



---

ESSENTRA



MediWales

**Cindy Haast**  
*Regional Sales Manager - Healthcare*

**Alan Davies**  
*Global Design Studio Manager*

---

ZUG APRIL 5,  
2016

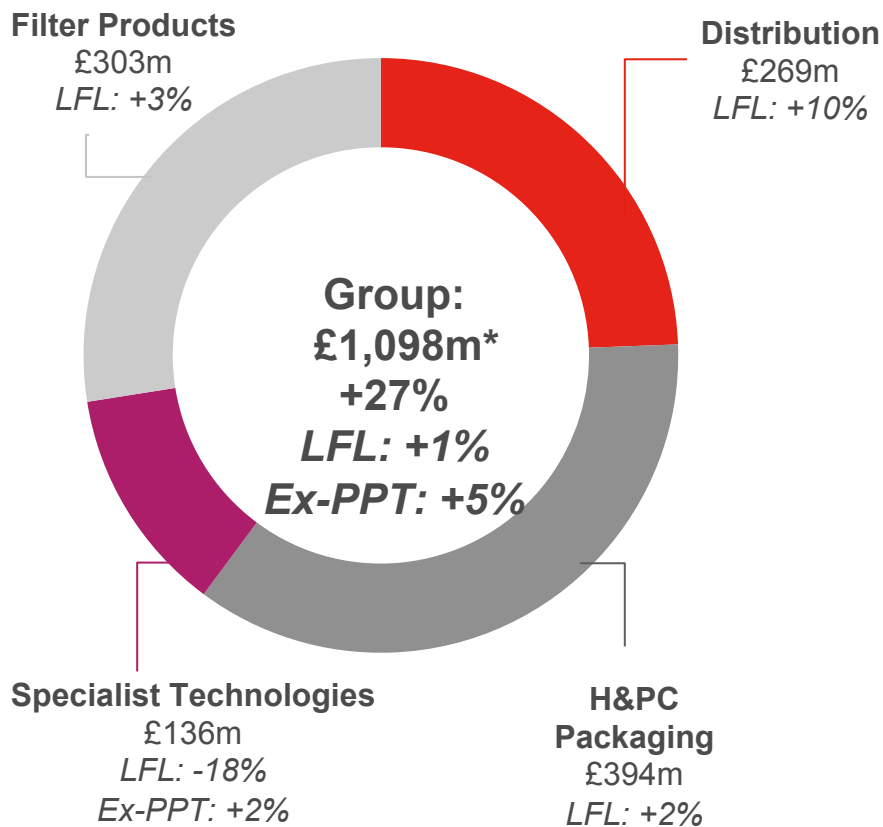


# STRONG REVENUE & PROFIT GROWTH

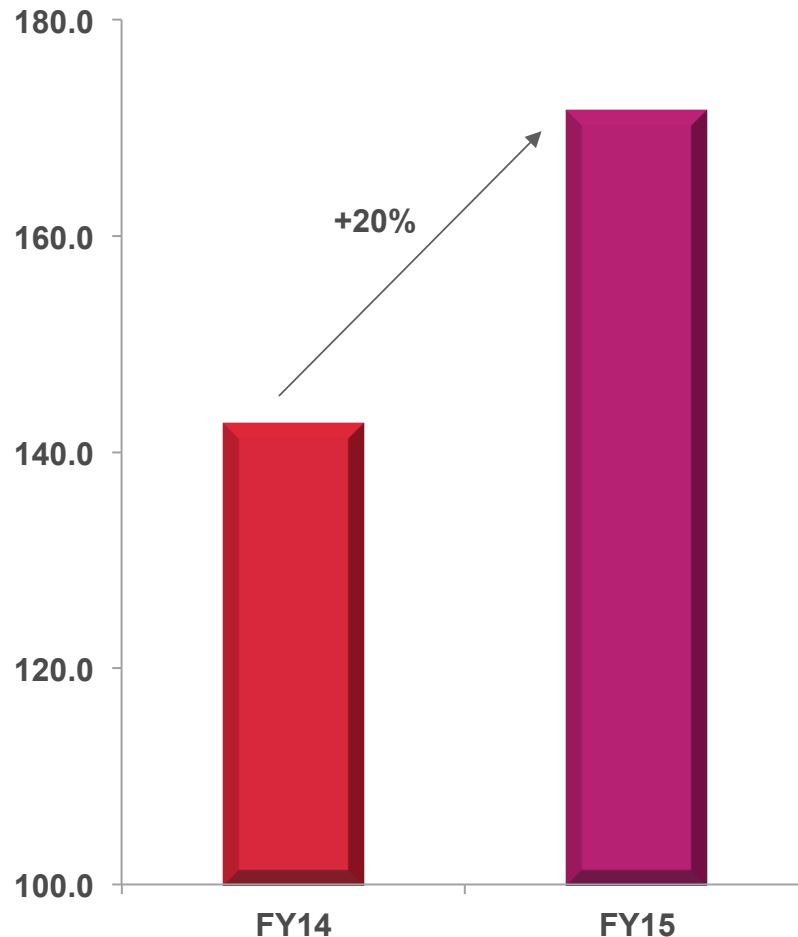


- A leading global provider of essential components and solutions
- c. 9,000 employees globally in 33 countries

Revenue (£m)



Adjusted Operating Profit\*\* (£m)



Notes:

Growth at constant exchange rates, unless otherwise stated

\* After Eliminations of £(3.0)m

\*\* Operating profit is adjusted to exclude intangible amortisation and exceptional operating items

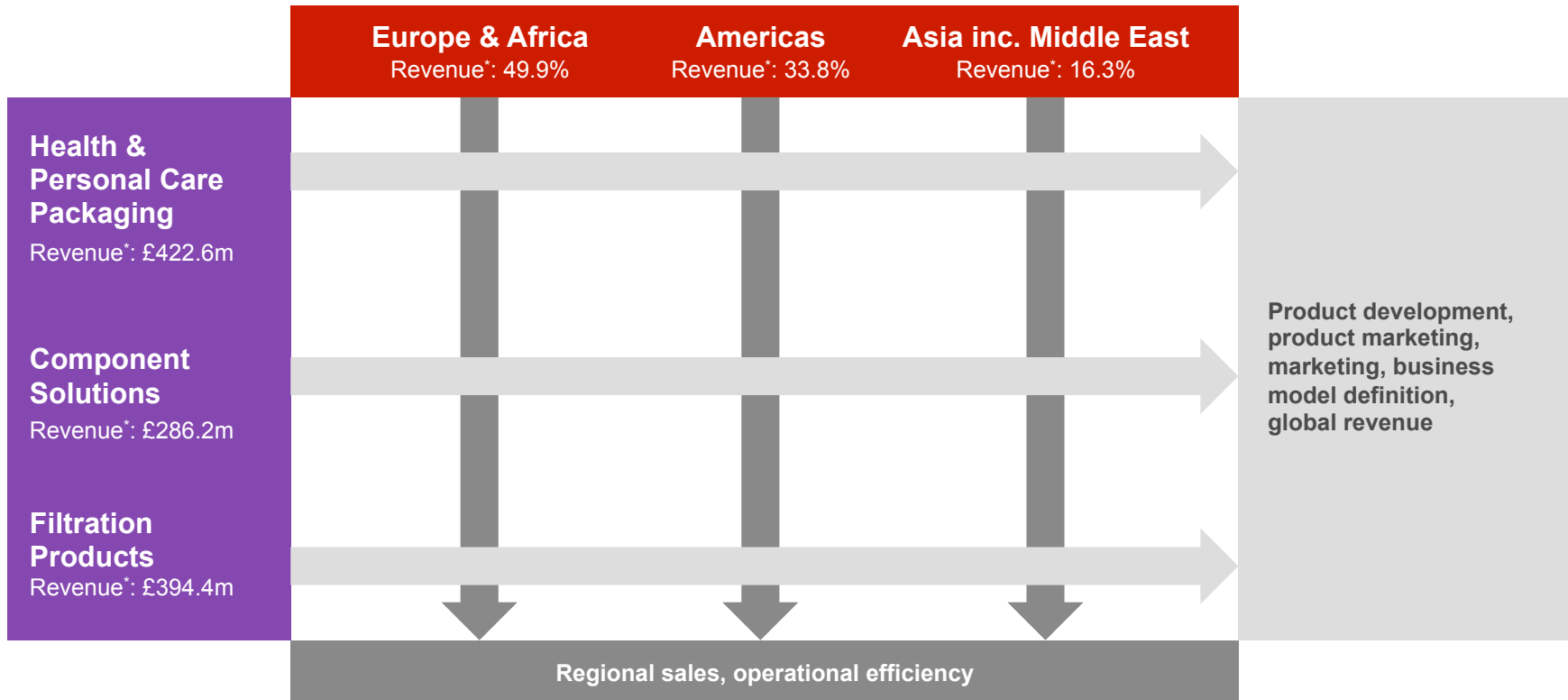
# OUR ORGANISATIONAL STRUCTURE

Three Strategic Business Units (effective January 2016)

Health & Personal Care Packaging

Filtration Products

Component Solutions



\* Based on 2015 calculations, adjusted to reflect the impact of eliminations.

# H&PC PACKAGING GLOBAL FOOTPRINT



## United Kingdom

- Bradford (Cartons & Leaflets)
- Portsmouth (Cartons)
- Newmarket (Leaflets)
- Newport (Cartons, Labels, Blister Packaging, Medical Paper, Laminate)
- Nottingham (Laminate, Tapes)

## Ireland

- Dublin Airways (Cartons, Leaflets)
- Dublin Glasnevin (Labels)
- Cork (Leaflets, Labels)

## Germany

- Wolfen (Leaflets)

## France

- Sarreguemines (Leaflets)

## Italy

- Cervia (Cartons)
- Piacenza (Leaflets, Blister Packaging, Medical Paper, Labels)

## Spain

- Barcelona (Cartons)

## Poland

- Lublin (Cartons, Labels)

## Russia

- St Petersburg (Packaging Distribution)



## United States of America

- Charlotte (Cartons)
- Moorestown (Cartons & Leaflets)
- Greensboro (Leaflets, Booklets, Labels)
- Indianapolis (Leaflets, Labels)
- Largo (Cartons, Labels, Cards)

## Puerto Rico

- Guaynabo (Cartons)
- Manati (Leaflets, Labels)



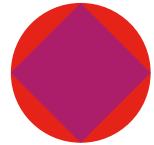
## India

- Peenya – Bangalore (Cartons & Leaflets)

- 53 manufacturing, 64 sales & distribution and 5 R&D facilities
- Strong market positions
- International coverage with growing presence in developing markets
- Long term, blue chip customer relationships

# COMPONENT SOLUTIONS

*A global market leading manufacturer & distributor of plastic injection moulded, vinyl dip moulded and metal items.*



## Products



## Key customers



## Scale and market position

- Global manufacturer and supplier of:
  - Plastic injection moulded, vinyl dip moulded and metal components
  - Adhesive coated products
  - ID card solutions
- Transactionally complex
  - 150,000 SKUs globally
  - c. 160,000 active customers
  - >1.2m orders pa
- Presence in 29 countries
  - Extensive global sales & distribution network

## Key growth opportunities

- Further penetration of existing markets
  - Product range development
  - Increase distribution footprint
- Geographical expansion
  - Roll-out of proven distribution model into new territories
- E-commerce
- Adjacent product sectors
  - Industrial markets
  - Low value, essential
- M&A opportunities

# FILTRATION PRODUCTS

*A leading provider of filtration and fluid handling solutions to a diverse range of end-markets*

## Products



## Key customers

**ETHICON**  
PART OF THE *Johnson & Johnson* FAMILY OF COMPANIES

**Abbott**  
Point of Care

**Alere**

**Reckitt Benckiser**

**BRITISH AMERICAN TOBACCO**

**Imperial Tobacco**

**JTI**

**PHILIP MORRIS**

## Scale and market position

### Filter Products:

- 9 manufacturing facilities in 8 countries
- Dedicated Technology Centre & 3 regional development centres
- Highly flexible state of art processing facilities with over 700 product specifications

### Porous Technologies:

- 7 manufacturing facilities in 5 countries
- 1 R&D centre, supported by regional teams
- Supplies wide range of products from medical diagnostics tests to advanced wound care pads, inkjet printer cartridges, writing instruments, clean room wipes and air fresheners

## Key growth opportunities

- Focus on Asian market, to offset global market volume pressures
- New product innovation focused on special filters
- New product segments (smokeless nicotine devices)
- Ancillary services to the tobacco sector
  - Including laboratory testing, analytics services, packaging
- Clean wipes

# H&PC PACKAGING OVERVIEW



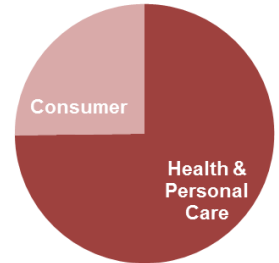
- A leading provider of cartons, labels, leaflets, printed primary packaging and authentication solutions
- Deliver on the needs of our customers through:
  - Category understanding
  - Focus on quality and reliability
  - Collaboration



## MARKETS WE SERVE

- Health & personal care
- Pharma
- Medical device
- Beauty
- Consumer
- Premium beverage
- Premium packaged food
- Tobacco

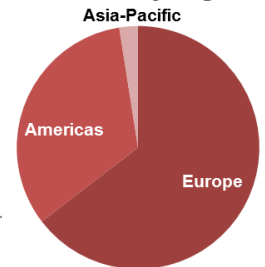
Revenue by Market



## GLOBAL PRESENCE, LOCAL SUPPORT

- 3,700 employees
- Strong market positions in Europe and North America
- Investment capability and footprint

Revenue by region



# HEALTHCARE COMPLIANCE & QUALITY

## Business Risk

- Risk Assessments & Mitigations
- Efficiency
- Financial Risks
- Industrial Relations
- Law
- DRP
- Security
- Contractors
- Insurances
- Motor Fleet
- Fire Protection
- Hygiene

## Health Safety & Environment

- Risk Assessments & Mitigations
- Legislation
- P.P.E.
- Noise, Audiometrics
- Health Assessments
- Elec / Mech Safety
- Machinery Directive
- Manual Handling
- RIDDOR
- REACH
- COSHH
- ISO14001
- PEFC & FSC

## Quality Assurance

- ISO9001
- PS9000, GMP Procedures
- BRC Grade A
- Calibration
- Doc control
- Supplier QA
- Training Records
- PSF Specs, Standards

## Lean Sigma Implementation

- |  |  |
|--|--|
| <p><b>Internal Facing</b></p> <ul style="list-style-type: none"> <li>• Kaizen</li> <li>• SMED</li> <li>• TPM</li> <li>• 5S (Office &amp; Factory)</li> </ul> | <p><b>External Facing</b></p> <ul style="list-style-type: none"> <li>• Customer driven &amp; partnership projects</li> <li>• Supplier development</li> </ul> |
|--|--|





# INVESTMENT SUPPORTS CUSTOMER VALUE DELIVERY

- Strengthening geographical presence, improving breadth & depth of portfolio, enhancing our skills base
- As a company, we have undertaken 12 acquisitions in the last 3 years
  - ~£660m invested, ~4,500 employees welcomed, 16 divisional business markets entered, ~60 additional sites added
  - Includes acquisition of Clondalkin SPD (February 2015) bringing greater presence and scale to Essentra's existing Health & Personal Care Packaging business in Europe and providing strong capability in North America
  - Acquisition of the pharmaceutical assets of Kamsri in December 2015 to support expansion into India
- Building centres of excellence through investment (Newport, UK)
  - Large footprint facilitating service expansion leveraging established and embedded systems and capability
  - Class 8 cleanroom facilities for printed foil and paper applications
  - Effective QMS and GMP systems in place: ISO9001, ISO14001, BRC / IoP



# CARTONS



- Client-centric, solution-driven approach to:
  - Structural design and substrate choice
  - Graphic design and embellishments
- Specialist solutions for specific client requirements available



## Our solutions include:

Carton designs and structural prototypes developed in-house

Offset print process with both UV and conventional inks. UV and water-based coatings are available

Computer-to-plate technology deployed at all sites

Intricate die-cutting and blanking

Specialist gluing solutions

Printing on both sides of the board

Anti-theft labelling

Anti-counterfeiting and authentication technology

## Product features and options

Board trays for fragile parenteral containers

Carton and label combinations

Carton and leaflet combinations

Specialist inks and varnishes

Hot/Cold foiling or print on to metallised board

Matt, gloss or a combination finish

Window patched carton

Cartons with Braille

Embossing and debossing

Silk-screen detailing

Micro-perforations

# LEAFLETS



- Advanced printing and folding technology, to produce high-quality patient and practitioner information leaflets
  - Wide range of formats
  - Reel and pre-folded
- Innovative solutions available to address high copy volume requirements



## Features:

Printed on web or flat-sheet offset presses

Wide range of substrates

Single and multi-colour options

Larger sizes available

Support from folding and graphic expertise

## Our solutions include:

Reel leaflets: simple / double PF /  
triple PFL / quad PFL

Flat & pile flat (zig zag)

Pure parallel folded

Wallet parallel folded

Open-edge cross folded

Outserted cross folded

VIJUK folded

Piggy-back (3 outserts)

Plurium flat

Plurium – tagsert

# LABELS



- Self-adhesive label solutions for high speed application
- Technical support to ensure the correct specification for functional performance
- Extensive range of complex, extended-content solutions
- Labels for tamper verification and authentication



## **Our solutions include:**

Multiple processes – offset, flexographic, screen and digital

Multiple substrates and adhesive options

Multi-colour with wide range of embellishments

Reverse printing on adhesive

Booklet and leaflet labels

Peel & reseal labels

Braille printing

Security & authentication features

## **Our innovative formats include:**

**Pharma-Sling®** - pressure-sensitive labels with an additional ply of clear over-laminate to allow for container or device hanging

**Extended content** – pressure-sensitive multi-panel labels that reduce handling, increase production and help eliminate mislabelling

**Peelable (2- and 3-ply)** – peel back labels that enable extended text on the pack

**Peel and reseal** – Labels with a re-closing capability to allow product to be resealed

# PRINTED BLISTER FOIL & COLD FORM



- Printed solutions for blister foils and cold form materials
- High level of conversion flexibility
  - Accessible minimum order volumes
  - Fast turnaround times
- Material portfolio to deliver required functionality and regulatory compliance



## **Our production features include:**

Highest quality flexographic print

In-house graphic design service

Anti-counterfeit options

Regulatory and pharma GMP compliant

Produced in cleanroom environment (ISO

14644-1 Class ISO 8)

Ink specification enables print on polyamide surface of cold form material

## **Our solutions include:**

20  $\mu$  hard foil

25  $\mu$  soft foil

Peel-off foil

Child resistant foil

Poly-amide / Aluminium / PVC cold form

# SERIALISATION

- Solutions pre-printed onto cartons and labels
- Ability to offer cartons with pulled-back varnish for applications where serialization will be applied in packing lines
- Multiple types of coding supported from EU FMD to 'China code'
- Data management systems to comply with industry and regulatory requirements

## Benefits:

Available for both labels and cartons

Reliable data management systems

Offers flexibility in your approach

Perfectly suited to support EU FMD

Combine with tamper verification as required

## SERIALISED LABELS

Unique item-level serialization provided via labels printed using validated data management systems. Can be combined with fibre-tear label technology for further benefit.



## SERIALISED CARTONS

Essentra offers a range of carton options to meet customer requirements from cartons with pulled-back varnish to ready-to-pack serialised cartons printed using validated data management systems to ensure compliance.

# TAMPER VERIFICATION

- Tamper verification is provided by irreversibly damaging both print and carton board. It gives consumers clear and visible evidence indicating the packaging has been opened.
- It can be achieved through the use of labels such as fibre tear, void release, and frangible or through glued cartons
- Key issues:
  - Providing clear indication of tamper evidence
  - Consumer usability – how to educate the consumer about the feature and teach them how to open the package. Consider combining finger-lift features to improve patient access
  - Determining the most cost effective solution for your process



## TAMPER VERIFICATION – GLUED CARTONS

Glued at the point of packaging, glued cartons provide tamper evidence through tearing the pack to open. Easy-opening options are available, for example, through designs that incorporate perforations.



## TAMPER VERIFICATION – FIBRE-TEAR LABELS

Create tamper evidence when removed by irreversibly damaging both print and cartonboard on to which it is affixed – even on varnished coatings.



## TAMPER VERIFICATION – VOID-RELEASE LABELS

Create tamper evidence by leaving a void message or pattern behind when the label is removed.



## TAMPER VERIFICATION – FRANGIBLE FILM LABELS

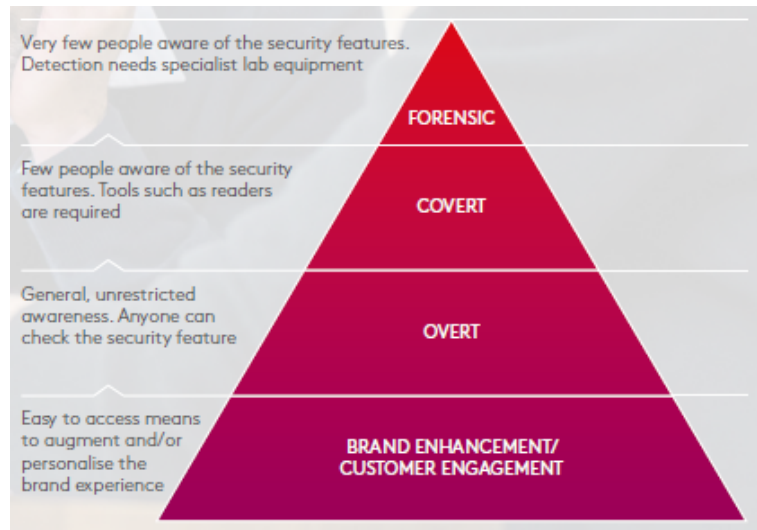
Irreversible tamper evidence by using specially engineered substrates that disintegrate the label when attempting to remove from the cartonboard.

# AUTHENTICATION SOLUTIONS

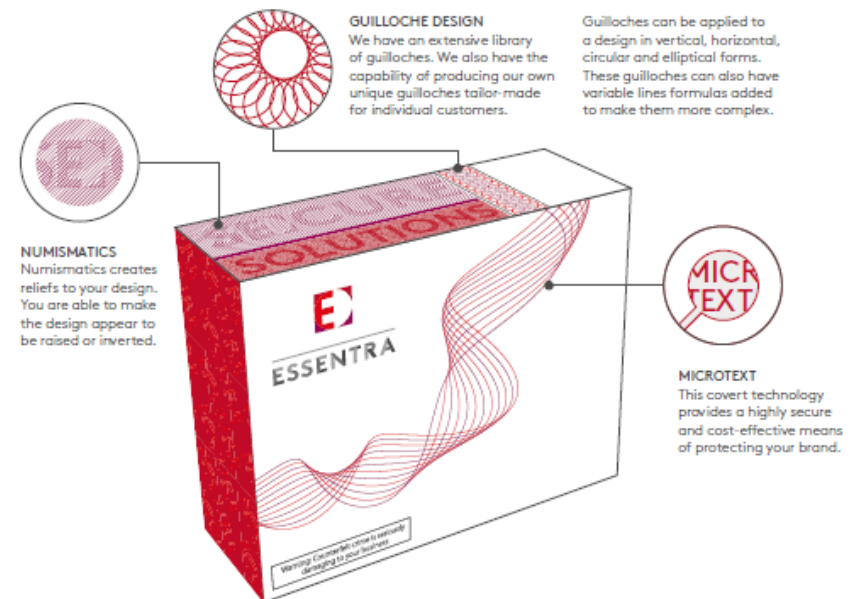


- Up to 10% of the global pharmaceutical market may be affected by counterfeiters according to the World Health Organization
- Essentra provides a wide variety of solutions to help brands and manufacturers combat the counterfeiters. We believe:
  - A layered approach works best
  - Brands must evolve their methodology as counterfeiters themselves evolve

## Layers of solutions:



## Examples of overt and mid-level covert solutions applied to a carton:





# INNOVATION



- Product and category management resources drive innovations based on industry and client need
- Centralized development team creates new products and capabilities
- Technical services team offers ongoing product support for our existing product portfolio
- Essentra leverages its global footprint to understand the evolving landscape of each region and develop relevant solutions



Plurium multi-page leaflet solution

Combopack – carton and leaflet combination



Pharma-sling label

Parenteral Paper Pack (“PPP”)



# SPECIALITY WIPES



- Sterile, high quality and easy to use, Essentra delivers dependable dry and wet wipes, sterile alcohol, swabs and applicators for critical environments
- Products are available as laundered and unlaundered, absorbent and super-absorbent and light, medium or heavy weights

## Our wipes portfolio includes:

Sterile pre-saturated wipes

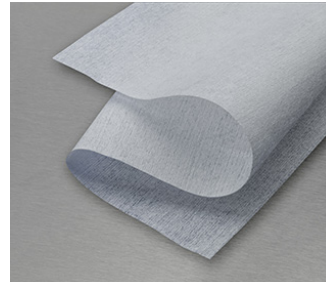
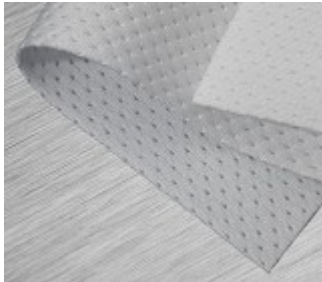
Gamma-irradiated wipes

C-wipes

Purity wipes

Sterile alcohol

Materials used include non-woven, polyester,  
cotton and cellulose



# FLUID HANDLING COMPONENTS



- Applications include diagnostic media, advanced wound care dressings, cosmetic applicators and infection prevention
- Functional capabilities include absorption, filtration, venting, wicking, repellency, and controlled release
- Product development based on material science leveraging three technology platforms (foam, bonded fibre, porous plastic)
- Quality certifications:
  - ISO 9001:2008, ISO 14001, and OHSAS 18001
  - ISO 13485 (Michigan, USA)
  - Medical processes consistent with FDA cGMP's



LIFE SCIENCES



MEDICAL & SURGICAL



PERSONAL CARE & COSMETICS



INFECTION PREVENTION



ADVANCED WOUND CARE



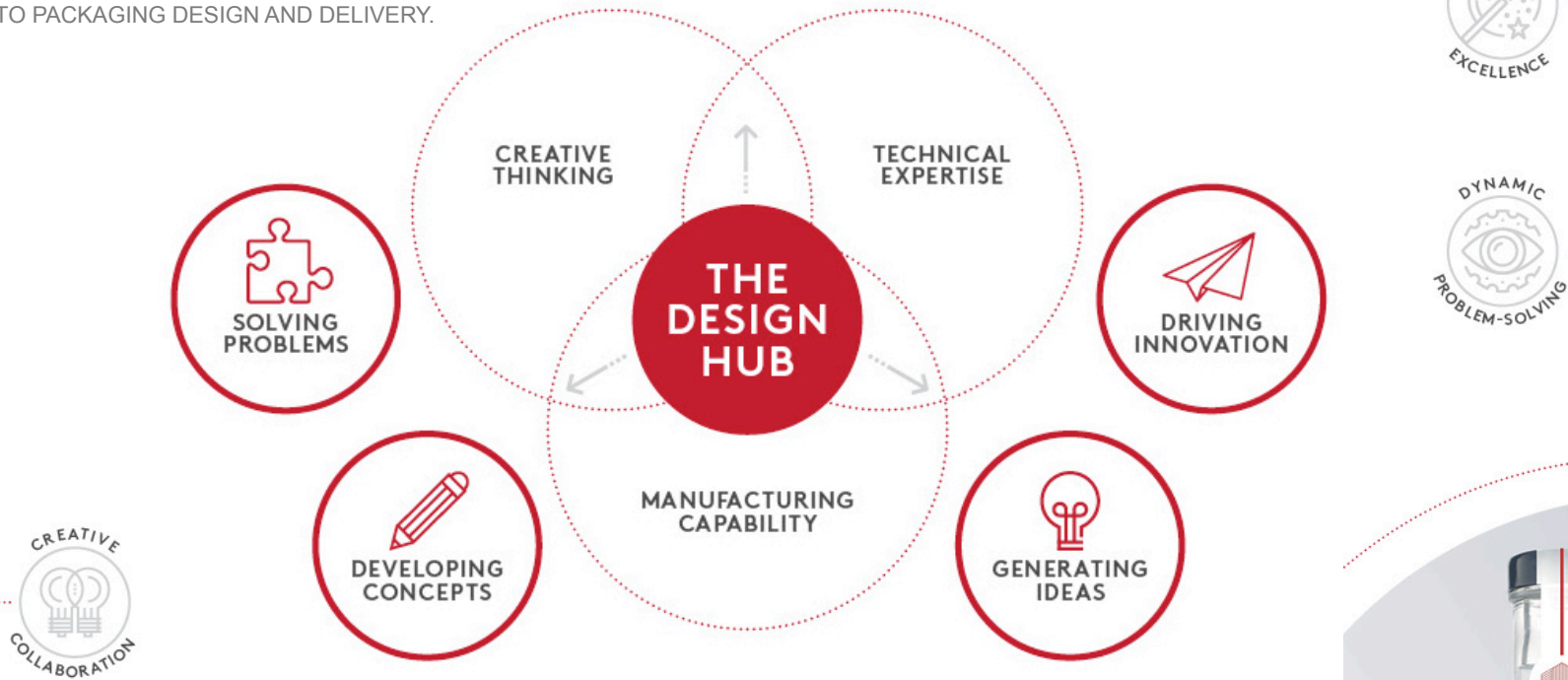
ESSENTRA

# THE DESIGN HUB

A CREATIVE SPACE TO SOLVE  
YOUR PACKAGING NEEDS

# WHAT IS THE DESIGN HUB?

THE DESIGN HUB IS A CREATIVE NEW APPROACH TO PACKAGING DESIGN AND DELIVERY.



WE COMBINE THE CREATIVITY OF BLUE SKY THINKING WITH THE TECHNICAL EXPERTISE OF OUR DEVELOPMENT TEAMS TO DELIVER STANDOUT PACKAGING THAT WILL DIFFERENTIATE YOUR BRAND ON SHELF.

## ENJOY THE CREATIVE PROCESS

Using industry-leading design talent and proven technical manufacturing capability, we ensure quicker time to market, fewer re-loops and deliverable results.

## ALL IN ONE SEAMLESS PROCESS

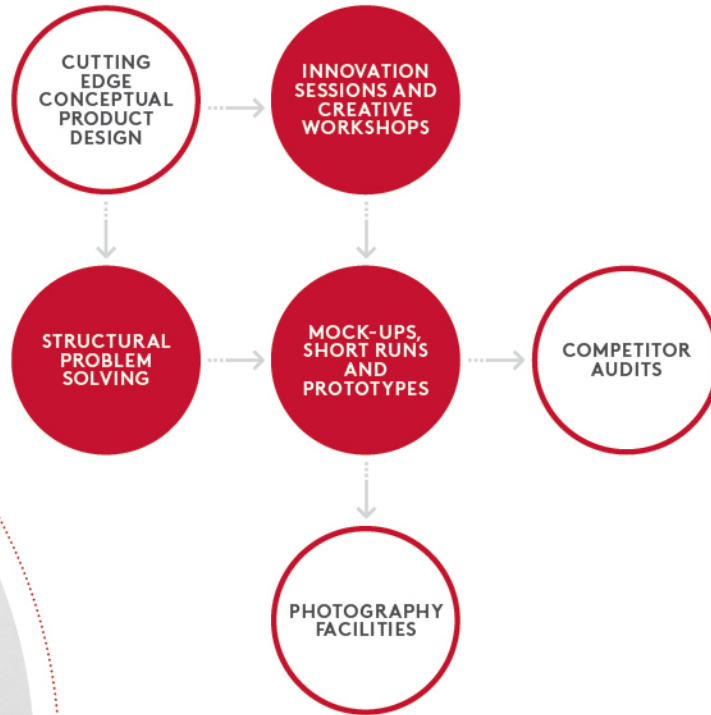


# WHAT WE OFFER

OUR TEAM OF INDUSTRY-LEADING EXPERTS WILL WORK WITH YOU AT EVERY STEP, FROM DEFINING THE DESIGN BRIEF TO SUPPORTING YOU IN THE PRODUCTION AND MANUFACTURING OF THE END PRODUCT.



## SERVICE INCLUDES:











---

ESSENTRA

THANK YOU!

---

MAY 2015

