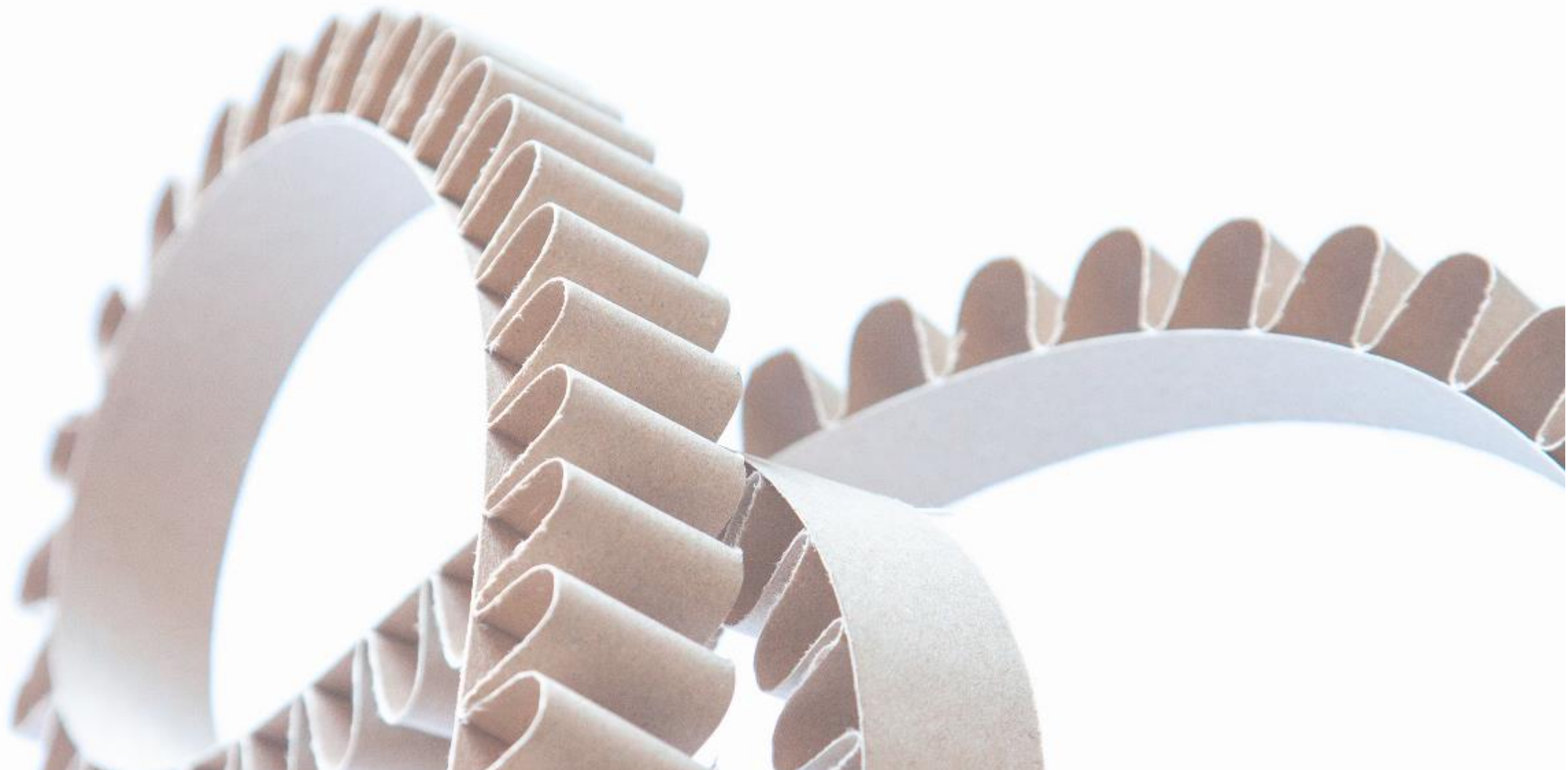


Mid & Small | Virtual 2024





Fabio Gritti
President
CEO

Over 40 years of experience
in the industry



Andrea Cornelli
Vice President
Chief Strategist Innovation Officer

Over 40 years of experience
in the industry



Paolo Frattini
CFO
Investor Relations

9 years of experience in the
industry and over 30 years in
similar roles



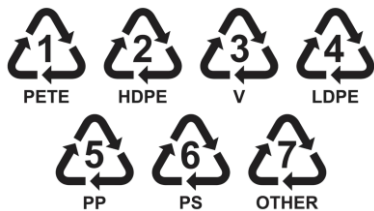
Estimates of the value

Plastics

Italy: **15 B €**

Europe: **111 B €**

World: **370 B €**



Paper and Cardboard

Italy: **9 B €**

Europe: **73 B €**

World: **365 B €**



All*

Italy: **35 B €**

Europe: **200-215 B €**

World: **1.046 B €**

** Plastics, paper, aluminium, wood, steel, glass*

*"Our goal is to make **cArtù®** the new standard in eco-sustainable packaging. The strategy is to develop an international network of partners, including corrugated cardboard converters, packaging manufacturers, logistics providers, and R&D centers, supported with know-how and customized services."*

We collaborate with companies that recognize the value of an exclusive supply chain, offering them strong expertise and experience from machinery to production to market. **These companies, including big players in the packaging industry, choose us because of:**

1

All-in-1: we bring continuous innovation, an understanding of needs, and expertise in design, from *packaging automation* machinery to sustainable packaging solutions.

2

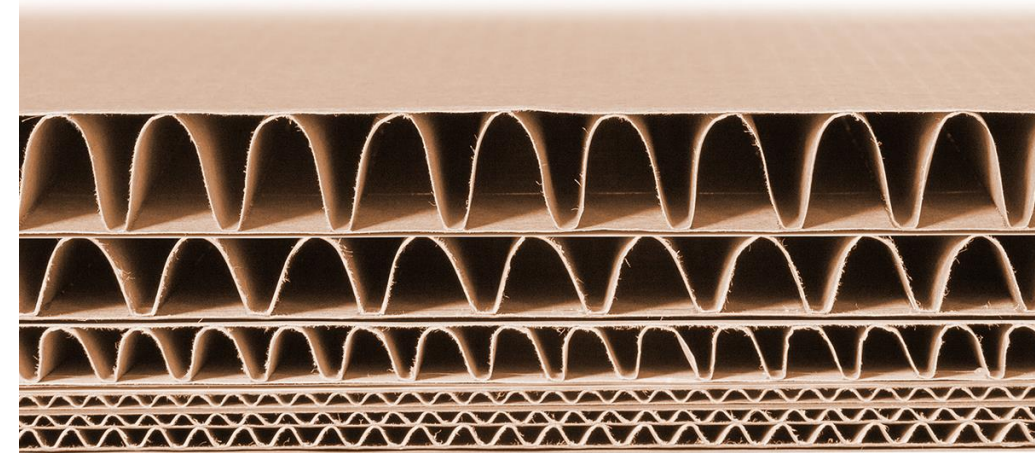
Speed.

3

Commercial and technical **expertise** for every segment: box factories, logistics, distribution, and e-commerce are some of the most significant examples.

4

Know-how on **materials transformation:** factory logistics, product characteristics, production line design.



The new cushioning and shock-absorbing corrugated cardboard: cArtù®

Current sales presence

cArtù®, the new corrugated and cushioning cardboard developed by Grifal, is already marketed in **24** countries.



Austria, Belgium, Bosnia, France, Germany, Great Britain, Italy, Lithuania, Luxembourg, Morocco, Netherlands, Poland, Portugal, Czech Republic, Romania, Serbia, Slovenia, Spain, Sweden, Switzerland, Hungary, Turkey.

Network of production sites

Italy

Grifal Spa
Grifal Technologies

Romania

Grifal Europe Srl
(100%)

Portugal

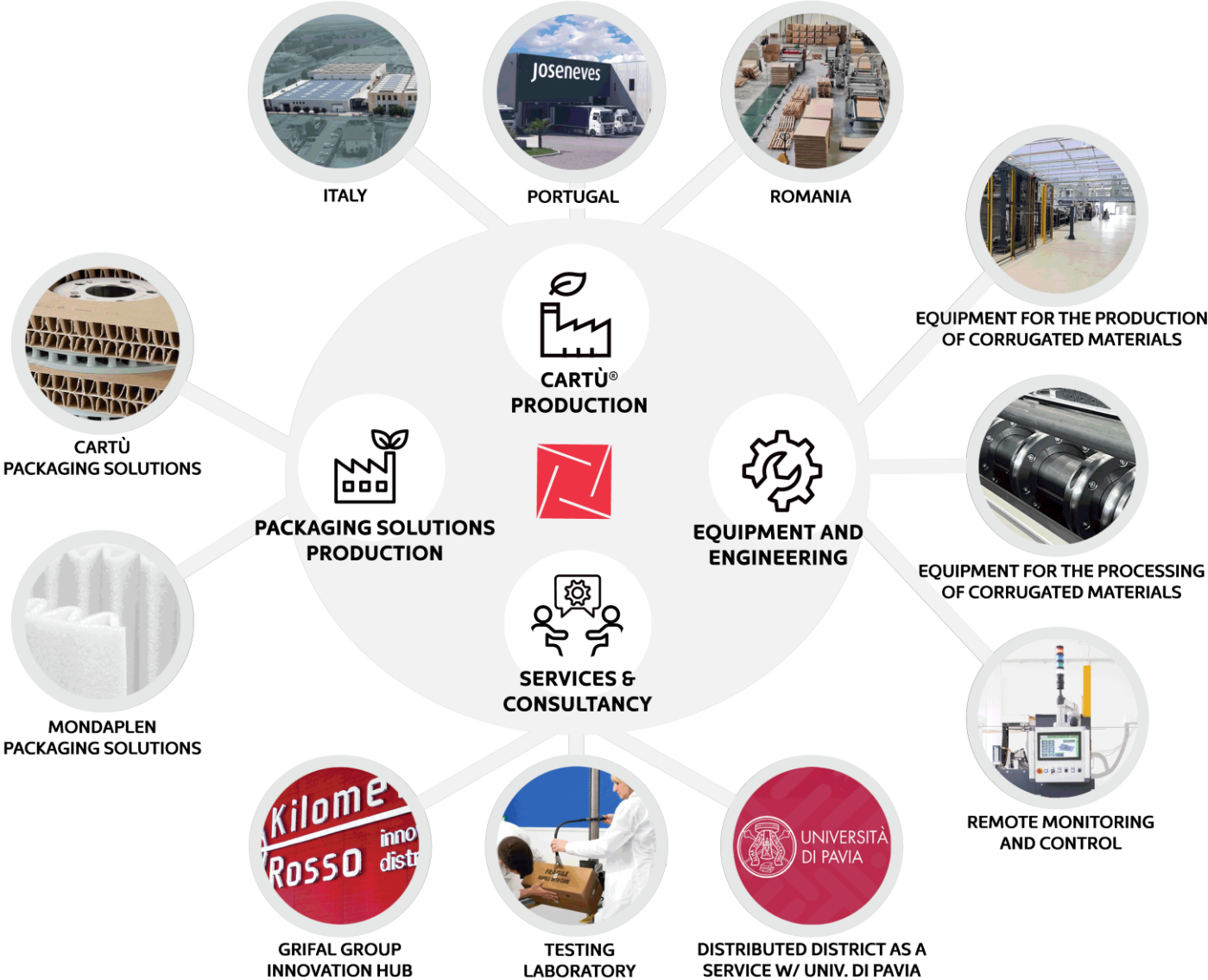
Seven cArtù Lda
(50%)



The expansion model is based on creating a network of production sites.

Internationally, the model involves two types of production sites utilizing Grifal Technologies' machines: **wholly-owned subsidiaries** and **joint ventures**.

The model has already been successfully validated in **Romania** (2021, wholly-owned subsidiary) and **Portugal** (2024, joint venture with José Neves Group).



We control the corrugation technology of materials and design *packaging automation* machines through our **internal expertise**.

This prerequisite allows us to develop a **hardware ecosystem** to create and support a **network of partners** dedicated to scaling up the production, transformation, and distribution of high-performance packaging.



The “cArtù® Modular Conversion System” produces a **variety of packaging formats** in a continuous operation, starting from sheets or rolls of corrugated materials.

These machines are sold to box factories, converters, and any other company involved in the processing and marking of packaging materials.

What do customers expect from us?

"We need to solidify the 'E' in our ESG."



Sustainability

"R&D powered innovation is the key to success."



Research & Development

"Competitive advantages will drive up sales."



Increased sales

"Packaging must evolve to support our growth."



Packaging solutions

Strategies



We provide an integrated approach to measurably improve our customers' sustainability profile:

- TCO analysis
- Sustainability assessment
- Strategy building
- Application design

Methods



- Grifal Group Innovation Hub
- Life Cycle Assessment (LCA)
- Energy savings, waste reduction, minimal water usage
- Lightweight products and solutions

Partners/Projects



Strategies



We pool together highly developed skills, deep experience and a long history of success stories and apply them to:

- Materials research and development
- Exclusive converting technologies
- Field testing
- Laboratory analysis

Methods



- Partnerships with multinational companies, recognized leaders and innovators, in the packaging industry
- Vertically targeted market solutions

Partners/Projects



TissueWave is a trademark of Smurfit Kappa, 2023



- Papershell
- Cardboard boxes with cArtù® inserts
- Automatic packaging systems

Strategies



We create growth opportunities, even in seemingly saturated markets:

- Creation of new business models
- Disruptive technologies
- Unique value propositions

Methods



- Innovative machinery
- Customized manufacturing
- Dedicated distribution systems



Partners/Projects



Just ask Antalis



Gemeinsam zum richtigen Gesamtpaket.



Strategies



We craft high-value combinations of product and services:

- Hiring top talent
- Continuing education
- Integrated teamwork

Methods



- In-house design department
- On-site testing and certification lab
- CAD modeling and physical prototyping

Partners/Projects



Next slide



Packaging solutions based on cArtù®

ABB

amazon

 **ARISTON**

BARCO

BAXI

 **BIANCHI**

 **brembo**

bticino

B&B
ITALIA

DeLonghi

 **DePadova**

 **Electrolux**

 **elica**

enel x

ESTÉE LAUDER

flex.

 **FABER**
FRANKE'S AIR EXPERT

FRANKE

GEWISS

 **GRUPPO**
CIMBALI

Haier

Kartell

LAVAZZA

magimix


MARELLI

Molteni & C

NOKIA

PegPerego

 **smeg**
tecnologia che arreda

STELLANTIS



Veneta Cucine

Whirlpool

cArtù® is an upgrade to corrugated cardboard with a new range of flutes



Up to 20 mm

This is cArtù®, with its characteristic parabolic flutes that are resistant and cushioning. Each flute is bordered by a deep fold that serve as reinforcing ribbing.



2 or 3 mm/layer

This is traditional corrugated cardboard characterized by sinusoidal flutes that provide almost no cushioning.



More flexible



Lighter (low paper consumption)



Greater load bearing capacity



More cushioning and protective



Reusable and recyclable

Packaging solutions based on cArtù®



Producing and using cArtù® reduces raw material consumption by **up to 70%** and CO₂ emissions by **up to 80%**, compared to plastic materials or traditional corrugated cardboard, for the same packaging volume.

cArtù® is 100% recyclable and can be disposed of in normal paper recycling programs.

75% of the paper and cardboard used is recycled and the virgin sources are 100% FSC® or PEFC™ certified.

98% of waste and scrap is reused as secondary raw material.

Energy costs account for only 2% of Grifal's turnover.

The production of cArtù® does not require steam or drying plans, **resulting in 0% water consumption.**

cArtù® reduces volumes by up to 90% in terms of warehouse and end-of-life disposal.

PackInPro is the project for the creation of a digital ecosystem, for collaborative production of cArtù®-based products, in partnership with ITIR - University of Pavia.

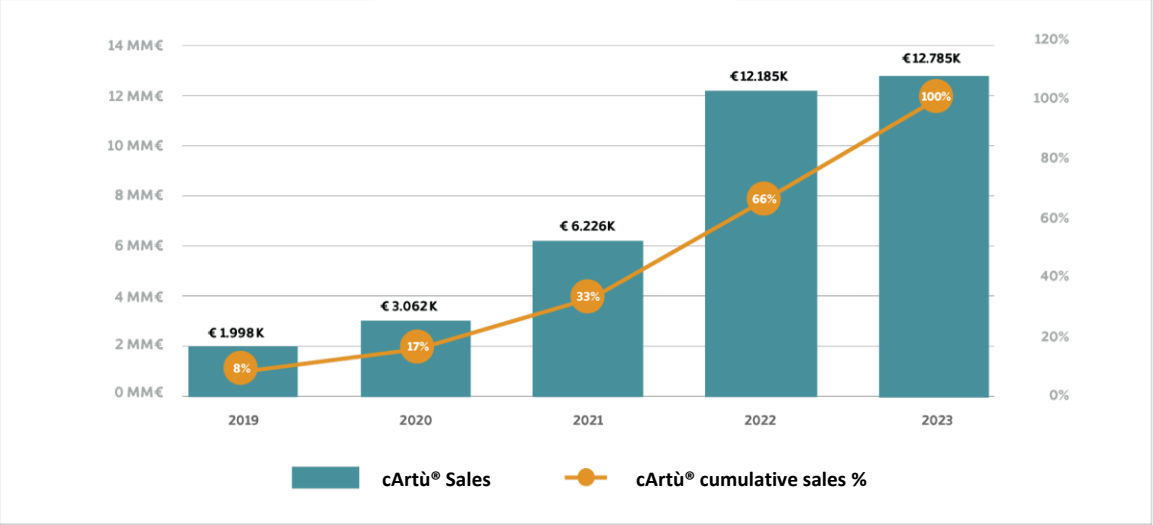
A platform that gathers a continuous stream of data from all involved parties to build a large, dynamic database that provides insights through machine learning computational models.

Through this system, it will be possible to certify:

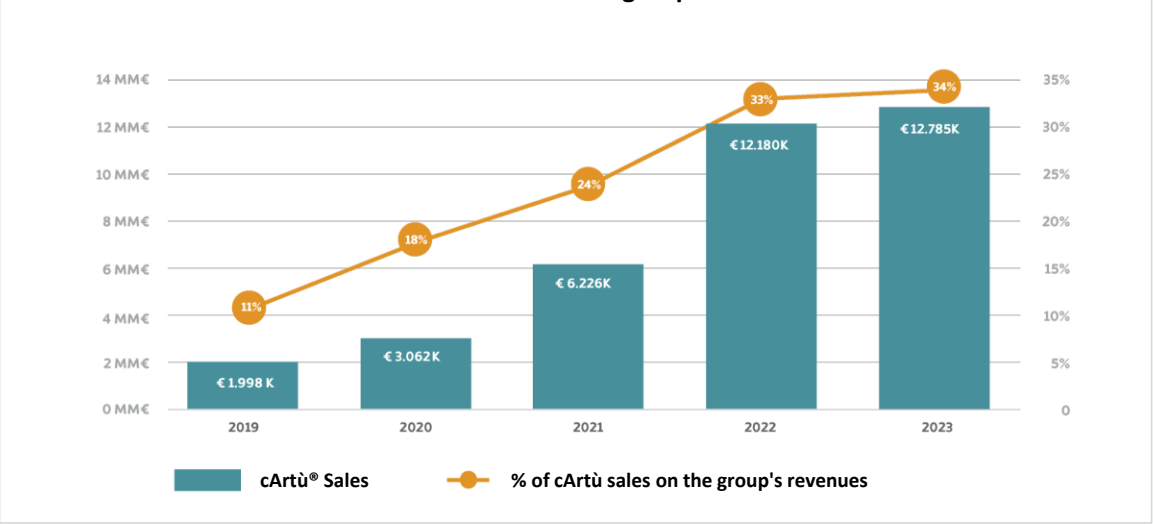
- The necessary data for sustainability reporting
- The reduction of the carbon footprint guaranteed by cArtù® packaging
- The technical characteristics and performance of correctly designed packaging
- The control of technical and economic parameters in packaging production
- The definition of the most efficient types of packaging for various uses



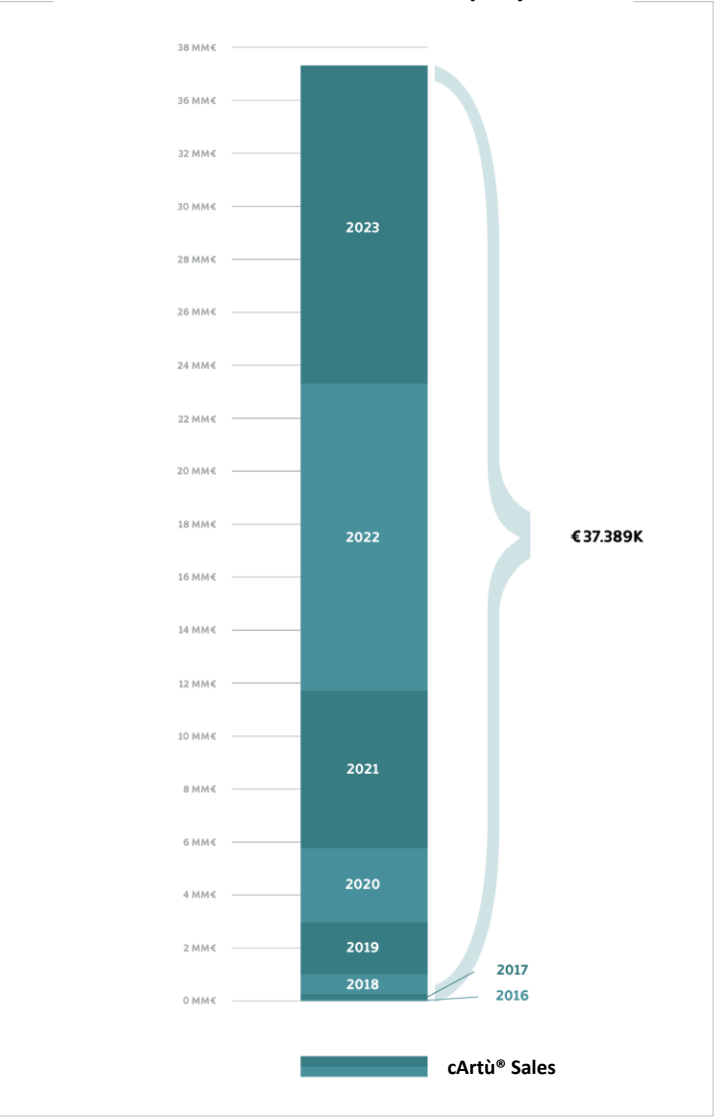
cArtù® Sales



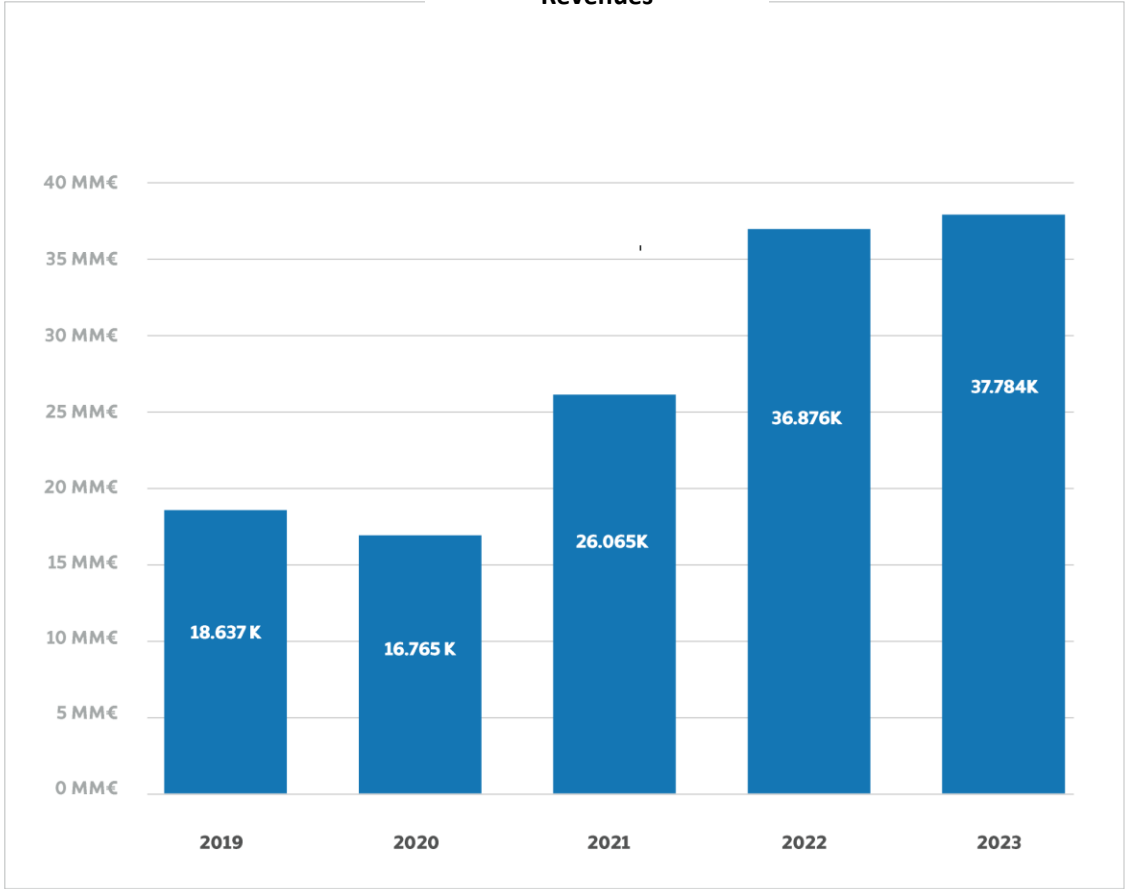
cArtù® Sales and % on the group's revenues



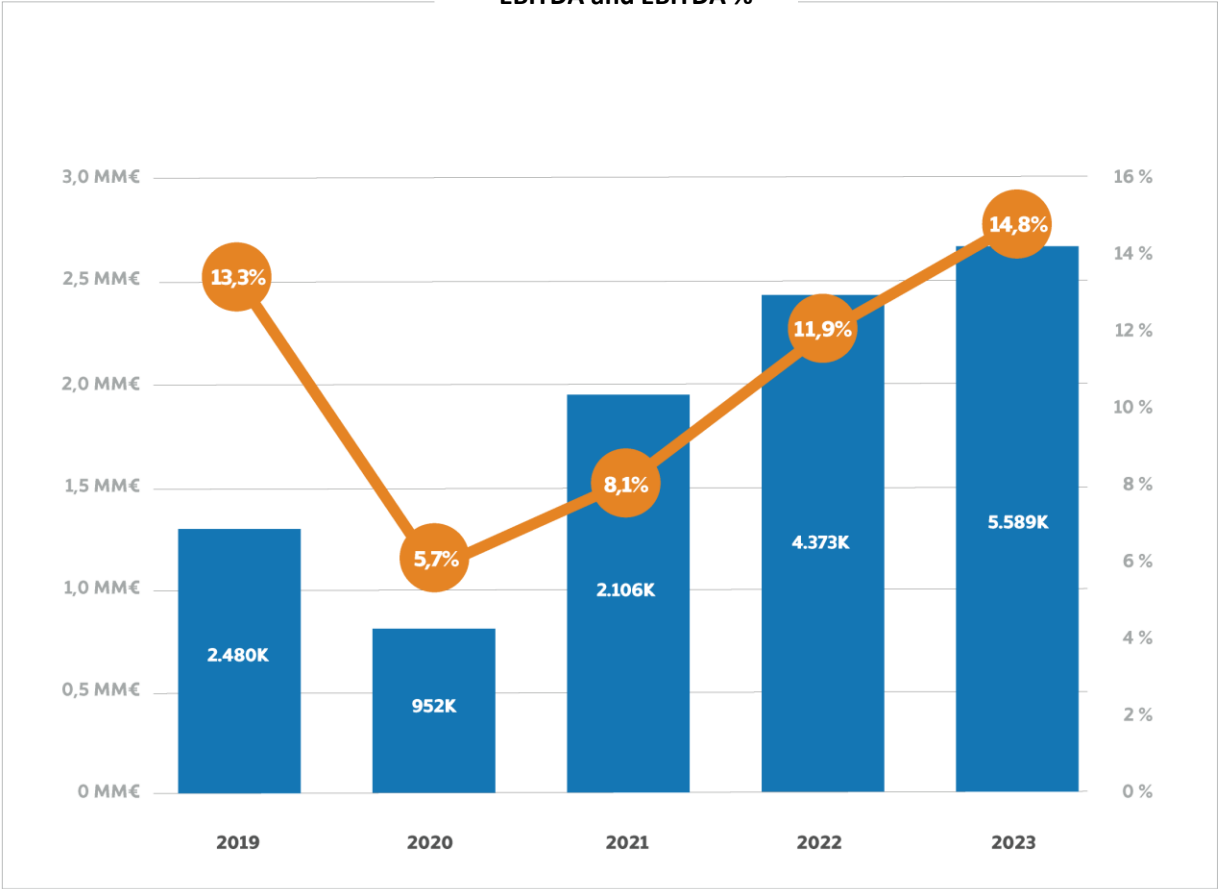
Cumulative sales of cArtù® per year.

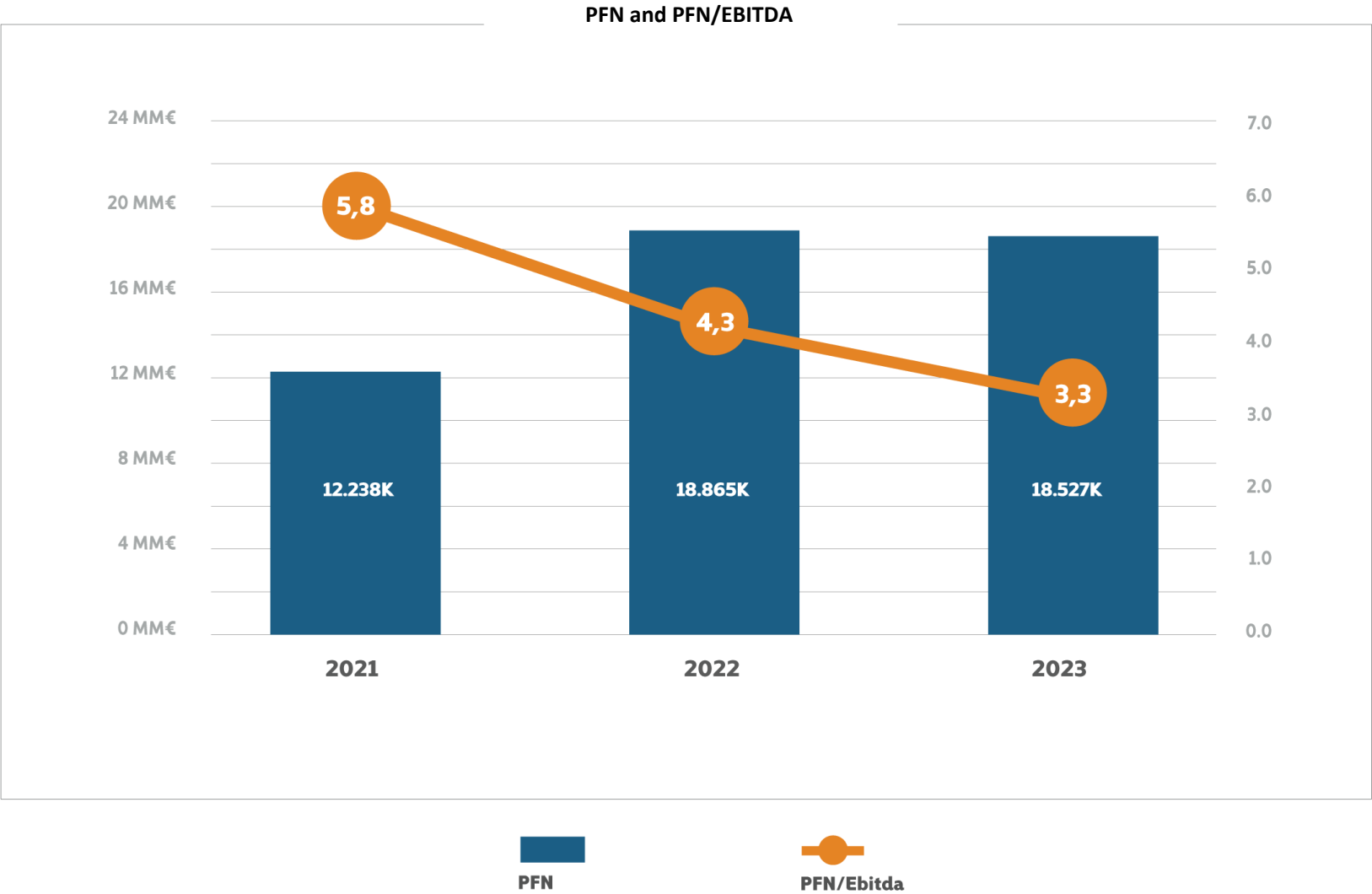


Revenues



EBITDA and EBITDA %





Thank you

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commerciale@grifal.it

