

Flexible packaging



Major European manufacturer of packaging and supplier of BOPP films. The Flexible Packaging Segment (consisting of Alupol Packaging S.A., Alupol Packaging Kęty Sp. z o.o. and Alupol Films Sp. z o.o.) is a leader on the market of flexible packaging in Poland. Its share in the domestic market of flexible packaging exceeds 20%. The Alupol Group is also a major manufacturer of packaging in Europe, with the market share of 1.5%. The FPS is at the same time the leading supplier of BOPP transparent, white, pearl, matte and metallised films. Moreover, it is one of the largest European manufacturers of laminates based on paper made using the extrusion technology. It also offers HBF9TM high-barrier films and laminates based thereon.

[See the whole film](#)

Record sales in 2018

59,000

tonnes

of packaging
(17% growth in volume
y/y)

PLN

707

million

Sales
(growth by 13% y/y)

PLN

321

million

Exports
(growth by 17% y/y)

Exports account for

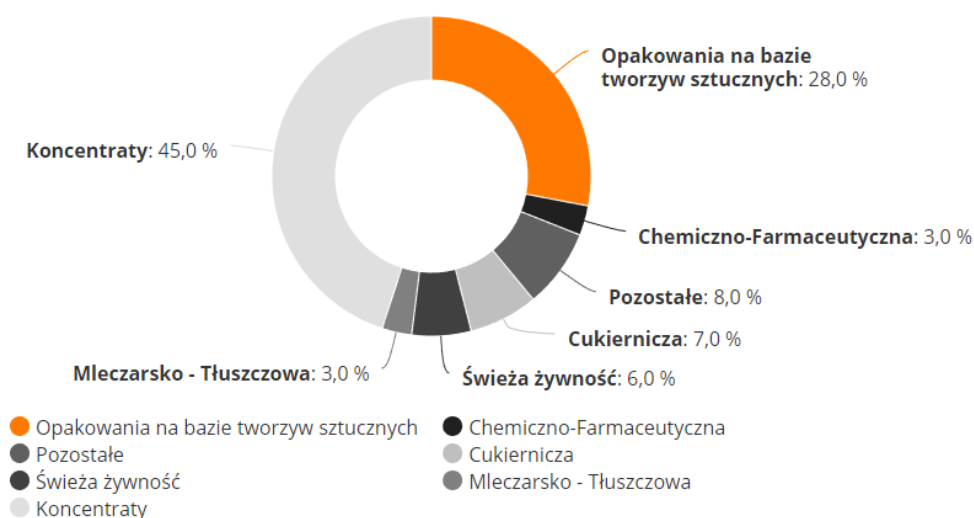
45%

of the FPS total sales. The main directions for exports development include Western, Central and Eastern Europe.

Rich portfolio of renowned recipients

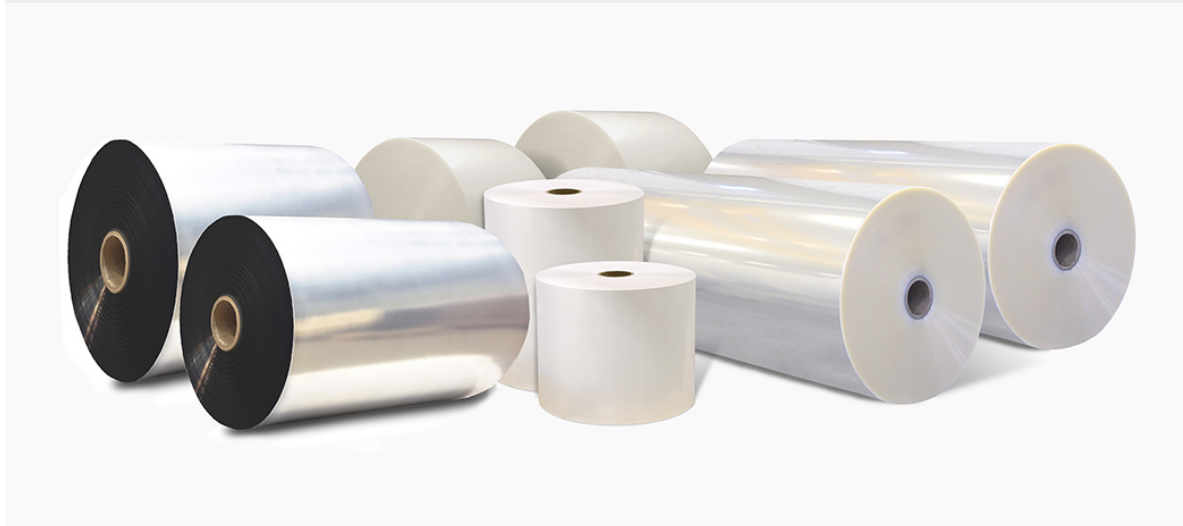
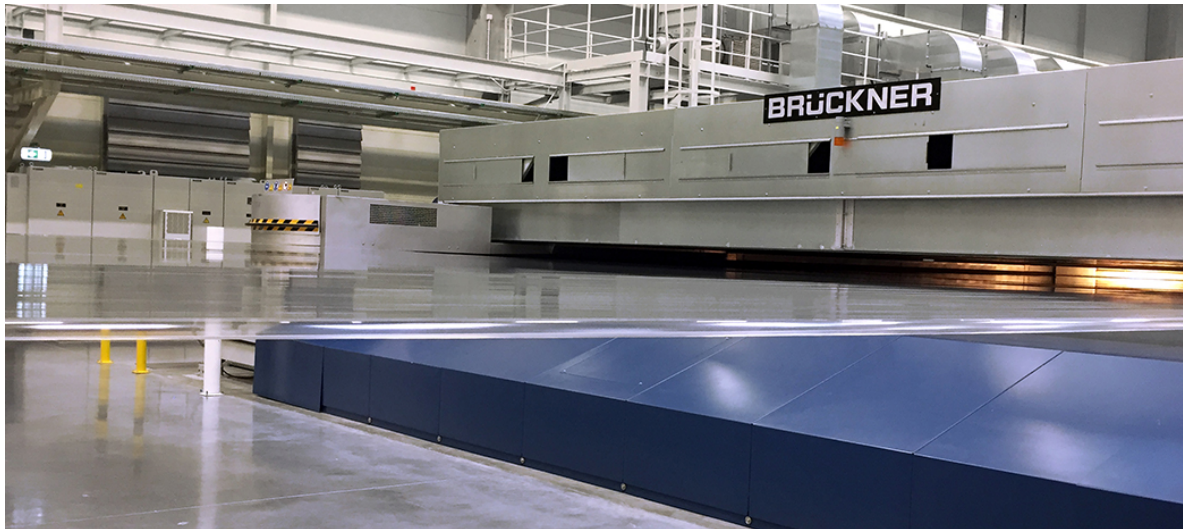
The Flexible Packaging Segment has an extensive portfolio of recipients, including Nestlé, AB Foods, Unilever, Koninklijke Douwe Egberts, Orkla Foods, McCormick, Brüggén, Dr. Oetker, Perfetti van Melle, Aryzta, Meier Verpackung, as well as Prymat, Maspex, Mokate, Bakalland, Foodcare, Animex, Tarczyński, Sokołów, Serpol Cosmetics, Mlekovita, Koral, Mlekpól, and Woseba. Most of the packaging is dedicated to the sector of food concentrates, however, sales to confectionery, fat, dairy, meat, bakery, pharmaceutical and chemical industries have been growing from year to year.

Podział na branże (rok 2018)



Investments in innovative solutions





In the recent years the FPS has greatly increased production capacity thanks to new projects in manufacturing and further refinement of plastic films. They form basis for the manufacturing of packaging in the most popular product groups: cookies, candies, chocolate, crisps, pasta, ice cream, diet and fresh bread, snack bars, sticks, snacks, tea, cocoa, vegetables, spices, matches, toys, clothing, paper products etc.

In the second half of 2018 the FPS started construction of a plant, identical to a previous

one, at **Alupol Films in the Oświęcim Special Economic Zone**, within a **project worth PLN 110 million**. At the end of the year the project covering propylene-based packaging materials production line, production hall, infrastructure and accompanying facilities was well under way. The project is one of the elements of the FPS strategy consisting in income sources diversification and value-added chain extension, which is being implemented by the Segment. The films manufactured at the Oświęcim plant are used and refined (printing, lamination, cutting) by Alupol Packaging S.A. and Alupol Packaging Kęty Sp. z o.o.

Investments in new lines for polypropylene-based packaging materials production are at the same time the FPS response to the market demand for delivery of easily recyclable plastic films.

Higher sales of plastic films

For the companies of the Alupol Packaging Group, 2018 was the best year in their history, both in terms of sales value and generated profits. As in previous years, extensive works were continued on the optimisation of production and technology processes, which contributed to lower costs and ultimately resulted in new orders from the market. The most spectacular sales growth was recorded in the sector of packaging based on plastics such as polypropylene and polyethylene (by 40% y/y).

However, growth of sales was also recorded in the sectors of laminates for the dairy industry (+86%) and food concentrates (+6%). 2018 was also a record year in export sales (growth by 17% y/y), which was the effect of a growing portfolio of projects carried out, mainly thanks to attracting new customers on the European market. The highest growth rate was recorded on the following markets: the UK (+48%), the Czech Republic (+41%), Latvia (+36%), the Netherlands (+27%), Hungary (+25%), Ukraine (+14%) and Germany (+8%).

Growth strategy

The Management Board of Alupol Packaging has consistently worked to achieve its vision of a company growing in an organic way. It makes it possible to focus on and strictly control the most advanced technologies and to invest in state-of-the-art machines and equipment, in line with the Segment development vision and market trends. The resulting technological development, supporting the expansion of Alupol's portfolio, strengthens its position as one of the major packaging manufacturers in Europe.

Charts



