



COMPANY PROFILE

Figures

Epta maintains a very strong, well-balanced competitive position worldwide, both in geographical terms and in its various business areas, thanks to its commercial brands: **Costan, Bonnet Névé, Eurocryor, Iarp and Kysor Warren** and its sub-brands **EptaConcept, EptaTechnica and EptaService**. Its strategy of **focusing on the core business of commercial refrigeration** aligns with its ongoing **vertical and horizontal international expansion**. Operating from its headquarters in Milan, Epta has more than **8,000** employees and a **widespread presence**, guaranteed by **40 technical and commercial premises**, a presence in **over 100 countries** and **11 production sites** in Limana, Solesino and Casale Monferrato in Italy, Hendaye in France, Bradford in the UK, Porvoo in Finland, Columbus in the USA, Rosario in Argentina, Çorlu in Turkey, Qingdao in China and Cha-Am in Thailand. The Group stands out as a result of its ability to stay ahead of global trends. In focusing on **innovation and sustainability**, it supports the growth of its Clients in the **Retail, Hospitality, Food&Beverage and Ho.Re.Ca. fields**.

Epta's growth plan

The Group's development plan sees growth along internal and external lines. This is based on three cornerstones: **acquiring companies that complement the Group's core business, entering new countries and consolidating existing partnerships**. Epta's strength is also born out by its continued investments in **technology and innovation** totalling **33,9 million Euros in 2023 alone**, with over 270 employees working across 10 R&D centers and 1 innovation center dedicated to researching technologies that, **in compliance with the latest international regulations on Energy Labelling, EcoDesign and ergonomics**, combine **maximum efficiency** with a **reduced carbon footprint**.

Valuable expertise

Thanks to the experience and combined forces of its brands **Costan**, **Bonnet Névé**, **Eurocryor**, **Iarp** and **Kysor Warren**, the Group establishes itself as a trusted partner in both domestic and international markets, **manufacturing** and **supplying complete refrigeration systems** through the integration of specialised product lines, including: **both positive** and **negative temperature remote cabinets, built-in cabinets**, as well as **small, medium** and **high-power refrigerator units**. Furthermore, thanks to a **team of qualified experts**, Epta can work alongside its customers every step of the way: from **eye-catching premises** designed to measure by **EptaConcept** staff, to creating and installing refrigeration systems thanks to **EptaTechnica** and after-sales **assistance and consultancy** guaranteed by **EptaService**.



A COMPREHENSIVE OFFERING BY EPTA

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



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



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



Eurocryor, Puro Stile Italiano, was established in 1991 in Solesino, in the province of Padua. It distinguishes itself on the market for being a **premium brand** specialising in producing **tailor-made solutions**, for furnishing and customising **top-tier food stores**. Eurocryor's strength lies in its ability to develop solutions for **showcasing unique features of shops** and **placing**

the particular aspects of each food type in the spotlight, as well as its unparalleled expertise in **customising** cabinets.



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



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



EPTA: SUSTAINABILITY AT THE FOREFRONT

A **pioneer in the design** and development of **high-performance technologies based on natural refrigerants** such as hydrocarbons and CO₂, Epta boasts the distinction of having been **the first to implement a CO₂ system in Europe in 1999 in Sweden**, combining sustainability with energy efficiency.

Epta's strategic choice, which has proven successful, has enabled the Group to **anticipate market trends** and introduce innovations which offer **clear and quantifiable benefits**. The natural refrigerants employed in Epta's refrigeration systems not only have an **environmental impact 4,000 times lower** than the commonly used hydrofluorocarbons but also guarantee **superior efficiency, resulting in energy savings over 20%**. A significant figure considering that refrigeration is one of the most **energy-intensive sectors**, accounting **for 40% of the energy consumption** of a medium-sized supermarket.

New F-Gas Regulation: the future of Natural Refrigeration is now

Epta welcomes the **new European regulation (EU) 2024/573 on fluorinated gases**, which recognises **natural refrigeration** - always at the heart of the Group's technologies - as the **best solution to minimise the environmental impact** of the entire industry.

The **new legislative milestone**, published on February 20th 2024 in the Official Journal of the European Union (OJEU) and formally effective starting from March 11th, mandates **the complete phase-out of hydrofluorocarbons (HFCs) by 2050**, with a gradual decrease in consumption quotas, particularly notable from 2024 to 2030.

Epta's leadership goes beyond regulatory compliance, **redefining the technological landscape of refrigeration** with 3,000 CO₂ systems installed worldwide, now in their fourth generation.

In this sense, Epta reaffirms its role as **Green Transition Enabler** for the entire industry, **charting the course for Sustainable Innovation**, which the Group integrates across all its operations: from the **development of low-environmental impact solutions**, made with recycled and recyclable materials, to **manufacturing processes designed to reduce waste, optimise resources** and **promote energy efficiency** and the **use of renewable sources**.



EPTA STANDS FOR TAILOR-MADE REFRIGERATION, ACROSS ALL APPLICATION FIELDS

Epta stands out for its outstanding ability to put its **technological know-how into practice in every area of Retail** with a versatile and flexible approach. The brands of the Group, whose innovative, integrated and complementary solutions make it an undisputed leader in refrigeration, are backed by its **consolidated, wide-ranging expertise**. A **Total Solution** designed to meet the requests of Retailers, and tackle the challenges stores face each day, all over the world, head on.

The Group's brands make the **right allies** for ensuring **every phase of the Cold Chain** is managed to perfection, thanks to their broad portfolio of state-of-the-art solutions. These range from refrigerated furnishings to modular units for advanced refrigeration systems created with Retail, Food&Beverage and Ho.Re.Ca. in mind. In this sense, Epta's goal is to establish itself as a **Fully Integrated Provider** for businesses in the sector, guiding them towards an increasingly technological future. Its mission is to facilitate a **complete transition to natural refrigeration** in favour of real progress for its clients, in terms of sustainability and competitiveness on the market.



LARGE-SCALE RETAIL WITH COSTAN AND BONNET NÉVÉ, EXCELLENCE TAKES CENTRE STAGE, WITH SUPERIOR PERFORMANCE AND LOW ENERGY CONSUMPTION

In the average supermarket, **refrigeration accounts for around 40%** of all energy consumed. **Efficiency, reduced energy consumption and sustainability** are, in this respect, an imperative for retailers, who must now incorporate Retail Energy Management (REM) strategies into their business models. This is crucial in order to meet today's economic-

environmental challenges, while complying with the requirements of international directives such as **Ecodesign** and **Energy Labelling**.

Not just traditional supermarkets: the **Discount channel**, which has gained a prominent position in the Retail sector in Europe over the past twenty years, is also increasingly implementing policies focused on efficiency and sustainability, thanks to the innovative technologies now available on the market, including those offered by Epta.

Best in class energy efficiency

A more **efficient and rational approach to energy management** has been made possible thanks to the Costan and Bonnet Névé brands, which specialise in designing and developing energy-efficient refrigerated and plug-in cabinets. Thanks to the work of more than 10 R&D centres, Epta has enhanced its ranges of Costan and Bonnet Névé vertical positive and negative, built-in and remote cabinets, setting new efficiency standards for the market in the process.

The **performance results certified by external body EUROVENT** are the result of in-depth studies into thermo-fluid-dynamic activity. This ensures **improved air circulation** inside the cabinet, achieved by using **efficient evaporators** and innovative materials such as its **Advanced doors**, which deliver **superior thermal insulation**. Furthermore, the adoption of digital tools also enables prompt and remote management of consumption levels.

Epta offers a range of products with **energy performance** that far exceeds the baseline, highlighting the company's commitment to not only meeting current regulations but also **staying ahead of future standards**. Among these, the following stand out:

- ✓ Positive vertical units **Costan Tango Ultra** and **Bonnet Névé Multifresh Perform**, designed to give the fresh food section an

exclusive atmosphere, **reaching class A in specific configurations**, offering a **40% energy savings** compared to previous models;

- ✓ Negative vertical units **Costan Valzer Ultra** and **Bonnet Névé Multifreeze Perform**, rated **class B**;
- ✓ Negative vertical **Integral** units **Costan GranBering Integral Ultra** and **Bonnet Névé SkyLight Integral Perform** in **class B**, deliver a **35% performance improvement** if compared to previous models, thanks to Epta's **triple refrigeration circuit**, inverters in the compressors and a new hybrid defrost system;
- ✓ Positive vertical units **Costan GranVista Ultra** and **Bonnet Névé SkyView Perform** in **class B**, ensure **26% enhanced performance** compared to the previous model and allow for adjustments to operational parameters based on external conditions.

Epta shuts the door on waste

A further **energy-efficiency strategy** adopted in its cabinets is the **gradual shift towards closing its existing models with doors**, aimed at combining **higher performance** with **maximum energy savings** and **superior preservation of food displayed**, thanks to **increased thermal insulation**.

The **closed** version of the **Batik** and **Kaleïdo** models of the **Costan/Bonnet Névé OutFit/Mozaïk** ranges is a perfect example; the straight sliding double-glazed lids achieve **a class B rating**, compared to their open predecessors which are rated class D.

The cutting-edge solutions offered by Costan and Bonnet Névé are distinguished by their **extraordinary flexibility and style**. From fresh food departments to display areas, not only do they enhance product visibility but also ensure every detail is designed and engineered to make premises attractive and practical, **enhancing consumers' shopping experience while maximising store profitability**.

Fresh and chilled department: Fresh Vibes, Cool Life

For 64% of Italians, the fresh food department is not just the most important factor when it comes to choosing where they purchase, but is also a **key asset in retailers' development strategies. It is a value generator** not only in terms of turnover, but above all for the **distinctive image** and **reputation of the brand**.

By ensuring **products with a short shelf life are stored properly**, Epta is committed to **reducing food waste** in the sector, which estimates put at around 5% of Europe's total value annually. This is a crucial commitment that helps to **promote a more responsible and sustainable consumption model** among industry players.

Fresh from nature, for flavours worth savouring

The most highly-prized fresh products undoubtedly include **fruit and vegetables**, which continue to see growth in supermarkets, as opposed to traditional fruit and vegetable channels. This trend is fuelling Retailers' interest in innovative solutions for storing and displaying perishable products in a way that enhances their true flavour. The variety of products offered by Costan and Bonnet Névé include standout products such as:

- ✓ **GranVista Season / SkyView Season** from the **GranFit/SkyEffect** range: a **positive vertical remote unit** which is ideal in any supermarket or hypermarket thanks to its iconic flexibility. The eye-catching display of **Season** sees two versions, **Value and Advance** - created to promote **superior interaction between** consumers and products - arranged into **boxes** in the first version and **crescent-shaped shelves** in the second.
- ✓ **Ginger / Pencil** from the **Spices/Collage** range: an **open plug-in vertical** unit, designed to reinforce **impulse buying** within areas used

for temporary promotions or product launches. The range consists of **three models: Vanilla/Tempera** - the closed vertical unit, **Ginger/Pencil** - the open version, and **Pepper/Ink** - the open semi-vertical unit, all bringing an extra touch of flavour to Stores.

Freshness reigns supreme in the Cold Cuts and Deli department

The **OutFit/Mozaïk** family by **Costan/Bonnet Névé** also proves to be an excellent choice for storing cold cuts and deli dishes, while guaranteeing superior visibility of food on display.

- ✓ **Velvet/Shape:** a **serve-over display** which encourages interaction with consumers thanks to its correctly dimensioned height and depth of the display area.
- ✓ **Boutique/Profile:** a **behind-counter unit** designed for storing sliced deli cold cuts and deli products, available in both open or closed versions, including a variety of accessories to facilitate the work of staff.

Sub-zero favourites, for timeless quality

Frozen food is increasingly popular and is proving to be **a formidable ally in the fight against food waste**. Extended shelf life, ease of use and portioning, and cost-effectiveness also make it the **right choice** from the standpoint of nutritional value, which compares well with fresh produce. If consumed regularly as a replacement for fresh food, frozen food can reduce waste by up to 47%.

This high-performance department is also strategically enhanced by the most innovative models in the **GranFit/SkyEffect** ranges **from Costan/Bonnet Névé**. A clear example comes in the form of the **new GranOntario/SkyExpo and GranDrake/Skyset island freezer units**. Respectively fitted with double and single freezer tubs, both go beyond

traditional layouts to offer **customisable designs** with **flexible display volumes**.

Compared to their predecessors, **GranOntario/SkyExpo** and **GranDrake/SkySet** offer an unobstructed view of products displayed with their '**total glass**' design and **superior thermal insulation**. As a result, they notch up two important achievements: **a 24% reduction in energy consumption, and an improvement in the class rating from E to D**.

Costan and Bonnet Névé furnishings shape the brand's identity in the large-scale retail trade

Costan and Bonnet Névé's refrigerated display cabinets not only ensure **optimal preservation of every kind of food**, but also transform stores into unique, instantly recognisable landmarks that **express the distinctive identity of every large-scale retail brand**. The customisable aesthetics, offering **a wide variety of shapes, colours, materials and textures**, make for a **distinctive and engaging visual experience for consumers**.



SPECIALIZED BOUTIQUES: EUROCRYOR ELEVATES PURE ITALIAN STYLE TO EXCELLENCE

Eurocryor is the **Group's brand that** works with **specialised stores** to forge **a visual identity** that is **unique** and **distinctive**. In keeping with the interpretation of **Pure Italian Style** recognised and loved all over the world, the brand offers **innovative presentation** using high quality systems customised down to the smallest detail, from form to dimension, material and finish, allowing it to fulfil any design-related demands. A **design** that meets the **most sophisticated technology**, tailored specifically for each goods category in order to meet all **food preservation** requirements. **High-end butcher's shops, patisseries, delis and fishmongers:** with Eurocryor, excellence permeates the entire store refurbishment process, thanks to the **expert support of its team of specialists**.

With Eurocryor, refrigeration becomes dynamic

Eurocryor's refrigerated display cabinets are equipped with **cutting-edge refrigeration systems**, specifically designed to meet food preservation demands across the board.

For meats and sausages, Epta has patented its **Dynamic System**, featuring technology that **manages the refrigeration system dynamically**. Not only does this reduce **temperature** and **humidity fluctuations within the cabinet to a minimum**, but also the **average weight loss of meat within 24 hours**. This innovation allows food to be stored in the refrigerated cabinet for up to 5 days whilst maintaining its taste, texture and appearance. As a result, staff can reduce daily handling of prized cuts of meat and sausages to a minimum, making a significant contribution towards **reducing food waste**.

In addition, the innovative **Adaptive System** **adjusts the operating parameters of the refrigerated cabinet** and alters the evaporation

temperature according to external conditions, combining product quality and lower energy consumption.

Finally, another major evolution is the **advanced touch screen control system**, designed to be extremely **user-friendly** and **intuitive**, allowing users to effortlessly select the displayed food category and parametrise the cabinet's operating settings with a simple click. The state of the art food preservation technology is the result of a joint venture with the **University of Gastronomic Sciences of Pollenzo**, and ongoing research into advanced technologies conducted by Eurocryor, yielding a **unique combination of expertise, culinary culture** and **refrigeration know-how**.

It's a matter of style

A **perfect blend of flexibility and** uncompromising **customisation, Stili** is the collection dedicated to food specialists. The **Stili Family** offers a wide range of models: from semi-vertical units to columns, from serve-over counters to self-service solutions, all designed to be seamlessly combined in **perfect stylistic and aesthetic harmony**, enabling a strategic approach to space planning. This harmonious result is made possible by the brand's bespoke approach and the extensive variety of available textures, including **stone, stainless steel, laminates** and innovative materials such as **Corian®** and **Dekton®**, ensuring the highest standards of hygiene for display counters and surfaces. For the **Stili** range, **Eurocryor** introduces **VittEr®**, the **latest-generation compact laminate** designed to promote eco-friendly solutions and reduce environmental impact. Sourced exclusively from a sustainable, **FSC-certified supply chain**, VittEr® is "dedicated to your food", thanks to its silver ion treatment, which makes the surface **99.9% antibacterial and antiviral**, ensuring maximum hygiene and making it ideal for direct food contact.

Bistrot: unparalleled quality in Pastry and Meat

The **Bistrot** serve-over cabinet is the absolute **top of the range of the Stili Family**. It has been devised to spotlight pastry creations and the finest cuts of meat, all showcased thanks to **extra-clear glass panes, sleek glass doors and a raised display surface** designed to attract consumer attention. A byword for **refined versatility** and **robustness**, the refrigerated cabinet possesses characteristics which vary depending on the goods displayed, offering a **high degree of customisation** for its structure and aesthetics.

In both the **Pastry** and **Meat versions**, as well as the **Gastronomy** and **Fish options** for ready-to-cook and fresh fish, the cabinet proves ideal for **maximising the potential** of even the smallest retail outlets, adapting to the design of every shop.

Proximity stores dress up for the occasion

In keeping with the return to neighbourhood stores, Epta presents the **Elementi Family**: a minimal yet practical collection of units with a timeless style, perfect for recreating **the atmosphere of a specialised gourmet food boutique**.

Among the various models available, **Comfort** particularly stands out - a complete range of traditional refrigerated cabinets designed to accommodate a variety of products including meat, delicatessen and bakery goods, not to mention dry units for checkout areas. A collection designed to make premises **dynamic** and at the same time **refined**. The look sees a painted front available in a wide **palette** of colours, or a laminate finish. The trusted name offers a lower refrigerated compartment that **increases storage space** and **makes restocking more efficient**.

The right model for every setting

The brand's offering is completed by the **Ambienti line**, which aims to enhancing self-service areas of **high-value fresh** produce with **efficient, merchandising-enhanced solutions**.

The **Twin models** - featuring advanced refrigeration and **an energy class C rating** - and the **Crossover** solutions all encourage **impulse buys** among consumers, who are drawn to products showcased by **total transparency** and **flexible, effective promotions**. Both ranges also allow for **diversified displays** within the same cabinet, thanks to a **dual temperature** and **two-fold layout**. All to the benefit of **higher display volumes** and **exceptional versatility for product offerings**.

At the pinnacle of taste: Eurocryor takes food display to vertical heights with its refrigerated towers

Eurocryor has developed a **wide range of refrigerated towers** which, in response to the latest **visual merchandising trends**, maximises **vertical product display**, guaranteeing a number of benefits in terms of layout and sales. Storing foods in vertical units **optimises how space is managed**; ingredients are well organised, making them **more attractive and visible** to consumers at a glance.

The tower models, which can all be **ducted** with the **serve over units** in the **Stili** range, include standout versions such as the **Ventilated Tower**, **Maturation Tower** and **Behind-Counter Tower**. The first, which can be tailored in height, depth, interior layout and appearance, comes with an advanced **ventilated refrigeration** system designed to ensure food properties are preserved properly; the second is dedicated to **butcher's shops** and **to maturing the finest cuts**, with tubular shelves that allow air to circulate freely and a UV light mechanism that prevents bacteria from proliferating. Last but not least, the **Behind-Counter Tower** sees an **all-glass design and mirror back**, ensuring the products on display steal the limelight.



FOOD & BEVERAGE & HO.RE.CA.: IARP, TECHNOLOGY DRIVES INNOVATION

Iarp, one of **Epta's** brands, is one of the **leaders when it comes to designing built-in refrigeration units in the Food&Beverage and Catering field**. These solutions feature the highest level of **customisation** and the **utmost technological potential**, in turn paving the way to the sector's digital transformation. The range is so extensive it includes both **positive temperature** cabinets ideal for displaying beverages and **negative temperature** cabinets for ice-cream parlours and patisseries. As a result it has become a **global player in the industry of preserving and displaying ice-cream**.

Plug-in power, by Iarp

Plug-in power is the claim that sums up the philosophy and strengths of **Iarp: outstanding reliability, excellence and innovation**. The brand sets the pace in the market with its efficient and versatile solutions, **perfectly fitting into any display context**. A further key factor is **attention to quality and the environment**, a fact confirmed, by way of example, by the ecodesign principles adopted.

Look inside and discover a new world of freshness

With its new **Look Inside** claim, Iarp has set out to **revolutionise how people interact with its solutions**. It actively involves the consumers who, intrigued by the display cases and their content, are encouraged to step forward **and discover a new world of freshness**. **Sustainability, Digitisation and Customer Intimacy** are the main drivers underpinning Iarp's strategy and are reflected in:

- ✓ **Sustainability:** cutting-edge technologies designed for **lower environmental impact** and **higher energy efficiency**;
- ✓ **Digitisation:** **digital diagnostic** platforms developed by Epta as standard, or implemented during retrofits;

- ✓ **Customer Intimacy:** active listening geared towards satisfying each of the customer's needs, **building and consolidating lasting relationships** and partnerships that **customise existing solutions**, or **featuring the development of new bespoke models together**.

Additionally, in order to make purchasing processes even faster and simpler, Iarp also provides an innovative **E-Commerce platform**, making the availability and cost of each model accessible real time.

A taste of Iarp solutions: ideal for all types of ice cream

The solutions offered by Iarp are an **invitation to explore a world of frozen delights** that satisfy every taste. Iarp's emphasis on quality and versatility make it the **perfect partner**; not only does it guarantee ice-cream of just the right consistency, but also an appealing display for consumers. Each solution is designed to provide an **extraordinary taste experience**, making every mouthful of ice cream a delight. The varied range includes these **models**:

- ✓ **Delight:** innovative plug-in refrigerated display cabinets that stylishly complement the **Cool Emotions line**. With its **outstanding ergonomics** that optimise staff experiences and make light work of accessing products on display, Delight provides **countless customisation options** which are ideal for communicating promotions and special offers aimed at specific targets. In addition, all Delight models come in a **climate class 5 version** for **withstanding summer heatwaves** even with outdoor temperatures of up to 40°C and humidity levels of up to 40%, making them ideal for both indoor non-air-conditioned rooms and outdoor use.
- ✓ **Glee:** a line of negative vertical units from the **Cool Emotions range** for **packaged confectionery products**, especially **ice-cream cones, ice-cream bars** and **ice-lollies**. This range is perfect for giving **maximum**

visibility to the products on display, and stimulating the desire to purchase, thanks to its '**full glass**' door. Each model sees a **modern, elegant design** that transforms the cabinet into a piece of furniture in its own right.

- ✓ **Brooklyn**: part of the **ColDistrict** range, this vending machine is ideal for taking a break from the hustle and bustle of everyday life. It has been designed for dispensing packaged ice-cream thanks to its precise temperature control. The fully customisable and connectable Brooklyn can be **connected to major payment and monitoring systems**, making it the future of impulse buying. LED lighting, the frameless full glass door and a touch display also help enhance the customer experience and increase sales.
- ✓ **Manhattan** is a **new entry** for the ColDistrict range. Whilst it takes up the same floor space as the Brooklyn model, it has increased **display capacity**, thanks to the addition of a shelf dedicated not only to cones and cups, but also to new frozen products, first and foremost amongst which are ready meals. The strategic expansion of the range has been achieved by **oversizing the components** inside the cabinet, testifying to the brand 's mastery of negative temperature management.

PRO and BOOST: the versions behind Iarp's success in vending

Brand new from Iarp in the vending segment is the launch of the new ColDistrict range models, the **PRO and BOOST versions**, with the accent placed firmly on maximum appeal and sustainability. These vending machines, which have been conceived to encourage impulse buying, see a frameless and total glass effect, allowing products to really take centre stage.

While the ColDistrict PRO has an **Electronic Price Display** with enhanced definition and brightness, the corresponding BOOST models deliver reduced

energy consumption and optimised performance, and are **class B rated**. This has been achieved by incorporating a new-generation refrigerating unit, optimised internal ventilation and carefully regulated lighting.



TAILOR-MADE UNIQUENESS: EPTACONCEPT'S EXPERT CONSULTING FOR YOUR SUCCESS

EptaConcept is the multidisciplinary team at Epta which, thanks to its boundless creativity, breathes life into **evocative universes** within shopping areas, shop-in-shops and specialist stores. **EptaConcept's** know-how is aimed at helping clients in the sales process to maximize their profits and increase their sales by creating of added value in the sales proposition to the end consumer. Interior design is the common thread of its services, ranging from layout to the entire design, including furniture and technical accessories, lighting, communication within the store, suggesting mood boards and innovative materials. All for the realization of an **experiential sales space**, which not only reaches the customer emotionally, but also ensures a **new usability of space and time** dedicated to food shopping.

An example application: EptaConcept designs an experiential boutique



EptaConcept's mixed-discipline team has shaped a multi-brand space, in which the Group's Eurocryor and Iarp brand solutions are combined in **harmonious, minimalist design configurations**.

With the aim of **promoting an immersive shopping experience** and a more meaningful interaction between consumers and products, EptaConcept has created a **stunning space** in which the strategic arrangement of the refrigerated furnishings reflects the **essence of luxury**, interpreted with an artisan approach.

The **new experimental store format** is defined by its skillful use of the corporate black and white colours, which engage the consumer in a **stirring atmosphere** akin to that of luxury boutiques and jewellery stores.

More than just boutiques: EptaConcept also triumphs in large-scale retail trade



The **creative genius** of EptaConcept also translates into the **design of themed shop-in-shops**, where the sub-brand's imagination has developed a tailor-made concept with striking looks.

The **full-height glass doors** and **LED lighting** of the 55-metre **GranVista** make the fresh packaged goods department a showcase that, with an aesthetically pleasing expanse of square frames, reaches all the way to the vertical **GranBering** unit, the semi-vertical **GranValdaj** and the **Stage island**, where preparations from all over the world are displayed. The EptaConcept team has worked **together** to create a **store centred around the people who visit it**, while focusing on innovation and quality.



EPTATECHNICA: FUTURE PROOF TECHNOLOGIES

EptaTechnica is Epta's sub-brand specialised in the **design** and **development** of fully **customisable System Engineering solutions**, including both **modular power packs** and **advanced refrigeration systems**, perfectly compatible with each other and **efficient across all latitudes and climates**. EptaTechnica industrialises **tailor-made solutions for the Retail and Ho.Re.Ca. sectors**, ensuring high reliability. In this regard, it manages **every phase of turn-key projects**: from the **engineering design** of new stores, to the **modernisation of existing solutions** and up to the **installation** and **commissioning** of the most innovative technologies.

Through its specialised Commissioning Team, **EptaTechnica provides on-site support to Clients** during the **system start-up phase**, ensuring compliance with project specifications and expected performance objectives.

Triple Excellence with ECO2Small+, ECO2Middle and ECO2Large

Customisation + industrialisation are the strengths of **EptaTechnica**, all interpreted to perfection in its wide range of **CO₂** systems that meet all the most stringent international environmental regulations.

The **ECO2Small+**, **ECO2Middle** and **ECO2Large** solutions represent excellence in the **landscape of transcritical CO₂ refrigeration systems**.

ECO2Small+ features a modular design which allows it to be used for a variety of configurations, without affecting performance, be it in **outdoor** or **indoor** premises, or restricted, unevenly shaped stores or **small shops**. The unit is completely versatile and combines exceptionally easy maintenance with sustainability and efficiency, thanks to a refrigeration capacity which ranges from 40 to 100 kW for medium-range temperatures, and 0 to 25 kW for low temperature settings.

ECO2Middle boasts a **modular design and flexibility**, since it can be completely customised and integrated during the production stage with 3 or 4 compressors for medium temperature ranges, and up to 3 compressors for low temperatures. It provides a refrigeration capacity of 60 to 150 kW for medium temperatures and 0 to 50 kW for low temperatures, lending the unit to a **wide range of applications**.

ECO2Large, designed for large spaces, offers **adjustable cooling power** ranging from 80 kW to 180 kW for medium temperatures and from 12 kW to 60 kW for low temperatures. Customisable and equipped with advanced options such as **heat recovery** and **backup units**, it can be installed **outdoors** or in a **machine room** due to its superior silence.

In addition, the **integration of FTE 2.0 and ETE systems**, as well as Epta's **high-pressure oil management system with injection cycle diagnostics**, further **optimises the operational efficiency** of all three solutions.

Epta, Powering Up Innovation in Refrigeration

Innovation for **EptaTechnica** translates into a further **expansion of the range of modular systems and transcritical CO₂ units**, thanks to which the Group's sub-brand has been notching up **new achievements in terms of performance, power and cooling capacity**.

ECO2Small+, **ECO2Middle** and **ECO2Large** are seeing the addition of **ECO2Compacta**: the **new refrigeration unit which is a byword for compact efficiency and reliability**. It has undergone field testing during the prototype phase and is now finally available to the market. With capacities ranging from **15 to 45 kW for Medium Temperature applications**, and **0 to 9 kW for Low Temperatures**, this unit is perfect for both **indoor and outdoor installations**, also thanks to its **low noise**

levels and a **design offering access from one side only**, to facilitate **installation** and **maintenance in confined spaces**.

The game changers, FTE 2.0 and ETE

Epta proves its leadership in the use of CO₂ with its **innovative systems for transcritical CO₂ plants**, such as **FTE 2.0 (Full Transcritical Efficiency)** and **ETE (Extreme Temperature Efficiency)**, which are capable of **maximising efficiency** and **reducing energy costs** at any latitude, even in climates with temperatures exceeding **40°C**. In **extreme climate conditions**, **FTE 2.0** proves particularly effective when combined with the ETE subcooler to ensure 100% refrigeration capacity and **significant savings**. Both developed within the **framework of the Life-C4R project**, these systems facilitate an **annual energy consumption reduction ranging from 15% to 23%** when compared to traditional CO₂ plants, as well as **CO₂ emission reductions of up to 20%** in **environments characterised by high external temperatures**.

Epta continues to innovate: XTE is ENOUGH

Epta's latest technological innovation, **XTE (Extra Transcritical Efficiency)**, which won the **Refrigeration Innovation of the Year** award at the **RAC Cooling Industry Awards 2023**, ensures **efficient operation** of a **transcritical CO₂ system** even in single-stage refrigeration or industrial applications **at any latitude**.

The XTE architecture operates **without synthetic, flammable refrigerants** or water, since it uses the same CO₂ as working fluid. XTE integrates the **PX G1300 pressure exchanger** from **Energy Recovery**, specially designed for use with CO₂ and installed instead of the compressor within the ETE (Extreme Temperature Efficiency) system architecture.

The **XTE mechanism** not only **reduces consumption peaks** during warm months, guaranteeing **energy savings of over 30% above +40°C** compared to a traditional transcritical system, but it also **provides significant benefits during cold months**, with the XTE system starting to operate at +10°C. This solution is **easy to install and use**, even for **refrigeration technicians**, who are supported in a **continuous learning perspective** by **Epta's Training Centers**, which provide specialised courses annually.

XTE serves as a **significant contribution** to the **ENOUGH** project, funded by the European Union's Horizon 2020 research and innovation program and coordinated by SINTEF Ocean in Norway, of which **Epta** is a **key supporter**, aiming to **decarbonise technologies for the retail sector** and **make the cold chain climate-neutral and more efficient**.



EPTASERVICE: GREAT EXPERTISE AT YOUR SERVICE

Epta's commitment to Retailers is continuously renewed through **servitization** and **digitalization**, offering a wide range of **after-sales services** enhanced by the adoption of cutting-edge digital technologies, all delivered by **EptaService**, in line with the guiding principle of **Great Expertise at Your Service**.

In an increasingly tech-driven segment, EptaService's consultancy takes the form of the winning **LifeCycle Program**, designed to support Retailers **throughout the entire lifecycle of Epta solutions**, with a particular focus on **Total Cost of Ownership**. This commitment is expressed through three main clusters:

- ✓ **Maintenance and troubleshooting:** these include specific preventive interventions, seal testing, retrofitting and 24/7 assistance;
- ✓ **Complementary Services:** designed to meet the particular needs of each individual country. The available services include telemonitoring, checks on oil lubrication, analysis of vibrations and thermal imaging, not to mention technical cleaning of cabinets and maintenance on third-party components;
- ✓ **Digital Services:** through accessing Epta's **Digital Hub**, users can utilise advanced diagnostic platforms such as **LineON** (for plug-ins) and **SwitchON** (for remote and central cabinets). These technologies give users a **detailed overview** of the operating parameters of Epta solutions remotely and round the clock. A further plus-point of its digital services is the option of adding on **performance management** and **control** for the store, in order to reduce energy consumption.

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

SwitchON, Advanced diagnostics for remote and central cabinets

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

A new era in support for trade professionals: the all-new SwitchON Tech App

Support for refrigerator technicians working with Epta solutions is enriched by an innovative APP: **SwitchON Tech App is compatible with Android and iOS** and can easily **be downloaded from online app stores**. The App for smartphones and tablets has been purposely designed to **harness** an intuitive interface that facilitates **maintenance for refrigerator technicians**. It can be used on cabinets equipped with the **SwitchON Terminal Strip electronic**

card, or pre-disposed for installation. The APP is available in six languages and provides an extra touchpoint for professionals, thanks to additional functions which make interaction with Epta solutions easier still, while providing a **constant overview of operating parameters**.

LineON, for plug-ins that are always online

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



THE COMPANY IN BRIEF

- **Name:** Epta S.p.A.
- **Head offices:** Via Mecenate, 86 – 20138 Milan – Italy
- **Activity:** *Independent global player and specialist leader in commercial refrigeration*
- **CEO and Managing Director:** Marco Nocivelli
- **Turnover:** 1.432 billion Euro in 2023
- **Employees:** over 8,000
- **Website:** www.eptarefrigeration.com