



Greatview

Your Value Partner in Aseptic Packaging

Greatview Aseptic Packaging
December 2022

Some words about me

- Born in Hangzhou Zhejiang China.
- Graduated from Nanjing University of Science and Technology
- Moved to Germany in Feb. 2010
- Have been working in Greatview Halle plant since Dec 2012 as:

HR Receptionist (2012) → Warehouse Assistant (2013) → Planning Assistant (2014) →
Material Planner(2015) → Deputy Planning Manager (2019) →Planning Manager (2020)

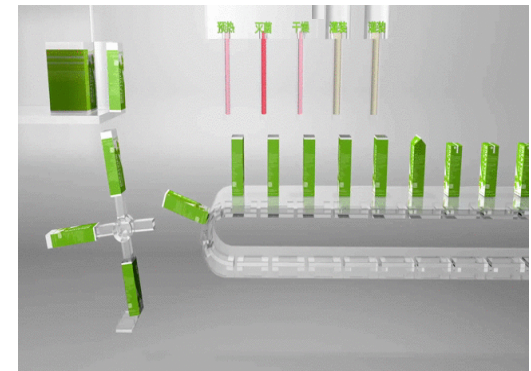
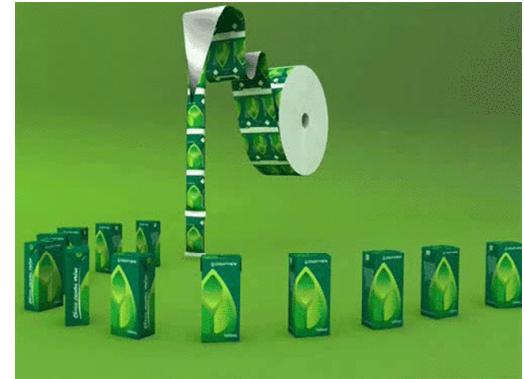
Responsible for: Supply chain of material; Production Planning; Warehouse Management;
Logistics / Shipments.

*up to 2020 end

Greatview in Brief

- We are an independent provider of aseptic packaging solutions for the liquid food industry, encompassing both blank-fed and roll-fed systems.
- We are the world's 3rd largest supplier of paper-based aseptic packaging materials by sales volume, with annual sales of over 21 billion cartons; >130 billion* cumulatively.
- We offer aseptic carton material that is fully compatible with applicable filling equipment from Tetra Pak™ and SIG Combibloc™ and allows our customers to seamlessly adapt to our materials.
- We offer a world-class turnkey packaging solution that is tailored to the requirements of every customer.

Roll-Fed System



*up to 2020 end

Our Story



Global Sites

Das Bildmerkmal mit der Bezeichnung-ID ist in der Datei nicht gefunden.

Winterthur, Switzerland

Operating Headquarters, Global Operation

Das Bildmerkmal mit der Bezeichnung-ID ist in der Datei nicht gefunden.

Halle (Saale), Germany

Factory

Das Bildmerkmal mit der Bezeichnung-ID ist in der Datei nicht gefunden.

Paris, France

Corporate Office

Das Bildmerkmal mit der Bezeichnung-ID ist in der Datei nicht gefunden.

San Pietro (Veneto), Italy

Factory

Das Bildmerkmal mit der Bezeichnung-ID ist in der Datei nicht gefunden.

Hohhot (Inner Mongolia), China

Factory

Das Bildmerkmal mit der Bezeichnung-ID ist in der Datei nicht gefunden.

Beijing, China

Operating Headquarters, R&D Centre

Das Bildmerkmal mit der Bezeichnung-ID ist in der Datei nicht gefunden.

Liaocheng (Shandong), China

Factory

Das Bildmerkmal mit der Bezeichnung-ID ist in der Datei nicht gefunden.

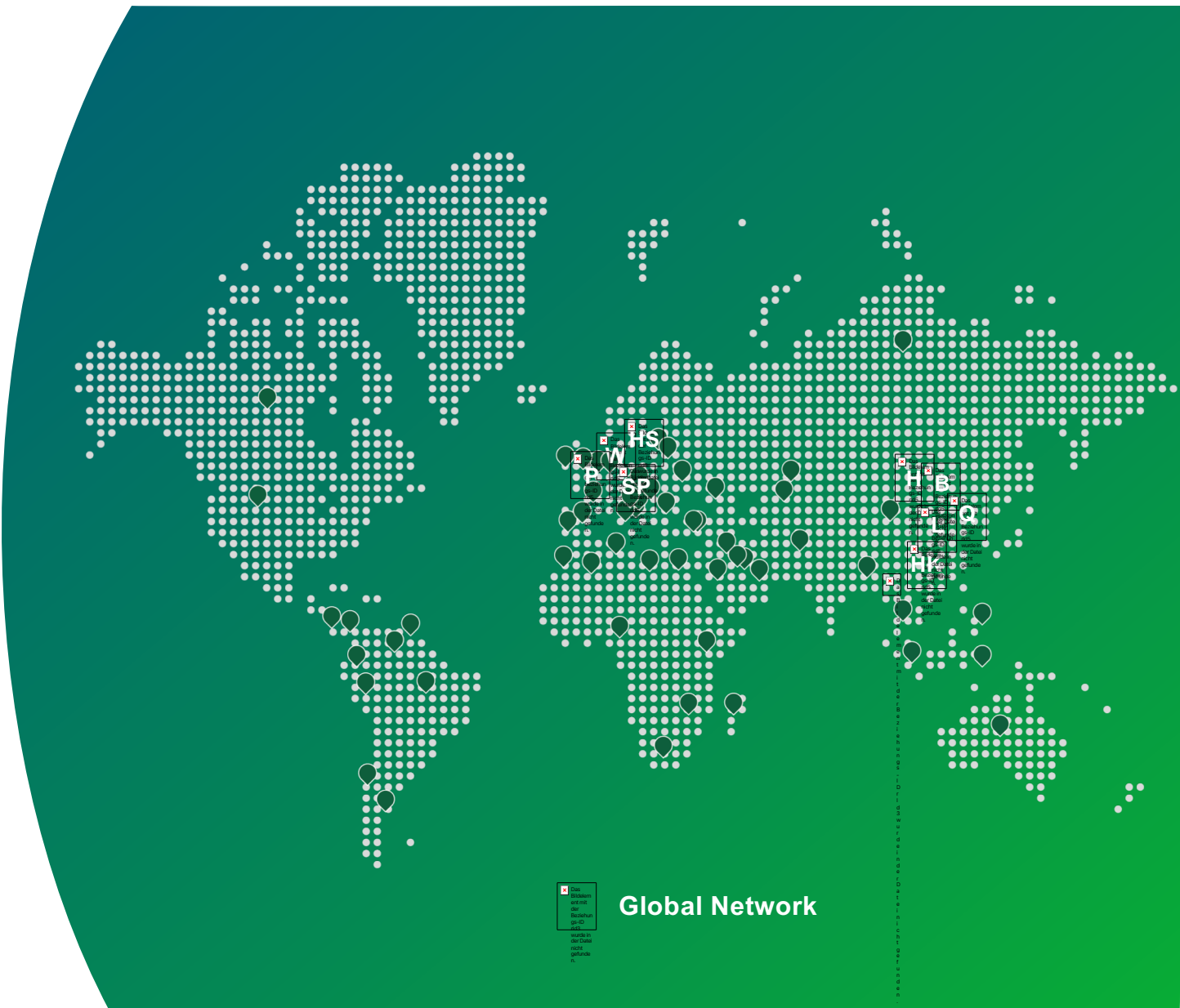
Qingdao (Shandong), China

Factory

Das Bildmerkmal mit der Bezeichnung-ID ist in der Datei nicht gefunden.

Hong Kong, China

Corporate Office



Factories



>1,670
employees



30 billion
pack capacity*

* 250 mL pack size equivalent



F1 Liaocheng,
Shandong
Since 2002



F2 Hohhot,
Inner Mongolia
Since 2010



F3 Halle,
Saxony-Anhalt
Since 2012



F4 Qingdao,
Shandong
Since 2019 (Acquired)

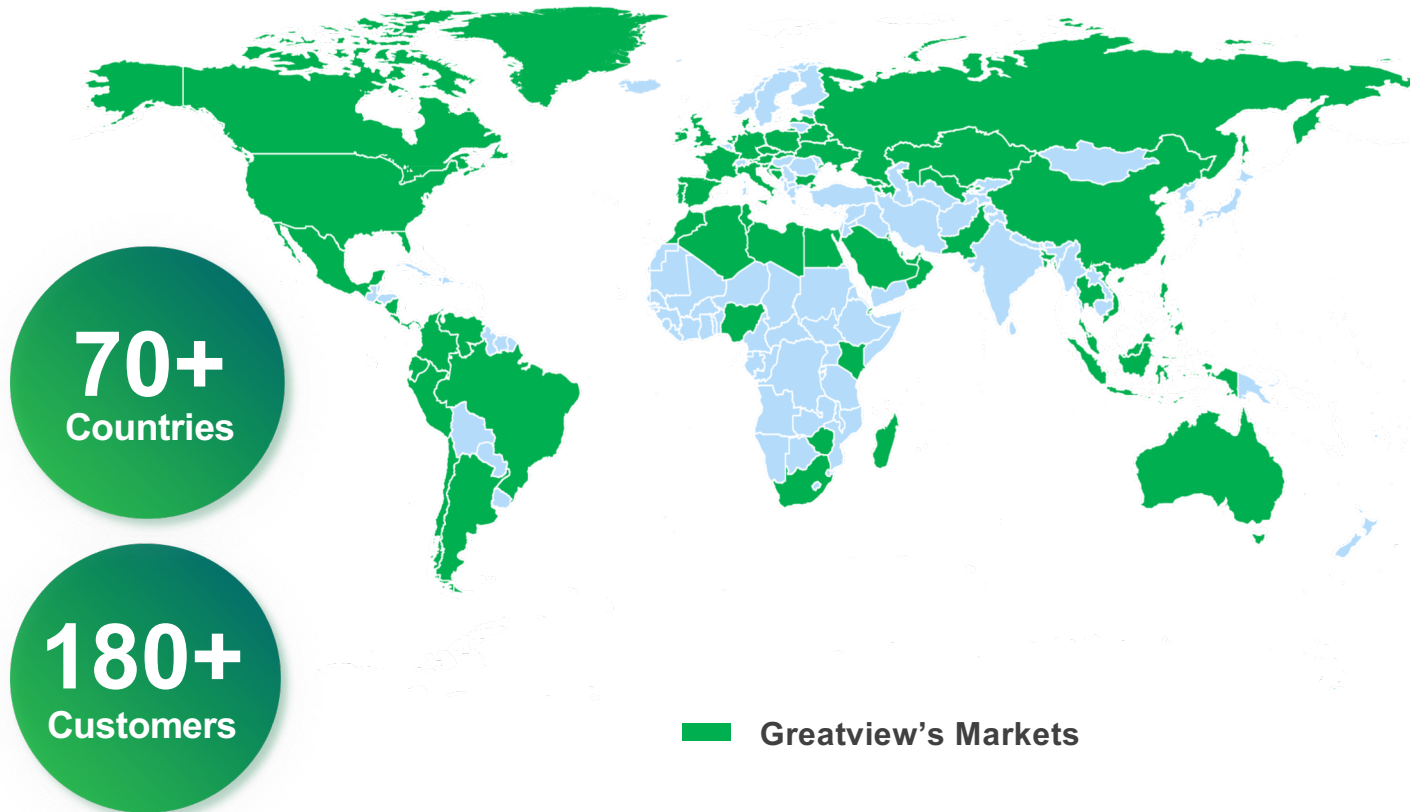
A county with a highly developed transportation system in Shandong, China. The location of the factory enables fast access to sea, rail and air transport.

Constructed primarily to serve the dairy industry in Inner Mongolia with the two largest dairy companies in China. Responsible for blank-fed production in addition to roll-fed production.

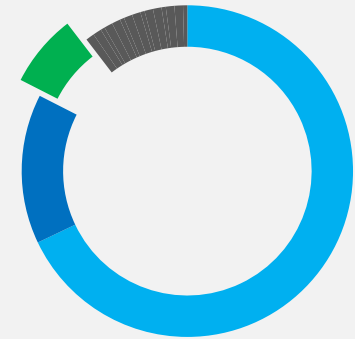
Located at the geographical heart of Europe with excellent rail and road connections to Europe and Central Asia, as well as to Hamburg port. Adjacent to DHL's main European air hub at Leipzig/Halle airport.

Likang Packaging specialises in the production of liquid food packaging materials since 2001. It is a core partner of large beverage enterprises in China and supplies customers in Europe, Africa, Southeast Asia and the Middle East.

Worldwide Aseptic Cartons Market



Global Market Share



Tetra Pak	< 70%
SIG	~ 10%
Greatview	~ 7%
Others	~ 10%

Total: 250 billion packs*

*Company global estimate 2020

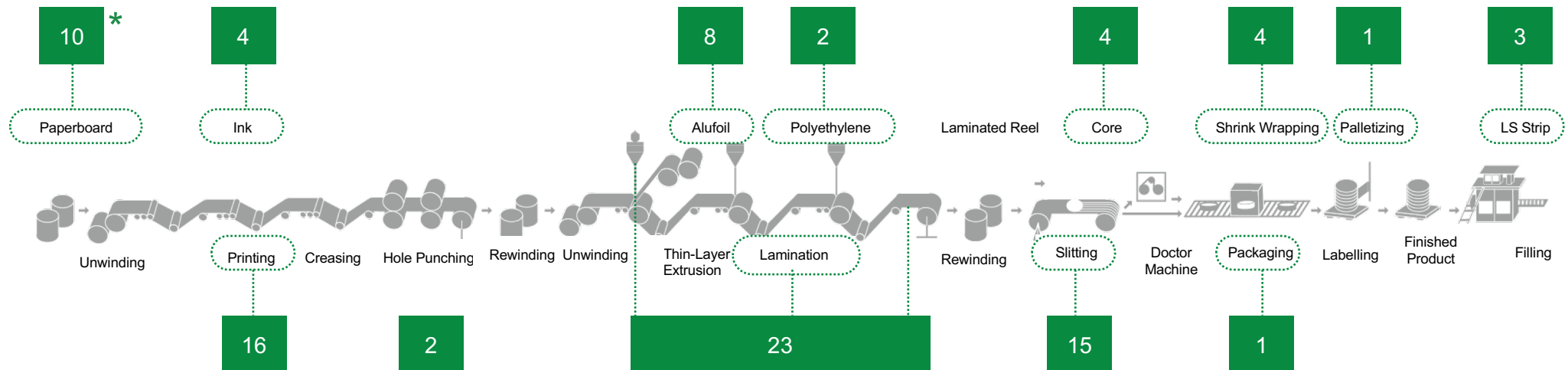
We supply major international liquid food brands & producers including the world's top 9 dairy producers

2022	Company	Country of Headquarters	Turnover, 2021 (USD billions)
1	Lactalis	France	26.7
2	Nestlé	Switzerland	21.3
3	Danone	France	20.9
4	Dairy Farmers of America	USA	19.3
5	Yili	China	18.2
6	Fonterra	New Zealand	14.8
7	Mengniu	China	13.7
8	FrieslandCampina	Netherlands	13.6
9	Arla Foods	Denmark/Sweden	13.3
10	Saputo	Canada	12.0
Others	Candia, Refresco, Faragalla, Freedom Foods, Coca Cola...		

Source: Rabobank

Quality Assurance - Dynamic Quality Control Process

- More than 90 Quality Control checks are made during the manufacturing process;
- Automated and continuous monitoring is conducted wherever possible;
- State-of-the art measuring technologies and equipment are continuously introduced as they become available.



We Are Supported By Our Largest Shareholder – The Jardine Matheson Group

■ Shareholder Resources

Greatview is supported by its largest shareholder **Jardine Matheson** with 28% shareholding.

Founded in 1832, **Jardine Matheson** is a diversified Asian-based group with a broad portfolio of **market-leading** businesses such as large Asian retailers HERO, 7-11, and YONGHUI Supermarket.



Subsidiaries, investments and business operations under Jardine Matheson Group globally or in specific markets

Logistics Challenge for global company

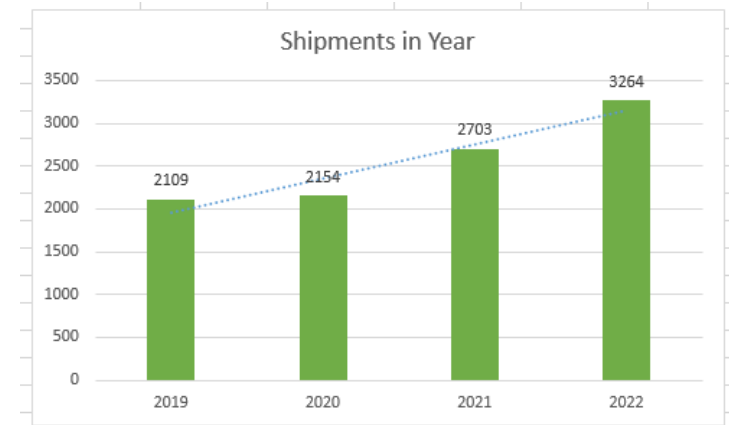
■ Logistics development in Greatview:

We have reached more than 50 percent raise in our shipments numbers in the past 4 years, nevertheless under the current critical circumstances.

What are the challenges:

- Covid special border control and lock down
- Lack of equipments and strikes in road and sea logistics
- Petrol price raise due to war situation
- New EU Mobility Package

Team Work!



How we manage it:

- We evaluated 28 forwarders, from which we have chose to work with 16 forwarders. Each has their focus and advantages on his destination.
- Closely exchange with forwarders of the current situation to seek solutions.
- OTIF target setting on monthly basis reporting and analysing.
- Stay alert and flexible.

THANK YOU



www.greatviewpack.com



Greatview Aseptic Packaging