

NEXT

LEVEL

 **DEUFOL**

PACKAGING. NEXT LEVEL.

AS A GLOBAL PROVIDER OF PREMIUM SERVICES WITH YEARS OF EXPERIENCE IN EVERY INDUSTRY, DEUFOL CAN DEVELOP A MADE-TO-MEASURE SOLUTION FOR YOU – FROM BUDGET-CONSCIOUS TO ABSOLUTELY INGENIOUS – SO YOU GET EXACTLY WHAT YOU AND YOUR PRODUCT NEED.

LEVEL

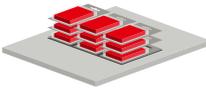
Deufol – A Partner You Can Depend On

Our hallmarks are customer focus, flexibility, and a constant endeavor to successfully create and refine solutions, which are driven by our commitment to serving the interests of our employees, customers, shareholders, and business partners over the long term, and our strong awareness of our social responsibility. All of this is built on a solid foundation of shared values, attitudes, and approaches. We appreciate the diversity of our employees and work to ensure that every single Deufol Group team member is a proficient partner for our customers within their particular domain. We are committed to our customers all over the world and support them by providing the services and solutions they need to implement their strategies. As a dependable partner, we have formed stable networks throughout a variety of regions via our strong business operations, which also provide us with yet another vehicle for expressing the seriousness of our commitment to our social responsibility.

PACKAGING SOLUTIONS FOR EVERY REQUIREMENT

006 – 011

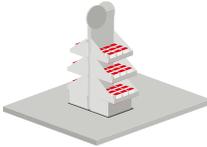
Automated Packaging



- Sourcing
- Thermoforming
- Cartoning
- Highly Automated Packaging
- Semi Automated Packaging
- Shrink Packaging
- Heat Shrink
- Skin Packaging
- Blister Packaging
- Clamshell Packaging
- Cardboard Packaging

012 – 017

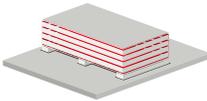
Promotional & Display Packaging



- Sourcing
- Display (Assembly, Stocking)
- Sets (Assembly, Stocking)
- Product Assortment Boxes (Assembly, Stocking)
- Promo Packs (Assembly, Stocking)
- Co-Packing/Customization
- Labeling
- Repackaging
- Pack Design/Consulting
- Pack-On-Demand/Produce-To-Order

018 – 027

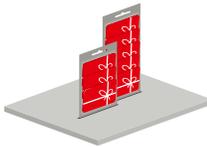
Export & Industrial Packaging



- Crate Construction
- Crate Manufacturing
- Measurement
- Preservation
- Heavy-Duty Packaging
- Facilities Moves
- Sea Freight Packaging
- Air Freight Packaging
- Hazardous Materials Packaging
- IT Solution “BoxCAD”
- IT Solution “VV”

028 – 033

Data Packaging



- Sourcing
- Card Personalization
- Labeling
- Affixing
- Multipacks
- Specialty Packs
- Bonus/Loyalty Cards
- Pack-Out/Display
- Promotional Packs
- Sustainable Paper Cards
- Data Management
- Pack Design/Consulting

034 – 041

Supplementary Services



- Warehouse Services
- Warehouse Planning and Management
- Replacement Parts Warehouse
- Small Volumes/Samples
- Kitting/Order Picking
- Organization of Transportation
- Customs/Documentation Management
- Management by National/International Distribution Centers
- Contract Logistics

LEVEL

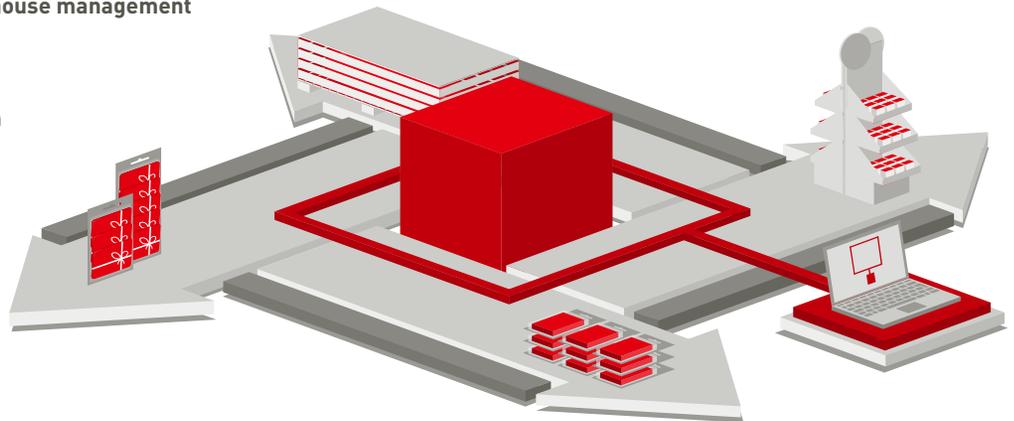
**Your Product is Your Most Important Asset.
Its Success Also Depends on the Packaging.**

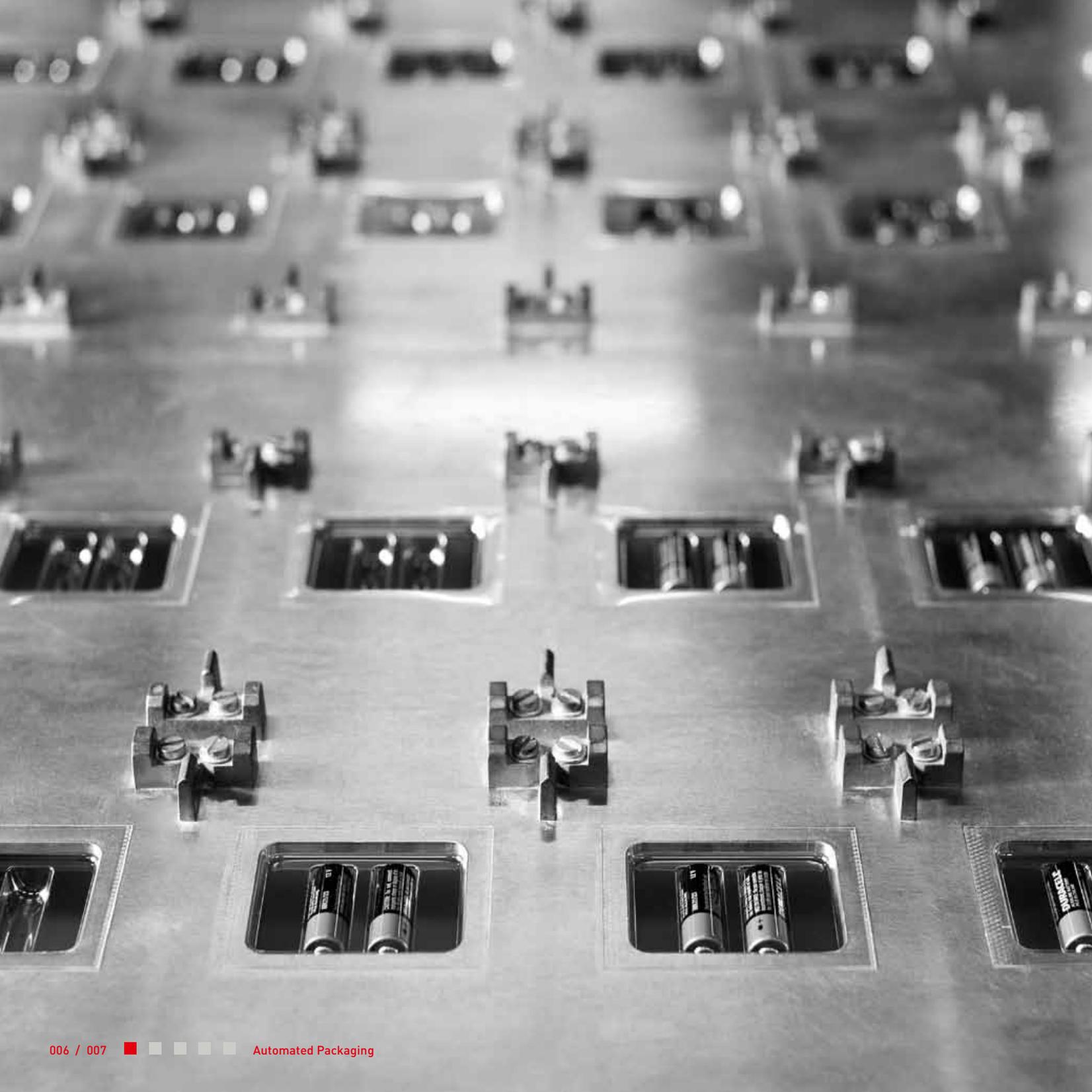
Deufol offers a unique range of services that encompasses all aspects of the packaging process, including pre- and post-packaging. What this means for you: We will design and manufacture **intelligent, innovative packaging solutions that are tailored specifically to your requirements** – at any location around the world.

We will package anything for you – from the tiniest hearing aids to entire industrial facilities – in any style, from elegant to seaworthy. We can even implement **warehouse management systems** and **pack-on-demand solutions**.

All of our services are also available on an **In-House Outsourcing™** basis.

The concept is similar to traditional outsourcing but with one key difference: We operate directly from your own locations, incorporating our work into your existing infrastructure wherever possible. The benefits of our trademark solution are clear to see: more efficient communication and fewer interfaces. As a result, **you maximize your cost savings while maintaining the same high quality.**



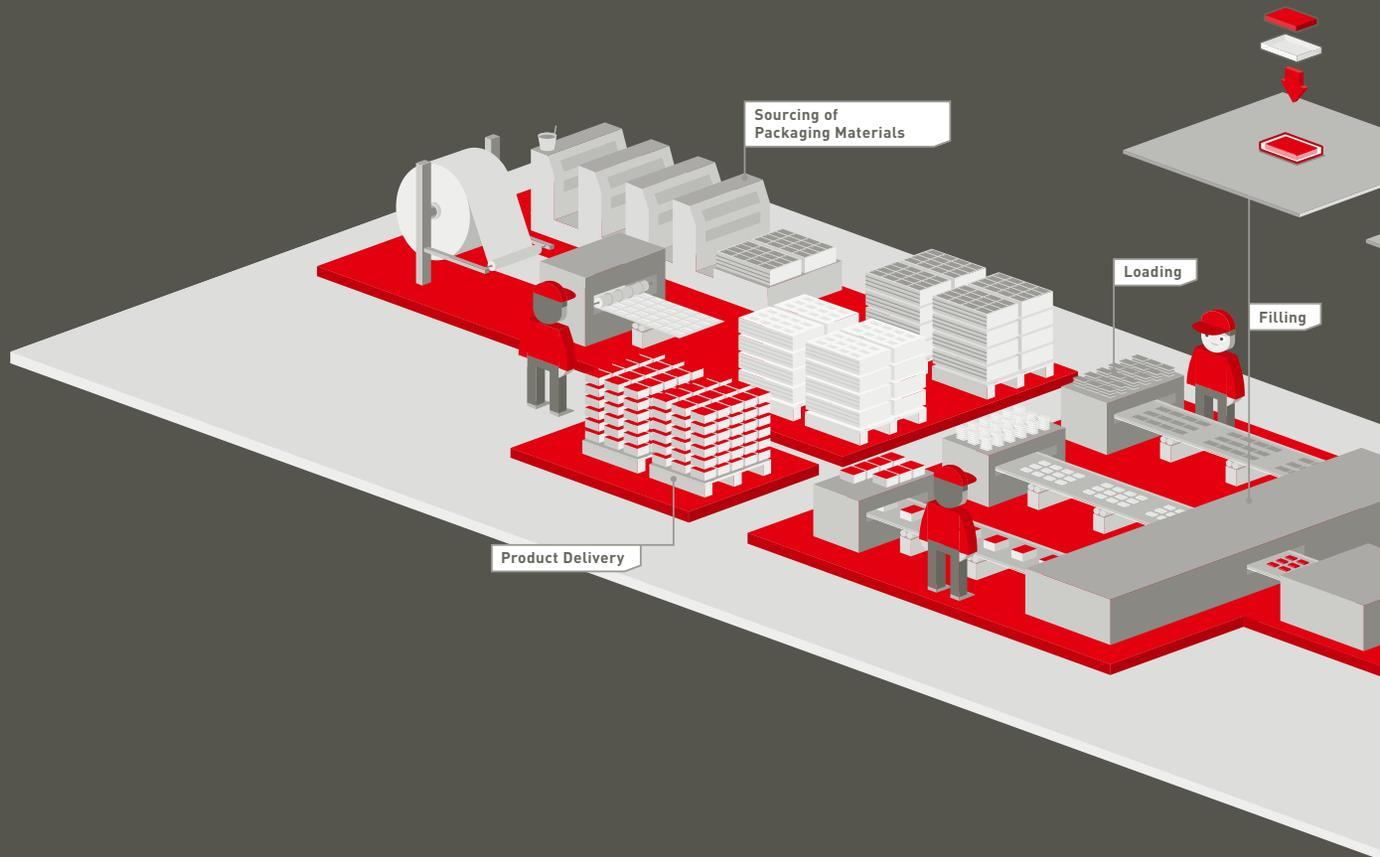


STEP

The ability to package large volumes quickly and (cost-)efficiently is the very essence of productivity and defines the success of the packaging of bulk commodities and consumer goods. Deufol has distilled this into a strategy that guarantees our customers a decisive advantage over their competition in a way no other international packaging specialist can. At Deufol, Automated Packaging is an integrated process where the production of the packaging materials, the automated act of packaging itself, and the preparation for secondary packaging go hand in hand.

Our exceptional expertise in the adept utilization of high-tech machinery sets us apart from the others, allowing us to set in motion optimum packaging and process engineering for each product based on the customer's requirements and the demands of the product.

AUTOMATED PACKAGING



1. Sourcing and Supply

The packaging material components and the product to be packaged are supplied and prepared for the packaging process.

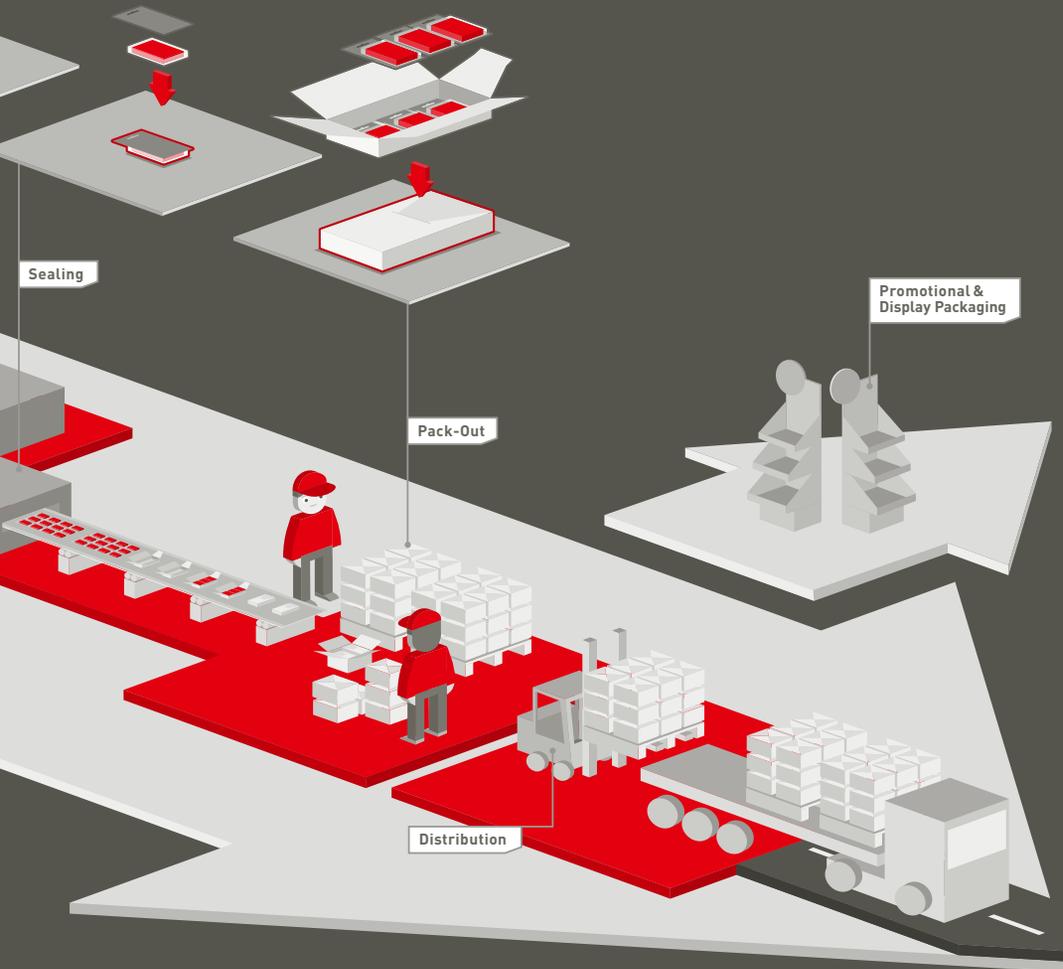
2. Loading, Filling, and Sealing

The materials and the product are loaded into the machinery, and the various components that go into the final product are combined as part of the automated process.

3. Pack-Out and Distribution

The finished product is packaged in the requested units and placed together into shipping cartons. Next, these are loaded onto pallets and dispatched to the delivery location. Prior to this step, however, the final product can also be arranged in promotional sets or displays and then delivered.

STEP





Leading consumer goods manufacturers have been placing their faith in our knowledge and know-how for years. From planning to pack-out – our expertise is their advantage.



STEP

Always One Significant Step Ahead with Deufol

When a product is on the market, the first thing the consumer notices is the packaging. **The purpose of the packaging is to protect – but also to draw attention.** Moreover, when the packaging is planned cleverly, it also optimizes all of the steps of the process to come, in particular commercialization.

Our specially trained employees ensure that the automated **packaging process runs smoothly on our high-speed systems.** This process is enhanced with semi-automated steps that include manual intervention where practical and necessary. Because Deufol takes a **single-source approach**, our range of services includes not only **primary packaging**, the process through which bulk commodities are prepared for the market and rendered usable by consumers, but also encompasses the preparation for subsequent **secondary packaging** as well as **materials sourcing.**

We can manufacture blister packs by means of thermoforming – either before or during the automated packaging process – and also provide carton printing and cutting services. Alternatively, we can also take care of arrangements with the suppliers that (pre-)produce and provide the packaging materials. Even when

using outside suppliers, we handle the packaging of the product in the materials provided entirely in advance using **proven packaging types and methods**, including simple carton packaging, blister packs or clamshells, thermoforming, shrink packaging, and skin packaging.

Deufol's relationship with you is that of a solution provider, both prior to and after Automated Packaging. For example, we perform a myriad of functions related to warehousing and distribution, and ensure that the consumer goods so efficiently packaged earlier in the process contribute substantially to an appealing point-of-sale presentation – in exceptionally eye-catching displays and promotions.



IDEA

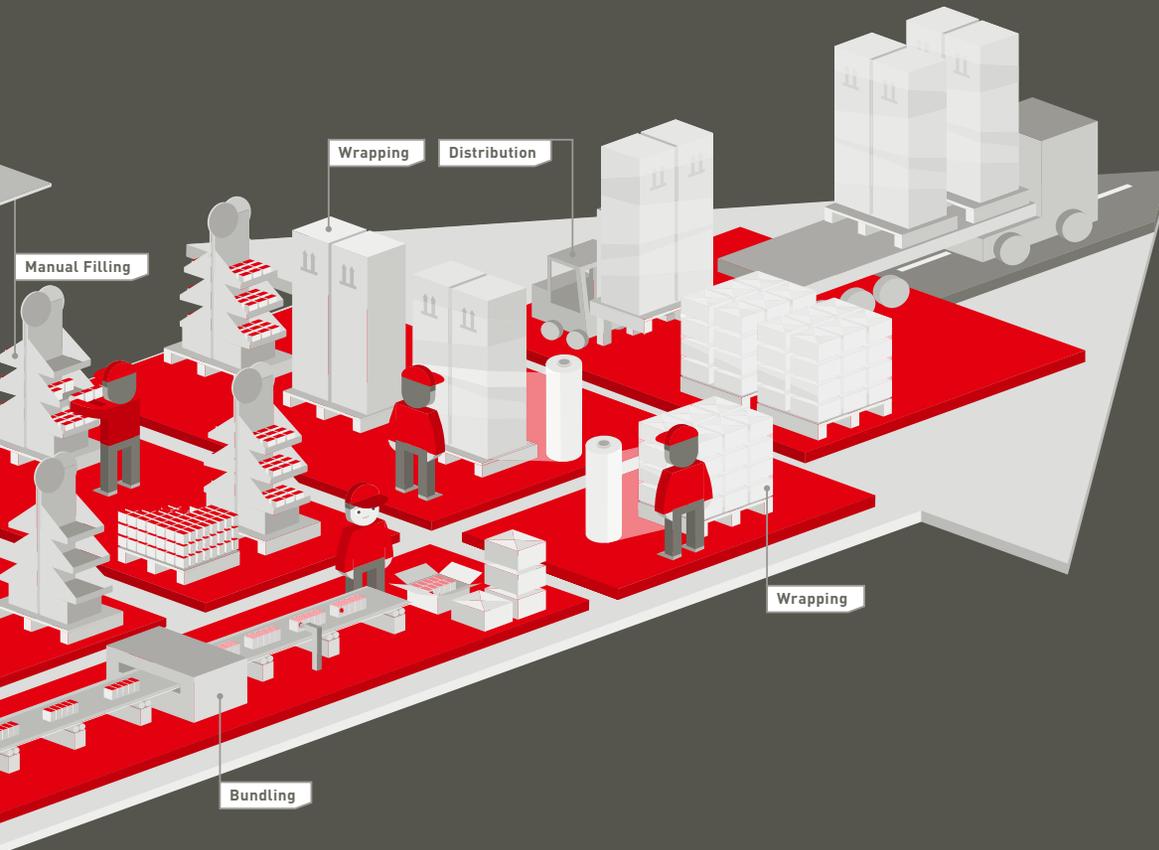
When you need a compelling presentation of your products at the point of sale, you can depend on the services of Deufol. As a full-service provider, we develop custom-tailored, flexible solutions for your promotions, which we will package for you “on demand”. This means the packaging is produced precisely when it is actually needed, allowing you to respond faster to changes in demand and to profit from maximum flexibility.

Deufol provides services across the entire process chain for Promotional & Display Packaging – including design, procurement, and distribution. This enables us to convert fixed customer costs for the purchase of packaging materials into variable costs, and bolster the trend toward increased economical and ecological sustainability by reducing the materials required.

PROMOTIONAL & DISPLAY PACKAGING



IDEA



1. Pre-Packaging Process

We provide consulting and support to our customers for the design of displays and product holders. The materials required to manufacture the displays are pre-produced and are delivered to us at the same time as the products.

2. Assembly, Attaching, and Filling

The displays are set up and assembled manually. The trays, pallets, etc. are then attached, and displays are stocked with the products, likewise by hand.

3. Wrapping and/or Bundling and Distribution

After being stocked, the displays are then prepared for transport using appropriate packaging. In the case of promotional packaging, product and promo materials or sets that are delivered with labels are then arranged.



Manual processes are used extensively for Promotional & Display Packaging in order to do justice to the variety of designs and wide range of requirements.

IDEA

Great Ideas for Stellar Performances

These days, if you want your product to make an impression at the point of sale, you need to find the right balance between creative marketing and the rigorous demands of retail. Deufol has **years of wide-ranging expertise in Promotional & Display Packaging**, particularly with fast-moving consumer goods (FMCG). This experience is what enables us to optimally exploit the available range of options and alternatives so as to generate the maximum level of attention possible for your product.

Even before the process begins, we provide consulting and support to our customers for the development and design of displays and product holders. Our full-service approach also includes materials sourcing as well as coordination with all of the suppliers involved in order to arrange **just-in-time delivery**. Once the products arrive, our skilled staff begins the packaging process.

Most notably, we employ a broad array of manual processes in order to do justice to the variety of designs and wide range

of product and brand requirements: **assembly and stocking of sets, displays, and product assortment boxes; final assembly and packing service; repackaging; labeling; price tag attachment, marking**. These services ensure that your displays and promotional materials arrive safely and efficiently in stores and catch your customers' attention.

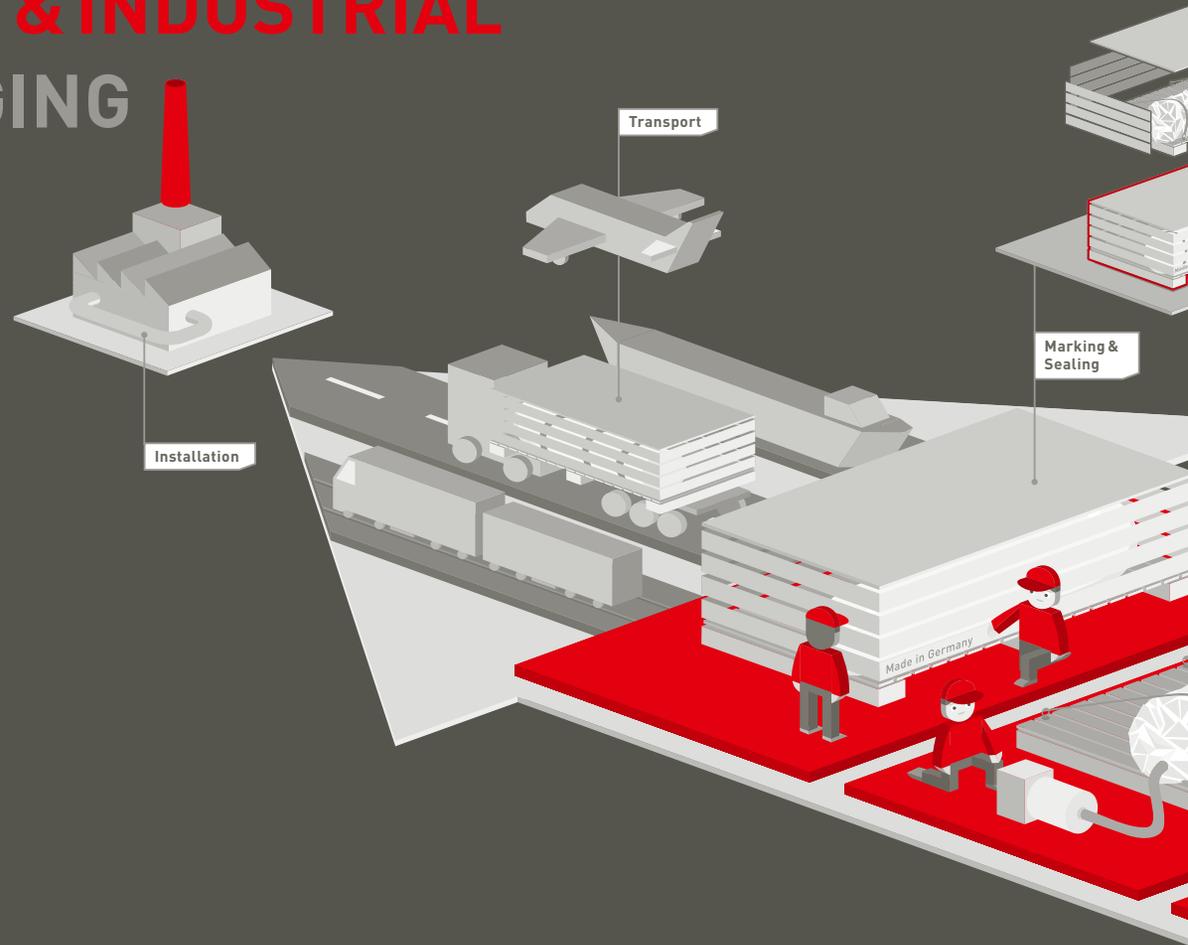


GOAL

Packaging industrial goods and even entire facilities so that they arrive at the designated delivery location safely and on time is an enormous feat. Not only does everything have to arrive complete and intact from the tiniest screw to the turbines, the goods also need to be packaged in such a way that allows them to be unpacked, installed, and placed into service on site without any delays – this is the crucial factor for the success of Export & Industrial Packaging.

With Deufol at your side, you have a partner that provides more than “just packaging”: Our comprehensive process takes into account the materials, production, and climate conditions, and our proprietary BoxCAD and VV software solutions provide an appreciable level of efficiency and intelligence.

EXPORT & INDUSTRIAL PACKAGING



1. Measurement and Planning

The industrial goods receive their very own custom-manufactured packaging. We provide consulting regarding the selection of the packaging materials, taking into consideration the customer's specifications and the requirements at the delivery location.

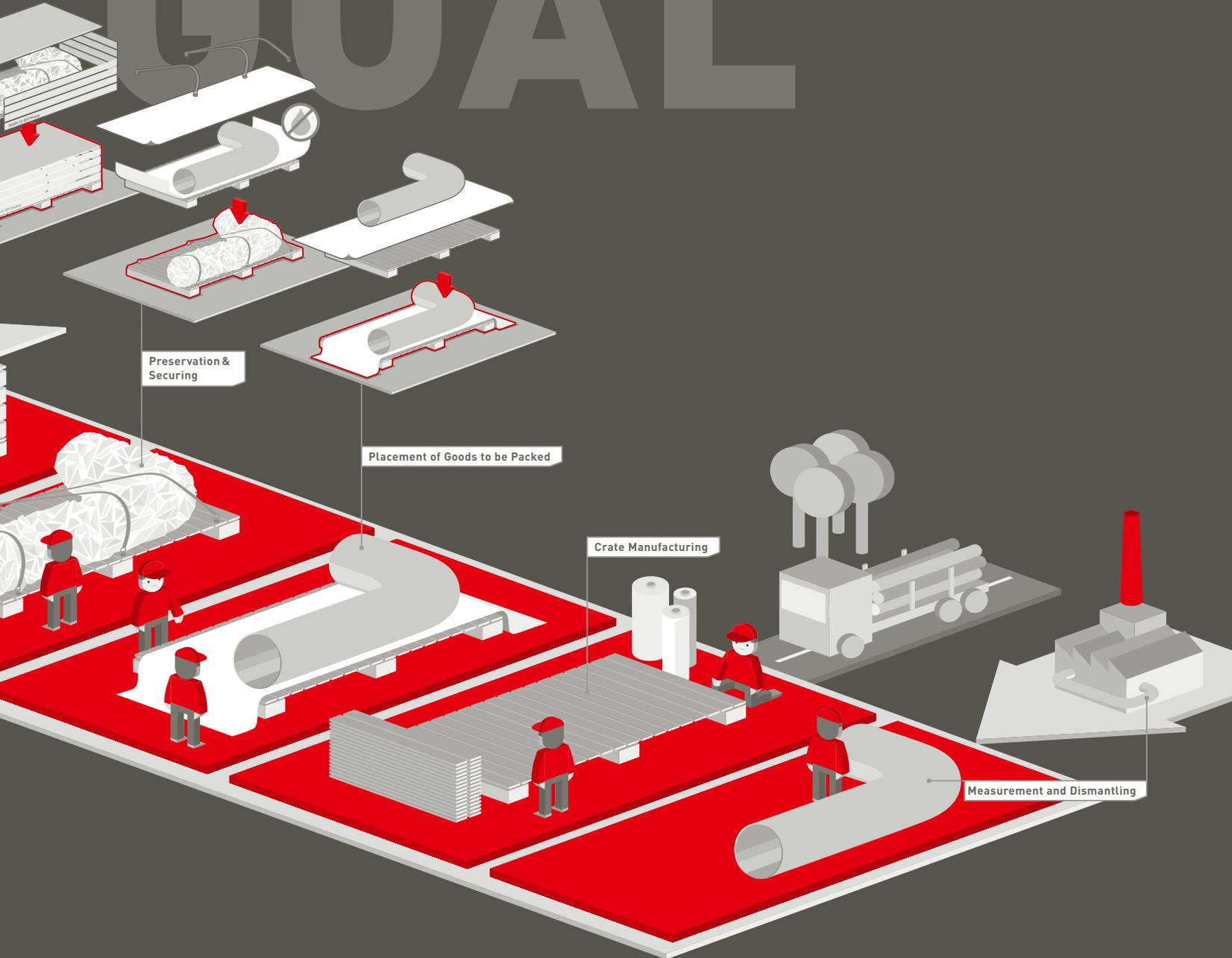
2. Manufacture and Packaging

Our in-house crate manufacturing makes it possible to design highly customized packaging for any industrial good. One key factor is the consideration of various climate conditions during transport.

3. Types of Packaging for Transport

In order to ensure that your industrial goods are transported as securely, swiftly, and economically as possible, we provide just the right packaging for every means of transport – whether by air, water, rail, or road.

GOAL





Deufol provides integrated solutions revolving around our core competency – packaging – from manufacture all the way to installation at the delivery location.

GOAL

Eyes Fixed Firmly on the Goal

Export & Industrial Packaging involves custom manufacturing; the conditions are so demanding and the goods to be transported so valuable, this type of packaging can only be carried out by seasoned experts. **Deufol provides you with consulting services regarding the selection of the right packaging**, since a number of parameters such as time, means of transport, budget, and climate conditions must be taken into account.

At Deufol, every packaging order is optimally tailored to the particular industrial good and purpose – this is how truly unique products are born. Deufol recommends the material that should be used only after extensive consultations with the customer and a needs analysis have been conducted.

In addition to the typical **packaging materials made of wood, manufactured timber products, and steel, polyethylene, VCI and aluminum sheeting can also be used, as can desiccants, humidity, impact, and tipping indicators, and various padding materials.**

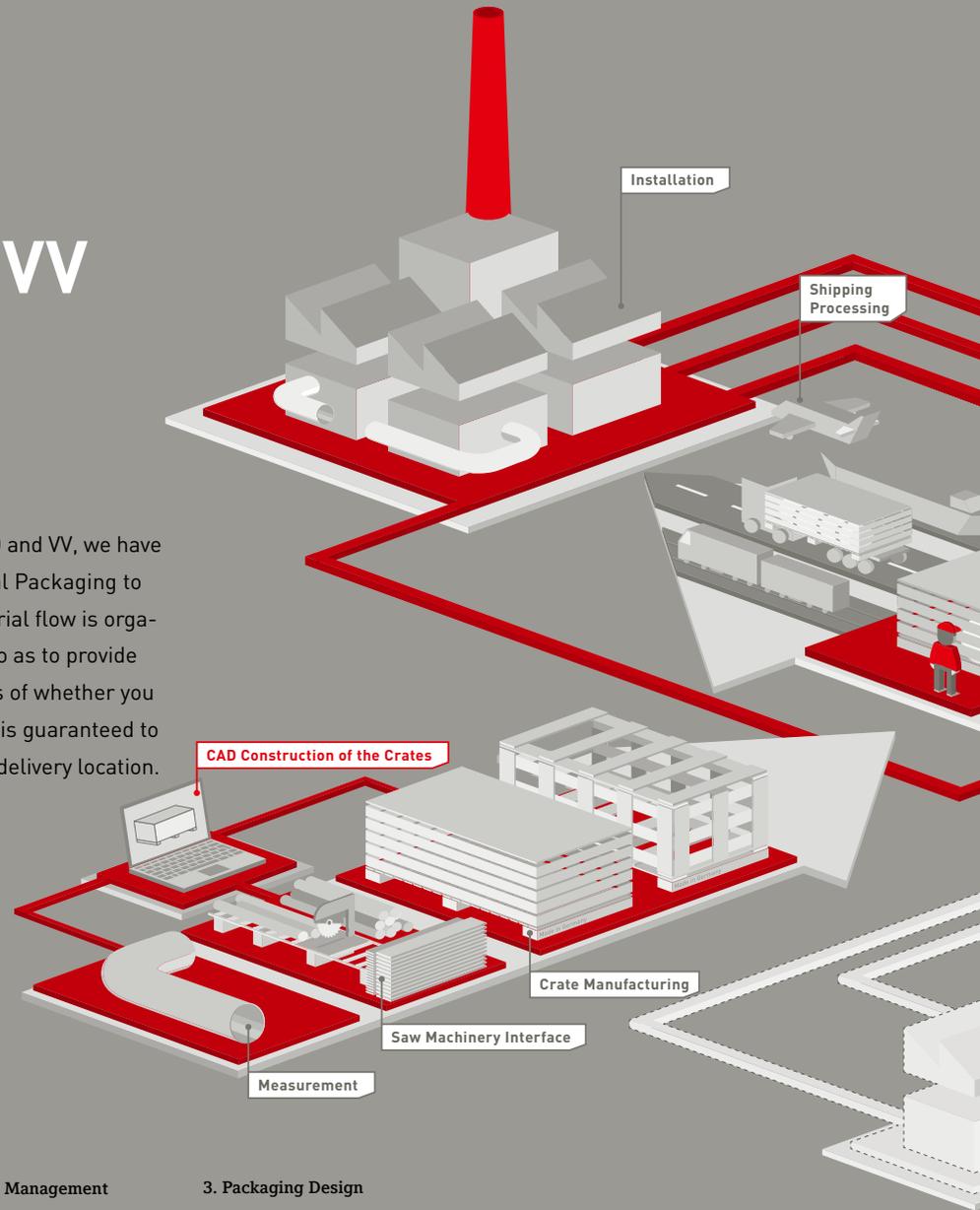
Thanks to our in-house crate manufacturing, Deufol is a flexible partner when it comes to packaging your industrial goods:

We construct standard crates of solid wood materials, plywood, or OSB in batch or unit production as well as slat crates, skids, and special packaging. Industrial goods are unique – we provide packaging solutions that are likewise uniquely tailored to the product requirements, the customer's needs, or the specifications for the selected means of transport. We take into consideration national and international packaging guidelines and of course the customer's specific packaging instructions as well.

Our portfolio of services runs the gamut from heavy-duty packaging of oversized industrial goods, shipment of industrial facilities by cargo ship, and packaging for long-term preservation, to sea freight and weight-optimized air freight packaging, stowage of shipping containers, and special packaging, for instance for hazardous materials that are handled by specially trained personnel following specific procedures due to the special risks involved. You can always expect more than "just packaging" from us – as a solution provider, we can incorporate the packaging of your export and industrial goods into a comprehensive process, for example through the application of our IT solutions or the addition of our supplementary services.

IT SOLUTION: BOXCAD AND VV

With our proprietary software solutions BoxCAD and VV, we have expanded the core service of Export & Industrial Packaging to include a unique combination of services. Material flow is organized, monitored, documented, and managed so as to provide process reliability, which means that regardless of whether you have one part or a million – each of your goods is guaranteed to arrive intact and on schedule at the designated delivery location.



1. Planning

Our IT solutions support the entire Export & Industrial Packaging process from as early as the planning phase – saving a noticeable amount of work during highly complex projects.

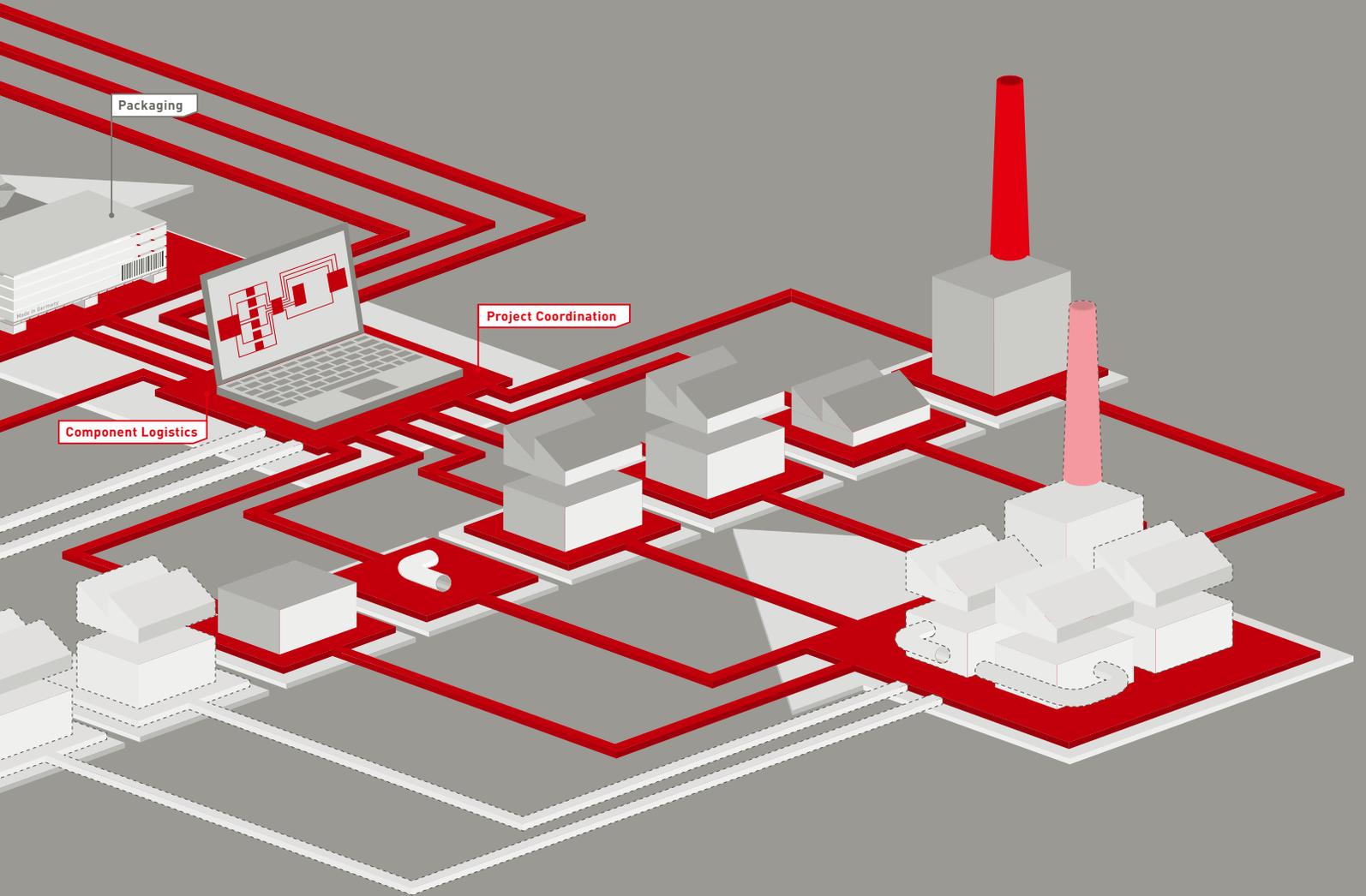
2. Material Flow Management

By planning, managing, and supervising material flow, we guarantee that every part sent arrives at the right time at the right place, allowing for hassle-free installation at the delivery location.

3. Packaging Design

The BoxCAD software solution can be integrated seamlessly into process management. It assists with the construction of custom-tailored freight packaging, which we then use as a basis for crate manufacturing.

GOAL





IT Solution: BoxCAD

Our BoxCAD software solution makes it possible to **quickly, reliably, and efficiently construct crates** based on just a few parameters. For instance, the interior dimensions, weight, and country of destination are all that are needed to create custom-tailored freight packaging for your goods. The program takes into account both aspects of climate as well as structural engineering, but for all its simplification still allows the customer's own specific requirements to be incorporated wherever desired. **By interfacing with our VV tracking software**, with invoicing systems, and with the saw machinery, our server-assisted BoxCAD software integrates intelligently with the entire Export & Industrial Packaging process.

BoxCAD **automatically prepares a parts list including costs** and material specifications, which is distributed electronically to the various manufacturing sites and workstations. Uniform, standardized documents ensure that production is also optimally coordinated at the international level. **A documentation function** provides for transparency in the process at all times, and the printing of labels with barcodes ensures integration with VV.

GOAL



IT Solution: VV

The packaging and shipping of individual industrial goods and even entire industrial facilities and their installation on site in one optimally coordinated process places considerable demands on process and parts management. With our VV software (short for the German words “Verpackung & Versand”, or packaging & shipping), Deufol has developed a solution that works on the basis of a client-server structure to compile all of the information along the supply chain and make this available to all of those involved in the process – which **considerably simplifies how complex projects are handled**. Even with the most extensive of projects, VV enables you to ensure that the right parts are safely packed in the right crates at the right time – allowing installation of the industrial goods at the delivery location and thus the start of production to proceed **on schedule**.

With VV, you control all of the processes required for the packaging of industrial goods. **The software assists you with project coordination** by keeping track of all of the information you need – from project and order data, suppliers, separate parts, crates, containers, and freight, to deadlines and documents. It manages component logistics and provides warning when it appears that separate parts may not be available in time.

In the packaging process, VV controls the assignment of parts to crates by means of unmistakable **barcode labels** that can be read by handheld scanners. And finally, if desired, VV also manages the shipping process, so that the right crate is always sent at the right time. Our VV software solution ensures that you can manage your project in a way that allows you to adhere to your logistics schedule and budget, **saving you time and money**.

One distinct advantage of VV is that thanks to its constant accessibility, all of the participants have access to the same information at all times. Another is that the software is equipped with **interfaces that make it possible to connect to practically any system used by customers, vendors, and suppliers**.

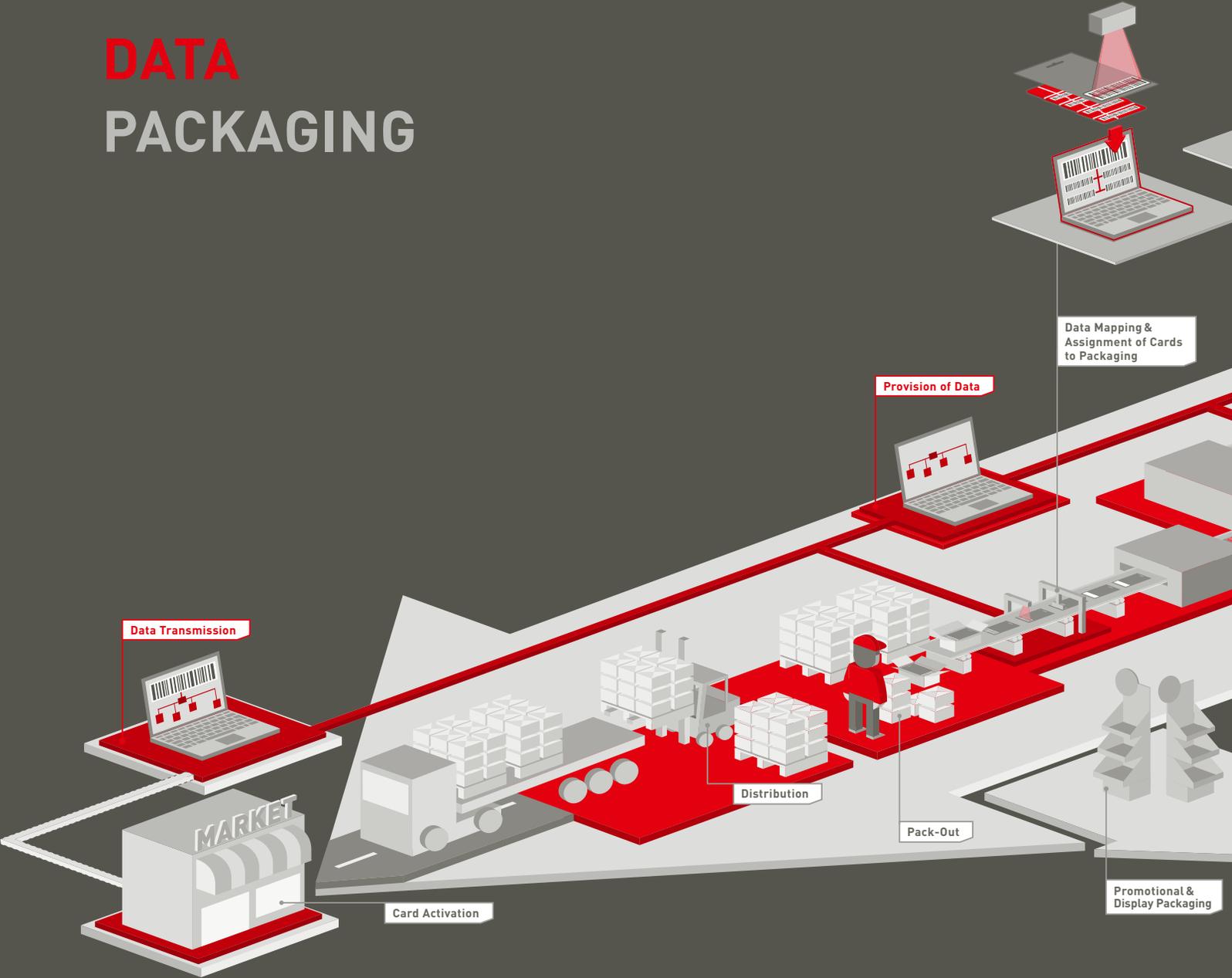
The transparency in the material and information flow created by this real-time access to information does one other very important thing: It increases cost-efficiency. All processes are monitored and logged, improving reliability, and in addition to seamless records of all processes and their suitability as **evidence in the event of insurance claims**, the functionality of VV is continually being enhanced, for example with an added internet-based platform for calling for freight tenders from registered shipping companies.

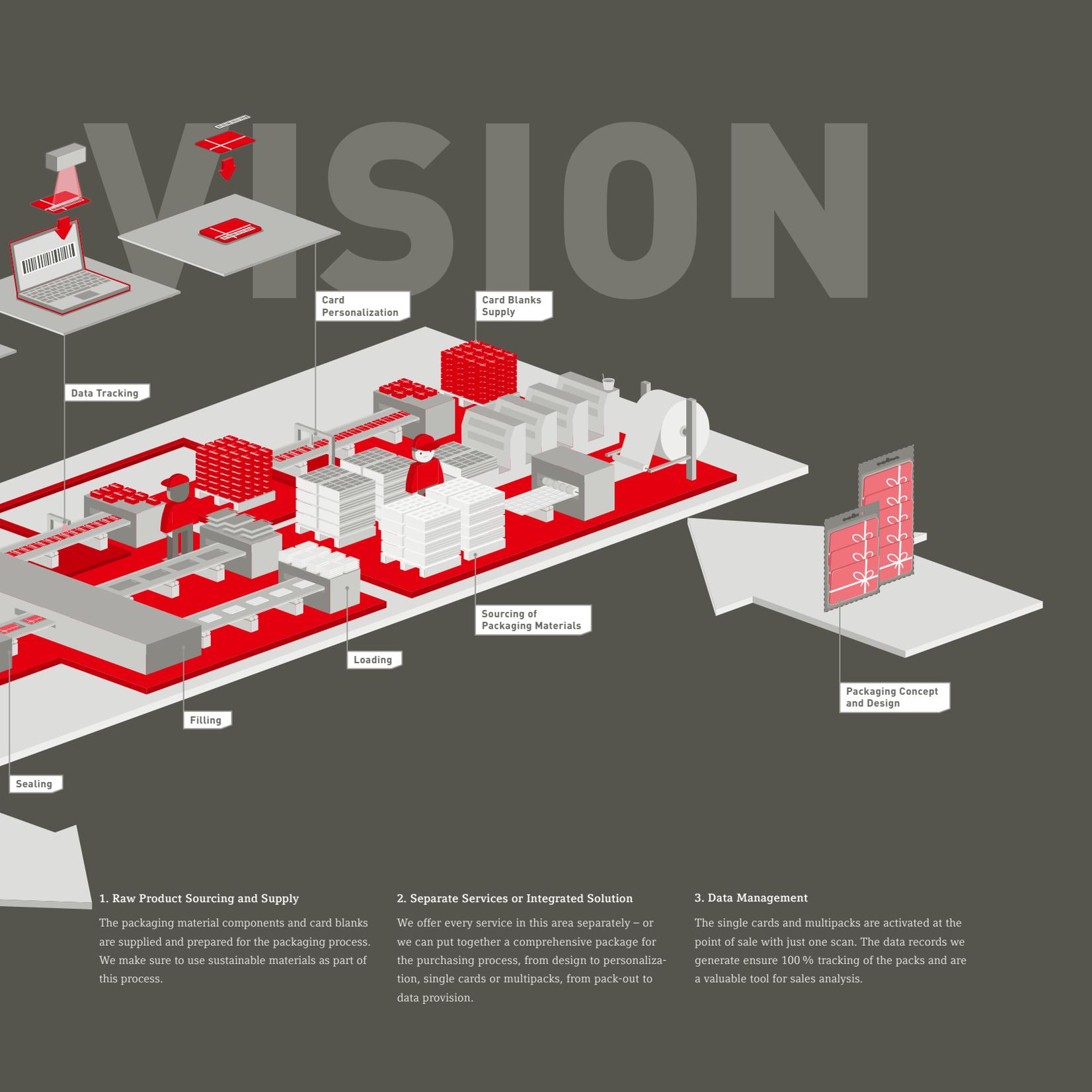


VISION

Gift cards are becoming increasingly popular – not only with consumers but also with companies, which utilize gift cards to acquire new customers. When it comes to your gift card promotions, you can depend on Deufol, the only company to provide automated packaging solutions for every facet of multipack gift cards. The automated packaging of cards is based on our years of experience with Automated Packaging – know-how that we have strategically supplemented with highly effective data management services. Here as in all of our other specialty areas, we offer a large selection of services that we are continually expanding so as to ensure that our customers can obtain all of the services for their projects from one source – establishing ourselves as a provider of integrated solutions for everything associated with gift cards & Data Packaging.

DATA PACKAGING





Card Personalization

Card Blanks Supply

Data Tracking

Sourcing of Packaging Materials

Loading

Filling

Packaging Concept and Design

Sealing

1. Raw Product Sourcing and Supply

The packaging material components and card blanks are supplied and prepared for the packaging process. We make sure to use sustainable materials as part of this process.

2. Separate Services or Integrated Solution

We offer every service in this area separately – or we can put together a comprehensive package for the purchasing process, from design to personalization, single cards or multipacks, from pack-out to data provision.

3. Data Management

The single cards and multipacks are activated at the point of sale with just one scan. The data records we generate ensure 100 % tracking of the packs and are a valuable tool for sales analysis.



Data Packaging:
Automated card packaging with customization and integrated, seamless data tracking for single cards and multipacks.



VISION

The Vision of a Self-Contained Process Chain

Deufol's flexible service structure is especially noticeable with Data Packaging. In addition to the **comprehensive process**, we also offer **each individual service component separately** – personalization, affixing (single cards to a holder), multipacks (with at least two cards), or specialty packs (promotional item enclosed with the card pack). Multipack **design** and **pack-out** for displays are also services that we can provide – and we don't stop there. We are extending our lead as a **“first mover”** in this area, continually expanding services related to our core competency, packaging and data processing – for instance with regard to sustainability, by designing smaller card carriers or using cardboard instead of plastic.

One significant difference between what we offer and conventional Automated Packaging is **the simultaneous setup of a database**, which allows for complete card tracking. Every single card is logged in a data record; during the automated packaging process, the data for the individual cards are allocated to the respective multipack, and the individual multipack is assigned to the respective display from which it is to be sold. Single cards are affixed to holders and gathered into packs for sale.

Prior to the actual packaging process, each card is personalized with a specific barcode that is automatically scanned and saved in the database. This allows us to personalize gift cards in a variety of ways, from simple **barcode printing to magnetic stripes to scratch-off panels**.

The back of the multipacks contain a so-called “mother code” that allows the individual cards to be assigned to displays and locations, for example. When the consumer goes to the cash register, just a single scan activates all of the cards contained in the pack. This scan also triggers the data to be transmitted – at this point, the data record we generated provides for **100% tracking** of the single cards and multipacks. This service from Deufol makes a **valuable source of information** accessible to you for detailed sales and performance analyses.

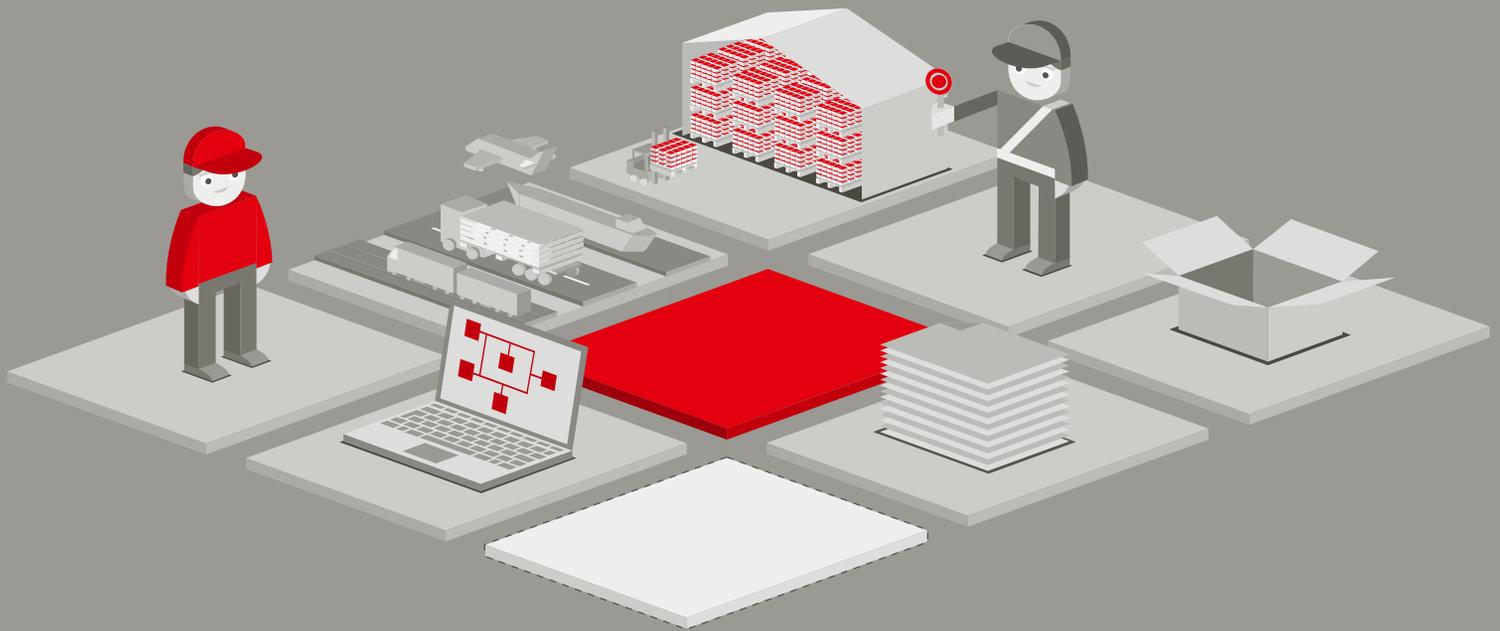


TASK

Deufol is not only one of the leading international experts in every area in which we provide services – we also see ourselves as a solution provider with comprehensive strategies. Our supplementary services allow us to custom design each packaging process for the specific customer and project – no matter the industry, from the smallest hearing aid battery to the largest industrial facility.

Our supplementary services extend to warehouse services, auxiliary packaging services, sourcing, as well as shipping & distribution.

SUPPLEMENTARY SERVICES



TASK

Deufol's strong suit invariably comes to the fore when we take different specialty areas and services and combine these into **complex contract logistics** solutions for our customers. We generally allow ourselves to be guided by our customers' state-of-the-art management, production, and logistics methods – for example, our supplementary services can be seamlessly integrated into kanban or lean production processes.

Under **warehouse services**, we offer everything that concerns the storage and management of goods – standard storage and interim storage with the option of release orders, order picking and production line feeding, also maintaining bonded warehouses and replacement parts warehouses with raw materials, replacement parts, and components.

Our services that supplement and assist in the **packaging process** include the re-packaging of goods, kitting and picking, manual packaging services, and also handling small volumes and samples.

Deufol takes care of **organizing the transportation** and everything associated with it, so that packaged goods arrive at their designated delivery location safely and on time. We select the various modes of transportation, coordinate and optimize shipping, and **use tracking & tracing processes** that make shipping transparent at all times – around the world.

We will also take care of **all of the documentation** required to move your goods, from waybills to customs procedures. And in keeping with our comprehensive approach, we also perform all of the

management functions from **national and international distribution centers**.

Thanks to our supplementary services, we turn our packaging services into comprehensive solutions. As a **single-source provider**, we help our customers save time on their projects – which also saves money.



IT Solution: Supply Chain Monitoring

There are many inventory systems out there that use tracking & tracing to bring transparency and control into inventory management. With our Supply Chain Monitoring, Deufol has developed a tool that not only makes it possible to continuously monitor all warehouse movements, it also provides a **proactive alarm system** for the greatest possible reliability.

Supply Chain Monitoring observes, records, and monitors the entire distribution process, and makes it possible to view all movements at any time via **internet connection** – which makes warehouse management particularly transparent. Whenever there are discrepancies, the alarm system goes into action: It **identifies problem areas** precisely when indicators for potential difficulties appear, consequently giving our customers a considerable advantage in terms of time.

Another great feature of Supply Chain Monitoring is **the transparent communication** between the customer and suppliers via a web-based database that contains **scans of the original delivery documents**. This makes it possible to trace every step, while the electronic copies also serve as delivery records and the invoicing procedures are simplified immensely.

With Supply Chain Monitoring, we create **maximum transparency and profitability** for our customers. Key performance indicators (KPIs) can be determined quickly, hourly updates make real-time management possible, and each step in the process can be viewed at any time. This is the foundation based upon which we, together with our customers, make continuous process optimization possible.

TASK



IT Solution: Automated Warehouse Management

Our intelligent and efficient warehouse management system is based on separate, **fully automated subsystems** that can be used either in combination or as stand-alone solutions depending on your business requirements. The processes provided range from the **automated loading and unloading of trucks** – which can also be linked directly to production – and **automated in-house transport** via conveyor belts and shuttles, to the main attraction: **automated storage intake and dispatch** by means of forklifts and high-bay cranes.

In addition to the completely automated solutions, there is also the option of having **individual warehouse management components performed by warehouse employees** – and even these are managed automatically.

The system sends the instructions for the particular job to the PC workstations or handheld scanners and guides the operator interactively, efficiently, and reliably through the tasks.

The IT-supported **“track & trace”** control system coordinates all activities and movements, from the receipt of goods at the storage facility to dispatch, including the instructions for the warehouse employees. The system also provides **constant real-time monitoring of throughput and capacity utilization**. As well as interfacing with customer ERP systems and SAP, it features EDI interfaces to shippers and KPI documentation for your quality control purposes. Deufol thus offers **a new dimension in efficiency and transparency** in warehouse management.





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Deufol provides integrated solutions and performs all of the tasks involved in and associated with the packaging process – no matter what the industry or product, from hearing aid batteries to industrial facilities.



NEXT

PLACE

Deufol makes its home on three continents. In addition to the original markets in Europe and the United States, our newest business location represents a strategic move into the Asian market as well. With our international network, we can provide our services irrespective of location, allowing our customers to benefit from our extensive expertise in the international arena as well as our ability to share knowledge across borders. When expanding geographically, our fundamental purpose is to meet the needs of our customers – wherever they are, you'll find Deufol there, too. What this means is that we not only grow with our customers, we effectively accompany them to new locations.

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