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CARTONPLAST AT A GLANCE

Cartonplast (CPL) is the worldwide leading provider of unique transport services with rental based reusable plastic layer pads, pallets and top frames for the glass container and can manufacturers in the Food & Beverage, Cosmetic and Pharmaceutical sectors.

CPL competencies

- Individually tailor-made outsourced services
- Rental-based transport packaging products
 - Plastic Layer Pads (PLPs)
 - Pallets
 - Top Frames
- A pool system with an intelligent process cycle tailored especially for reverse logistics
- Outstanding logistics
- State-of-the-art cleaning technologies
- Advanced recycling services
- Real financial benefits





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INTRODUCTION

ACTIVITIES AND COMPETENCIES

Facts

- CPL operates as a worldwide player in outsourced rental based reusable transport packaging services
- Unique closed loop logistics service for the food and beverage industry full or tailor-made outsourcing service
- Cleaning and reconditioning competence according to international standards
- Know how of the customer and filler base
- Very close connection with customer / filler network live in the field
- Listen to the customer and follow footprints
- Strong local teams with power to manage
- Investment of time and money in product developments tailor-made for customers
- Developments on Track and Trace systems
- Attention to sustainability / environment / QA-certifications

In Cartonplast we implement the above mantras in our everyday life, knowing that our strategic responsibility is in the Supply Chain of our customers, respecting their business and relations with their own customers - Hard times for our customers mean harder times for us, however we are aware that this is a marathon not a sprint, so our flexibility in our servicing, financing and maintaining the quality and customer satisfaction has been the strong bond between us and our customers.



ORGANISATIONAL STRUCTURE, COUNTRIES, ACHIEVEMENTS



Organisational structure

- Highly experienced management team with 25 years average experience
- Country heads with an aggregated 100 years of experience in the sector



CPL-countries / achievements

- Strong heritage 30 years of pioneering initiatives in transport of containers for the glass and can industry
- In 30 years Cartonplast has successfully innovated and established the PLP as a market leading sustainable transport packaging solution in the food and beverage industry
- An industry ground-breaker with a strong international heritage by following its longterm, blue-chip customers into new markets



What has been achieved so far

- Geographic expansion into Spain, Portugal, Russia, Poland, Turkey, UK, France, Netherlands
- Central FU Pool
- Delivers to 130 sites with 7,300 collection points
- Individually tailor-made services for new markets such as Latin America, United States of America and South Africa



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WITHIN THE SYSTEM OR TAILOR-MADE SERVICES

CPL'S UNIQUE BUSINESS MODEL

SERVICE PROCESS SOLUTIONS AND RENTAL-BASED TRANSPORT PRODUCTS

CLOSED LOOP LOGISTICS CYCLE

- CPL's unique business model consists of layer pads, pallets and top frames rental, delivery, collection, sorting, washing and administration, which offers multiple services to glassworks, can manufacturers and fillers.
- CPL offers integrated transport service solutions for container manufacturers and fillers - individually tailored or complete outsourcing service.

PROVEN PROCESS KNOW-HOW

- Development of service advantage to container manufacturers and fillers
- Setting of high hygienic security standards in the CPL-service centres
- Sustainable supply security

SUSTAINABLE LOGISTICS CYCLE

- CPL offers a safe and efficient logistics
 system where plastic layer pads, pallets and
 top frames are rented, cleaned and reused
 many times over and over
- Rejected plastic layer pads, pallets and top frames are completely recycled — 100 percent
- A fast-moving, cost-minimising and environmentally-safe cycle as a logistical process

KEY MESSAGE - TOTAL OR TAILOR-MADE

Individual customized outsourcing service

CPL operates a unique business model consisting of closed-loop pooling = rental, delivery, collection, sorting, washing and administration



BENEFICIAL, ATTRACTIVE, SUSTAINABLE - RENTING IS MORE COST EFFECTIVE THAN BUYING

Benefits of pool service solutions at a glance

- CPL's pool model benefits from network effects and generates strong safety stocks, supply guarantee demand-side scale benefits and efficiencies in logistics
- Advantages with respect to depalletisation, hygiene, recyclability, reusability and environmental friendliness
- PLPs are cheaper than cardboard in terms of "longevity" and "reuse" as the most important factor of assets

Entrenched in customers' processes

- A one-stop service which ensures customers have a hassle free worldwide service
- Management of an outsourced pool of PLPs, pallets and top frames for the customers
- It becomes an integral part of the customer's continuous-flow manufacturing process

Customer dynamics - Increased beverage & packaged food production

automation

 Customer preference and market consolidation is resulting in increased production automation, which favours bulk, high volume, high-speed sweeping depalletisation, which in turn requires PLPs, pallets and top frames

Support customers in a time of seasonal / different need

- CPL has access to its own pool anytime and anywhere, which includes a safety stock
- CPL is willing to follow customers geographically by expanding its service centre network and investing in its revasble transport packaging asset pool





Watch our Cartonplast Day-By-Day Heroes Video



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OUTSOURCING TRANSPORT SERVICE PROCESS SOLUTIONS

Increased production automation

Increased customer dynamics for the container industry and beverage & packaged food production because:

Fillers increasingly prefer PLPs for their compatibility with high-speed sweeping depalletising technologies Consolidation and production process upgrades amongst fillers is also driving increasing production automation

Automation, state-of-the-art high-volume, high-speed sweep technology depalletising machines favours PLPs as they allow a safer, disruption-free depalletisation process and placement of the containers onto the high-speed filling lines

PLPs offer benefits of stability, endurance, reusability, washing / cleaning resistance and therefore hygienic qualities, all of which drive efficiency and safety / security which are very critical considerations for container manufacturers and fillers





CPL'S SERVICE CENTRES

NETWORK

Strong widespread network and optimal workload distribution enable cost efficient operations and logistics.

CPL operates 16 state-of-the-art service centres globally, of which 11 are in Europe

CPL has an unrivalled international footprint consisting of 16 service centres, delivering RTPs (Returnable Transport Products) to 130 container production sites in 20 countries, ultimately delivering PLP-stacked containers to > 7,300 fillers in > 30 countries

PORTUGAL

POLAND

GERMANY

Each centre is compliant with stringent product safety certification standards





CPL'S SERVICE CENTRES

STATE-OF-THE-ART LAYER PAD CLEANING AND HANDLING

- CPL service centres are used to sort and inspect PLPs ensuring quality control and environmental and safety compliance are maintained
- PLPs that are in good working condition are washed / cleaned in CPL's washing machines and then inspected one by one in order to be ready for the next customer order
- CPL undertakes regular microbiological testing to ensure its PLPs remain compliant to food safety regulations
- CPL's cleaning process is validated to guarantee industrial sanitation standards
- CPL has proprietary know-how in laboratory testing and in different cleaning processes, for example, special cleaning, dry versus wet cleaning
- Service centres have to fulfil high hygienic standards: all of CPL's service centres are ISO22000 approved by food and beverage agencies













Press Release

Cartonplast Group strengthens
of the French branch

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INTERNATIONAL FOOTPRINT

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With its head office is also strengthen our present

INTERNATIONAL FOOTPRINT

Enables global players to sell and ship their products in wide geographics while ensuring safe service logistics with CPL high standards cleaning services.

Key message

Individually tailor-made transport outsourcing service with unique multi-site footprint and broad network effects

International operations

New projects

Pursuing development projects across Europe in new markets, including France, BeNeLux, Nordics and the Balkans

Introducing new products and product lines

Geographic expansion & optimisation

Aquired and upgraded new plant in France

Expansion in Brazil and South Africa

US entry

On-going discussions to follow key customers which have recently commenced operations in the US

Also discussing with established container manufacturers looking to increase hygiene and speed of depalletisation process

Following the global customers into new markets Significant consolidation activity amongst glass container manufacturers, who are CPL's customers, has resulted in increasing logistics complexity and a greater need for a single outsourced service provider

CPL follows its customers into new markets which further augments its growth prospects



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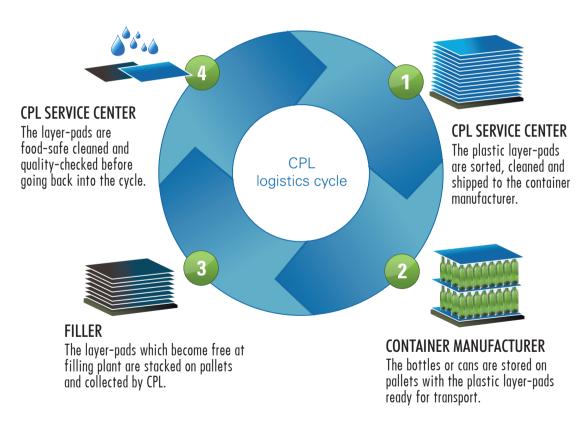
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AN OUTSOURCING PARTNER FOR CONTAINER MANUFACTURERS AND FILLERS

OUTSOURCING SERVICE PROCESSES

CLOSED-POOLING OR TAILOR-MADE OUTSOURCING SERVICE



Rental-based transport product service for container manufacturer and filler.

- CPL operates as a significant specialist in outsourced layer pads, pallets and top frames services
- Outsourced essential service is an integral part of the customers manufacturing process
- Managing the closed-loop cycle for layer pads, pallets and top frames is not a core part of the business for glassworks, can manufacturers or fillers
- For the customers, the focus is on ensuring problem-free efficient production processes rather than supporting logistics processes
- The service itself is absolutely critical for the production and filling processes and any delays would create a significant disruption for the clients

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Given the high service quality offered by CPL, clients have big incentive to change to CPL-Outsourcing service – within the system or tailor-made

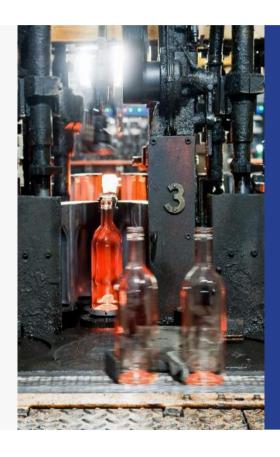




CUSTOMERS PERSPECTIVE - BENEFITS

For the Glass producer

- All services are outsourced to highly professional 3rd party
- Continuous track/clean/improvement of
 - Assets
 - Services
- Common contracts with fillers
 - Asset safety
 - Claim handling
 - Problem solving
 - Improvements at sites are done by CPL
- Security in
 - Supply
 - Planning
- Free-up resources in many departments
- Collection risk free
- Transparent cost for each market



For the Filler

- Single reliable contact for
 - Collections
 - Stocks
 - Quality issues
- Technical assistance for better handling of RTP
- Hassle free

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- Storage
- Depalletisation
- RTP removal/pick up
- Clean production environment
- Increase of efficiency
- More reliable / food safe packaging





BENEFITS FROM CUSTOMERS PERSPECTIVE



- Compatibility with modern depalletising technology (sweeping)
- Highest hygiene security standards at every stage of the logistics chain
- Desirable outsourcing of non-core but vital function for customers, with quality track record
- Higher availability of pads from networked pooling system
- No need to track assets or collect them
- Flexibility to sell their products within multi-geographics



Economic advantage

- Free up capital and focus allows capital, focus to be invested in core assets, industrial production
- One-off effects for glassworks and can manufacturers through sale of in-house pad pool to CPL — purchase price plus extraordinary profit to the P&L (given depreciation)
- Higher fleet utilisation results in fees/ costs lower than for in-house pools (CPL runs more efficient network systems)
- Ease and costs of palletisation
- Price stability of PLPs



Sustainability

- Reusability of returnable transit packaging products
- Damaged plastic layer pads, pallets and top frames are completely recyclable to 100%
- Returnable transit packaging produced out of recycled plastic have the same quality as those out of virgin material
- CPL is awarded with the "Blue Angel" environment certificate
- Optimised transportation minimizes environmental impact and ${\rm CO_2}$ emissions
- Cleaning process with minimum impact on the environment





PLASTIC LAYER PADS SUPPLY DYNAMICS

SHIFT FROM CARDBOARD TO PLASTIC LAYER PADS

The re-usability of cardboard and even chipboard is very limited (typically once, with a maximum of 3 - 4 times) as the breakage rate is very high and no weather resistance

Compared to PLPs, card- and chipboard is less durable and not environmentally friendly

After deforestation, it is used for one-way transportation and is mostly burnt after use

Card- and chipboard also requires indoor warehousing, a more costly proposition for container manufacturers

PLPs have a practically indefinite life if handled appropriately and are used $30-40\,$ times in practice

As a result, PLPs ranks the highest among standards for modern-day environmental, social and governance responsibilities which is increasingly followed by the multinationals operating in the container manufacturing industry

PLPs are the most sustainable, safest and as a result most economic solution for customers





PLPS SUPPLY DYNAMICS

VARIOUS TYPES OF PLASTIC LAYER PADS

- Different surfaces, thicknesses and physical properties depending on customers' and fillers' technical requirements
- PLPs come in different types and characteristics depending upon clients' and fillers' technical requirements
- CPL continues to work with its container producers and fillers to develop new PLPs suitable for new markets
- In-house PLPs, which are of inferior quality and thickness to CPL's = CPL's PLPs simplifying the collection and sorting process



Sandwich plastic layer-pad 2 millimeter



Corrugated plastic layer-pad with sealed edges, 3.6 millimeter



Solid plastic layer-pad 3 millimeter

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Corrugated PLP	3,6	Most types of bottles
Solid single-layer PLP	2,0 - 3,0	Most types of bottles
Solid single-layer PLP	0,6 - 0,8	Cans and other lightweight containers
Sandwich double-layer PLP	2,0 - 3,0	Heavier bottles (champagne or sparkling wine)



BENEFITS FOR CUSTOMERS PRODUCTS

Issues with cardboard / chipboard

- Loose fibres / chips / particles
- Peel off / loose surface structure / loss of strength
- Non-resistant to humidity
 - = Risk of microbiological contamination
 - = Lost rigidity, form shape, dimension, strength
- Not cleanable
- Very limited, if any re-use
- Not environment-friendly
- Cause stops in line
- Accidents in handling
- Storage risks
- Effect containers by dust and smell

Advantages of PLPs

- Higher inner stability
- UV stability
- Dimensional stability
- High stability (wide range of thermal resistance)
- Almost no reaction with other materials
- Washable

No absorption of water

- No condensation
- Very low migration factor
- Hygienic
- Microbiologically safe
- Re-useable
- 100% recyclable
- Traceable with unique marking





CARTONPLAST'S NEW PLASTIC LAYER PALLET

MAKE HANDLING SMARTER

In 2019 Cartonplast released its newly designed multiple use pallet for the food and beverage industry. The pallet is engineered to overcome the common issues associated with 3-footed pallets when under heavy loads which are not containerised – ie glass bottles.

They are also suitable for use with roller bands, the pallet having been designed to transfer its weight smoothly from one roller to another without deforming or bending, so keeping the load stable at all times.



Lifetime Tracking



100% recyclable



Smooth SurfaceEasy to clean





CARTONPLAST'S NEW PLASTIC LAYER PALLET

GENERAL FACTS



2 Versions: 1200 x 1000 mm
available with 3 feet and 5 feet

Complies with
International Standards

Made of reusable plastic
(Polypropylene) - 100% recyclable

RFID tags
for lifetime tracking

Designed
for multiple use

Weight of only
19 kg to 21 kg



Registered utility model, EU-Design





CAPITAL EFFICIENCY

ECONOMIC ADVANTAGES - RENT VS BUY CPL CALCULATOR - IT IS CHEAPER TO RENT!

- Outsourcing of non-core business
- CPL's contractual framework
- Charge per rental with in-built individually pricing escalators
- Allowances for pad breakages, losses and deposits
- As CPL's business model is based on a charge per rental, it minimises the capital locked in its PLPs while maximising their rotation and ensuring sufficient stocks to cover seasonality and other surges in demand.
- Most contracts have minimum volumes agreed which ensures stability and predictability for customers and CPL
- This is very little wear and tear from the proper use of PLPs

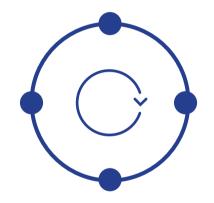




LOGISTICS CAPABILITIES AND OPERATIONS

CPL activities are widespread in reach and complex in nature, generating strong network efficiencies owing to its broad geographic reach

CPL is led by a best-inclass senior management team with c.25 years average experience, which is supported by strong in-country leadership in CPL's core markets



CPL has an organisational structure which is aligned to meet customers' requirements in its core markets

CPL has developed a proprietary pad pool management system which is directly linked to its accounting systems, creating a tightly managed operation capable of tracking and monitoring every PLP in circulation on a real time basis

Significant economies of scale and complex logistics

CPL's unrivalled geographic presence enables it to manage c.45m pads yielding more than 140m deliveries p.a. operating from a network of 17 service centers across 10 countries

Without efficient logistics and no track and trace software in place = loss of PLPs extra capex to keep business up and running without inefficient and costly process stoppages



CPL, CONTAINER INDUSTRY, FILLER

CPL's activities are widespread in reach and complex

Operating 17 service centres in 10 countries, which deliver PLPs to 130 recipients in 20 countries, which ultimately deliver PLP-stacked containers to 7,300 fillers in > 30 countries

CPL business model generates strong network effects and logistics efficiencies

The main types of efficiencies are the choice of the most convenient washing centre (reduction of logistics costs and faster delivery of PLPs) and the scale benefits from fillers who source from multiple container manufacturers

Members of the CPL network do not have to worry about PLPs from different providers as CPL, as the PLP service market-maker, does it for them

Strong and improving customer satisfaction ratings

CPL is the only player operating in the European closed-loop pooling solutions market in PLPs

Dominant position in all of the markets in which it operates as a result of powerful network effects











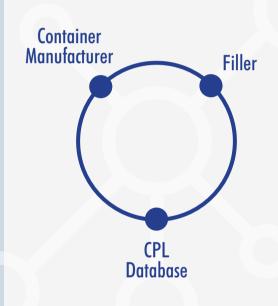
IT INFRASTRUCTURE

PROPRIETARY PAD POOL MANAGEMENT SYSTEM

CPL has developed a proprietary pad pool management system which is directly linked to its accounting systems, creating a tightly managed operation capable of tracking and monitoring every PLP in circulation on a real time basis

The risk of a mismatch between demand volumes of pads is rare and is tackled with proactive communication with customers

CPL's management team proactively runs tracking and planning routines to ascertain that customer orders can be met by the pads mix in-house, at the time required



Pad rotation represents a key operational metric, measuring the performance of CPL's assets, and is closely monitored by management through the proprietary pad pool management system

Without efficient logistics and no track and trace software in place = loss of PLPs on a regular basis

PLP-flow is constantly tracked in a group-wide proprietary pad pool management system linked to its accounting systems

The management system accounts for all PLP-flows and the number of PLPs at each location in the network, with all rotations per annum individually tracked

The management system provides a real time, daily update which is reconciled with customer cross-check on a monthly basis and a physical account at customers' locations on an annual basis





LONG TERM RELATIONSHIPS WITH GLASS WORKS, CAN MANUFACTURERS AND FILLERS

CPL is an industry pioneer and is entrenched with its customers blue-chip container manufacturers operating in the beverage and food industry with leading market shares and who have worked with CPL for over 40 years

CPL serves c.130 recipients in 20 countries, ultimately delivering PLP-stacked containers to > 7,300 fillers in 30+ countries

CPL's contractual framework is based on a charge per rental with in-built pricing escalators linked to inflation indices as well as appropriate protections for pad breakages, losses and deposits and input cost fluctuations





Significant consolidation = increasing logistics complexity, an upgrading of production processes = a need for a single outsourced tailor-made service and pool provider = CPL follows its customers

Customers are multinational container manufacturers with strong financial and operating metrics

Efficiency and safety security – very critical considerations for container manufacturers and fillers

Bulk palletisation is the dominant container (glass/cans) transport method





FOR THE WORLDWIDE ENVIRONMENT

"Green" transport products reduce CO₂ emissions

PLPs significant advantages over cardboard alternatives on a lifecycle analysis

Facts of the "Comparative Life Cycle Assessment of polypropylene and cardboard layer pads for transport"

PLPs advantages over alternatives with respect to depalletisation, hygiene, recyclability, reusability and environmental friendliness and are 25% cheaper than cardboard on a lifecycle analysis

• Carbon footprint of polypropylene

1,7 kg CO_2 for the production of 1 kg polypropylene One of the lowest CO_2 footprints in the plastics industry

Protection of environment by recycling

CPL sends broken PLPs as scrap material to PLP-producers for recycling High quality standard with 100% recycled PP





WORLDWIDE TREND TO OUTSOURCING SERVICE

POSITIVE OUTLOOK

- Influence of reusable transport products is increasing
- Economically-sustainable business models are required
- Increasing logistics complexity and a greater need for single outsourced transport service processes
- Multiple growth opportunities and geographic expansion by "Following the Customers"
- PLPs have depalletisation, hygiene, recyclability, reusability and environmental friendliness advantages and there is still significant PLP conversion requirement in international markets

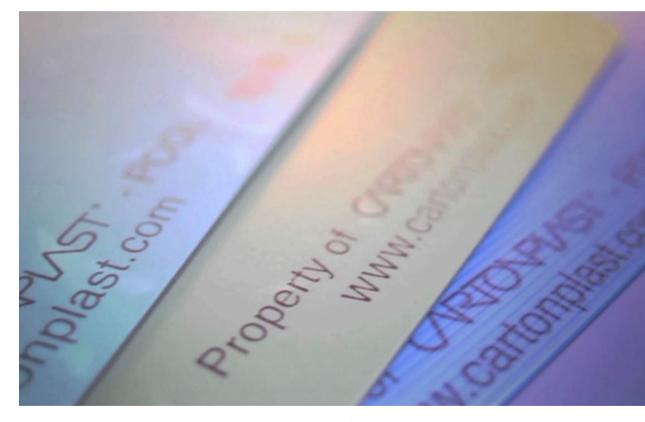
- Substantial growth prospects from continued PLP substitution (vs. cardboard and Masonite) – for example in Eurasian and Latin American markets where container manufacturing and filling is increasingly led by the same European and US multinationals
- Growth opportunities by product developments focused on cans
- Development of plastic pallet pools for glass and cans
- Introduction of plastic pallets and top frames to our pool





THE PERSPECTIVE

- Long-term CPL is striving to expand the range of influence of its reusable transport products worldwide
- Multiple growth and geographic expansion by "Following the global Customers into new markets"
- CPL follows its vision to be the leading global provider of logistics services utilising reusable packaging materials
- Growth opportunities, focused on cans
- The development of plastic pallet and top frame pools for glass and cans
- Continual Development of RTP to develop and introduce new Returnable Transport Packaging (RTP) solutions
- Improve our planets environmental sustainability = for this reason we introduce *plastic pallets and top frames to our pool





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CONTACT TO CARTONPLAST



IS OUR OFFER OF INTEREST FOR YOU? DISCUSS YOUR REQUIREMENTS WITH US!



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APPFNDIXES

AND SOURCES

General

 Comparative Life Cycle Assessment of polypropylene and cardboard layer pads for transport

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