

FEDRIGONI

Company Presentation



Our Mission



We elevate the creativity of brands, designers, converters, and printers, providing best-in-class product offering in the world of both specialty papers for luxury packaging and other creative solutions, and premium self-adhesive materials and labels.

We guarantee the same excellence at a global scale, thanks to the presence of offices and warehouses all over the world.

We are committed to the sustainable growth of the entire supply chain, with an approach based on transparency, circularity, and partnership.

Our organic growth since 1888 has recently been strengthened by numerous acquisitions, which resulted in revenues of approximately **€ 1.6 billion** in 2021.

Today we are the **first global player** in wine labels and high value-added papers for luxury packaging, and the **third largest player** in self-adhesive materials.

**FEDRIGONI**

Management Team



Marco Nespolo
Chief Executive Officer



Davide Bustreo
Chief Financial Officer



Fulvio Capussotti
Executive Vice President
Self-Adhesives Business
Unit



Francois Gilbert
Executive Vice President
Paper Business Unit



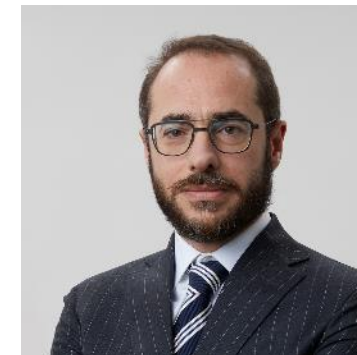
**Chiara Medioli
Fedrigoni**
Chief Sustainability &
Communication Officer



Monica Magrì
Chief Human
Resources Officer



Alessandro Gaiati
Chief Procurement Officer



Alessandro Baroni
Corporate Development
Director



Gionata Berna
Chief Information Officer

Our Strategic Pillars



Providing premium and sustainable solutions, exploiting new adjacencies and mega trends, such as Plastic-to-Paper and RFID.



Offering a superior experience and intimacy to our customers through a deep understanding of their needs and an excellent and personalized service.



Serving customer needs through best-in-class operations, leveraging an agile, efficient and flexible production footprint.



Leading the market by taking care of our people: attract, engage, develop, recognize and boost opportunities for everyone to collectively make a difference.



Broadening our global presence and product portfolio, through organic growth and acquisitions, to ensure the availability of our solutions globally and foster growth opportunities in adjacent market segments.



Pursuing sustainable growth by valuing talent, implementing the best governance practices, innovating products adopting a circularity perspective, optimizing operations to reduce our carbon footprint, and managing waste and water responsibly.

Our Numbers

Over

1.6

Billion € Turnover 2021

214.8

Millions € EBITDA

52

Production sites, Slitting
and Distribution
Centers

5,000

People

Present in

28

Countries

25,000

Products

Sells to

132

Countries

FEDRIGONI

2021 Group Turnover & Business Profile

FEDRIGONI

FY Dec-21 Sales Revenues: €1,625 m
FY Dec-21 Adjusted EBITDA: €214.8m (13.3% margin)

Self-Adhesives/Labels

Range of self-adhesive products for the production of labels for a wide range of consumer and industrial end markets

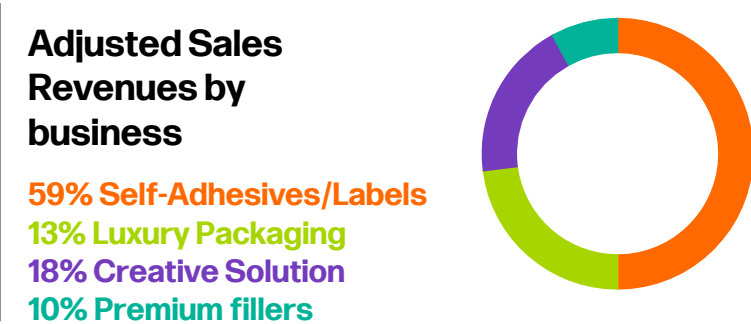
Luxury packaging

Specialty graphic paper for luxury packaging

PAPER/LPCS

Other creative applications

Premium coated and uncoated wood-free paper for graphics, school and office usage

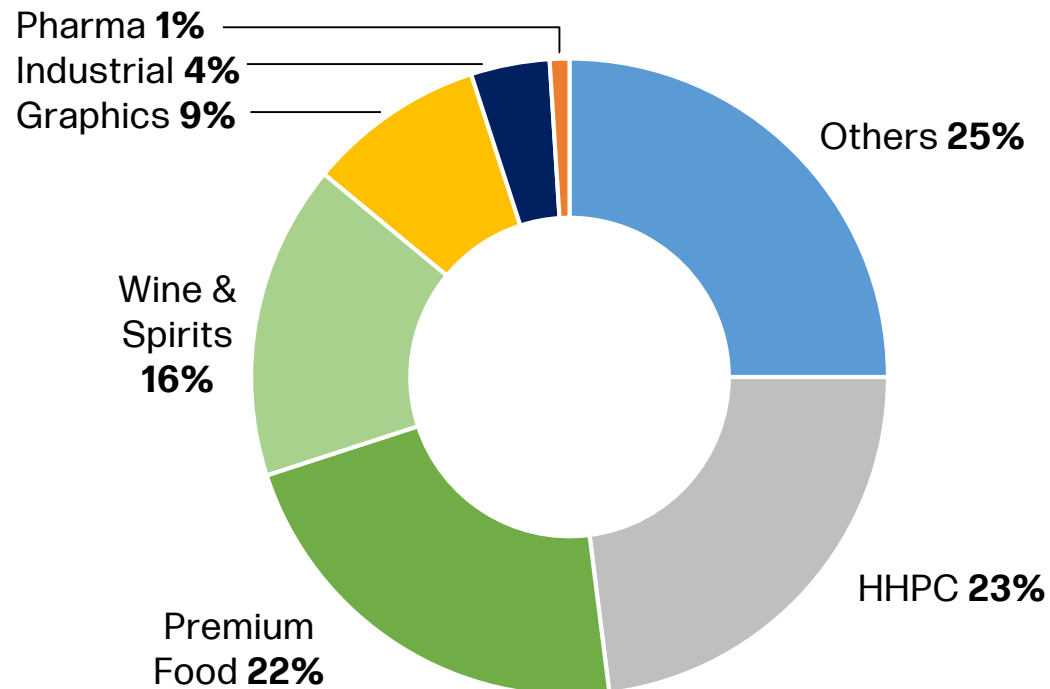


*LPCS: Luxury Packaging and Creative Solutions

2021 Group Turnover by End Market

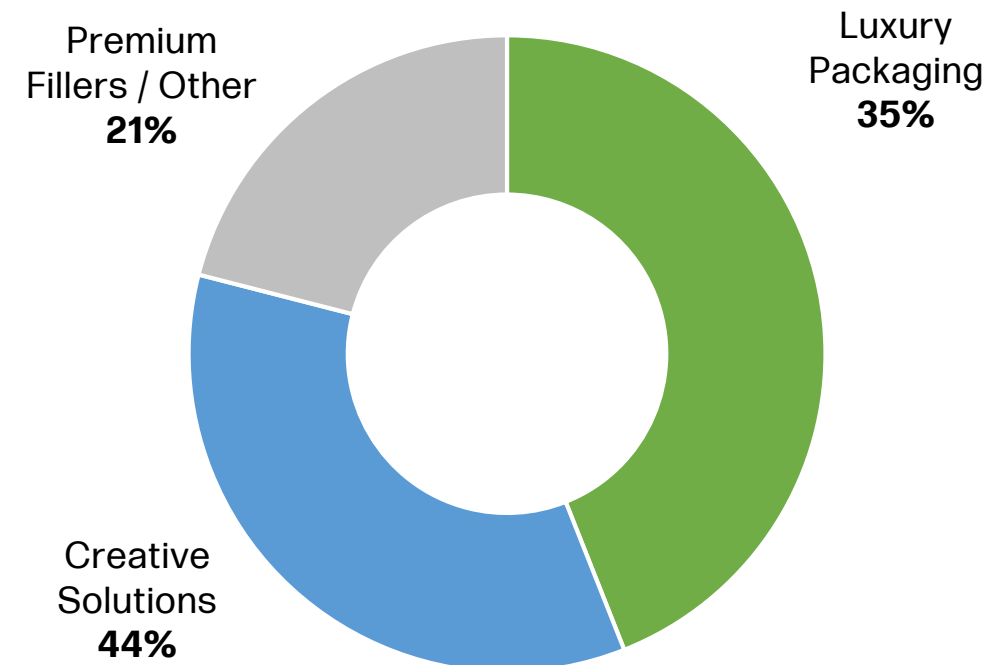
Self-Adhesives/Labels

REVENUE BY END MARKET



Paper/LPCS*

REVENUE BY END MARKET



*LPCS: Luxury Packaging and Creative Solutions

Our growth path

**1888**

Giuseppe Antonio Fedrigoni founds the first paper mill in Verona.

**1989**

Arconvert is born, a new player in the world of premium self-adhesive papers.

**2002**

The historic **Fabriano** brand, founded in 1264, becomes part of the Fedrigoni Group.

2018

Bain Capital becomes majority shareholder of Fedrigoni Group. The **Cordenons Group** is acquired, strengthening the Paper business unit.

**1938**

Fedrigoni realizes the first M&A by purchasing the Varone paper mill (TN, Italy).

1993

Manter in Girona (Spain) is acquired, expanding the Self-Adhesives business unit.

**2015**

GPA is acquired, expanding Fedrigoni's presence in the United States.



Our growth path

**2020**

The acquisition of **IP Venus** strengthens Fedrigoni's position as the 3rd largest manufacturer of self-adhesive materials in South America.

**February 2022**

The acquisition of **Divipa** strengthens the Group's position as the world's third-largest player in the self-adhesive materials industry, increasing its production capacity.

**2020**

Ritrama is acquired, strengthening the presence of Fedrigoni Group in the self-adhesive materials market segment.

**2021**

The **Acucote** acquisition is a further step in Fedrigoni's expansion in North America; **Rimark** is acquired, strengthening Fedrigoni's presence in Mexico. Fedrigoni, in a joint venture with **Tecnoform**, is 70% owner of a Newco that produces solutions for thermoformed cellulose packaging.

FEDRIGONI

Our growth path



March 2022

Tageos is acquired and the Group enters the segment of smart labels, design and production of inlays (inserts) and RFID tags.



September 2022

We signed a manufacturing partnership with **Mohawk Fine Papers, Inc.** to expand our range of specialty papers globally. A company with which we share craftsmanship, innovation and a sustainable approach.



November 2022

Zuber Rieder is an independent French company with 140 years of experience, specializing in high-end and innovative papers, primarily intended for the Wine&Spirits sector.



July 2022

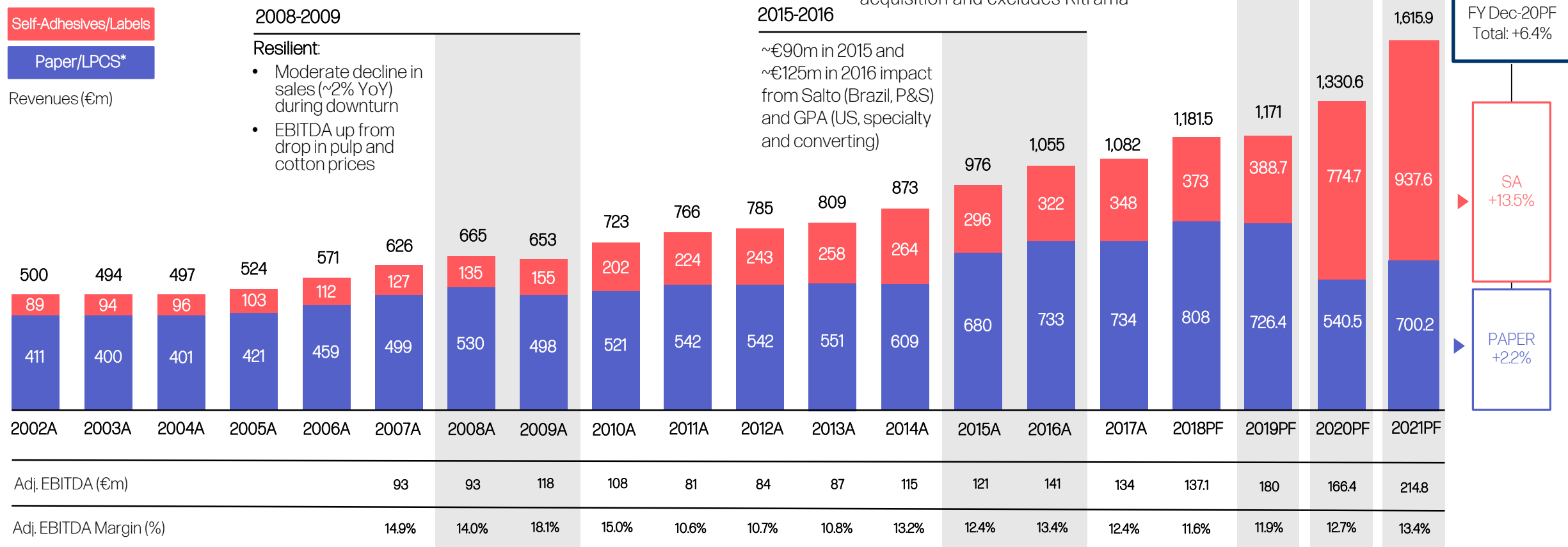
UNIFOL, based in Istanbul, is a leading technological company that has developed innovative, resistant and long-lasting PVC films for 3D applications on large surfaces.



October 2022

Guarro Casas is a highly specialized company in the production of quality papers, in particular for bookbinding and creative applications. It is a market leader in high added value finishing for luxury packaging, publishing and security applications.

Our growth path, in numbers













Note: Sales Revenue figures exclude inter-company sales.

2002-2010 figures based on Italian GAAP (Holding consolidated financial statements) while 2011-2020 figures based on IFRS (Fedrigoni SpA's Consolidated financial statement).

*LPCS: Luxury Packaging & Creative Solutions

Leading position in attractive premium niche markets

PRODUCT	END MARKET	MARKET POSITION		
 Self-Adhesives/Labels	Wine and spirits, premium beers, food, cosmetics, pharma, chemicals	 Global Wine	 Global Self-Adhesives	 LatAm Self-Adhesives
 Specialty graphic paper	Luxury packaging, digital printing, fine stationary	 Global Luxury Packaging	 Europe Fine Paper	 LatAM Fine Paper
 Drawing / Art	Students, Artists, Hobbyists	 Global Drawing & Art		

Source: market positions taken from a leading paper industry consulting firm report.

Where we are Self-Adhesives/Labels

 **16**

**Production
Sites**

 **23**

Slitting Centers

 **1**

**Distribution
Centers**

 **24**

Offices

CALIFORNIA
1 Slitting center

TEXAS
1 Slitting center

ILLINOIS
1 Distribution center
1 Office

NORTH CAROLINA
1 Production site
1 Slitting center
1 Office

MEXICO
1 Production site
2 Slitting centers
1 Office

**DOMINICAN
REPUBLIC**
1 Slitting center
2 Offices

COSTA RICA
1 Slitting center
1 Office

COLOMBIA
1 Slitting center
1 Office

ECUADOR
1 Slitting center
1 Office

PERU
1 Slitting center
1 Office

BRASIL
1 Production site
2 Slitting centers
2 Offices

CHILE
1 Production site
1 Slitting center
1 Office

UK
1 Production site
1 Slitting center
1 Office

FRANCE
1 Production site
1 Office

POLAND
1 Slitting center
1 Office

TURKEY
2 Production sites
1 Slitting center
2 Offices

SPAIN
3 Production sites
3 Slitting centers
2 Offices

ITALY
4 Production sites
3 Slitting centers
3 Offices

CHINA
1 Production site
1 Slitting center
2 Offices



*Luxury Packaging and Creative Solutions

Where we are Paper (LPCS)*

1

Manufacturing
Partnership

11

Production Sites

20

Warehouses

8

Boutiques

32

Offices

1

Distributor



A photograph of two men in a dark room, peeling a large, white, textured sheet from a wall. The man in the foreground is seen from the side, looking up at the sheet. He has a beard and is wearing a dark t-shirt, a black wristband, and a watch. The man behind him is also looking up. The background is dark with some blurred lights, suggesting an indoor setting at night. The word "PEOPLE" is overlaid in white text on the left side of the image.

PEOPLE

FEDRIGONI

We strive every day to create a **safe, equal and inclusive work environment** based on continuous listening, where people can grow by enhancing their talents and contributing to the growth path of our Group.

5,000

People



A photograph of a lush green field under a clear blue sky. In the foreground, a single plant with a tall, upright stem and several green, pointed leaves is in focus. The top of the plant features a cluster of small, light green, rounded buds or flowers. The background is a vast field of similar green plants, with some white cylindrical markers or pots visible. In the far distance, there are some trees and buildings under a clear sky.

SUSTAINABILITY

FEDRIGONI

Making *Progress*

In Fedrigoni Group, sustainability means making progress every day.

Our mission is to elevate the brands and creativity of designers, converters, and printers.

Our commitment is to do it in a sustainable way, sharing progress transparently and promoting circularity and partnership with the entire ecosystem.



Our 2030 goals

Environment

- -30% 240 kt CO2 emissions (330 kt in 2019)
- 95% clean water returned to the environment (92% in 2019)
- 100% industrial waste recovery (80% in 2019)

Product Development

- 26% volume of special papers with advanced ESG features (13% in 2019)
- 70% volume of self-adhesive material with advanced ESG features (35% in 2019)
- 95% suppliers also assessed according to ESG criteria (50% in 2020)

Social & Governance

- -67% Injuries with an Injury frequency rate of 7 (21 in 2020)
- 30% women in managerial positions (22% in 2020)
- 100% people involved in individual development conversations (9% in 2020)



Results up to October 2022

Environment

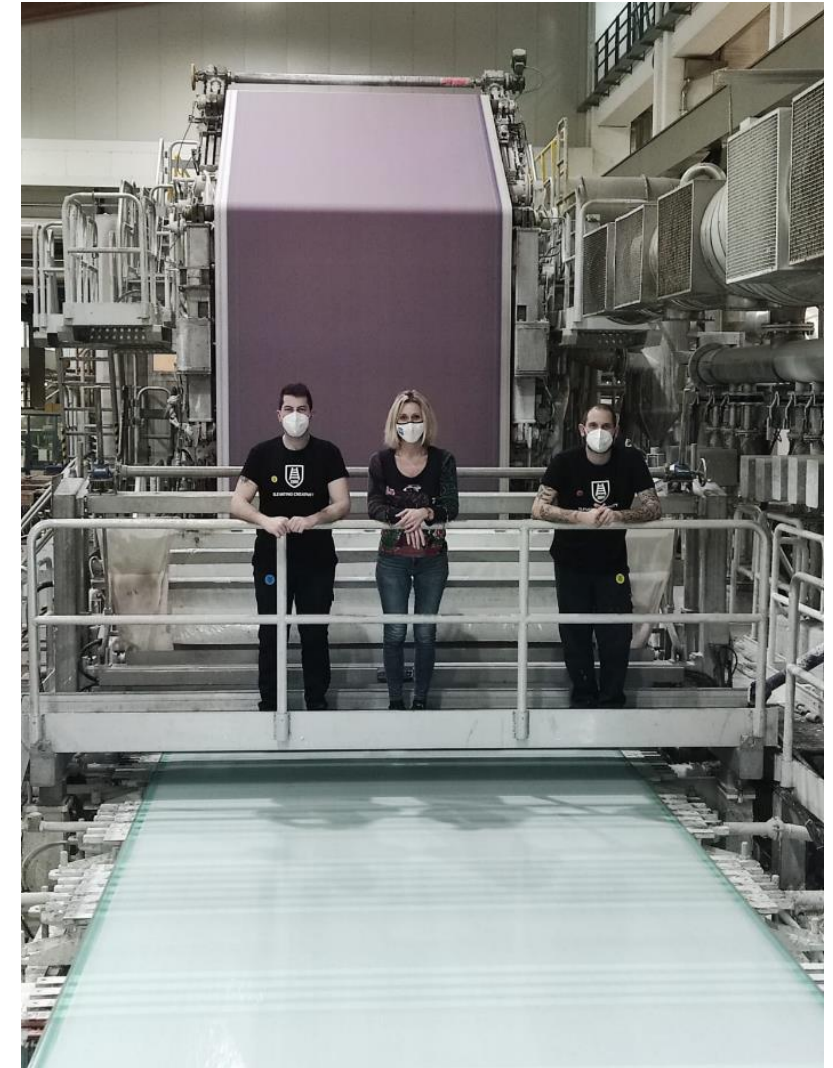
- 325 kt CO₂ emissions (-1.5% against a 5% increase in volumes produced, baseline 2019)
- 97% clean water returned to the environment and zero cases of non-compliance
- 90% recovered waste

Product Development

- 16% volume of special papers with advanced ESG features
- 55% volume of self-adhesive material with advanced ESG features
- 88% suppliers also assessed according to ESG criteria
- 100% purchase of FSC® certified pulp

Social & Governance

- 13,5 Injury frequency rate (number of injuries per 1,000,000 employee-hours worked), that is -35,7% in the injuries frequency index (baseline 2020)
- 26% women in managerial positions
- 31% people involved in individual development conversations



Endorsement & Membership

WE SUPPORT



Since 22 April 2021 we have been part of the UN initiative that coordinates and certifies the contribution of companies worldwide towards the 2030 targets and achieving the 17 SDGs.



Along with CELAB, international NGO with members in the self-adhesives industry, we are actively promoting the ecological transition of our products in the Self-Adhesives division.

Rating & Reporting



EcoVadis awarded us the **Platinum Medal** for our commitment to ESG. This recognition places us in the top 1% of the best companies in our industry worldwide in terms of attention to the environment and social responsibility.



DRIVING AMBITIOUS CORPORATE CLIMATE ACTION

SBTi, an initiative to which we have joined, has approved our goal of reducing carbon dioxide emissions by 30% (Scope 1 and 2), confirming our alignment with the objectives of the Paris Agreement.



We adhere to the standards of the **GRI** (Global Reporting Initiative), the international organisation supporting companies fully committed to sustainability for a positive impact on the planet.

Certifications



FSC - For the protection and preservation of forest heritage

The Forest Stewardship Council (FSC) created an internationally recognised forestry certification system to ensure proper forest management and traceability of forest products. 100% of our pulp is FSC certified.

Fabriano has been a supporter of FSC Italy since 2021: a sign of the ever-increasing collaboration between them.



EU Ecolabel - European Union Ecolabel

This label distinguishes products and services with high performance standards and low environmental impact throughout their life cycle. We have the Ecolabel for 13% of our Paper sites.



Re-made in Italy

Certification of the verification of recycled and by-product content in a material or product (even multi-material) is a traceability system which complies with the Procurement Code and CAM (Minimum Environmental Criteria). This is implemented at 7% of our Paper sites.



BRC - Global Standard for the safety of packaging in the food sector

Implemented at the Cordenons (Pordenone) paper mill and currently being implemented at the Arco (Trento) paper mill.



ISO 9001 - Quality Management Systems

100% of the Italian Paper sites are ISO 9001 certified. 100% of the Self-Adhesives sites have product and process quality management procedures that are aligned to ISO 9001 principles, without external certification.



ISO 14001 - Environmental Management Systems

67% of the Italian Paper sites and 77% of the Self-Adhesives production sites are ISO 14001 certified.



ISO 45001 - Occupational Health and Safety Management Systems

100% of the Italian Paper sites and 62% of the Self-Adhesives production sites are ISO 45001 certified.



ISO 50001 - Energy Management Systems

13% of the Italian Paper sites are ISO 50001 certified. 100% of the Self-Adhesives sites have energy management procedures that are aligned with ISO 50001 principles, without external certification.



WWF Environmental Paper Company Index

Voluntary participant since 2013.



UNE 16602 Management system for technological research, development and innovation



ISO 22000 for the quality of products for food use.



ISCC PLUS - specific certification for plastic film products.

The partnership with InspirinGirls International

67% of young girls believe they do not have the same job opportunities as men.

Fedrigoni and InspirinGirls International launch a project in secondary and high schools in Italy, Spain, France, Brazil, and Chile to motivate girls between 11 and 15 years to cultivate passion and talent, freeing them from the gender stereotypes that hold back their ambition through workshops and creative laboratories.



Festival Del Disegno

From September to October 2022 the tour brings Italian families closer to the world of drawing.

Since 2016, with Fabriano, we have been organizing hundreds of free appointments throughout Italy, with the mission of making adults and children rediscover drawing as a form of expression.

800

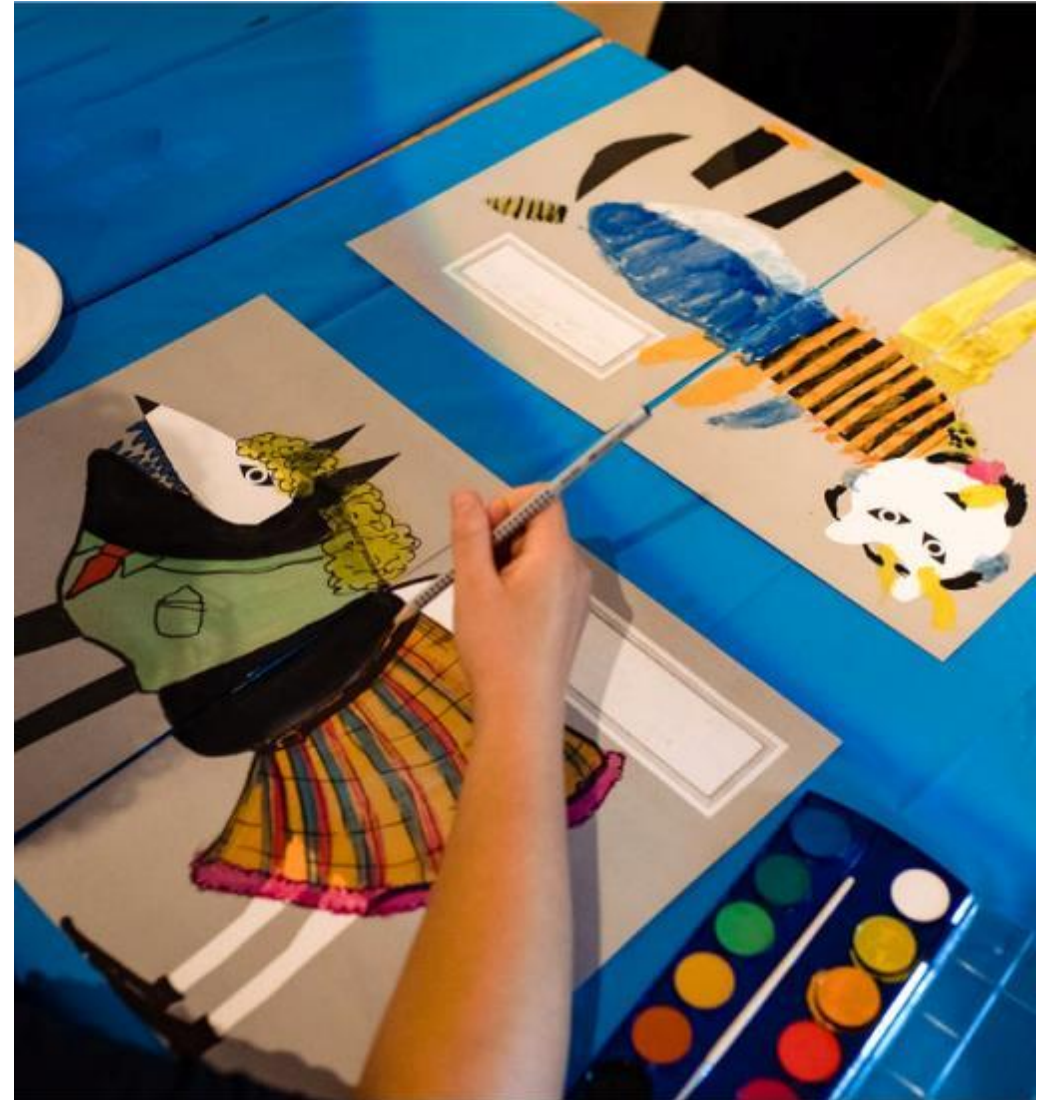
Creative
labs

60.000

Unique visitors
of the roadshow

200

Participating
cities in Italy



FEDRIGONI

Fondazione Fedrigoni Fabiano

Since 2011 the Foundation's aim is to provide information about the **history, science and the art of paper** and keep it alive as well as to pass on a precious **heritage of knowledge and culture** to future generations.

The Foundation is committed to enhancing the value of a priceless paper heritage, inherited in 2002 with the acquisition of the historical Cartiere Miliani Fabriano and enriched over the years with other important collections.



2.213

Ancient papers
made in Fabriano

2.000 sqm

Historical Paper
Heritage

10.000

tools for hand and
machine papermaking

Fedrigoni Wood

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 created a new wood. A gift to the local community, for a greener future.



15,000
Sqm 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

Solutions: What We Do

PAPER

Luxury Packaging

Fine printing, Digital printing, Publishing,
Corporate Identity

Technical Papers

Art & Drawing

School & Office

Brand Protection

SELF-ADHESIVES

Premium self-adhesive label materials, in roll format for
packaging and variable information printing

Label materials in offset sheets

Graphics film materials for advertising & Promotion, signage,
architecture and transportation

Specialty Tapes Solutions for automotive, transportation,
appliances, electronics, building & construction and general
industrial

Brand Protection

High-tech RAIN RFID (UHF) and NFC products

FEDRIGONI

The industries we serve



Fashion & Luxury



Jewelry & Watches



Beauty & Personal Care



Wine & Spirit



Hospitality



Food & Beverage



Museum



Publishing



Art & Drawings



**Games
& Playing Cards**



**Government
Institution**



Pharmaceutical



**Advertising
& Promotion**



Automotive



Industrial



**Architecture
& Design**



Retail



Transport & Logistic



PAPER

Luxury Packaging & Creative Solutions

FEDRIGONI

FEDRIGONI

PAPER

Fedrigoni Paper is our Group division producing specialty papers for **luxury packaging and creative solutions**.

It is leader in Europe and a top player in the production and distribution of specialty papers for luxury packaging, publishing and book-binding, corporate branding packages, and paper-based solutions for luxury brands.

The company offers **tailor-made solutions for customers**, alongside a collection of more than **3,000 items available** from stock.

Find out more: <http://www.fedrigonipapers.com>





Since 1630 myCordenons has been creating graphic and technical papers that serve luxury applications: from packaging to coordinated communication and prestigious publishing.

An extremely flexible reality that satisfies the demands of every project, even the most unexpected and creative.

In addition to the wide range of 2,500 products, the brand stands out for being a partner of luxury brands also with **bespoke projects**: unique and special papers created to meet specific needs.

Find out more: <http://www.mycordenons.com>



FABRIANO

Since **1264** artists such as Michelangelo, Beethoven and Francis Bacon have relied on Fabriano paper for their creations. A high-level company, 100% Italian manufacturing, synonymous with know-how, quality, authenticity and design, part of the Fedrigoni Group since **2002**.

Fabriano produces paper according to three different processes: flat table, round machine and handmade paper.

Find out more: <http://www.fabriano.com>

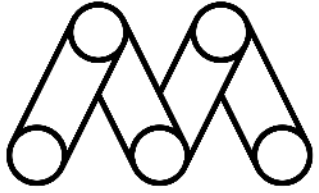




Magnani **1404** brings together the heritage and expertise of the historic Magnani Paper Mill - one of the oldest in the world.

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. Its products are used for art prints and reproductions, fine art publishing, lining, and top-of-the-range stationery.





mohawk

In September 2022, we signed an **industrial partnership** with Mohawk to strengthen our presence in the US market.

Mohawk has been producing special papers for more than 70 years, combining tradition and innovation, appreciated by brands, designers and printers in over 60 countries around the world. The company pays great attention to its environmental impact: it uses only cellulose from certified forests, conserves water and uses wind energy for production.

Discover more: <https://www.mohawkconnects.com/>



GUARRO[®]CASAS

Guarro Casas is a company with over 300 years of history, highly specialized in the production of quality papers, especially for bookbinding and creative applications.

Thanks to its position as a market leader in **high added value finishing** for luxury packaging, publishing and security applications, we enrich the Fedrigoni offering portfolio with additional skills and technologies that are highly complementary to ours.





Zuber Rieder is an independent French company with a 140 years of know-how that manufactures **high-end papers** mainly for wine & spirit label facestock. Applications where it holds numerous proprietary technologies, allowing us to supplement our already rich product portfolio both for papers for luxury packaging and those for high-end wine & spirit labels.

Discover more: <https://www.zuberrieder.fr/en/>



SELF-ADHESIVES/LABELS



l'olio, come la terra e come l'oro, è prezioso. per questo è un dono. jacqueline ed aurelio de laurentis

FEDRIGONI

FEDRIGONI

SELF-ADHESIVES

Today Fedrigoni Self-Adhesives is the **world leader** in the premium wine label segment and offers the widest range of premium self-adhesive labels and materials available on the market.

In the last two years the Division has accelerated thanks to the acquisition of Ritrama (February 2020), IP Venus (December 2020), Acucote and Ri-Mark (June 2021), Divipa (February 2022) and Tageos in the RFID world (March 2022).

Discover more on: <https://selfadhesives.fedrigoni.com>



FEDRIGONI

Our Brands

RITRAMA

Ritrama is focused on the production of graphics, specialty tapes solutions and offset sheets. Its strength lies in its high-level specialisation of self-adhesive materials, technology and industrial automation systems, which can meet any type of demand whilst guaranteeing “just in time” delivery and providing standard and tailor-made solutions.

ARCONVERT

Brand focused on luxury products as well as more comprehensive production of self-adhesive materials for the labelling industry in general. It also provides paper, film and thermal paper solutions for the GDO.



FEDRIGONI

Our Brands

MANTER

Manter combines beautiful self-adhesive materials, paper and films for the labelling sector, providing a comprehensive range of materials for designers looking for the best for their creations.



SECURTACK

The exclusive range of self-adhesive materials containing security features used by government agencies all over the world and in the brand protection sector.



Our Brands

ADHOC

Adhoc, with Adhoc Sheets and Adhoc Viscom, serves clients, distributors and printers around the world with its premium range of graphics films and offset and digital sheet products.



FIXTER

Fixter is a point of reference for high quality self-adhesive papers and films. Fixter collection includes different kinds of front label to innovate any project with FSC products.



Our Brands

ARCO SHEETS

Arco sheets increments the range of self-adhesive in sheets for different applications for making stickers and other applications for the publishing industry.

The Arco sheets collection includes special natural coated papers for digital printing, fluorescent, metalized and FSC certified that guarantees that the raw materials used to make this product come from renewable and sustainable sources.



Our Brands

ACUCOTE

Acucote primarily services the North American market, offering custom capabilities, stock inventory programs and a variety of adhesives, facestocks and silicone release systems in roll and sheets formats to support the self-adhesive, integrated and affixed forms, and couponing markets. Its Application Development Team supports customers to build solutions for specific end-use requirements.

Find out more: <http://www.acucote.com/>



Our Brands



Divipa is a spanish company founded in 1971 by the Alvaro family in Derio (Bilbao) which develops, produces and distributes self-adhesive materials. The acquisition of Divipa adds to the two Group's sites for the production of self-adhesive materials for labeling in Spain. This operation increased Fedrigoni Self-Adhesives' s production capacity and created synergies in production and procurement.

Discover more: <https://divipa.es/>



Our Brands

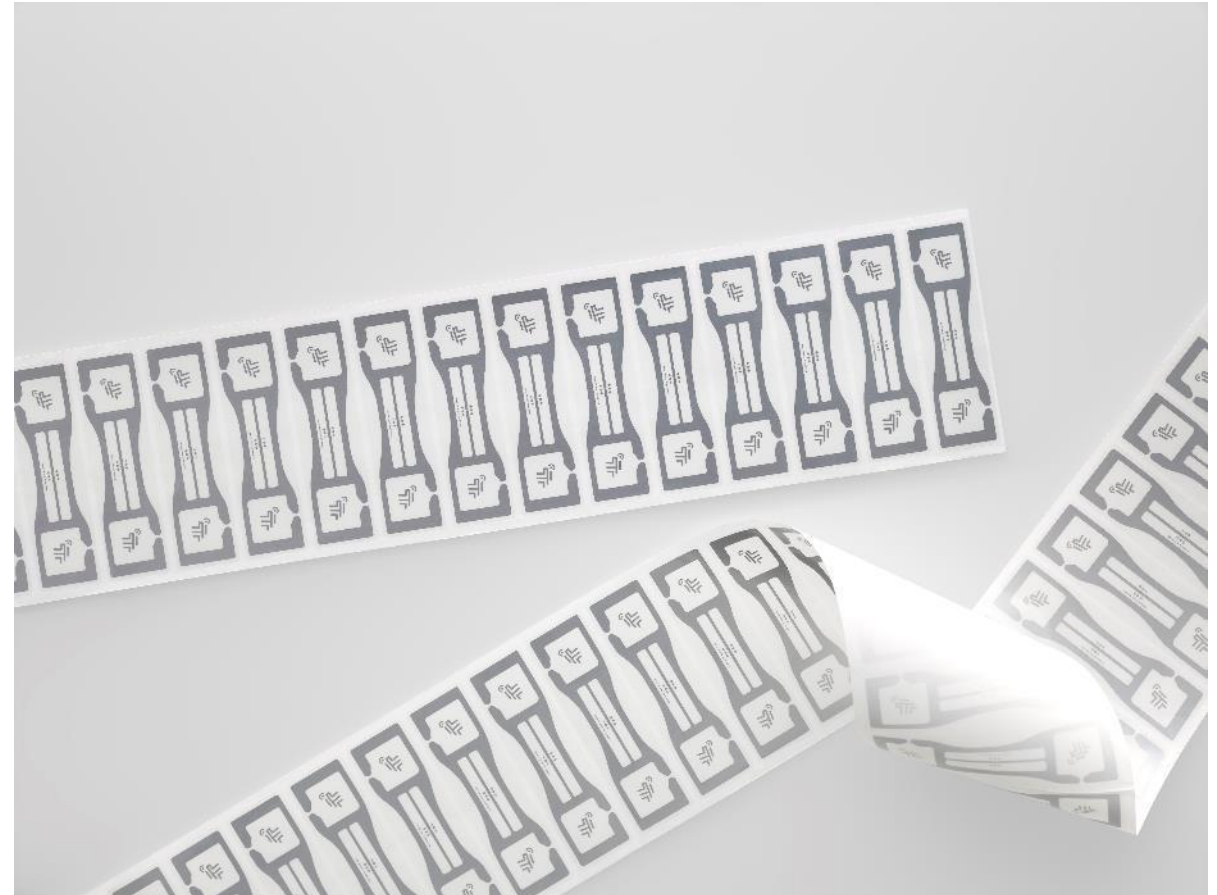


T A G E O S

Tageos is a global market leader in the **design and manufacturing of RFID inlays and tags**. The company provides a comprehensive portfolio of high-quality, innovative RAIN RFID (UHF), NFC and HF products, enabling retailers, brand owners and industrial manufacturers to identify, authenticate, track and trace, and complement their product offerings in a wide range of applications and markets.

Tageos is headquartered in Montpellier, France, with offices, sales, R&D and operations in Germany, the USA, Hong Kong and China.

Find out more: <https://www.tageos.com>



FEDRIGONI

Our Brands



The arrival of Unifol in the Fedrigoni Group expands and makes our offer of materials for visual communication (Graphics) ever more complete.

UNIFOL, based in Istanbul, is a leading technological company that has developed innovative, resistant and long-lasting PVC films for 3D applications on large surfaces. Its PVC CAST technology in particular allows “vehicle wrapping”, that is the possibility of applying a film to protect the vehicle bodywork, but also to decorate it by changing its color or inserting graphic elements.

Discover more: <https://www.unifol.com.tr/>





North American company, part of Fedrigoni Group, 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.

Find out more: www.gpa-innovates.com





ELEVATING CREATIVITY

www.fedrigoni.com