

## Company Profile



March 2019

# Contents

**SIPA Company:**  
Brief introduction

**What we can offer:**  
Our solutions

**Our Service:**  
We listen to our customers' needs

# Zoppas Industries: the Group

## OVERVIEW

SIPA is part of the Zoppas Industries Group of companies, privately owned by the Zoppas Family. The Group, with more than **7,200 EMPLOYEES** in IRCA/SIPA, has **13 MANUFACTURING FACILITIES** located in **12 COUNTRIES**.



# SIPA Worldwide



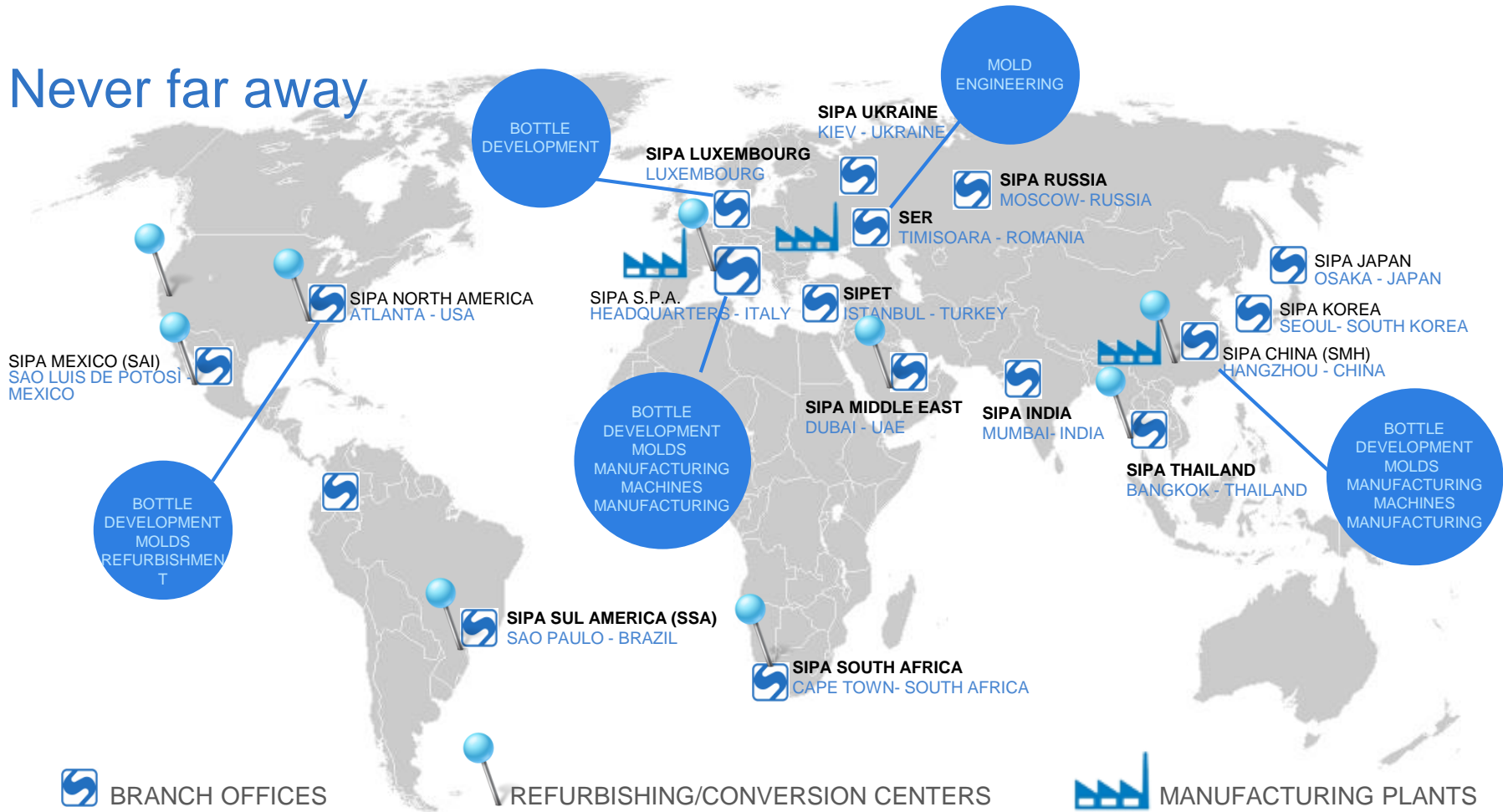
17  
BRANCH OFFICES

28  
REGIONAL SERVICE  
CENTERS

4  
MANUFACTURING  
PLANTS

9  
REFURBISHMENT  
CENTERS

# Never far away



# SIPA Mission

- Commitment to our Customers
- Long term business relationship
- Excellence in what we do
- Creative & innovative solutions
- Sustainable plastic packaging solutions
- Flexible solutions to adapt to customer requirements/needs in an era of rapid changes



# SIPA, the PET Specialist

- All available technologies: wide competence on product and process.
- Support & consultancy in defining the most suitable industrial systems to specific packaging.

## MOLDS

Injection Tooling  
& refurbishment

Blowing Molds



## PREFORMS

XTREME  
PREFORM systems



XFORM  
PREFORM systems



## BOTTLES

1-STEP systems  
High speed



1-STEP systems  
Low speed



ROTARY  
blowing systems



LINEAR  
blowing systems



## 360° PET competence

Packaging  
solutions



Preform  
manufacturing



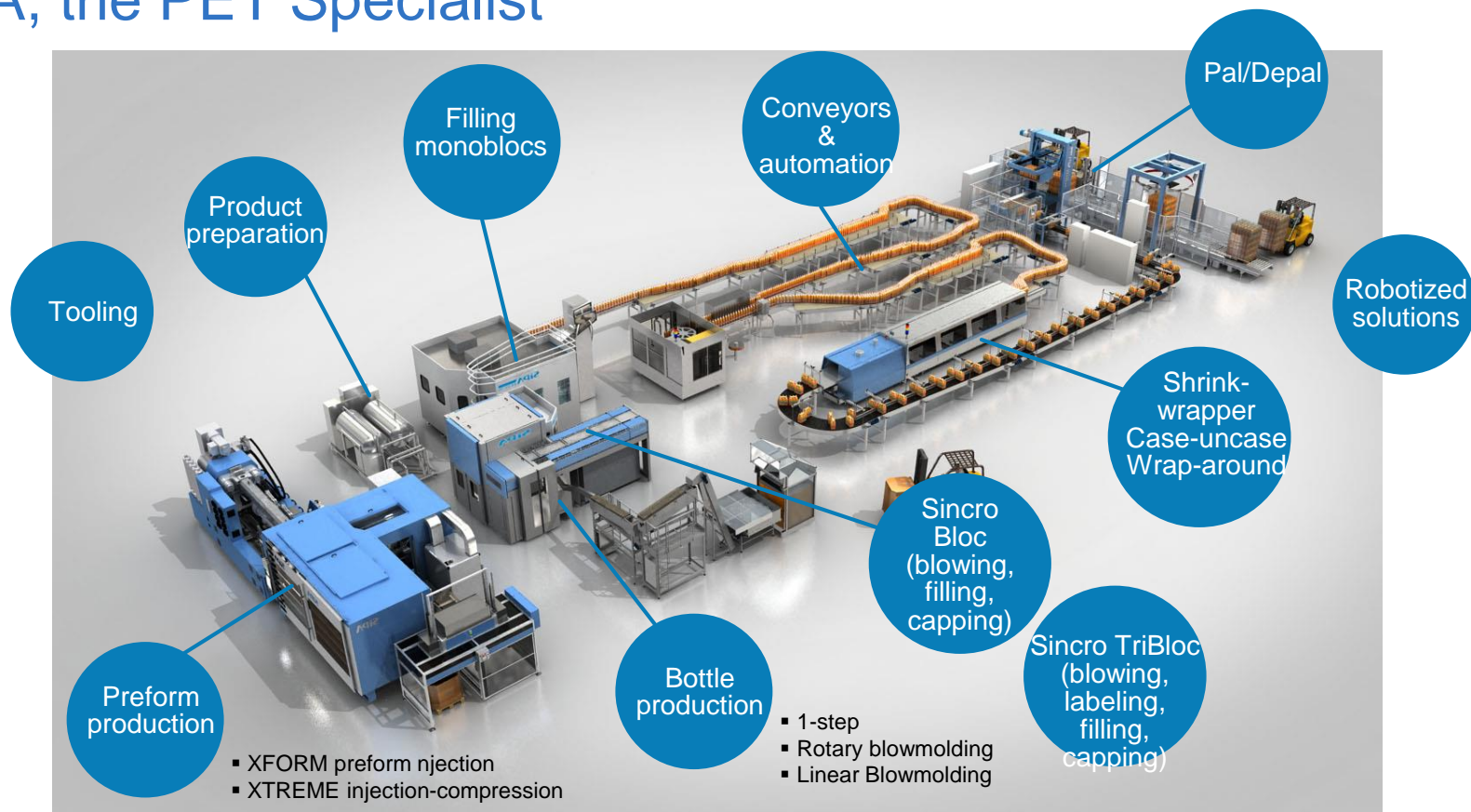
Bottle  
manufacturing



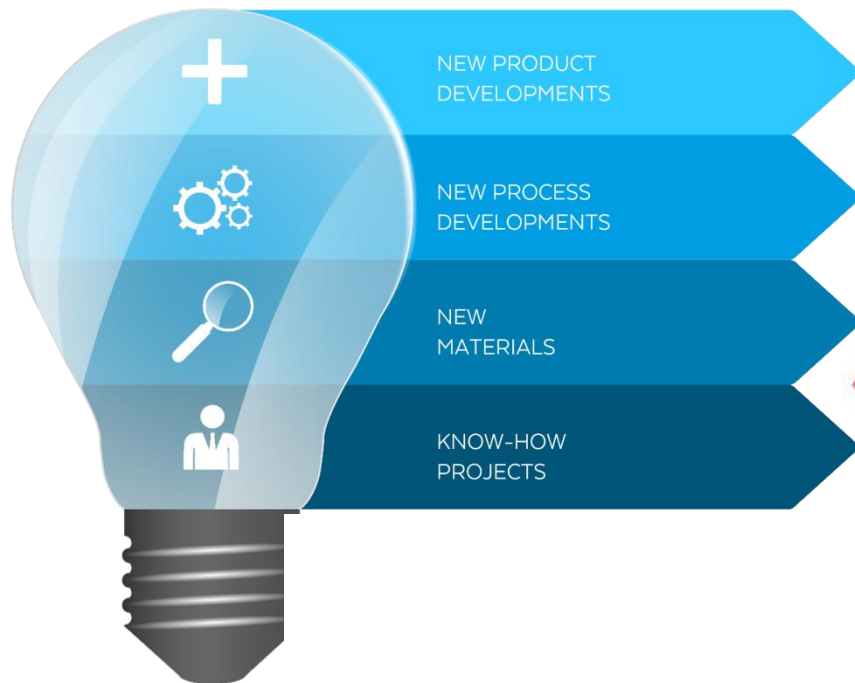
Complete  
Lines



# SIPA, the PET Specialist



# SIPA, R&D expenditures



SIPA R%D expenditure is **3%** of Net Sales

75% of SIPA R&D expenditure is for non-alcoholic beverages



## Packaging Solutions



# Packaging solutions since 1987

PACKAGING  
DESIGN



PACKAGING  
ENGINEERING



MOLD DESIGN &  
MANUFACTURING



30 YEARS  
OF PACKAGING EXPERTISE

30K  
PREFORM DESIGN

25K  
BOTTLE DESIGN

15K  
PROTOTYPING PROJECTS

> 100  
PATENTS

# A unique expertise

SIPA started PET container manufacturing in 1986 with single-stage machines (from resin to finished bottles). 30 years of experience in preform and bottle design: a strong competence at customers' service (bottle optimization, weight reduction, new shapes, new solutions).

## Under One Single Roof...



1

### INJECTION EXPERTISE



- Preform design
- Light-weighting (body & neck)
- Preform prototyping

2

### BLOWING EXPERTISE



- Bottle design
- Packaging Development
- Prototyping services

3

### IN-HOUSE MANUFACTURING



- Injection & blowing molds engineering
- In-house mold manufacturing
- 2nd largest mold manufacturer

# 360° Packaging Expertise



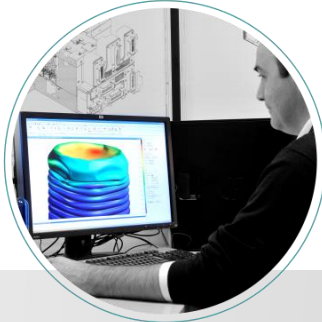
## Design

Brief definition,  
Concept idea, New  
shapes to  
strengthen visibility  
and brand identity  
Premium design



## Engineering

Preform & bottle  
optimization; weight  
analysis;  
performance  
enhancements



## Prototyping

Quick container  
sampling to verify  
aesthetics and  
performance with lab  
machines



## Validation

Bottle Quality  
certification in our  
Quality Laboratory



## Approved Bottle

Bottle approved,  
certified  
performance,  
industrial platform



# Design



## “BETTER BOTTLE” DESIGN

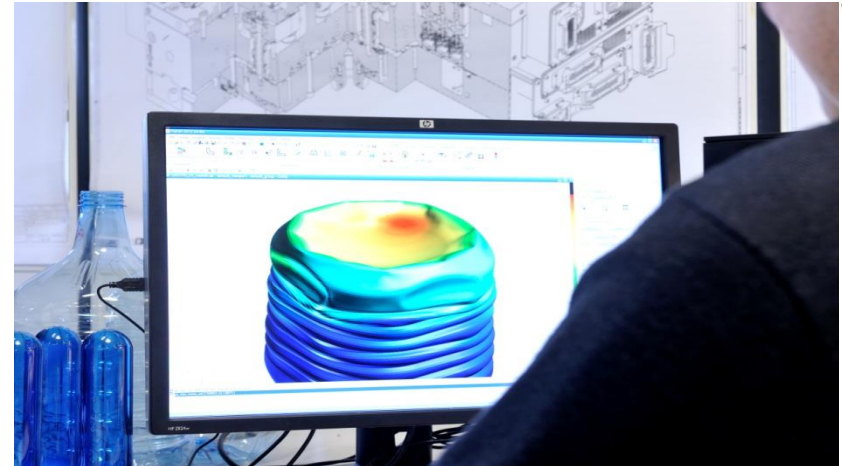
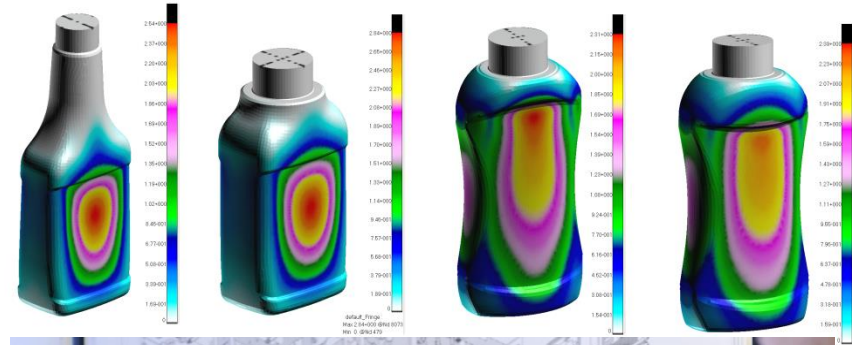
SIPA designers balance creative inspiration with technical, safety, and cost considerations.



# Packaging engineering to obtain the best performance

## OUR ENGINEERED DESIGN APPROACH

- Deep technical assessment of the existing production environment and simulation of preform and bottle performance.
- Check of package technical feasibility, using Finite Elements Analysis, and identification of potential improvements for cost-effectiveness at prototype stage.
- Launch of a new package shape without taking useless risks.



# Superior Prototyping

- **16** prototype platforms (preform injection, one-step and two-step systems) to rapidly produce samples.
- **Rigorous process** gives you confidence in the final result.
- **Extensive lab testing** facilities for bottles/containers characterization, performance assessment and qualification.

