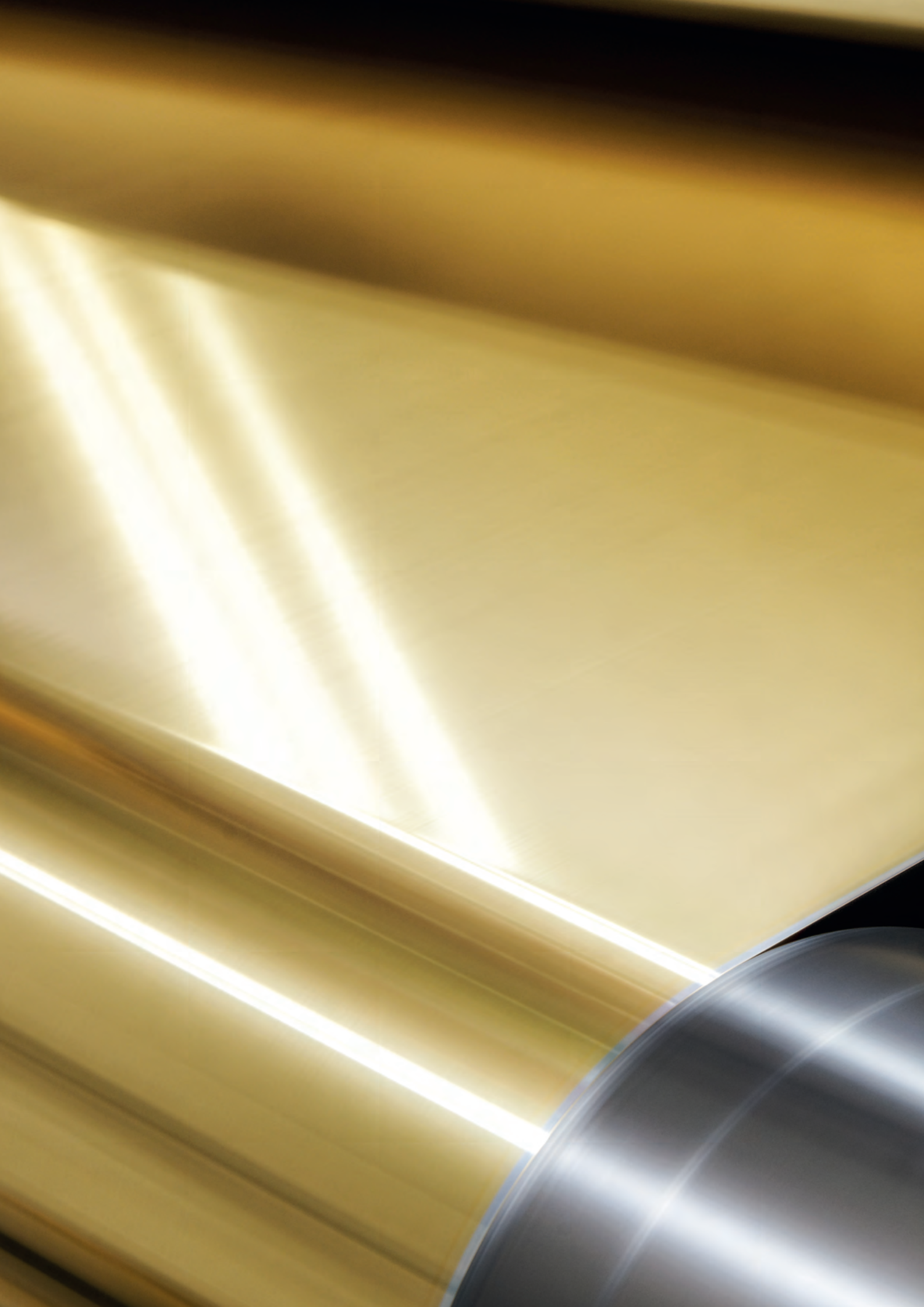




**A L U  
FLEX  
PACK**



---

# ALUFLEXPACK AG

(Aluflexpack Group)

## Our Vision

---

*We are the partner of choice for the development and large-scale manufacturing of premium circular flexible packaging and barrier solutions for high demanding customers & end markets.*



**MICHAEL TOJNER**  
 Founder & majority shareholder of  
 Montana Tech Components AG

**MARTIN OHNEBERG**  
 President of the Board of Directors  
 of Aluflexpack AG

Setting up the Montana Tech Components AG, we committed ourselves to line up hidden champions with realistic growth potential, support their development and establish them as world market leaders in their respective industries. The Aluflexpack Group joined our Industrial Components division in 2012 and is now one of the leading European flexible packaging companies.

The Aluflexpack Group is one of the top three players in Europe in its relevant end markets.

This already strong competitive position will be expanded even further. The encouraging development of the Aluflexpack Group since the takeover in December 2012 is based on the successful roll-out of organic and anorganic growth initiatives and the increase of process efficiency through focused cost-reductions measures. Further development opportunities of the company will be opened up by current market developments and consolidations combined with an expansion of existing business fields.

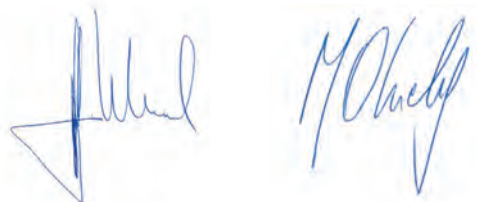
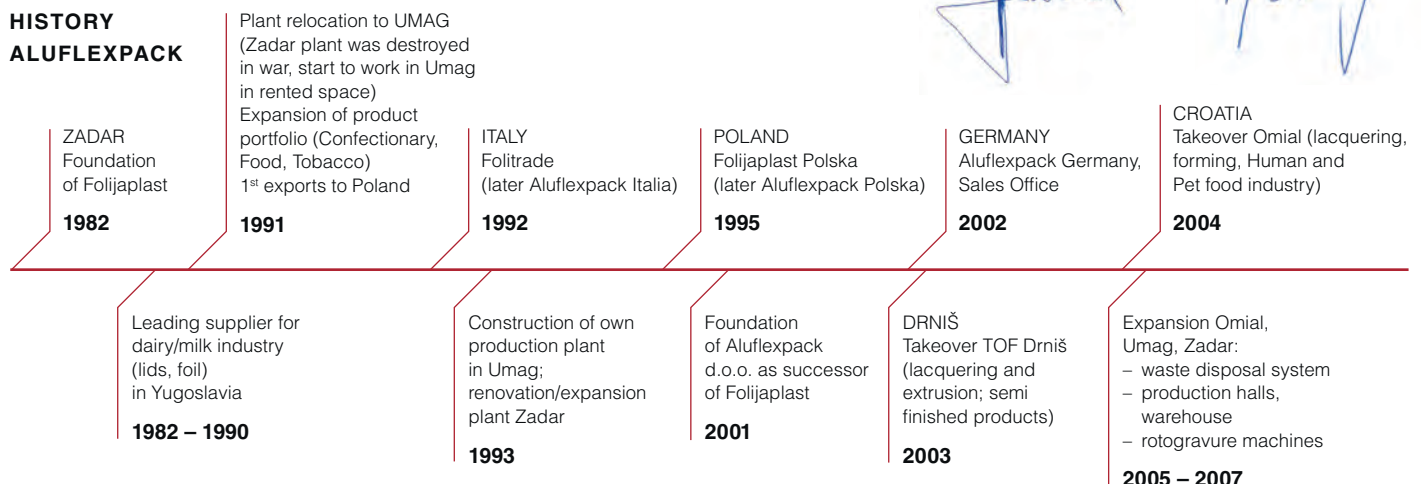
On 28 June 2019, an important milestone in the companies' history was reached with the listing on the SIX Swiss Exchange. The successful IPO provides Aluflexpack with necessary funds to continue its growth and success story by expanding capacities for high value adding products, further increasing the efficiency of its production

and by executing bolt-on M&A. Aluflexpack Group's customers and all stakeholders will benefit from these funds, a committed majority shareholder, an experienced team and effective management in the short and long term.

Quick and efficient response to market requirements and challenges as well as the ability to recognise and the power to seize business opportunities are the pillars of Aluflexpack Group's success. We, Michael Tojner and Martin Ohneberg, work closely and successfully together for over 15 years now and assure best possible support to the management and further development of the Aluflexpack Group.

Business growth, both with existing and new customers and products as well as further increase of the profitability and competitiveness of the Aluflexpack Group will secure its long-term success.

**HISTORY  
 ALUFLEXPACK**





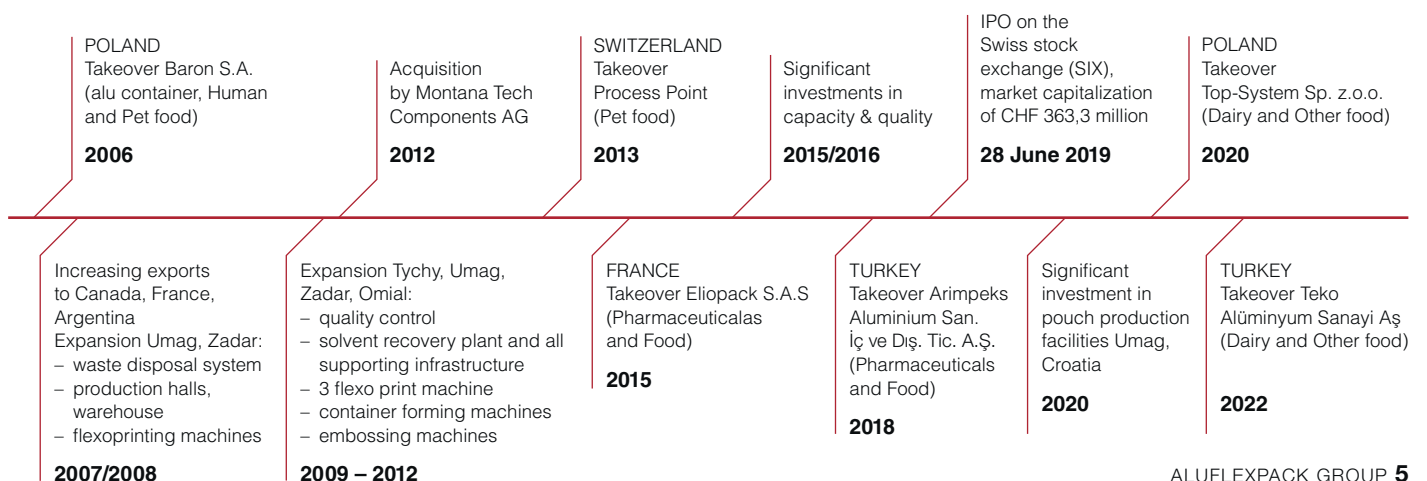
**JOHANNES STEURER**  
CEO, Aluflexpack AG

The Aluflexpack Group serves leading European and international companies in Europe and overseas and provides high quality flexible packaging and solutions for their most valuable and known brands.

The Aluflexpack Group has been developing innovative and sustainable packaging solutions for more than 40 years. The Group is fully and truly aware of its responsibility towards customers, employees, suppliers, social and natural environment and its shareholders in all of its activities.

We are dedicated to the highest level of quality in everything we do and how we do it – we are aware of many risks in our customer’s and our own business and are managing them actively and accordingly.

We believe that our passion for our business combined with our know-how, experience, responsiveness, flexibility, and creativity result in unique offerings and innovations. This is the basis for healthy and sustainable development – for the benefit of people, planet and Aluflexpack itself.







**EFFICIENT PRINTING MACHINES**  
Excellent price-performance ratio

# Company Profile

**ALUFLEX  
PACK**

Satisfied customers and expertise combined  
with determination, strength and innovation:  
foundation for future development

MORE  
INFORMATION



The Aluflexpack Group is serving flexible packaging markets across the world with an attractive portfolio of innovative and high quality flexible packaging solutions. Our products are mostly aluminium based, but we are also manufacturing an attractive range of complex and innovative plastic based products.

Aluflexpack is well known in the European Coffee & Tea, Confectionery, Dairy and Other Food, as well as Pet Food, Other Non Food and Pharmaceutical industries. With constant improvements in production and business processes, quality, technology, services and constant education of our employees we are recognized as a preferable partner among our existing, as well as new customers.

Aluflexpack Group is the preferred development partner and main supplier to many of the leading global brands as well as smaller and family owned businesses. Several leading Blue Chip Customers maintain long-standing relationships and rely on our quality and innovation power. Others started business with us just several years ago and are continuously expanding business ever since.

Due to our clear business focus, commitment to our customers and their industries and long lasting business the Aluflexpack Group developed vast and profound know-how and gathered great amount of valuable experience in the packaging industry.

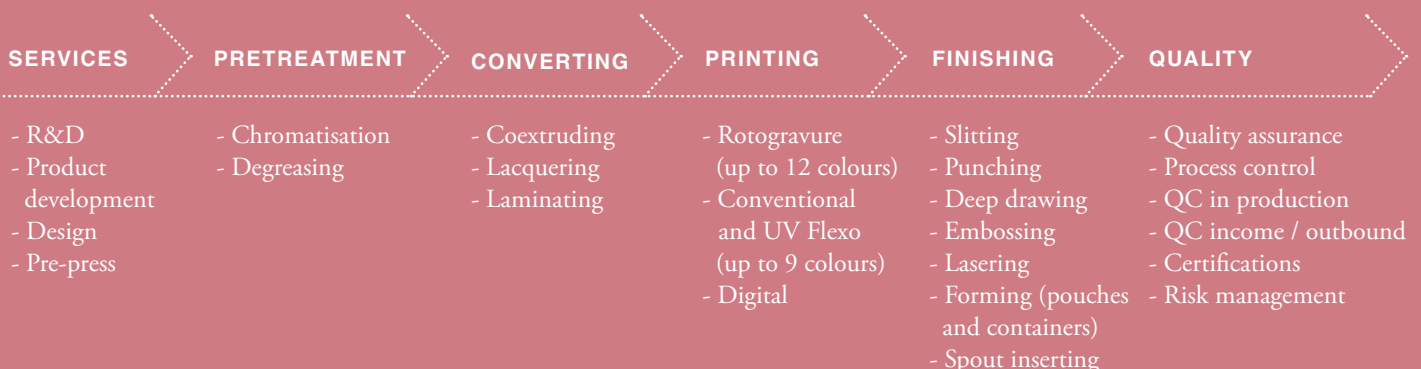
The Aluflexpack Group controls the material processing and final product manufacturing from the very beginning, regardless of the used materials (aluminium or plastic).

We manage a very deep and fully integrated value chain and are constantly investing in the quality of our processes (fully ISO certified, BRCGS, HACCP) and environment protection (e.g. solvent recuperation, heat exchanger, etc.). Today our operations meet all European environmental, ethical and social responsibility standards – our customers can rely on us in every possible way.

## BUSINESS SEGMENTS



## VALUE CHAIN





# Our Sites

## **ALUFLEXPACK AG - HEADQUARTER**

**Reinach (AG)** Switzerland

**Vienna** Austria

– Administrative office



**La Ferté-Bernard** France

– Production plant  
– Flexible packaging  
– Coffee and Tea, Pharmaceutical and Other Non food (Cosmetics and Personal care)



**Umag** Croatia

– Production plant  
– Flexible packaging, rotogravure printing and laminating, wax coating and laminating, pouches, forming  
– Coffee & Tea, Confectionery, Other food and Pet food



**Zadar** Croatia

– Production plant  
– Aluminium converting using UV-flexo and conventional flexo print, lid punching  
– Dairy and Pharmaceuticals industry



**Einsiedeln** Switzerland

– Production plant  
– Alu container forming, punching of lids  
– Coffee & Tea, Pet food, Other food



**Tarnowo Podgórze** Poland

– Production plant  
– Conventional printing, UV-flexo printing and punching of lids  
– Dairy and Other food



**Poznań** Poland

– Sales Office

**Tychy** Poland

– Logistics hub  
– All products and industries



**Drniš** Croatia

– Production plant  
– Rotogravure printing, lacquering, laminating, extrusion  
– Semifinished and finished products for Coffee and Tea, Dairy, Other food and Pharmaceutical



**Omiš** Croatia

– Production plant  
– Sterilized foils – laminating, lacquering, oiling and alu-container forming  
– Pet Food and Food industry



**Gebze** Türkiye

– Production plant  
– Blister foil and flexible packaging using roto, flexo and digital printing  
– Pharmaceuticals and Food industry



**Çorlu** Türkiye

– Production plant  
– Coextrusion, laminating and lacquering using roto and flexo printing, lid punching and metal caps forming  
– Confectionery, Dairy, Other food and Pharmaceuticals

- Headquarter
- Production Plant and Administrative Office

---

# Management

The Aluflexpack Group employs over 1.400 skilled and highly motivated people. The excellent know-how and commitment of the production employees together with the experienced sales, purchasing, customer service, graphics, R&D, quality control and technical support teams are directly supporting our customers in their day to day business. They all together with the strong infrastructure secure the long term satisfaction of Aluflexpack Group's customers.

---

## BOARD ALUFLEXPACK GROUP:



JOHANNES STEURER, CEO:

*"Our ambition is to empower brands to maximise their success by using sustainable and circular packaging solutions tailored to their needs to better serve their customers. As an integrated solution provider, we aim at serving the most demanding customers and grow in the most demanding end markets and applications in a profitable and sustainable way. A trustful relationship with all of our stakeholders and a great employee experience serve as a strong foundation of our success."*



LUKAS KOTHBAUER, CFO:

*"An optimal resource allocation is the basis of a healthy and sustainable development of Aluflexpack in the long-term. Our strong balance sheet and solid business model allow us to make measured investments into our deeply integrated platform and the quality of our products. Structured processes as well as a clear understanding of where we create value, enable us to make the best decision for our Group and create the best offer for our partners."*



MARTIN OHNEBERG, PRESIDENT OF THE BOARD OF DIRECTORS:

*"Crucial to the success of Aluflexpack was the management together with the employees of the company, the clear corporate strategy and a highly selective M&A approach. The focus on the efficient production of foils in various forms and the access to highly attractive end markets rounded off the success. In the future it will be important to promote sustainable organic and inorganic growth through consistency, focus, product development and market entries in new countries."*





---

# Competences

---

## CUSTOMER FOCUS

Markets are becoming more and more demanding for our customers as well, i.e. shorter and shorter delivery times, smaller batch sizes are required and quality requirements are also constantly increasing.

Effective and flexible customer solutions, both technical as well as logistical, are the focus of our daily work.

Customer's benefit is generated through the highest product quality, timely deliveries, competent support and the committed service of our employees at a fair price.

## DIVERSITY & FLEXIBILITY

Our many years of reliable work along with the strong and uncompromising customer orientation have made the Aluflexpack Group a preferred partner of numerous well-known companies.

Our strengths emerge also from the large bandwidth of satisfied customers: from small family-run businesses to international corporations.

---

## OUR CLIENTS ARE LEADING GLOBAL BRANDS SUCH AS (EXCERPT):



---

## NEW PRODUCT DEVELOPMENT

The Aluflexpack Group has recently significantly improved numerous important production processes and machines and acquired in-depth know-how in manufacturing of highest quality products.

The state of the art technological background combined with openness for innovation makes it possible for us to overcome market barriers and support our customers consistently from the initial idea up to serial production. The Aluflexpack Group is a recognised and often the most important development partner for packaging of numerous European market leaders.

## MANUFACTURING

All our production sites are equipped with the state of the art equipment and measuring instruments. Every production site of the Aluflexpack Group has its own laboratory that allows for end-to-end and around the clock quality control. Constant, extensive and well thought out investments in the equipment as well as quality assurance and control ensure optimised processes, highest level of quality and efficient and stable production.

---

# Industrial Growth

Thanks to our more than 40 years of experience as a provider of high-quality flexible packaging with a broad customer base and a strong industrial owner, who urges and supports our continuous improvement, we are very well equipped for further growth and expansion.

---

## SOLID GROWTH

Aluflexpack is among the top three players in its relevant end markets in Europe in the production of flexible aluminium packaging. This strong competitive position will be expanded even further.

Continuous improvement of the results through internal cost-reduction measures and targeted investments as well as current market developments and consolidations are opening up new development opportunities. Besides the expected organic growth, strategic acquisitions are also investigated in order to be able to better serve our existing and new customers and ensure stable and healthy growth.

## STRONG FOUNDATION

- due to great customer proximity and many years of experience, there is a clear plan for targeted expansion of our strategic markets and product groups
- relatively independent of macro-economic situation
- uncompromising customer orientation: highest service and problem-solving competence and reliability
- outstanding customer reference list
- effective and flexible production with excellent cost-effectiveness
- innovation and development partnerships

---

*"Our joint efforts create group synergies that drive our individual strengths forward. Not only are we strong, innovative and flexible enough to be competitive globally but we also do this by focusing on the minimisation of any negative impact on the environment."*

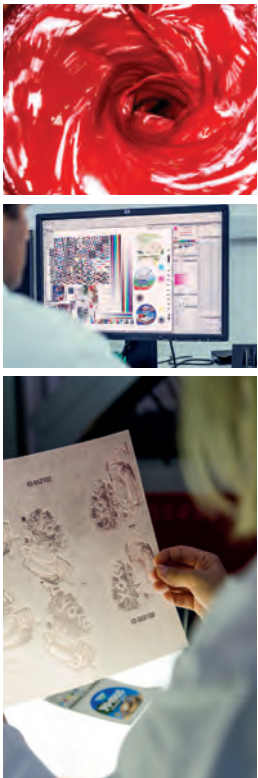
JOHANNES STEURER, CEO

# Value Chain

The Aluflexpack Group has over 40 years of experience in converting native aluminium and plastic foils into high-quality final products. We laminate, lacquer, extrude, print, slit, emboss, laser, deep-draw, punch and form aluminium and plastics into sophisticated flexible packaging.

Our deep and fully integrated value chain with its end-to-end process and material control ensures superior service levels, the highest quality standards, profound development competence and continuous innovations.

## SERVICES



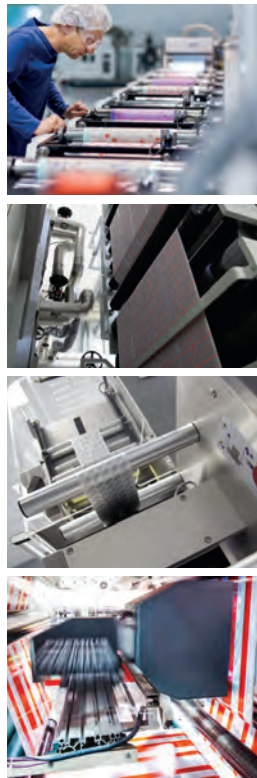
From an **idea** to the final product: we provide not only materials research, comprehensive product development, design services and pre-press work but also efficient and appropriate business models to assure agility and the best support for day-to-day operations.

## CONVERTING



We **lacquer, print, extrude** and **laminate** functional layers on base materials.

## PRINTING



Our **state-of-the-art** printing machines allow excellent print in roto, flexo and digital print on aluminium, plastics and paper substrates. In addition, we provide numerous design and security options and effects.

## FINISHING



We deliver **final products in different formats**: lids, reels, sheets, containers, bags, pouches, sachets, etc.

## QUALITY



Our laboratories, sophisticated processing, quality control and assurance equipment, and also our procedures ensure the **highest possible quality** and stability, and the reliability of our supplies.



# Products

Cost-effectiveness, good processing possibilities, excellent protection functions make aluminium and state-of-the-art plastic-based laminates into indispensable packaging material with high acceptance among packagers, retail channels and consumers. Aluflexpack's flexible packaging solutions refine the premium products of our customers, and together with our service, make a decisive contribution to their market success.



FILMS & FOILS

- refined Aluminium foil
- monomaterials
- multilayered foils: plastic films, Al foil, paper in different combinations
- multiple lacquering possibilities
- embossed or plain
- printed or neutro
- with or without security features

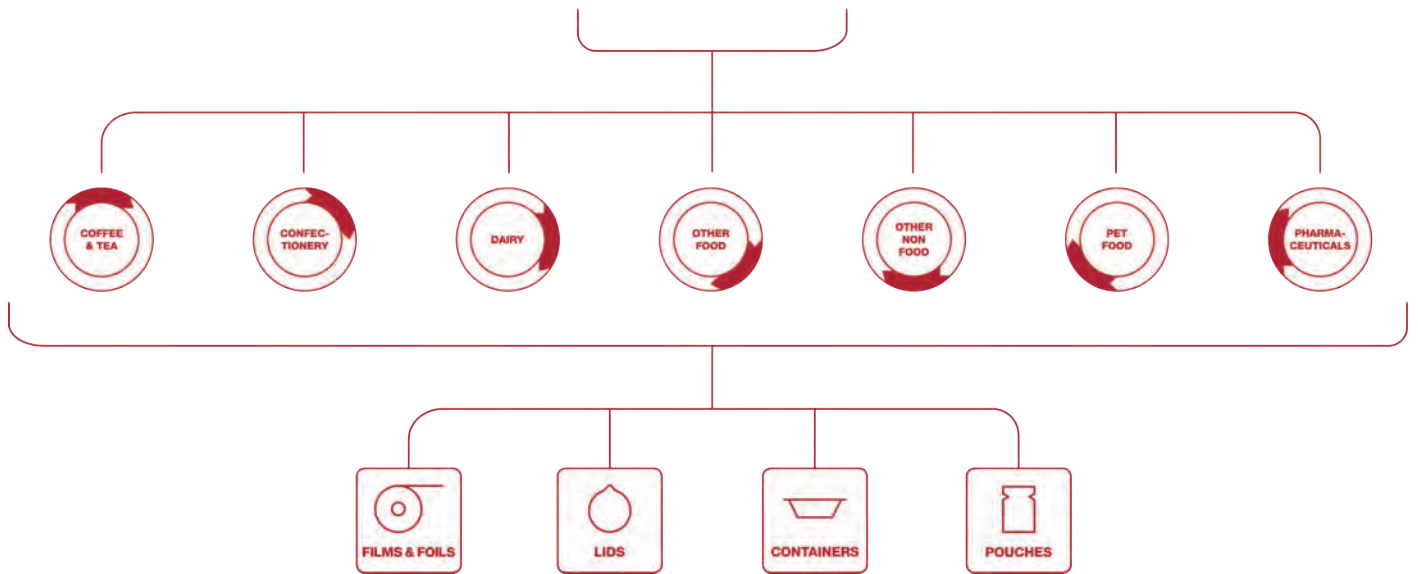


POUCHES

- pasteurization
- retortable
- printed or neutro
- different shapes and customization possibilities
- various bottom types
- wide range of closure possibilities
- monomaterial options



# ALU FLEX PACK



- Al and plastic
- lacquered
- coextruded
- printed or neutro
- different embossing possibilities, including clever stamp and separation dots in lacquer
- different size, shape and material thickness



- retortable
- lacquered Al or Al/PP combinations
- printed
- different size, shape, thickness
- various applications: from coffee capsules to containers for human food and pet food

# Our Markets

Aluflexpack is focussing on niche segments of the packaging industry defined by markets and products. Together with our customers, the product range is expanded continuously. We offer our customers full packaging solutions.



## COFFEE & TEA

The Aluflexpack Group offers an attractive portfolio of innovative and high-quality packaging solutions and services for the coffee and tea end market. We can deliver aluminium and multilayered foils in reels, lids, cups and closures or pouches.

## CONFECTIONERY

The Aluflexpack Group is one of the leading suppliers of high quality flexible packaging for the European Confectionery industry. We not only offer a wide range of highly sophisticated products to the industry but are also well known as a strong development partner. We supply printed and refined aluminium foils and a broad range of laminates intended for single or multipack packaging as well as pouches.

## DAIRY

Manufacturers of high quality but easily spoiled food, such as milk, yoghurt and other dairy products profit from excellent products and many years of experience of the Aluflexpack Group. We deliver in pouches, reels or die-cut lids, embossed or plain to the biggest and most demanding European dairy manufacturers.

## OTHER FOOD

The Aluflexpack Group offers a broad range and variety of sophisticated products and packaging solutions to suit constantly growing challenges of Food industry. Depending on product and customer demands, we can offer products in reels, lids, containers or pouches.

## OTHER NON FOOD

Together with our customers, the Aluflexpack Group also constantly develops flexible packaging solutions for non-food packaging applications - cosmetics and personal care products, detergents and some technical products. We deliver multilayered foils, lids and finished pouches used to pack various kinds of creams, cosmetic products and great number of products for household.

## PET FOOD

Aluflexpack Group offers packaging solutions for wet and dry pet foods meeting all customer and animal requirements. We deliver containers and lids, finished pouches or reels to our customers. Actually, our expertise in manufacturing packaging for the Pet Food industry helps us keep and develop the high standard for human food products, as the pets extreme smell sense make them demanding customers.

## PHARMACEUTICALS

Aluflexpack Group offers solutions for various types of capsules, pills, liquid and powdered products. We deliver aluminium blister foil, multilayered foils for sachets, stickpacks and pouches as well as finished pouches. Customers in Pharmaceutical industry expect production at the highest level with stringent processes uncompromised in any production phase. We are proud to point out ISO 7 production to meet all newest and relevant standards.



# Responsibility

## ENVIRONMENTAL AWARENESS

We are committed to preserving nature for future generations. We carry a great sense of responsibility for practicing efficient use of resources as well as raising awareness about preserving our planet.

Aluflexpack dedicatedly continues to work on producing the best products with the lowest possible use of resources, product development, responsible procurement, waste management, infrastructural superiority and digitalisation in business operations, thus ensuring resource efficiency, cost optimisation, and carbon footprint reduction.



## CERTIFICATIONS

The outstanding quality and environmental performance of Aluflexpack's product solutions is well reflected in the many standards and certificates members of the Group have been awarded such as ISO9001, ISO14001, FSC-C157356, EcoVadis, SMETA, HACCP and BRCGS v6, among others. These cover items such as monitoring of water quality, waste management, responsible sourcing, product safety, environmental protection and life cycle analysis.



## RISK MANAGEMENT

Risk management is in place and covering not only our business and environmental risks including carbon or water impact but also comprehensive business risks like reputational risk for our customers.

## ACKNOWLEDGED BY CUSTOMERS

We are audited constantly by our customers based on a great variety of criteria like environment, social, employment or purchasing responsibility. We pass all these audits easily, and this is also acknowledged and honoured by our customers.



**RECUPERATOR, UMAG**

The Recuperator recovers reusable solvents from the emissions created in the printing process

# Montana Tech Components

Montana Tech Components AG took over the Aluflexpack Group in 2012. The Aluflexpack Group became the first company of the Industrial Components division.

On 28 June 2019, Aluflexpack was listed on the SIX Swiss Exchange. The successful IPO provides Aluflexpack with necessary funds to continue its growth and success story. Montana Tech Components AG remains committed majority shareholder.



## VARTA AG

VARTA AG is active in the business segments Microbatteries and Power & Energy through its operating subsidiaries. The Group develops and produces micro batteries, lithiumion battery packs and stationary energy storage systems for households and commercial applications.



## ALUFLEXPACK

Utilizing the industrial expertise of the Montana Group, Aluflexpack develops and pools the resources of industrial companies with potential. It provides strategic support and investments in innovative products, sales and R&D to promote these companies' growth and support their market positions.



## MONTANA AEROSPACE

Montana Aerospace is a world market leader for aluminum profiles and pre-finished aluminum components and providing engineering competence and MRO services across materials with a huge growth potential due to expanding capacities and vertical integration.

Montana Tech Components GmbH  
Mariahilfer Strasse 1/Getreidemarkt 17  
A-1060 Vienna, Austria  
Tel: +43 1 961 0692 / Fax: +43 1 961 0832  
office@montanatechcomponents.com  
www.montanatechcomponents.com

Montana Tech Components AG  
Alte Aarauerstrasse 11  
CH-5734 Reinach, Switzerland  
Tel: +41 62 765 2500 / Fax: + 41 62 765 2510  
office@montanatechcomponents.com  
www.montanatechcomponents.com



**ALU  
FLEX  
PACK**



HEADQUARTERS

**ALUFLEXPACK AG, SWITZERLAND**

A: Alte Aarauerstrasse 11  
5734 Reinach (AG), CH - Switzerland  
E: [info.ch@aluflexpack.com](mailto:info.ch@aluflexpack.com)

GENERAL INFO

P: +385 52 703 348  
E: [info.hr@aluflexpack.com](mailto:info.hr@aluflexpack.com)



[www.aluflexpack.com](http://www.aluflexpack.com)