Comfort comes in **two different depths**; 830cm for the **Midi** model, and 910cm for the **Maxi**, as well as being available in a two-fold version - self-service and serve-over - seamlessly coordinated and combinable thanks to the possibility of installing ducts. More than just a name, it provides a guarantee thanks to the presence of a **refrigerated compartment** in the lower section, allowing **storage room** to be expanded **and making restocking easier**. Lastly, the cabinet helps reduce the carbon footprint by harnessing **the propane R290 natural coolant**.



REFRESH: THE PERISHABLE FOOD AREA IS RENEWED FOR EVEN GREATER SUSTAINABILITY



The **fresh and perishable foods area** is a focal point, and represents one of the key assets underpinning the sales policy of Retailers. As a result, consumer attention should not only be drawn towards the range and its quality; they should also be

encouraged to interact through the strategic design of the premises. In this regard, the **OutFit and Mozaïk** families by Costan and Bonnet Névé represent the **identity** of each brand to perfection. In so doing they transform stores into unique and distinguishable reference points, whilst remaining firmly in line with **large-scale solutions**. The keywords of these ranges are **customisation** and **flexibility**, which are conveyed through the **many combinations** of shapes, colours, materials and textures available for this wide range of furnishings; they include both horizontal and semi-vertical units, self-service units and serve-over or rear counter cabinets.

**100% sustainable,
100% circular**

The Group combines its **industrial vocation** with **Sustainable Innovation** interpreted in **new 100% Eco aesthetics** which are **recycled and recyclable**, for the OutFit and Mozaïk ranges, and designed to meet today's environmental challenges. This evolution has been brought about by the desire to look after the planet by transforming less noble materials such as plastic into valuable products - promoting a **circular economy** - and by adopting a production process free from chemical reagents. Sustainability is also guaranteed by the gradual **closure of the units** which, combined with **energy savings**, ensure the products are **displayed to best effect**.

A breath of freshness

Two ranges strike a single balance of movement and versatility: **OutFit** and **Mozaïk** combine impeccable style and the utmost freedom

in furnishing stores, promoting an unparalleled shopping experience.

The furnishing units of these families include:

- The **Velvet** and **Shape** display cases. In the self-service model, they are **now also available in a closed version** for even greater energy savings;
- Semi-vertical cabinets **Batik** and **Kaleïdo**, ideal for creating a self-service island, **are now also available in a closed version**;
- The **Silk** and **Dualio** islands, also in a closed variation, make for **savings of around 50% compared with the open model**;
- Rear counters **Boutique** and **Profile**, **in a closed version with sliding doors**, are sustainable and practical.

The fresh and perishable products area is rounded off with promotional islands **Stage** and **Latitude**, available in **open** or **closed** versions.



SMART FUTURE SOLUTIONS FOR REFRIGERATION

In recent years, consumer models have changed profoundly, bringing about new buying habits driven by all things **digital**: growth in **eCommerce**, **Click&Collect** and **quick commerce**. Against an increasingly smart backdrop which makes the buying experience more fluid and reduces waiting times, Epta is working alongside major retail chains to provide cutting-edge solutions that combine **innovation and comfort**.

EptaMeals, help yourself

With **EptaMeals**, Epta is presenting its new approach to take-aways. A new concept dedicated to restaurants, canteens or grocerant areas of supermarkets that eliminate the wait with one simple click. **Lockers** designed to have a **temperature range from 3°C to 60°C** are used to store mouth-watering meals so they are ready to enjoy. In particular, customers can order the meal they wish to eat via an **online platform**, and enter the collection time. Depending on this collection time, the specially created algorithm ensures the EptaMeals **preserve each product to perfection, and reheat them so they are at the right temperature when users collect them** at the scheduled time. The system features a user-friendly interface that Staff and Clients alike can respectively use for delivering and collecting meals.

#EPTABricks: click, order, collect

#EPTABricks supports further solutions that meet the needs of a market segment - Click&Collect - offering considerable scope for development. This system of **refrigerated lockers** allows users to collect food and non-food products ordered **24/7** on the brand's website. Available in an **Indoor** and **Outdoor** version, and structured in **temperature-controlled modules**, the lockers include:

- **#EPTAfreshBricks**, for fresh foods
- **#EPTAfrozenBricks**, for frozen foods

- **#EPTAmbientBricks**, for ambient-temperature products (Outdoor version only)
- **#EPTAdryBricks**, for dry products.

#EPTABricks make it possible to exploit strategic areas in which customers seek quick shopping solutions. These include residential areas, service stations or areas near major companies and stores. The lockers also help smooth the way for sales, thanks to the **simple and efficient way** in which orders are managed via a system connected to the brand's e-commerce platform. Today this solution has been **enhanced** with greater **internal volume**, and the option of installing an additional **column of lockers with transparent doors**, which can be connected to the existing structure via Wi-Fi. This upgrade has been conceived to promote purchases of complementary products when goods are collected, thereby encouraging cross-selling.

#EPTABricks combine **practicality** and **sustainability**: by eliminating the home delivery, they **reduce the carbon footprint**, not least due to the use of the **natural coolant propane R290**. Lastly, with an end to delivering an all-round service, Epta offers **after-sales assistance** and **telemonitoring**, ensuring the lockers run **seamlessly** and providing **prompt intervention** 24/7, whenever needed.

From plug-in... to smart vending

VIPay is the Epta-branded digital technology that **turns the plug-ins of the Group's brands into smart vending machines**. Ideal for offices, canteens, gyms, stations, cafeterias, medical facilities, entertainment venues and much more, these smart units allow users to know which product has been collected via an **identification system** with video cameras. **VIPay** also makes it possible to pay simply and quickly with a **credit card, badge or app**. This also makes it a useful tool for Retailers, who are kept up-to-date thanks to the option of receiving **aggregate data** on **sales performance** and which products consumers buy most, thereby allowing them to manage the ranges stocked precisely.



IARP, PLUG-IN POWER



Epta, with its **Iarp** brand, is one of the leaders when it comes to designing **built-in refrigeration units** in the Food&Beverage and catering field. These solutions feature the highest level of **customisation** and the utmost **technological potential**, in turn

opening up the way for the sector's digital transformation. The range is so extensive it includes both **positive temperature** cabinets ideal for displaying beverages, and **negative temperature** cabinets for ice-cream parlours and patisseries. As a result it has become a global player in the industry of preserving and displaying ice-cream.

Plug-in power, by Iarp

Plug-in power is the claim that sums up the philosophy and strengths of Iarp: outstanding **reliability**, **excellence** and **innovation**. In order to "light up" the interest of potential customers towards the brand and the products on display, the brand has focused on an **all-new style** that meets the need for **versatility** and to fit in with any display context, in keeping with the message from Food&Bev and Hospitality professionals, thereby also helping to strengthen brand value. A further key factor is attention to quality and the environment, a fact confirmed, by way of example, by the ecodesign principles adopted.

Stay fresh, Stay hydrated

At @Euroshop, Epta is presenting a wide range of units for displaying beverages and fresh products which will be connected to **LineON** technology, in order to show its functions off to full effect. The digital platform allows the cabinet and its parameters to be monitored remotely and without interruption. Iarp units include:

- The **Trocadero** has 10 spirals, and is the top of the range of the ColDistrict vending machine and is in **class C**. The larger **touch display** helps enhance the customer experience and increase sales;

- **Still** is a compact display case for small spaces, with a **full glass door** that renders it invisible;
- **Glee Glass Winery**, the unit designed for wine bars, bars and specialist stores which is also perfect for promotional areas in supermarkets and superstores.
- **Counter 50** is lightweight and compact, and features **automatic defrosting, LED lighting** and a thermostat to **manage the temperature**;
- **Joy 30 SmartScreen** is a high-tech plug-in with a display that shows promotional images and videos which can be updated with a straightforward USB system;
- The **Zero counter** is an exclusive refrigeration system based on the Peltier effect, which does not require the use of gases and compressors. It ensures the utmost **reliability** over time, **minimal maintenance** and **quieter running**, and is being presented in a preview at Euroshop;

It's ice cream o'clock

Ice-cream lovers will find Iarp solutions including the **Cool Emotions** range with its **high-tech look** which can be **customised** in full thanks to digital printing on the sheet metal:

- The vertical units **Glee 45 Lite** and **Glee X-Slim NV** are furnishings from the **Cool Emotions** range, now available in **class C**, for even higher performance;
- The vertical units **Glee 42 VIPay** and **Glee 45 VIPay** from the **Cool Emotions** range. Vertical cabinets which, thanks to digital VIPay technology, are transformed into smart vending machines that allow users to pay quickly and simply, for a **Take & Pay** experience.
- **Excite**, the compact counter which can be placed on top of counters from the **Cool Emotions** range, in **class B** in terms of Energy Labelling;

The range is completed with the following:

- The vertical unit **EIS 165.3** designed for ice-cream and frozen foods. **Automatic defrosting** and the possibility to **regulate the temperature** from -25°C to - 18°C are just some of its plus points.
- **AB700 N**, the professional vertical single-door freezer with a leaf door for preserving products in class 4.



MISA, THE ACTIVE INGREDIENT OF FRESHNESS



Misa is the Epta Group brand which specialises in **producing commercial and industrial coldrooms** for Retail, Hospitality and Industry. Technology & Quality are the cornerstones underpinning its development strategy. Technology is placed at the disposal of **excellence**, ensuring food is **wholesome** and

bearing witness to the company's commitment to preserving the value of foods. Tangible proof of this is the **HACCP** based Food Safety Programme certification, with which Misa voluntarily underwent an inspection and control process that saw it become the sector's **first brand name** to earn the certificate.

High tech and high performance panels

In detail, Misa offers **industrial panels** of different **thicknesses and finishes, smooth or with micro-ribs**, and **accessories** and coverings to suit every need. Alongside its **plastic-coated** panels, the brand also offers panels in **Plastinox**, with a plastic-coated stainless-steel sheet which is suitable for **aggressive environments** such as those used for making milk and cheese. The elements can be combined to make **bespoke coldrooms**, with dimensions and characteristics as requested by customers. New entries presented at Euroshop include the **new P400 flooring** in plastic-coated sheet metal, insulated with expanded polyurethane, a polymer whose heat conduction performance remains stable over time, as well as offering **outstanding insulation**. The solution is treated with an anti-bacterial system to ensure the safety of any products. With a load capacity of up to 400 kg, it is also exceptionally robust.

Technologies & Patents: Fast-Fit, Fastener and DOW Pascal™ Pro

For **commercial coldrooms** used to store products destined for Retail, kitchens and laboratories, Epta boasts **exclusive technologies** and a large number of **patents**, including **Fast-Fit and Fastener**, both systems designed to guarantee rapid assembly and better alignment of panels to ensure perfect thermal and environmental insulation of the coldrooms. Misa coldrooms are also made unique by **DOW Pascal™ Pro** technology, which affords a **thermal conductivity** rate of λ **0.0205 W/mK**, one of the lowest on the market.

A barrier against bacteria

Food Safety is key: Misa solutions are treated with **Epta Food Defence**, an anti-bacterial system with silver ions offering permanent and **total protection** 24 hours a day, 7 days a week, for its entire lifecycle. This technology has been **patented** and devised to improve food safety for products in coldrooms. It prevents, counteracts and **eliminates numerous species of bacteria**, including the most well-known and hazardous types, whilst at the same time exerting an **anti-microbial effect**.

A sustainable solution

The air condensation unit **DropIn Air-cooled** and **Misa Freeblock mono-blocks**, designed for medium and low temperatures, is fitted with an electronic touch panel. **Drop-Ins** are **easy to assemble** and **extremely compact**, thanks to the housing for the unit being placed on the ceiling of the coldroom. **Freeblocks**, on the other hand, involve installing an evaporator on the innermost part of the panel, and the condenser, compressor and electrical parts on the outside, making for **increased capacity**. In addition, the compressor of the Drop-In and Freeblock units is hermetically sealed, pre-charged and tested in the factory so it is **ready for immediate use**.



THE COMPANY IN BRIEF

- **Name:** Epta S.p.A.
- **Head offices:** Via Mecenate, 86 – 20138 Milan – Italy
- **Activity:** *Independent global player and specialist leader in commercial refrigeration*
- **CEO and Managing Director:** Marco Nocivelli
- **Turnover:** 1.2 billion Euro in 2021
- **Employees:** over 6,000
- **Website:** www.eptarefrigeration.com