

PRESS KIT 2020
EPTA@EUROSHOP

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 **EPTA @EUROSHOP 2020: DISCOVER A NEW SYSTEM TO ENJOY YOUR STORE**

With Epta the future is today

An **evolution/revolution** is underway in the Retail world, dictated by a more demanding customer, new consumption trends and stringent international regulations, which are constantly updated. In a scenario that changes at an increasingly fast-paced rhythm, **Epta**, *multinational group specialised in commercial refrigeration*, strengthened by an integrated approach, works alongside the Operators of **Large Scale Retail, Ho.Re.Ca. and Food & Beverage sectors, in dealing with the changes underway**. A metamorphosis which is represented in the aesthetic, technological and regulatory aspects, where **elegant high performing furnishings and a first class service** contribute to making the store increasingly **more attractive, efficient and sustainable**.

Valuable expertise

The Group, thanks to the experience and synergy of its trademarks (**Costan, Bonnet Névé, Eurocryor, Misa, Iarp and Kysor Warren**) and to the direct management of the entire value chain, proposes a vast range of systems and technologies for commercial refrigeration. An offer which includes **positive and negative temperature remote cabinets, plug-in cabinets, cold rooms and small, medium and high capacity refrigeration packs**. Furthermore, thanks to the contribution of **a team of qualified professionals**, it is able to work alongside the Client in every phase of the project: **from devising attractive spaces** and *turn-key* set ups, with **EptaConcept** staff, to the customisation of refrigeration systems thanks to **System Engineering**, to **after-sales assistance and advice** guaranteed by **EptaService**.

Progress supported by investments

Epta, with its *headquarters* in Milan, boasts a competitive position in the diverse areas of business and is well balanced geographically. Its strategy results in continuous **international expansion** implemented by diversification. The Development Plan of the Group includes dimensional growth for internal and external lines. There are three cornerstones: **acquire businesses complementary to the core business of the Group, enter into new countries and consolidate existing partnerships**. A global presence ensured by the **six trademarks** and by direct and indirect technical-commercial presidia in more than **40 countries**, a staff of almost **6000** and **11 production facilities** in Limana, Solesino, Casale Monferrato and Pomezia in Italy, Hendaye in France, Bradford in the United Kingdom, Columbus in the USA, Rosario in Argentina, Corlu in Turkey, Qingdao in China and Cha-am in Thailand, for a **total covered surface area of more than 330,000 m²** and an annual production capacity of **230,000** units. The strength of Epta Group is also demonstrated by constant investments in **technology and innovation**, with a total of **108 million Euro** in the last three years. A vision which merges a vocation for the research and development of advanced and efficient products along with service, system and process innovation.

Virtuous Governance

Adopt a responsible approach to create value: the growth of Epta is impossible without care for people, the community in which it operates and the environment. To demonstrate its desire to be an international group that enhances the local dimension. An orientation that stems naturally, developed over the years to become a common thread which is reflected in every aspect of business life and now includes an assessment of the Groups investments according to the most recent ESG

(Environmental, Social, Governance) criteria. To monitor the progress made and to have a benchmark of comparison with other companies, since 2012 the Group has presented a Social Responsibility Report which in the last two versions has been enriched by a survey geared towards its employees, Clients and Suppliers to make the CSR increasingly detailed and responsive to the requests of all stakeholders.

A document which demonstrates the solidity of the Group with regards to its environmental and social impact: the **creation of shared value** is a **daily commitment** for Epta and is represented along **the entire chain**, with the ambitious goal of increasingly promoting the success of a **circular economy**.

To ensure maximum transparent and objectivity, the Report has been validated by the Institute **TÜV Austria Cert GmbH** according to the **GRI Core Option** standards and, in line with the route undertaken in the previous edition, the **KPI** considered most important by external and internal stakeholders, have been investigated. Furthermore, as a family-owned and operated company not listed on the stock exchange, Epta has announced its voluntary adherence to the **self-regulation code** defined by the **Bocconi University and AIDAF** (Italian Family Business Association), to ensure **best governance**.

SIX BRANDS TO ACCELERATE YOUR BUSINESS

The trademarks under which Epta operates are leaders in their market segments and specific product types. Ongoing sharing of **competences** and **technological know-how, specific to each trademark**, is the crucial factor which has led the multinational to devise new refrigerated solutions, integrated to each other and to service diversification. A very vast and customised offer, which effectively satisfies the needs of all kinds of store, all over the world.

Costan represents the founding block of **Epta**. It was set up in 1946 in Turin as an artisan laboratory for the production of iceboxes and refrigerated cabinets and acquired in 1986. The trademark, that has always been synonymous with **quality, excellent service, technologically advanced and reliable products**, is commercialised through a network of branches in Italy and sales and distribution offices abroad.



Bonnet Névé stems from a merger between two prestigious French trademarks: **Bonnet Réfrigération** – that was founded as Bonnet in 1830 - and **Satam Névé**, that were acquired in 1988. Over the years, this trademark has won important awards for its solutions, that stand out for their innovative and functional design, attentive to the principles of ergonomics and energy saving.



Eurocryor, Puro Stile Italiano, was founded in 1991 in Solesino, in the province of Padua. It stands out on the market as a **premium trademark** specialised in the production and sale of **tailor-made solutions**, with a high **service content**, to furnish and customise **prestigious stores**. Euroshop will be the opportunity to present the **new image** of Eurocryor, whose mainstays reside in developing solutions to **promote the uniqueness of stores** and **enhance the specificity of each type of food displayed**, in

the unequalled customisation of cabinets with **an all-encompassing vision, from project to after-sales.**



Misa, Mastery in cold-rooms, founded in 1969, is a **trademark that specialises in the production of commercial and industrial cold rooms.** It was acquired by **Epta** in 2011 to enable the group to extend its offer and create new opportunities and synergies, including **in the Ho.Re.Ca sector.**



The **Iarp** trademark was founded in 1983 and is renowned for its **plug-in cabinets** with a strong specialisation for solutions dedicated to enhancing **ice cream and beverages.** Iarp joined the Group in March 2013 and thanks to its international spirit and technical know-how, it guarantees major synergies in terms of business diversification and development of plug-in solutions powered by natural refrigerant. Iarp's distinctive trait is its ability to produce ad hoc plug-ins, including ones on an exclusive basis, for **Food&Beverage** companies.



In business for more than 135 years, the **Kysor Warren** trademark **is now third largest American producer of refrigerated cabinets and systems for commercial refrigeration.** It joined **Epta Group in April 2019.** Its strong point is the design, production and sale of **technologically advanced and efficient cabinets and systems** for supermarkets, convenience stores and other areas of Retail and *foodservice*. The acquisition of the trademark and assets of Kysor Warren has led to the birth of **Kysor Warren Epta US Corp which works with a team of 500+ employees in the United States and Mexico.**

 **YOUR #STOREVOLUTION. THE EPTA SYSTEM****The Epta System, a winning combination**

Attractive, flexible, technological and sustainable: to experience the stores in their most evolved version, **The Epta System** is the answer. It is a winning combination of **products, services, technologies, ideas and people** who transform the Stores into an **authentic destination** for consumers. Epta's goal is to support the Retailers to accompany them in their **#storevolution (evolution/revolution)** with **aesthetically attractive set-ups**, realised with refrigerated furnishings that give **dynamism and vitality** to every layout, guaranteeing **best performance** and **reduced carbon footprint** in line with the most stringent regulations of the sector.

Retailers also focus on maximum **process efficiency and service continuity:** for this reason, Epta offers all-encompassing services of assistance and after-sales advice and telemonitoring programmes to increase the business value of Clients: monitor parameters remotely, ensure predictive diagnostics and timely interventions is synonymous with reliability and minimum consumption.

Finally, the change of paradigm is also represented in **new technologies** which contribute to lowering emissions through **natural refrigeration**.

The **stand at Euroshop** is an experimentation site for visitors. In each area it is possible to immerse oneself in a unique atmosphere, with a display of **solutions and services** that constitute The Epta System and **anticipate the trends of the future**.

Area 1: The Urban Spirit



The physiognomy and geography of Large-Scale Retail is strongly influenced by the way in which consumers experience city space. The **radical changes** in purchasing habits and models of consumption, a direct consequence of **the increasingly dynamic rhythms** of life in urban centres, are driving the current processes of transformation. **Proximity stores** of a compact size, due to the ability to **evolve** and renew their function of social presidium, are among the fastest growing formats. **Hyperlocalisation, flexible opening hours**, possibility to **shop quickly and for sought-after items**, lunching or dining **in-store**: this enrichment of synergies contributes to greater customer loyalty and the affirmation of a new interpretation of proximity. Megacities must be eco-sustainable; hence, the choice is natural refrigerants.

A new style makes its entrance into the city

The combination of a format analysis and the study of the development of the dynamics between customer and Supermarkets gives way to **SlimFit Costan & Kysor Warren and MultiCity Bonnet Névé**, spearheads of the Epta trademarks on display at **Euroshop**. **A complete collection of self-contained cabinets** which merge the design of remote cabinets with the optimised capacity and compactness of plug-in incorporated units, to stylishly furnish the entire self-service area of **small surfaces, mini markets and convenience stores**.

One solution for every need

SlimFit/MultiCity stand out for a **range of solutions** that enables further customisation, in favour of perfect **multiplexing** of cabinets, **aligned and mixed** with one another to satisfy every need. Featuring a coordinated *look&feel* also in the aesthetics and finishes, SlimFit/MultiCity promote sustainability thanks to **LED** lighting and to operation with **natural refrigerant** propane **R290**. The stars of this area are:

- ✓ the verticals for fresh products **Tango Narrow and MultiFresh Modular**;
- ✓ verticals for frozen products **Valzer Next and MultiFreeze Plus**;
- ✓ semiverticals for fresh products **Mambo Next and MultiFresco Plus**;
- ✓ semiverticals for frozen products **Twist Next and MultiFrozen Plus**;
- ✓ special versions to create themed corners dedicated to fresh organic foods: **Tango Bio/MultiFresh Bio** and frozen products **Valzer Bio/MultiFreeze Bio**
- ✓ the verticals **Ballet/MultiWine** for a perfect display of wines
- ✓ the compact verticals **Funky Next/MultiTiny Plus** which can be integrated with display stands of dried foods.

Flexibility, modularity and increased capacity

These are the strong points of the positive and negative verticals of **SlimFit** and **MultiCity**, designed to give the food area of small and medium stores an **exclusive, elegant and modern** appeal, which attracts and accompanies the customer to **rediscover the value of the in-store experience**. Tango Narrow and MultiFresh Modular for fresh products and New Valzer and New MultiFreeze for frozen products, stand out for their transparencies realised using full height glass doors and panoramic ends. Models with a higher capacity, for **+25%** internal

volume in Tango Narrow and MultiFresh Modular, a depth increase of **850mm** compared to **720 mm** of previous models and technical details that make them more compact, with minimum floor space occupancy. Furthermore, for a greater depth of range, they are fitted with either **water or air condensation system** to guarantee greater flexibility.

The semiverticals that redesign the layout of fresh and frozen product area

Mambo Next/MultiFresco Plus and Twist Next/MultiFrozen Plus are the highest expression of Epta's desire to redesign the fresh and frozen product area in small and medium sized surfaces through merchandising designed ad hoc to enhance the products. These **semiverticals** offer infinite **in-line or island configurations**, for increasingly attractive presentations.

In the name of nature

To intercept the needs of an attentive and informed customer, the corners dedicated to **organic and natural products** are becoming more and more **frequent** common inside **proximity stores**. Euroshop 2020 will be the opportunity to preview a renewed version of the **Tango Bio/Multifresh Bio and Valzer Bio/Multifreeze Bio** set-ups. These models stand out for black coloured door contours and interiors and wood type external finishes which guarantee its perfect integration with the *concept* of areas dedicated to *organic food*.

Wine bar corner, not just elegance

Recreate the atmosphere of a wine shop inside a small-medium sized store: the vertical cabinets, **Ballet** Costan and Kysor Warren and **Multiwine Plus** Bonnet Névé, guarantee **best visibility of labels**, stored at ideal temperatures and positioned on **tilted shelves**. The all-glass doors as well as external and internal finishes in stainless steel, together with wood product stoppers **give a touch of elegance to the**

wine area. Finally, for greater safety, the cabinets are equipped with a **lockable** closing system in the bottom part of the unit.

Increase cross-selling in dry product aisles

Costan and Bonnet Névé revolutionise **cross-selling** strategies thanks to **Funky Next/MultiTiny Plus**, the new **compact verticals** part of the SlimFit/MultiCity family designed to integrate with the display **cabinets** areas of dry products. Characterised by a **double door and a depth of just 500mm, Funky Next/MultiTiny Plus** are ideal to develop sales of complementary fresh products like beverages but also in areas dedicated to PET foods where fresh products are also becoming more integrated.

Area 2: DeliRevolution



The area of fresh and ultra-fresh products is one of the most attractive areas of stores. In designing them, it is essential to study the perception of space and the elements able to promote interaction with consumers.

The characteristics of the **OutFit and Mozaïk** lines by Costan and Bonnet Névé represented in display methods, colours and different decorations, are able to mould the character of **every supermarket, to make it unique and distinguishable.**

One line, infinite possibilities

OutFit and Mozaïk express a narrative in which every detail contributes to attracting the attention of the public and enhancement the products. The **vast families of products for the fresh and ultra-fresh areas** consist of horizontal and semivertical furnishings, self-service, serve-over and back counters which give way to a visual rhythm that enables a user to immerse oneself in an ever-new context.

Creativity is our hallmark

Synonymous with **infinite shapes, modules and customisations**, the lines assume evocative power in emphasising the assortment and the quality of products in every type of store, **from hypermarkets to proximity stores.** What makes OutFit and Mozaïk unique is the **Finishing Collection** now available for all new models: a rich *palette* of finishes which range from material ones like wood and stone, to screen-prints and customised prints.

Exclusivity on a large scale

Customisation and extreme flexibility, for a solution able to make exclusivity available on a **large scale**: this is the inspiring principle behind designing the **OutFit** and **Mozaïk** lines, perfectly embodied in **Velvet and Shape**, which offer innumerable alternatives for adding a refined touch to spaces: **three aesthetics**, Design, Style and Studio, **multiple modules**, from the semivertical to the tower, hot table or frozen version, **numerous depths, lengths and heights** and limitless **finishes**, thanks to the **Finishing Collection**. Worthy of note are also the **glazing** variations, without uprights, with curved, straight, tiltable glass, with book-like opening or suitable for converting Velvet and Shape from serve-over to self-service.

A complete range

Previewed at **Euroshop**:

- **Batik** Costan and **Kaleido** Bonnet Névé, the new semiverticals (proposed in a variety of heights and depths).
- **Silk C** Costan and **Dualio E** Bonnet Névé, horizontal display cabinets available in a remote (horizontal and semivertical) and integrated (horizontal) version
- The back counter **Boutique** Costan and **Profile** Bonnet Névé, with essential and square design with closed base to store products refrigerated or at ambient temperature, Boutique and Profile transform **from back counter to stand-alone counter**, ideal for example to organise *food tastings* in traditional shops or inside large sales surfaces and promote moments of interaction with Consumers. Finally, the added advantage of these models is the possibility to introduce **glazed doors** for the upper section to improve energy efficiency.

Innovative layouts

The furnishings of **OutFit and Mozaïk** are characterised by a play of contrasts between volumes, transparencies and colours. They also boast elevated **versatility**: it is possible to create different configurations, island or wall, even by putting various models of the line next to each other. The solutions also stand out for their **compactness, increased**

display ratio and aesthetics that respects the principles of functional design. Essence of a perfect balance between the elements of the structure, the cabinets of the **OutFit and Mozaïk** lines guarantee attentive ergonomics thanks to a display level with correctly sized height and depth, which improves interaction with the consumer, facilitating, at the same time, the work of the Operator. The space can be organised in different formats, due to the innumerable combinations of the models. **OutFit and Mozaïk** make it possible to create routes geared to the maximum freedom of movement of consumers, lengthening the time of stay inside the store, in favour of increased purchasing, including unplanned purchases. An attractive layout which is reflected positively on the image of the brands and of the Supermarket, in favour of Customer loyalty.

 **Area 3: Transparent versatility**



The **store** is the place where the **preferences** of the consumer take shape and are defined, above all if the choices related to promotional and impulse purchases are considered. **Costan** and **Bonnet Névé** have devised

the new **Stage and Latitude** range to respond to the needs of Supermarkets to enhance the products, from those with higher profitability to promotions, with **passé-partout** lines that are an effective pole of attraction for users.

A superior attractive power

It is important to satisfy the **functional** and **hedonistic** needs of the clients, who motivate impulse purchases in particular sales conditions. There is a relationship between pleasantness of the environment, mood, impulse buying and spending level. Visual merchandising acquires an active role: with **Stage/Latitude**, families of plug-ins with minimal design, **all-round visibility of the products** is ensured thanks to **the** vast glazed surfaces and space saving of the compact technical parts, housed in the base.

The picture of freshness

Functional and sturdy, these **versatile** lines come in numerous models, ideal for hosting a vast range of **product categories**. Stage/Latitude available in *serve-over*, *self-service*, double load, semivertical, hot table and in the special Closed configuration, allow to renew the layout of **all sales formats**, in the entrance areas, in front of the cash registers, promotional corners and grocerant spaces. Highly

attractive spaces which are furnished with maximum consistency to create new in-store layouts and **underline the quality and freshness** of cured meats, cheese, meat, fish, gourmet proposals of gastronomy or specialities of regional or international cuisine.

Essential style

Simple and elegant cabinets which disappear from view, to make the products easy to recognise; the transparent sides are equipped with **Epta Adamant**, a solution designed specifically to ensure perfect transparency over time as well as higher **scratch resistance** and *food safety*, thanks to its water-repellent qualities. Minimum impact for maximum performance, in terms of food **preservation** and **accessibility**, in favour of the best **hygiene**.

Area 4: Simply Ingenious



Emissions of greenhouse gases at global level are set to increase in coming years, above all due to developing countries which will

have access to the cold chain to transport and store food products and to conditioning systems to protect themselves from a world that is heating up. Recent studies show that to respond to the requests of the global market **19 HVAC&R units a second** will be **installed** in the next 30 years. (Source: Toby Peters, Professor in Cold Economy, University of Birmingham). Choosing **natural refrigeration** will increasingly become a must to help contribute towards lowering the *carbon footprint*. **Europe** is opening the road to technologies able to **combat climate changes** with the goal of driving the **transition to a climate-neutral economy** by 2050, as required by the recent European Green Deal. To support Retailers, **Epta System Engineering** has studied ideal system solutions for **every project**: technologies which look to the future, to direct the sector towards eco-friendly alternatives.

An authentic green vision

Epta's **sustainable revolution** includes the introduction of **simple and ingenious natural refrigerant innovations** on the market. The Group promotes **the adoption of natural refrigerants for all surfaces**, ranging from plug-in, integral, air-cooled, water cooled and co2 solutions to cover **most efficiently and optimally any store dimension in any climate condition**.

Euroshop will be the occasion to present the **evolution of the patented FTE Full Transcritical Efficiency System**, designed for any

temperature area but necessary when temperatures are **higher than 37°C** to get maximum efficiency, and the new **ETE Extreme Temperature Efficiency subcooler**, able to ensure **100% refrigerating capacity**, recommended for climates from 30°C to 40°C and necessary to get the maximum efficiency with temperatures **beyond 40°C**.

Life-C4R of Epta, within the prestigious LIFE programme

FTE 2.0 is at the heart of the **Life-C4R – Carbon 4 Retail Refrigeration** project, within the Mitigation area of the **LIFE Programme of the European Union and co-financed by the EU** (n° LIFE17 CCM/IT/000120). The Plan aims to raise awareness among the scientific community, suppliers of components and all the players of the Retail world on the use of increasingly more efficient solutions and to show how it is possible to **completely replace** HCFC and HFC refrigerants with transcritical CO₂, **simply, efficiently and reliably anywhere in the world. Communication and sharing with stakeholders are one of the mainstays of the Life-C4R** and, for this reason, at its stand, Epta has envisaged **a conference area dedicated to the project**. A place for **meeting and information**, designed to disclose the **updates** on the first and important achievements of the pilot installations already in operation.

The power of invisibility

In the 2.0 version, the FTE Full Transcritical Efficiency guarantees **less space and the reduction of installation and start-up times**, doing away with the need for additional space in the machine room to house the liquid receiver. **ECO2SMALL+** is the pack presented at Euroshop with **CO₂ transcritical of medium and low power with FTE 2.0 on board**, pre-installed and pre-tested. Designed for **indoor or outdoor** installations in small and medium sized stores, it stands out for its compactness and **accessibility** to all the components on one side, to

allow its use also in the narrowest machine rooms and rapid maintenance. Additional options are available, such as self-diagnostic functions, possibility to timely report to the refrigeration technicians the component that requires assistance, detection of the optimal level of refrigerant and interface via App.

Even at extreme temperatures, more than 40°C

ETE Extreme Temperature Efficiency is a new technology by Epta which can be combined with FTE to guarantee operation of the **transcritical CO₂ system** at **any latitude**, also on non booster installations, and in **industrial refrigeration** applications. The technology works **without the support of synthetic, flammable refrigerants**, or the use of water: the system uses the same CO₂ of the transcritical system as its work fluid. The "secret" of the ETE lies in the **reduction of refrigerant temperatures** before it is distributed to the final utilities. The gas, going out from the air exchanger, at a value close to ambient temperature, is **cooled further**. The system allows the **almost total disappearance of "flash-gas"** (refrigerant to recompress), for significant **energy saving** and guarantee of the reliability of the **correct operation** of the system, also above 40°C. Another strong point of ETE is the choice of **standard components**, easily **available and known** to the operators, to ensure not only **easy installation**, but also greater efficiency in the **start-up** and **maintenance** phases.

 **Area 5: HD District**



Discount Retailers have known how to embrace and meet the challenge posed by consumers, converting themselves increasingly **less "hard" formats** for a **new identity** of the Supermarket, which does not compromise with the founding principles. Convenience, quality,

simplicity and innovation are the cornerstones of the strong bond between this type of store and their Clients. The display and storage of fresh and frozen products are transformed into **three** macro categories: **verticalisation** of the display structures, the considerable increase in the **number of products** and investments in **technology** to promote **energy saving**.

A new formula, even more successful

The element at the heart of this evolution remains "behind the scenes": it has to do with **cold technology**, which is more and more often directed towards efficient solutions, for a significant reduction of consumption. Discounters are attentive to the *total cost of ownership* (TCO) and also to the environmental theme, since refrigeration accounts for approximately **50% of annual costs**. The majority of the solutions proposed and installed by the **Epta** trademarks in *restyling* or in the new realisations envisage innovative aerodynamic studies for open solutions to keep the cold inside the cabinet, or are closed with **transparent doors** and use **natural refrigerant**, such as CO₂ or R290.

The assortment becomes the star

The introduction of vertical refrigerated display structures is more and more frequent and for this reason, at Euroshop, **Epta** presents **GranVista Integral Waterloop Costan and SkyView Integral**

Waterloop Bonnet Névé for fresh products and **GranBering Integral Waterloop Costan and SkyLight Integral Waterloop Bonnet Névé** for frozen products. This is an evolution of the **GranFit and SkyEffect** families, designed to merge design, capacity and technical performance of the two leading ranges of the trademarks with the flexibility and reduced space of plug-in cabinets. Optimal management of space, which makes it possible to enhance **new categories**, like super fresh products, DOP, DOC, IGP products, big trademarks, etc. increasing **visibility of the articles** and **load capacity**, for a higher rotation index. GranVista Integral Waterloop Costan/SkyView Integral Waterloop Bonnet Névé are made unique by the **waterloop** system, pre-assembled in the unit, which transforms them into cabinets with **self-contained** units and therefore ideal for **small surfaces** without a machine room. Maximum respect for the environment is also guaranteed by the use of natural refrigerant propane **R290** and by the ease of integration of solutions with **HVAC units**, to recover heat which is reused to heat the store.

Once upon a time.... the hard discount

The Discount environment is coming closer to the **supermarket paradigm**. For this reason, in the *restyling* phase, traditional chests are often integrated with **vertical superstructures** like the **negative Sound Top Costan and Bonnet Névé cabinet**, a best seller for the Discount world which never stops renewing itself thanks to new **aesthetics**, a **larger Total Display Area** and **more efficient compressors and fans**, for a guaranteed reduction of consumption. Epta, at Euroshop, to enhance the versatility and complementary nature of its solutions, presents the new combination between **Sound Top and Melody Costan and Glide Bonnet Névé** chests, specifically designed for the **Asian market**. They are solutions with glazed panoramic lids equipped with *soft closing* system. The opening in vertical eases access to the products and the loading phase of operators.

Sturdiness and maximum customisation

In the new formats, larger than those of the past, it is worth noting the creation of islands dedicated to super fresh articles like meat, by means of cabinets developed ad hoc. To respond to this need, Epta presents the **closed semiverticals, Samba Costan and Drift Bonnet Névé**, with sliding doors or hinged doors, which improve the perception of tidiness, cleanliness and quality of the categories on display. **Sturdy** and efficient, Samba Costan / Drift Bonnet Névé are also available in the **Open** version, as plug-ins with refrigerant propane R290 or remote **CO₂** powered cabinets, and customisable with several special set-ups like **"Bio"** with wood type finishes with supports dedicated to the display of fruit&veg and flowers.

The return of a "great classic", with a new Look&feel

Simplicity and essentiality: for the areas of dairy products, cured meats and cheese, where open wall structures are generally preferred, **Costan** and **Bonnet Névé** preview the new version of **Rhino & Valea** and of **Lion Eco**. These cabinets with an **essential design**, designed specifically for **Discounts**, are available with an additional shelf, to present a higher number of **products**. The strong points include **improved performance** with reduced consumption, thanks to **innovative air flow management systems stemming from CFD studies (Computational Fluid Dynamics) by the Epta Innovation Center**.

The cold rooms make their debut in Discount stores

The insertion of a higher number of products is made possible thanks to the introduction of **cold rooms**, which have progressively transformed the *just in time* approach of Discounts and their **logistics**. Epta works alongside Discounters to implement the cold chain with solutions that **for dimensions and characteristics** respond to the needs of the single Supermarkets. The cold rooms presented at Euroshop are synonymous with **maximum flexibility**: exclusive technologies such as

Fast-Fit and Fastener enable perfect alignment and fast assembly of commercial panels. Keyword is also *Food Safety* thanks to the antibacterial silver ion system **Epta Food Defence**, applied directly to the sheet metal. An innovation, designed to improve the food safety of the products and prevent, combat and eliminate numerous species of bacteria, for total and permanent protection for the entire useful life of the cold room. The **DOW Pascal™ Pro** technology which reduces the average density of the panel to **1.5 m³ per wall**, for a **thermal conductivity λ 0.0205 W/mK**, among the lowest on the market, contribute to making the Misa cold rooms unique.

An impeccable management of space

Two models on show at Euroshop: **KLC** for fresh products and **KLA** used as a bottle cooler. **KLC, modular** and adaptable to **any configuration** is displayed in a floorless version, **reinforced 80mm panels** to resist the passage of trolleys whilst unloading pallets, two heights and **LED** lighting and a **drop-in unit powered by R290**. The **mini cold** room Misa **KLA** with **single block R290** is a **multifunctional** solution, ideal for **preserving and presenting** the products, thanks to the possibility of choosing **glass** doors with tilted shelves for the **self-service sale** in petrol stations. Simple to install and designed for **intensive use**, it boasts **sturdy** components and a greater **versatility**, for its **removable chests**, the **semi-recessed doors** and also offers new **magnetic customisations** on internal and external door panels.

Solutions for every need

On display, also the air condensation units **DropIn Air-cooled** and the **Freeblock Misa monoblock units** designed for medium and low temperatures, performing and sustainable, thanks to the use of **refrigerant R290**, to respond to the needs of an increasingly eco-friendly market. The Drop-Ins stand out for the simplicity of assembly and extreme compactness, guaranteed by the housing of the unit on the ceiling of the cold room. The Freeblocks, on the other hand, have the

evaporator installed on the inside of the panel and of the condenser, compressor and of the electric parts on the outside, for a greater load capacity. Furthermore, the compressor of the Drop-Ins and of the Freeblock compressor is hermetically sealed, pre-charged and tested in the factory, ready for immediate use.

 **Area 6: Perfect Lineup**



The heart of the interaction between store and user is no longer the product, but rather **the experience the Customer can enjoy inside the store**. Consequently, it becomes crucial for Retailers to design the *shopping*

experience, defining new languages of communication and aesthetics: differentiating factors to transform the stores into a true **destination** for consumers.

Structure the identity of each department

Defining the **layout** is essential. The choice of **equipment**, colours and finishes plays a **crucial** role on the behaviour of users inside supermarkets and hypermarkets, in terms of permanence and value of the average receipt. To make self-service fresh and frozen products the true and proper focus of stores, Epta enriches **GranFit Costan** and **SkyEffect Bonnet Névé with exclusive solutions** and renewed aesthetics thanks to the new finishes of the **Finishing Collection**.

Design and visual coherence

GranFit Costan and SkyEffect Bonnet Névé are complete ranges of refrigerated cabinets equipped to **furnish the entire fresh, ultra-fresh and frozen food area** with a single coordinated family of products.

GranFit Costan and SkyEffect Bonnet Névé are available in the following versions:

- ✓ positive verticals **GranVista Next / SkyView Plus**, also available as an **Integral Closed** version

- ✓ negative verticals **GranBering / SkyLight**, also available as an **Integral Closed** version
- ✓ closed semiverticals for frozen products **GranSesia / SkyShine**
- ✓ open semiverticals for fresh products **GranSibari / SkyLook** and closed **GranValdaj / SkySpace**, also available as an **Integral open** version

The perfect integration and alignment between the different models and the possibility to combine them to create infinite combinations guarantees total display coherence. GranFit Costan and SkyEffect Bonnet Névé are presented at Euroshop with a unique guise that represents the finishes **ef** in the **Finishing Collection**. They stand out for glass shelves with fully integrated lighting and for the decorative effect of the materials used on the interior and exterior furnishings that forms a high visual impact making it possible to coordinate them with the serve-over range Outfit Costan and Mosaik Bonnet Névé.

The “champions” of versatility

The new **open semivertical GranSibari /SkyLook** with cascading shelves **and closed GranValdaj /SkySpace** are equally impressive. These cabinets distinguish themselves for unparalleled **merchandising** and for a **linear modern and essential design**, merged with **technical innovation**. These solutions make it possible to insert up to six shelves, for an optimised ratio between floor occupancy space and Total Display Area ratio compared to traditional models and **greater visibility of the products**. **Versatility** is one of the key ingredients of these cabinets. It is possible to choose between **four different lengths, three depths and three heights** (1300mm – 1500mm – 1700mm) for GranSibari/SkyLook that includes **three types of doors** for GranValdaj / SkySpace: straight, inclined sliding or hinged.

First fruits as though
“freshly picked”

The special **Season** version of **GranVista Next Costan and SkyView Plus Bonnet Névé** are also presented. This is a visually striking **set-up**, designed to guarantee an attractive **presentation** of **fruit and vegetables**. GranVista Season and SkyView Season are presented in two versions; Value to position first boxed fruits and Advance to display them on half-moon shaped shelves. The cabinets can be equipped with **nebulisers**, which extends the **shelf-life** of fruit and vegetables which makes them even more *appealing* to the eye of consumers, giving them a “**freshly picked**” look.

One chest, for frozen or fresh products

The area presents the **Tortuga and Cosmos Eco, Dual & Reverse** chests branded Costan and Bonnet Névé with renewed **merchandising**, a larger internal volume, transparent surfaces and sliding lids designed to facilitate the consumer in taking out the products and the employees in loading them. **Tortuga and Cosmos Eco, Dual & Reverse** stand out for the ability to convert the cabinet from negative temperature to positive temperature for flexible configurations, depending on the seasonal or promotional needs of the store.

 **Area 7: Dedicated to your excellence**



Focus on **personality, the uniqueness of each store and the specific nature of its assortment**: this is what **“customisation”** means for **Eurocryor**. Competitive positioning, with renewed values and proposals, **which now also includes an exceptional service**.

This evolution bears witness to the desire of the trademark to be the **ideal partner** for **Clients**, working alongside them, defining ad hoc solutions and being **point of reference** for consumers.

Eurocryor is Puro Stile Italiano

Brand identity is captured in the claim **“Puro Stile Italiano”**, with which Eurocryor affirms its constant search for excellence, visible in the **elegance of design** and **technological innovation**. Expression of the **creative talent of Made in Italy**, known and appreciated worldwide, Eurocryor merges aesthetics and technique, **reinterpreting traditions** to offer solutions designed ad hoc and enhance each category of fresh product, in any **display context**.

Dedicated to your store

Each store has its own **specific features**. Eurocryor works alongside **specialist shops** to define a **visual identity** by proposing **new presentation methods** through **quality solutions** that are **customised** in every detail, from shapes to dimensions, from materials to finishes. Strong point of the trademark is the ability to design furnishings able to enhance the product and, at the same time, to evoke the immaterial and symbolic values that make the Supermarket stand out.

Dedicated to your fresh food

With Eurocryor, perfect display marries best **preservation**. Thanks to the investments in **research and innovation**, the trademark offers specific preservation technologies for every **type of product**, such as meat, fruit and vegetables, cured meats and cheese, confectionery and bread, in the name of **freshness** and **preservation** of their organoleptic properties.

Dedicated to support you

Customisation also embraces “tailor-made” **assistance**, to meet every need. EuroCryor Clients can rely on a **Team of specialists at** their service, able to work alongside them **at every stage**, from design to after sales.

Operator wellness first and foremost

The customisation of Eurocryor cabinets, besides the aesthetic or display aspects, also embraces **the protection of the operation of employees behind the counter**. Eurocryor has studied a cabinet designed with the operators **correct posture** in mind, in accordance with the most recent **French regulations on ergonomics, issued by Cramif ((Caisse Régionale d'Assurance Maladie d'Ile-de-France) and by Assurance Maladie, among the most stringent on the market**. The version presented at Euroshop, in particular, is dedicated to the perfect visibility and preservation of cheese and dairy products but can be adapted to other specific foods. The **Fromagerie** solution is composed of a serve-over module dedicated to the cutting of large whole cheeses and a Tower for the presentation of foods associated with fresh cheese, enhanced like jewels, thanks to a play of lights and transparencies. Finally, **the new “Adaptive System”** provides a continuous adaptation of the evaporator depending on the external conditions of the counter to maintain its temperature and humidity stable.

Dedicated to urban foodies

Lunch Corner is an island dedicated to **food to go** designed to answer to the new habits of city consumption and to the need of customers to compose a complete lunch or dinner meal, combining numerous products. One solution with a creative design is a self-service salad bar on two sides, characterised by total transparency and elegance. It is composed of stainless steel chests of different dimensions to display ready-to-eat vegetables and other complementary foods, typical of Self-Service Take Aways, such as baby mozzarella, croutons and hard-boiled eggs. The solution is completed by an integrated semivertical **Hot Table module** for hot ready-to-eat foods such as pizza, sandwiches and cakes.

Area 8: Circular Bar & Grocerant



Food and knowledge for “circular” sustainability: **Epta**, with the **University of Gastronomic Sciences in Pollenzo** (www.unisg.it), the specialist EptaConcept team and the collaboration of numerous **virtuous**

companies illustrates how to realise a bar or **Grocerant** catering service in a store (**Grocery and Restaurant**), adopting solutions that minimise the environmental impact and promote social innovation. The challenge met was to gather and make several solutions able to respect the principles of the **Circular Economy for Food** interact with each other. This theory is based primarily on the concepts of protecting the natural and cultural capital related to food and co-evolution of more actors that are part of the same system. Re-use, greater efficiency and duration of products, use of new technologies and materials derived from by-products, lowering consumption and the exploitation of resources are just some of the principles to follow in circular development.

Bar & Grocerant meets the Circular Economy

Bar&Grocerant becomes circular as “**place of anthropological food**” intended to **raise awareness among users** in sharing knowledge and increasing social responsibility, the culture of *zero waste*, of circularity and promoting companies which make themselves promoters of change in the economic-social paradigm. The guideline has been to design the set-up, equipment and components for the use of food according to logics of **EcoDesign and Circular Economy for Food**. For example,

the equipment on show features reduced energy consumption, can be disassembled, is made from long-lasting, monomateric, recycled or completely recyclable materials, derived from the enhancement of waste present in the food chain of raw materials or of packaging. All these elements are the backdrop for a **gastronomic offer** that is also developed in a **circular key**, namely privileging those who protect biodiversity and the culture connected to it, who reason in a regenerative manner and preserve soil quality and animal wellbeing and minimise waste along the chain. Stakeholders and guests of the fair are invited to **experience first hand** the results of the partnerships between Epta, the University of Gastronomic Sciences of Pollenzo and the numerous other participating companies, through the **communicative supports present inside the area**, to learn in greater **detail about the innovations proposed** and the studies behind each project.

Tailored care for every detail

The corner is an expression of the eclectic soul of **EptaConcept**, the **department** in Epta Group specialised in shaping **original and made-to-measure commercial spaces, corners, kiosks**, to offer consumers an exclusive experience. Its team of experts works passionately and creatively in **close collaboration** with the Retailers and stakeholders of the Ho.re.ca and Food&Beverage sector to transform each request into a unique realisation. The team is able to offer **turnkey projects**, handling every aspect, from needs analysis, to the choice of furnishings, installation and after-sales assistance.

The Epta solutions dedicated to the Bar/Ho.re.ca Service include the new **Axis and Nuj concepts**, modular **plug-ins** branded Iarp which allow to preserve the products in modules available at **positive, negative, ambient or hot temperature (+30°C / +90°C)** and

realise **infinite geometries** to display the self-service products using respectively **tower** or **counter** configurations.

These are joined by the vertical solution **Rugiada Wine&Beer** dedicated to the preservation and display of wine and beer, the positive vertical **Sun42** for beverages and the small **Counter Glass** to position directly on the counter for impulse buying, all branded **Iarp**.

Dedicated to the Grocerant function, we meet **Ouverture Hot Costan and Bonnet Névé** vertical plug-ins for the preservation of gastronomy and hot pre-packaged dishes and **Rossini Paella Costan and Maxima Modular Paella Bonnet Névé**, serve-over solution with specific set-up to cook and serve the best-known specialities of Spanish cuisine.

Freedom of choice

A priority for Epta Group is to reduce the environmental impact of the activities along the entire value chain. The majority of materials used in producing the cabinets of its trademarks are **recyclable**: out of 100kg of waste produced, 93 are recovered. Epta has also renewed the range of its products for some time, and today they are all available with **natural refrigerant and LED lighting for reduced energy consumption**. These common principles also characterise the solutions for bars and Grocerant on display in this area, but to be circular means succeeding in venturing beyond. Two solutions in particular represent the desire to succeed in being even more sustainable and "circular": **VIC AT GREEN EMOTIONS and LondonMeal**.

Natural, sustainable, recycled

Vic 220 AT GREEN EMOTIONS is the perfect expression of Epta's desire to promote the passage from a **linear economy** (take, make, waste) to a **circular economy** (make, use, recycle), which is regenerative and dialogues with nature. This compact chest for ice cream is made from **100% recycled plastic**, without the addition of further additives and with natural finishes. It also boasts superior energy saving, thanks to the use of **new compressors and components**.

Sustainability meets aesthetics with Vic 220 AT GREEN EMOTIONS: the **metal** panels are completely customisable, available with **wood effect 3D Touch** and made from up to **20% recycled material**.

Your Meal, your Choice to reduce food waste

The spotlight is also on **London Meal8**, the exclusive vending machine of the Iarp City Collection realised in association with **Sirap** – *one of the best-qualified producers of containers for fresh foods in Europe* - and dedicated to the **display and sale of single portions** inside **Meal8®** packaging **by Sirap**, *made from recycled and recyclable material, designed to reduce food waste*. The vending machine is devised to adapt to different contexts, from shopping centres, to public facilities to hospitals and other common areas and proposes a **customised menu** that is **nutritionally healthy and balanced**. It is completed by a **beverage**, dressings and cutlery, mixing the ingredients of the modular **Meal8® modules by Sirap**. London Meal8 is an ingenious solution to contribute to the diffusion of **a conscious diet**, which is attentive to the reduction **of food waste**: the division into different packages optimises the expiries according to the type of food, always exploiting 100% of the useful life of each product.

Grocerant Partners

In addition to the Epta solutions, there are furnishings, equipment and components of numerous partners that work together for a common goal: **show that it is possible to realise a space destined to the bar and/or catering sector in a circular key**. Below is a list of the hosted companies and their products, chosen as an example of best practice with a view to a circular economy for Food:

KEO Project is a design company from Piedmont, which stands out for eco-solutions that apply environmental and economic sustainability principles. The Stand welcomes *Sedie del Torchio* furnishings, namely

tables, chairs and armchairs obtained from barriques for ageing wine which are no longer in use.

Wega is a long-standing producer of coffee machines, committed to creating environmentally low impact products with a special attention to energy saving. It uses the best technologies available on the market to reduce consumptions and to make the bartender's work easier.

BWT Italia is leader in Europe in water treatment systems. It is engaged in the search of innovative, ecological and sustainable technologies to improve water quality and protect resources. AQA drink 30, a dispenser that refines and improves mains water, making it chilled and sparkling is present at the Epta stand. AQA drink 30 is useful to reduce the consumption of plastic in work environments.

Novamont is an international leader in the sector of bioplastics. It promotes a model of bioeconomy based on the efficient use of renewable resources and territorial regeneration. From Novamont's research comes MATER-BI, the family of biodegradable and compostable bioplastics, developed to provide solutions to specific environmental problems.. Novamont participates in the Circular Grocerant with cutlery, glasses and films in MATER-BEI, biodegradable and compostable bioplastic.

Lucart is an Italian industrial group of international fame, one of the European leading producers of tissue paper and airlaid products for hygienic sanitary use and thin monoglazed paper for flexible packaging. The company has inserted napkins in Fiberpack ® inside Epta's Euroshop stand. Virtuous and multiple award-winner, Fiberpack ® is the material obtained from the recovery of cellulose fibres present in TetraPak type cartons for beverages. Lucart recovers 100% of beverage cartons composed by 74% not bleached cellulose fibre, 22% polyethylene and 4% aluminium,

Lavazza, established in 1895 in Turin, the Italian roaster has been owned by the Lavazza family for four generations. Among the world's most important roasters, Lavazza is the leader in the Italian Retail market and present in over 140 countries worldwide, with a turnover of 1.87 billion euros in 2018. Inside the bar areas of the Epta stand, it is possible to taste its iTIERRA! Brazil, a premium blend of the top Brazilian Arabica qualities and "Washed Conillon", a fine, carefully selected washed Robusta.

An intense espresso with hints of chocolate that contains coffee from Lambari, Minas Gerais, where Lavazza supports communities of small-scale farmers helping them to adopt agricultural techniques in order to improve coffee quality, facilitate market access and tackle climate change.

Area 9: Food&Beverage Space



In the **Food&Bev** sector, the brand is a fundamental **competitive lever**: a group of **values** and **ideals** that the customer can identify with. It is a **tangible and affective component** that covers functions of identification,

orientation and guarantee, **physically represented in the store**. Businesses are called to become **promoters of brand communication** through the creation of a universe of symbols and meanings that develop around the product.

Customisation & brand image

Sensorial stimuli, fruit of an attentive **study of the set-up and display of products**, play a crucial role in ensuring that the Customer feels **part of the world represented** by the brand. **Epta**, with **Iarp**, has always been committed to designing **refrigerated furnishings** characterised by the highest level of **customisation**, for perfect coherence with the **message transmitted by the brand**, with what makes it stand out and makes it closer to the reference target thereby helping to **strengthen brand value**.

Iarp Cool Emotions, "Emotions in the cabinet"

A tangible example of the **innovative strength** of the brand is **Iarp Cool Emotions**, a vast range that is constantly evolving, able to respond to every display need, from **bars**, to **ice cream parlours to restaurants**. A complete family of plug-ins with an *urban chic* and a

homogeneous *look&feel*, Iarp Cool Emotions is made unique by the **Led lights** on the **external profiles** of the cabinets, which attract the eye of the consumer, maximising the impulse to buy. The **digital print** directly on the sheet metal lends an artistic touch to the line, guaranteeing extreme customisation of the cabinets, for an original and appealing design, in every context. It is a technology that responds simply and quickly to every need and makes every furnishing unique, whilst empowering the **brand awareness** of the players of the **Food&Bev** market and of the operators of the **Ho.Re.Ca.** sector. These plug-ins are a combination of **aesthetics, flexibility** and **technical performance** and also stand out for their **reliability and sustainability**, thanks to the choice of **natural gases** (R290 and R600a) and to a specific refrigeration system that ensures elevated operation, **reducing maintenance interventions**.

Creativity applied to technology

The vast range is represented by **scooping Delight** for lovers of loose ice cream and the **open semiverticals Joy** for beverages; **Vertical Glee with doors**, available with both positive temperature for beverages, snacks, *ready-to-eat* dishes or salads and with negative temperature for packaged ice cream or frozen products, are now also available in the compact versions **Glee Mid and X-Slim**; **Excite**, a compact ice cream cabinet which can be positioned on top of the counter and **Super Excite** which is ideal for the back counter. Finally, **Passion** joins the range for the Asian market. It is a horizontal ice cream display cabinet for use with **Amaze**, the double temperature top, to create a combined cabinet that increases the display ratio in convenience stores and in petrol stations.

Stay connected!

To follow the trend, which sees the birth of increasingly intelligent and connected plug-ins, the new **IoT package**  which allows remote monitoring of the cabinet is also presented. These functions, applicable to all other models of Iarp Cool Emotions and available as a retrofit

solution, **analyse the parameters** of the plug-ins, to gather information on the **temperature**, **geolocalise** the furnishing and manage the **alarms**. The IoT package provides *tailor-made* reports and obtains precise feedback on **sales performance, habits and preferences** of the consumers, facilitating the continuous improvement and ability of the operator to respond to the desires of their customer.

We are on air

The **open semivertical Joy 30 Smart Screen** is also a star at Euroshop. it is equipped with a **14.9" LCD screen** perfectly positioned to show **commercial contents** and **campaigns** with audio and video in 1080p HD. It is a highly **interactive** plug-in which interprets the expressive potential of the range and is able to **actively engage customers** and stimulate *impulse buying*.

Area 10: Omnichannel Universe



The expansion of **e-commerce worldwide** is a strong signal of the evolution in consumption habits. Eurostat data published in January 2020 indicate that more than **7 out of 10 users** have made online

purchases during the 12 months before the search, with a growth of **78%** of consumers between 16 and 24 years of age and of **76%** between 25 and 54 years of age. Investing in the **omnichannel universe** is now a must: drive, click&collect, home delivery, virtual store... are valid tools for Retailers to offer Customers maximum freedom and purchasing convenience.

Meeting between cold and click&collect

Epta supports **Retailers** with **#EPTABricks** in the comparison with operators specialised in online sales. These are practical lockers that allow consumers to pick up food and non-food products ordered online on the Supermarket's website, wherever and whenever they want, even outside shop opening hours. Designed to ensure consumers the highest flexibility, they are available in the **Indoor** and **Outdoor** version and consist of controlled temperature modules: the **#EPTAdryBricks** are intended for **dry products**, **#EPTAfreshBricks** and **#EPTAfrozenBricks** guarantee the preservation of **fresh and frozen articles**. They have become even more **compact**, thanks to **the communication screen (Master) integrated** inside the columns of the lockers. **#EPTABricks** can be positioned anywhere and are particularly suited for **points of**

interest like **work-home route**, inside or close to **large Companies**, close to **shopping centres** or **petrol stations**

A win-win solution for Retailers and the environment

There are many factors driving Retailers to invest increasingly in this mixed formula of online purchase and collection by the Customer in the city. Firstly, it allows them to win **market shares**, in response to the growth of e-commerce operators, offering a system that combines **convenience and sustainability**. #EPTABricks do away with home delivery, ensuring an **efficient management of the last mile** and a reduction in the *carbon footprint*, thanks also to the use of the refrigerant **propane R290**. They also allow to make the most of the **city centre**, and intercept the flow of this strategic area where a new type of demanding consumer is moving in search of a **fast shopping solution** during short daily journeys. They contribute to increasing sales, thanks to the **simplicity** in making the **orders online** using a system that connects to the e-commerce platform of the Supermarket, ensuring an experience of interactive purchase and the availability of the articles, 24 hours a day. Finally, the 24hr **Telemonitoring** service is synonymous with maximum operational continuity, ongoing monitoring of all the parameters and timely interventions when needed.

Epta InnoVillage



Innovation is the Epta Way for Excellence: a true vocation that directs the way of being, operating and production of the Company, always focused on sustainable progress. With the goal of offering new business inspiration to its Clients, the Group has designed an area called **EptaInnoVillage** inside its stand where new ideas reside. A route to discover original and creative projects, developed by companies and start-ups projected into the future that can increase the success in the sector, with creative and tangible solutions.

FRESCO FRIGO: the automatic sale of fresh foods available 24/7, anywhere and with smart payments.

In association with Epta, the Company has developed a refrigerated cabinet that can be installed inside numerous contexts, from offices, gyms, residential complexes, universities, to hotels, to create evolved snack points. Thanks to a dedicated App and to a personal code it is possible to order, pay and unlock the fridge to remove the chosen products.

FEATFOOD: healthy and balanced meals, tailor made for every food plan

FeatFood offers a complete menu of healthy foods, delivered *ready-to-eat*, to guarantee balanced meals able to provide the correct nutritional content depending on the goals of each single user and his/her food profile. FeatFood makes it possible to choose from among 20 dishes a week, with combinations of recipes designed by a team of specialists and with the guidance of a nutritionist. The Company presents its menus in evolved refrigerators positioned in affiliated spaces, such as snack

points of stores, work places, offices, fitness centres and hospitals. It has also opened its first FeatFood Restaurant in Milan.

PROCUSINI: 3D food design prints, for any type of commercial kitchen

The Company presents a complete *plug&play* system composed of a 3D printer and a range of refined foods to print in various forms. The solution is ideal in the bakery, confectionery, professional catering sectors or gastronomy events and grocerant in stores.

TRACXPOINT: shopping and checkout thanks to Artificial Intelligence

The Company has designed and produced an automatic checkout system based on Artificial Intelligence. For customers it means the **pleasure of shopping at a reliable store**, which responds effectively and quickly to their needs. It allows Retailers to gather data on the consumers via key points during their store journey, facilitating a better efficiency of cash registers and strengthening the quality of their relationship with suppliers and customers.

CULTIFUTURA: its products change the way people interact with and understand their food by integrating vertical farming into daily life.

Our products change the way people interact with and understand their food by integrating vertical farming into daily life. We aim to impact the culture of any workspace and unite people through the passion of growing your own food and making the world more sustainable. Growblock is a fully automatic urban farming system, where individuals living or working in a community can have a personal space to grow the food they choose. The system requires minimal user intervention and grows nutritious, pesticide-free produce ranging from salads to rare varieties of peppers, tomatoes, flowers, or herbs. Supported by a social platform, Glowblock also allows users to share, trade, and create a community. The product is ideal for corporations as a community building and sustainability initiative, but can also support restaurants, cafeterias, or retail shops. We combine the technology and efficiency of vertical farming, with the human desire to grow your own food and be part of a community.

Cultifutura is a start-up created by a synergy between Epta and Corporate Hangar, a Milan-based innovation accelerator.

EptaService



“Great Expertise at your Service” thanks to a **highly professional team**, to support Clients, step after step, during the **entire lifecycle** of stores, like a single

team: **this is EptaService**. It is a proposal split into **multiple services** to satisfy every need, ensuring the **highest saving** in terms of management costs and full **respect for the environment**. Thanks to a **staff** equipped with **cutting-edge technological tools**, EptaService guarantees **comprehensive assistance** and **qualified consulting**, establishing a relationship of long-term **trust** with their clients, who

entrust themselves to the Group for design, financing, installation, management and maintenance. In the era of **servitization and digitalisation**, the range of EptaService solutions puts retrofit and maintenance alongside numerous other options that include remote monitoring, now also available for plug-ins, purchase of spare parts on the e-commerce catalogue and new methods of on-site intervention by app connected with the cabinets and devices with augmented reality.

Much more than a spare parts catalogue

Epta's e-commerce platform available on PC devices, iOS and Android, is now even more practical and intuitive. This allows users to verify, in real time, the availability of components by a **fast and simplified search in two different ways (name, cap code and production date** to browse the **3D tables** of the model/serial number and filters **by categories)** and purchase **the spare parts directly online**. Maximum flexibility, **responsive delivery times**:

The new centralised and automated warehouse makes available **32,000 codes**, guaranteeing deliveries in **24/48 hours**. The most recent developments of the platform see the creation of an area **dedicated to the client** where, by means of a simple click, he/she can check all the active services, have evidence of the services of his/her store and be up-dated on the novelties available. Therefore, no longer just an e-commerce catalogue but a customisable environment for the single client, available online and consultable from every device to keep up-dated.

Master the Global Life Cycle Management

The event will be the occasion to illustrate the characteristics of the new **Fleet Management** with which EptaService proposes an *all-in-one* solution for the **all-round management of fleets of plug-in refrigerated cabinets on behalf of third parties**, optimising the

costs. The **numerous services** include financing, supply and storage of plug-in solutions, delivery to store/bar, monitoring, preventive maintenance, on-site intervention, end of period collection and reconditioning. Fleet Management follows the entire **Life Cycle of the refrigerated cabinet with special attention to the Total Cost of Ownership**.

Service 4.0

The continuous monitoring of efficiency and consumption of a CO2 transcritical system is essential to guarantee ongoing performance and reliability, from commissioning to the end of life of the unit.

The new CO2 Dashboard of Epta Service is able to monitor in real time COP (Coefficient of Performance) and consumption of the single unit and of the fleet thanks to evolved algorithms that enable normalisation of KPIs and comparison between units with different characteristics.

Connected Coolers

With EptaService, the cabinets of the Epta trademarks are enriched by the **IoT feature** that enables remote monitoring, to allow Clients to **identify, monitor and manage the cabinets**. The IoT technology enables **real time analysis of the main parameters** of the cabinets, including temperature and humidity (to guarantee the best preservation of the products), position of the cabinets through **geolocalisation and frequency of door opening** (useful to analyse sales performance). The IoT also manages the **alarms** and **monitors the energy consumption** of the plug-in cabinets.

Eptaservice Check App

To simplify **interventions** on refrigeration cabinets **EptaService** exclusively offers technicians on the field the new **APP EptaService Check**, available for mobiles and tablets. The APP, which is currently available for the Velvet

range, functions on all Epta cabinets equipped with a special circuit board that enables the connection of the cabinet to a **Wi-Fi network**.

The many features included within the APP EptaService Check allow it to read and rewrite the **configuration of the cabinet** and of the utilities connected in total simplicity and to check its parameters in real time as well as receive, validate and handle the **alarm signals** and the error situations, representing a valid tool to support refrigeration technicians.

 **THE COMPANY AT A GLANCE**

- ▶ **Name:** Epta S.p.A.
- ▶ **Headquarters:** Via Mecenate, 86 – 20138 Milan – Italy
- ▶ **Business:** European group and global partner in the commercial refrigeration sector for Large-Scale Retailing
- ▶ **Chairman and Chief Executive Officer:** Marco Nocivelli
- ▶ **Employees:** approximately 6,000
- ▶ **Web site:** www.eptarefrigeration.com