

*Sim*

La San Marco

A large, stylized, dark blue 'SM' logo is positioned in the background, centered horizontally. The letters are thick and have a slightly distressed, hand-painted appearance. The 'S' is a large, sweeping curve, and the 'M' is composed of several vertical strokes with a slightly irregular, textured edge.

Our first 100 years



## La San Marco

### Espresso coffee machines since 1920

Every day for one hundred years, we have renewed our commitment to offer the very best to anyone looking for the excellence of Italian espresso coffee. Every day for one hundred years.

What makes the difference is a style that allows us to offer products that are visually appealing, reliable and user-friendly; machines of the very best quality that give our customers the reassurance they have made the right choice on a daily basis.

The functional design and unique technology of our models are instantly recognisable the world over. We are renowned for our automatic and semi-automatic espresso machines and the recognised leader of traditional lever-operated machines, for which we hold the exclusive international Leva CLASS® (Controlled Lever Anti-Shock System) patent.

**La San Marco. The past, the present and the future of Italian espresso coffee.**

# Mission

The best machines, the best choice

Our mission is to keep on guaranteeing a high-quality, highly reliable, safe and user-friendly products through a constant and continuous improvement.

We want to produce and market espresso coffee machines that are increasingly competitive, avant-garde and up to par with the latest technology.





## Vision

### Italian excellence around the world

Our commitment is to become the brand of reference for the coffee industry throughout the world. This is our pledge and the reason why we strive to respond to the ever-increasing and new demands of development. We research increasingly cutting-edge technology and elegant, functional designs.



A CENTURY OF  
TRADITION AND  
INNOVATION  
IN ITALIAN  
ESPRESSO  
COFFEE  
WORLDWIDE

# OUR HISTORY

A history of dedication, quality, design and functionality

La San Marco is synonymous with espresso coffee machines and a global benchmark for anyone who expects the best from tradition and innovation. The evolution of our machines over time is marked by the numerous models that have made an everlasting impression with their unique qualities holding a special place in the hearts of those who have used and enjoyed them.

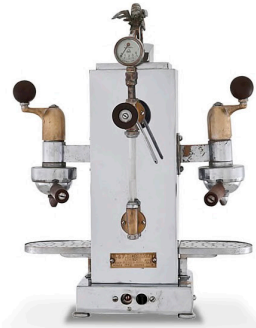
From those bearing the legendary winged lion accompanied by the original La San Marco inscription of the early 900 Collection, to the 1950s Lollobrigida and Disco Volante models, and the ones from the SM era up to present day with the highly successful 85, 95, 100 and New 105 Multiboiler Collection.

This is the history of an Italian company that has successfully exported the time-honoured tradition and love of espresso coffee around the world and has now secured a top spot in the industry through a well-established organisation and highly efficient sales network.



# Our story

Our models have left their mark in the history of coffee machines



1920

Column-type machine

1935

900 Collection

1942

1942 Collection

1945

Atlantic Collection

1950

Lollobrigida Collection



# Our story

Our models have left their mark in the history of coffee machines



# Our story

Our models have left their mark in the history of coffee machines



2000

105 Collection

2008

100 Touch Collection

2017

Leva Luxury

2018

V6

2021

D Collection

# Figures

## The strength of facts

Figures can tell a story, too, and each one can be worth more than a thousand words.

They reveal a company growing on solid foundations built over the years, testifying a strong success with continuous worldwide growth as its source and strength.

PRODUCTS AVAILABLE  
**75**

PRODUCT VARIANTS  
**1.000**

DISTRIBUTORS/  
RE-SELLERS/  
AGENCIES AROUND  
THE WORLD  
**500**

PROCESS  
CERTIFICATIONS  
**3**

EXPORT  
TURNOVER  
(PERCENTAGE)  
**60**

PRODUCT  
CERTIFICATIONS  
**8**

NUMBER  
OF PATENTS  
**48**

NEW COLLECTIONS  
LAUNCHED IN THE  
LAST 3 YEARS  
**5**

MACHINES  
PRODUCED TO DATE  
**800.000**

EXPORT TO  
OTHER COUNTRIES  
**120**

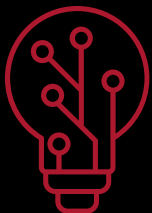
YEARS OF EXPERIENCE  
**103**



# OUR VALUES

Five guiding core values





## INNOVATION & TRADITION

Acknowledging the past and learning from experience. Looking forward to new prospects, processes and solutions, and to technological advances.

We embrace tradition and innovation together, drawing strength and pride from our past as we eagerly look forward to the future. It is this capacity for synthesis that makes us unique.



## A COMPANY OF PEOPLE

Our people are central to the business, working together harmoniously in a spirit of partnership.

The hundred or more people engaged in management, planning, production and sales form a shining model of cooperation. We hold the belief that the superior quality of our products and services springs from an excellent working environment and the professionalism of our people.



## “MADE IN ITALY” IN FIVE CONTINENTS

Our products, services and support allow us to export Italy’s great coffee culture and technological excellence into five continents.

Our machines are designed for easy adjustment of the operating parameters, simplifying the task of users all over the world.



## DESIGN AND FUNCTIONALITY

A truly great machine also deserves to be a beautiful machine. When designing new models, we have always chosen to call upon the style and taste of experienced industrial and non-industrial designers alike. One in particular is Ettore Sottsass. The lines and colour combinations are, however, meticulously designed without ever losing sight of the ergonomic aspect that is key to their functionality and user-friendliness.



## TOTAL QUALITY

Today more than ever, quality and workmanship remain the core values of our entire production process, which is carried out entirely in-house. From product specification to design, from prototyping to the production of the bodywork, boilers and mechanical components, including assembly lines and logistics, everything is managed, monitored and controlled directly by our technicians thus ensuring excellent production quality and service for our customers.

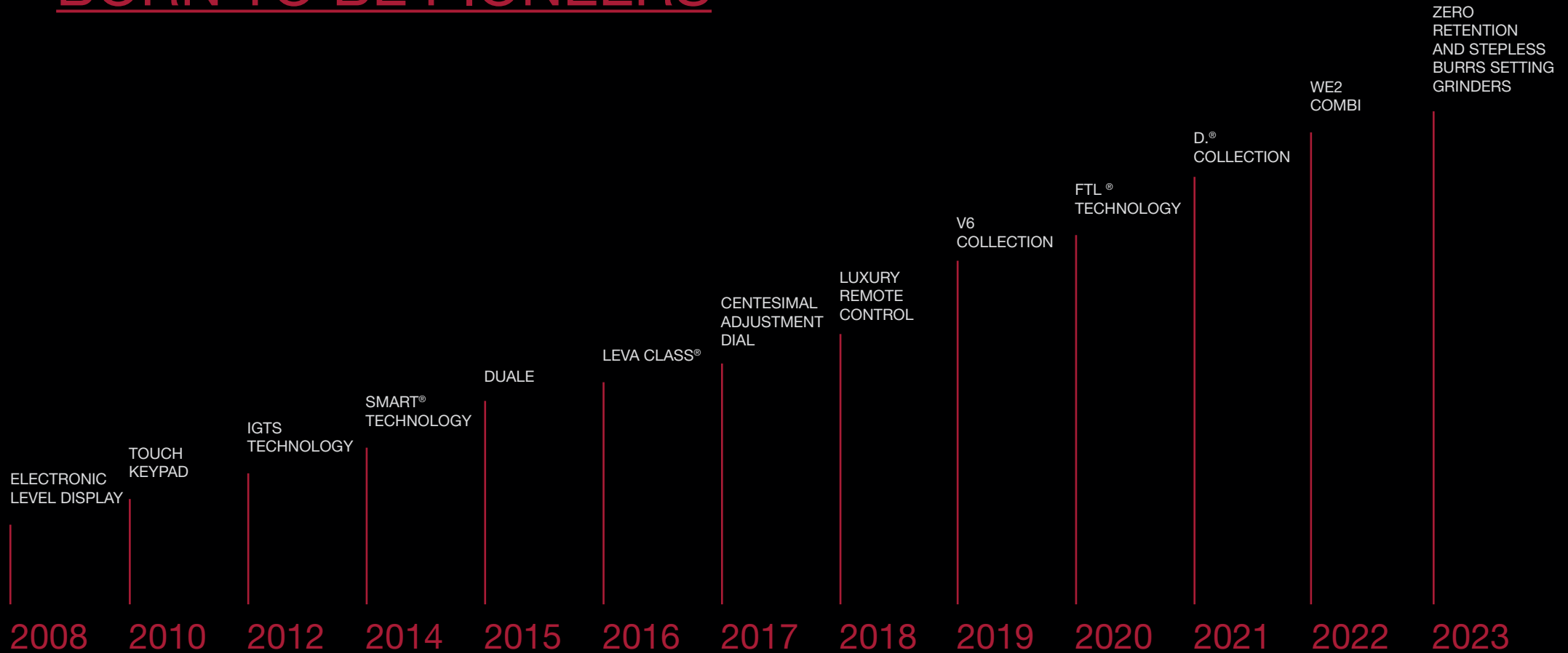
# INNOVATIVE TECHNOLOGY

## Our technologies at your service

All our products benefit from almost a hundred years of know-how and extremely innovative technological solutions, a blend that has generated updates and patents contributing to the evolution of the entire sector.



# BORN TO BE PIONEERS





2008

## ELECTRONIC LEVEL DISPLAY

Electronic level control of the  
water in the boiler

A technology La San Marco developed  
inhouse in 2008 and, from January 2019,  
available on almost all our espresso coffee  
machines.

This technological innovation gives the  
barista easy and full control of the functions  
of all the components of the boiler autofill  
circuit, preventing any risk related to water  
leakage from the circuit.

2010

## TOUCH KEYPADS

Capacitive Keypads

The first to introduce TOUCH KEYPADS  
on the market for traditional machines,  
capacitive touch type interface

2012

## IGTS TECHNOLOGY

IGTS to control the  
temperature of every single  
brewing group

The technology developed by our  
laboratories allows the temperature of  
each coffee brewing group to be adjusted  
independently from the boiler temperature  
using thermosiphonic flow rate adjustment  
devices.

2014

# SMART<sup>®</sup> TECHNOLOGY

## New automated on-demand grinding system

An exclusive detection system - patented by La San Marco - which allows the automatic detection of the portafilters and the correct dose of ground coffee for each dose.

Standard hands free system.

Professional 64-millimetre (SM 92 model), 84-millimetre flat burrs (SM 97 model) and conical burrs for high performance (SM TK model).



The first to introduce  
SMART TECHNOLOGY  
to detect portafilters.

2015

## DUALE

Dual personality; tradition and innovation in the same machine

DUALE CLASS is available in a 2 Group version with one electronic group and volumetric pump and one manual lever group, or in a 3 Group version with two electronic groups with volumetric pump and one manual lever group.



A great machine with volumetric pump and a superb machine with a traditional lever group, combined for the firsttime.

2016

## LEVA CLASS®

### Controlled Lever Anti-Shock System

The first patented technological innovation for lever machines that makes the mechanical extraction of espresso coffee fully compliant with international safety standards.

LEVA CLASS® is an exclusive La San Marco patent. A servo braking device is triggered when the lever returns, making the barista's work safe and easy. LEVA CLASS® technology slows down the return speed of the lever under all operating conditions, thus making the machine easier and safer to use. It also simplifies the job of purging the group head, reducing operator strain and eliminating any risk.

The first to introduce patented LEVA CLASS® technology which puts us in a class of our own in the world of lever machines.

2017

## CENTESIMAL ADJUSTMENT DIAL

Making adjustments more intuitive  
and precise

With the new centesimal adjustment dial, adjusting the grinding gap is more accurate and user-friendly compared to the past.

The new dial allows the barista to adjust the distance between the burrs with the accuracy of one hundredth of a millimetre, adapting it, with high precision, to the humidity in the premises, the blend and type of burrs. Thanks to the new marking on the coffee grinder/doser, the barista will have no difficulty in understanding which direction to turn the dial to increase or decrease the fineness of the grinding.



2018

## PID ELECTRONIC SYSTEM

Leva Luxury, the first electromechanical machine with electronic temperature control.

Thanks to the PID system, adjusting the boiler water temperature is easy, fast and intuitive and can be performed without the intervention of a technician.



The first to present the LUXURY model, the naked coffee machine.

2018

## REMOTE CONTROL APP

The new remote control system to monitor coffee machines

The new Remote Control App by La San Marco is now available for remotely monitoring coffee machines. Currently available for the automatic models 100 Touch, 105 MB ACT and D.

Collection, the new system works with a proprietary App allowing the baristas not only to connect via Bluetooth to their own coffee machines to monitor the statistical data and, if necessary, to reset the operating parameters, but also to share them with other authorised users and thus receive real-time technical support, even remotely.

The App is easy to use. The La San Marco Remote Control App can be downloaded free-of-charge on all Android mobile devices (smartphone or tablet) directly from the company website [www.lasanmarco.com](http://www.lasanmarco.com).



2019

## V6 COLLECTION

The first symmetrical 6-group lever model, the only ALL AROUND model

The V6 model is only available in the 6 group version, and guarantees high quality espresso thanks also to its Lever extraction method, much appreciated by coffee aficionados and professional baristas.



The first to present the V6 model.  
**THE FIRST AND ONLY DOUBLE-SIDED MACHINE**  
with 6 groups.



2020

## FTL Fine Tuning Lever

The new steam delivery control system.

Fine Tuning Lever (FTL) is the patented innovation for mixed control of the steam nozzle. Consisting of a revamped control lever that offers improved regulation of the flow of steam, FTL includes, in a single mechanism, both the steam dispensing systems already found on La San Marco machines: by turning the knob or moving the lever up and down.

The new device gives the barista high-precision control over the flow of steam when preparing milk-based beverages. The highly precise flow regulation was made possible thanks to the use of a cammed device that has replaced simple regulation via screw-lead screw.

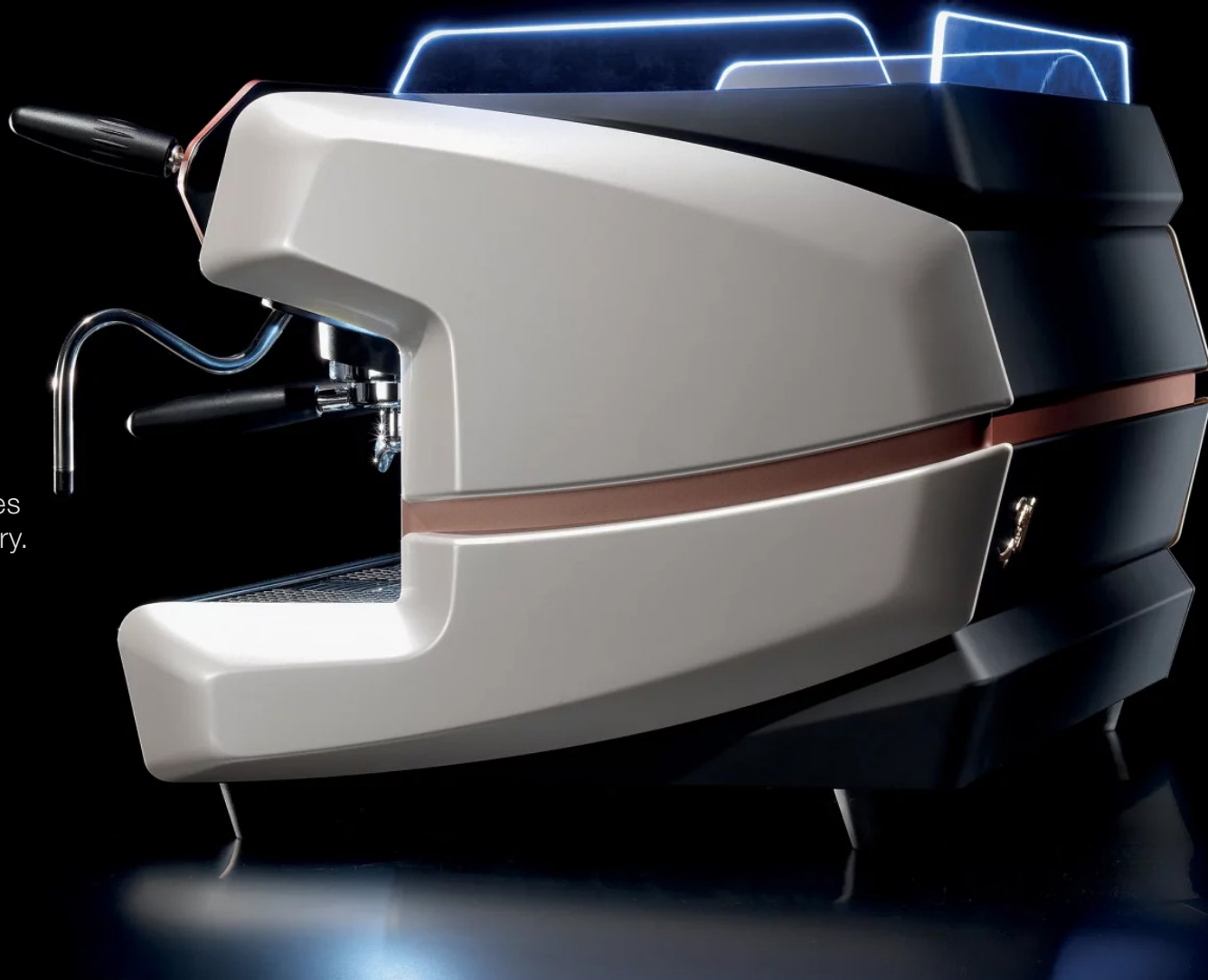


2021

## D. COLLECTION

La San Marco celebrates  
its first 100 years

The object of desire for lovers of the art of coffee and fans of technology. Innovative design with care taken over the smallest details, with fluid lines, tactile finishes and floating display inspired by the automotive industry. Customisable pressure and temperature profiles to calibrate extraction for each blend and palate. Form and function in perfect harmony.

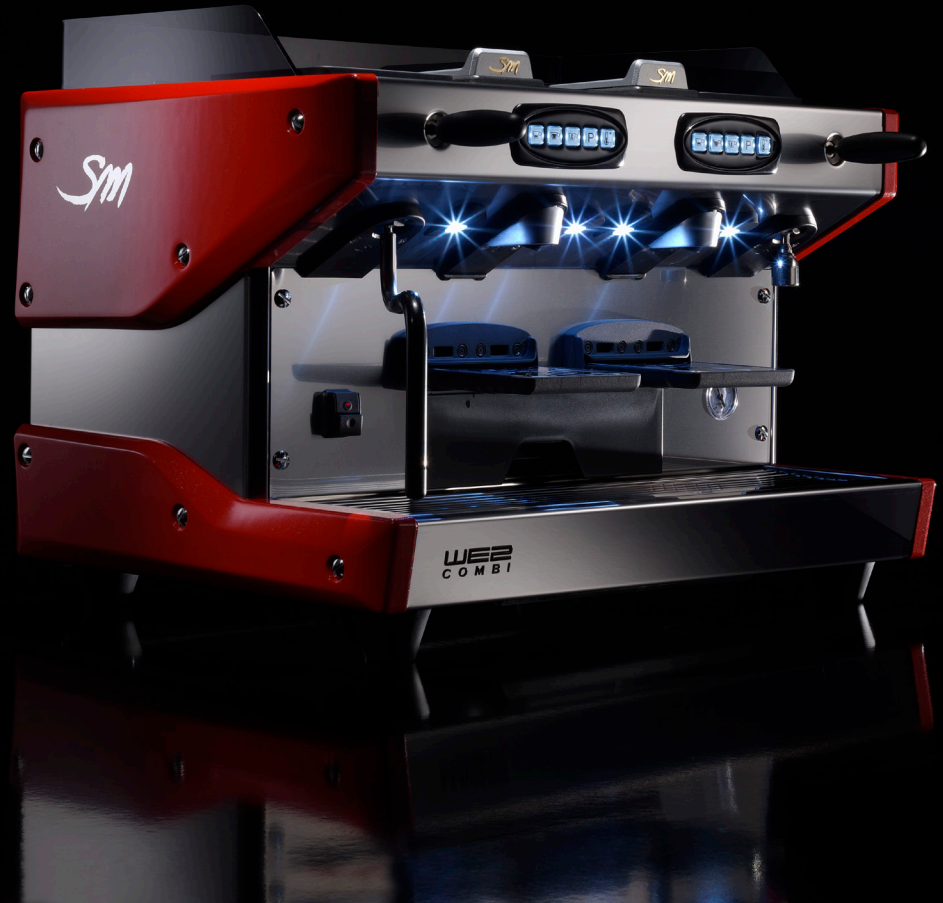


2022

## WE2 COMBI

### Compatibility and multiboiler versatility

Technology, innovative design and professional level performances together with the easy to use single dose capsules are the special features of WE2, compact two group espresso coffee machine 100% Made in Italy.



2023

## 84F-S-V

Variable speed, zero retention,  
stepless burrs setting and cooled  
coffee chamber



# TRADITIONAL COFFEE MACHINES

## Design and quality

Unmistakeable Italian style and high performance combined to create a world-beating espresso.



TRADITIONAL COFFEE MACHINES

## D. Collection

Automotive-inspired design and elegance



D. MBV



D. MB T



D. CT

TRADITIONAL COFFEE MACHINES

## 20/20 Collection

Modern appeal, sturdy and reliable



20/20 Top



20/20 Classic



20/20 Plug&Play

TRADITIONAL COFFEE MACHINES

## 80 Collection

Classic elegance, latest generation technology



80



Top 80



80 Preziosa



Top 80 Preziosa



TRADITIONAL COFFEE MACHINES

# 100 Collection

A gem of technology and design



100 Touch



100 Semi-automatic



100 Electronic

TRADITIONAL COFFEE MACHINES

# 105 Collection

Prestigious design and high quality



105 MB ACT



105 Touch



105 Electronic

# LEVER MACHINES

## Tradition and safety

Unique LEVA CLASS® technology for a superlative coffee extraction system that complies with all international safety standards..



## LEVER MACHINES

# V6

## The real convivial coffee experience

The V6 model is only available in the 6 group version, and guarantees high quality espresso also thanks to its Lever extraction method, much appreciated by coffee aficionados and professional baristas.



V6

## LEVER MACHINES

# Leva Luxury

The innovative coffee machine that changes the look of your bar

LEVA LUXURY, available in 3 versions, of 2, 3 and 4 groups, ensures an espresso coffee of high quality, thanks to the extraction lever system, very appreciated among coffee lovers and professional bartenders.



Leva Luxury

LEVER MACHINES

## Leva Luxury Multiboiler

A concentrate of technology and beauty

Multiboiler technology, applied for the first time on a lever machine, allows individual as well as extremely precise temperature control for each dispensing group (thanks to the PID controller).



Leva Luxury Multiboiler

## LEVER MACHINES

# Leva Luxury Augmented

## Even more precision in dispensing

The latest model developed and engineered by La San Marco in its collection of mechanical machines is the one called “AUGMENTED LEVER”. This name designates a multiboiler machine with integral digital screens, one for each group, with both displaying and recording features, to track the pressure profiles generated by the movements of the experienced barista who activates the lever.

In addition to the pressure profile, the displays show, in real time, also the evolution of the water temperature in the single groups during the brewing phases. These innovative characteristics allow baristas to extract the best from any coffee, whether blend or single origin, even specialty ones, thereby guaranteeing uniform results and highlighting their professionalism.



Leva Luxury Augmented

LEVER MACHINES

## 20/20 Leva

Cutting-edge style, traditional extraction

20/20 LEVA is available in 4 versions, of 1, 2, 3 and 4 groups and ensures an espresso coffee of high quality, thanks to the extraction lever system, very appreciated among coffee lovers and professional bartenders.



20/20 Leva



LEVER MACHINES

## 80 Leva

All tradition of the lever machine combined with Leva Class® technology

NEW 80 LEVA CLASS® is available with 2 or 3 groups with standard steam cup warmer and automatic level control.



80 Leva

LEVER MACHINES

## Duale

Dual personality, tradition and innovation in one machine

DUALE CLASS is available in a 2 or 3 group version, with one/two electronic groups, a dedicated volumetric pump and one manual lever group.



Duale

# CAPSULE COFFEE MACHINES

## Convenience and immediacy

Five models, with different technological solutions for different needs, but with a single goal: effortless creation of a professional coffee, at home or in the office.



CAPSULE COFFEE MACHINES

**WE2**

For coffee shop-quality espresso



WE2



WE2 Combi

CAPSULE COFFEE MACHINES

**SM**

Quick and easy use, simple maintenance



SM Mini



SM 1



SM 2

# DOSER - GRINDERS

## Precision and versatility

A range of products using dosing or direct grinding, employing sophisticated technological solutions and innovative design concepts to ensure top quality in every single coffee.



DOSER GRINDERS

## COFFEE GRINDERS WITH DISPENSER

Four new and practical coffee grinding solutions designed to meet your needs



SM 92 manual



SM 97 manual



SM 92 timer

DOSER GRINDERS

## COFFEE GRINDERS WITH DISPENSER

Four new and practical coffee grinding solutions designed to meet your needs



SM 92 Automatic



SM 97 Automatic



SM LK Automatic



SM TK Automatic



DOSER GRINDERS

## COFFEE GRINDERS ON-DEMAND

On-demand grinding solutions. Extreme precision and versatility



SM TK Instant



SM TK Smart Instant



SM 97 Instant

DOSER GRINDERS

# COFFEE GRINDERS ON-DEMAND

Extreme precision and versatility



SM 97 Smart Instant



SM 92 Smart Instant



SM 92 Instant

COFFEE GRINDERS

NEW COLLECTION 2023



84F-S-V



68C-D



58F-I

# SUPER-AUTOMATIC COFFEE MACHINES

## Reliability and practicality

The latest generation of models for restaurants and hotels.  
The best choice for maximum machine autonomy and great coffee.



SUPER-AUTOMATIC MACHINES

**ALL IN**

The best choice for maximum machine autonomy and great coffee



ALL IN 50



ALL IN 100



ALL IN 100 BIG TANK

SUPER-AUTOMATIC MACHINES

**ALL IN**

The best choice for maximum machine autonomy and great coffee



ALL IN 200



ALL IN 300



ALL IN 300 POWDER

WE DEVELOP  
TECHNOLOGY FOR  
THE BEST COFFEE  
BREWING

Focus on...



# The secrets of a portafilter

A smaller diameter and greater depth are the features of the portafilter of our machines with electronic groups. One-of-a-kind compared to the current market offer, designed according to specific technical choices.

The smaller diameter of our portafilters (53 mm compared to 57-58 mm of other portafilters available on the market) results in about a 19% increase in the time, based on the same amount of coffee contained in the filter, available to each water molecule to absorb the aromatic oils and organoleptic components that give aroma and taste to the coffee in the cup. This is calculated according to Darcy's law for linear filtration. The greater depth of the coffee block in the portafilter also allows for a more efficient pre-infusion stage which, as we know, takes place just before the actual percolation. The increased thickness of the coffee block, once the water starts to percolate in the preinfusion stage, helps to increase the compactness and reduce porosity, thus avoiding the onset of channelling, which is noted for causing the under-extraction of coffee.





# ACT

## Advanced Concepts in Technology

Real-time control of the temperature curve of coffee extraction.

The advanced control system for electronic multiboiler machines which allows for the real-time control of the temperature curve of coffee extraction. Thanks to the modern technology that La San Marco has made available on this Multiboiler model, the barista can program and adjust the machine with simple and intuitive commands via a modern display. All the functions available on the display can also be controlled remotely, via Bluetooth, using any Android mobile device.

Each curve allows the barista to customise the individual dose and obtain the most suitable extraction for the different blends of coffee. Preparing a cup of coffee thus becomes a real-time exchange between the barista and the machine, a new concept of man-machine interaction.



ACT  
The advanced management system for electronic multi-boiler machines that introduces real-time control of the coffee extraction temperature curve.

# Electronic control of the percolation speed

This is the system which displays the information to the barista, when brewing has finished, on the flow rate with which the water percolated through the coffee block. The real flow rate data is acquired by the software which compares it with the ideal interval set in the programming stage by the barista. If the flow rate data does not fall within the interval between minimum and maximum values, a message on the display alerts the barista of the irregularity, allowing him/her to adjust the coffee grinder-doser, by regulating the grain size of the coffee and/or the tamping pressure.

The system, which has already been adopted in the previous La San Marco “Top” models, has proved to be a valuable tool for baristas in preparing coffee, allowing them to obtain the best from the coffee blend and give the customer a satisfying sensory experience.



## Cool-touch steam wand

Available from January 2020 on all La San Marco models, as a standard supply or as an accessory, the new “cool-touch” stainless steel steam wand is one of the components that baristas appreciate most. The new-generation technology is combined with the unbeatable PEEK nozzle to guarantee thermal insulation for the entire length of the wand, preventing any risk of burns for the barista, both when frothing milk and during cleaning.

The cool-touch steam wand is interchangeable with the standard model and can be used with both classic steam lever control and the new FTL activation system.



# La San Marco introduces PRO-FONDI®

## The innovative system to instantly clean your coffee filter

PRO-FONDI® is a low-voltage rotating system that removes coffee grounds with the aid of gravity, eliminating the noise of banging the portafilter and, by optimising filter cleaning, also improves the results in the cup.

This patented system is very easy to use, and cleans the filter more efficiently and more quickly: simply insert the portafilter into the slot, then pull it out again just a few seconds later, spotlessly clean. With PRO-FONDI®, no more banging on drawers and hoppers, which means no more risk of micro-trauma to the hand, wrist and forearm. The system also offers the barista greater freedom of movement (no more open drawers) and, thanks to its collection system, the used coffee grounds fall straight into the bag below the device, for maximum hygiene.

# Constantly improving

## Lean Thinking and Industry 4.0.

We implemented an innovative process in partnership with the Considi “Strategy for Improvement”, aimed at:

- Applying lean thinking to all company departments
- Eliminating all activities that do not add value for the customer
- Maximising efficiency (OEE) by reinvesting the resources freed up for business development
- Reducing inventory and implementing Kanban logic
- Improving overall process control
- Improving working conditions for the benefit of all
- Making the most of the opportunities presented by Industry 4.0 (IoT) starting with research and development and after-sales service

# Environment and energy savings

## Respect for the environment and energy savings as core values

The choice of environmental friendliness and energy savings are core values for our company. For each of our products, we have chosen to use the most recyclable materials, without detracting from the performance. Through periodic reporting, we constantly monitor the disposal process of our production waste and old models, verifying the correct recovery process. In recent years, we have intensified our research and adoption of low-consumption technology.



INDEPENDENT GROUPS



INSULATED BOILER



STAND-BY OPTIONS



LOW-CONSUMPTION LED TECHNOLOGY



SORTING PRODUCTION WASTE



MONITORING THE RECOVERY PROCESS

# Our certifications

## SYSTEM CERTIFICATIONS



UNI EN ISO  
9001:2015



UNI EN ISO  
14001:2015



UNI EN ISO  
14001:2018

## CERTIFICATIONS CONCERNING PRODUCTS NORMS



MACHINERY  
DIRECTIVE  
2006/42/CE



IECEE CB  
SCHEME



INTERTEK



INMETRO



KOREA  
CERTIFICATION



ECAS ROHS  
CERTIFICATION



UKCA  
CERTIFICATION

## FOOD SAFETY NORM



MOCA  
CERTIFICATION



INTERTEK



ROHS  
UNI EN ISO



RAEE

## ENVIRONMENT NORMS

## REFERENCES

The most prestigious bars  
and restaurants of the world







ITALY\_GRADO (GO\_HOSTARIA IN CONTRADA



FRANCE\_PARIS\_EATALY



ITALY\_TRIESTE\_CAFFE DEGLI SPECCHI



SLOVAKIA\_PREŠOV\_ENCORE CAFFÈ



AUSTRIA\_VIENNA\_DIGLAS KAFFEEHAUS



ITALY\_CATANIA\_SOKOLATE



THAILAND\_BANGKOK\_COFFEE FEST



HONG KONG\_EXHIBITION CENTRE



SCOZIA\_GLASGOW\_SALT & VINEGARD



GREECE\_ATENE\_PAVIN CAFFÈ



VIETNAM\_HANOI\_HELIO - HANOI LIBRARY



SWITZERLAND\_FRIBURGO\_LÈ BOULEVARD



ITALY\_NAPLES\_GRAN CAFFÈ GAMBRINUS



SLOVAKIA\_KOŠICE\_CAFFÈ TRIESTE



KOREA\_SABUK-EUP\_KANGWON LAND HOTEL



VIETNAM\_HOI AN\_BONCAFFÈ



KOREA\_SABUK-EUP\_CAFFÈ MUSE



FINLAND\_KUOPIO\_FINE DINING ISA' CAMILLO



SCOTLAND\_EDIMBURGO\_MILANO BAR

*SM*

LaSanMarco.com