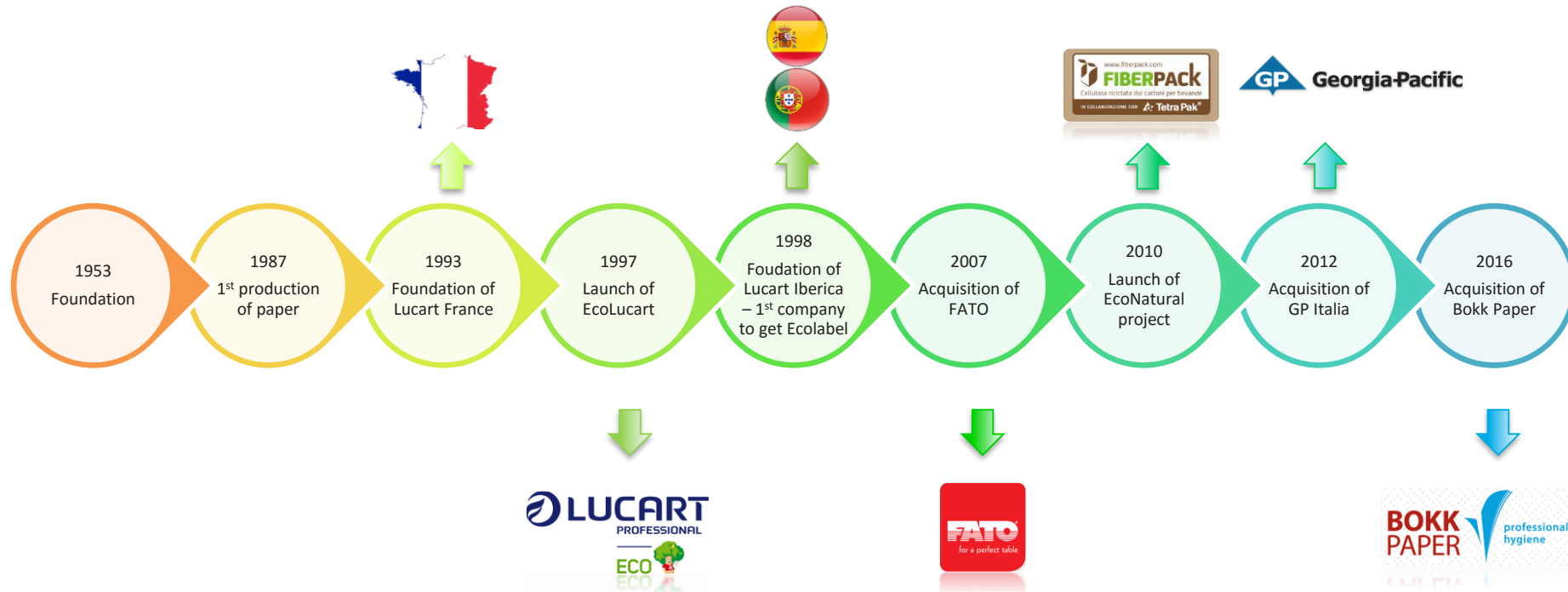


LUCART GROUP

Training



The history of LUCART



Lucart Group – Key numbers



310.000

Tons of paper
production



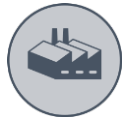
415

Million of Euro turnover



1.300

Employed



7

Production
site



10

Paper machines



55

Converting lines

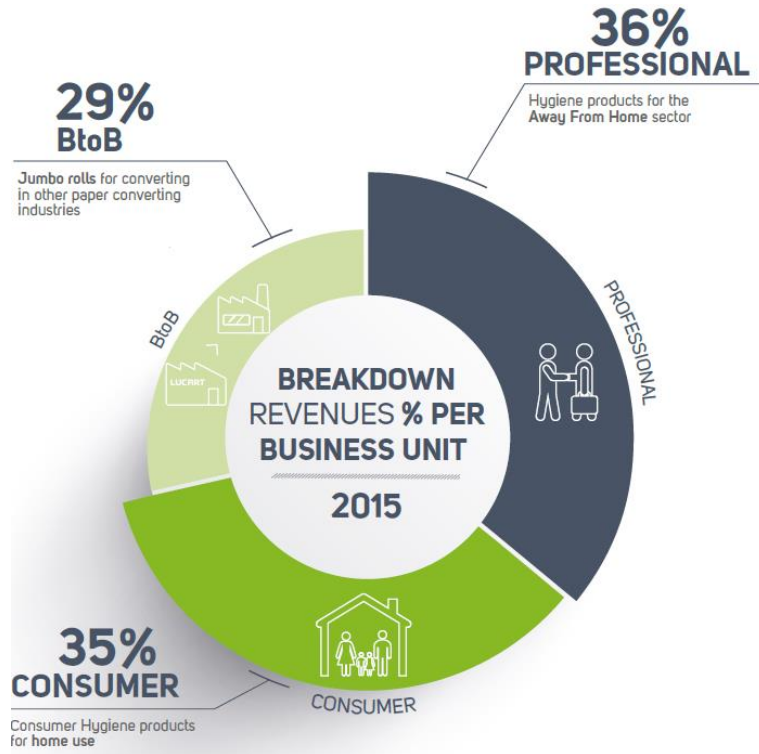
Business Areas

MG paper for packaging Tissue and Airlaid.

Paper produced for other
converting companies or B2B
companies

Tissue and Airlaid Consumer use.

Toilet paper, napkins, facials,
handkerchiefs and kitchen rolls to be
used at home.



Tissue y Airlaid products for AFH business

Toilet paper, hand towels,
napkins, couch covers... To be
used in the professional domain
(restaurants, industry, contract
cleaners, etc.)

Lucart Group – the structure



Where do we produce / sell?



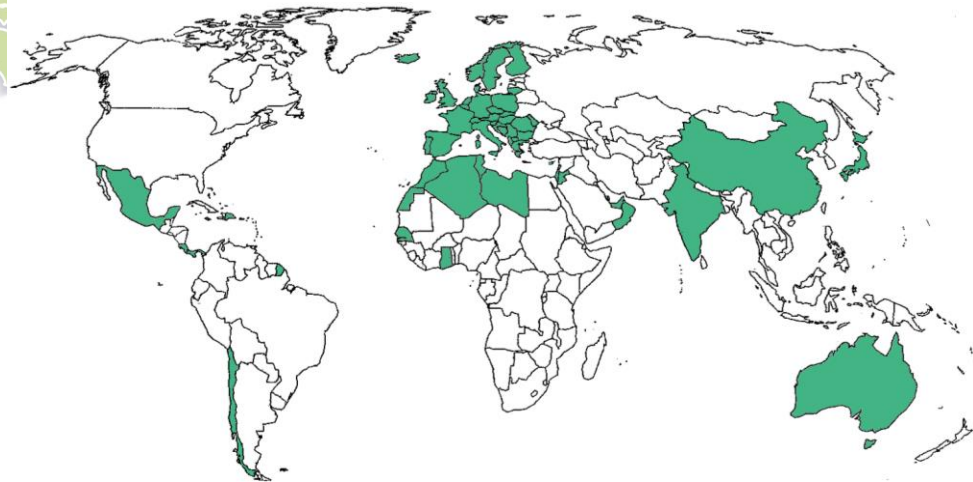
International presence – Market leader in Italy.



Lucart brands are very well known at international level for quality and sustainability.



Lucart products sold in more than 66 countries



Sustainable behaviour 2013-16

ECORESULTS

In the 2013-2016 period, Lucart, considering the tonnes of Fiberpack® paper produced, has contributed to:



RECOVER MORE THAN
2.8 BILLIONS
OF BEVERAGE CARTONS*



EQUIVALENT TO A DISTANCE
EQUAL TO TRAVELLING
AROUND THE EARTH**
16 TIMES



SAVE MORE THAN
1.2 MILLIONS
OF TREES***



EQUIVALENT TO AN
AREA OF MORE THAN
4,200
FOOTBALL FIELDS



PREVENT MORE THAN
73,000 t CO_{2e}
EMITTED INTO THE
ATMOSPHERE****



EQUIVALENT TO THE
EMISSIONS OF
MORE THAN
578,000
TRIPS FROM
ROME-MILAN BY CAR



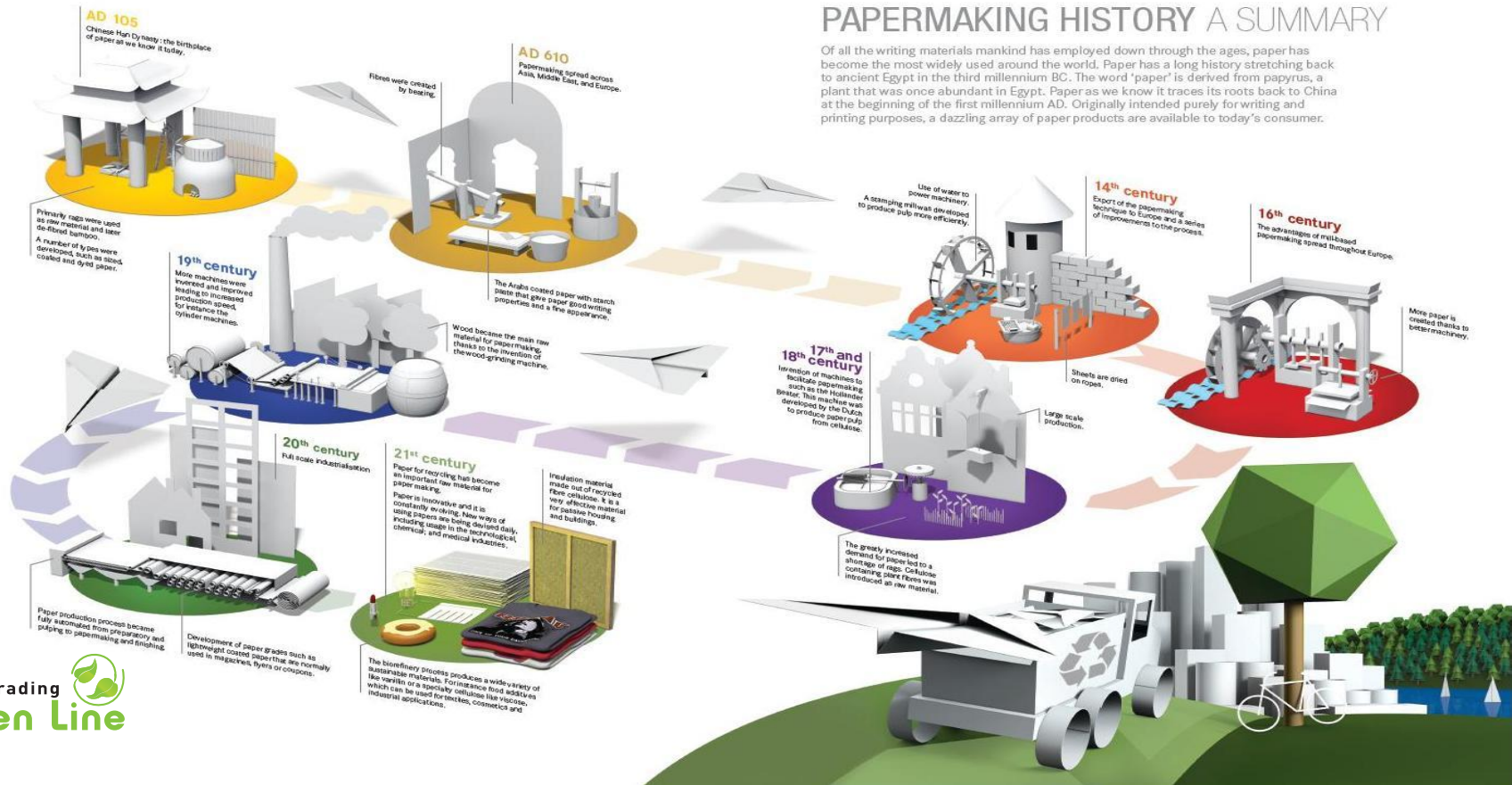
* Considering 1-litre beverage cartons

** Considering the cartons stacked one on top of the other

*** United Nations Environment Programme, Report 2011: Towards a Green Economy

**** European Union Life Cycle Database (ELCD)

The history of paper



PAPERMAKING HISTORY A SUMMARY

Of all the writing materials mankind has employed down through the ages, paper has become the most widely used around the world. Paper has a long history stretching back to ancient Egypt in the third millennium BC. The word 'paper' is derived from papyrus, a plant that was once abundant in Egypt. Paper as we know it traces its roots back to China at the beginning of the first millennium AD. Originally intended purely for writing and printing purposes, a dazzling array of paper products are available to today's consumer.

The paper cycle

Paper is a sheet made with cellulose fibers and resins or additives able to give the expected quality and specifics for the dedicated use. If paper has a very high grammage, in general $>160\text{g/m}^2$ then it is called carton.



Paper production



Cellulose

Cellulose comes from wood. First of all it is necessary to separate fibers by having wood wet or by dissolving pigments with heating and chemicals. This process can be compared (and actually it can be similar) to the action done by bees chewing wood to get a kind of paste used to build honeycomb structures.

Paper machine

In order to produce paper, virgin or recycled cellulose fibers are has to be mixed with water in a big tank called pulper. This mix of cellulose and water (called pulp) goes to the paper machine and specifically on a tape going through cylinders. The role of cylinders is to dry paper together with high temperatures. This multiple procedures let the machine to produce a big paper sheet which is enrolling on a big roll. The result is a big mother reel to be converted in a finished product.

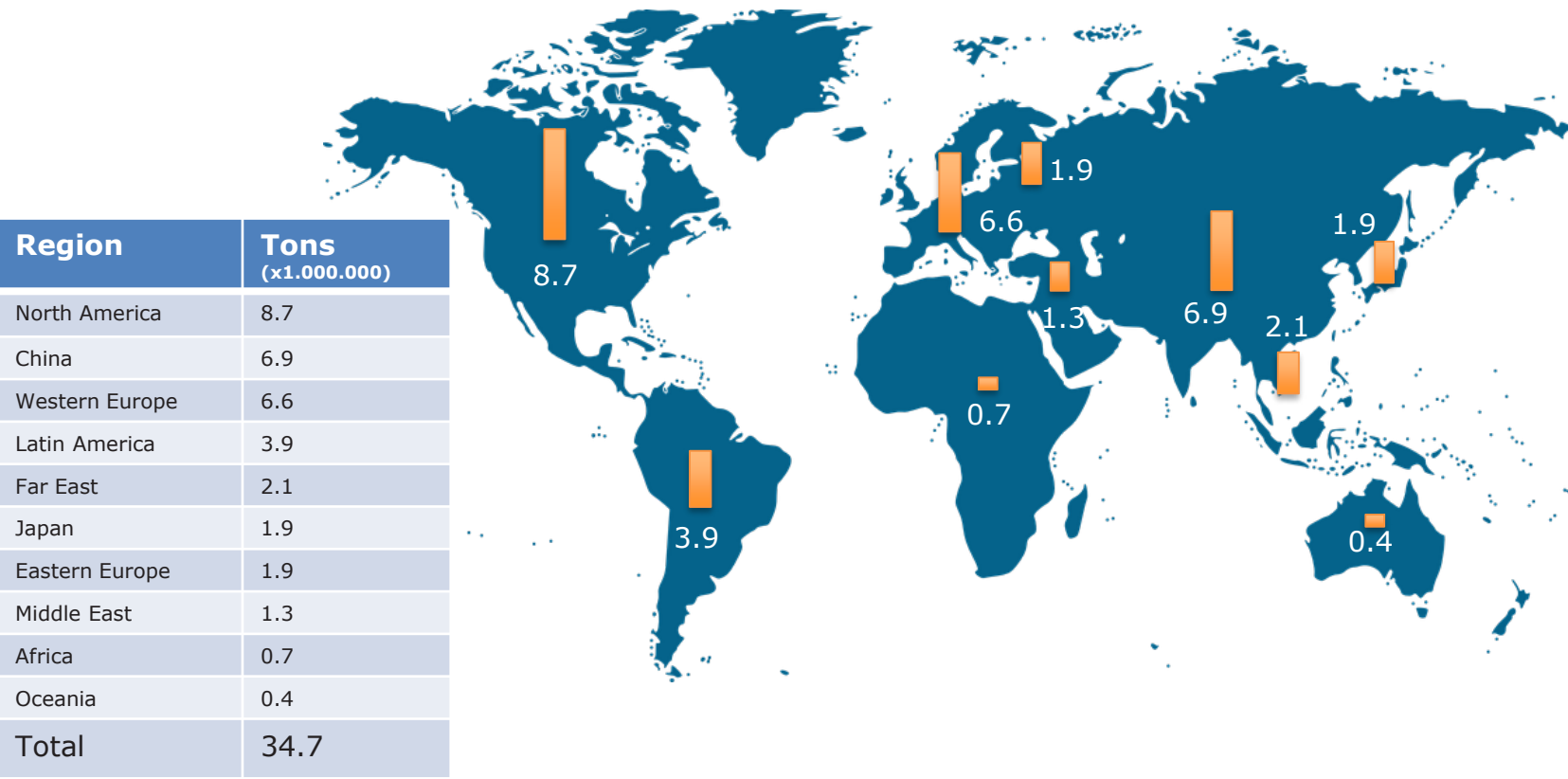


Type of paper

Type of paper	Raw material
Pure cellulose	100% virgin fiber
Regenerated	100% cellulose pulp - Regenerated
Recycled	100% cellulose pulp - Non regenerated
Fiberpack®	100% from drink cartons



Tissue paper – world demand





ECONATURAL

 **LUCART**
PROFESSIONAL

Naturally advanced

ECONATURAL



ECONATURAL system

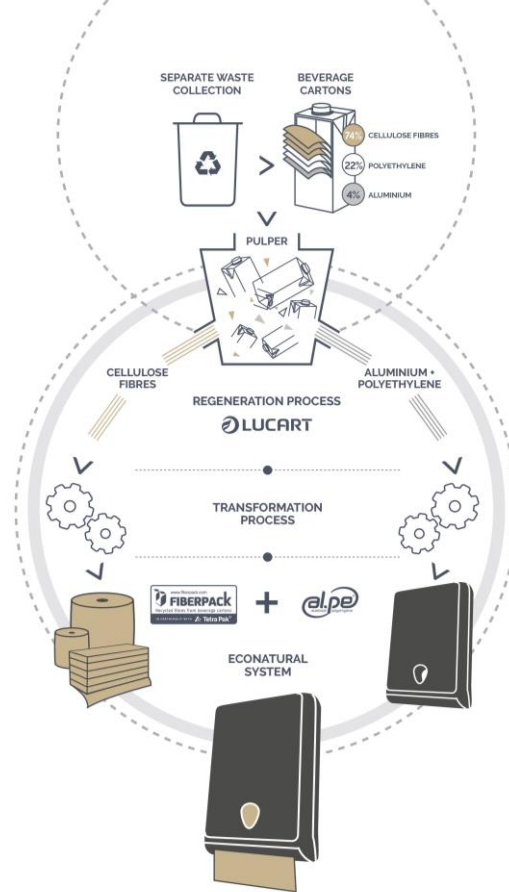
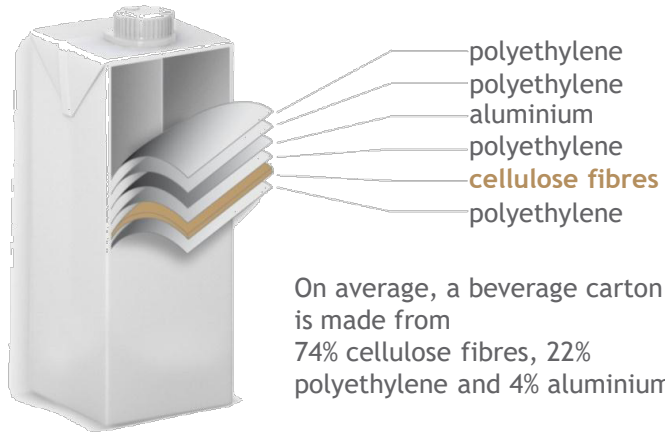
EcoNatural
is now the innovative
PAPER + DISPENSER system
that recycles all the
material from beverage
cartons.



ECONATURAL

The circular economy implementation

Lucart introduces a circular economy model that adds value to used beverage cartons by turning them in two new materials, separating the cartons into their components. The separation process is a physical mechanical one without usage of harmful substances for both man and the environment.



ECONATURAL

The perfect product re-cycle



From beverage cartons EcoNatural tissue products and recycled material dispensers: 100% sustainable system.

From cellulose fibers Lucart produces Fiberpack® tissue products and with Aluminum and Polyethylene Lucart produces AL.Pe.® dispenser range

ECONATURAL

Focus on Fiberpack®



ECONATURAL IS THE RANGE OF PRODUCTS MADE IN FIBERPACK®. Fiberpack® is the raw material obtained from recycled cellulose fibres contained in beverage cartons. Fiberpack® is an environmental and technological breakthrough which comes from a collaboration between Lucart Group and Tetra Pak®.



ECONATURAL RANGE IS CERTIFIED EU ECOLABEL



ECONATURAL RANGE IS CERTIFIED FSC® RECYCLED

ECONATURAL

Focus on Fiberpack®

A paper with exceptional performance is obtained from the innovative production process of Fiberpack®.



The fibres resulting from the beverage cartons have a content of long fibre that is higher than that of a standard mix of pure cellulose.

These fibrous mixture feature allows to obtain, with the same characteristics of the finished product, a product of excellent resistance and absorbency.



ECONATURAL

Focus on Al.Pe.®

From beverages cartons Aluminum and Polyethylene are converted in Al.Pe., the raw material for EcoNatural dispensers.

A comprehensive range of dispensers which fits with every premise.



FOLD HANDTOWEL
DISPENSER



REFILLABLE LIQUID SOAP
DISPENSER



BULK PACK TOILET PAPER
DISPENSER



WASTE BIN

ECONATURAL System

Visibility for customer

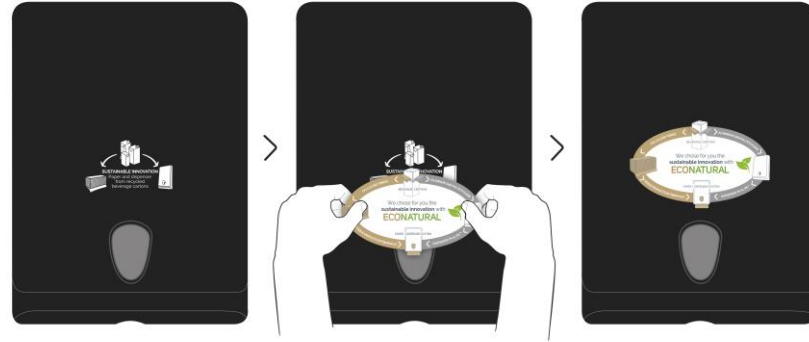
Stickers to prove the commitment to sustainability toward end user.



Create and print the sticker in your local language at:



Customize your dispenser.



LUCART
PROFESSIONAL
Naturally advanced

IKA Trading
Green Line

LUCART
PROFESSIONAL
Naturally advanced

The EcoNatural project

ECO SUSTAINABILITY

It is a tool to calculate the environmental savings coming out from recycling Tetrapak® beverage cartons by buying Fiberpack® products

It is tool to prove Lucart commitment as well as your commitment in being sustainable.

[Certificate](#)

+19% vs last year in recovering, saving and avoiding

CERTIFICATE OF ENVIRONMENTAL SAVING

DAMITO s.r.o

WITH REFERENCE TO YOUR FIBERPACK® PRODUCTS PURCHASED DURING THE PERIOD 1ST JANUARY 2017 - 31ST DECEMBER 2017
YOU HELP LUCART TO:



RECOVER 24 529 130
post-consumer beverage
cartons
(1 liter brick average)*.



SAVE 10140 TREES
of average dimension**.



AVOID
641 654.5 Kg
of CO₂***

 **LUCART**

Products made in Fiberpack®, cellulose fibres recycled from beverage cartons.

Sources: *Considering cartons per 1litre beverage. ** United Nations Environment Programme, Report 2011: Towards a Green Economy. *** European Union Life Cycle Database (ELCD)

The EcoNatural project –

Benefits of using the calculator



Differentiate the offer



Attract more customers and be recognized as sustainable with a positive impact on society



Have more visibility thanks to printed certificates



Offer a consultative approach to your customers



Get empirical data from choosing sustainable solutions



Increase your credibility thanks to certifying entities

IDENTITY



IDENTITY



-45%
Consumption
reduction

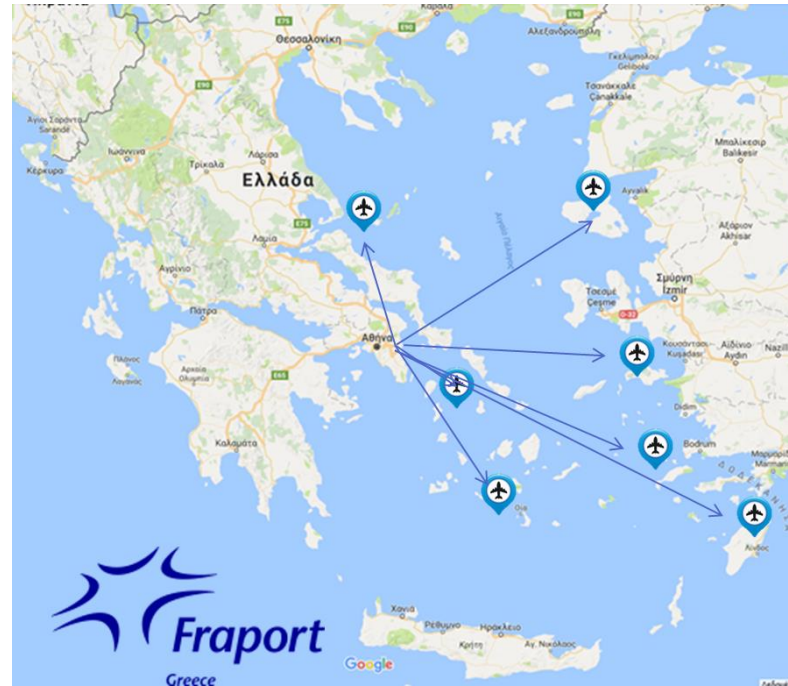


The innovative idea for restrooms, many advantages in a unique design:

- the first automatic cutting dispenser, unbeatable in cutting consumption
- guaranteed performance, paper always available
- compatible with Lucart Professional's range of certified environmentally-friendly paper
- available in the white and black variants.
- extreme ease and rapidity in replacing the roll thanks to the FAST REFILL system

IDENTITY – Business case

- Cooperation with Fraport to install Identity dispenser line in 7 greek airports.
- Travellers in the period 1.05.2017 – 30.09.2017: 4,8Mio
- This opportunity let Lucart to test dispensing systems and products in real life high traffic areas. Used the 3.4 cutting unit version. NO ISSUES
- Products installed:
 - EcoNatural 155ID
 - EcoNatural 900ID
 - Soap



AQUASTREAM

The no-clog paper that takes just seconds to dissolve



IKA Trading
Green Line

**OUT OF ORDER
BATHROOMS**

**DISSATISFIED
CUSTOMERS**

**PLUMBER
CHARGES**

LUCART
PROFESSIONAL
Naturally advanced

AQUASTREAM

FAST DISPERSION GUARANTEED

Lucart Professional introduces
AquaStream,
the tissue product line which
prevents toilet blockages and
clogging



AQUASTREAM



Toilet paper

The same strength and texture, but guaranteed to break down faster when it comes into contact with water, dissolving on average in 7"



Handtowel

Thanks to its accelerated dispersion in water, it prevents the occurrence of clogging even when hand towels are mistakenly thrown in the WC.

AQUASTREAM - Toilet paper

QUALITY PAPER THAT
DISSOLVES
IN 7"*



* Average value of measurements performed on samples of the AquaStream range of toilet papers, in compliance with standard AFNOR NF Q 34-020

LUCART
PROFESSIONAL
Naturally advanced

AQUASTREAM - Toilet paper

- ✓ Soft and thick
- ✓ Ideal for all toilets with piping that is thin, winding or lacking gradient
- ✓ Dissolves in 7 seconds*
- ✓ Contains no harmful substances for humans and the environment



* Average value of measurements performed on samples of the AquaStream range of toilet papers, in compliance with standard AFNOR NF Q 34-020

AQUASTREAM - Toilet paper

The test



AQUASTREAM - Handtowel

STRONG AND
ABSORBENT
HANDTOWELS,
THEY DISSOLVE IF
THROWN IN THE
TOILET



AQUASTREAM - Handtowel

- ✓ High quality handtowels
- ✓ Ideal for bathrooms where the toilet is near the sink
- ✓ Dissolves in seconds on contact with water
- ✓ Prevents the risk of clogging



AQUASTREAM - Handtowel

The test



AQUASTREAM

Toilet paper



Handtowels



AquaStream

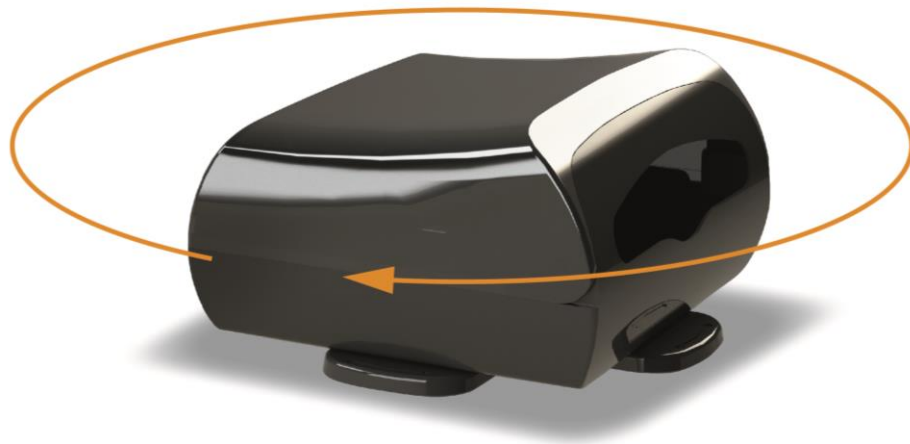
Communication tools: the demonstration kit

- ✓ Demonstration kit to show difference between AquaStream fast dispersion and standard paper



L-ONE TABLE

L-ONE TABLE - Table turn



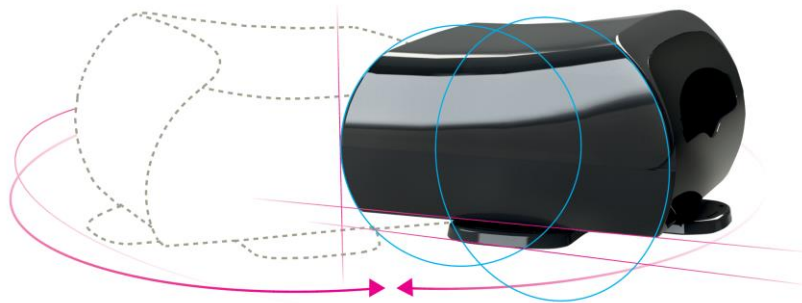
Indispensable innovation

L-ONE TABLE – Table turn

The First Turnable Dispenser

Designed to turn through 360°.

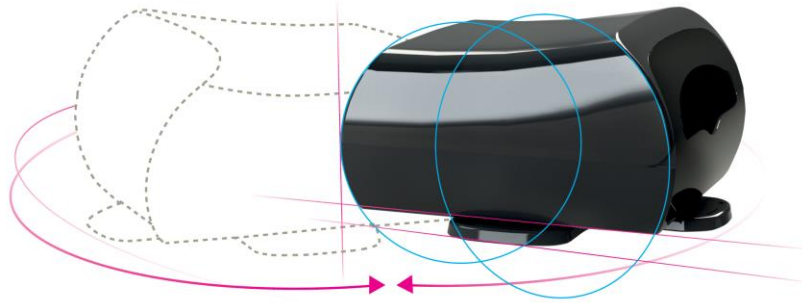
At the touch of a finger,
the dispenser turns to face the
customer so they can easily
take a napkin.



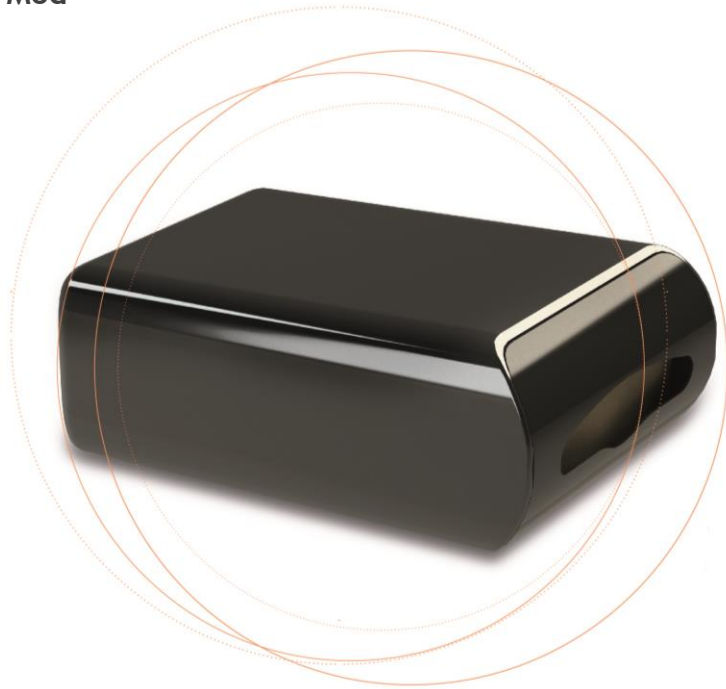
L-ONE TABLE - Table turn

The First Turnable Dispenser

- ideal for tables and counters
- exclusive design. Patented
- up to 180 interfolded napkins
- advertising space on the top



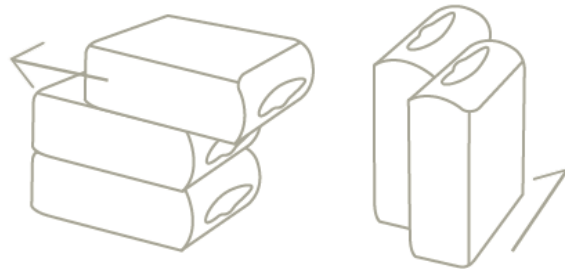
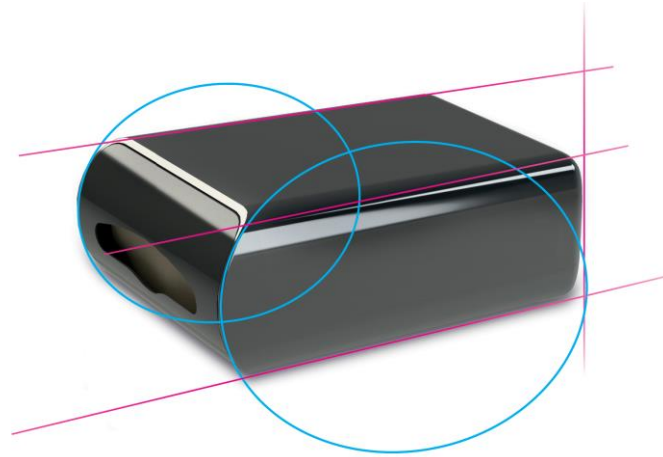
L-ONE TABLE - CounterMod



L-ONE TABLE – CounterMod

The compact,
stackable dispenser.

- two modes of use, horizontal and vertical
- up to 350 interfolded napkins
- ideal for high traffic areas
- advertising space inside the transparent cover and on the both 2 sides



L-ONE TABLE



L-ONE TABLETOP



L-ONE COUNTER



L-ONE TABLE



L-ONE TABLE – Consumption reduction

- ✓ -43% napkins consumption
- ✓ lower costs
- ✓ reduction of frequency of refilling
- ✓ less space in storage area

-43%
**CONSUMPTION
REDUCTION***

*Result of a research done by Demoskopea on a sample of users. The research has been done comparing a traditional napkins dispenser with L-One. This research has been done respecting ASSIRM rules in conformity of ISO 20252 and ISO 9001 standards. Milano 2017

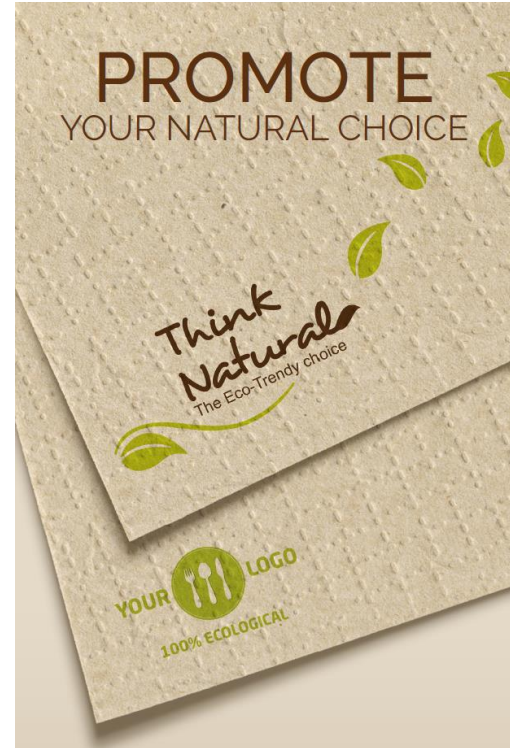
L-ONE TABLE – Sustainability

- ✓ consumption reduction
- ✓ Fiberpack® «Think Natural» napkins – EcoLabel and Fsc Recycled certified
- ✓ Pure pulp napkins – Pefc certified



L-ONE TABLE – Napkins customization

Napkins can also be customized with a own decoration or logo, printing it on both pure pulp and Fiberpack® paper.

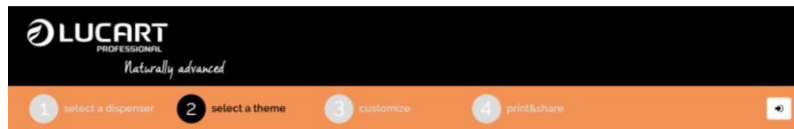
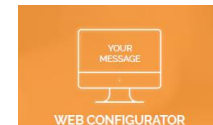


L-ONE TABLE – Advertising spaces

Advertising spaces within the dispensers may be personalized thanks to the dedicated website.



L-ONE - Web Configurator



Food



Green



Leather



Tavern



Wood

Lucart Professional AirTech



Lucart Professional AirTech

Airlaid paper of exceptional performance

For multiple applications

3 products in 1

- Highly absorbent: thanks to the use of Airlaid technology and a special weave
- Durable and versatile: can be reused several times both wet and dry
- Suitable for food contact

Technology

Different production process

The "Airlaid" production process is different from the tissue one.

It does not use water as means of transport for the fibres, but rather an airstream.



Absorbency

