

# FEDRIGONI

Group presentation



Since 1888 Fedrigoni is synonymous with excellence in **special papers, premium labels and self-adhesives materials, and RFID and connected solutions.**

Today we are the global leader in **wine labels and high-end papers for luxury packaging,** the second player in art & drawings, and the third one in self-adhesive materials and RFID.

We guarantee the same excellence and commitment to sustainability at a global scale, with offices and warehouses all over the world.



# Fedrigoni strategy: BEYOND TOMORROW

## Purpose

### Elevating Creativity

Make materials a source of creative possibilities for brands everywhere

## Vision

We strive to become the global leader in sustainable and innovative labels, self-adhesives and papers for premium specialty packaging and creative solutions.

## Mission

To be the partner of choice of brands, creatives, converters and printers by providing sustainable premium products and superior customer experiences.

## HOW WE GET THERE

### Distinctive and premium product offering

Deliver the **best premium and sustainable** solutions. Continue to **innovate**, create opportunities both in existing and new markets.

### Superior customer intimacy and experience

Build unique **relationships** with customers and end-users. Understand and respond to their needs and provide an outstanding yet personalised service and experience

### Operational Excellence

Continually improve our **industry-leading operations**, supply chain and sourcing. Maintain **agility, efficiency and flexibility** in our production as we scale.

### Recognised industry consolidator

Acquire and integrate companies to **expand globally, add capabilities and technologies**, and **enter adjacent/new markets**.

### Performance culture and people growth accelerator

Lead the industry by **caring for our people**. Attract, engage, develop, recognise and boost opportunities for everyone to **collectively make a difference**.

## ESG\* informs everything we do \*Environment, Social, Governance.

Deliver growth sustainably. Lead the transformation of our industry, by leveraging diverse talents, managing our business ethically, and innovating with cutting-edge, environmentally friendly solutions and constantly reducing our footprint on carbon, waste and water.

## Our culture Discover extraordinary every day

Our behaviours: **Strive for excellence** **Foster partnership** **Embrace transformation**

# Management Team



**Marco Nespolo**  
Chief Executive Officer



**Davide Bustreo**  
Chief Financial Officer



**Rodrigo Lacerda**  
Executive Vice President  
Self-Adhesives Business  
Unit



**Francois Gilbert**  
Executive Vice President  
Special Papers Business  
Unit



**Fulvio Capussotti**  
Executive Vice President  
RFID & Innovation and  
Chief Sustainability  
Officer



**Monica Magri**  
Chief Human  
Resources Officer



**Alessandro Gaiati**  
Chief Procurement Officer



**Alessandro Baroni**  
Corporate Development  
Director



**Gionata Berna**  
Chief Information Officer

# Our Numbers

Source: Financial Statement 2023  
(excluded Office business)

**1.8**

Billion € Turnover\*

**338**

Million € Proforma  
Adjusted EBITDA\*

**78**

Production sites,  
Slitting and  
Distribution Centers

circa

**6,000**

People

Present in

**28**

Countries

**25,000**

Products

Sells to

**132**

Countries

**FEDRIGONI**

# Where we are Self-Adhesives

 **18**  
Production Sites

 **26**  
Slitting Centers

 **5**  
Distributors

 **28**  
Offices

 **2**  
Innovation Centers



# Where we are

## Special Papers

 **20**

Warehouses

 **9**

Boutiques

 **14**

Production Sites

 **11**

Distributors

 **34**

Offices

 **2**

Innovation Centers



# Solutions: What We Do

## SPECIAL PAPERS



Luxury Packaging

Fine printing, Digital printing, Publishing,  
Corporate Identity

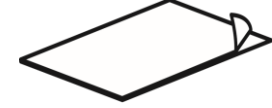
Technical Papers (RFID and smart  
papers, special papers replacing plastic,  
playing cards, gift cards, and paper for  
labels)

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, transportation, and automotive

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

Brand Protection

Connected solutions, High-tech RAIN RFID (UHF) and NFC products



# 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



**ELEVATING CREATIVITY**