



New markets & trends in PET bottle production

PETINAR

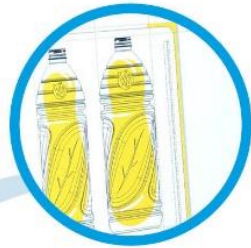
April 4th 2023



A UNIQUE EXPERTISE IN THE INDUSTRY: FROM PELLETT TO PALLET

360°

PET competence under one roof



PACKAGING SOLUTIONS



COMPLETE LINES MANAGEMENT



SECONDARY PACKAGING SYSTEMS



FILLING AND CAPPING SYSTEMS



BOTTLE MANUFACTURING SYSTEMS



PREFORM MANUFACTURING SYSTEMS



TOOLING MANUFACTURING



EXTENSIVE PROTOTYPING CAPABILITIES

THREE MAIN MARKET TRENDS

INCREASE DEMAND
FOR **LARGE SIZES (>5L)**



**LARGE SIZE
CONTAINERS**

PROVIDE **ALTERNATIVE
SOLUTIONS**
TO GLASS PACKAGING



**PACKAGING
CONVERSION**

SUSTAINABLE
SOLUTIONS IN CIRCULAR
ECONOMY



**SUSTAINABLE
PACKAGING**

PET HAS TO GIVE PROTECTION

**PROTECT
CONTENT**



LARGE SIZES

Stackable containers for sturdy logistics

**PROTECT
PEOPLE**



CONVERSION

Sparkling wine & perfume in safer containers

**PROTECT
ENVIRONMENT**

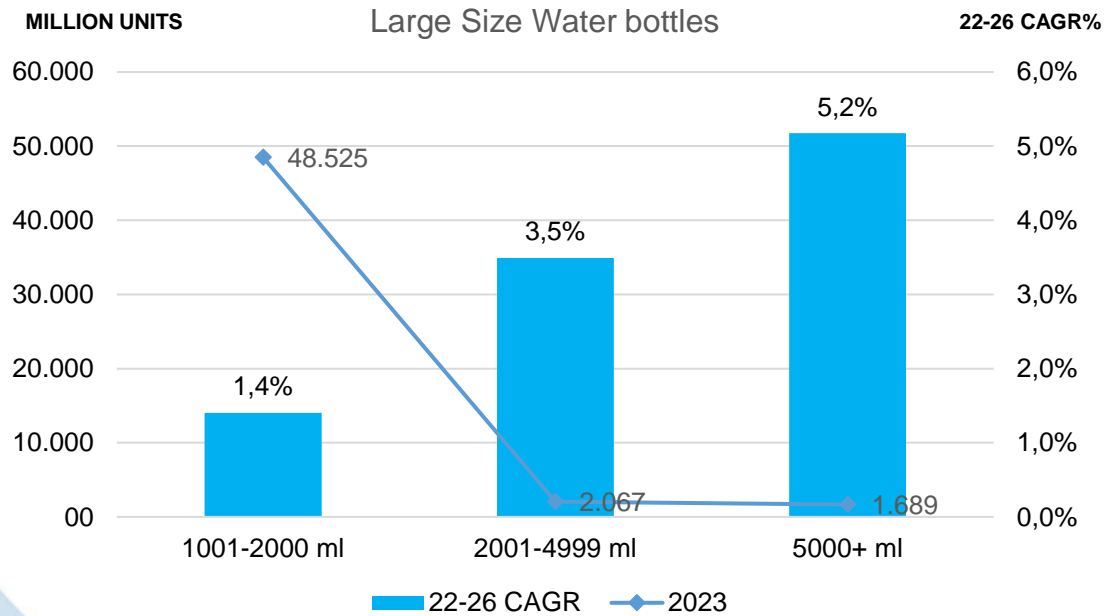


SUSTAINABILITY

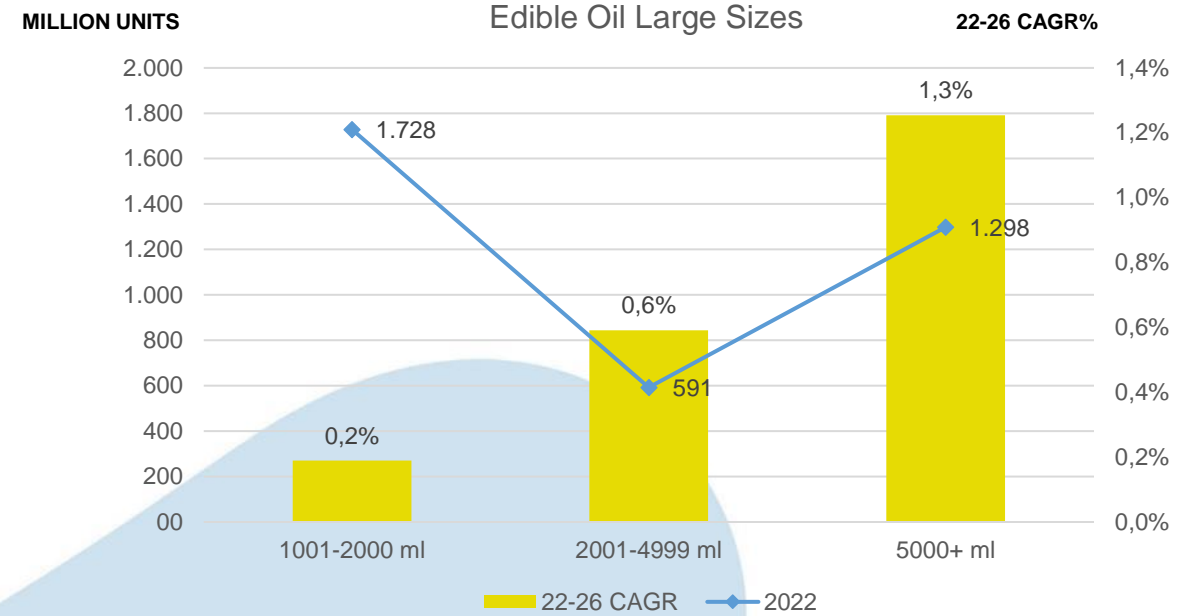
rPET + Labelless containers for a circular packaging approach

LARGE SIZE PET PACKAGING IS EXPANDING

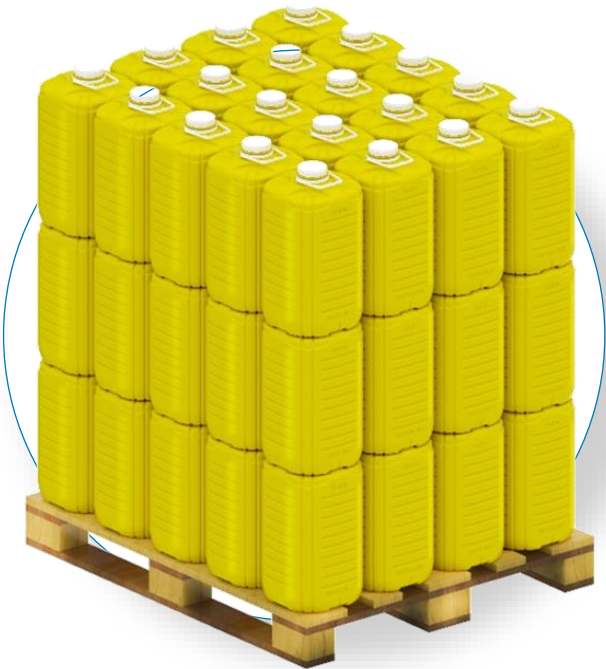
MINERAL WATER



EDIBLE OIL



MORE SOLID LOGISTIC: 20L STACKABLE



WHY MORE PROTECT

- Safe Liquid, for remote places
- Solve logistic limit

WHY SIPA

- Full Packaging Development
- Complete Line solutions

TECH FEATURES 1

- Lighter: 500g (vs HDPE 900g vs Metal 1kg)

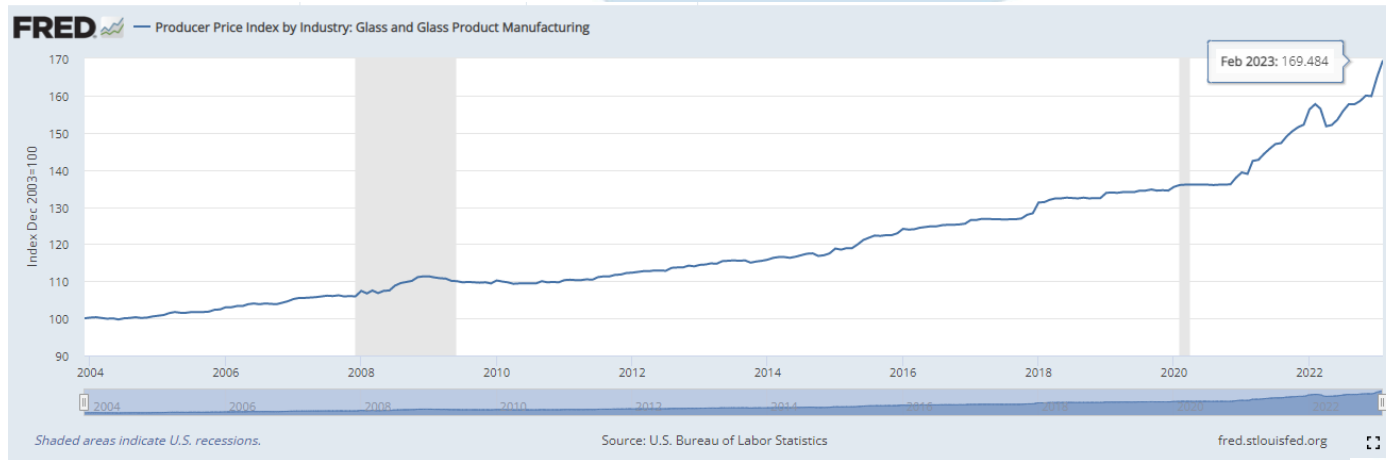
TECH FEATURES 2

- Solid design
- High Topload: 3000N+

BEST FIT ON

- XFORM and SFL
- Robotic Pallet

GLASS CONVERSION IS GROWING



LVMH Beauty and Origin Materials Partner on Sustainable Packaging

BY PYMNTS | APRIL 20, 2022



vinality

Expositor

Operator

Wine lover

NEWS

Glass bottle shortage major concern for French wine producers

20 FEBRUARY 2023

By Patrick Schmitt

Wine and prices, the price lists of the cellars at + 10/15% to cover the costs. But it's a wall with the large-scale distribution

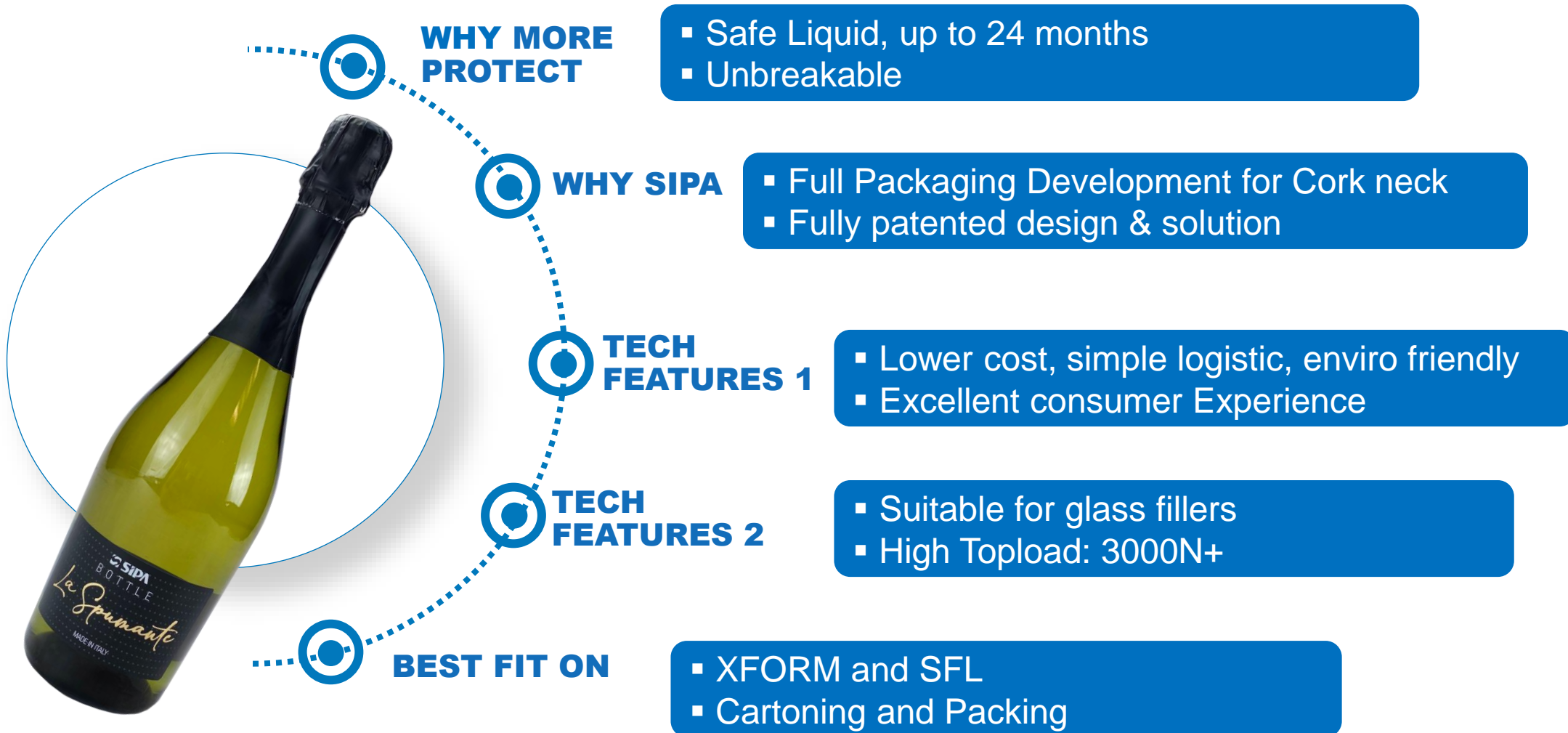


WINE NEWS

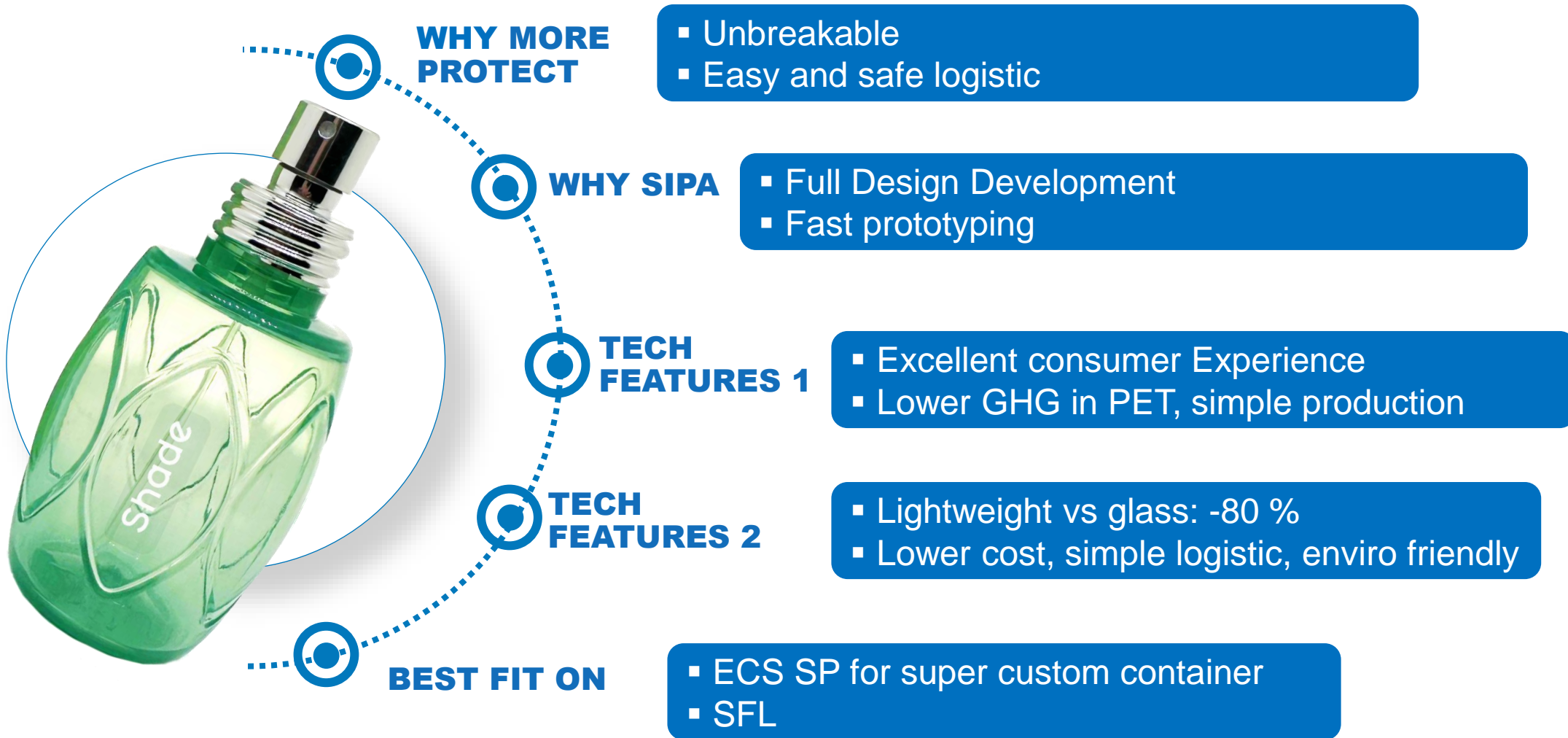
FEBRUARY 15, 2023

Expected and feared increases in energy costs and, above all, "dry" raw materials, glass in the lead, increases in the price lists of Italian wineries are also a major concern for those who contract with large-scale retail trade. Difficult to identify a precise percentage gap, in a panorama as vast and varied as that of Italian wine, where prices start from ex-cellar prices even lower than 2 euros per bottle, to arrive at several tens of euros "per cork". Even if the most popular range seems to be between +8% and +15%. Which, according to many, is less than what would be needed to absorb the increase in production costs (which, according to Unione Italiana Vini - Uiv, saw an overall increase of 1.5 billion euros in 2022), with the glass that, between the growth of 2022 and the new increases arrived at the beginning of 2023, has practically doubled, while little better goes with cartons for shipping, paper for labels, capsules, stoppers and transport. In any case, even percentage increases in bottle prices such as those feared have different impacts depending on the variables. They are an enormous problem above all on lower priced wines, where the margin per bottle is represented by a few tens of euro cents, and with a large-scale retail trade, the main recipient of these wines, reluctant to accept increases that should be feared (shared with the producers) of seeing a drop in consumption in all that is the "entry level". While it is a difficulty to manage, but also an opportunity to raise a position from which then try not to retreat in the future, for higher-end products, aimed above all at catering and horeca, and where the increase of a few euros per bottle, if well explained, narrated and motivated, seems to be accepted without particular difficulty by the market. It is the extreme synthesis picture, in a very complicated panorama, traced by WineNews, which, on a very hot topic, has heard from over 50 different producers, including cooperatives, small wineries and private companies that work on important numbers and on different markets for channel and positioning, but also distribution players and representatives of the supply chain. If many producers of territories of great value and of wines that end up mainly abroad and in the restaurant and wine bar channel, such as those we have heard in recent days, from the various previews linked to Amarone della Valpolicella (with top

SAFER THAN GLASS: SPARKLING WINE



SAFER THAN GLASS: PERFUME



SUSTAINABLE GROWTH IS NECESSARY

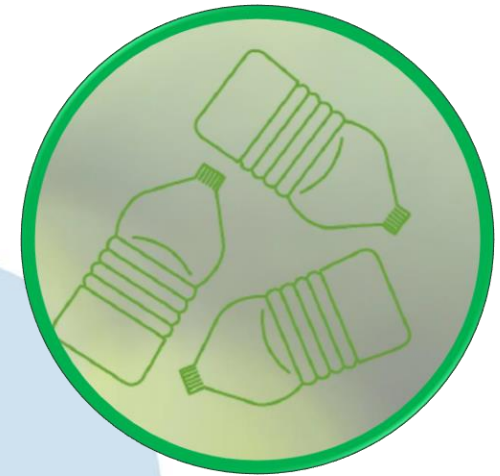
SIPA's CONSCIOUS APPROACH TO PACKAGING



REDUCE

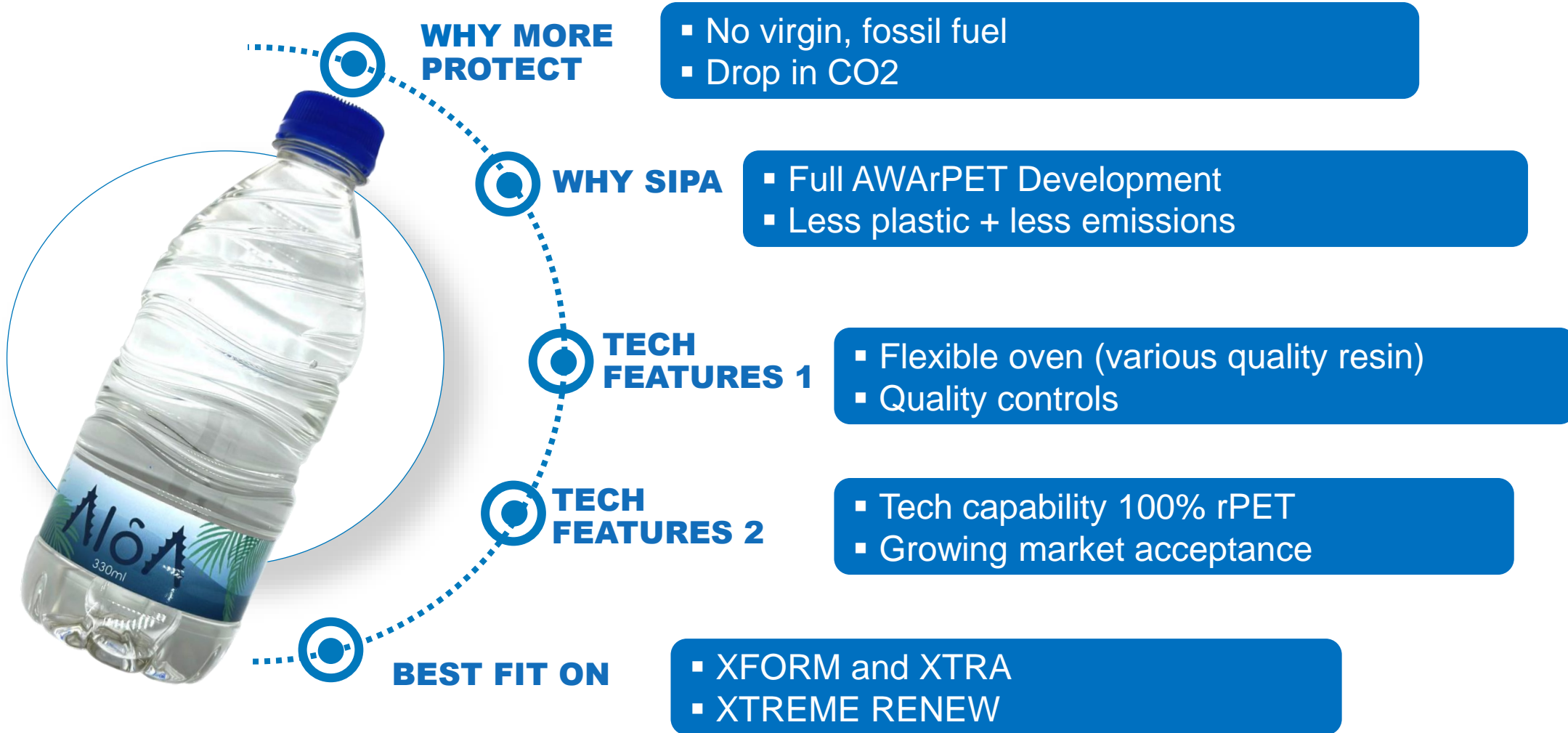


REUSE

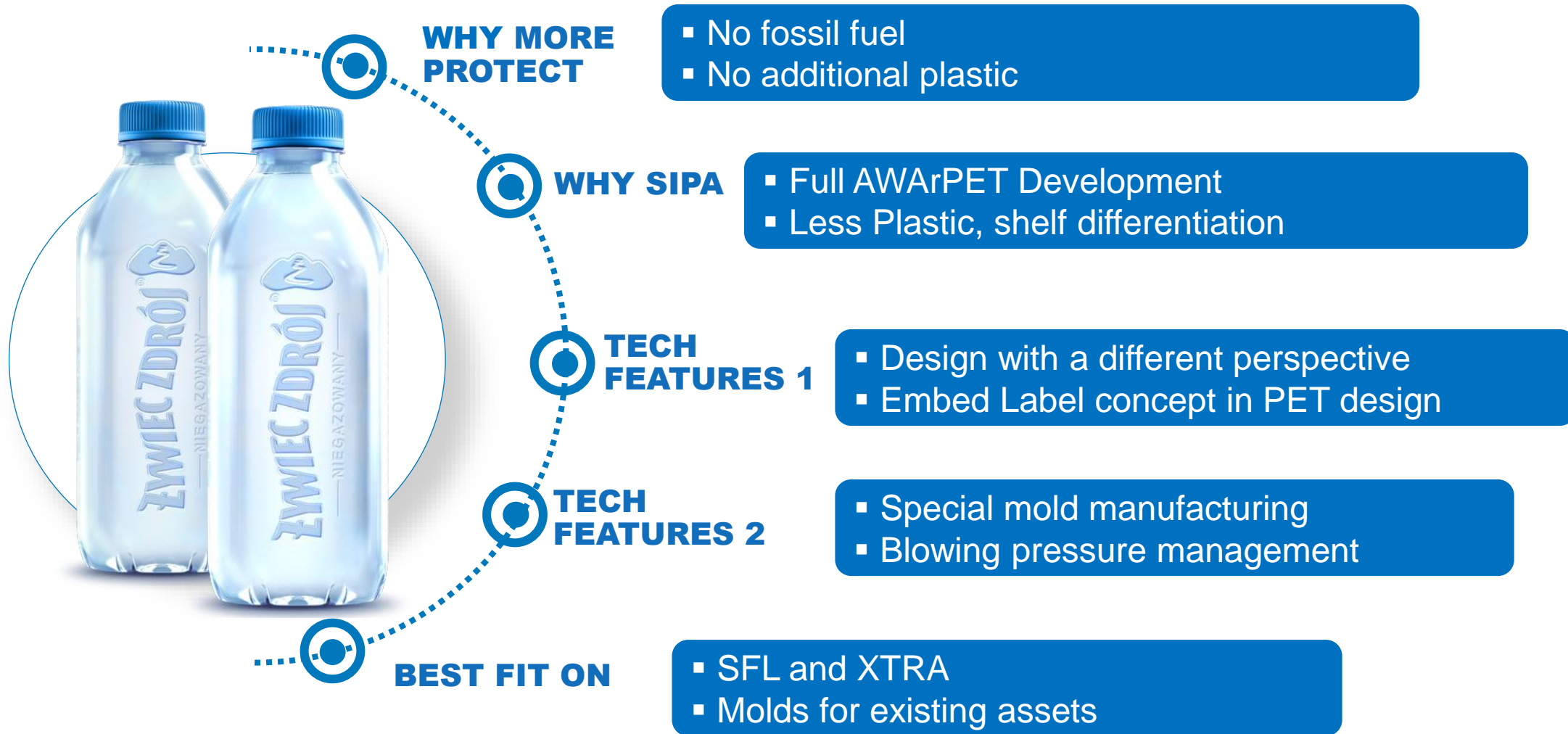


RECYCLE

BETTER FOR ENVIRONMENT: RPET



BETTER FOR ENVIRONMENT: LABEL-LESS



FULL PROCESS KNOW HOW TO ENHANCE PROTECTION



Complete line capability

From pellet to pallet



Sustainability

Design for recycling:



Raw materials

Wide knowhow on plastic resins



Design expertise

Full package expertise: preforms, bottles, secondary packaging



Flexibility

Full range of plastic and filling equipment & new solutions development



Thank you