



## **Overview of the RDM Group**

The RDM Group is the leading Italian and second-largest European producer of coated recycled cartonboard and one of the most important in the production of virgin fibre cartonboard.

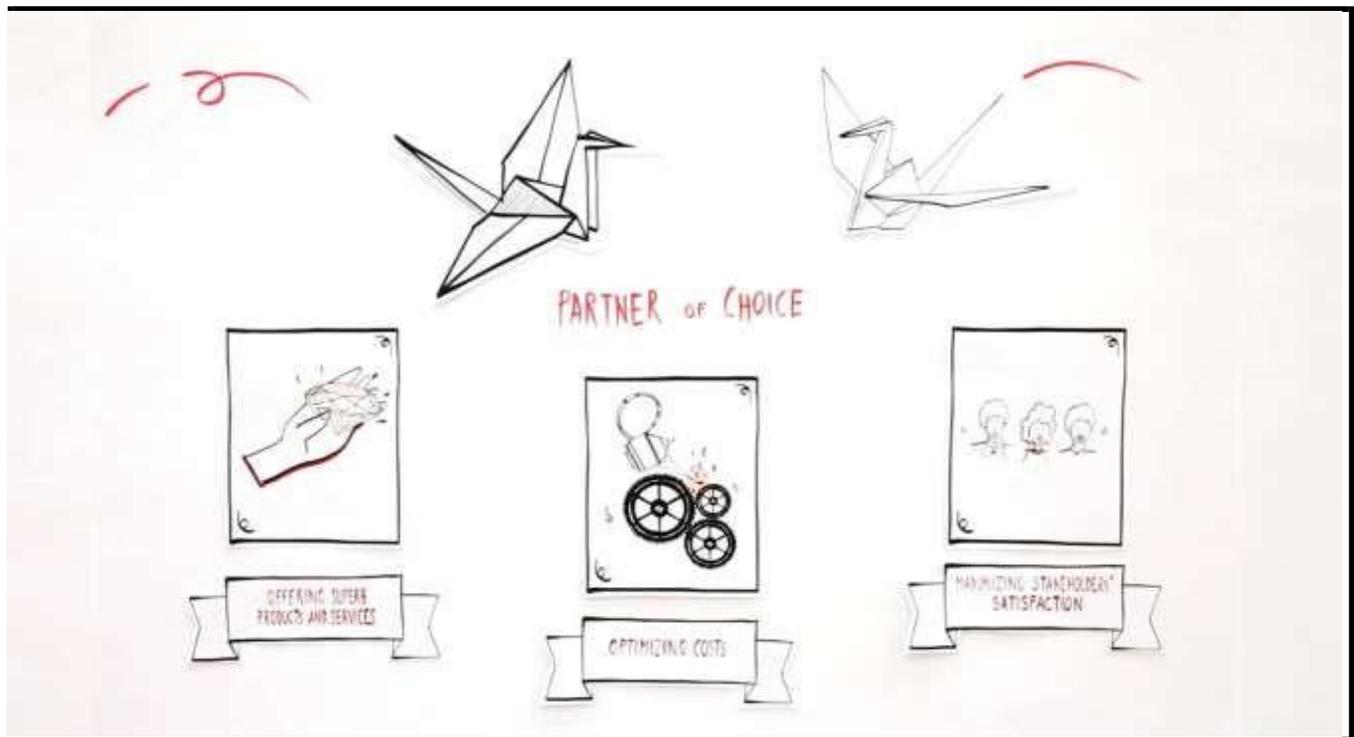
The Group is listed on the Star segment of Borsa Italiana S.p.A. and on the Madrid Stock Exchange; it has its headquarters in Milan but can boast a **strategic presence** at international level thanks to its **6 production plants** - 3 of which in Italy, 2 in France and 1 in Germany -, 2 sheeting centres and a **sales network** covering 70 countries.

RDM Group offers a wide range of products including coated recycled cartonboard (Liner-GD/GT) and virgin fibre cartonboard (GC), enables us to cater to different needs and requests. The Group's **product portfolio** includes in fact all the main commodity sectors, through different commercial lines capable of ensuring a tightly-knit and extensive coverage.

The RDM Group's **Vision** is in fact to be a "**Partner of Choice**" for transformers, end users of recycled board and all the stakeholders; to do this, the Group has three **goals**: to provide product and service excellence, to optimise costs and to maximise stakeholder satisfaction. This is possible thanks to our new "One Company" culture: a single brand, a single strategy and an integrated management for all the Group.

However, the Group's strategy is also very important for the **environment and sustainable development**: this is reflected above all in the use of recycled raw materials, which fuels the so-called circular economy, and in energy efficiency.

Below is our Vision.



## **Company history**

**5 fundamental milestones** have enabled the RDM Group to become the leading Italian producer and the second European manufacturer of recycled cartonboard. These are:

**1967: Cartiere del Reno** was founded, with a factory in Marzabotto (Bologna). A period of constant growth followed with transformations and mergers: in 1985, the Ovaro plant was acquired; in 1986, it was the turn of the Cartiere Binda de Medici, and in fact the company changed its name to Reno De Medici; 1997 brought with it the merger with the Saffa group and in 1998 that with Sarrio.

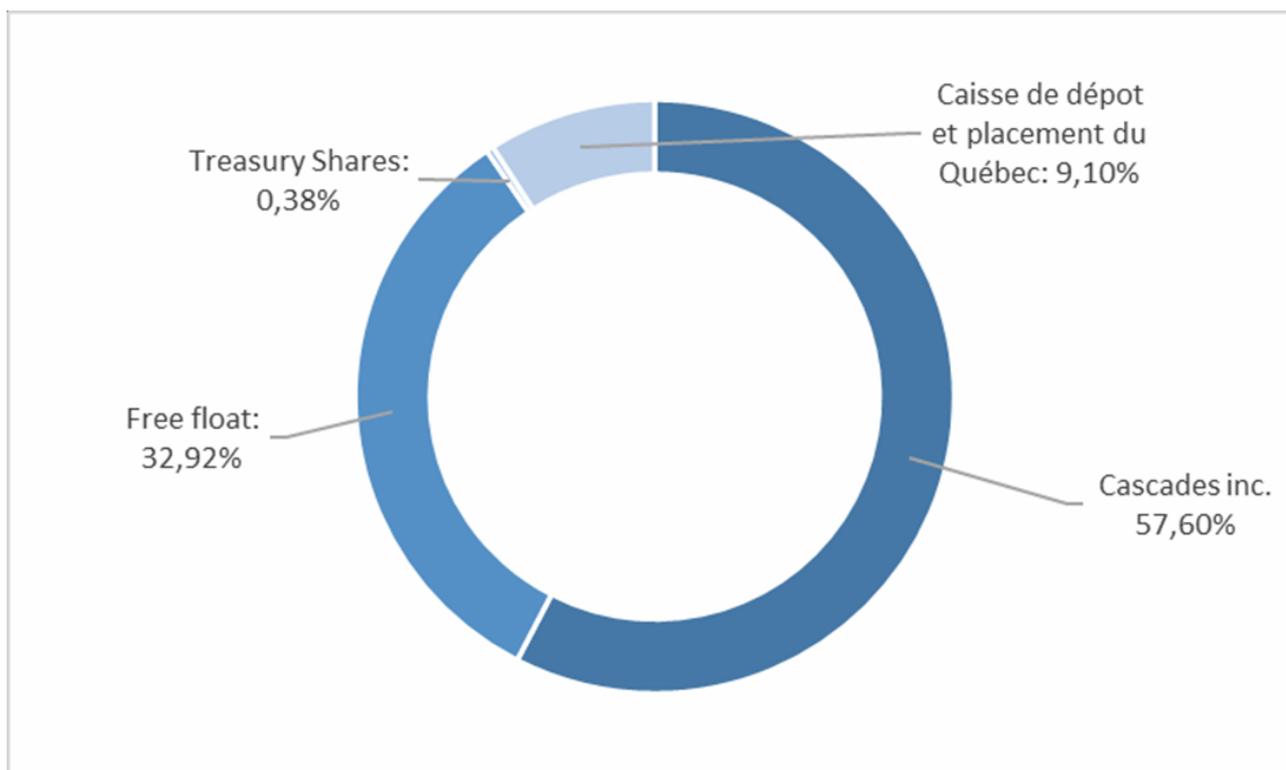
**1985:** Cascades, founded in Canada in 1964, bought its first paper mill in Europe, **La Rochette**, thus expanding its range of action.

**2008:** With a view to rationalising resources, Reno de Medici and Cascades Europe joined forces: the company engaged in the production of recycled cartonboard was named **Reno De Medici**, while the one dedicated to sales took the name of CAREO. A period of major restructuring followed.

**2016:** Reno De Medici acquired Cascades La Rochette.

**2017:** On 1 January, Reno De Medici Group, Cascades La Rochette and Careo Group merged into a single group called **RDM**. The new governance gave life to a completely renewed **Vision** of the Group, i.e., to become “**Partner of Choice**”, redefining at the same time Values, Strategy and Goals.

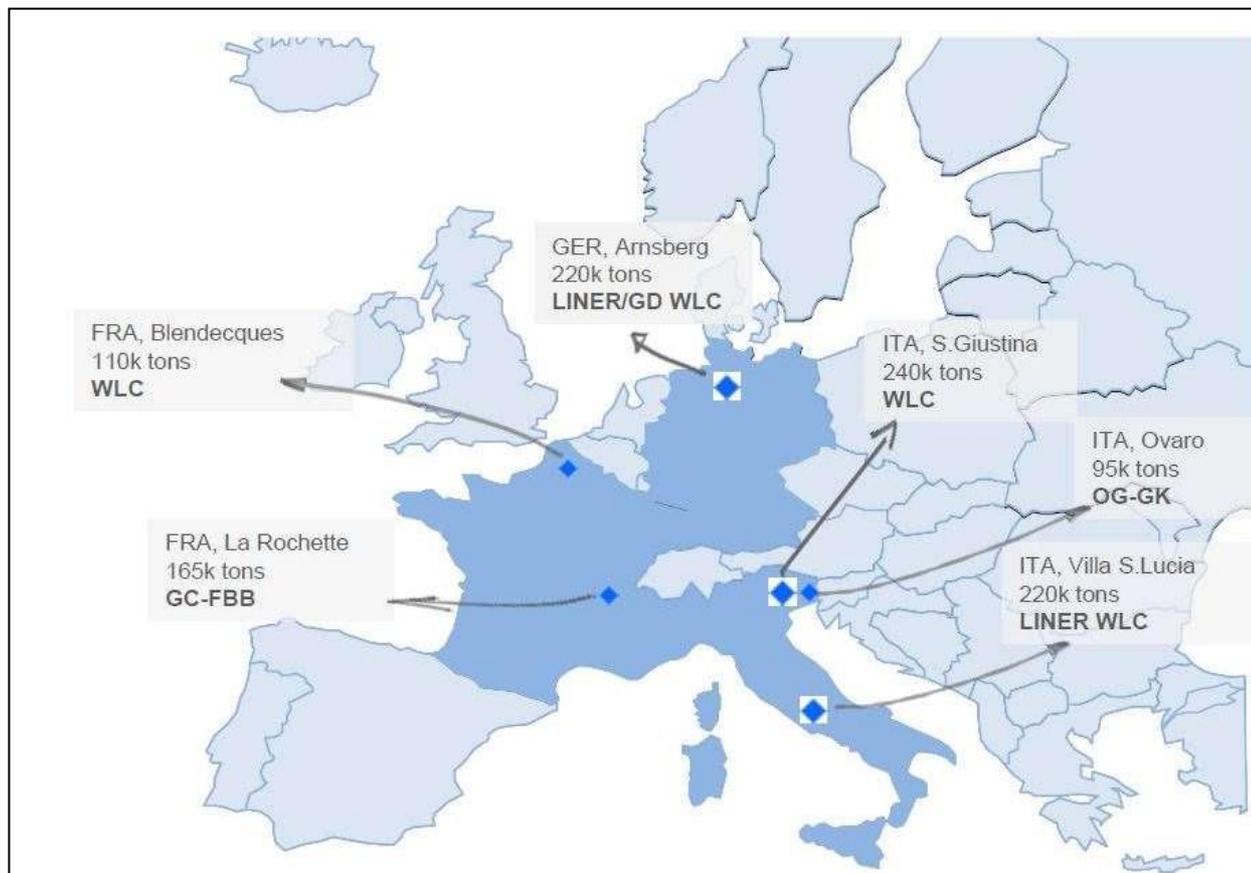
## Shareholders



## Consolidated economic-financial results at 30 September 2017

- ✓ Revenues from sales: **569,1€ million (+19,1% vs 2016)**
- ✓ EBITDA: **45,8€ million (+50,5% vs 2016)**
- ✓ EBITDA's margin: **8,1% (+1,7% compared with 2016)**
- ✓ Net Financial Debt (December 31, 2017): **44,1€ million (-0,7% vs December 31, 2016)**
- ✓ Net results: **14,6€ million (+356,7% vs 2016)**

## Production



## Products

RDM Group offers a wide range of products including **coated recycled cartonboard (Liner-GD/GT)** and **virgin fibre cartonboard (GC)**. Vincicoat 112, Serviliner, Vinciliner, Roachcoat and Hermicoat are some of the widespread grades. Each product line is developed worldwide to ensure the necessary rigidity, opacity and surface finish parameters. Quality and innovation are at the bottom of the Group's products and services, which are flexible and customizable.

## Sustainability

“**Sustainability**” is a keyword for the RDM Group, so much so that it involves both production and workers’ Health and Safety. In particular, it translates into the following:

- search for the correct management of natural and energy resources, in order to reduce environmental impacts;



- continuous improvement of environmental performance and OHS;
- optimization of the use of recycled fibres as main raw material of the production process, restricting the use of virgin raw materials and thereby helping to cut wastes;
- search for compatible environmental technologies in defining new investments;
- commitment towards preventing accidents and professional diseases of workers;
- elimination or reduction of risks relating to its business activities, for employees and for third party companies operating in company areas.

### **Human Resources**

Within the Group Strategy, a crucial role is played by **people**, who are part of RDM: it is mainly the latter that make RDM the "Partner of Choice", through the professionalism, experience and dedication which they show day after day to the Company and to all its stakeholders. It is therefore in a perspective of mutual gratitude, defined in the Group's strategy after the new assessment, that the increasing importance of targeted training activities is stressed. For RDM, in fact, growth is proportionate to that of the people who make it what it is: more than an obligation or a simple necessity, training within the Company is an integral part of the latter's Development Strategy, and is therefore considered a true asset and a long-term and at the same time profitable investment.

**For further info**  
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