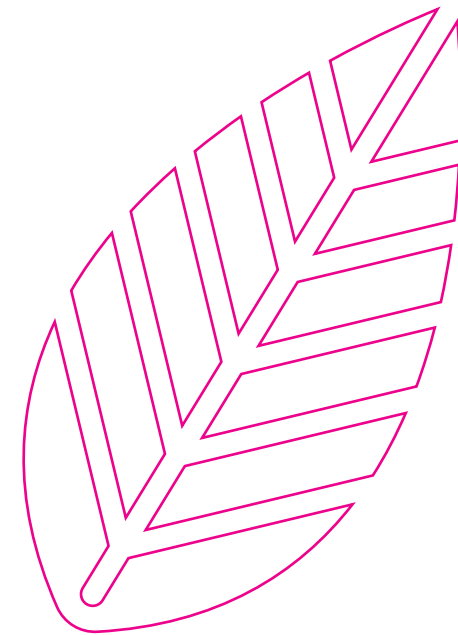


CREATING LONG-TERM VALUE

How RDM Group is developing
a sustainable business model

Highlights 2017



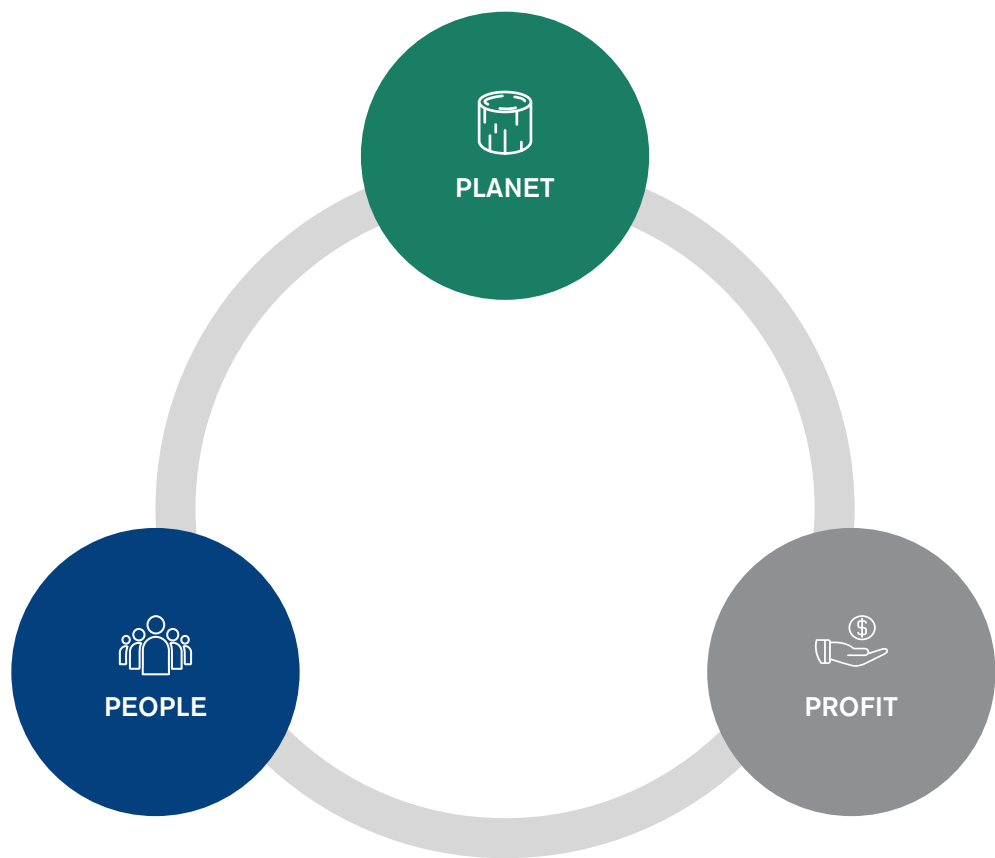
Circular economy is the challenge of the future.
For RDM Group it is already the present.

Further information is available at
<http://rdmgroup.com/sustainability/reporting/>



CORPORATE HIGHLIGHT

In RDM Group we are committed to developing a business model which combines the well-being of the people working with us and of the communities we are a part of, together with protecting natural resources and increasing the economic profitability.



PEOPLE



1,567 RDM Group employees and collaborators

97% Employees with permanent contracts

42% in Italy **35%** in France

22% in Germany **1%** in the rest of EU

PLANET



58% Recycled input materials over the total raw materials

87% Renewable materials over the total raw materials

71% Wood and its derivatives FSC® or PEFC™ certified

PROFIT



569.1 mio € Revenue from sales

45.8 mio € EBITDA

8.1% EBITDA's margin

14.6 mio € Net results

WHERE WE ARE



HEADQUARTERS



PAPER MILL



CUTTING CENTRE



SALES OFFICE

ADDRESSES

PAPER MILLS

ITALY

Reno De Medici S.p.A.

Reno De Medici Villa Santa Lucia mill
Via Casilina, km 134,5
03030 Villa Santa Lucia (Fr)
info.italia@rdmgroup.com

Reno De Medici S.p.A.

Reno De Medici Santa Giustina mill
Località Campo 32035 Santa Giustina (Bl)
info.italia@rdmgroup.com

R.D.M. Ovaro S.p.A.

Via Cartiera, 27
33025 Ovaro (Ud)
info.italia@rdmgroup.com

FRANCE

R.D.M. La Rochette S.A.S.

23, Avenue Maurice Franck
73110 La Rochette

R.D.M. Blendecques S.A.S.

Rue de l'Hermitage
CS 53006 - Blendecques
62501 Saint Omer Cedex
contact.blendecques@rdmgroup.com

GERMANY

R.D.M. Arnsberg GmbH

Hellefelder Strasse, 51
59821 Arnsberg
info.arnsberg@rdmgroup.com

CUTTING CENTRES

ITALY

R.D.M. Magenta S.r.l.

Via Giacomo de Medici, 39
20013 Magenta (Mi)
info.italia@rdmgroup.com

PAC SERVICE

Via Julia, 47
35010 Vigonza (Pd)
ordini@pacservic.com

HEADQUARTERS AND SALES OFFICES

ITALY

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Viale Isonzo, 25
20135 Milano (Mi)
info.italia@rdmgroup.com

SPAIN

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C/ Solsonés, 2 2º Local 3
Edifici Muntadas 1 – Esc. B
08220 El Prat de Llobregat
info.espana@rdmgroup.com

FRANCE

R.D.M. Marketing France S.A.S.
7, Rue Fraizier
93210 Saint-Denis
info.france@rdmgroup.com

HUNGARY, BOSNIA AND HERZEGOVINA, BULGARIA, CROATIA, MACEDONIA, ROMANIA, SERBIA, SLOVENIA

R.D.M. Marketing Hungaria Kft.
Ötvös Janos u.3
1021 Budapest, Hungary
info.budapest@rdmgroup.com

CZECH REPUBLIC, SLOVAKIA

R.D.M. Marketing Czech Republic S.r.o.
Jinonická 80
15800 Praha 5, Czech Republic
info.praha@rdmgroup.com

UNITED KINGDOM, IRELAND

R.D.M. Marketing UK Limited
Unit 7, Hill Top Industrial Estate
B70 0TX West Bromwich,
West Midlands, United Kingdom
info.uk@rdmgroup.com

GERMANY, AUSTRIA, SWITZERLAND, SCANDINAVIA

R.D.M. Marketing German GmbH
Uerdinger Strasse, 99
D-47799 Krefeld, Germany
info.dach@rdmgroup.com

POLAND, RUSSIA, BELARUS, ESTONIA, LATVIA, LITHUANIA, UKRAINE

R.D.M. Marketing Poland sp. z o.o.
Altowa 6
02386 Warszawa, Poland
info.warszawa@rdmgroup.com

PRODUCTS


Our product portfolio, made from both recycled and virgin fibres, allows us to cover a wide range of different sectors and features.

PRODUCTS	FEATURES	SECTORS
WLC WHITE LINED CHIPBOARD (COATED CARTONBOARD MADE OF RECYCLED FIBRES)	<ul style="list-style-type: none">• Price• Environmental awareness	<ul style="list-style-type: none">• Textile/Shoes• Detergents• Paper goods• Dry food• Beverages• Sports/Toys
FBB FOLDING BOX BOARD (CARTONBOARD FOR FOLDING BOXES MADE OF VIRGIN FIBRES)	<ul style="list-style-type: none">• Bulk• Stiffness• Printability• (Bleached) Chemi-thermo mechanical pulping (B)CTMP with odour and taint sensitive products	<ul style="list-style-type: none">• Software/Hardware• Bakery/Pastry• Wet/frozen food• Music sleeves• Beauty & Health care• Global brand cigarettes• Pharmaceuticals
OG-UD-UT LAMINATED BOARD (CARDBOARD WELL SUITED FOR SPECIALTIES AND LUXURY PACKAGING)	<ul style="list-style-type: none">• Printability and surface quality• Whiteness/brightness• Purity	<ul style="list-style-type: none">• High-quality cosmetics• Premium cigarettes

100% of production units with a certified quality management system in compliance with the ISO:9001

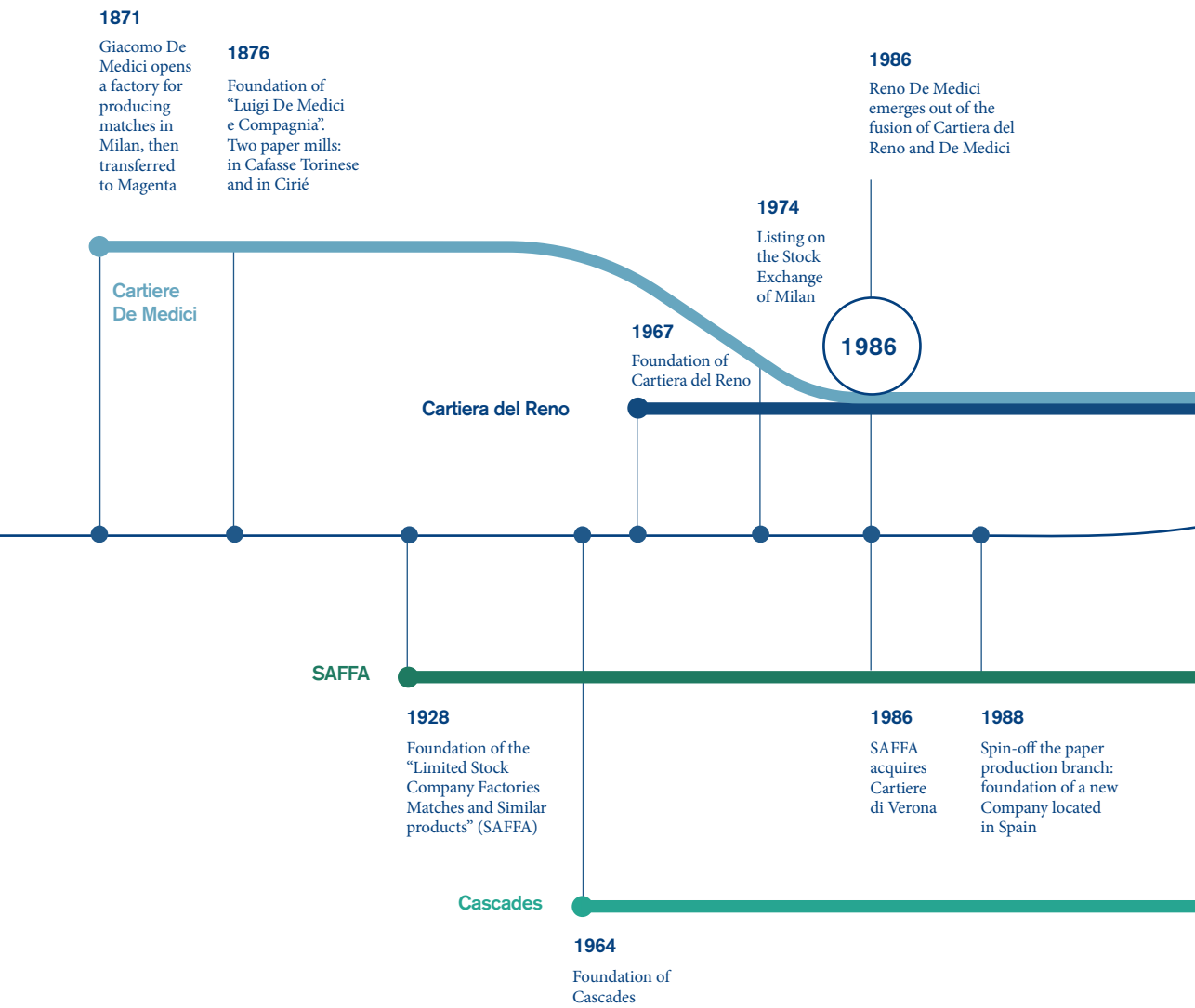
CERTIFICATIONS

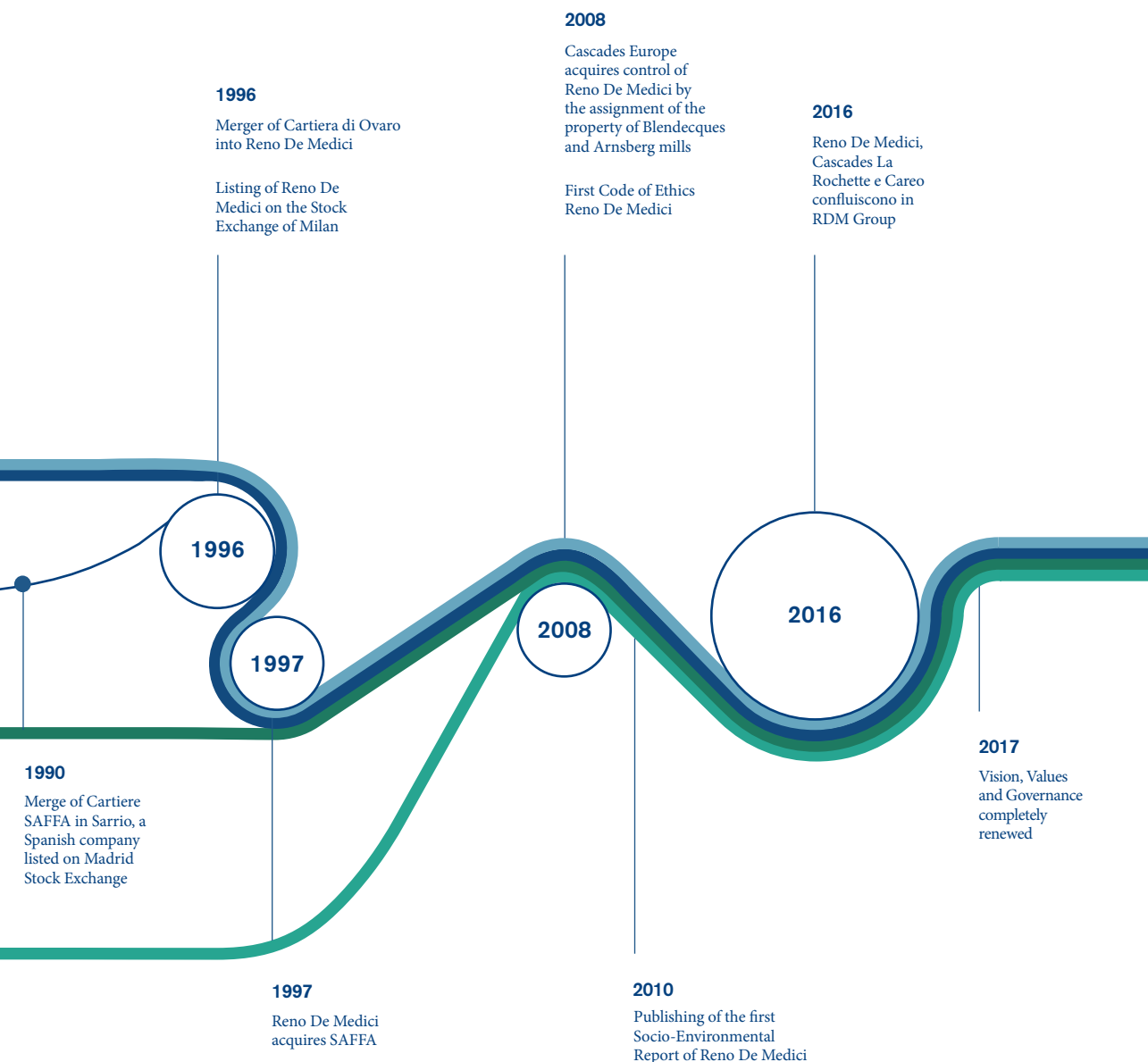
ACTIVE CERTIFICATIONS WITH THE YEAR OF FIRST APPROVAL

	OHSAS 18001	ISO 9001	ISO 14001	EMAS	BLAUE ENGEL	ISO 50001	FSC®	PEFC
PAPER MILLS								
Arnsberg	-	1992	1997	1997	-	-	2010	-
Blendecques	-	1995	-	-	-	2014	2008	-
La Rochette	-	1996	-	-	-	-	2014	2006
Ovaro	2014	1996	2004	-	2015	2015	2009	2017
S. Giustina	2013	1996	2001	-	-	2015	2010	2016
Villa S. Lucia	2016	1996	2005	-	-	2015	2010	-

	OHSAS 18001	ISO 9001	ISO 14001	EMAS	BLAUE ENGEL	ISO 50001	FSC®	PEFC
CUTTING CENTRES								
Magenta	-	1996	-	-	-	-	2010	-
PAC Service	-	1997	-	-	-	-	2010	2009

HISTORY

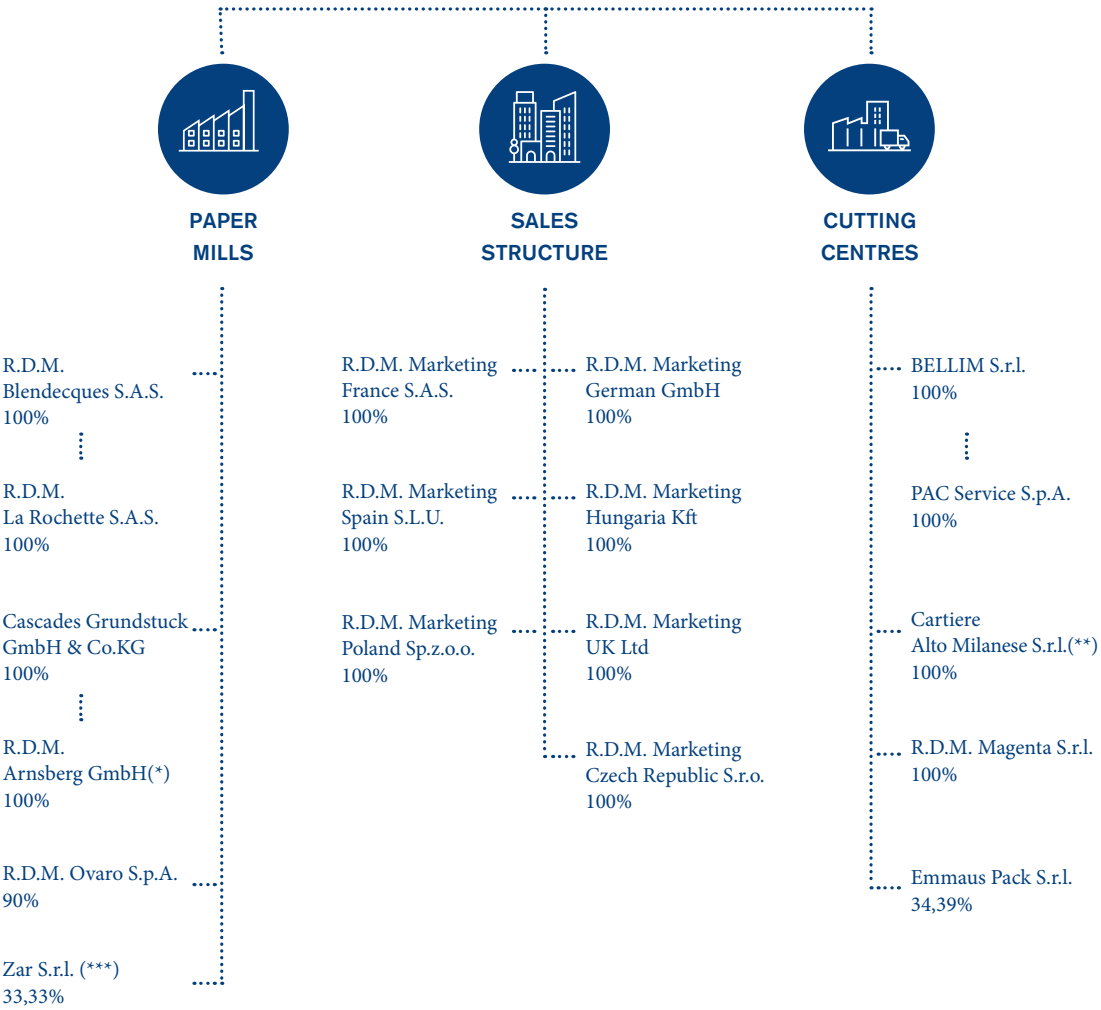




STRUCTURE






RENO DE MEDICI S.P.A.



(*) Company owned 94% by Reno De Medici S.p.A. and 6% by Cascades Grundstück GmbH & Co.KG
(**) Company in liquidation
(***) Company owned 60% by Reno De Medici S.p.A. and 40% by BELLIM S.r.l.

COLLABORATIONS

AT INTERNATIONAL LEVEL

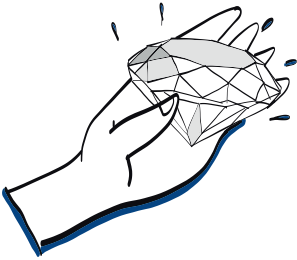
	CEPI
	CEPI CARTONBOARD
	EUROPEAN CARTON MAKERS ASSOCIATIONS
	PRO CARTON

AT LOCAL LEVEL

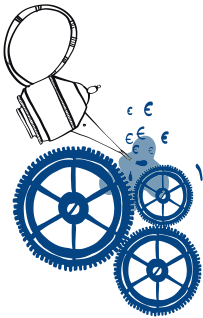
	Assocarta
	Copacel
	MEDEF
	CLUB M.C.A.S.
	Assolombarda, Unione Degli Industriali E Delle Imprese Di Roma Frosinone Latina Rieti E Viterbo, Confindustria Belluno
	Comieco – Consorzio Nazionale Recupero E Riciclo Degli Imballaggi A Base Cellulosica
	GIFCO – Assografici
	Aticelca
	Gipse
	Gas Intensive Società Consortile A.R.L.

VISION

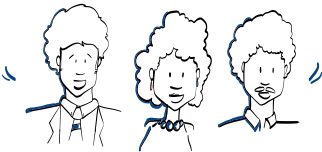
To become **Partner of Choice** by...



**OFFERING SUPERB
PRODUCTS AND
SERVICES**

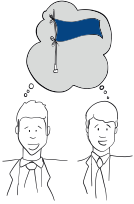


OPTIMIZING COSTS

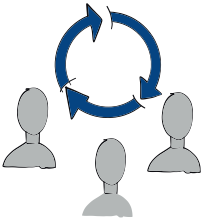


**MAXIMIZING
STAKEHOLDERS'
SATISFACTION**

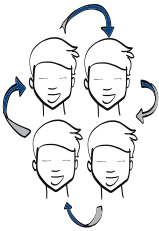
VALUES



GROUP-WIDE VISION



RESPONSIBLE DECISION-MAKING



EMPATHY



TOGETHERNESS



THE CODE OF ETHICS OF THE GROUP IS AVAILABLE AT
[HTTP://RDMGROUP.COM/GOVERNANCE](http://rdmgroup.com/governance)

WE SHAPE THE FUTURE

The 2030 Agenda of the United Nations summarized the most urgent challenges to be addressed in a detailed program of “Sustainable Development Goals” (SDG’s); among these, we identified the Goals we can contribute to in a tangible way.



PROTECTING THE HEALTH AND WELLBEING OF PEOPLE AT THE WORKPLACE

How we contribute: “Zero Accidents” Strategy



PROMOTING LIFELONG LEARNING OPPORTUNITIES AND SKILLS DEVELOPMENT

How we contribute: investing in training activities and strengthening knowledge-sharing and informal learning tools



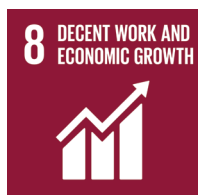
ENSURING THE AVAILABILITY OF WATER RESOURCES AND PROTECTING WATER-RELATED ECOSYSTEMS

How we contribute: programs to reduce water consumption and monitor waste water quality



IMPROVING ENERGY EFFICIENCY AND PROMOTING THE DISSEMINATION OF TECHNOLOGIES FOR CLEAN ENERGY PRODUCTION

How we contribute: gradual reduction of energy consumption per ton of produced cartonboard



ENSURING FULL EMPLOYMENT, PROVIDING OPPORTUNITIES FOR DECENT WORK

How we contribute: employment opportunity for over 1,500 people, maintaining a level of employment practically unvaried in the last three-year period



MODERNISING INDUSTRIAL PROCESSES BY ENCOURAGING THE DISSEMINATION OF THE BEST AVAILABLE TECHNOLOGIES

How we contribute: investments of over 179 million Euros over the past 10 years in unit and technological modernisation



REDUCING WASTE PRODUCTION THROUGH PREVENTION, REDUCTION, RECYCLING AND REUSING

How we contribute: development of a production system based on a circular economic model, in which about 60% of the materials used comes from recycling



TAKING URGENT ACTION TO COMBAT CLIMATE CHANGE AND ITS CONSEQUENCES

How we contribute: reducing emissions of greenhouse gases, and of other pollutants through energy efficiency programs, reassessment of our energy mix, and interventions to make emissions more environmentally compatible



PROMOTING THE IMPLEMENTATION OF SUSTAINABLE FOREST MANAGEMENT, HALTING DEFORESTATION AND PROMOTING REFORESTATION

How we contribute: purchase of certified forest based virgin materials coming from controlled and sustainable supply chains

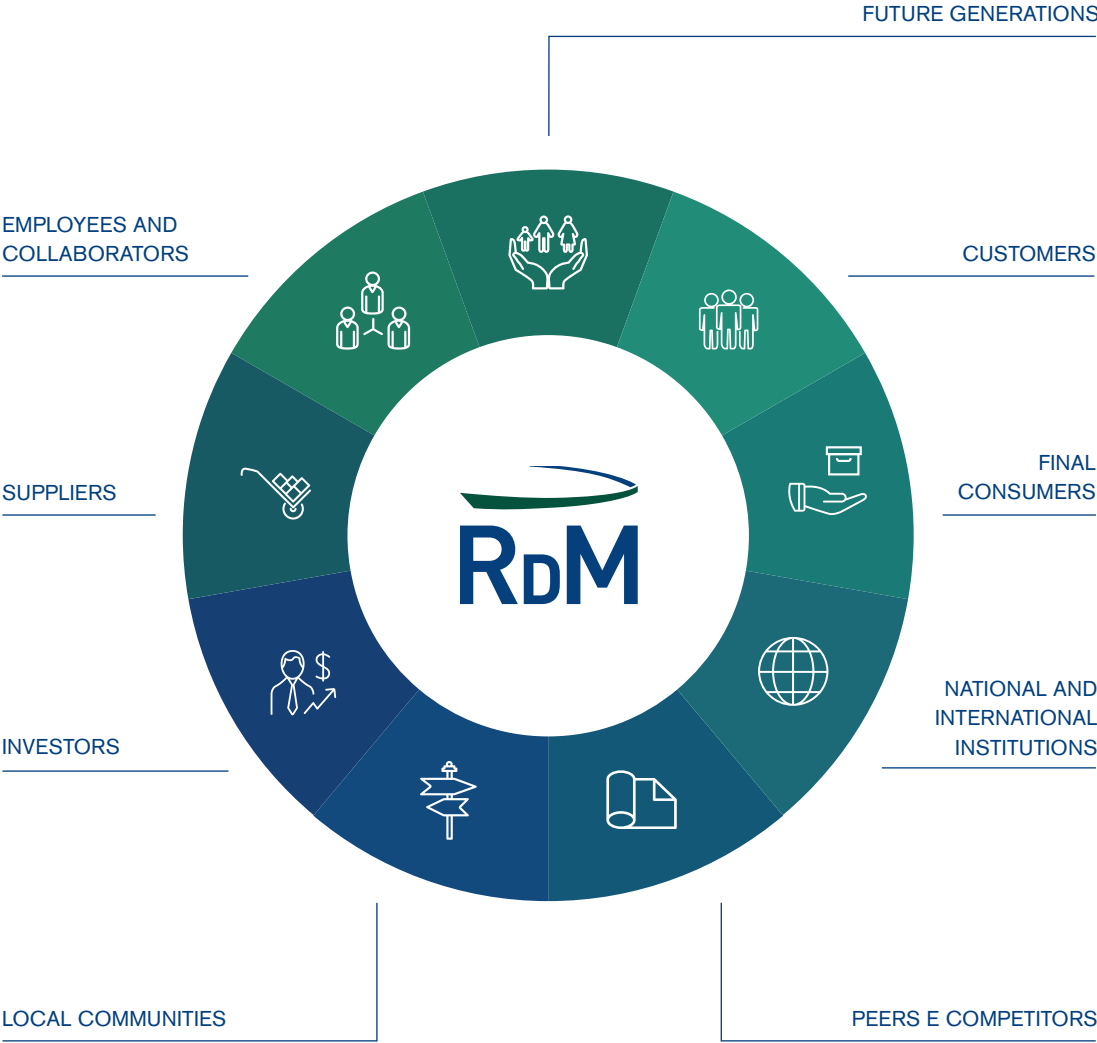


STRENGTHENING THE MEANS FOR IMPLEMENTING AND RENEWING THE GLOBAL PARTNERSHIP FOR SUSTAINABLE DEVELOPMENT

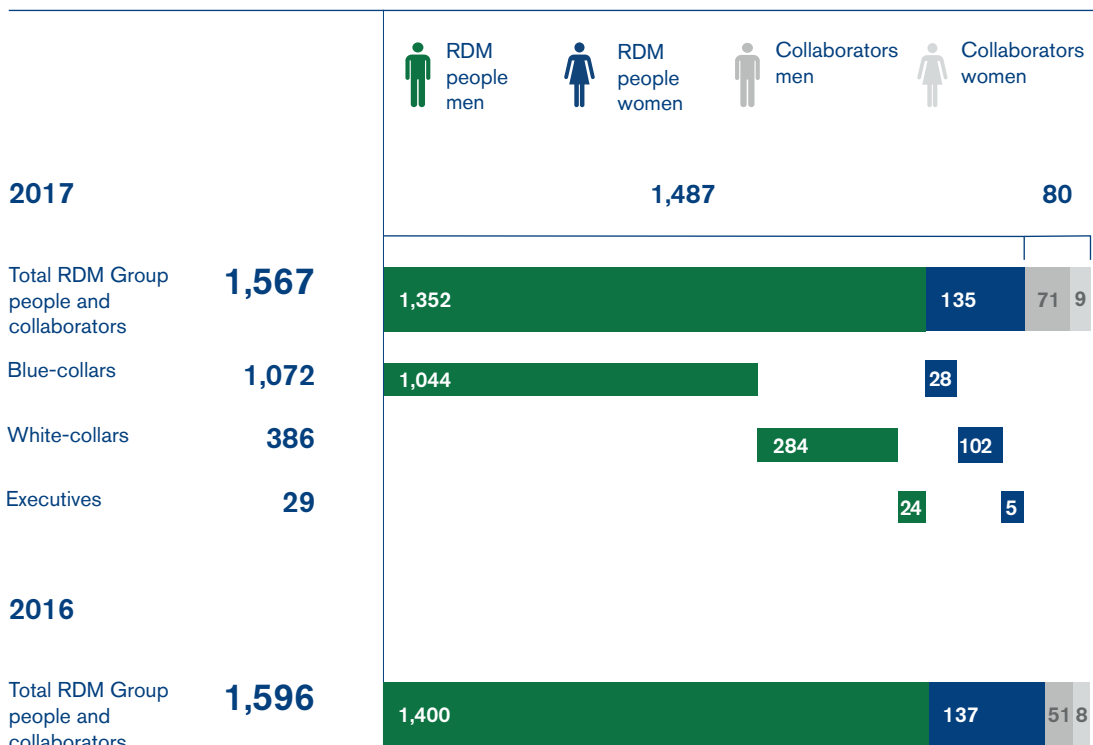
How we contribute: joining various working groups, both locally and internationally, that support industry development in cellulose-based packaging and recycling

STAKEHOLDERS

By listening carefully to our stakeholders, we can assess the extent to which we meet their interests and legitimate expectations, and we can identify our strengths and the areas in which the commitment needs to be strengthened.



RDM GROUP PEOPLE



GEOGRAPHICAL DISTRIBUTION

ITALY



654 people

FRANCE



550 people

GERMANY



340 people

REST OF EU



23 people

CUSTOMERS AND FINAL CONSUMERS

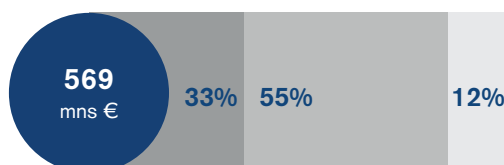
SALES BY GEOGRAPHICAL AREA

COMPLAINTS AND REPORTS

 Total
  % Italy
  % Rest of EU
  % Rest of the world

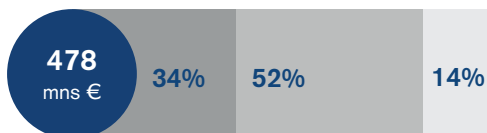
Number of complaints per 100 tons of products

2017



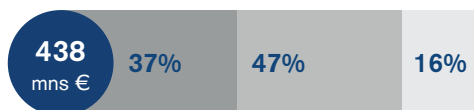
0.36

2016



0.38

2015



0.41



100%

PRODUCTION UNITS
WITH QUALITY
MANAGEMENT SYSTEM
CERTIFIED ISO:9001



76%

CUSTOMERS EXPRESS
A POSITIVE OPINION OF
RDM GROUP

Results of customer
satisfaction survey.
1,584 respondents,
Response rate of 47%



0

WITHDRAWALS OR
RECALLS FROM THE
MARKET DUE TO FOOD
SAFETY RISKS OR
OTHER REASONS

CIRCULAR ECONOMY

Materials used for our products:

● FIBRES



Virgin
fibres



Recycled
fibres

● OTHER MATERIALS FOR THE CARTONBOARD AND ITS COATING



Wood



Starch



Chemical
substances



Lattice



Paper for laminated
multilayer board

● MATERIALS FOR PACKAGING



Cartonboard
core spacer
for reels



Polythene



Wooden
pallets

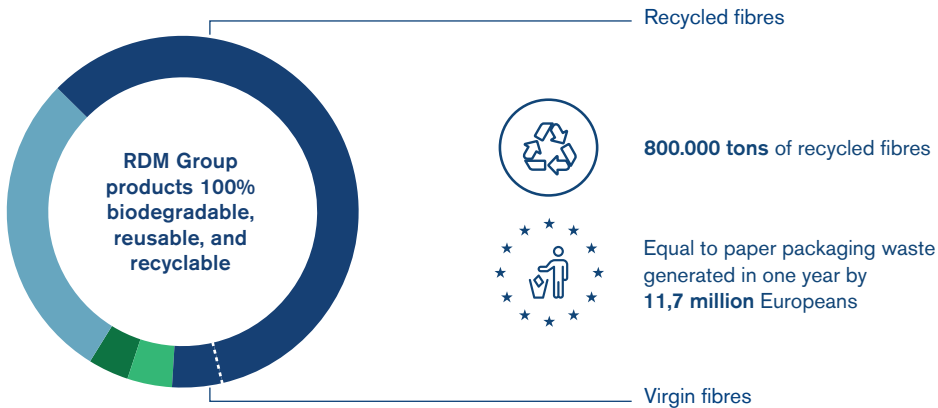
● MATERIALS FOR MAINTENANCE OF EQUIPMENT



Chemicals



Oil and
grease



58%

recycled input material over
the total raw materials

80%

of fibres are recycled

87%

renewable materials over
the total raw materials

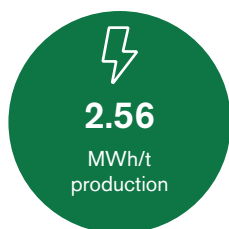
ENVIRONMENTAL PROTECTION

ENERGY

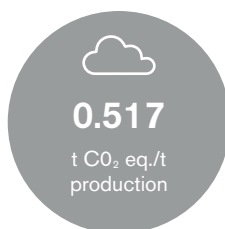
CLIMATE CHANGE

WATER

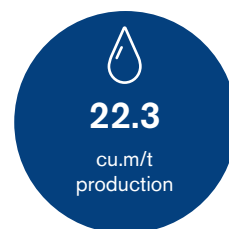
2017



- Monitoring consumption
- Improvement of energy efficiency
- Co-generation plants
- ISO:50001 certification



- Monitoring emissions
- Reviewing energy supply mix
- Emission trading system (EU ETS)



- Monitoring water withdrawal and quality of waste water
- Reusing process water in more than one processing cycle
- ISO:14001 certification

2016

2.61

0.522

22.1

2015

2.60

0.519

22.6



71%

of virgin fibres used for manufacturing of the products and as biomass originates from **supply chains certified** to FSC®, PEFC™ or FSC Controlled Wood®.

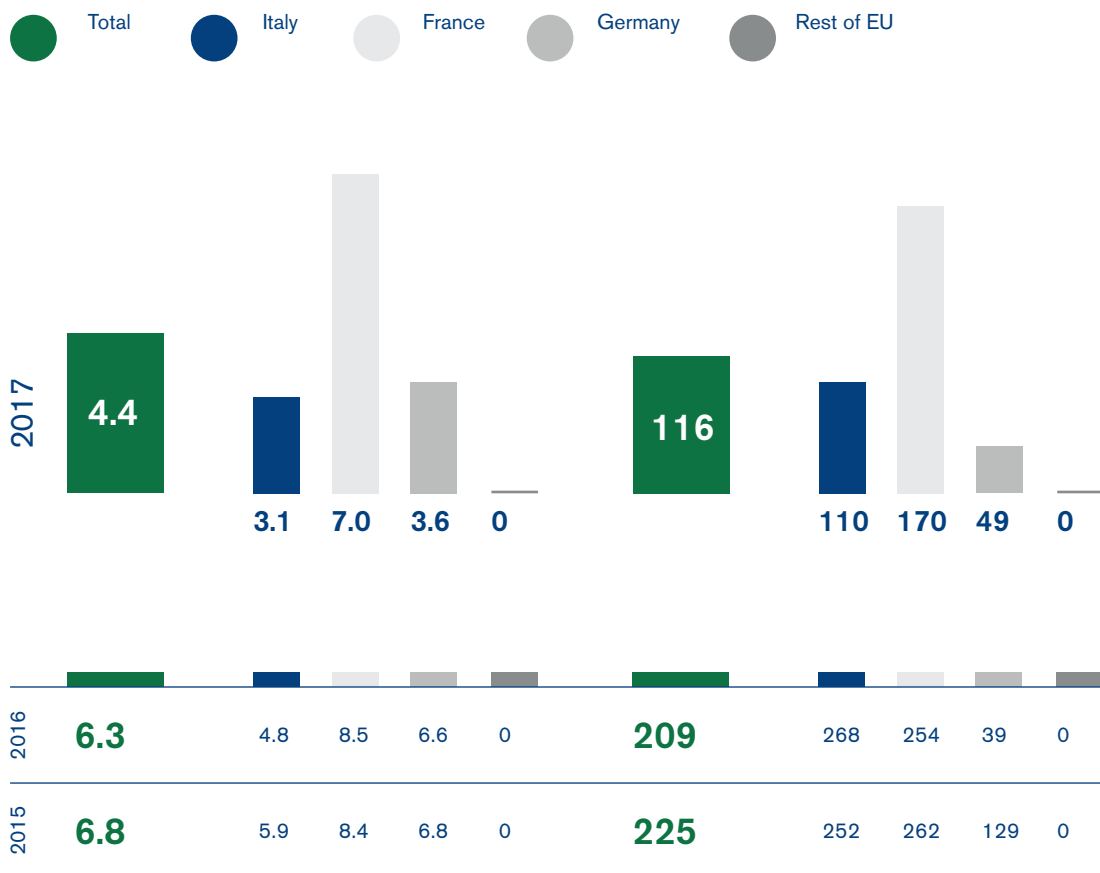
QUALITY OF WORK

FREQUENCY INDEX

Ratio between number of accidents and hours worked, multiplied by 200,000

SEVERITY INDEX

Ratio between number of lost days due to accidents and hours worked, multiplied by 200,000



- 35%

COMPARED TO 2015

- 49%

COMPARED TO 2015

INTELLECTUAL CAPITAL

Thanks to low personnel turnover and the high seniority in role of the personnel (on average 16 years of seniority) we can count on a strategic heritage of skills, one of the Group's main intangible assets.

OVER THE LAST THREE YEARS:



over 50,000 hours of training supplied



2 mio Euros invested in training activities

IN 2017:



1,015 people involved in training courses,
equal to 68% of the Company employees

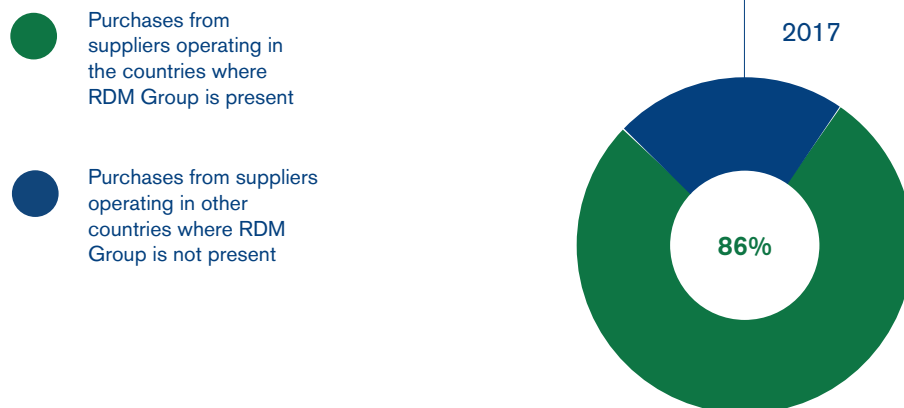


over 12 hours of training per capita,
with a 39% increase compared to 2015

SUPPLY CHAIN RELATIONSHIPS

Over 4,000 suppliers, mainly local companies.

We are a major driver of economic growth in the neighbouring territories.



We invest in a supply chain which shares our commitment in developing a sustainable business model. The respect of our Code of Ethics is an integral part of purchase agreements with RDM Group.



INFO

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E-mail: sustainability@rdmgroup.com

Communication & Marketing Manager

E-mail: RDMcommunication@rdmgroup.com

