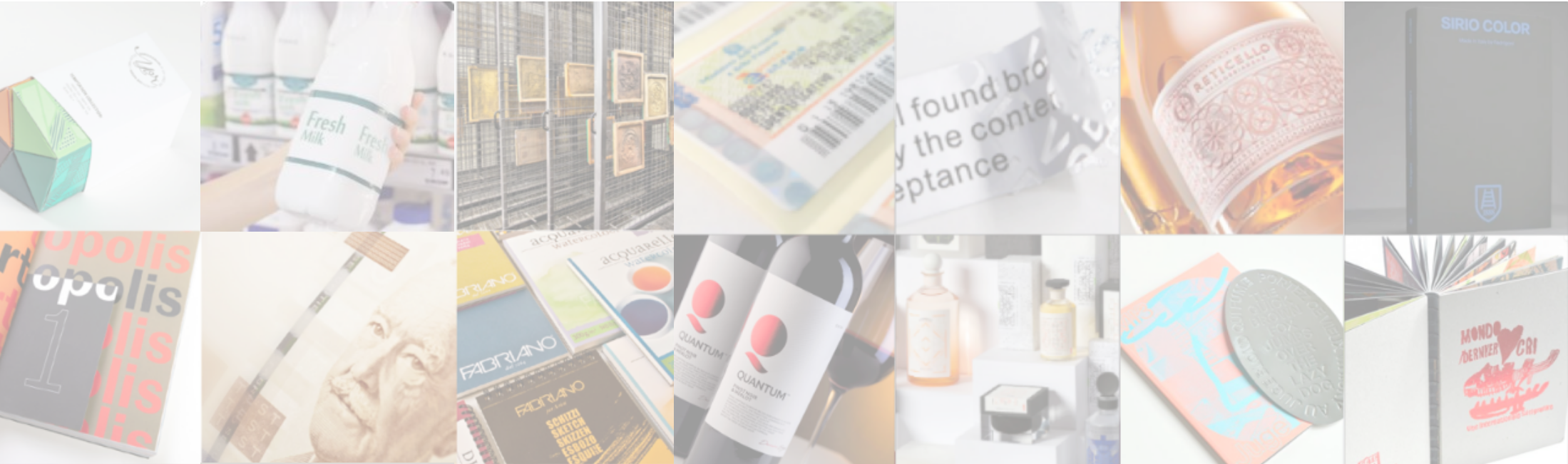




FEDRIGONI

Company Profile 2021





GROUP OVERVIEW



FEDRIGONI

Fedrigoni stands for excellence in **specialty papers** for packaging, quality prints, security, and fine arts and **self-adhesives solutions**.

Our strong organic growth, since 1888, has been recently boosted by acquisitions bringing a turnover of over **1,3 billion €** in **2020**.

Today our Group is the **third global player** in self-adhesive materials and the **European leader** in specialty papers.



FEDRIGONI



Management Team



Marco Nespolo
Chief Executive Officer



Fulvio Capussotti
Executive Vice President
Self-Adhesives Business
Unit



Davide Bustreo
Chief Financial Officer



**Chiara Medioli
Fedrigoni**
Chief Sustainability &
Communication Officer



Monica Magrì
Chief Human
Resources Officer



Alessandro Gaiati
Chief Procurement Officer



Alessandro Baroni
Corporate Development
Director



Gionata Berna
Chief Information Officer

FEDRIGONI



Our Mission



To become the partner of choice for brands, printers, converters and graphic designers providing best-in-class product offering and service in premium paper, packaging and self-adhesives solutions.

FEDRIGONI



Our Strategic Imperatives

Provide a distinctive and premium product offering through dynamic product management and a distinctive innovation engine

Relentlessly pursue quality and efficiency, through operational excellence in procurement and manufacturing

Attract, develop and retain the best talent in the industry, valuing and rewarding collaboration as much as individual contribution

Offer a superior experience to our customers, through deep understanding of their needs and a great, reliable service

Continuously expand our geographic presence and product offering both organically and through acquisition

Constantly improve our Sustainability footprint, supporting United Nation Sustainable Development Goals and working along the whole value chain



Our Numbers 2020

Founded in

1888

Over

1,3

Billion €
Turnover

Over

4,000

People

32,000

SKUs

Approx.

200

Million €
Adj. EBITDA

Sells to

132

Countries

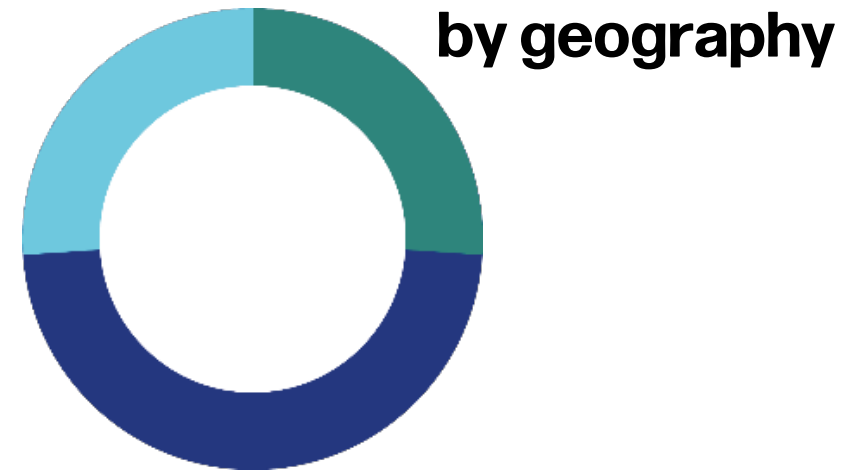
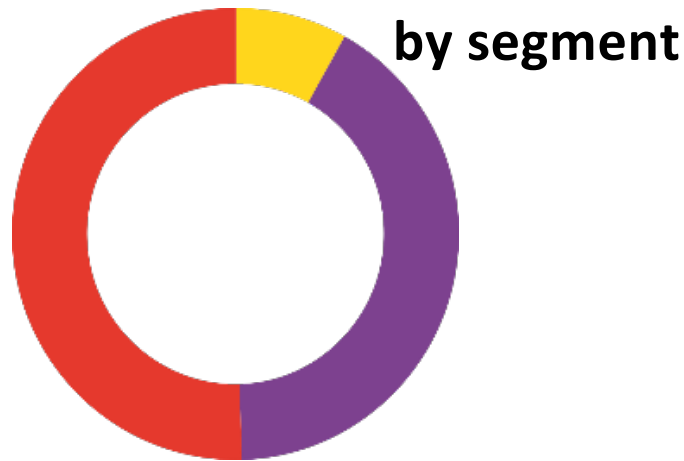
21

Production sites

FEDRIGONI



Group Turnover 2020



53%

**SELF
ADHESIVES**

of the Group
turnover

ARCONVERT
RITRAMA

42%

**PREMIUM
PAPERS**

of the Group
turnover

FEDRIGONI
CORDENONS
FABRIANO
MAGNANI

5%

**SECURITY
PRODUCTS**

of the Group
turnover

FABRIANO
SECURITY

48%

**EUROPE
EXCEPT
ITALY**

26%

**REST OF
THE WORLD**

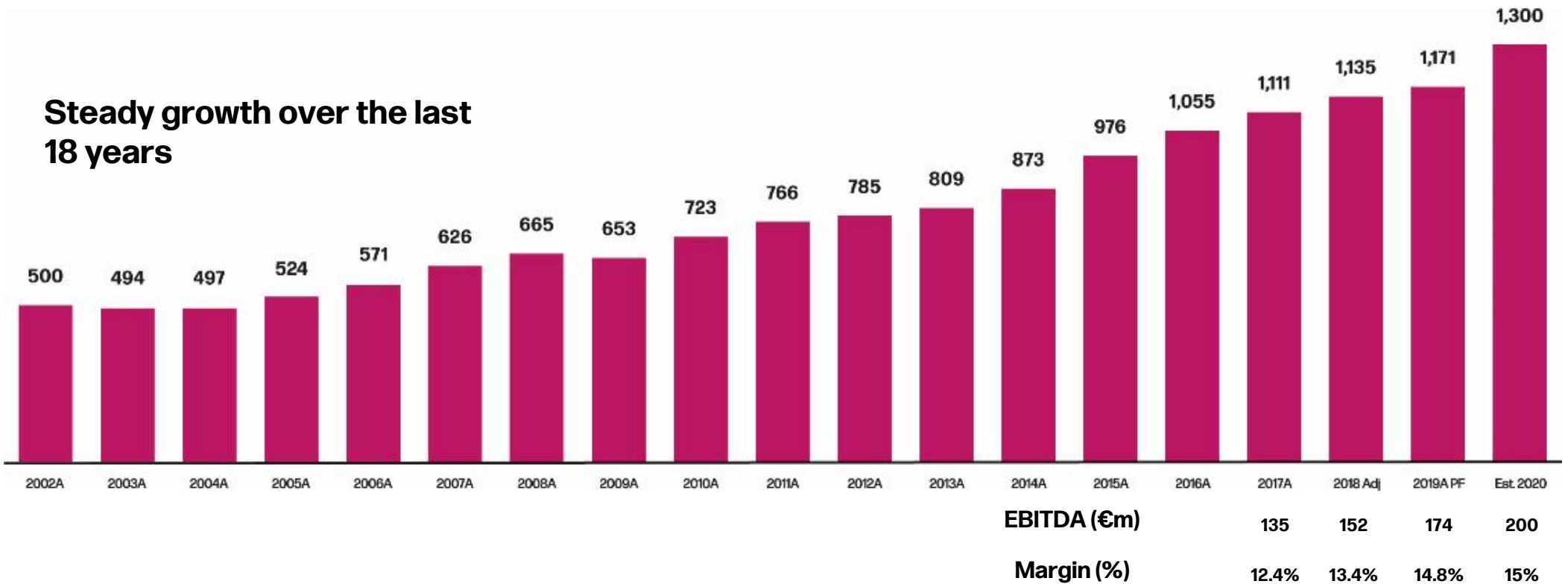
26%

ITALY







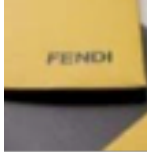







Long-term financial performance (Sales Revenues, €m)

Steady growth over the last
18 years





Leading positions in attractive premium Niche Markets

PRODUCT	END MARKET	MARKET POSITION
Self-Adhesive solutions	 <p>Wine and spirits, premium beers, food, cosmetics, pharma, chemicals</p>	<div style="display: flex; justify-content: space-around;"> <div style="text-align: center;">  <p>3 Global Self-Adhesives</p> </div> <div style="text-align: center;">  <p>1 Europe Wine</p> </div> <div style="text-align: center;">  <p>3 LatAm PSL (PF Ritrama)</p> </div> </div>
Specialty graphic paper	 <p>Luxury packaging, digital printing, fine stationary</p>	<div style="display: flex; justify-content: space-around;"> <div style="text-align: center;">  <p>2 Global Fine Paper</p> </div> <div style="text-align: center;">  <p>1 Europe Fine Paper</p> </div> </div>
Drawing / art	 <p>Students, Artists, Hobbyists</p>	<div style="text-align: center;">  <p>2 Global Drawing & Art</p> </div>
Premium commodity paper	 <p>Uncoated and Coated Paper, Office paper, Notebooks</p>	<p>Niche Player Europe</p>
Security paper, banknotes and security features	 <p>Central banks, private companies</p>	<div style="text-align: center;">  <p>2 Addressable Market Banknotes</p> </div>



Where

Self-Adhesive

11

Production
Centres

13

Slitting
& Distribution Centres

22

Branches



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Where

Paper & Security

10

Production & Distribution Centres

14

Warehouses

2

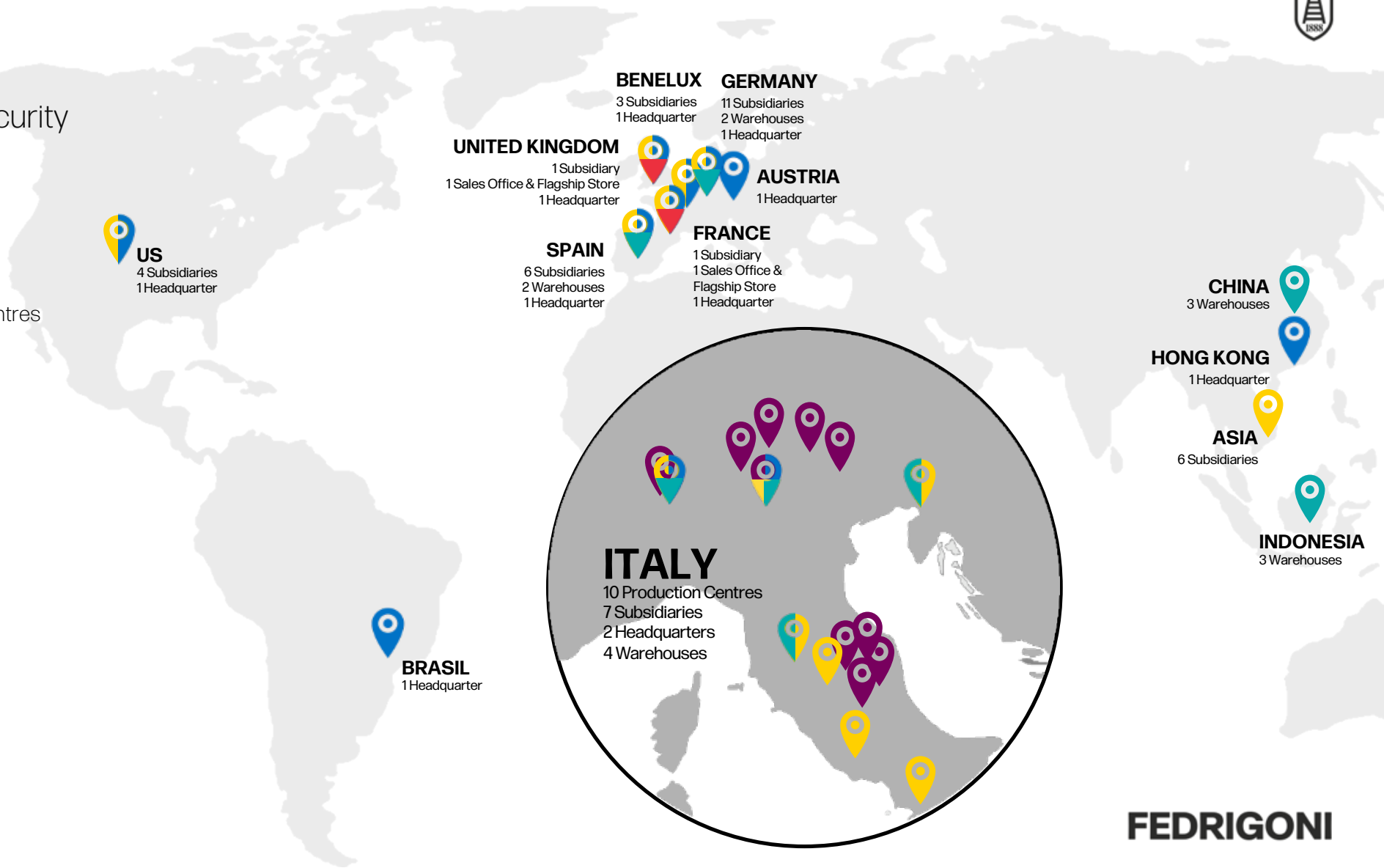
Sales Office & Flagship Store

38

Subsidiaries

11

Headquarters



FEDRIGONI

A photograph of two men in a dark room, possibly a studio or workshop, working on a large, white, abstract sculpture. The man in the foreground is wearing a dark t-shirt and has a beard; he is looking upwards and to the left, with his hands raised as if adjusting or supporting a part of the sculpture. The man behind him is also wearing a dark t-shirt and is looking in the same direction. The background is dark with some blurred lights, suggesting an indoor setting at night. The word "PEOPLE" is overlaid in white, bold, sans-serif font on the left side of the image, and "FEDRIGONI" is overlaid in white, bold, sans-serif font in the bottom right corner.

PEOPLE

FEDRIGONI

People, the most important asset at Fedrigoni Group, contribute every day to our success with their **talent, passion** and **work ethic**.

Everyday we enable our people to **grow** and **make a difference**.

Over
4,000
People



A man in a dark blue suit and a woman in a blue jacket are kneeling in a field, planting young trees. The man is holding a sapling in a cardboard container, and the woman is planting one. The field is filled with dry grass and several other saplings are visible in the background. The word "SUSTAINABILITY" is written in large white letters across the middle of the image.

SUSTAINABILITY

FEDRIGONI

Our commitment to a more sustainable production chain is at the core of a long-term plan.

- Over the past 6 years, the **self-adhesives** division has seen a **46%** reduction in water consumption.
- The **paper & security** division has seen a **15%** reduction of process water and a **13%** reduction in use of thermal energy.
- Our path to using **100% FSC-certified pulp** started in 1998 and we reached the target in 2014.





Results

Annual Report 2019

77% COC - FSC® PULP

23% CW - FSC®

PAPER & SECURITY DIVISION

SELF-ADHESIVES DIVISION

-23%

Chemical oxygen demand

-13%

Thermal Energy

-12%

Electricity

-46%

Consumption of fresh water

-20%

CO2 emissions

FEDRIGONI



Certifications

ISO 9001

on Quality Management

ISO 14001

on Environmental
Management

ISO 45001 (or OHSAS 18001)

On Health & Safety
in the workplace

FSC® and PFEC

standards
on the safeguard and
protection of forests

BRC PACKAGING on the quality
and hygiene of foodstuff packaging

ISO 50001 on Rational
Energy Management

UNE 166002

on Research & Development,
and Innovation

Volunteer participant to the
**WWF Environmental
Paper Company Index**
since 2013

Fedrigoni Wood

The first of a series of initiatives to create green areas near our plants.

At Caponago, Northern Italy, in an area surrounded by factories and freeways, we're creating a new wood. A gift to the local community, for a greener future.



15,000

Square metres of land

148

tons of CO₂/year captured following the FSC certification

16

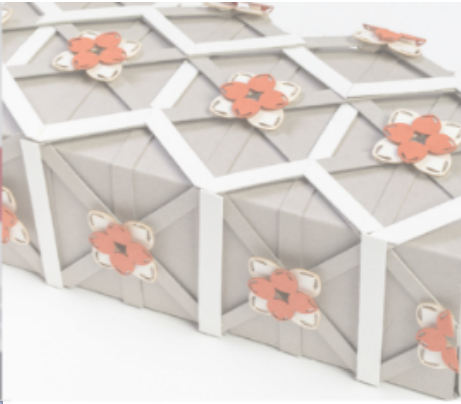
local species from the Po Valley and lowland forests

1,530

native plants including oaks, ash trees, field maples, holm oaks, yews, and elms

FEDRIGONI

PRODUCTS



FEDRIGONI

Solutions: what we do

PAPER



Luxury Packaging

Fine printing, Publishing, Promotional
Consumer&Business

Technical Papers

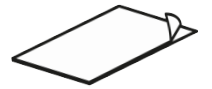
Art & Drawing

Office

Stationery

Security

SELF-ADHESIVES



Rolls, with specific solutions for wine, food,
beverage, home & personal care,
pharmaceutical, logistics

Offset Sheets

Graphics

Performance Tapes

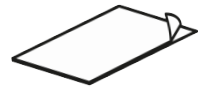
Industries: who we serve

PAPER



- Fashion & Luxury
- Jewelry & Watches
- Fine Food
- Wine & Spirits
- Pharmaceutical
- Cosmetics & Personal Care
- Electronics
- Museum
- Hospitality & Entertainment
- Games & Playing Card
- Architecture & Design
- Schools & Academics
- Institutions

SELF-ADHESIVES



- Food & Beverage
- Home Care
- Personal Care & Beauty
- Pharmaceutical
- Wine & Spirits
- Automotives
- Advertising & Promotion
- Luxury & Textile
- Industrial
- Transportation & Logistics
- Oil, Lubricants & Industrial chemicals
- Postal

PAPER

FEDRIGONI



FEDRIGONI

Fedrigoni Paper is our Group's division producing specialty papers for different end uses. The company dedicates a significant portion of its production capacity to made-to-measure products for customers, alongside a collection of more than 3,000 items available from stock thanks to integrated logistics with 7 branches in Italy, 6 sales companies in Europe, 2 in Asia and 1 in South America.

Products

- Papers for printing, publishing and book-binding
- Corporate branding packages
- Paper-based solutions for luxury brands



FEDRIGONI



Faithful to its tradition in paper manufacturing, Cordenons produces high-end creative papers to target specific applications in the international market. Beside the extensive catalogue range it supplies bespoke papers following the customer requirements in colour, weight and finish.

Products

- Packaging and shopping bags
- Corporate branding packages
- Precious editorial products



FEDRIGONI

FABRIANO

Strong of a tradition dating back to **1264** and the pride to have served clients like Michelangelo, Beethoven and Francis Bacon, Fabriano joined the Fedrigoni Group in **2002**.

Major investments in machinery and technologies have brought the production sites in central Italy up to speed with modern times, with new-generation paper mills fueled by the renewable energy of hydroelectric power.

Products

- Fine Art papers
- Papers for school and office use
- Stationery
- Hand-made papers



FEDRIGONI

**MAGNANI 1404®**

Magnani **1404** came into being by bringing together the heritage and expertise of the historic Magnani Paper Mill - one of the oldest in the world. The company presents a portfolio of high-prestige papers, and today has a flexible set-up that is attentive to the needs of a niche market, with its product used for art prints and reproductions, fine art publishing, lining, and top-of-the-range stationery.

Products

- Fine Art papers
- Papers for publishing and wrapping
- Top-range stationery

**FEDRIGONI**

FABRIANO SECURITY

Banknotes papers have been made in Fabriano for centuries, applying traditional security features like the watermark to modern days high-tech solutions such as magnetic strips, holograms and security threads that meet the strict security standards required by the ECB (European Central Bank). These products can be applied on a range of items such as tickets, security bands for the luxury industry, and banknotes for State Mints around the world.

Products

- Engraving and security printing
- Applied safety systems
- Banknotes papers
- Security papers



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SELF-ADHESIVES

l'olio, come la terra e come l'oro, è prezioso, per questo è un dono. Jacqueline ed Aurelio de Laurentis

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ARCONVERT

Arconvert is one of the world's market leaders in the production of pressure-sensitive labels. Its production covers **31%** of Fedrigoni Group's turnover.

Arconvert **products** combine a wide range of paper, cork and plastic film face-stocks with high performing adhesives, environment-friendly solutions, and the best security features for anti-counterfeiting and brand protection.

Products

- Pressure-sensitive papers and films in sheets and rolls for labels
- Security pressure-sensitive papers for brand protection and anti-counterfeiting
- Casting release to enhance leather and produce leatherette



FEDRIGONI

Arconvert Applications



Security



Pharma



Industrial



Mass Market



Appliances



Cosmetics



Luxury



Publishing



Brand Protection



Logistics



Textile



Food



Wine & Spirits

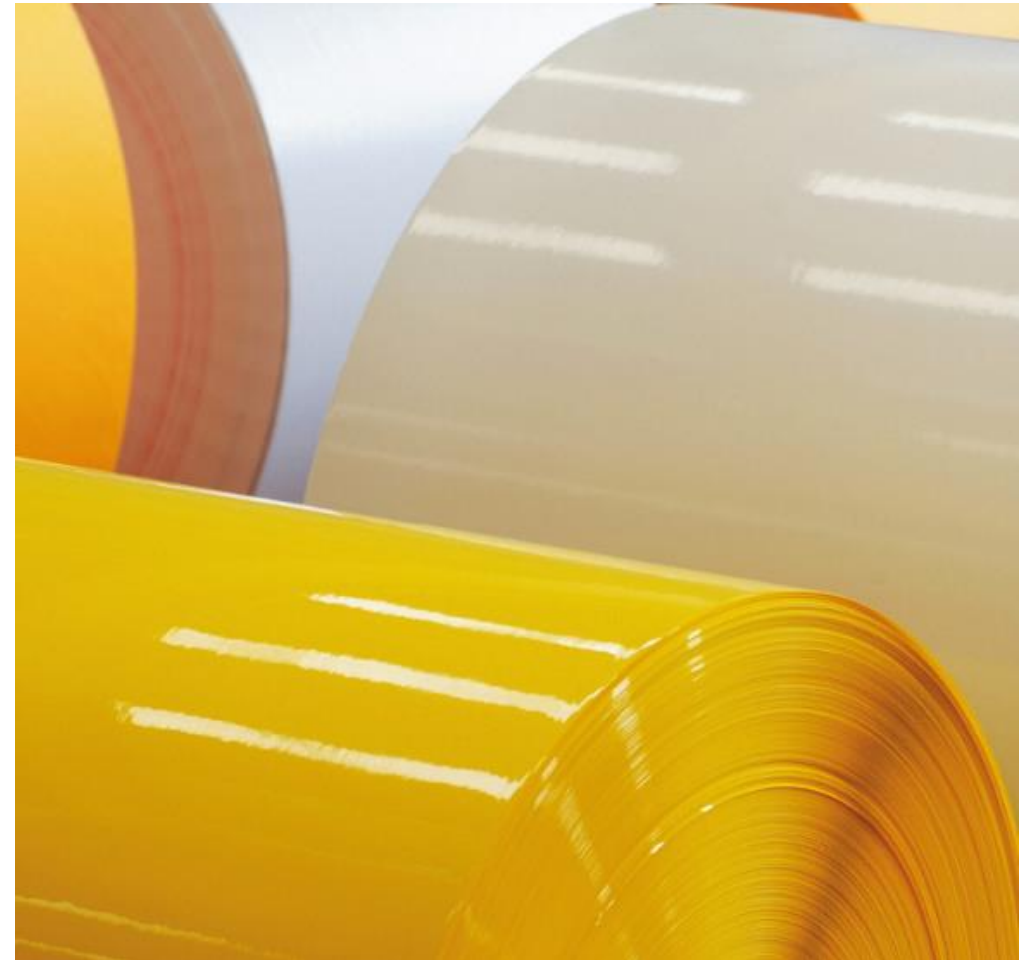
RITRAMA

Founded in **1962**, Ritrama is an Italian multinational company widely considered to be a market leader in the design and manufacturing of **self-adhesive materials**, with a product portfolio organised into five main divisions - Roll Labels, Graphics, Offset Sheets, Industrial and Polifibra.

Ritrama products are used in different industries, from **highly specialized** to **niche markets**.

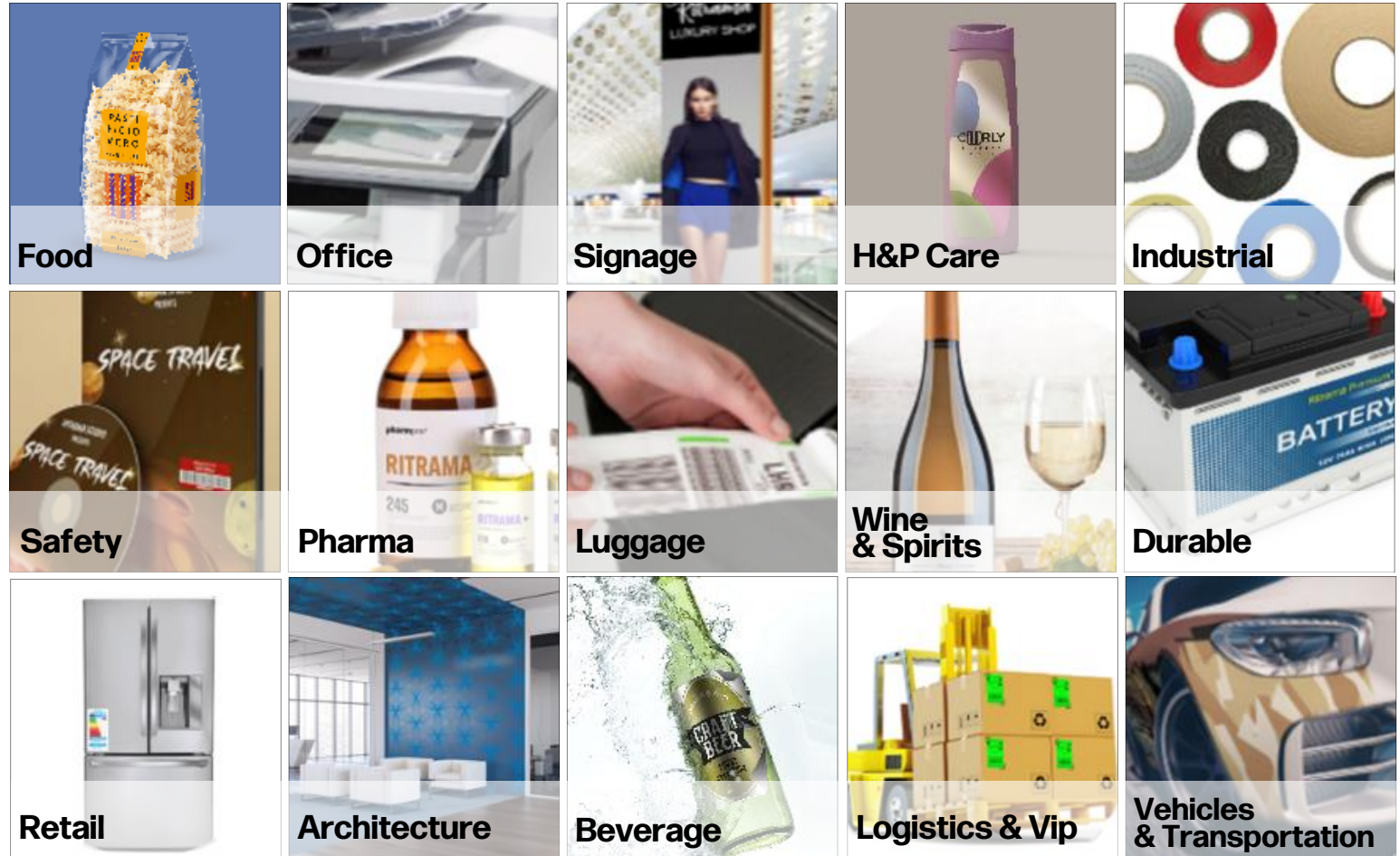
Products

- Paper and film in roll labels
- Ri-mark, ri-wrap and large format for digital printing
- Films, special papers, boards and sheets for offset printing



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Ritrama Applications



GPA

GPA is a North American company specializing in the distribution of offset and digital printing substrates including self adhesive papers, self adhesive films and plastic films. Capabilities include in-house coating of various digital printing substrates including paper, board and various synthetics.

Products

- Coated, uncoated and specialty papers
- C1S/C2S boards for digital printing sector
- Self-adhesive papers and films
- Non-adhesive films for offset and digital printing





ELEVATING CREATIVITY