

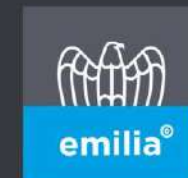
cuore
manifatturiero
d'europa

Fast Startup Roadshow

Industrial Internet of Things
(IIoT)

SAMS Technology

Matteo Butti, CEO



**CONFINDUSTRIA EMILIA
AREA CENTRO**

Le imprese di Bologna,
Ferrara e Modena

A new definition for Track&Trace and Anti-Counterfeiting standard in the packaging industry



PRIMARY PACKAGING for **pharma** and **food** supply chain

Problem



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COUNTERFEIT

Pharma¹



**USD 73 BILLION
annually**

**+3000 DEATHS/year
in G20 countries**

**USD 15 BILLION
undirected costs**

(1) European commission, Business Innovation Observatory, Case study 41



Problem



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COUNTERFEIT

Food²



**USD 60 BILLION
Counterfeited “Made
in Italy” food**

**2 OUT OF 3 products
fake “Made in Italy”**

**MILLIONS OF
DISEASES PER YEAR
for counterfeit food**

(2) Contraffazione: Coldiretti, pirateria cibo made in Italy vale 60 mld, Published Date: Oct, 2015



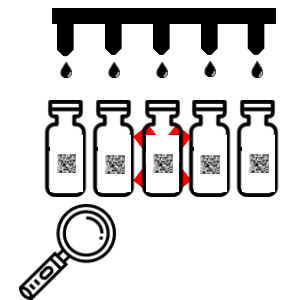
Problem

LACK OF TRACEABILITY



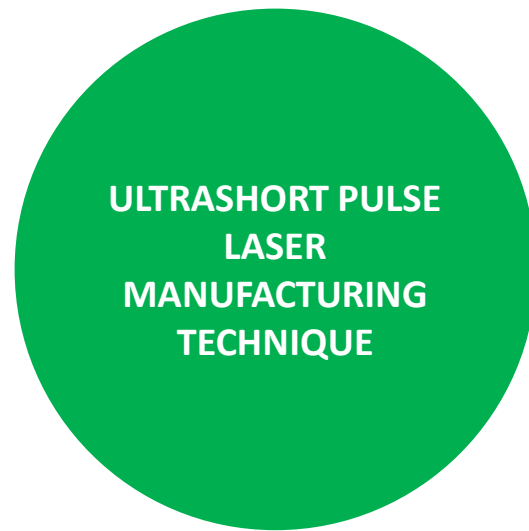
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**LOSS OF DATA &
CONTROL DURING
PRODUCTION**



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Transparent Materials

No Surface Damage

Buried inside the volume

Technology

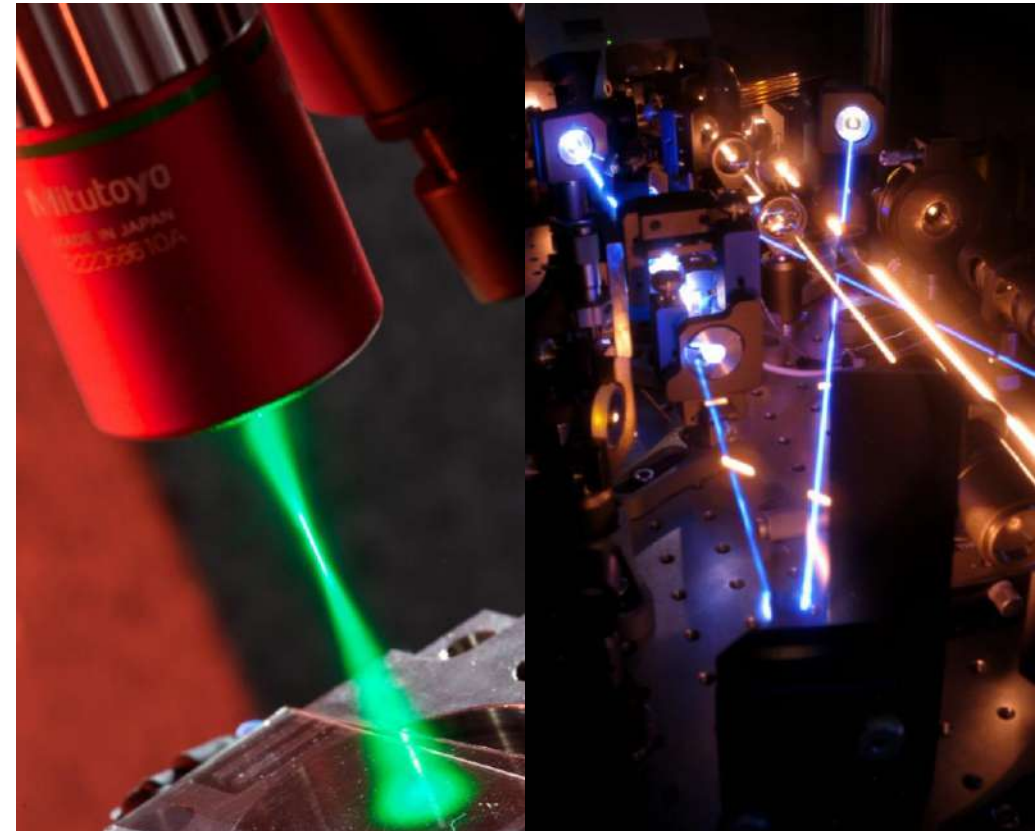


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Standard technologies
for
Traceability

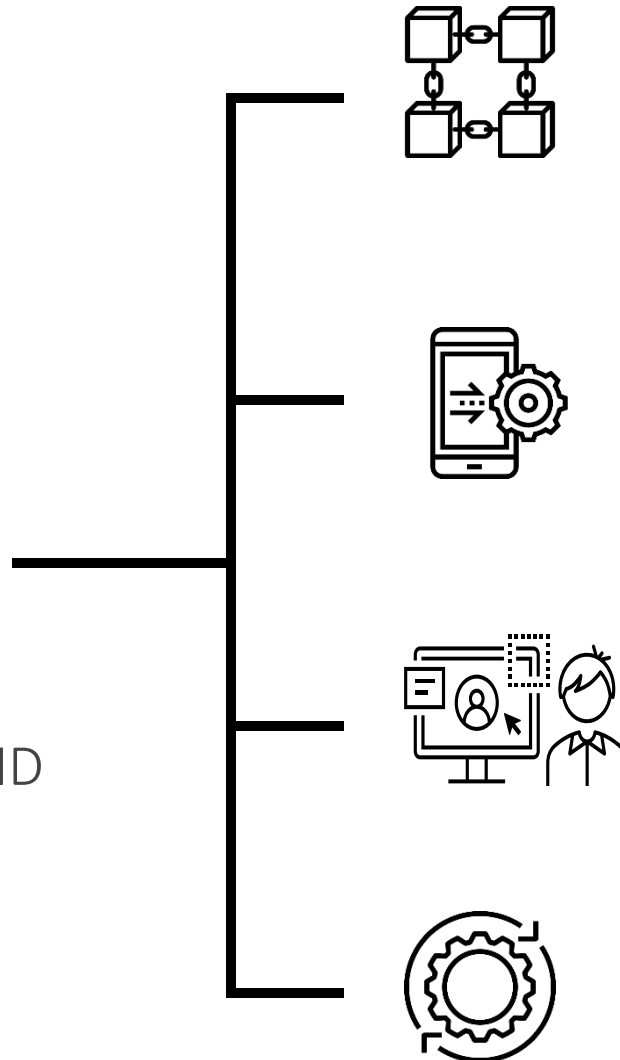
Unconventional method
for
Anticounterfeiting



FULL TRACEABILITY
ALONG ALL THE
SUPPLY CHAIN



Unique Digital ID



Blockchain

Digital Twin

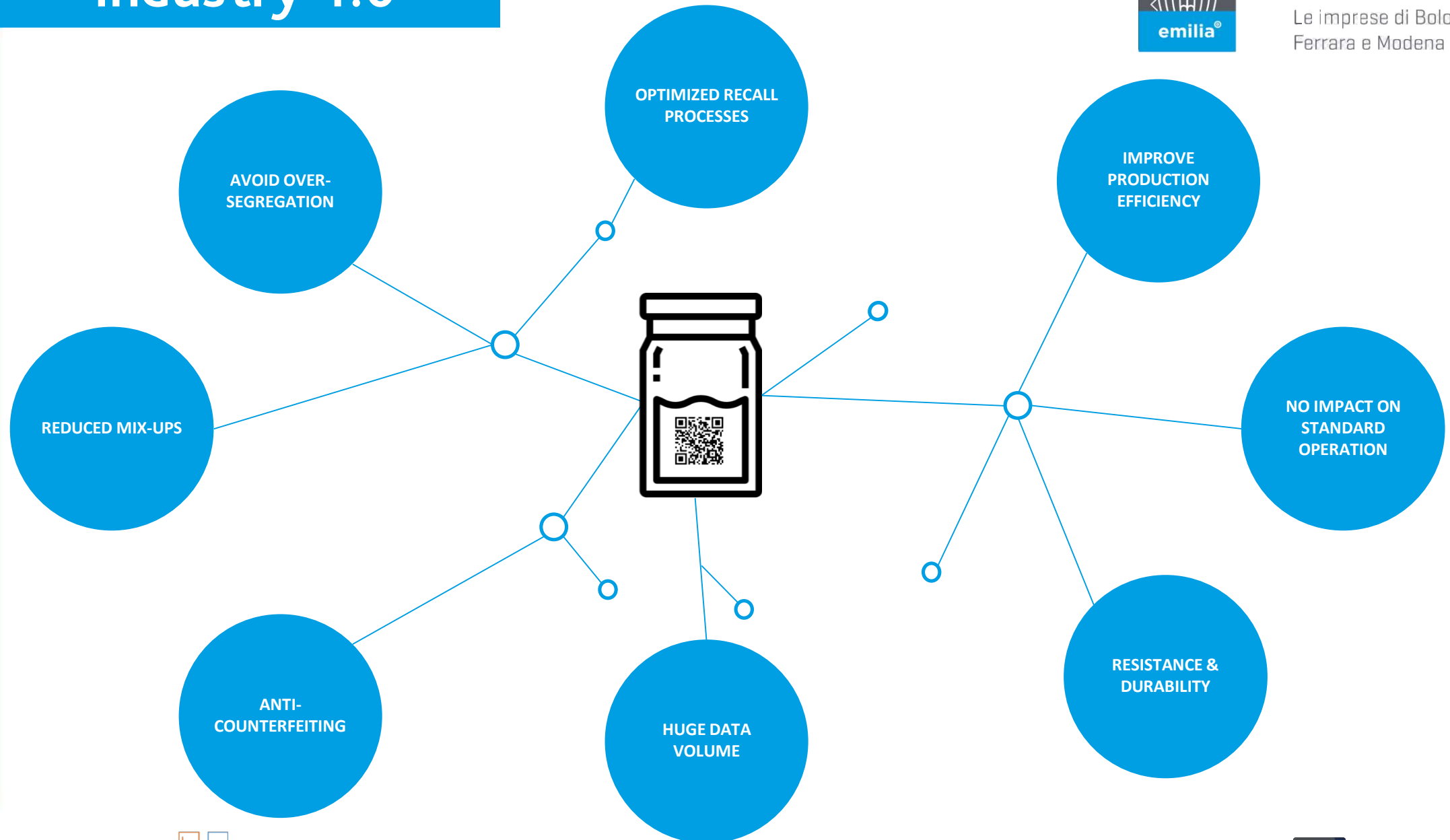
Final User

From Batch
to Single

Industry 4.0



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Target Market



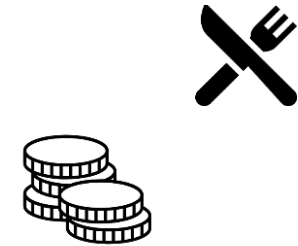
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\$98 B
CAGR 8.5%³

**Pharma
Packaging
Industry**

**Food
Packaging
Industry**



\$303 B
CAGR 5.2%⁴

(3) Pharmaceutical glass packaging market size, share & trends analysis report by product, drug type and segment forecasts, Report ID: GVR-2-68038-175-7

(4) Food Packaging market size, share & trends analysis report by type, material, application, region and segment forecasts, Report ID: GVR-2-68038-365-2



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Target Market



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68%

Of respondents considered using **marked serialized products**⁵

75%

Of the drugs produced globally will pass through Track & Trace solutions in 2026⁶

(5) PDA Research 2019 Traceability Of Primary Packaging Survey – Published Date: 2020

(6) Track And Trace Solutions Market Size, Share & Trends Analysis Report By Product, Technology, Application, End Use, Region, And Segment Forecasts, 2019 - 2026– Businesswire, 2019



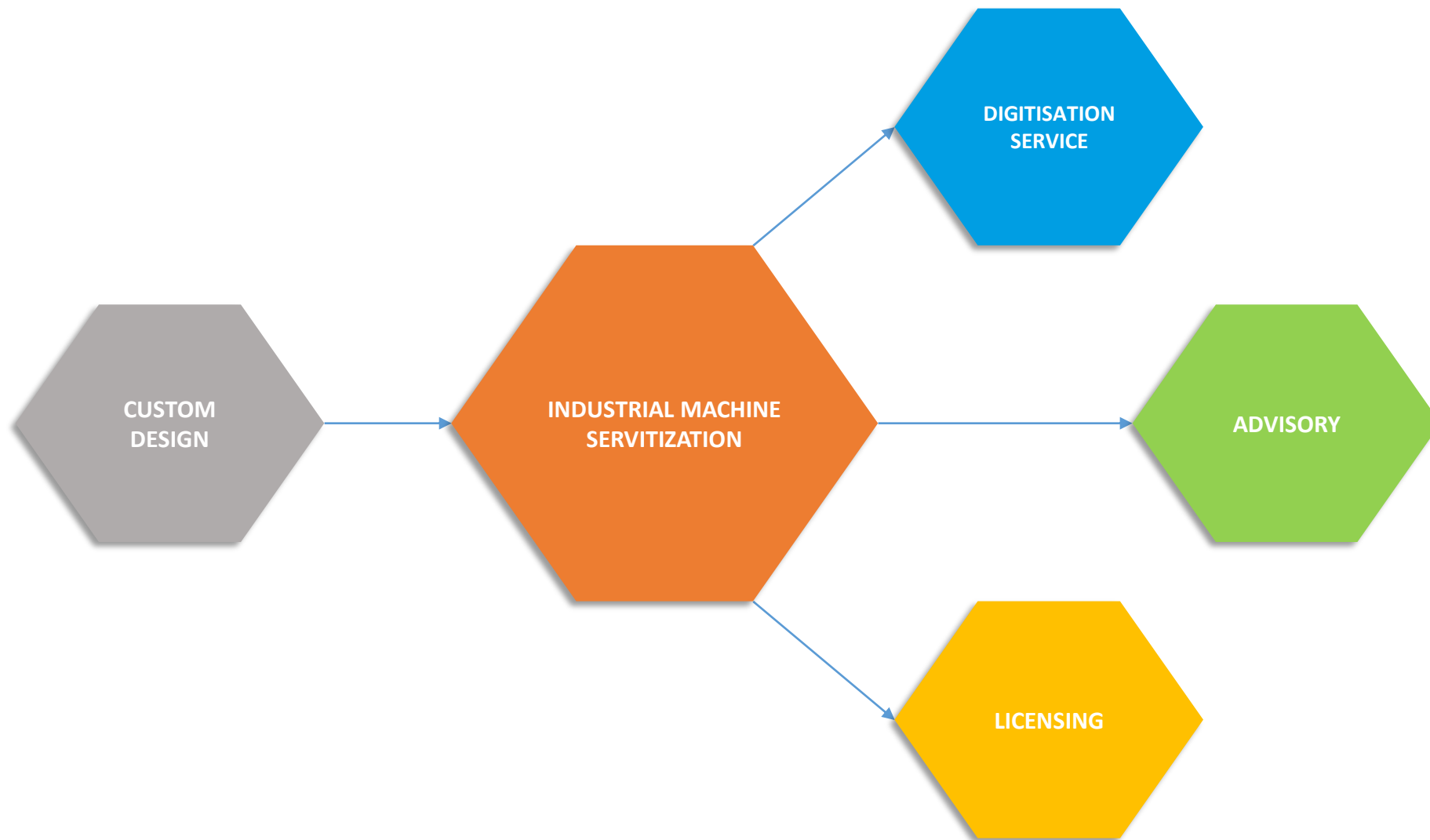
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Business Model



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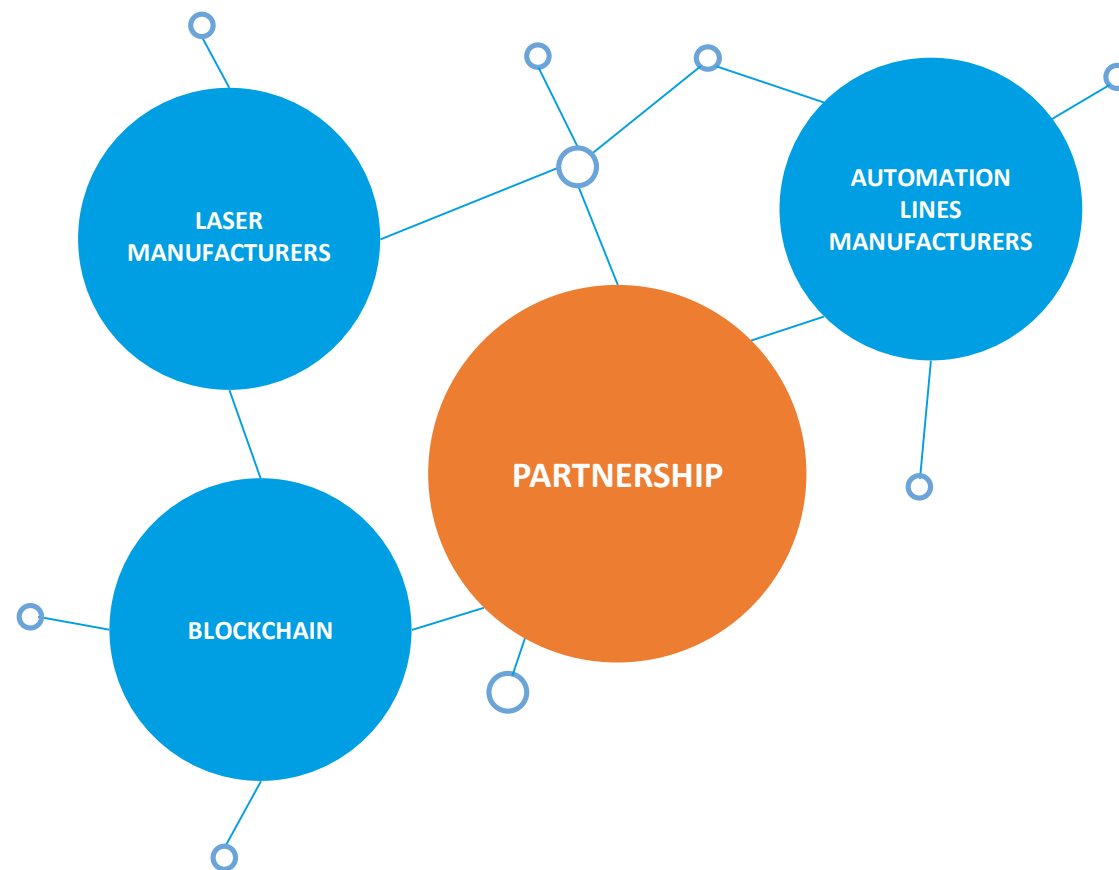
Partnerships



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SAMS Technology believes in
the strength of a network!

USE CASE with



Team



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Matteo Butti,
M.Sc. Engineer

CEO



Silvio Bonfadini,
PhD

CTO



Marcello Di Costa,
M.Sc. Engineer & MBA

CFO



Luigino Criante,
PhD

Scientific Advisor



Guglielmo Lanzani,
PhD

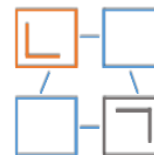
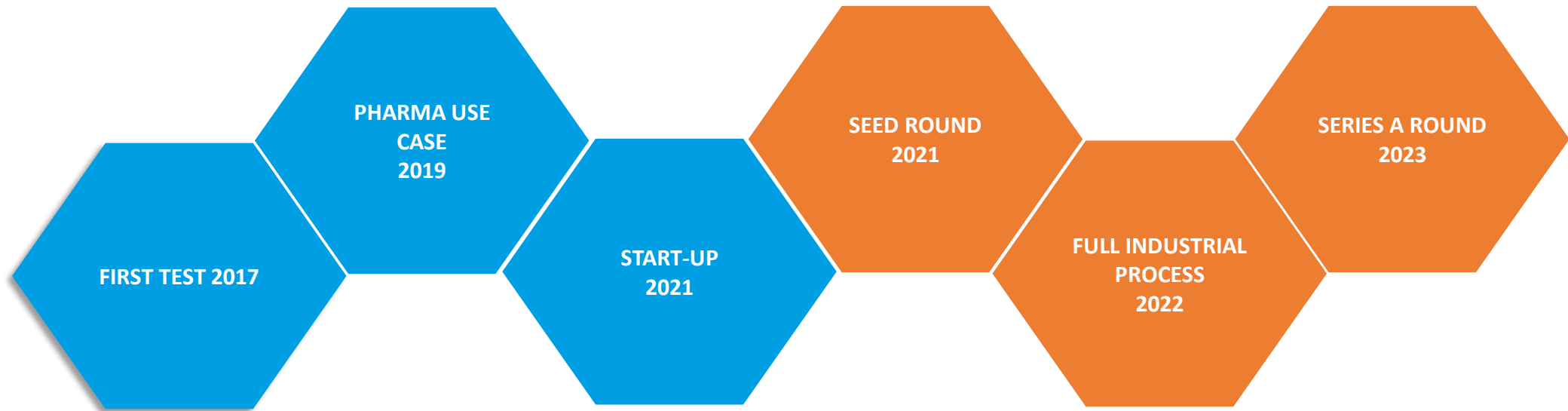
Scientific Advisor



Roadmap



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Awards



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CALL FOR INNOVATION

2020

Industrio Ventures



STARTCUP LOMBARDIA

2020

StartCup



PNI

2020

PNICube



PREMIO DEI PREMI

2020

Fondazione COTEC



Contacts



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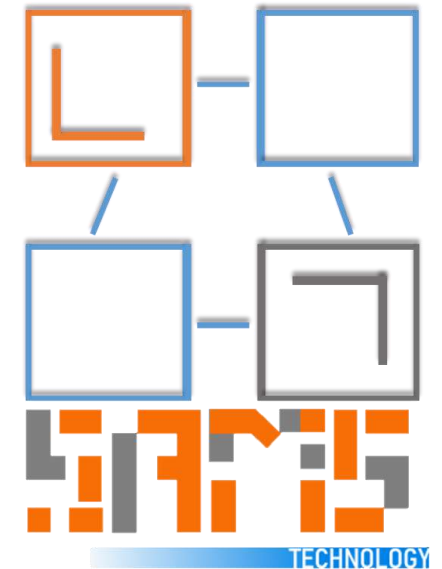


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