

Marchesini Group S.p.A.

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R.E.A. (Economic Administrative Index) Bologna No. 327089

Registered with the Business Register of Bologna and Tax
Code (C.F.): 03943970370

VAT Number (P.IVA): IT00680201209 - Position Number
M.BO: 029646

PEC (Certified Email): pec@pec.marchesini.com

Share Capital: €12,528,600.00 fully paid up.

FUTURE PACK CHALLENGE - REGULATION

1. INTRODUCTION

Marchesini Group, in partnership with BOOM, CRIF's innovative Knowledge and Innovation Hub, is launching the very first edition of the Future Pack Challenge.

This challenge is open to university students worldwide, specifically targeting undergraduates from engineering faculties. The challenge revolves around the development of innovative business solutions within the realm of pharmaceutical packaging. Participants will explore areas such as usage methods, new materials, dimensions, and enhancing the customer experience in retail settings. Additionally, the challenge will encourage fresh perspectives and approaches related to fostering sustainability in the packaging process.

Participating in the Challenge not only guarantees engaging tasks but also unlocks pathways to professional career prospects within an environment that recognizes and celebrates talent and innovation.

Guided by a mentors team throughout the challenge, participants will have the chance to showcase their innovative ideas and chosen tools, establishing themselves as catalysts of change. Their outstanding contributions could lead to both an opportunity to join Marchesini Group team and a financial reward.

The Challenge will span six months, beginning from the application phase and culminating in the presentation of the final proposal to announce the winning group. This announcement will coincide with a special event commemorating the fiftieth anniversary of Marchesini Group.

2. SCOPE OF THE CHALLENGE

Emerging talents from around the globe will be tasked with coming up with a new concept for pharmaceutical packaging.

The challenge is to create ground-breaking packaging solutions, encompassing the incorporation of new machinery, the introduction of innovative packaging methodologies, the creation of fresh product formats, and the optimization of the user experience within pharmacies.

Throughout this endeavor, it will be essential to uphold the values that epitomize Marchesini Group: a worldwide community united by talent, expertise, and a steadfast commitment to innovation.

3. WHO CAN PARTICIPATE?

The Challenge is open to undergraduate-level university students pursuing specific degree programmes, including mechanical, electronic, management, chemical, and pharmaceutical engineering. Applicants

can submit individual applications, and following the initial selection phase, working groups comprising 5-6 individuals will be established. Each team will consist of participants from various degree programmes to ensure diversity and promote success in the Challenge.

Each team will have at least one person from:

- Engineering Automation, 1st Year of Master's Study
- Computer Engineering, 1st Year of Master's Study
- Mechanical Engineering, 1st Year of Master's Study
- Management Engineering, 1st Year of Master's Study
- Pharmaceutical Chemistry, 5th Year of Master's Study
- Biomedical Engineering, 1st Year of Master's Study

4. THE CHALLENGE: BUSINESS CASE TO BE DEVELOPED

"It is the year 2024, and you hold the role of R&D Specialist at the prestigious Marchesini Group, a leading firm situated in the heart of Packaging Valley. This company specialises in the design, production, and distribution of both standalone machinery and comprehensive production lines, primarily catering to the pharmaceutical and cosmetic sectors. The Owner and Chief Executive Officer are pleased with the company's overall performance, including order volume, product testing, and revenue generation, all thanks to the unwavering dedication of Marchesini team. The sector is on an upward trajectory, mirroring the company's own consistent growth. Key markets in Europe and Central America play a significant role in the business, with emerging opportunities in the Far East and the United States. At the core of the company's success is its Research and Development division, which spearheads innovative projects fusing mechanics, automation, and information technology. The Technical Director, recognising the ceaseless evolution of robotics, is keen to stay ahead of the curve and maintain the company's avant-garde position in the market. To achieve this goal, the director has assembled a diverse team of top researchers, including you, to analyse developments in the company's primary sector, namely, pharmaceuticals. The objective is to gain insights into the sector and generate innovative concepts related to the growing trend of personalized care. You are a valued member of this team."

5. OUTPUT REQUIRED OF YOUNG TALENT

The participant shall use the IT instruments and environments communicated/provided by Marchesini Group.

A PowerPoint presentation outlining the 2D prototype solution, providing comprehensive details on the following aspects:

- Time saved: how much time can be saved by solving this problem?
- Value added: how much value would a solution offer to end users?
- Competitive advantage: will the solution help strengthen the company's competitive position?

- Degree of radicalism: is this a significant departure from the current customer experience compared to what they use now? What's the step forward?

Teams will deliver this output within a timeframe spanning approximately five months: from 9 February 2024 to 5 July 2024. The CAD technology to use is at the students' discretion.

5.1. EVALUATION COMMITTEE

The Evaluation Committee is a distinguished body consisting of key figures within the pharmaceutical industry, university professors, and representatives from various companies. This committee will be responsible for assessing the submissions and ultimately selecting the winning team. The evaluation process will encompass not only the mechanical engineering side of the proposals but also an examination of their marketing potential within the market. This comprehensive evaluation will occur at various stages throughout the project, with each criterion receiving a weighted score, ensuring a thorough assessment.

5.2. EVALUATION CRITERIA AND RELATIVE WEIGHT %

Innovation: 25%

1-3: Low innovation, based on existing technologies.

4-6: Good innovation, integrates new existing technologies.

7-10: Excellent innovation, uses cutting-edge and conceptually new technologies.

ESG Sustainability Parameters: 25%

1-3: The solution has no positive or regenerative externalities or has negative externalities.

4-6: The solution has a low impact, lower impact than in the past, or is sustainable.

7-10: The solution has a virtuous impact in terms of sustainability, circularity, or regenerativity.

Market Relevance and Scalability: 20%

1-3: Poor alignment with the needs of the future market.

4-6: Good relevance but requires further adjustments.

7-10: Very relevant, meets current and foreseeable market needs.

Ease of Market Implementation: 20%

1-3: High difficulties in commercial implementation.

4-6: Reasonably manageable implementation, but with some challenges.

7-10: Easy commercial implementation with a clear strategy.

Quality of Idea Presentation: 10%

1-3: Difficult to interpret presentation.

4-6: Sufficient and clear presentation.

7-10: Convincing and effective presentation.

6. CHALLENGE STEPS

6.1. How to participate

To participate in the Challenge, each participant must fill out the form on the following web page:
<https://www.bo-om.it/futurepackchallenge/>

The deadline is 31 December 2023.

Application evaluations will be conducted throughout January 2024. Following this, successful applicants will receive individual notifications confirming their acceptance.

For the chosen participants, a confirmation of their participation will be provided, along with a formal invitation to attend the presentation and team formation event on **9 February**. This event will take place in person at Marchesini Group Headquarters, located at Via Nazionale, 100, 40065 Pianoro BO, Italy.

6.2. Teamwork structure for the challenge

In the Challenge, each team will operate autonomously, setting up weekly meetings and delivering weekly progress updates to be shared with mentors.

Regular interactions between teams and mentors are scheduled. The mentors, selected from the ranks of Marchesini Group employees and Innovation and Coaching Experts, will offer valuable guidance and support throughout the Challenge's development phases. Their assistance aims to guarantee a well-organised approach and the project's successful execution.

6.3. Awards

The winning team will be selected following a project pitch presentation during the 50th anniversary celebration event of Marchesini Group. This event will take place in person in September 2024 at Marchesini Group Headquarters in Italy, located at Via Nazionale, 100, 40065 Pianoro BO. Each participating group is eligible for a prize.

There is a prize of €10,000 in vouchers for the winning group and a prize of €1,000 for each group that delivers the output.

7. LIMITATIONS OF LIABILITY

The participants recognise and guarantee that the ownership of industrial and intellectual property rights for everything created, used, and/or delivered to Marchesini Group in the course of the activities outlined in this Regulation, including any developments, implementations, and modifications, are the exclusive property of Marchesini Group without any remuneration to participants.

The participants recognise and guarantee that all economic rights associated with any industrial and intellectual property created during the activities conducted under this Regulation are vested in Marchesini Group without any remuneration to participants. The participants recognise and guarantee that all industrial and intellectual property rights pertaining to any eventual industrial and intellectual property work, invention, utility model, and ornamental design conceived, prepared, or otherwise developed by the participants themselves under this Regulation will be the exclusive property of Marchesini Group without any remuneration to participants. This includes associated manuals, explanatory, and/or accompanying documentation.

The participants also explicitly guarantee to Marchesini Group that anything used or delivered in the execution of the activities covered by this Regulation, including software (both source code and object code), documentation, manuals, and technological information, does not infringe on patents for inventions, industrial designs, copyrights, trademarks, and/or other industrial or intellectual property rights in general, taking into account the state of the art (including but not limited to: (i) everything disclosed to the public; (ii) everything which there is evidence is already known; (iii) everything which exists physically or is commercially available), or third-party trade secrets. In particular, the participants commit to indemnifying Marchesini Group against any claims, costs, and/or expenses arising from actions initiated by third parties based on alleged violations of the provisions mentioned above.

In conclusion, participants are required to provide Marchesini Group with both the source code and the object code of the software created as part of their participation in the Challenge, as outlined in this Regulation. Such source code and the object code of the software will be the exclusive property of Marchesini Group without any remuneration to participants.

8. PERMISSION TO USE IMAGES

As stated in the release declaration that participants will be required to sign and attach during the application confirmation phase, we noted that Marchesini Group and BOOM reserve the right to use participants' images for communication and promotional materials related to Marchesini Group, BOOM powered by CRIF, or CRIF group companies

9. CONFIDENTIALITY

"Confidential Information" means any information which has been or shall be disclosed or provided by Marchesini Group to the participants, in whatever form disclosed or supplied, whether in writing, orally, formed or contained or stored on magnetic, digital or electronic devices, or any other form, or learnt by participants, including without limitation: a) any technical, commercial, legal, financial, administrative, marketing information, products, operations, intellectual and industrial property rights, "know how", trade secrets, best practices, results of engineering activities, strategies, assets, liabilities, pricing, market opportunities, future plans, revenues, profits, organisation, employees, agents, distributors or business information and data concerning Marchesini Group; b) reports, analysis, compilations, forecasts, notes or any other information and documents that contain, or reflect any Confidential Information or are generated, from any Confidential Information; c) any terms or facts relating to the Challenge and any related documentation.

The participants undertake (i) not to disclose Confidential information to third parties without the prior written consent of Marchesini Group (ii) not to use Confidential information for any purpose other than Challenge as agreed herein.

All confidentiality obligations of participants shall last 5 years starting from 1/1/2024.

10. PRIVACY

BOOM powered by CRIF, in its role as an organizational partner of the Challenge initiated by Marchesini Group, will act as the Data Controller for the processing of participants' personal data collected during registration, as mandated by European Regulation 679/2016 ("GDPR").



BOOM powered by CRIF guarantees that it has implemented all necessary measures in compliance with GDPR for the handling of personal data outlined in this Regulation. Additionally, it has provided the requisite information in accordance with Article 13 of the GDPR (refer to Annex A).

11. JURISDICTION AND GOVERNING LAW

Italian law shall apply.

In the event of any disputes arising from this Regulation, the Court of Bologna shall have exclusive jurisdiction.