



RPC Superfos

Presentation



Contents

1. Introduction to RPC Group
2. RPC Superfos
3. Solution provider
4. Core competences
5. Product development
6. Key packaging solutions





RPC – THE ESSENTIAL INGREDIENT

Introduction to RPC Group

November 2018



3



The plastic packaging market



Source: Smithers Pira
 (1) 2017 - Global packaging market, materials, by value
 (2) 2017 - Global packaging market, materials & regions, by value



A leading global design and engineering company for plastic products



RPC Sales 2017/18
- by end market*

Food	29%
Non-Food	25%
Technical Components	18%
Personal Care	13%
Beverage	10%
Healthcare	5%



RPC Sales 2017/18
- by destination*

Europe	78%
North America	14%
Asia	4%
Rest of World	4%

*Pro forma to include a full year of acquisitions for continuing businesses only



Award winning design and innovation

90
+
Awards
since 2012





Global footprint - worldwide excellence in design and engineering

Largest European plastic converter and industry leading innovator

188
operations

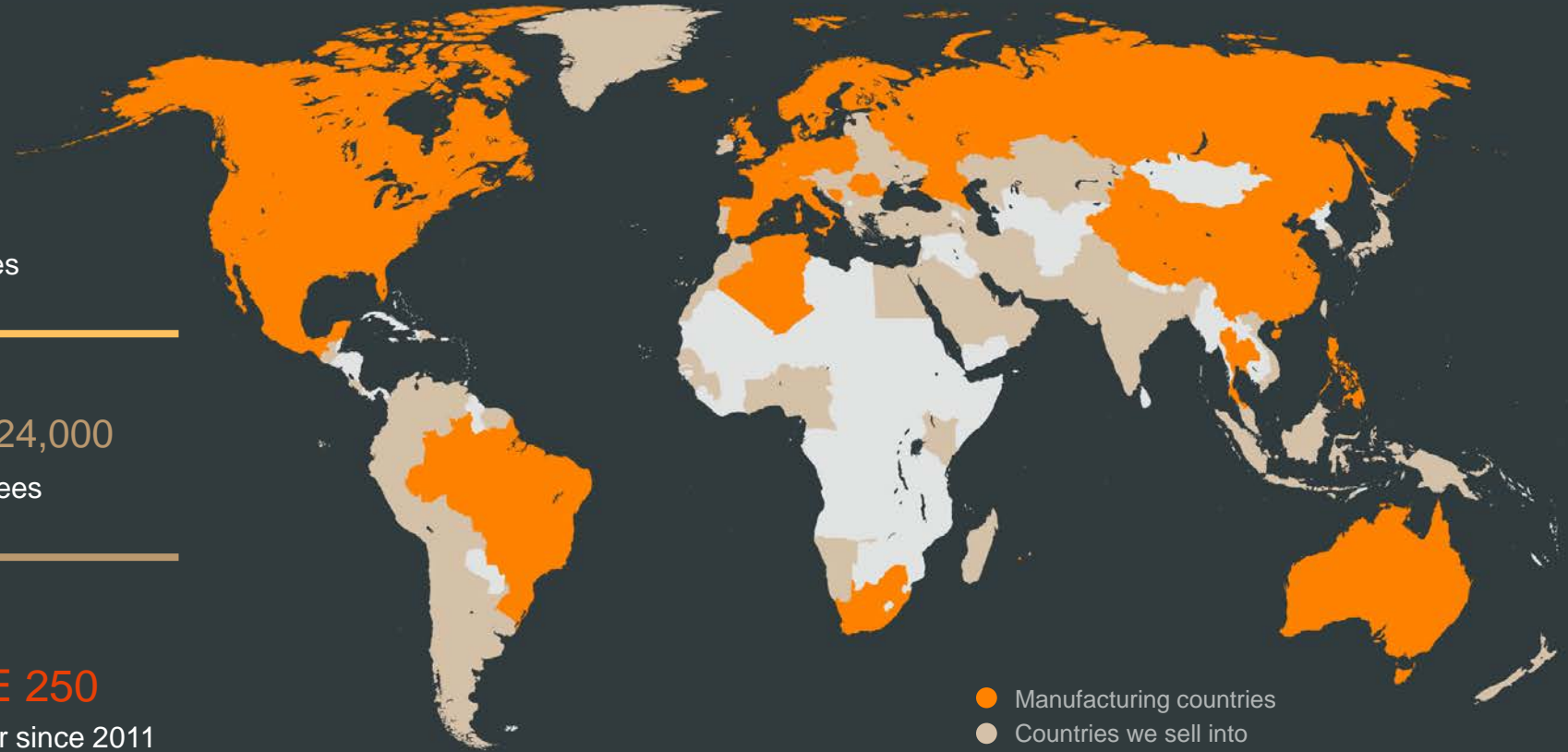
33
countries

31
design & innovation
centres

circa 24,000
employees

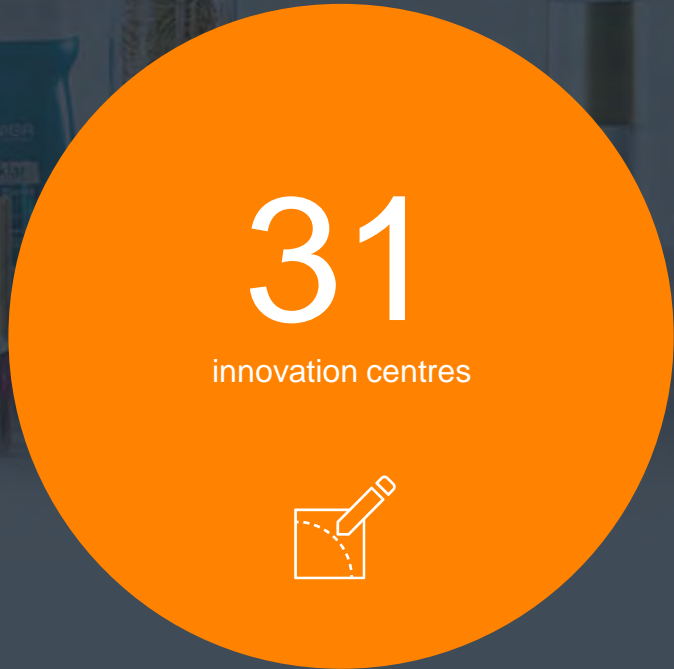
1993
listed on London
Stock Exchange

FTSE 250
member since 2011



Design and innovation centres of excellence

Our 31 design and innovation centres worldwide combine imagination and creativity knowledge and understanding of all plastic processes



RPC Bebo
Bouxwiller, France

RPC Bramlage
Bellignat, France

RPC Superfos
La Genête, France

RPC Astra Plastique
St George de
Rerueins, France

RPC Bebo Plastik
Bremervörde, Germany

RPC Bramlage
Lohne, Germany

RPC Formatec
Mellrichstadt, Germany

RPC Zeller Plastik
Zell / Mosel, Germany

RPC Kutenholz
Kutenholz, Germany

RPC Promens
Hockenheim, Germany

ESE World
Wenden, Germany

RPC bpi agriculture
Zelee, Belgium

RPC Promens Industrial
Eke, Belgium

RPC Plastiape
Osnago, Italy

Nordfolien
Steinfeld, Germany

RPC Obrist
Reinach, Switzerland

RPC Superfos Mullsjö
Mullsjö, Sweden

RPC Superfos
Randers, Denmark

RPC Vehicles
Zlín, Czech Republic

RPC Sæplast
Dalvík, Iceland

Letica
Rochester, USA

**RPC Astrapak JJ
Precision**
Pinetown, South Africa

RPC Ace Mould
Shanghai, China

RPC Ace Mold
Zhuhai, China

RPC UCP/Zeller Plastik
Norwich, UK

RPC M&H Plastics
Beccles, UK

RPC Massmould
Milton Keynes, UK

RPC Design Centre
Rushden, UK

RPC bpi indupac
Ardeer, UK

RPC bpi recycled products
Heanor, UK

RPC bpi protec
Worcester, UK

Conversion processes



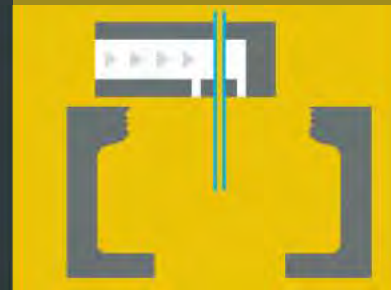
Injection moulding

- Complex designs
- High level decoration
- High added value



Blow moulding

- Re-closable
- Narrow neck
- Pourable



Thermoforming

- High volume
- Low cost
- Barrier applications



Rotational moulding

- Extremely versatile
- Low tooling costs
- Smaller volumes



Blown film extrusion

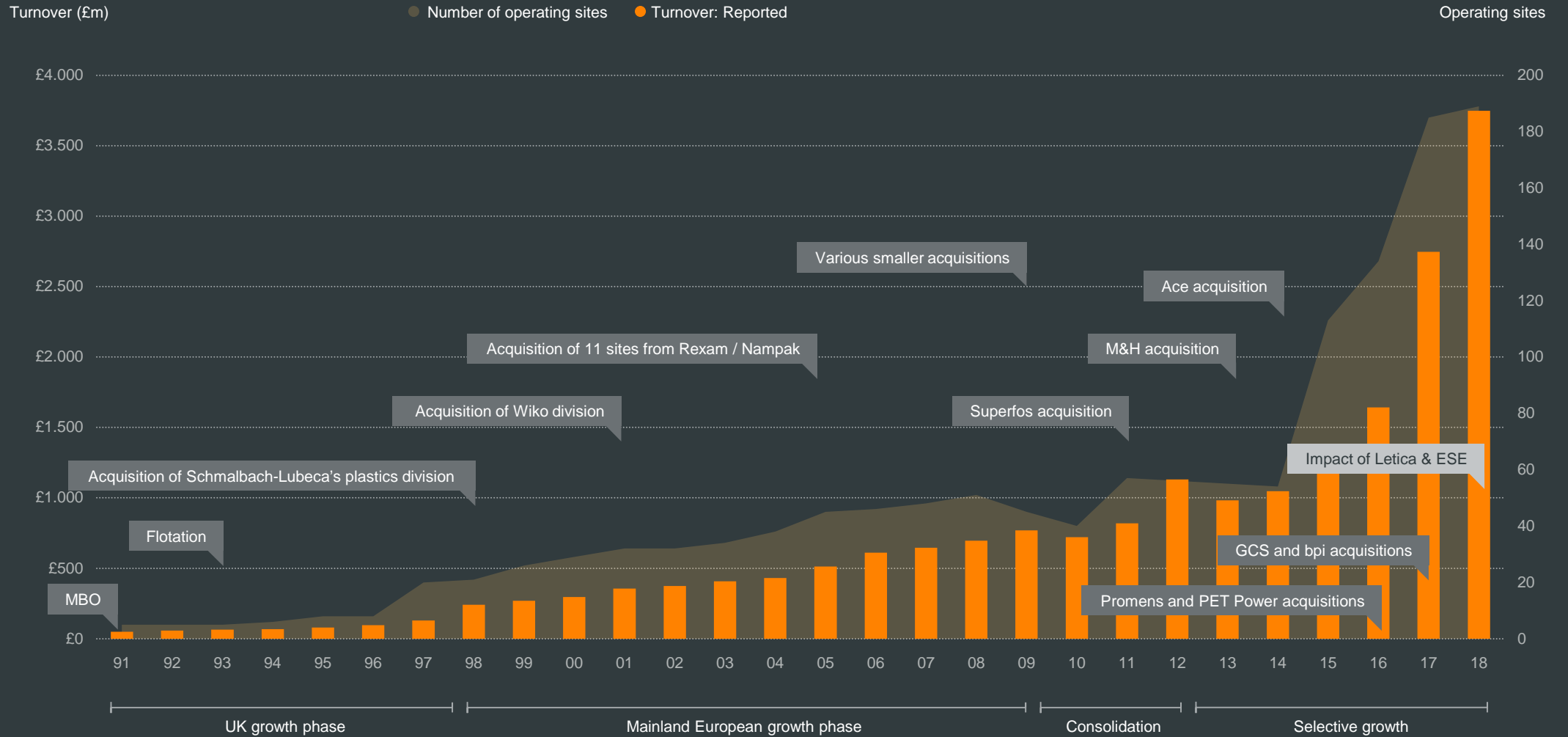
- Multilayer co-extruded films
- Film, tube & sheet products
- Plain, printed or converted



Our competitors tend to specialise in only one technology. Thanks to our strategic acquisitions over the years we have expertise, R&D and production facilities, that allows RPC to offer the widest range of options to customers.



Corporate history



The value chain

Unparalleled choice

Expertise across all five conversion processes, offering unparalleled choice in both standard and customised products



choice

Excellence in design

A one stop-shop approach to design that achieves product requirements across brand image, functionality and performance



design

Product innovation

Creating and growing markets for plastics through technical innovation and process engineering



innovation

Customer service

An autonomous but connected business structure that meets the diverse needs of global and local customers across a wide geography



service



Experienced international management team

with over 350 years' experience in the plastic conversion industry



Pim Vervaat
Chief Executive

11 yrs



Simon Kesterton
Group Finance Director

16 yrs



Darin Evans
Group Purchasing

21 yrs



Tom Saunderson
Corporate Development

8 yrs



René Valentin
Superfos

27 yrs



Alfons Böckmann
Bramlage

43 yrs



Alistair Herd
Promens

31 yrs



Michael Stegeman
Bebo

19 yrs



Nelson Fu
Ace (Joint CEO)

15 yrs



Horton Zhang
Ace (Joint CEO)

24 yrs



Frank Doorenbosch
bpi group

29 yrs



David Duffield
M&H

37 yrs



Eric Chavent
Global Accounts

26 yrs



John Cotterell
Group HR

3 yrs



Andrew Green
bpi deputy CEO

32 yrs



Dragan Stjepanovic
Promens Director

21 yrs



Robin Moore
Astrapak CEO

33 yrs



12



Executive Board Members



Group Executive



Extended Group Executive

RPC Superfos

Innovative plastic packaging solutions



A customer-focused culture



Our mission

We help to create preference for our customers' products

Vision 2020: Leveraging our key strengths

Vision 2020: FOCUSED GROWTH

Continuing focus on organic growth

Selective consolidation in Europe

Creating a meaningful presence outside Europe

Strong market positions
in selected segments such as Paint and Dairy

Leading design and innovation
capabilities within Injection Moulding and Thermoforming

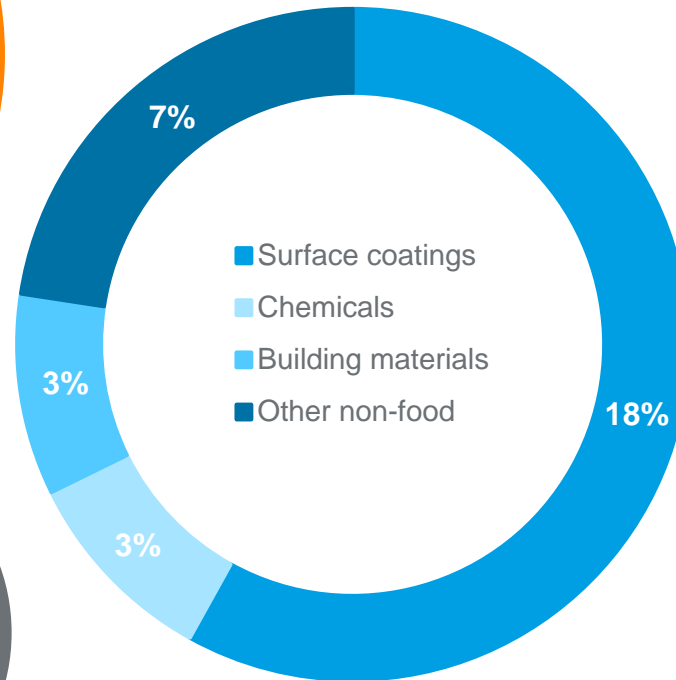
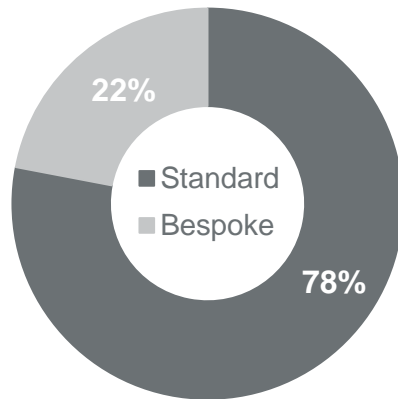
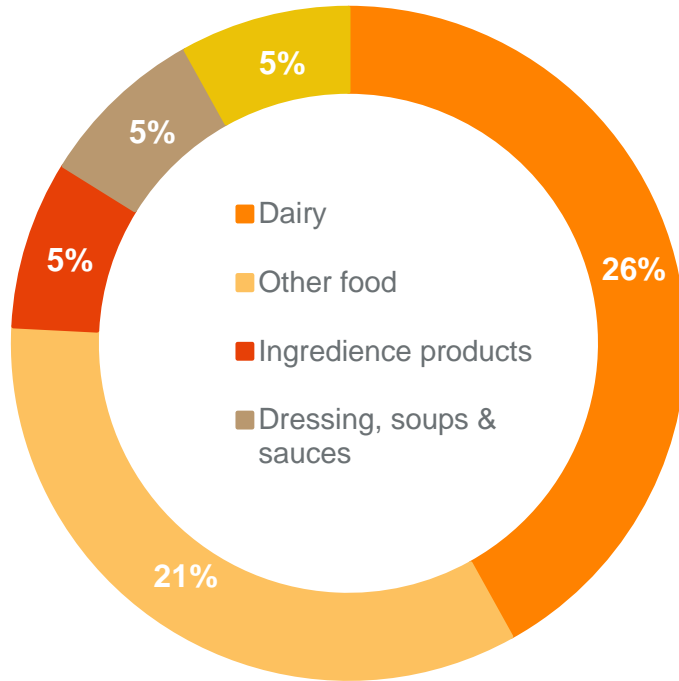
Process and operational excellence
in addition to cost leadership – conversion cost and polymer buying

Blue chip customer base
our customer base includes blue chip companies



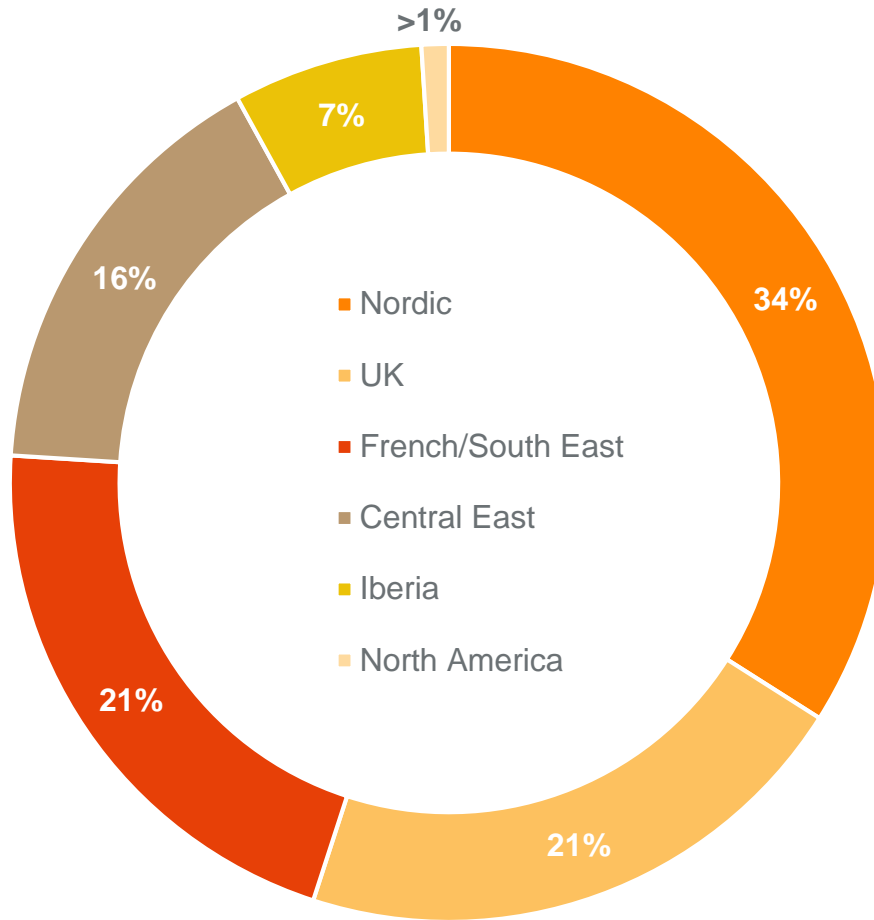
Driven by industry leading management team

Market segments



Source: RPC Superfos Division 2016/17

RPC Superfos is divided into six regions:



Percentage of turnover by region



Distribution in +35 countries throughout Europe and North America

Locations



14 Production facilities

Denmark (2), Sweden (2), United Kingdom (3), Poland, Belgium, France (2), Bosnia & Herzegovina, Spain, USA



18 Distribution centres

(incl. production facilities) Sweden, Finland, Belgium, Italy



12 Sales offices

Denmark, Sweden, Finland, United Kingdom, Germany, Poland, France, Italy, Bosnia & Herzegovina, Spain, USA, China

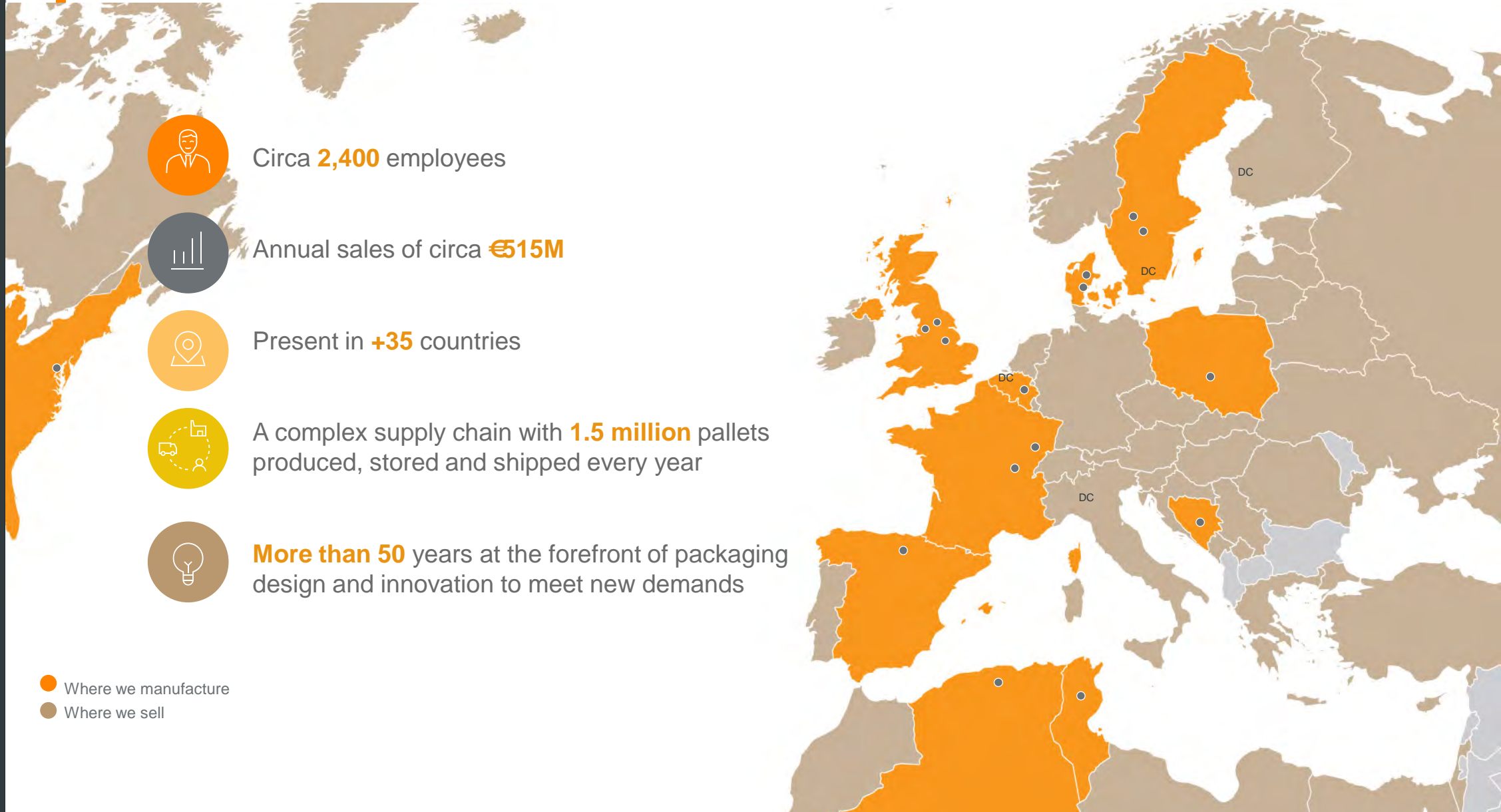


2 JV sales offices and production facilities

Tunisia and Algeria



Overview – key facts



Circa **2,400** employees



Annual sales of circa **€515M**



Present in **+35** countries



A complex supply chain with **1.5 million** pallets produced, stored and shipped every year



More than 50 years at the forefront of packaging design and innovation to meet new demands

The management team of RPC Superfos

Divisional Management



27 yrs

René Valentin
CEO

3 yrs

Michał Kamiński
Quality
Manager

29 yrs

Ian Young
Health &
Safety Manager

15 yrs

Pierre Maillot
Purchasing
Manager

9 yrs

Michael Opsahl
IT Manager

Regions



12 yrs

Søren Marcussen
Nordic



32 yrs

Søren Rohleder
Central East



41 yrs

Jean Scandella
French/South East



31 yrs

Andy Bloor
UK



42 yrs

Paxti Buldain
Iberia



28 yrs

Terry Sullivan
North America

Divisional Support Functions



6 yrs

Lars Høyer Tindbæk
Finance



42 yrs

Benny Nielsen
Technology



24 yrs

Lars Gjøde
Supply Chain

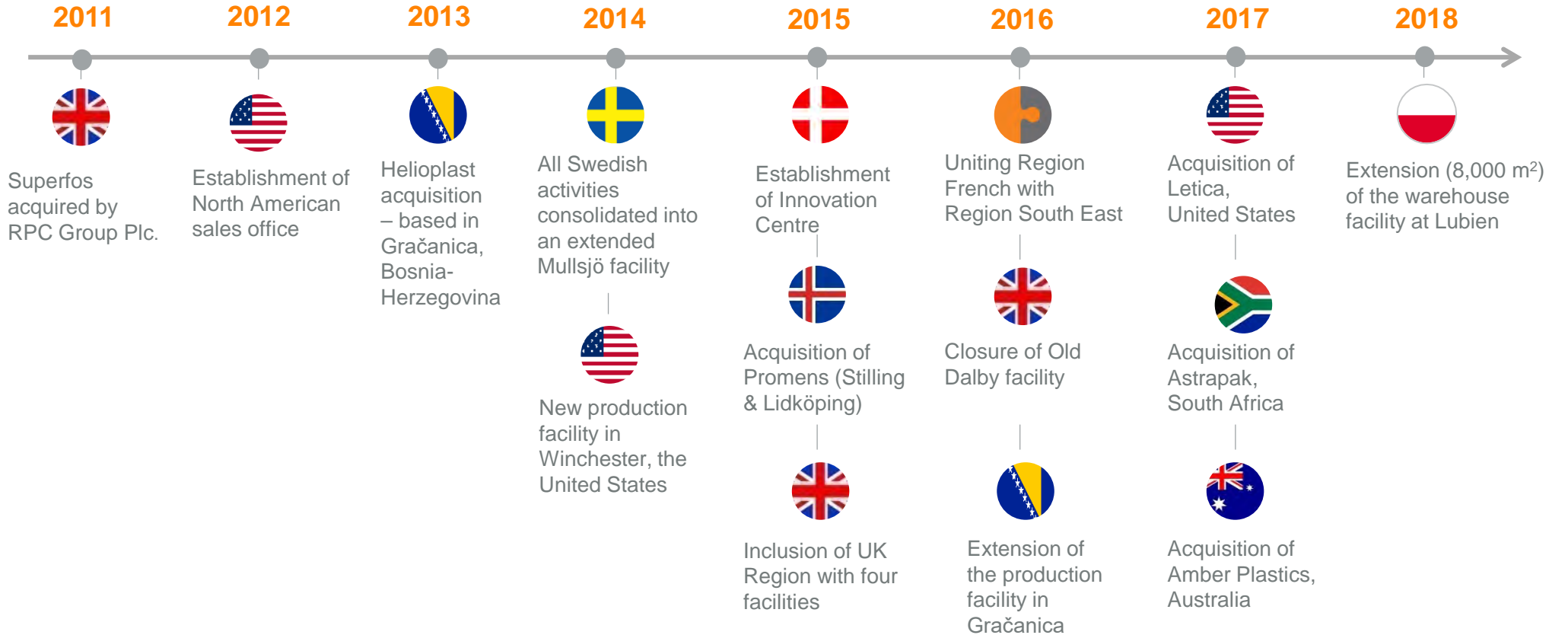


12 yrs

Søren Marcussen
Sales & Marketing

= Divisional Management

Recent developments



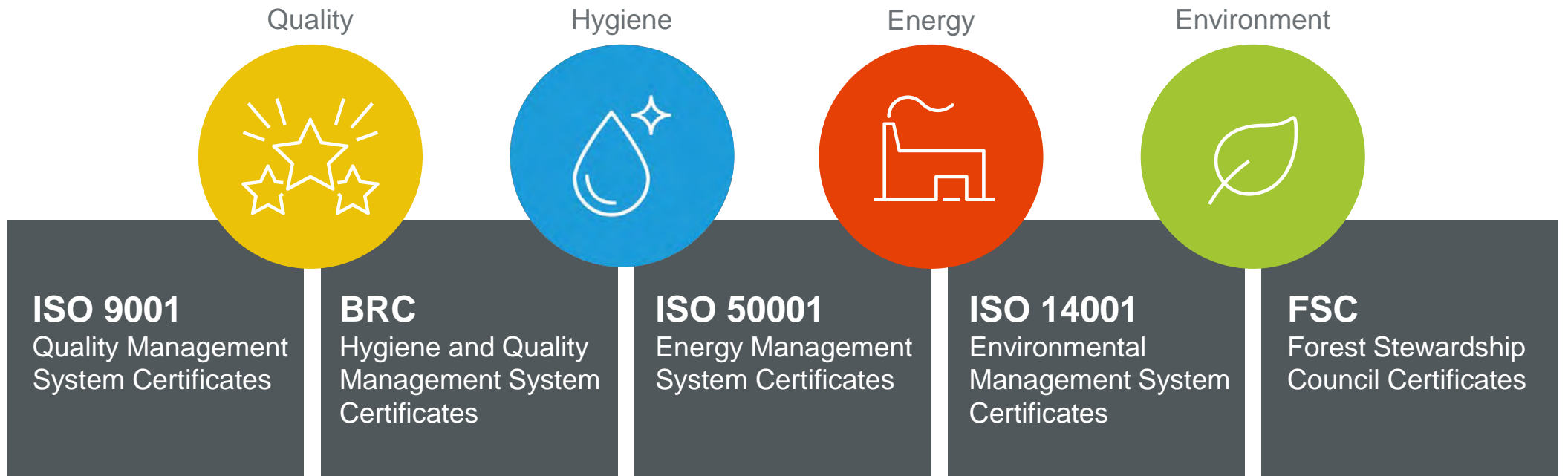
Core competences

- Certificates
- Health & Safety
- Sustainability



Certificates

We offer you peace of mind!



Our factories hold a series of certificates. Staff receives ongoing training. You are guaranteed the strictest quality and hygiene standards for packaging.

Health & safety standards



RPC Group has a dedicated view on Health & Safety being initiated and monitored from the RPC Board



All RPC Superfos facilities have been audited following the Blue Willis scoring model



On a daily basis, we nurture a strong H&S culture and once a year we run a group-wide RPC Safety Week

Sustainability



Sustainability matters!

- We are committed to inventing and producing environmentally sustainable packaging solutions that help our customers reduce their carbon footprint.
- Our packaging solutions are lightweight, reusable and easy to recycle.
- Every day, we strive to protect the environment and to optimise the use of post-consumer recycled materials.

Our sustainable ways and products

Use of plant based material

- eco-friendly raw material such as starch now available in industrial quantities. Product example: SuperLift® for plant based paint.



Thin Wall Packaging (TWP)

- up to 30% lighter than conventional packaging. Product example: SuperLight™



Use of post consumer material

- packaging partly made of recycled polypropylene. Product example: Paintainer®



Use of co-injection method

Use of co-injection method - post consumer material injected in-between layers of virgin PP. Product example: SuperLift®

Sustainability - customer reference

” Plastic has low weight which is good as it means reduced transportation costs and reduced environmental impact

Said by Danish entrepreneur behind the organic baby food brand Lovemade™



Sustainability



Incorporates
25 per cent
post-consumer
recycled (PCR)
plastics.

Nominated for BCF
Sustainable Innovation
Award.



Sustainability



The SuperLight™ pot is made from ultra-light material with impressive strength. The packaging solution is environmentally friendly: it requires a limited amount of raw material and its light weight reduces energy consumption during transportation.



Sustainability



Durable solution:
The bucket is apt
for multiple re-
use at home for
household storage of
candy, toys etc.



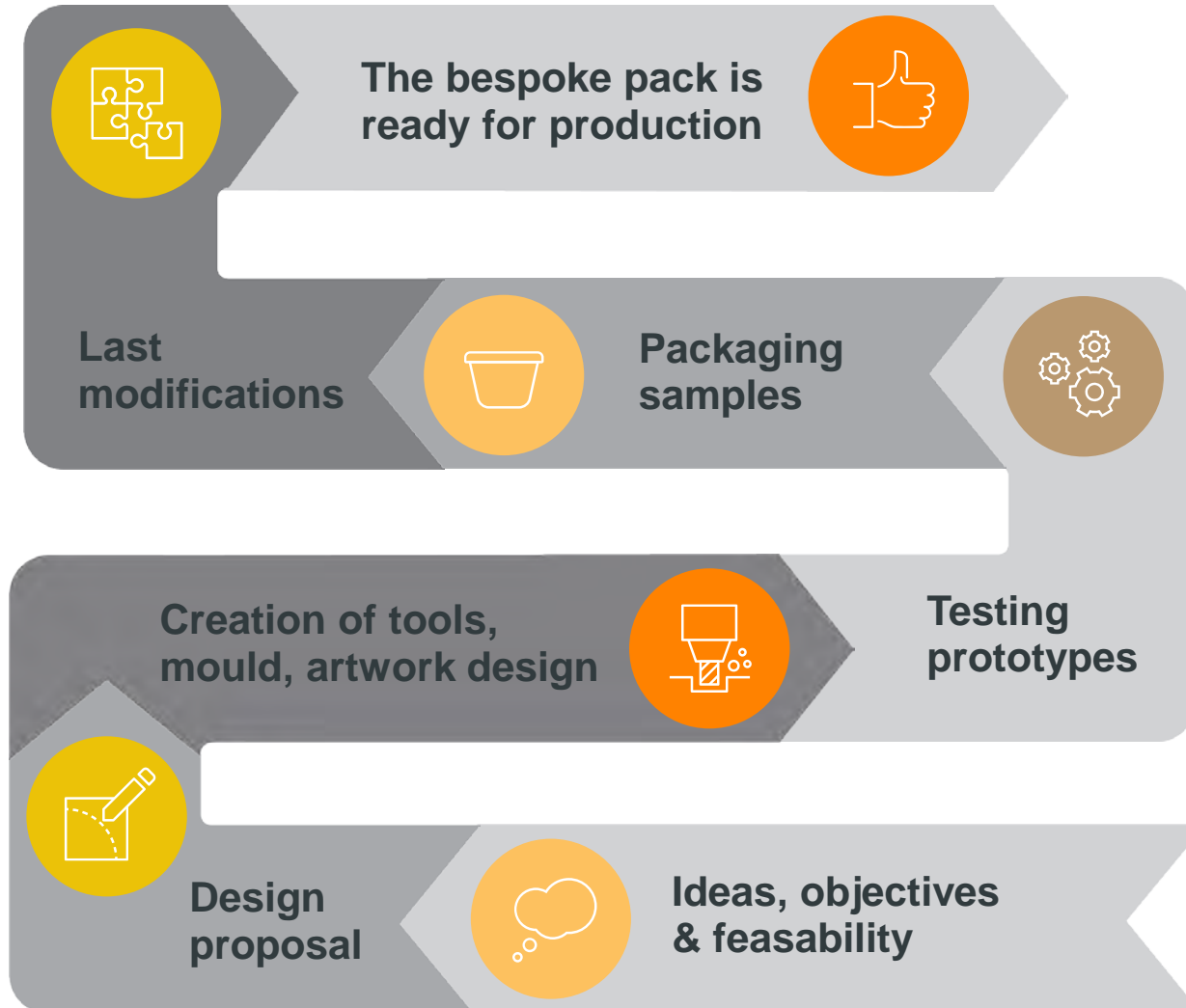
Core competences video



Solution provider

- Speed to market
- Supply chain efficiency
- Conversion
- Working with us

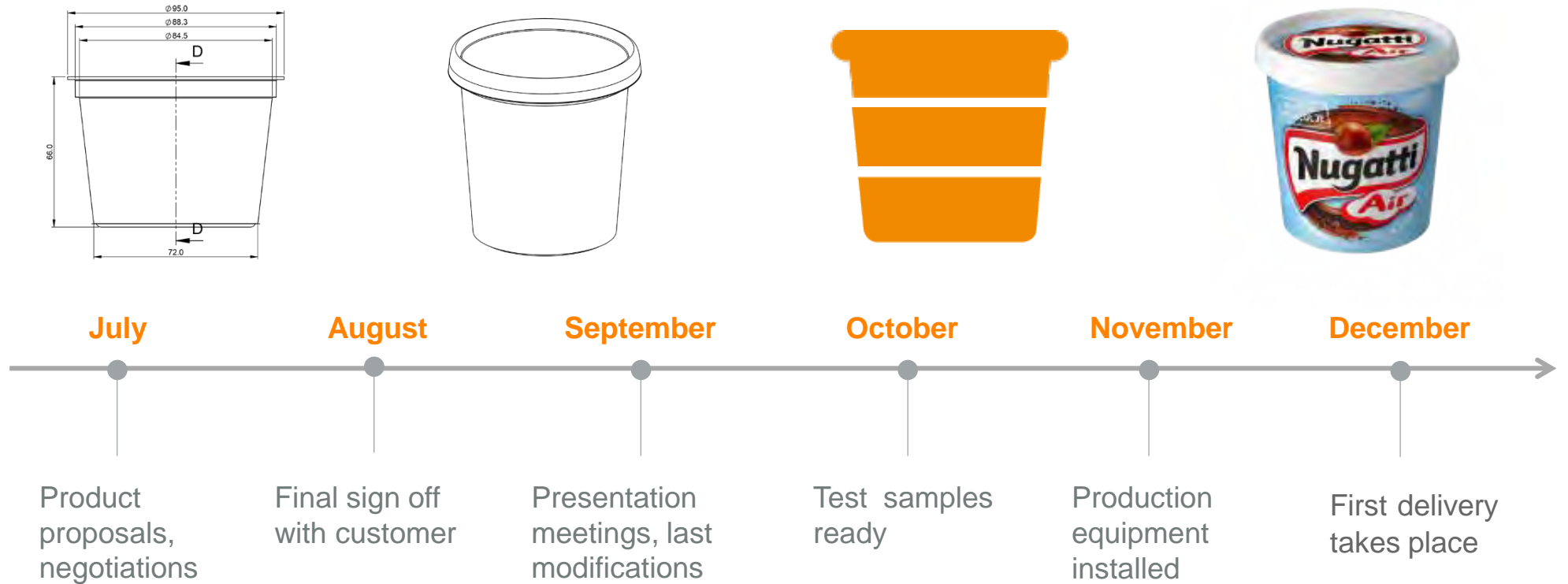
Speed to market – bespoke solutions



5-6 months

is all it takes to go from your first idea to the final bespoke packaging solution on shelf

Speed to market, an example



Speed to market - customer reference

” Speed to market is of the essence and RPC Superfos has reached all important milestones according to plan. In addition, the new pots look fabulous on shelf.

Said by Orkla Foods Norway about a new bespoke pack for chocolate spread



Speed to market - customer reference

“ One of the strengths of RPC Superfos is the right technology and another is speed to market. All in all we have had a fantastic launch and our product has been well received.

Said by Valspar, USA, about a new artwork design with golden look for premium paint



Speed to market - customer reference

From artwork approval to finished samples, it took less than a month for RPC Superfos to get five varieties of the LongLife™ pack ready in perfect time to showcase Madama Oliva at the Cibus trade fair.



Speed to market - Create artwork online in 3D



- Save time to market
- Quick, cost efficient, easy to use
- Several decision makers can share ideas online

” *From the render in 3D, we could see exactly how a suggested idea would turn out on the tub.*

Said by Food Products International about the 3D tool

Supply chain efficiency

- 1.5 million pallets produced, stored and shipped every year
- Distribution Centres all over Europe and the US
- Custom warehouses for big customers
- GTIN (Global Trade Item Number) makes any item traceable



**One point of contact
for optimal service**



**Sustainable logistics through
maximised truck loads**



**Speedy, efficient
and cost saving**

Conversion



To plastic from metal or glass

- You get 360° support
- Full scale demonstration
- Mobile test equipment available
- Tap into our extensive know-how and experience

Conversion - customer reference

“ The conversion demanded numerous tests but the final result is exceptionally satisfying.

Said by PPG, France, about a conversion from metal to plastic for paint



Conversion - customer reference

” The biggest advantage for food producers is that the risk of broken glass is completely eliminated.

Said by Swedish Danica Foods after the successful conversion from glass to SuperLock® for private label jam.



Some of our customers



Working with us

We are market leaders in developing innovative plastic packaging solutions



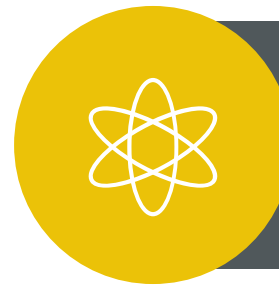
State-of-the-art tools

RPC Ace: market-leading expertise in mould design and manufacture



Speed to market

Quicker and better solutions



Ongoing investments in technology

Solution oriented, flexible, innovative

Solution provider video



Product development

- Innovation Center
- Awards
- Milestones of innovation
- Bespoke solutions



Innovation Center - reduces lead time



Get the right idea here



Dedicated sample production
- no need for a time slot



Take a look at your bespoke
pack or prototype



Discuss fine tuning, if any



Seminars and workshops



Innovation Center

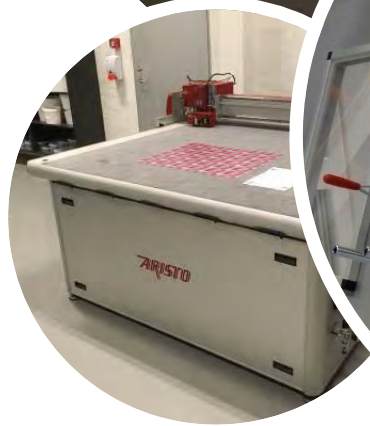
3D printer

- get a mock-up of the design proposal in your hand from one day to the other



Label cutter

- connected to the 3D printer, you get advanced label layouts to precisely fit your mock-up



Test machine

- in-mould labelling, barrier labelling



Flexible change-over
- volume, shape, quantity

Be close to the creation of your unique pack!



Awards



WorldStar Award

2017, 2016, 2015 x 2
2014, 2012



Scanstar Award

2016, 2015 x 2,
2014 x 2, 2013, 2011



UK Packaging Award

2016



Award for Design Excellence

2016, 2014



FPA Product Innovation Award

2016



IF Design Award

2012, 2011 x 2



Award de l'Emballage

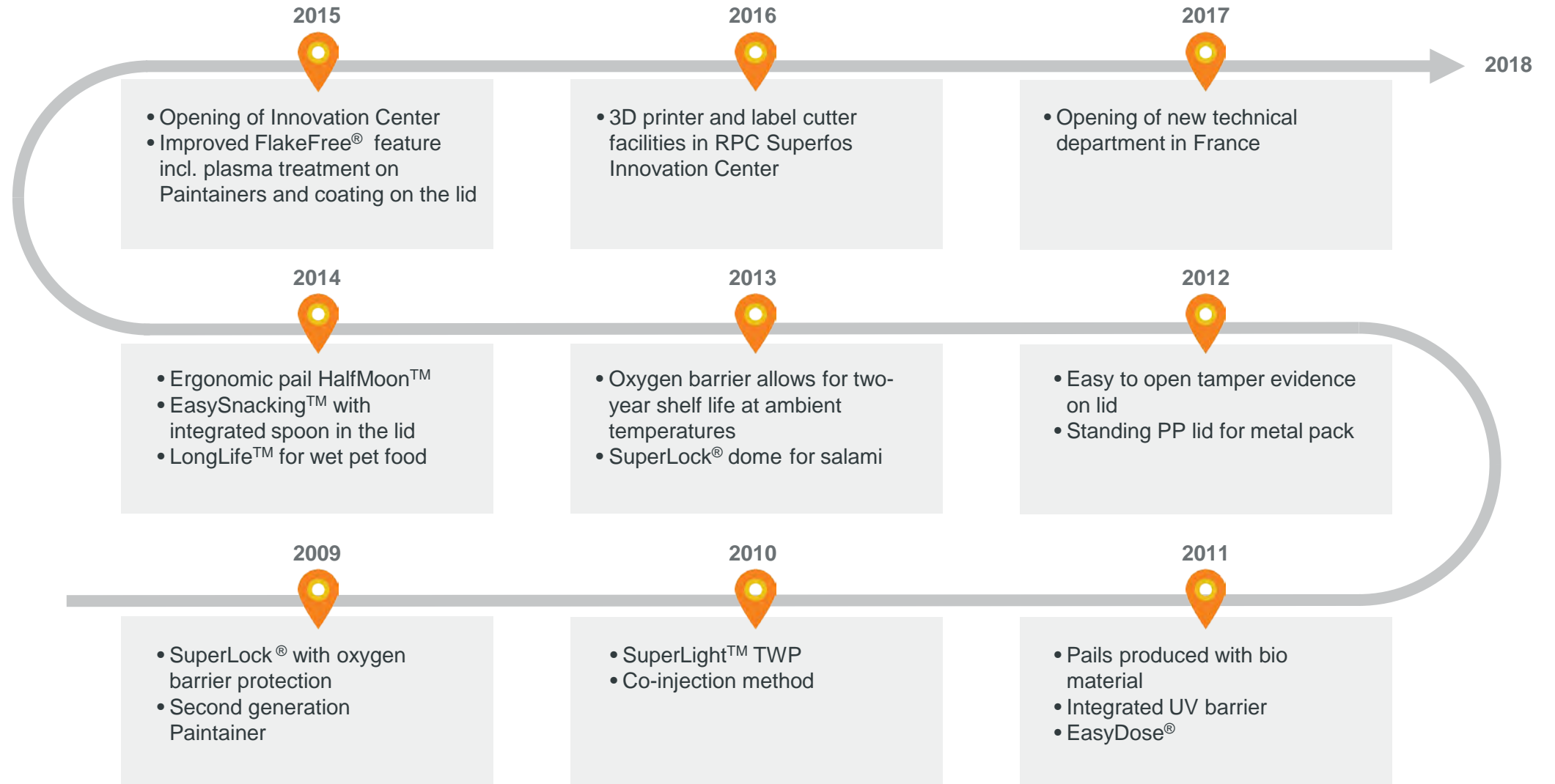
2012



IMDA Award

2017 x 3

Milestones of innovation



Bespoke solutions



Quick, smooth and efficient:

A dedicated project team will take your idea from scratch through technical calculations to product on shelf.

We offer central systems for allocating resources to your packaging project.

Bespoke solutions - customer reference

“ The RPC Superfos Innovation Center is absolutely sophisticated and very inspirational

Said by Germany's largest dairy producer, Müller Group, having created a new successful bespoke butter tub with RPC Superfos.



Bespoke solutions - customer reference

“ We find that the pot from RPC Superfos is an innovative solution that clearly enhances the consumer’s experience.

Said by Finish dairy producer Valio treasuring their bespoke dessert pot with a special release mechanism. Worldstar winner.



Bespoke solutions - customer reference

“ Our new bespoke dispenser means costs savings for our customers and significantly less food waste.

Said by the French company Lesieur achieving great results with a value-added dispenser for canteen ketchup and sauces.



Product development video



Key packaging solutions

- Our product lines
- Oxygen barrier protection
- Decoration
- Key benefits



Our product lines



SuperLock®



SuperLight™



EasySnacking™



RingSafe®



RingLock®



LongLife™



Thor range



R range

Our product lines



S range



DeliPac trays



Coffee & vending cups



**CombiPac®
CombiRound®**



UniPak



SuperLift®



SuperFlex®



PET range

Our product lines



SuperCube®



Hobbock



SuperSeal®



Paintainer



Euroflex



PS range



HalfMoon™



Small pot range

Our product lines



UN series



UN SuperSafe

For safe transport of special solids and liquids, our UN series includes:

- Hobbock
- SuperSafe
- SuperFlex®
- SuperLift®
- SuperLift® Extra



Oxygen barrier protection



Oxygen barrier means long shelf life

- Fits practically any type of food
- Offers an almost non-existent oxygen transmission rate
- Allows for ambient shelf life up to two – or even three years
- The pots are suitable for high temperatures, autoclaving and hot filling

Oxygen barrier protection - customer reference

” With the bespoke pack from RPC Superfos, we’re now rejuvenating the image of cheese packaging and stand out from the crowd.

Skånemejerier, Sweden, uses a bespoke triangular pack with oxygen barrier.



Oxygen barrier protection - customer reference

“ We are unambiguously pleased with our cooperation with RPC Superfos – one of the very few plastic packaging suppliers mastering oxygen barrier protection with IML.”

Metten Fleischwaren, Germany, says sausages in pails mean benefits by the bucket-load. Targeted at the foodservice industry.



Oxygen barrier protection - customer reference

“ We chose the SuperLock® pot because it is the only solution on the packaging market offering an oxygen barrier, decoration with in-mould labelling and a twist-off screw-on lid.

Said by Grilstad, producer of sliced salami



On-the-go



Simplicity and convenience

- A complete solution for effortless snack meals
- User-friendly and handy cutlery in the lid
- Sell your product with or without topping, crunchy or fluid
- Easy to recycle, made of recyclable material

On-the-go - customer reference

“ The EasySnacking™ cup is a great solution. The round edges look absolutely good and the integral spoon is fantastic.

Said by Ledo, Balkan market leader in ice cream, having found the right pack for their new dessert.



On-the-go - customer reference

” CombiRound® with a spoon in the lid and a see-through area hits the spot.

Said by Norwegian dairy producer Synnøve Finden.



On-the-go - customer reference

“ We value the entire packaging solution, but the spoon deserves a special mention.

Said by UniPakCentr, about Ice cream from Taice, Russia.



Selected packaging features

Trouble-free opening and re-closing

Tamper evidence

Immaculate graphics

Strainer insert

Handles with roller grip

FlakeFree® application

Twist-off screw-on lid

Oxygen barrier protection

Decoration - the all-important look

IN-MOULD LABELLING

- **Razor sharp images**
 - photos or decorations in premium image quality
- **On all surfaces**
 - keep oxygen out and communicate with your customers from any part of your pack: top, bottom or sides
- **Metallic look**
 - an exclusive look for your premium products



Create your own artwork online in 3D!

Decoration - the all-important look

SLEEVES

- **Razor sharp images**
 - photos or decorations in premium image quality
- **On all shapes**
 - accentuate curvy shapes and even decorate grips with sleeves
- **Promotional sleeves**
 - removable coupons, peel-and-reveal labels, scratch-off inks and QR codes



Decoration - the all-important look

PREPRINT

- Razor sharp images
- Lids in any shape
- Perfect match for sleeves



OFFSET PRINTING

- High printing quality
- Up to eight colours
- Luxurious lacquer finish



SELF ADHESIVE LABELLING

- Razor sharp images
- Lots of flexibility
- Good choice for transparent pots



Take advantage of these essential benefits



Efficient storage – empty or filled

Trouble-free opening and re-closing



Easy stacking

Suitable for microwave, dishwasher & freezer



Low noise level

Easy recycling



Light weight

Multiple re-use at home



Thank you

