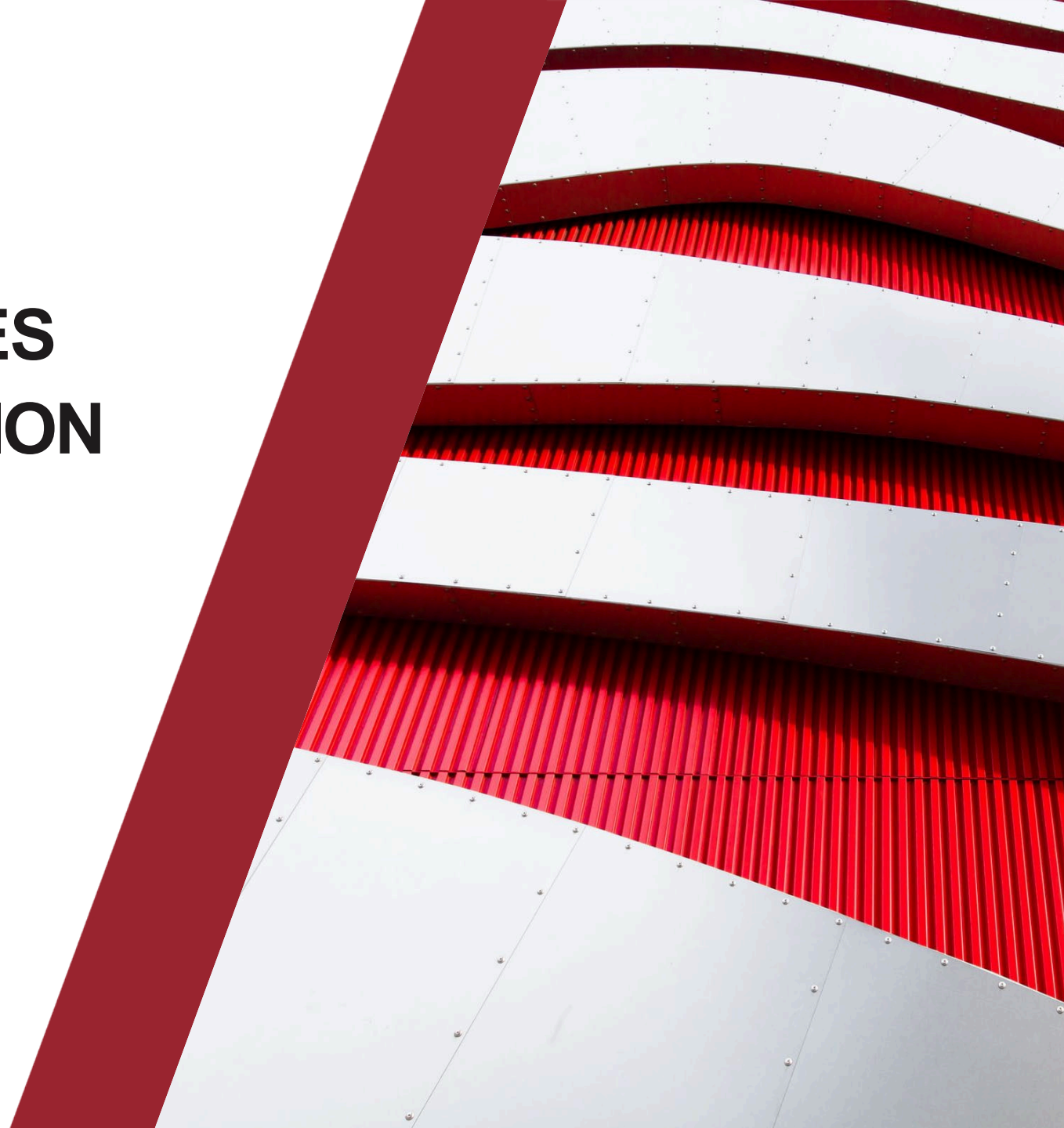




# **CONSTANTIA FLEXIBLES COMPANY PRESENTATION**

March 2024

VIENNA, AUSTRIA





# AGENDA

1

COMPANY INTRO

2

GLOBAL PRODUCTION  
NETWORK

3

INNOVATION

4

COMPANY GROWTH

5

SUSTAINABILITY

6

PRODUCTS

7

OUR BRANDS – OUR PROMISE  
*consumer*

8

OUR BRANDS – OUR PROMISE  
*pharma*

# THE EXECUTIVE BOARD OF CONSTANTIA FLEXIBLES

**Pim Vervaat**

Chief Executive Officer

**Richard Kelsey**

Chief Financial Officer

**Pierre-Henri Bruchon**

EVP Pharma Division

**Marc Rademacher**

EVP Consumer Commercial

**Daniel Winkler**

EVP Aluminum Division &  
Group Sustainability

**Michael Müller**

EVP Group HR

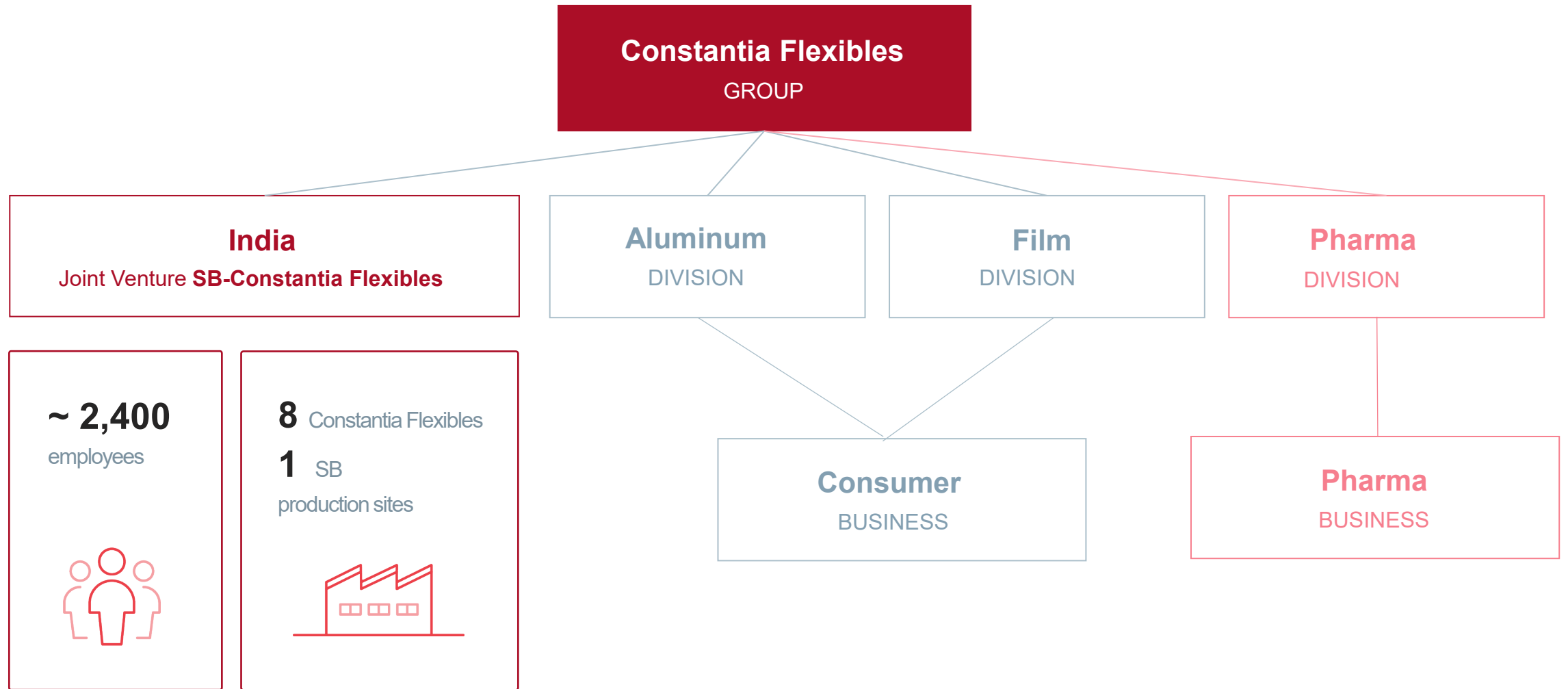
**Axel Glade**

EVP Film Division

**Thomas Glossner**

EVP Procurement

# THE ORGANIZATIONAL CHART OF CONSTANTIA FLEXIBLES





# CONSTANTIA FLEXIBLES IN A NUTSHELL

Based on the guiding principle of **People Passion Packaging** we manufacture tailor-made flexible packaging solutions.

#3

Globally

#2

in Europe



~ 9,584\*  
employees



36\*  
production sites in  
16\* countries



## SALES BY REGION

Europe	71%
America	19%
Middle East / Africa / Australia	6%
Asia	4%

## PRODUCTION

aluminum-based	54%
film-based	44%
paper-based	2%

HEADQUARTERS  
in Austria, Vienna



## 2 BUSINESS SEGMENTS

consumers  
~71%



pharma  
~29%

## SHAREHOLDER


One Rock Capital Partners



# SUSTAINABILITY AT A GLANCE

rethink  
packaging

TARGET




Science Based Target:  
GHG-emissions reduction  
(scope 1, 2, 3)

**-24%** by 2030

49% by 2050  
(base year 2015)

2021 PERFORMANCE



**-19%**

reduction of  
GHG-emissions  
(scope 1, 2, 3)

rethink  
packaging

TRANSPARENCY AND PUBLIC  
REPORTING



CDP  
**A**



DRIVING SUSTAINABLE ECONOMIES

EcoVadis  
**Gold**





**56%**

of electricity consumption comes  
from renewable sources.



**>70%**

of waste was sent to recycling in  
2020.



**+120**

certificates for SMETA, quality  
management, product safety,  
environmental standards at plants  
worldwide.

 Constantia  
Flexibles

7

# CONSTANTIA FLEXIBLES AMBITIOUS TRANSFORMATION TARGET

rethink  
packaging

## TARGET



**100%**

of packaging solutions  
designed for recycling  
by 2025

## 2022 STATUS



**85%**

of Cflex product offering is  
either already designed for  
recycling or has a recyclable  
alternative

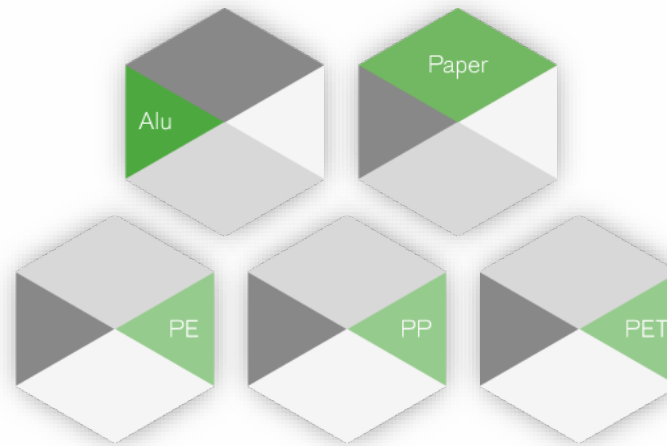
## 2022 PERFORMANCE



**59%**

of packaging sold is  
designed for recycling

## RECYCLABLE MATERIALS USED



## RESPONSIBLE SOURCING

**asi** Aluminium  
Stewardship  
Initiative



In order for Constantia Flexibles to consider one of its products recyclable, it has to be designed in accordance with Design for Recycling (DfR) Guidelines and a



## COLLECTION + SORTING + RECYCLING

infrastructure is proven to work in a relevant geographical area.

- We solve the recyclability challenge with the transformation into mono-material packaging solutions.
- Years of R&D have put us in pole position with ready to market product solutions already today.
- Sensible regulations need to incentivize the development of appropriate infrastructure.



## Our Vision

We envision a world in which packaging provides people with the highest benefit at the lowest impact on the environment.

## Our Mission

We rethink packaging every day to make a positive, sustainable and meaningful contribution to our customers and the environment.

We are driven by passion and our aspiration for know-how and competence to make people's lives healthier, better and safer.

# LONG-TERM PARTNERSHIPS WITH CUSTOMERS

**Consumer**



**Pharma**





2

## GLOBAL PRODUCTION NETWORK

# We manufacture globally.

Constantia Flexibles is a global manufacturer of flexible packaging solutions for consumer and pharma products.



# GLOBAL PRODUCTION NETWORK



**36** plants\*



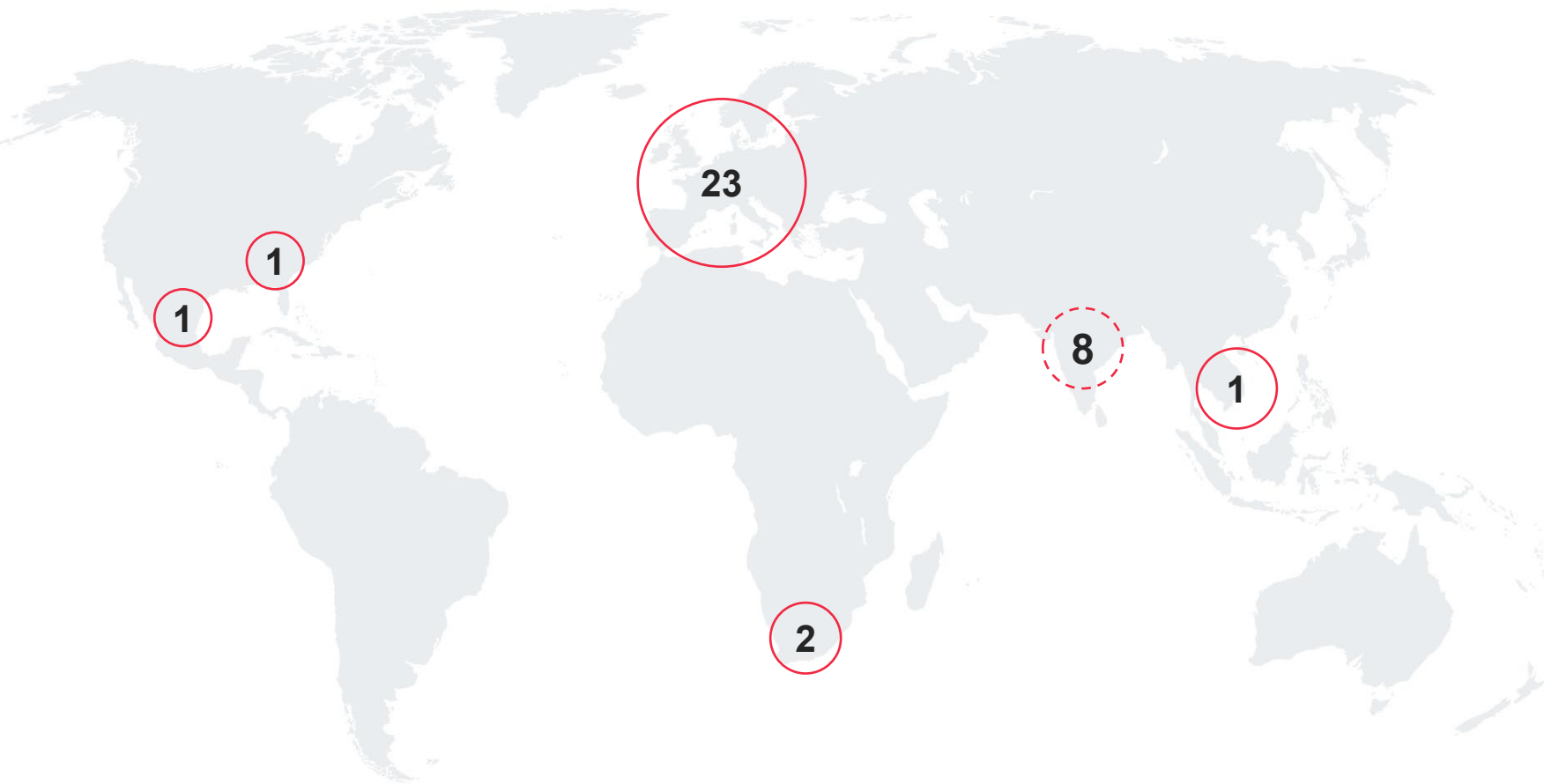
Consumer



Pharma



**16** countries\*





# CONSUMER BUSINESS PLANTS

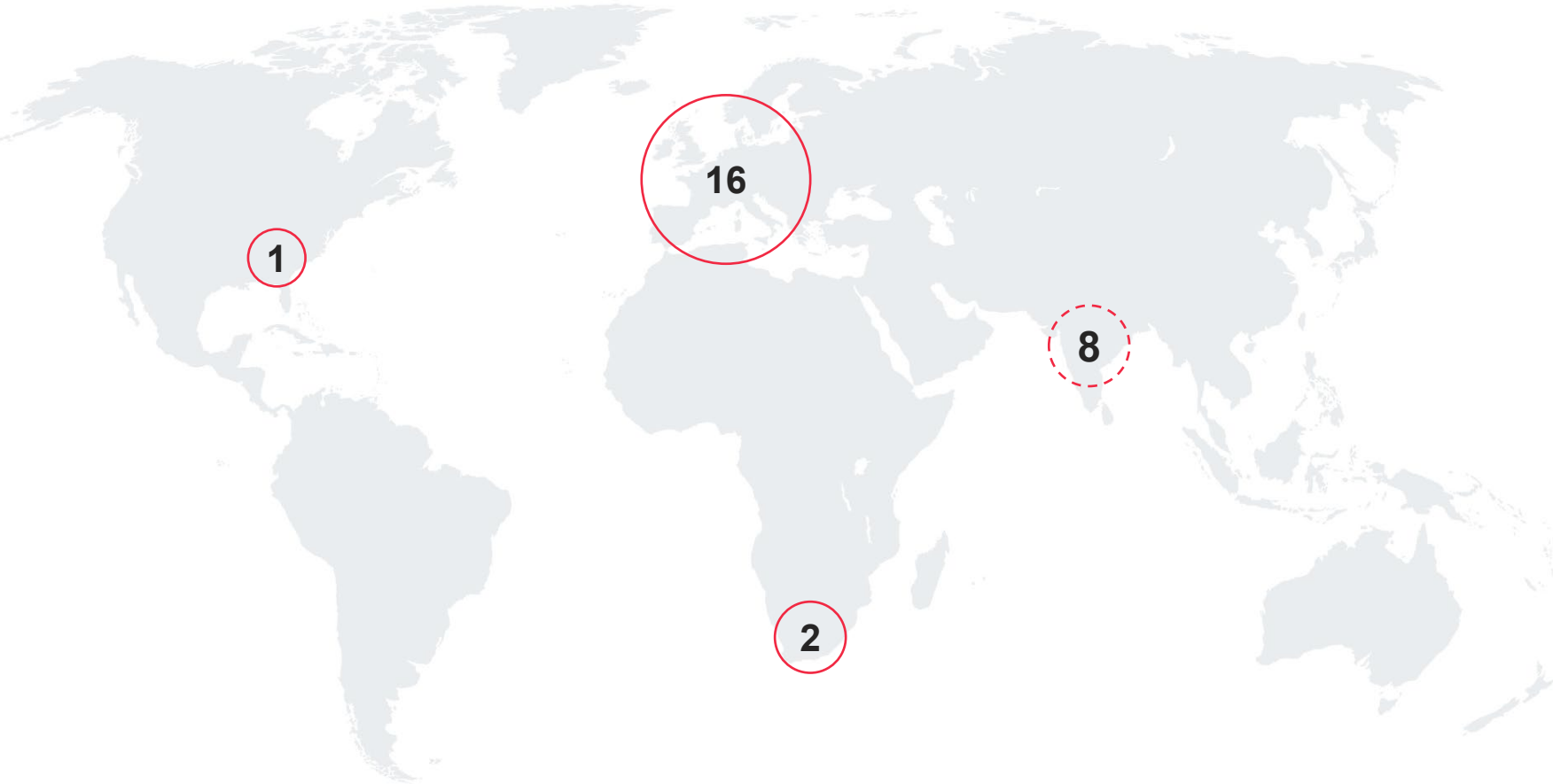


**27** plants\*

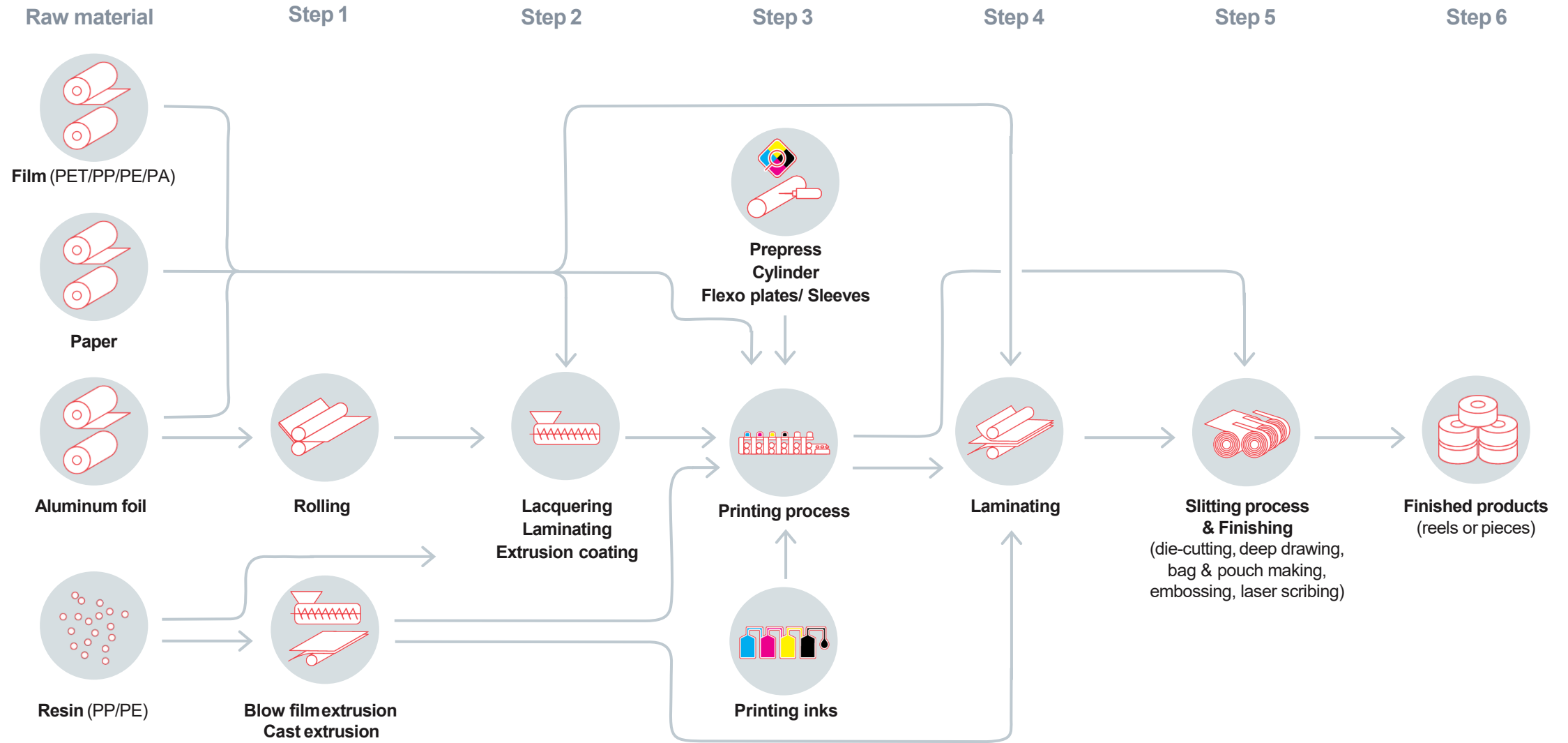
 Consumer



**16** countries\*



# INTEGRATED PRODUCTION



# PHARMA DIVISION PLANTS

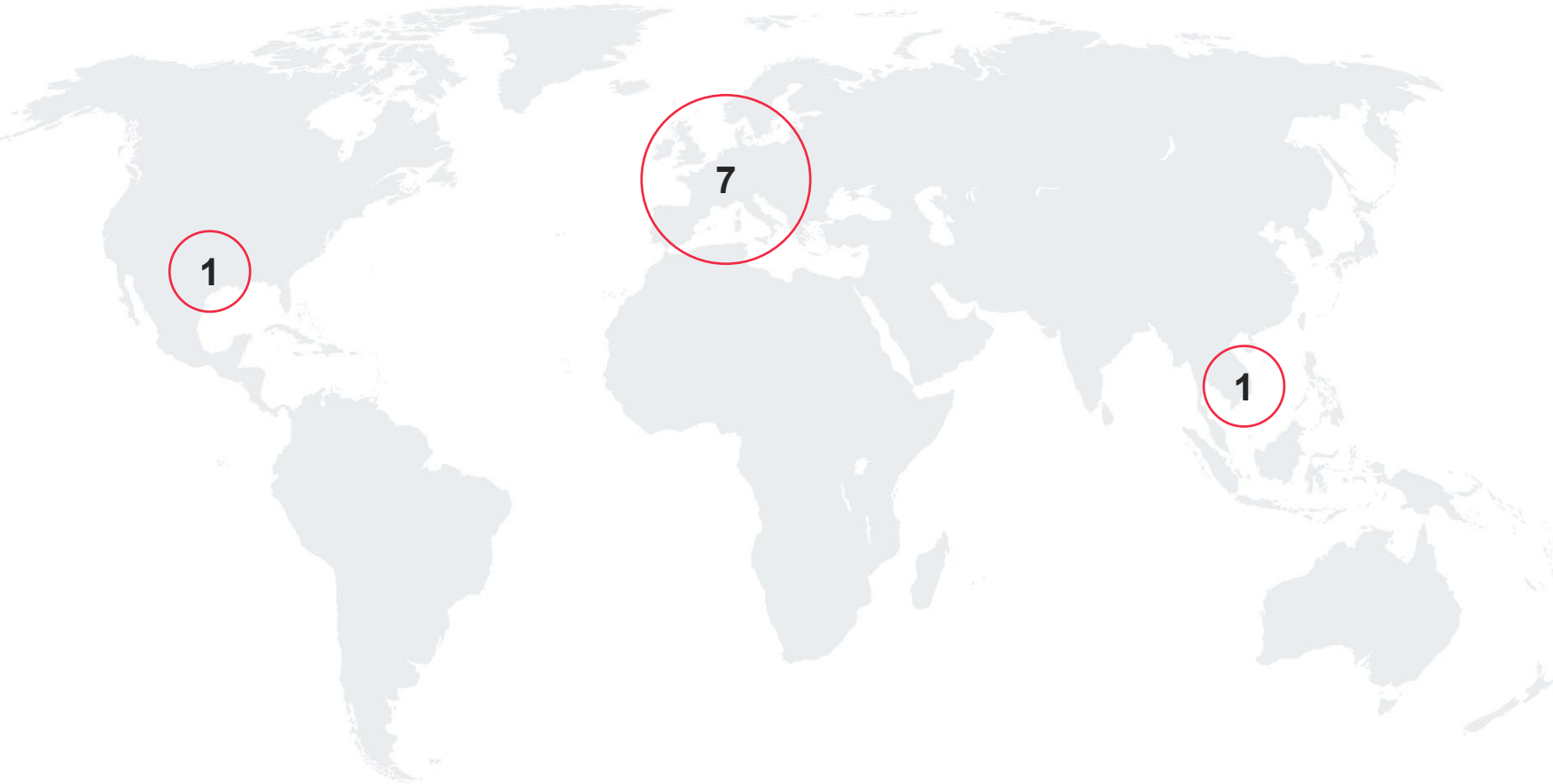


9 plants

 Pharma



8 countries



# PHARMA SATELLITE CONCEPT: GLOBAL SCALE WITH LOCAL FLEXIBILITY

## HUB



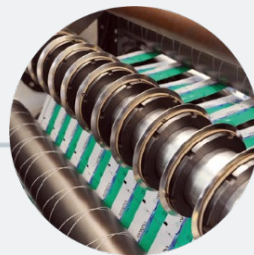
Incoming Goods  
Foil, Film, Paper

Lacquering  
Lamination

Master reel  
Slitting

## SATELLITE

Satellites are located near customers, specialize in small- to medium-sized volume orders, and generate major market shares in local and/or surrounding countries.



**Printing Gravure / Flexo**

Artwork is received & tooling is produced. Printing with either flexo sleeves, flexo cliches, or gravure cylinders occurs.

**Printed Reel Slitting**

Large reels are slit down to the customer's finished width.

**Final Packaging**

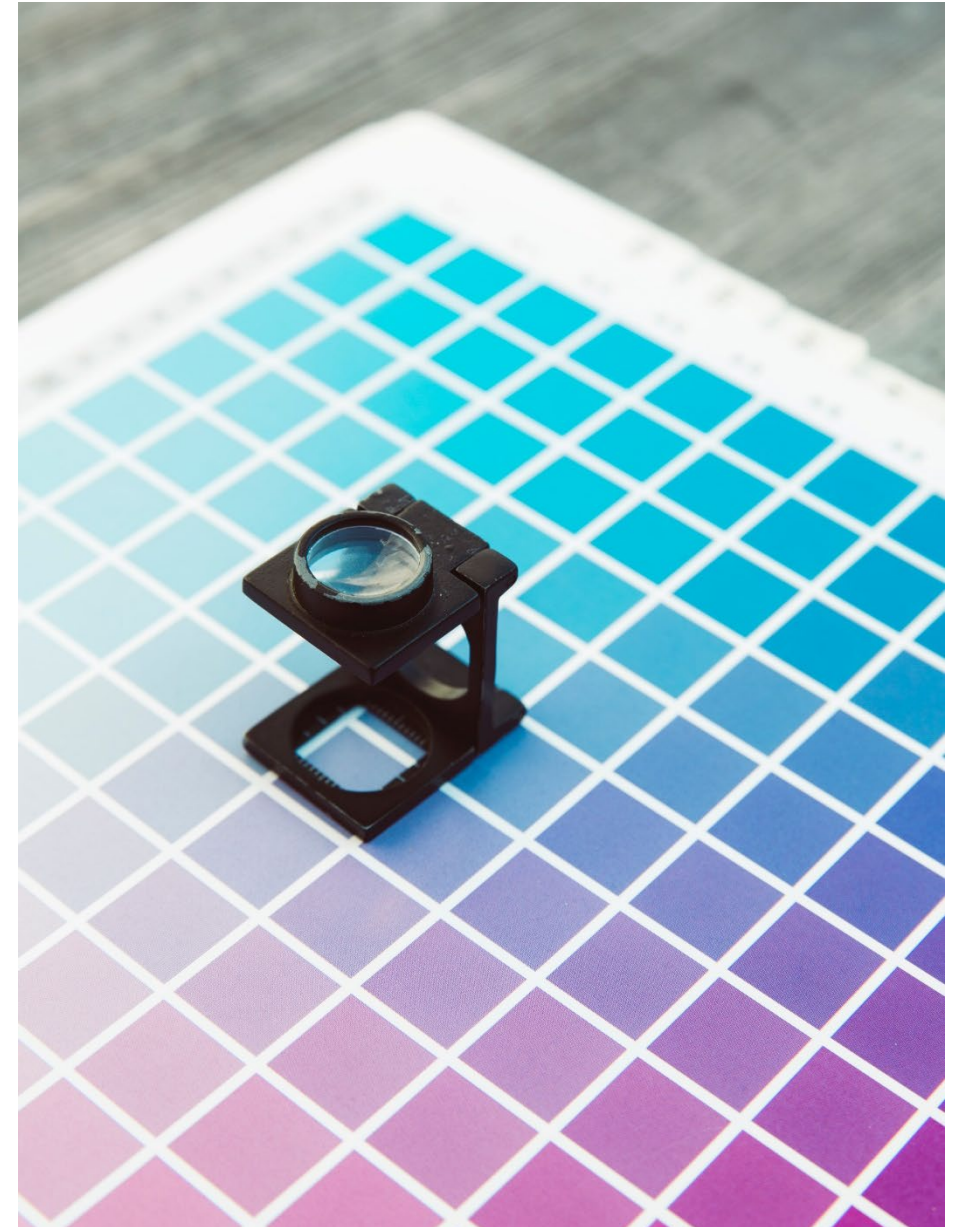
The smaller reels are packed according to the customer's requirements.

**Shipping**

Dispatch occurs after quality release after 10-15 days of receipt of order.

# SUPERIOR QUALITY, CONTINUOUS IMPROVEMENT AND PRODUCT SAFETY

- ✓ Integrated corporate-wide Quality Management System - ISO9001 based
- ✓ Advanced certifications according to international standards, our plants meet all the demands facing a global company
- ✓ Consistent traceability in our whole supply chain, from raw materials to each single packaging unit
- ✓ Raw materials are sourced from competed and reliable suppliers
- ✓ Full compliance to legal and customer requirements
- ✓ Competent quality control labs at our sites



# HEALTH, SAFETY, SECURITY & ENVIRONMENT (HSSE)

**H** ealth  
**S** afety  
**S** ecurity  
**E** nvironment

**HSSE** is an integrated part of the company's business and decision-making process and drives forward Operational Excellence.

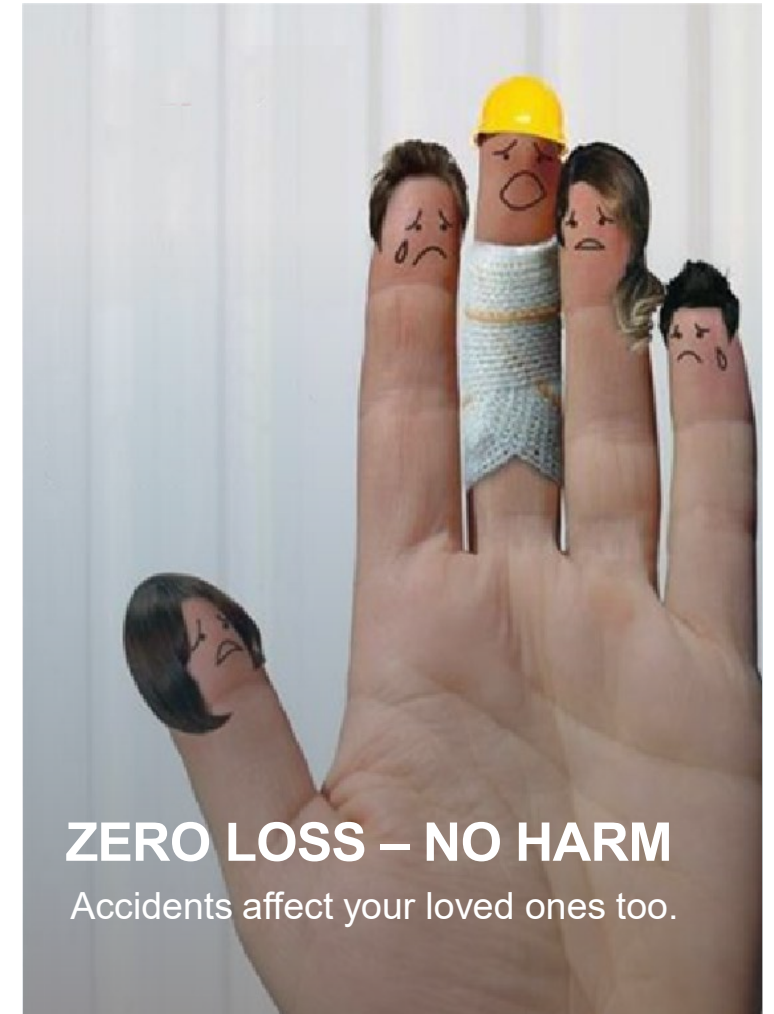
## WE PROTECT ALL ASSETS, ESPECIALLY



## LTIFR REDUCED BY MORE THAN 40 %

The Lost Time Injury Frequency Rate (LTIFR) improved within Constantia Flexibles Group worldwide by more than 40% within the last three years.

**It's our duty to create and maintain a safe & sustainable work environment.**





3

## INNOVATION

# We invest in innovation.

Innovation is at the core of our DNA.

We strongly believe that only those who rethink packaging every day will succeed together with customers and ultimately with consumers alike.





# FOCUS ON GROUP-WIDE INNOVATION THEMES

## OVERARCHING PACKAGING TRENDS



Sustainable Packaging



Product Safety

## KEY FUNCTIONALITIES



Pouches & Bags



Easy Open / Reclose



High-End Graphics

## UNDERLYING TECHNOLOGIES



Digital Printing



Performance Packaging



Value Engineering

# GLOBAL R&D NETWORK & GOALS



## WE ACT AS A GLOBAL COMPANY FOR OUR GLOBAL CUSTOMERS!

- Driver of Push Innovations based on cooperation with suppliers and other external partners
- Supporting market and customer-driven innovations
- Improve efficiency in raw materials usage and production
- In- and external technical consultant
- Global knowledge transfer and standardization of raw materials
- Sustainable transformation

rethink  
packaging

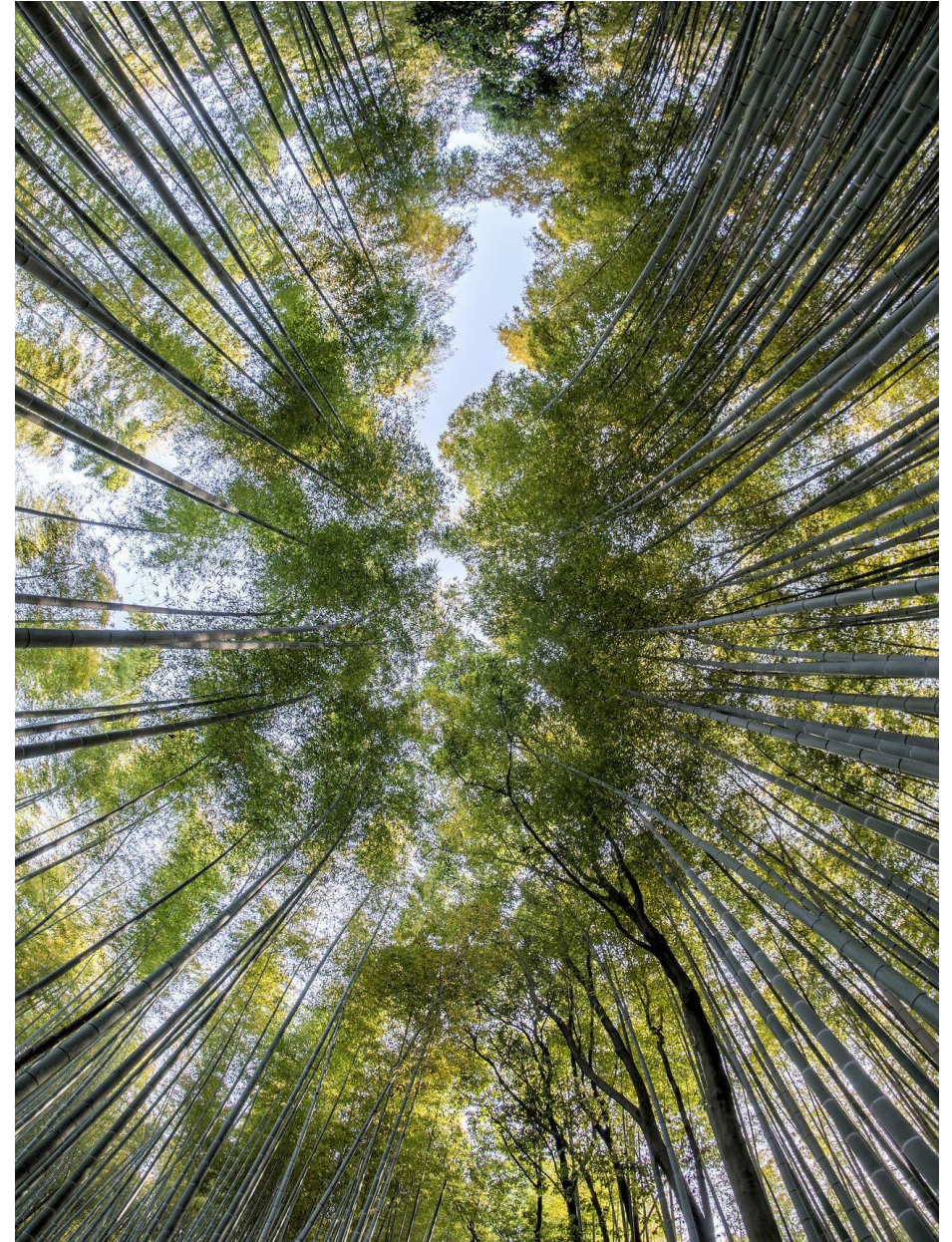


## R&D GOALS FOR MORE SUSTAINABLE PACKAGING DEVELOPMENT

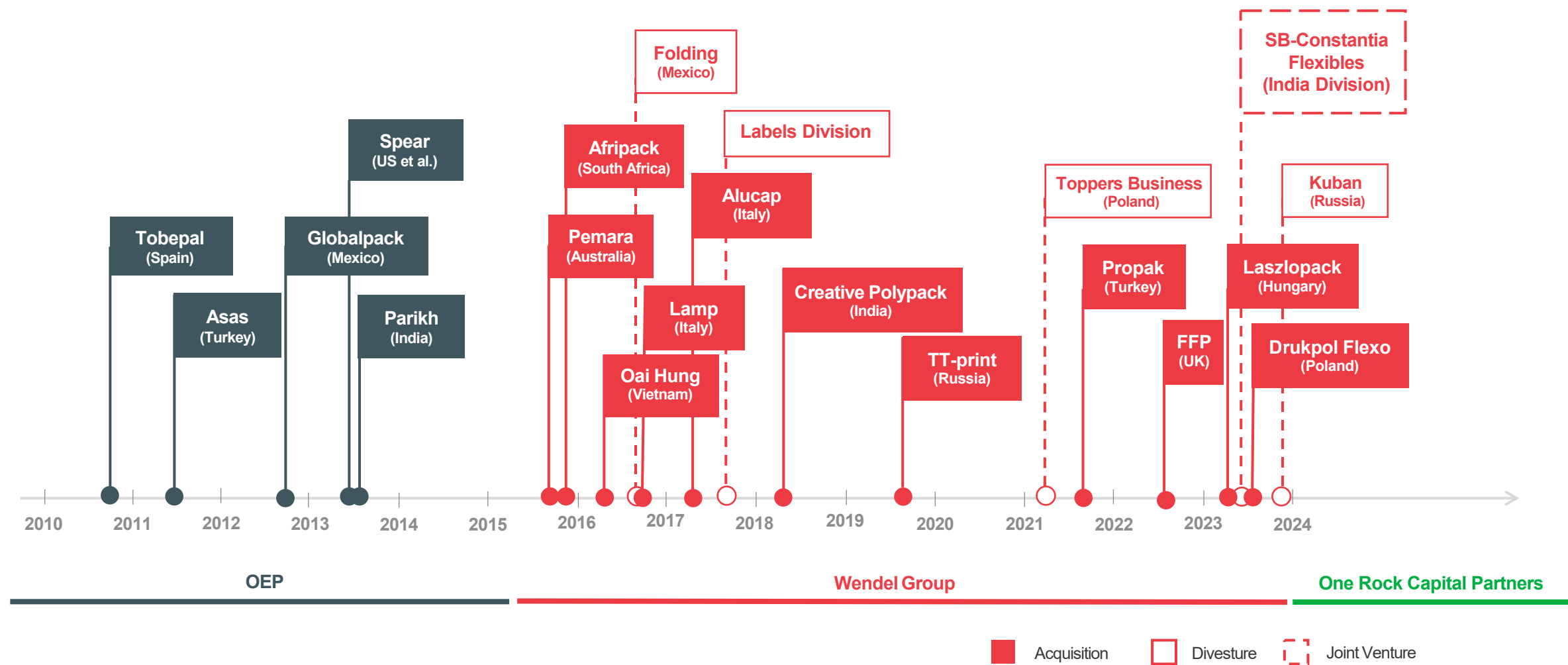


# We are growing strongly.

Our ambition for growth, together with our customers, is what keeps us going the extra mile every day. Both, growing organically and through strategic acquisitions, we aim for short to long term.



# STRONG TRACK RECORD OF M&A



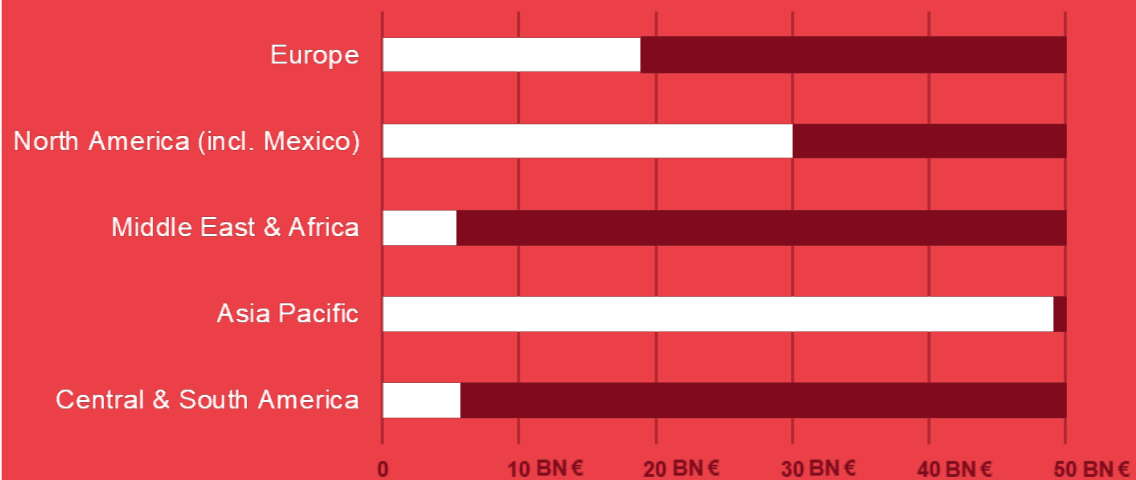


# TOTAL FLEXIBLE PACKAGING MARKET

*Size & Growth by Region*

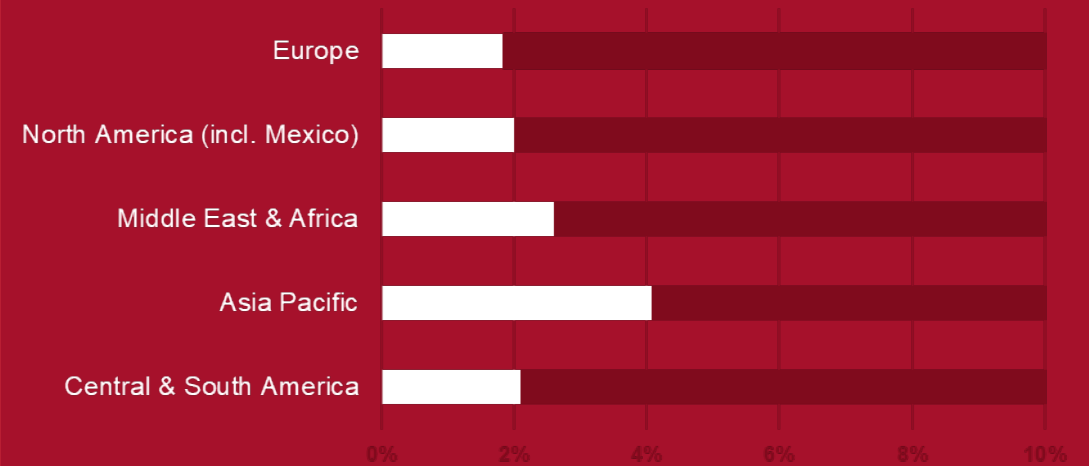
## FLEXIBLE PACKAGING DEMAND WORLDWIDE REACHED C.A. € 109 BN

end of 2022



## GLOBAL FLEXIBLE PACKAGING MARKET CAGR

2022 - 2026



# SUSTAINABILITY IMPACT ON CONSTANTIA FLEXIBLES



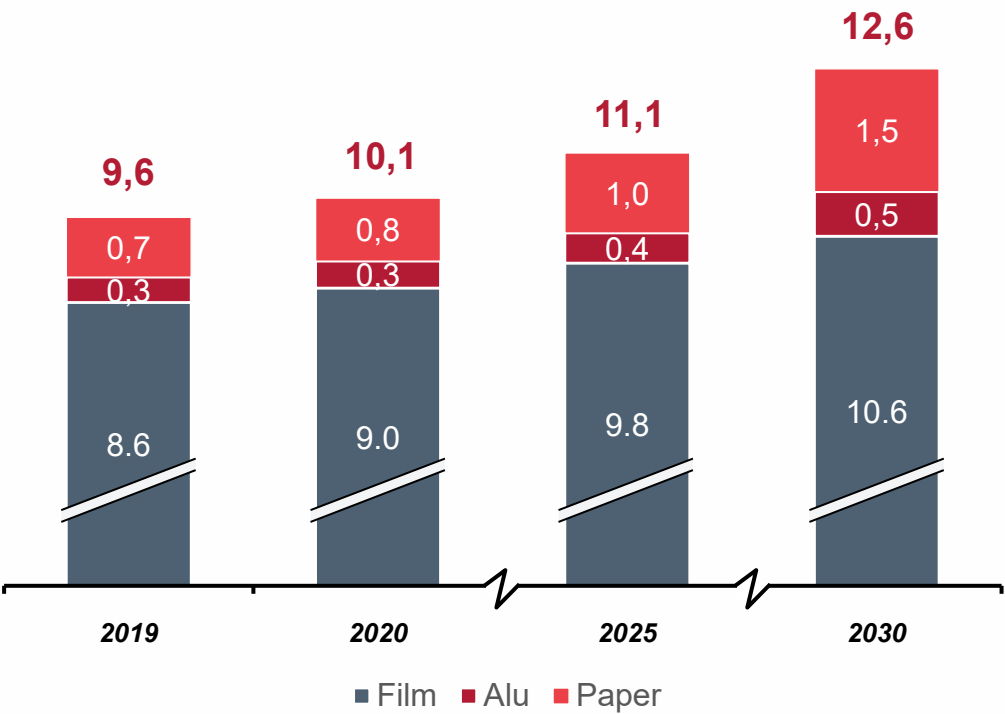
Expected market development by substrates in flexible packaging

Projected flexible packaging market in key regions  
(Western Europe, US and India), in volume (M tons)

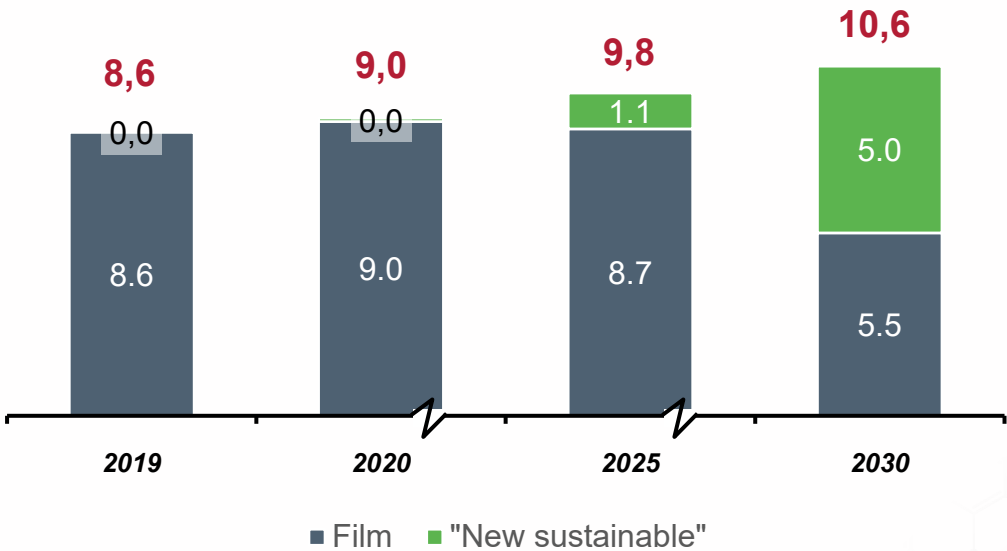
“Conventional” film-based structures to decline by ~5% each year over the 2020/30 period

Sustainable structures to show a massive growth (~50% p.a.) over the forecast period

Overall film growth estimated at ~2% year-on-year, i.e., >60% of total flexibles growth in absolute terms, ahead of other structures, Alu and paper

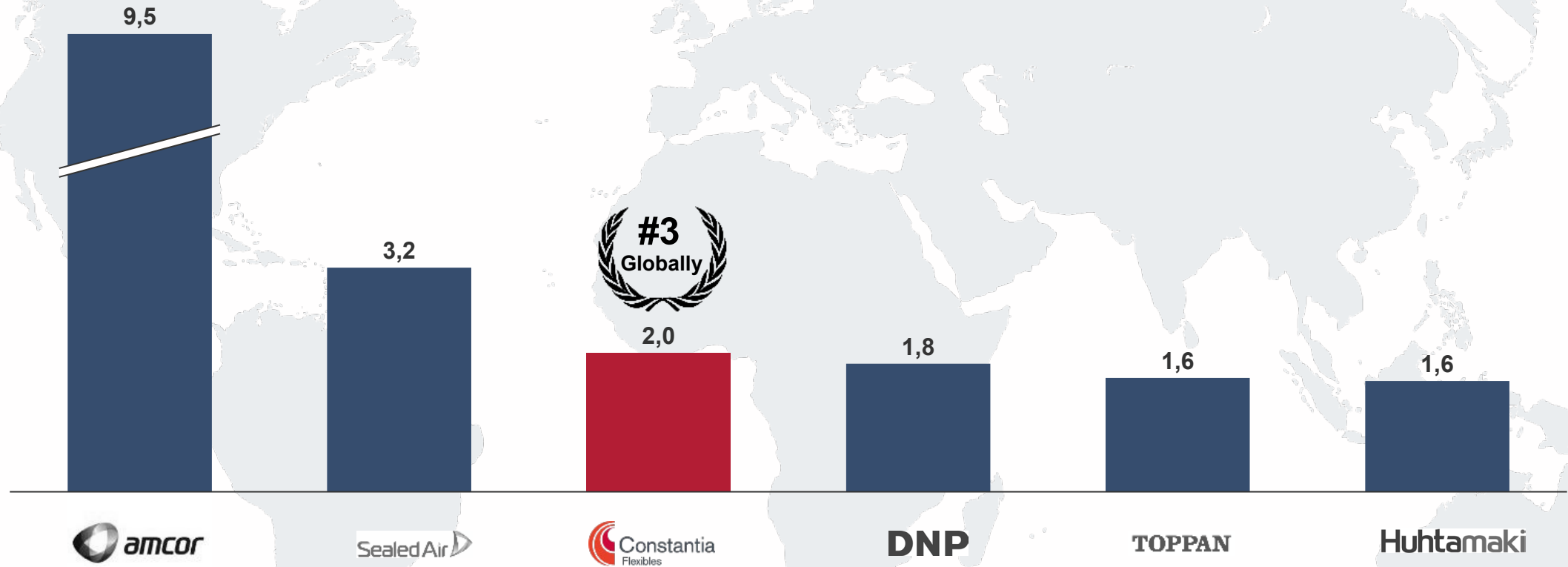


Film



# COMPETITOR OVERVIEW

Top flexible packaging players globally, revenue (EUR bn)



Information herewith stands for converted flexibles only; tertiary & secondary flexibles as well as industrial applications are excluded

Source: PCI – Wood Mackenzie, Annual Reports, Cflex - Sales Cockpit, Internal Analysis

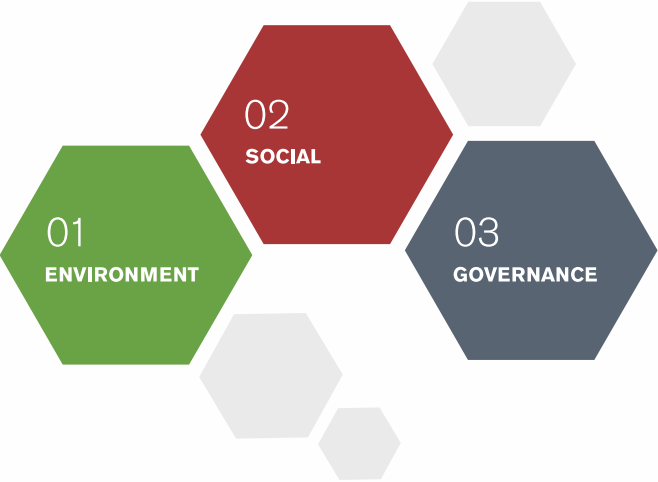


# rethink packaging

We envision a world in which packaging provides people with the highest benefit at the lowest impact on the environment.



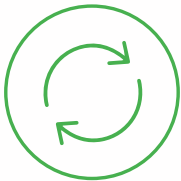
# ESG ROADMAP



Reduction of  
GHG emissions



Recyclability  
of products



Sustainability and  
collaboration along the  
value chain



Health & safety  
at work



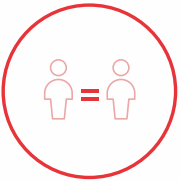
Talent attraction,  
development and  
retention



Health & safety of  
consumers



Diversity & equal  
opportunity



Business ethics



The long-term business success of Constantia Flexibles depends on the ability to create value continuously while protecting people, assets, environment, and reputation. Eight commitments help to contribute to a sustainable transformation.

Please find more details on our Homepage at:  
<https://www.cfex.com/sustainability/esg-commitments/>

# SUSTAINABILITY SOLUTIONS: 360° ECOLUTIONS APPROACH



**Ecolutions** is a 360-degree approach offering more sustainable solutions for all major packaging groups and substrates.



**Ecolutions** ensure that our packaging continues to preserve food and reduces waste. They can be recycled or reduced (by weight) and, at the same time, we can increase their recycled content.



**Ecolutions** have been adopted by several FMCG companies in different end markets.



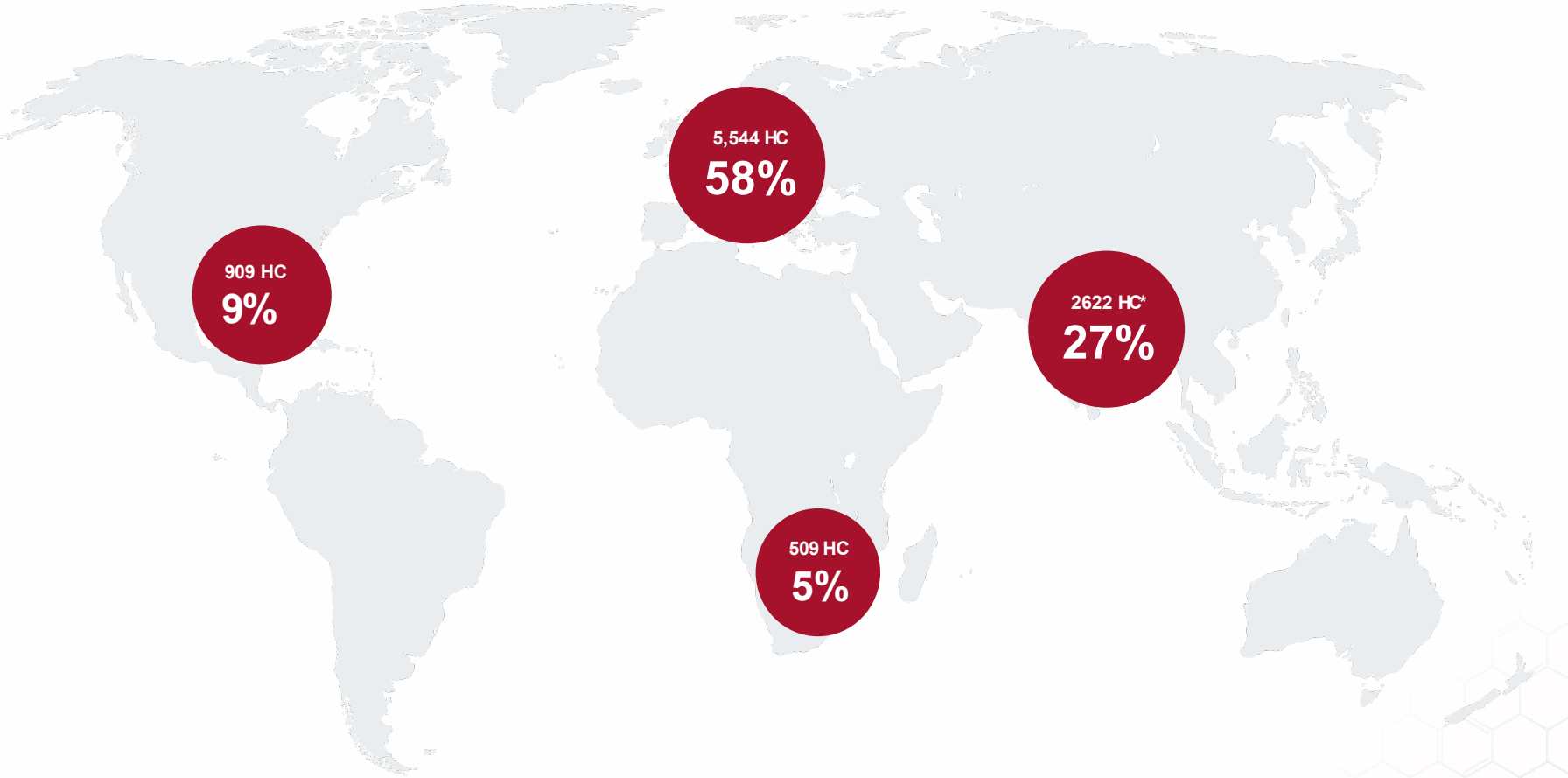
# NUMBER OF EMPLOYEES BY REGION

Thanks to their skills and performance, the employees of Constantia Flexibles are at the core of its success.

Therefore, a crucial part of the company's strategy is communicating the sustainability policy to all employees and supporting them with the necessary knowledge to integrate environmental responsibility into their daily work and operations.

This makes sustainability a key success factor for all business activities, from operations, R&D, to product management and sales.

rethink  
packaging



# EXPERIENCED PEOPLE WITH PASSION FOR PACKAGING



## CULTURE & RESPECT

- Diversity and equal opportunities
- Three core competencies:  
Driving customer value, fostering collaboration, passion for results
- Full commitment to Global Ethical standards SEDEX, etc.,



## LEARNING & DEVELOPMENT

- Global Training Toolbox for all employees, focusing on hard and soft skills
- Sales Academy to broaden skills of a salesforce
- Executive Leadership Program for managers
- Finance Academy for non-finance professionals
- Operational Excellence Center for all employees driving for lean six sigma know-how



## REWARDS & BENEFITS

- Compensation philosophy based on individual performance
- Subsidized canteens, gym membership, commuting to work
- Team events
- Medical care (e.g., company doctor, medical checks)



# BEING A GOOD CORPORATE CITIZEN IS IN OUR DNA



## Cooking for homeless people at VinziRast shelter

**Austria**

Constantia Flexibles' employees from the Rivergate headquarters cook once a month in teams of 3-4 people for homeless people who sleep at the shelter.

## Sponsorship of students with migration background

**Austria**

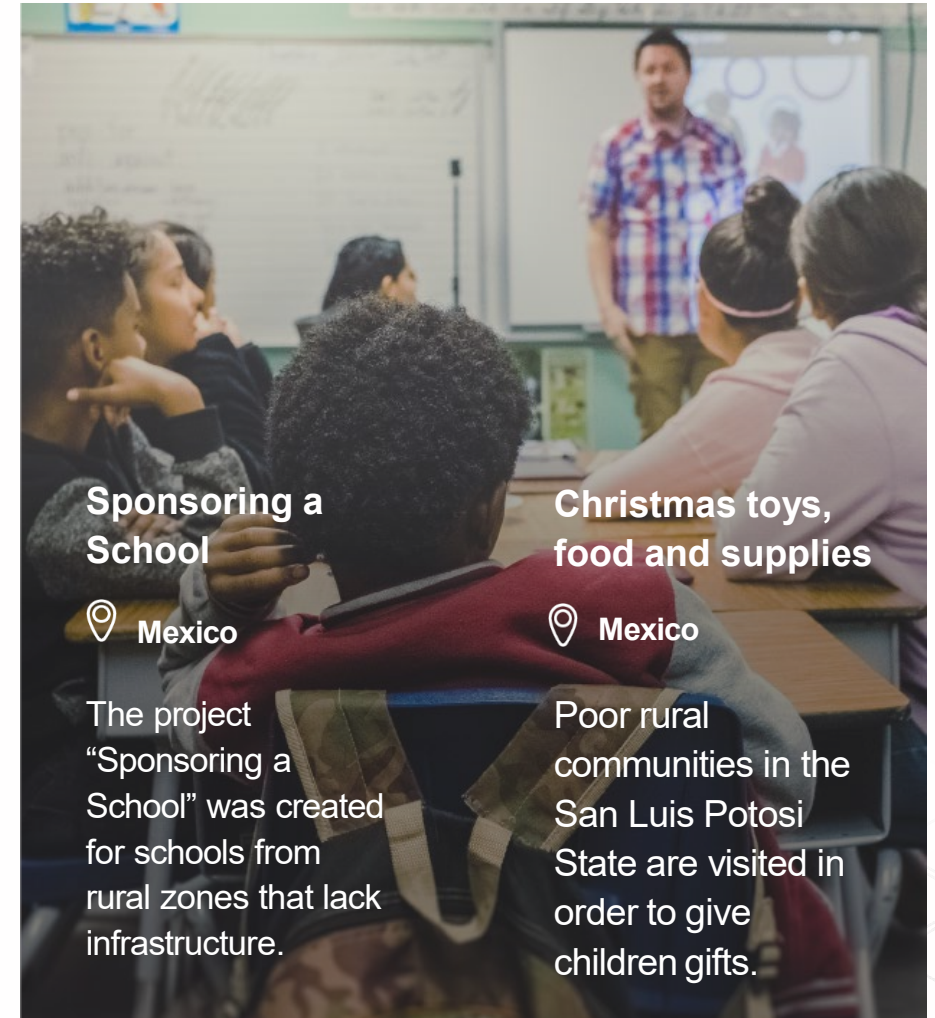
START Austria, a sustainable initiative, wants to contribute to the educational careers of talented students with a migration background, supporting their social commitment and community involvement to facilitate integration.

## Santa Shoebox Project

**South Africa**

Employees collect and distribute gifts in boxes for underprivileged children.

The shoeboxes are distributed to more than 1000 recipient facilities each year. In 12 years, the project has reached 762 594 children.



## Sponsoring a School

**Mexico**

The project "Sponsoring a School" was created for schools from rural zones that lack infrastructure.

## Christmas toys, food and supplies

**Mexico**

Poor rural communities in the San Luis Potosi State are visited in order to give children gifts.

6

# PRODUCTS



Consumer



Pharma





# CONSUMER

## DAIRY (FILM & FOIL)



## CONFECTIONERY & PROCESSED FOOD (FILM & FOIL)



## PROCESSED MEAT (FILM & FOIL)



## HOME & PERSONAL CARE (FILM & FOIL)



**COVERS**  
(LIDDING FOILS)



**CARRIERS**  
(COLDFORM FOILS)



**CASES**  
(LAMINATES)



**CHILD-  
RESISTANT  
FEATURES**



**ANTI-COUNTER-  
FEITING  
FEATURES**



# ALUFOIL & CONTAINER SYSTEMS

PRODUCTS

 CONSUMER

PROCESSED MEAT

## PET CARE

Preformed aluminum trays and lids are ideal for the special packaging requirements of wet pet food.



## CAPSULES

Small, aluminum-based portion packs for liquids, gels, powders,  
... offer the best barrier and processing properties.



# POUCHES & BAGS

PRODUCTS

 CONSUMER

PROCESSED MEAT

## WET PET FOOD

Pouches are a common flexible packaging format for wet pet food and are a modern and flexible packaging solution.



## DRY PET FOOD

Bags and pouches are an efficient and convenient packaging solution for dry pet food in multi-use formats.



## Dry Laminates

Packing laminates for dry and meat-based products.



# DIE CUT LIDS

PRODUCTS

 CONSUMER

DAIRY

## EasyPeelCover

Aluminum die-cut lid with Constantia Flexibles proprietary coextrusion coating.



## EcoMultiCover

The proven heat seal lacquered unembossed aluminum die-cut market standard.



## PaperLid

The 3-layer aluminum free die-cut lid solution.





# REEL FED LIDDING

PRODUCTS

 CONSUMER

DAIRY

## EcoMultiLidding

Aluminum reel fed lidding material specification for FFS fillers.



## Flexpap

An aluminum free Paper/PET laminate sealing against PS.



## Banderole

Paper-based banderole to enhance the packaging of a product. High-Gloss and Metallized available.



# BUTTER & CHEESE

PRODUCTS

 CONSUMER

DAIRY

## Low Seal Lidding

Tight and peelable seal on PP and PS containers at significantly lower temperatures, especially for margarine.



## ComiWrap

Polyolefin Film with a high amount of mineral fillers.



## CoverLeaf

CoverLeaf for margarine, butter and fatty spreads filled in cups; non-sealable fillings.



## Melted Cheese Packaging System

Constantia Flexibles system supplier for melted Cheese packaging: shell foil, lid foil, and tear strip.



## StickPack

For packing dairy products into a duplex or triplex flow wrap, adapted accordingly to the filling good and the customer request.



## Promotion Coding

A wide array of solutions for promotional coding: Inkjet: the individual code is printed – possible on both sides Reverse print: limited codes available.



## FOIL

### Wrap for Seasonals & Pralines

Produced of printed or lacquered aluminum foil with a thickness of 9 - 20  $\mu$ , can be used for deep draw applications.



## FOIL

### Chewing Gum Inner & Outer Wrapper

The chewing gum outer wrapper is produced out of printed aluminum and paper laminate.

The chewing gum inner wrapper is produced of aluminum paper laminate with wax or glue application.



## FOIL

### TabletFoil

Classic aluminum wrapper for chocolate bars.



Foil

## FOIL

### BarsWraps

Paper with aluminum laminate in reels - depending on the application requirements, it is either produced in wax or glue lamination.



## TWIST

### EcoTwist & Wrapstar

Due to the multilayer structure, Constantia Flexibles can provide twist solutions for very specific customer requirements.



## FILM

### Tablet Film

Wide variety of film laminates, partial cold seal application. Matt or Glossy appearance; high-speed sealing.



## FILM

### Confectionery Pouches

Wide variety of film laminates with excellent seal properties. Premium look; matt or glossy appearance; easy opening by laser cut or easy line.



## FILM

### Chewing Gum Film

Wide variety of film laminates with excellent seal properties. Matt or Glossy appearance; perfect aroma barriers.





## Nuts & Seeds Lam

High barrier solutions with aluminum or aluminum-free laminates.



## Savory Pack

Specialized production on dedicated printing line with inline lamination.



## Dried Foods

Film laminates guarantee the product's shelf life due to outstanding barrier properties and hermetic seal quality.

This photo is still being processed

# PROCESSED FOODS

PRODUCTS

 CONSUMER

CONFECTIONERY & PROCESSED FOOD

## BabyFoodPack

A high barrier laminate suitable for various vertical and horizontal FFS pouch formats.



## Sauce & DressingLam

A laminate with specific components designed for aggressive filling goods and hot fillings.



## CoverLeaf

CoverLeaf for margarine, butter, and fatty spreads filled in cups; non-sealable fillings.



## DryFoodPouch

Special developed multilayers for all kinds of packaging formats: pouch, doypack, sachets, etc.



## CubeFoil

Aluminum laminates with film or paper to form folded or sealed cubes.



## Lidding Materials

For the closing of any capsule material (e.g., PP, PE, PBT, ALU, PLA) Lacquered, coex-coated, film laminates, recyclable(-ready), compostable in development.



## Stick Pack

Special developed multilayers for stick packs.



## Coffee & TeaBags

Special developed multilayers for all kinds of packaging formats like pouches, doypacks, sachets, etc.



## Liquid Pouch

Reel-fed plastic material for pouches containing liquid beverages.



## High performance laminates for sausage packing

For this demanding field of application, we developed laminates that offer outstanding processing qualities, high puncture resistance, and barrier properties, as well as strong and pinhole-free sealing.



# TECHNICAL FILMS & FOILS

PRODUCTS

 CONSUMER

NON-FOOD APPLICATIONS

## TECHNICAL FILM

### High Performance Laminates for non-food application

High performance laminates for technical filling goods like silicones, sealants, adhesives and powders. Our technical films offer outstanding processing qualities, puncture resistance, barrier properties as well as strong and pinhole-free sealing.



## TECHNICAL FILM

### EcoVerHighPlus for sealant packaging

Mono PP laminate with ultra high barrier.

EcoVerHighPlus for Technical Films was tested at Cyclos for recyclability and its result for unprinted version certifies a 95% recyclability.



## TECHNICAL FOIL

### Technical Foils for industrial applications

Our foils composites (lacquered or coextruded) can be used in construction, air conditioning, trains & aircrafts, the cable industry or in the automotive sector. If a packaging is not to be assigned to Human & Pet-Food, Pharma or Health Care, it belongs to Technical Foils.





## Promotional & Retail Sachet

Customized packaging solution for your individual needs.



## DoyPack

Customized structures that fit your needs.



## ShowerLam

Customized flexible laminates for liquid soaps.



## SoapWrap

Reliable quality packaging for block soaps, offering suitable protection – monomaterial available.



# CARRIERS

PRODUCTS

PHARMA

CARRIERS

(COLDFORM FOILS)

## REGULA *(Coldform)*

Most economical ultra-high barrier blister packaging.



## LUBRICA *(Coldform Lotus)*

Customized solution with antistick effect.



## RESISTA *(Coldform Resist)*

High chemical resistance due to special lamination technology.



## RIGIDA *(Coldform Penta)*

Coldforming foil supporting outstanding pocket dimensions.



# COVERS

PRODUCTS

PHARMA

COVERS

(LIDDING FOILS)

## **NORMA** *(Blister)*

High-performance lidding foils for blister packaging.



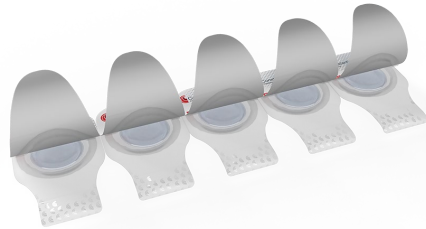
## **SALVA** *(Blister Eco)*

Uses less aluminum, less heat-seal lacquer, and more paper.



## **PURA** *(Contact Lenses)*

Lidding foil for contact lens packaging.



## **MERA** *(Syringes & Catheters)*

Packaging for keeping syringes and catheters sterile.



# CASES

PRODUCTS



PHARMA

CASES

(LAMINATES)

## **FLEXA** *(Flexible Blister)*

An innovative strip pack for oral dosage pharmaceuticals, dietary supplements, and personal care pills or tablets.



## **SECURA** *(Safemax)*

Aluminum container for medical devices.



## **FRUGI** *(Stick Pack)*

Convenient and economical for moisture-sensitive solid, liquid, and semi-liquid products.



## **VELAR** *(Overwrap)*

Packaging foil designed to wrap medical devices.



# CHILD-RESISTANT FEATURES

PRODUCTS

PHARMA

CHILD-RESISTANT FEATURES

## APERTA (CR TOF)

Opening feature that uses needles to microperforate the PET layer laminate.



## FORTE (CR Upgraded)

Lidding foil for child resistant blister.



## LUX (CR Laser)

Selective weakening of PET layer by a laser beam.



## TRIA (CR Peel & Push)

High level of safety thanks to the three steps necessary to access the product.





# ANTI-COUNTERFEITING FEATURES

PRODUCTS

 PHARMA

ANTI-COUNTERFEITING FEATURES

## ORIGA

*(TEOS)*

Lidding foil is destroyed upon opening and cannot be restored.



## MUTA

*(Holograms)*

Change in appearance when the packaging moves.



## GRAPHICA

*(Security Graphics/Designs)*

Difficult to replicate due to special software and engraving technology.



## COLORA

*(Security Pigments/Ink)*

Unique optical effects through the use of special inks and color reactions.



## INTRA

*(Security Foil)*

Integrated security feature through custom design, with no change in specification.



7

## OUR BRANDS – OUR PROMISE



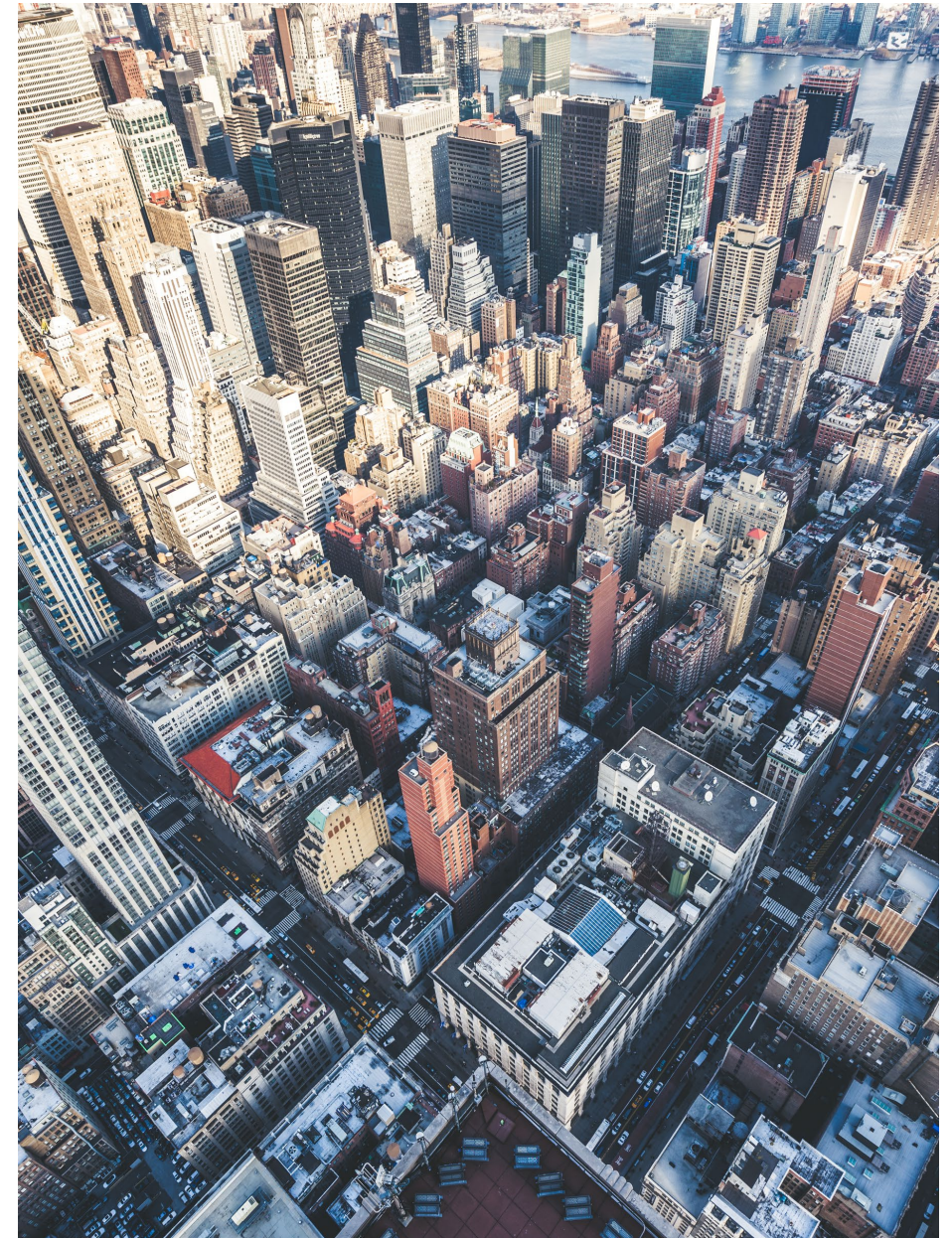
Consumer

**WE'VE  
GOT THIS  
COVERED.**



Pharma

**LET'S  
SAVE LIVES  
TOGETHER.**







Consumer

# WE'VE GOT THIS COVERED.

## WHAT DOES IT MEAN FOR YOU?

**It's literally what we do.**  
= reliable and protective packaging

**We've got you covered!**  
= our commitment to our partners

**We've got this!**  
= "we'll make it work"-attitude

**We've got your back.**  
= our commitment to culture and people





Consumer

# Why are we telling you this?

Because we want to reassure you that we are committed to protecting your goods with the attitude “We’ve got this covered”.





Consumer

## Together, we've got this covered

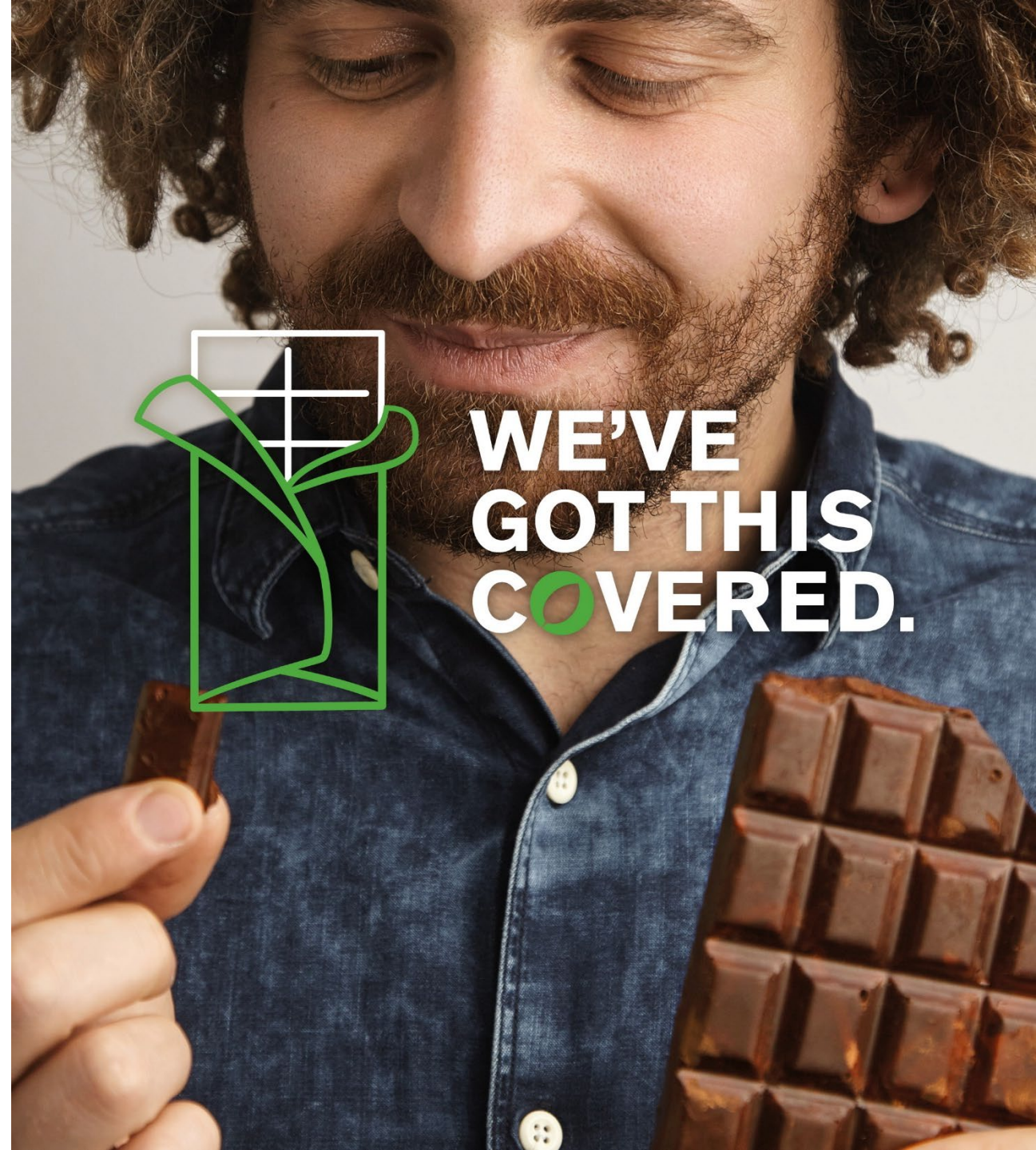
We develop the right packaging format for you with the highest graphic quality and food safety standards.

We adapt to your consumer needs and market trends.

We understand our responsibility for the environment, and our goal is to drive change in the industry toward more sustainable packaging solutions.

We can ensure that good things are preserved.

We transform global challenges into sustainable solutions.





8

## OUR BRANDS – OUR PROMISE



Consumer

**WE'VE  
GOT THIS  
COVERED.**



Pharma

**LET'S  
SAVE LIVES  
TOGETHER.**





Pharma

We're not astronauts.  
We're not firefighters.  
We're not doctors.

But as we do our jobs right – even the small things –  
people get their medication safely. And that's exactly  
what can save somebody's life.



We are not just producers of pharmaceutical packaging. We do more than simply turn aluminum into packaging solutions. We ensure that people get their medication safely.

**Together** with our partners – pharmaceutical companies around the globe – **we save the lives of millions of people.**

**LET'S  
SAVE LIVES  
TOGETHER.**





# People Passion Packaging

