



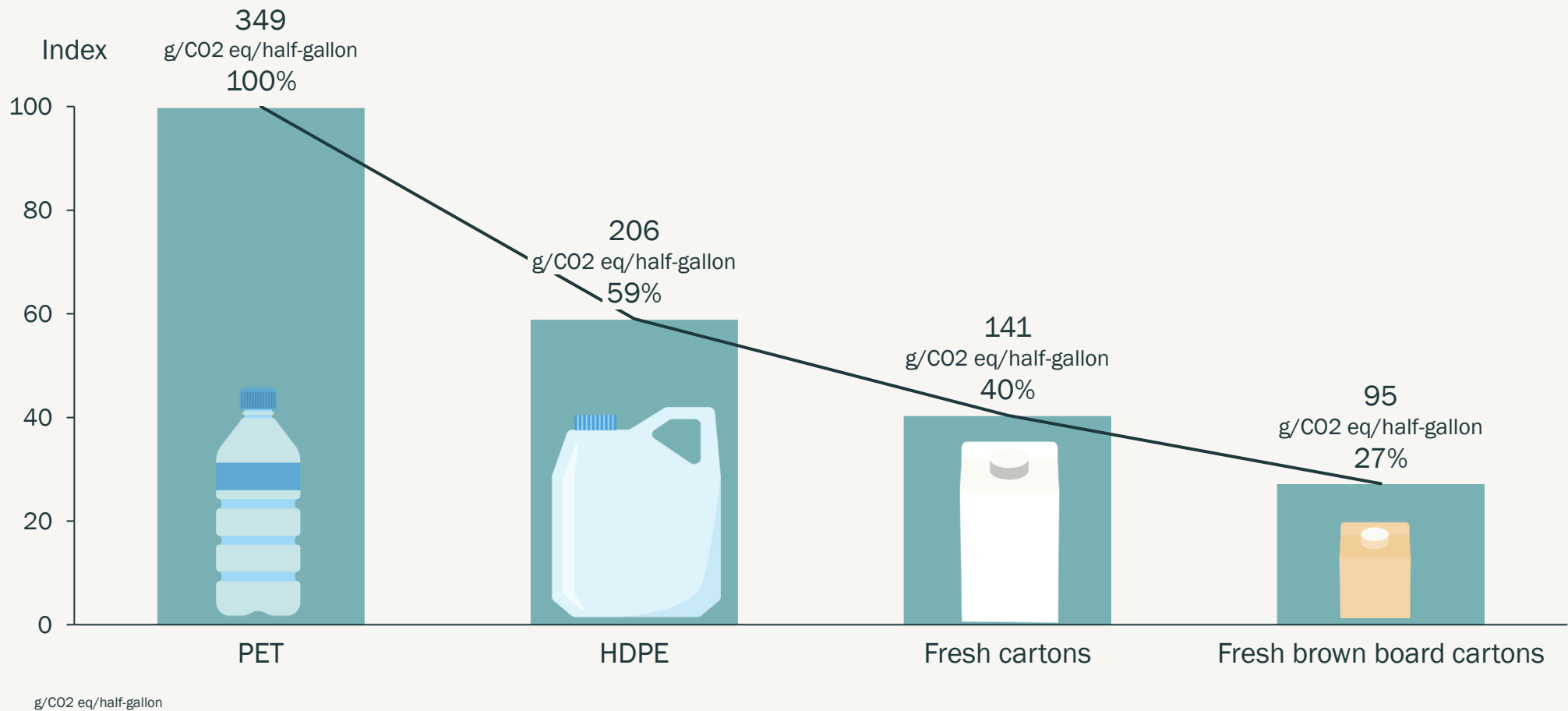
Leading the way in replacing plastic packaging

Thomas Körmendi
CEO and President at Elo pak

April 3, 2025

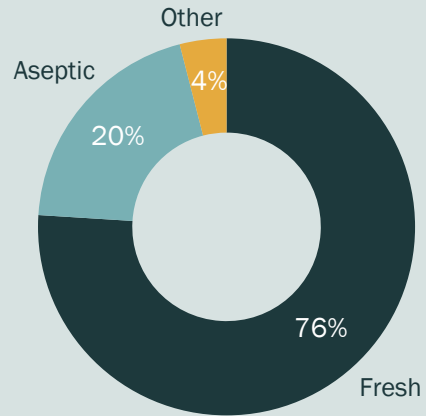


More sustainable packaging solutions already exists

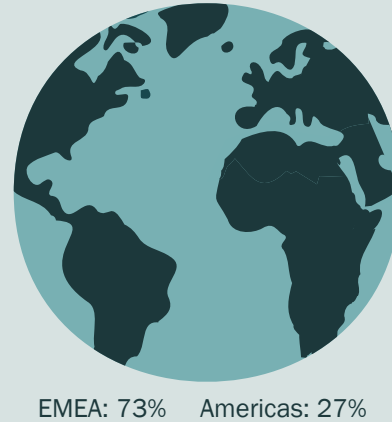


Source: Anthesis for Elopak, North America (2021) - (*) compared to plastics

Revenue end markets FY24



Revenue by region FY24



Elopak at a glance

The world's largest player in fresh liquid carton packaging

16 billion cartons produced in 2024

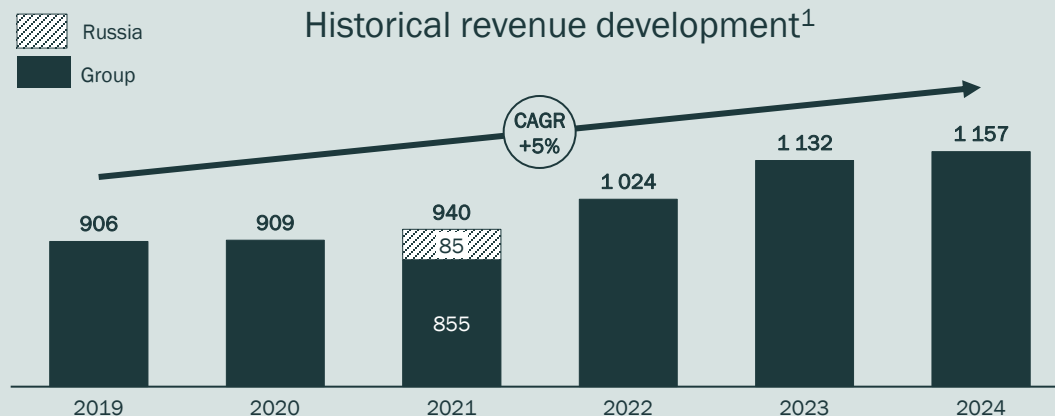
Sales to 70+ markets

2,850 employees

12 manufacturing sites

Product portfolio with more than 400 variations

Preferred choice among customers since 1957



Offering system solutions known for high quality and innovation

Filling machines

State of the art offerings across segments



Revenue share: \approx 5%

Packaging solutions

Known for quality and innovation



Revenue share: \approx 90%

Aftermarket services

Value added aftermarket support



Revenue share: \approx 5%

The preferred supplier of liquid carton packaging



Dairy



Juice and
plant based



Home and
personal care

Refocusing priorities to accelerate profitable growth

3 strategic priorities focused on creating change:



Realize global growth
potential



Strengthen
leadership in core



Leverage plastic
replacement shift



Our mid-term
targets for the
next 3-5 years

People (2030)

Safety

<3.2

TRI frequency per 1m hours worked

Planet (2030)

CO2

-25%

(SBTi – absolute Scope 3)

Recyclability

100%

of cartons designed for recycling

Profit (3-5 years)

Revenue

4-6%

organic growth p.a.

EBITDA

15-17%

adjusted EBITDA margin

Dividend

50-60%

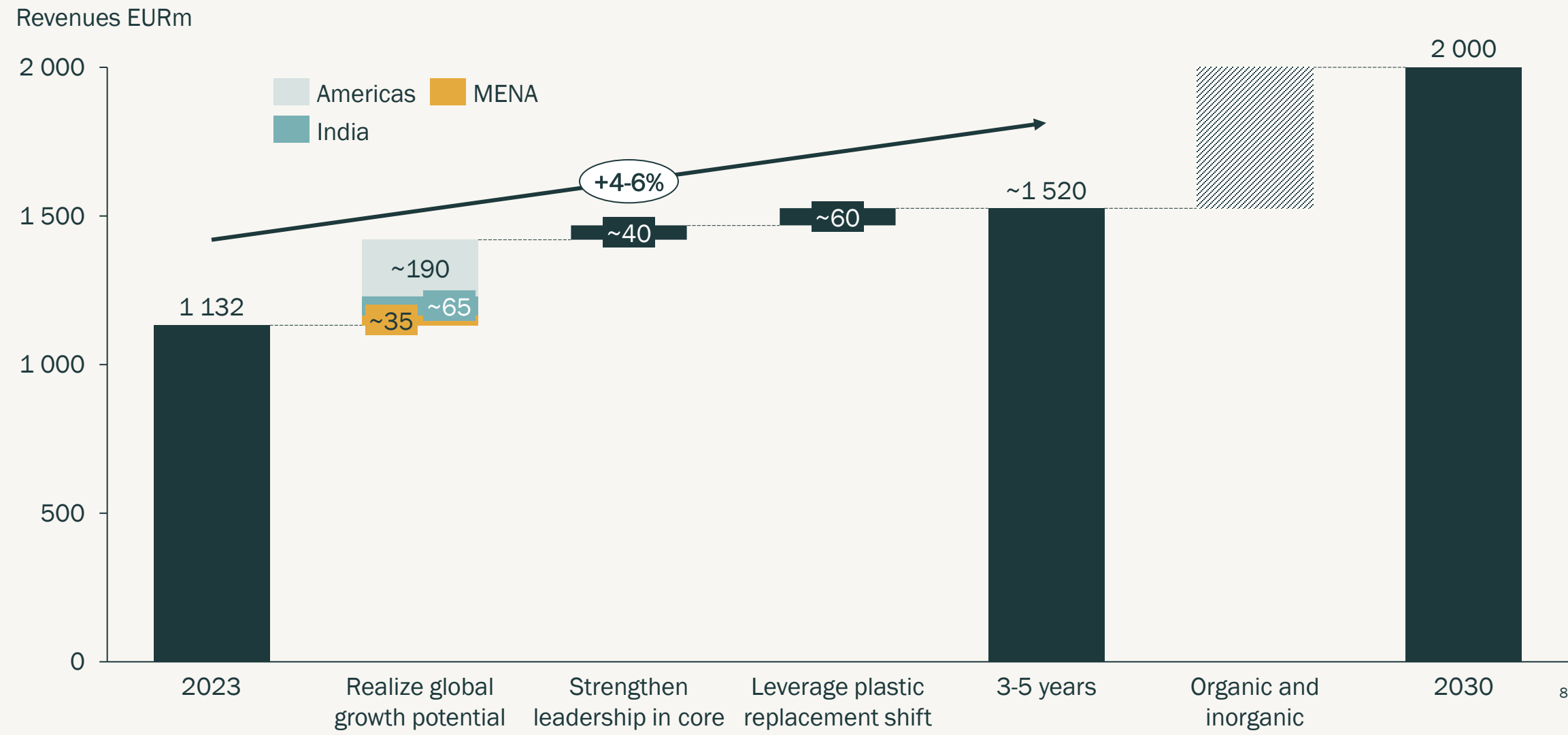
of normalized net profit

Leverage

~2.0x

net debt / adjusted EBITDA

We will deliver above market revenue growth to become a EUR 2bn company by 2030, while improving profitability





New plant in Little Rock, Arkansas, US ready to start production

Sold out

Production capacity for first production line, plus sizeable part of line two

EUR~100m

Revenue per production line; space for additional lines at incremental capex of EUR 25-30m per line

End-2025

Production from the first production line is expected to be fully ramped up within end of 2025



Thank you!