



CARTONPLAST  
Group

# INTRODUCTION TO CARTONPLAST GROUP

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2019


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**CARTONPLAST  
AT A GLANCE**

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## ACTIVITIES AND COMPETENCIES

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### 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.*







WITHIN THE SYSTEM OR TAILOR-MADE SERVICES  
**CPL'S UNIQUE BUSINESS MODEL**

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CPL'S  
SERVICES CENTRES

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CPL'S SERVICE CENTRES

# NETWORK

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



RUSSIA

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

Each centre is compliant with stringent product safety certification standards

BRAZIL

SOUTH AFRICA









# Press Release

## Cartonplast Group strengthens of the French branch

Dietzenbach, Germany, 1 Nove leading provider of plastic lz and beverage industry, has r branch

more than containere ntals, C' I, CPI inar

The whic recy- impact is without th disposal cos in the externa

With its head office in Europe (Germany, Poland America (Mexico and Brazil also strengthen our presenc



# CPL'S INTERNATIONAL FOOTPRINT

With the acquisition o rental and

# 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.

<b>Key message</b>	Individually tailor-made transport outsourcing service with unique multi-site footprint and broad network effects  International operations
<b>New projects</b>	Pursuing development projects across Europe in new markets, including France, BeNeLux, Nordics and the Balkans  Introducing new products and product lines
<b>Geographic expansion &amp; optimisation</b>	Aquired and upgraded new plant in France  Expansion in Brazil and South Africa

<b>US entry</b>	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
<b>Following the global customers into new markets</b>	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

**CPL** Mietplatten **gereinigt**

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Qualitätskontrolle

Standort DTZB	Datum 7. März 2019
Name <i>[Signature]</i>	

Date Code

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Artikel **100020**

Typ verschweißt

Maß (L x B x H) 1200 mm x 1000 mm

Stückzahl 270 Stück/Palette

AN OUTSOURCING PARTNER FOR

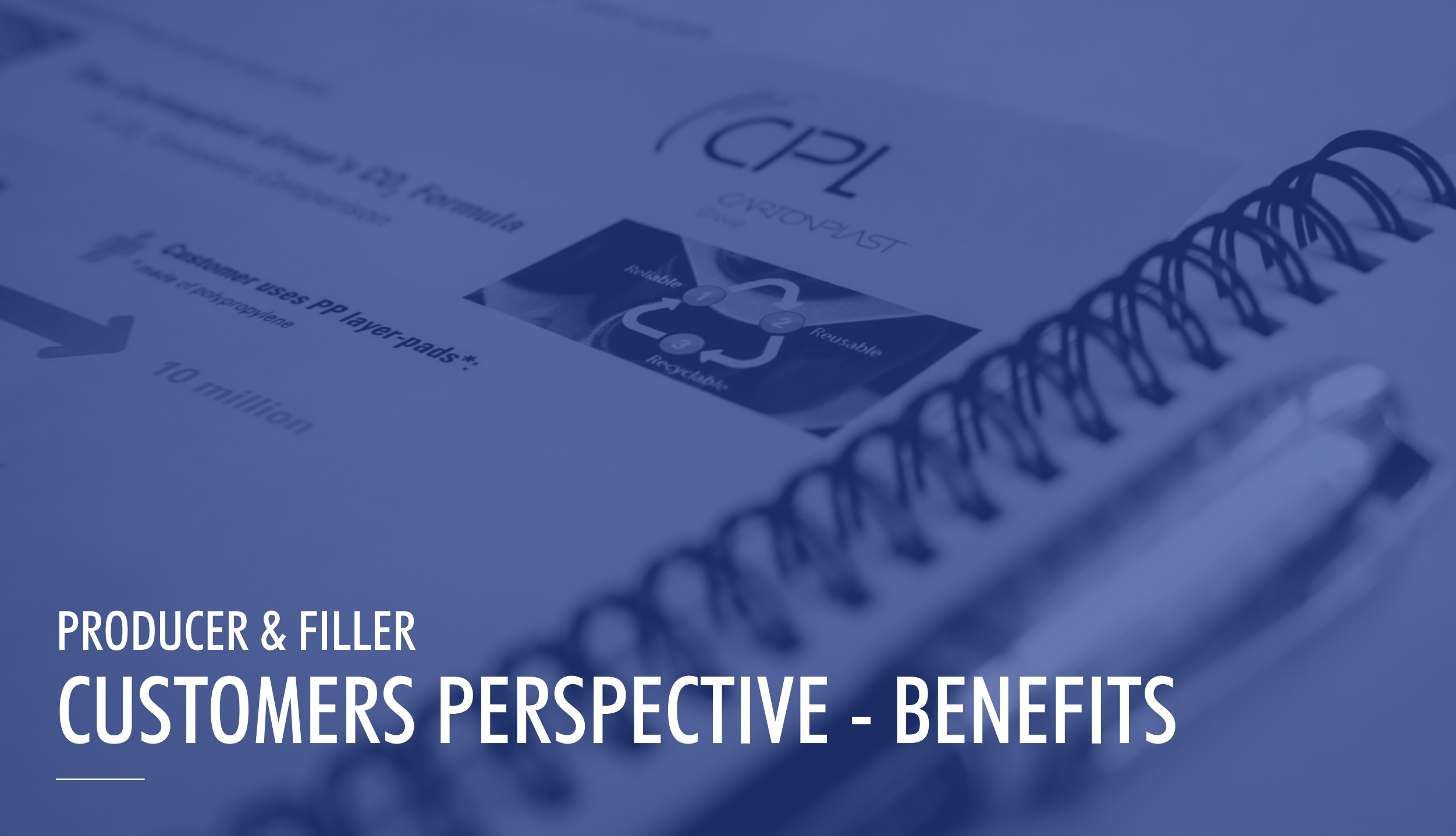
**CONTAINER MANUFACTURERS AND FILLERS**





PRODUCER & FILLER  
CUSTOMERS PERSPECTIVE - BENEFITS

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









PLASTIC LAYER PADS  
**SUPPLY DYNAMICS**

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## 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









**MULTIPLE USE PALLETS FOR THE  
FOOD AND BEVERAGE INDUSTRY**

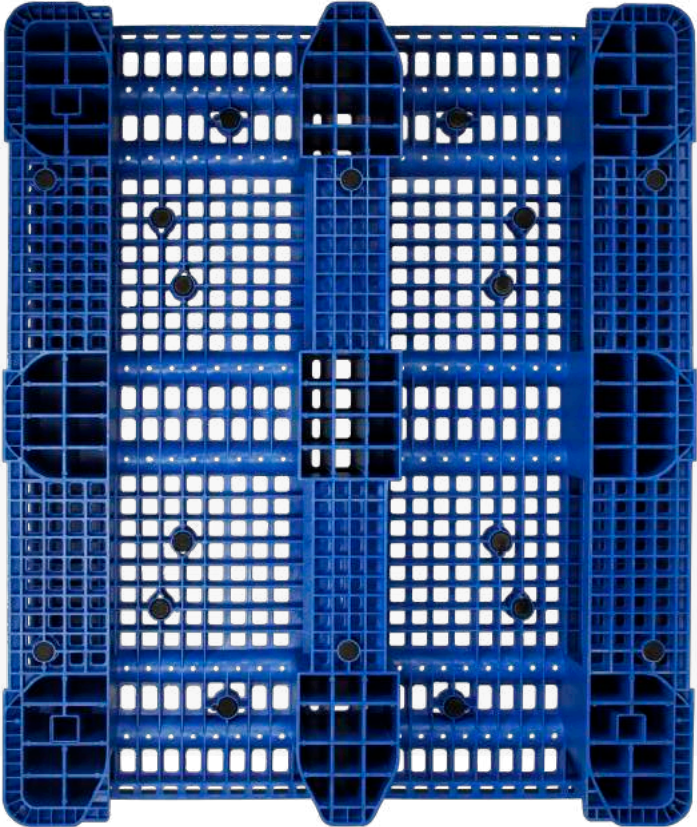
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CARTONPLAST'S NEW PLASTIC LAYER PALLET

# GENERAL FACTS



Registered utility model, EU-Design

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







**CPL'S CAPITAL-PROTECTIVE  
AND LOGISTICALLY COMPLEX SERVICES**

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# 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

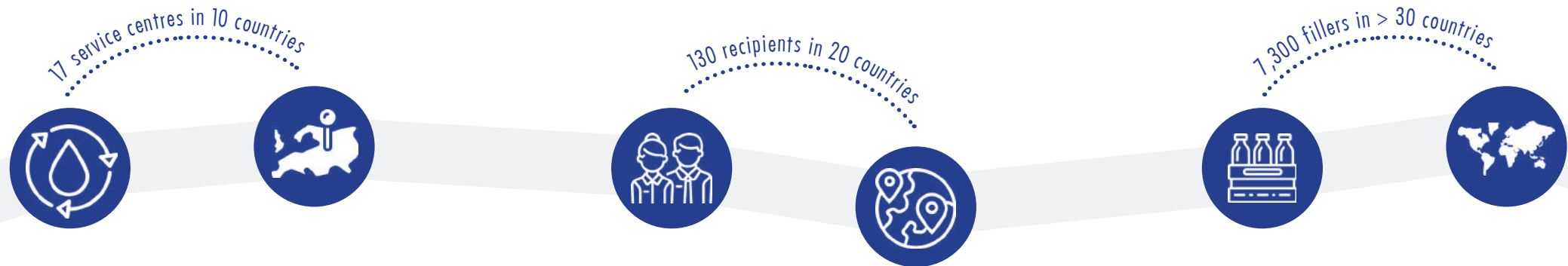
The main types of efficiencies are the choice of the most convenient washing centre (reduction of logistics costs and faster delivery of PLPs) and the scale benefits from fillers who source from multiple container manufacturers

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

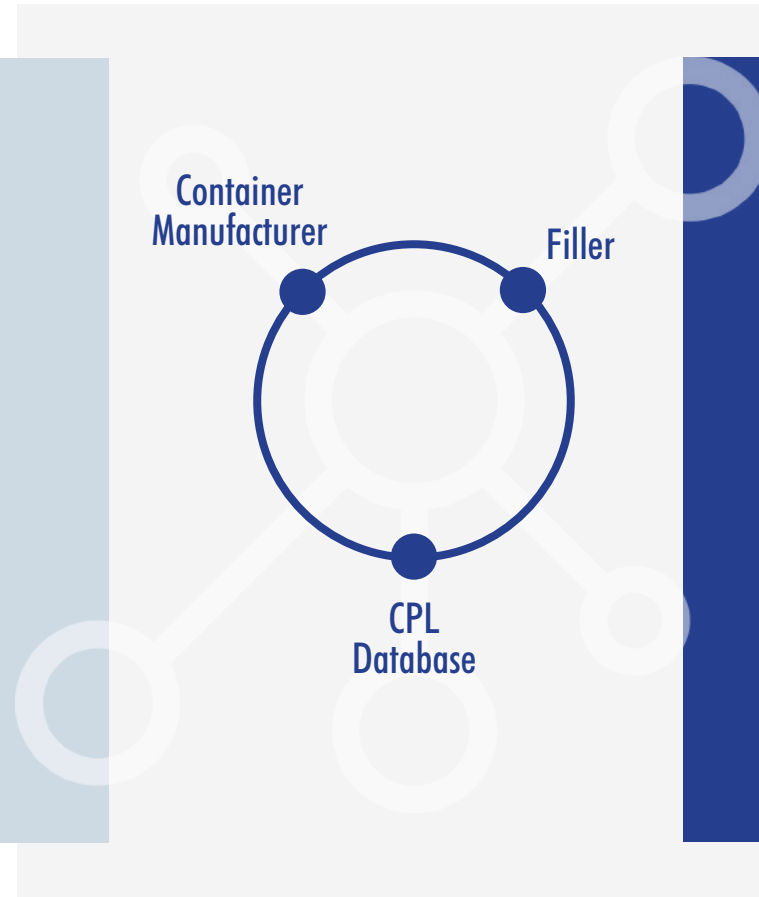


## PROPRIETARY PAD POOL MANAGEMENT SYSTEM

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

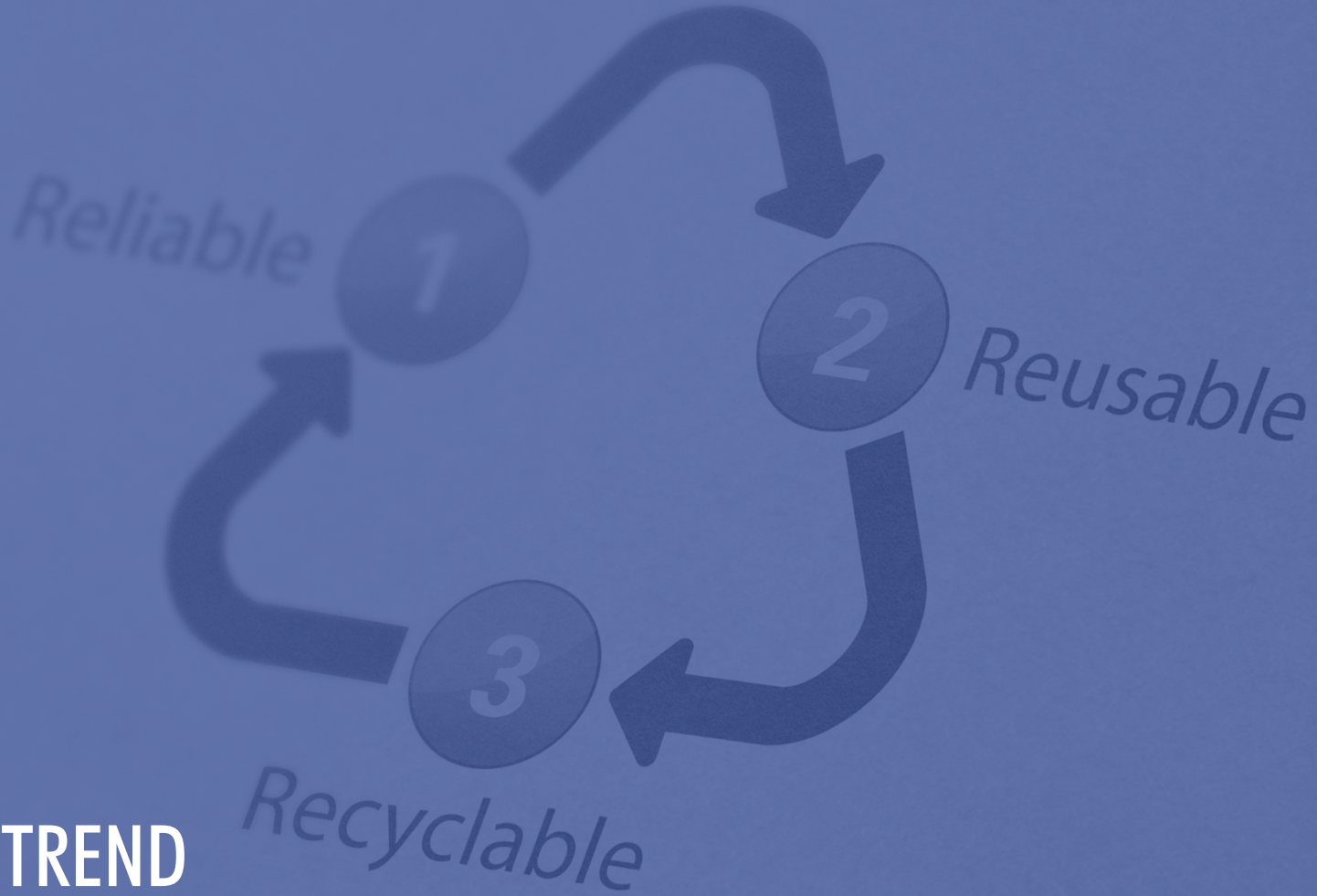


CPL'S  
**BLUE-CHIP CUSTOMERS**

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A TREND

FOR THE WORLDWIDE ENVIRONMENT



## 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





CPL'S  
VISION

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# CONTACT TO CARTONPLAST

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CONTACT TO CARTONPLAST

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

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APPENDIXES  
**AND SOURCES**

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## AND SOURCES

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### General

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

### Image Sources

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