

PRESSKIT 2018

EPTA GROUP

#EPTAEXPERIENCE IS THE WAY TO CHILLVENTA 2018

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 **EPTA @CHILLVENTA 2018**

**Epta, an
integrated and
reliable
partner**

Epta – a multinational group specialising in commercial refrigeration – has set itself the challenge of guaranteeing Retailers **solutions with a natural coolant, available all over the world for any climate condition. The solutions can be customised** to suit any store, regardless of size, and are designed to offer outstanding performance. Epta will be presenting itself at **Chillventa** as an **integrated and reliable partner**. The event will be an opportunity to show international visitors its systems, which offer the **greatest reduction in environmental impact and resources used**. The result is refrigeration that is **simply ingenious**, as expressed by the concept adopted for the fair: “**How can natural refrigeration be as simple as it is ingenious? #EptaExperience is the way**”. It is a principle which will be interpreted in the four corners dedicated to showcasing its key innovations: the **FTE Full Transcritical Efficiency system, the self-contained solutions with a natural coolant, Misa coldrooms and the exclusive services offered by EptaService**.

Epta in numbers

Epta boasts a very strong global competitive position that is well balanced both geographically and in terms of its coverage of different business areas, thanks to its brands **Costan, Bonnet Névé, George Barker, Eurocryor, Misa, Iarp and Knudsen Køling**. Headquartered in Milan, Epta employs almost **5,000** people and has a highly extensive global sales network. In 2017 it had revenues of **888 million euros** and a production capacity of **200,000** units. By combining the expertise and unique know-how of each brand with systematic research and development, the Group is able to anticipate the most innovative global trends and help its Customers reach excellent levels of performance in the **Retail, Ho.Re.Ca** and **Food&Beverage** sectors.

**Core business:
complete
systems and fully
comprehensive
post-sales
services**

The Company has positioned itself in the domestic and international markets as a single partner that is able to produce and commercialise complete systems for refrigeration, thanks to the integration of the product lines offered by its brands, such as: **traditional positive and negative temperature refrigerated cabinets, plug-in cabinets, cold rooms and medium and high capacity refrigeration systems.** The Group's broad and diversified offer is ideal for Retailers who want to turn to a single partner for the development of structured turnkey projects on a global scale. The group is able to assist its Customers on all aspects, from the planning of the store layout to the personalization of systems, thanks to the professionalism of **Epta Concept team** and the exclusive post-sales assistance and consultancy service provided by **Epta Service.**

**Epta and the
challenge for
sustainable
refrigeration**

Epta has always designed solutions that are ahead of their time: the market's transition towards a **more sustainable form of refrigeration** has **provided the Group with an opportunity.** At Chillventa, it will be presenting systems that provide the perfect response to **F-gas regulations;** in the wake of the measures imposed by the **Kigali amendment,** these solutions have become a must-have for Retailers wanting to **ensure their stores are "naturally" green.**

**Welcome to Epta
Deutschland
GmbH**

Epta Deutschland GmbH Epta Deutschland GmbH is one of the leading sales and service companies for commercial refrigeration technology in the German food retail industry. Epta is also Germany's sole distributor of Henny Penny and Taylor Company products. These include **high-volume pressure fryers, combi ovens, and heated holding cabinets,** as well as **soft serve ice cream and frozen yoghurt machines, milkshake machines, and two-sided grills.** As part of the Epta Group, the company covers the entire product lifecycle: from development to on-site

assembly and installation to support services. In Germany, the company employs around **350 staff** and generates approximately **100 million euros** in revenue.

Epta is an established partner in Germany and serves all major food retail companies as well as small and medium sized enterprises in the refrigeration trade. Other customers include **mineral oil, catering, and logistics companies**. Customers have access to a **24/7 service centre** in Mannheim, Germany, where they can order replacement parts or call a service technician at any time. The service covers the whole of Germany and all Henny Penny and Taylor Company products.

**How can natural refrigeration be as simple as it is ingenious?
#EptaExperience is the way with FTE, Full Transcritical Efficiency**



Simple, Industrialised and Reliable: these are the characteristics of the **CO₂ FTE transcritical system**. FTE is the protagonist of the stand: overcoming the current limits of

transcritical technology, it makes the Group a promoter of a new standard in the field of natural CO₂ refrigeration. This system matches simplicity and performance, with a **tested 10% energy savings** (compared with traditional CO₂ systems) with **installation and maintenance costs that are 20% lower**. The importance of the system is confirmed by the fact that it received different awards, including, the **German Refrigeration Award and RAC Cooling Industry Award 2017**.

“The secret ingredient” of FTE

The first attribute is the use of flooded evaporators, which leads to a significant reduction of the difference between fluid evaporating temperature and display cabinet temperatures (the evaporation temperature is increased) and thus a reduction in energy consumption. This is a simple solution, because only a multilevel liquid receiver - the real heart of the innovation - has been added to a traditional system. It is a **revolutionary** solution which has been factory-tested and tested in a live environment and is available **on a large scale**: in fact it guarantees utmost reliability, practicality and efficiency for retailers **worldwide**, thanks to its outstanding performance standards in any climate. The system also reduces the discharge temperature of the compressors, ensuring the best performance even at high temperatures, and reliable lubrication. This is crucial for promoting proper and ongoing

operation through time, and ensuring the part itself has a longer lifecycle

BITZER endorsement

For this reason, the new FTE has received **a special endorsement from BITZER** – the renowned global compressor manufacturer – which gave the new system an award for its outstanding performance and the protection it affords the parts. The certificate states: *“This is to certify that Epta has developed a highly innovative, energy-efficient CO₂ solution with reliable **BITZER** compressors, which maintains an uninterrupted cold chain in all climate conditions. Especially in combination with ECOLINE+ reciprocating compressors, BITZER sees the new FTE technology as a major step in the right direction towards the environmentally friendly use of refrigerants in commercial refrigeration, combined with energy efficiency in high ambient temperature regions.”*

FTE, a worldwide success

Chillventa will also give **Epta** an opportunity to present positive figures and the results of measurements taken from real applications of its innovative **FTE** technology, which already boasts over **140 successful installations**, such as at **Wentworth Point (Sydney) in Australia, Santa Fé in Argentina or Alicante in Spain**, all of which have confirmed the values yielded by the preliminary theoretical studies.

A new standard in CO₂ refrigeration in Europe

The outstanding performance of this solution is confirmed, in keeping with the group’s objective to achieve ongoing improvements, by the fact that the **FTE** is part of the **Life C4R – Carbon 4 Retail Refrigeration project**. This initiative is funded by the European Union, and is geared towards defining new technologies and standards for natural refrigeration in Retail, as stipulated in the **European LIFE17 programme**. LIFE17 sets out to encourage measures to safeguard the environment and the climate. It promotes more than 35 projects divided into two main areas, Adaptation and Mitigation. The activities include measures to prevent fires in the hottest areas of the Mediterranean, projects to reduce coastal erosion and flooding, and initiatives that aim

to reduce the effects of climate change in cities, with a more responsible management of green areas, resulting in cleaner air.

**A new standard
in CO₂
refrigeration in
Europe**

The EU has identified FTE technology as one **deserving** particular attention, thanks to efficiency which significantly reduces greenhouse gas emissions when compared with traditional systems. As a result, it has been incorporated into the Mitigation area of the LIFE17 programme.

The **international LIFE C4R project** will last 3 years. It will aim to develop management protocols for the FTE system in terms of technical aspects, marketing & communication. At the end of the process, LIFE C4R will certify FTE technology as the **standard industrial solution in all of Europe for the future of CO₂ refrigeration.**

 **How can a waterloop and 100% natural coolant be the smartest system for small and medium store formats?**

#EptaExperience is the way with EPTABlue Natural

Chillventa will provide a chance to get up close with Epta's 100% natural cutting-edge solutions designed to meet all the needs of **small-to-medium-size stores**, thanks to self-contained elements which work solely with natural fluids such as CO₂ and hydrocarbons. **From solutions equipped with the EPTABlue waterloop with water condensation** to those with an **integrated natural gas unit**.

This innovation is the result of Epta's design work to meet the needs of **neighbourhood stores, minimarkets and convenience stores**. It aims to make it simpler to install refrigeration systems in small premises, thereby overcoming the need for a machine room whilst at the same time cutting energy consumption and noise. With **EPTABlue Natural**, TN and BT fixtures are supplied **with their own onboard refrigeration unit**: a solution that actually transforms every cabinet from a remote unit into a **cabinet with an incorporated unit**, harnessing a **waterloop** which can be cooled with a **Dry Cooler**.

**Reliability
comes first**

Cabinets fitted with **EPTABlue Natural** are also supplied with variable speed BLDC compressors. These make it possible to adapt the refrigerating capacity supplied to suit the load of the refrigerated unit and external conditions. Factors include store visitor numbers, alternation between day and night and the seasons; all to ensure the environment is respected in full. A further strong point of **EptaBlue Natural is its reliability**. Every unit is tested, loaded, programmed, optimised and sealed within the factory. This approach has been conceived to pass even greater savings on to Retailers. Not only does it remove the need for the annual inspections stipulated by the F-Gas Regulation to check for any leaks, it also reduces the costs involved in recharging the coolant.

Outstanding references

The reliability of **EPTABlue** is guaranteed by Epta's longstanding **experience** in installing waterloop systems, with a total of over **150** stores worldwide.

 **How can coldrooms be combined with flexibility, easy installation and reliability?**

#EptaExperience is the way with Misa Coldrooms



Chillventa will offer the chance to put the mastery of **Misa** under the spotlight. **Misa is a brand** specialising in manufacturing commercial coldrooms for retail and Ho.Re.Ca. as well as industrial coldrooms. The wide selection of elements combined together

showcases the quality of the materials used, the top-flight technology adopted, and the highly modular assembly of the solutions.

Excellence performances

Misa boasts a number of **patents** which enable it to produce the international market's **best-performing isothermal panels**. Several characteristics make this brand unique. They include the decision to make **plastic-coated panels** in non-toxic PVC steel to ensure a longer-lasting product which is easy to clean and perfectly hygienic. Misa solutions also underscore the pivotal nature of its research, combined with constant efforts to reduce environmental impact. It endeavours to reduce the thickness of the coldroom walls by offering a panel which is thinner whilst at the same time providing greater thermal insulation. It is an innovation which has cut CO₂ emissions and the carbon footprint. This result has been made possible by the **patented production system for Misa insulating panels** (MVS – Misa Vacuum System), which involves creating a vacuum during the injection phase in order to limit the amount of polyurethane foam used. The brand also harnesses the revolutionary **Pascal™ Pro** technology, which reduces the average density of the panel to 1.5 m³

per wall, thereby improving thermal insulation. Combining Misa solutions with the **Pascal™** system has made it possible to achieve thermal conductivity of $\lambda = 0.0205 \text{ W/MK}$, which translates as a **+11% increase in the insulation capacity** of a coldroom. All of which makes for even greater energy savings.

Care for the environment has also meant taking the decision to eliminate HCFC and HFC expanding agents from the MVS system. These have instead been replaced by **pentane**, the molecule which degrades easily and without polluting.

Unbeatable Food Safety

Misa is a byword for excellence and safe food, evidenced by the **HACCP based Food Safety Programme** certification. Misa voluntarily opted to undergo the inspection and control process, thereby becoming the **first brand** in the field to achieve this certification.

A "barrier" against bacteria

In addition, all Misa solutions are treated using the **innovative antibacterial system** harnessing silver ions, **Epta Food Defence**. This technology has been designed to improve **food safety** of products inside cold storage units. It can prevent, combat and eliminate many different bacteria species, including the most well-known and hazardous types, as the silver ions prevent bacterial proliferation and at the same time promote antimicrobial activity.

The antibacterial properties are applied straight onto the sheet metal of the storage unit to provide **total protection**, 24 hours a day, 7 days a week, covering the whole product lifecycle.

In addition, the protective film is suitable for contact with food substances and staff usage, in compliance with Ministerial Decree dated 21 March 1973 and subsequent updates, as well as European Directives 78/142/EEC, 80/766/EEC, 82/711/EEC, 85/572/EEC, 90/128/EEC, 92/39/EEC.

Top flexibility

Flexibility is the calling card of the brand. It is achieved with the **complete systems** it produces, the 360° service offered, and the wide range of **accessories** such as shelving, lighting and doors, all on show at Chillventa. In addition, customised solutions are offered alongside the standard models: Misa cells are in fact available with **modular panels**, so the size of the coldrooms can be adapted to meet any requirement.

Easy to assemble and dismantle even by non-specialist professionals, thanks to the **patented FAST-FIT systems**, panels and corner units can be hooked together and flawlessly aligned, whilst the **FASTENERS** ensure all the parts can be tightened precisely and safely. These two innovations mean it is no longer necessary to use silicone during assembly, guaranteeing maximum non-toxicity and at the same time improved insulation of the coldroom from the outside.

The solutions presented

Misa will also be presenting **Freeblock**, a freestanding block designed purposely for mini-coldrooms: this compressor harnesses the **R452A** coolant from the **HFO family** of hydrofluoroolefins which boast a low GWP (Global Warming Potential). It currently represents the best response in a market which, in accordance with international directives, is demanding increasingly high-performance, eco-friendly systems. The **Freeblock** compressor is also hermetically sealed and leak-proof, pre-charged and tested in the factory, making it ready for immediate use.

The vast range of **industrial flooring** with various levels of robustness, suitable for all needs, will also be on show: from the "walkable" PED with a static load limit up to 1,500kg/m² to the P1000 IX reinforced floor suitable for vehicle passage with a static load limit of 5,000 kg/m². Last but not least, the range is rounded off by the **many types of doors available**: leaf, sliding or glass.

How can a service be so connected with any store requirement? #EptaExperience is the way with EptaService



To compete in today's market retailers must increasingly focus on maximum efficiency for their business processes and operational continuity: selecting first class technical service therefore represents a major point of difference between retailers. Epta has always offered a **total solution** combining complete systems with a high level of operational and energy performance within **a wide range of post-sales services**. **Epta Service** offers the finest support teams: technical experts who work actively with Retailers to offer professional advice, retrofit solutions and telemonitoring programmes with the aim of improving the performance of its Customers.

**EptaService Radar:
to be close even
from afar**

An exclusive and highly flexible remote monitoring service which can be adapted to individual customer's requirements. Epta Service are able to connect to stores through a remote access system and analyse the operating parameters of cabinets, manage alarms and create tailor-made reporting for every Customer. Operating **24h a day, 7 days a week, EptaService Radar Telemonitoring** ensures predictive diagnostics and prompt interventions in the adjustment of the system parameters, to guarantee the highest level of energy and operational efficiency.

**The Customer
Service that you
always wanted**

Epta Service **Customer Service** can guarantee high added value through its team of highly qualified professionals. Epta Service is able to respond promptly to every requirement: from the

preparation of quotes, to technical advice, the planning of preventive maintenance, repair and retrofit work, and the creation of bespoke maintenance programmes.

Retrofit so you can always be in step with the times

Epta Service carries out **retrofit improvements** on cabinets and refrigeration systems to ensure compliance with the new **F-Gas regulations**. At the same time changes can be made to raise operational performance of installed systems to achieve a high level of **energy saving**. In this regard, Epta Service can replace synthetic refrigerating gases with other gases that have a lower global warming potential (GWP), add doors or covers to cabinets, new higher performance fans and LED lighting systems.

An experienced Team to guarantee prompt support, thanks to the new App

A **rapid, effective and widespread repair service** guaranteed every day by the professionalism and knowledge of the Epta Service teams, who attend periodic technical refresher courses on the most recent innovations and operate in accordance with the **QSE** (Quality Safety & Environment) certification. The Teams are able to precisely assess the actual performance of every system, establish the cause of any breakdowns and suggest the best intervention option through the use of the latest digital instruments, like the **Epta Customer Service App**, a tool that can follow them during each phase of their work: from programmed to reactive maintenance, with functions such as parts ordering and stock management.

 **OTHER DISPLAYED SOLUTIONS**

Epta Eco₂Small Compacta



Eco₂SmallCompacta is the condensing unit for low and medium temperature. It is the ideal solution for convenience

stores and hard discount stores, as it provides the best ratio of efficiency to minimum space occupied. Extremely flexible, it can be installed both inside or outside small stores which do not always have a plant room. Lastly, it is possible to install it even in corners or

against a wall thanks to its compact dimensions and the access from a single side for

Inedit configuration with Mambo Next Costan and MultiFresco Plus Bonnet Névé



maintenance.

Costan and **Bonnet Névé** present haslaunched **Mambo Next and MultiFresco Plus**: a **compact semi-vertical plug-in**, that is ideal for **small retail areas, minimarkets and convenience stores**, ensuring better management of spaces and fresh food categories.

Boosting sales through **excellent presentation**: thanks to an **exclusive glass top** that **exploits a store's ceiling light**, the **visibility of items** is further improved to promote higher stock rotation. Another advantage of the new plug-in cabinet is its **cascade**

shelving with two different depths, enhanced **by the 7° inclination of the doors**. This feature significantly improves **the ergonomics of the cabinet**, offering consumers a **perfect view of all products** from all angles.

In keeping with the **Family Feeling** of the **Tango Next / MultiFresh Plus** vertical plug-ins for fresh packaged foods and **Valzer Next / MultiFreeze Plus** for frozen foods, **Mambo Next and MultiFresco Plus** contribute to creating a **homogeneous and elegant image in the store** and highlights a superior quality to the items on display. Thanks to the use of the **R290 natural refrigerant gas** the cabinet also has a low environmental impact.

Mambo Next / MultiFresco Plus combine **increased capacity and minimum floor space** with high levels of versatility, thanks to the possibility of **infinite combinations, such as island configurations**, for a more captivating presentation and a **new perspective** on fresh foods, **or placement amongst ambient shelving**, for cross-selling opportunities.

THE COMPANY AT A GLANCE

- ▶ **Company name:** Epta S.p.A.
- ▶ **Headquarters:** Via Mecenate, 86 – 20138 Milano – Italy
- ▶ **Scope of usiness:** European Group and Global Partner in commercial refrigeration for the food retail sector
- ▶ **Revenues :** 888 million euros
- ▶ **Chairman and CEO:** Marco Nocivelli
- ▶ **Employees:** almost 5.000
- ▶ **Web site:** www.eptarefrigeration.com