R+S GROUP schades PRONTRO heipa Telrol the labelmakers

BPA Alternatives

March 26th 2019

Brussels

Hansol

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Agenda

Schades & R+S Group

- Manufacturing capabilities
- Turnover
- Paper split, Thermal grades and Thermal Grammages
- Thermal Paper in EU
- Implementation of BPA alternatives
- BPA Phase-Out

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Manufacturing capabilities

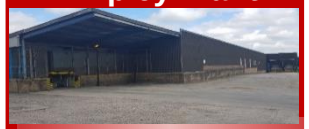
Schades' Total Capacity: 34.500 tonnes (POS) / 2.100 tonnes (Label)

Bordeaux Plant

2.100 tonnes Label

36

Ripley Plant



14.000 tonnes POS

53

Skive Plant

11.200 tonnes POS

25

Heipa Plant

9.300 tonnes POS

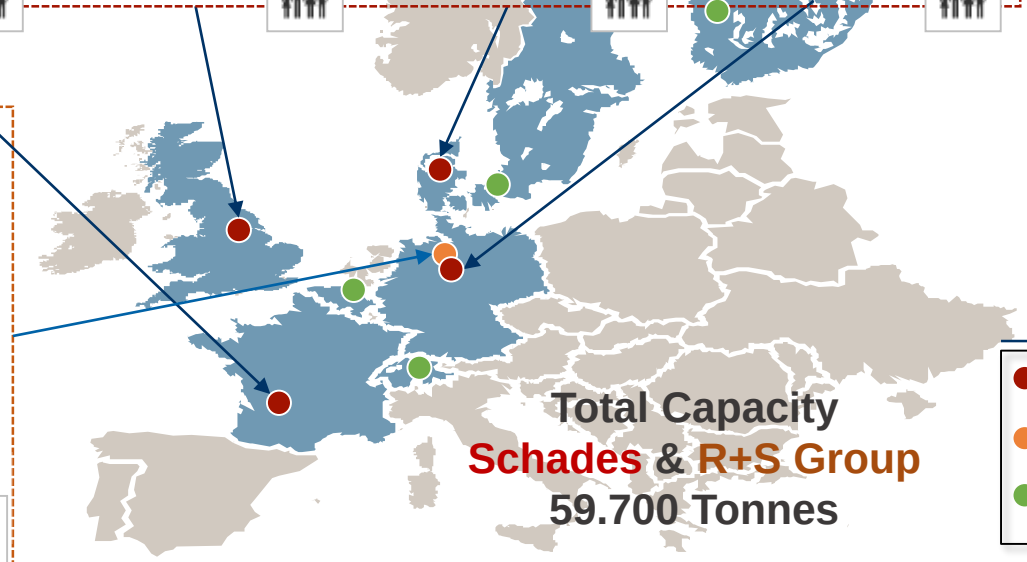
71

R+S's Capacity: 25.200 tonnes

Hannover Plant

25.200 tonnes POS

82



Total Capacity
Schades & R+S Group
59.700 Tonnes

Comments

- Leveraging leading European network to create a pan-European footprint
- Pan-European clients utilizing customized local capacity
- All production facilities and a sales office enable efficient delivery
- Supply to over 40 countries

Index

- Schades Factories (4)
- R+S Factory (1)
- Schades Sales Offices (3)

Factories & Offices Locations

France	Switzerland
Denmark	Belgium
Germany	Sweden
U.K.	Finland

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R+S GROUP schades PRONTRO heipa Telrol the labelmakers

2018 Turnover Total 205M €

Schades 107M €

R+S Group 52M €

Telrol 45M €

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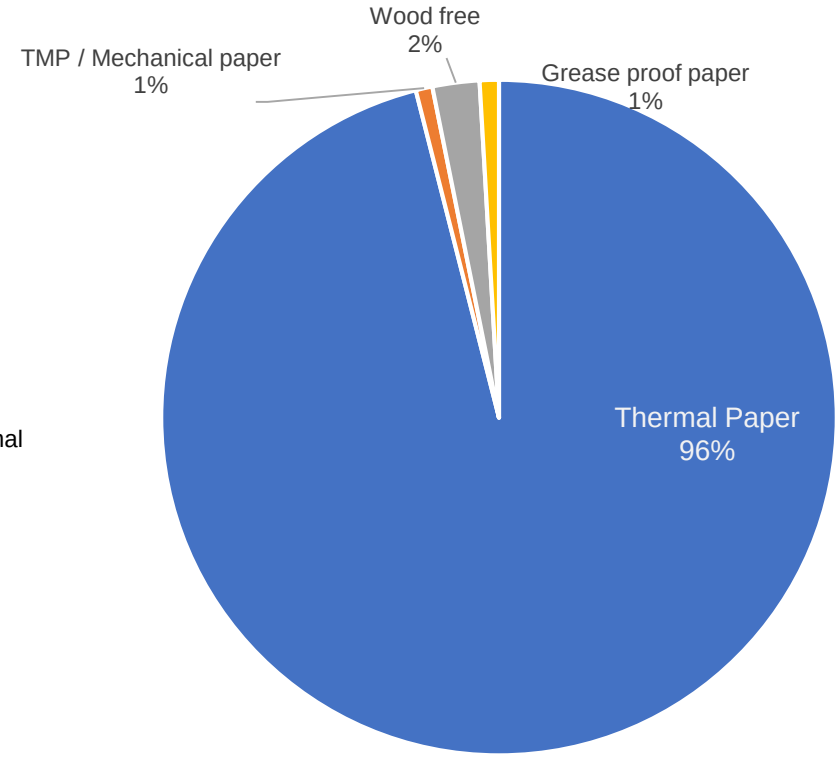
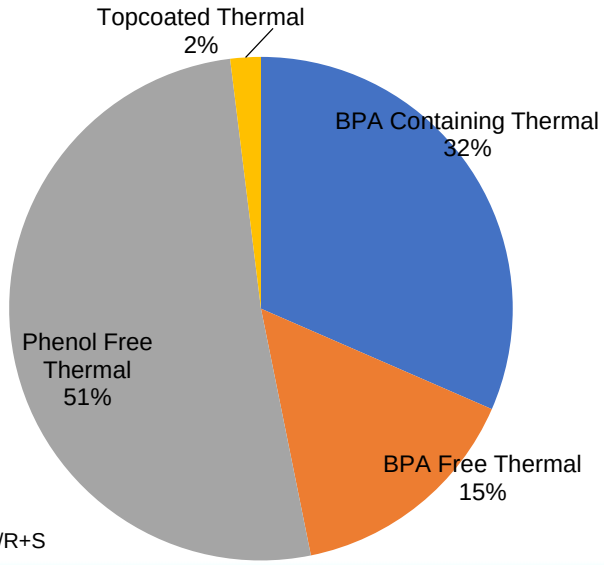
Paper

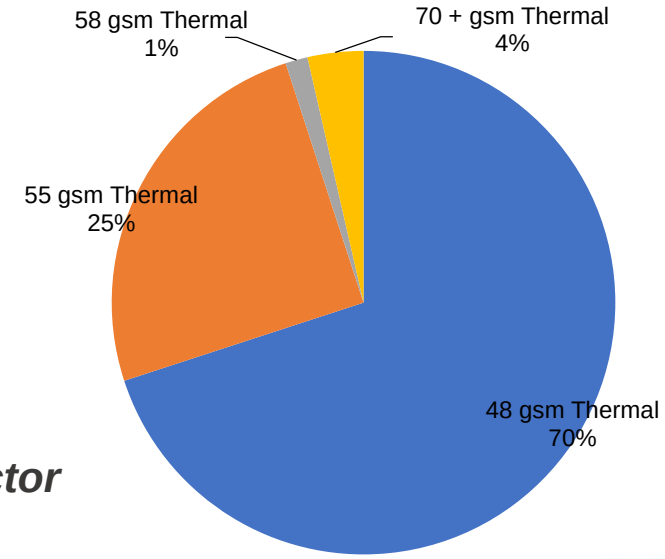
Paper Type Split



Thermal Paper Grades



Thermal Paper Grammages



Thermal paper is the most important factor

Comments

- After the BPA ban (2nd 2020), the EU Commission implied they would execute a study on BPS (BPA Free thermal) due to the similar impacts of BPA
- At the moment Pergafast 201 (Phenol Free thermal) is the most proven chemical in the market, but new chemicals can be developed over time.

1Q2017 Schades/R+S

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Thermal Paper in EU*

Year	'000 SQM	Growth
2015	3.954.000	1,9%
2016	3.991.000	0,9%
2017	4.624.000	15,9%
2017	4.767.000	3,1%

Source: ETPA

Comments

- Advertising rolls
- Loyalty Programs
- Credit card receipts

*POS Thermal Paper in Europe incl. Russia

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Implementation of BPA alternatives

BPA Free

2010 ▪ BPA Free available in our assortment

2010 ▪ Implementing BPA Free Thermal Paper at REWE, Germany

Bisphenol Free

2011 ▪ Bisphenol Free available in our assortment

2011 ▪ Implementing Bisphenol Free Thermal Paper at first customers

Phenol Free

2011 ▪ Phenol Free available in our assortment

2011 ▪ Implementing Phenol Free Thermal Paper at LIDL, Germany

2017 ▪ Major retailers 1st choice

Alternatives

2019 ▪ Retailers requesting alternatives

ASAP ▪ Alternatives - Reasonable priced, available volume for big retailers, smooth and bright surface

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Broad product range

Comments

- A lot of products to be considered in the change from BPA Thermal Paper to either BPA Free or Phenol Free Thermal Paper

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BPA Phase-Out

Procurement

- Initiated stop of purchase of 48/55 GSM BPA Thermal Paper 4th Quarter 2018 in the first manufacturing sites
- 1st of January 2019, absolute minimum or no BPA containing 48/55 GSM Thermal Paper purchase in 3 of 4 POS manufacturing sites
- End 1st quarter 2019, no BPA containing Thermal Paper purchase in 3 of 4 POS manufacturing sites

Inventory – raw material

- Mid March the first manufacturing site was cleaned for BPA containing paper

Stock Management

- Well informed and knowledgeable personnel to handle shipments supported by well-functioning and maintained data in IT system

Customer Management

- Information letter to be distributed beginning of April 2019

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