



**Grigeo**

**FORWARD TOGETHER**

Gintautas Pangonis, AB „Grigeo Grigiškės“ President | November 14, 2015

# EVERYTHING STARTS FROM THE VISION

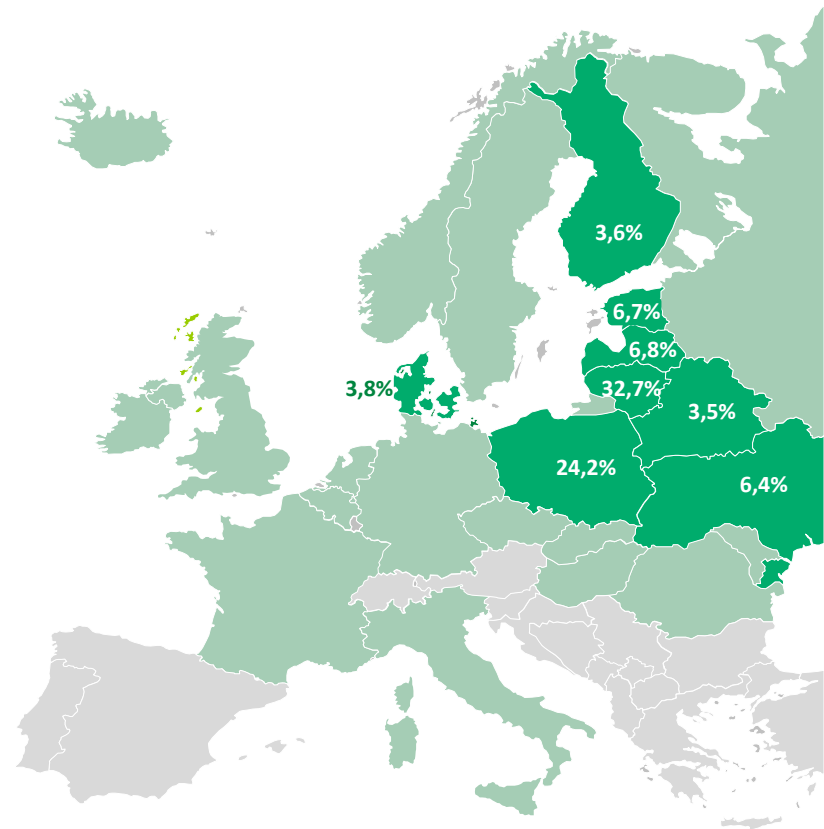
Recognized European  
manufacturer



**Grigeo**

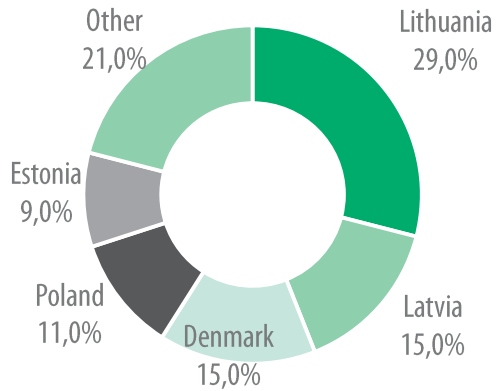
# OUR REALITY

 - top priority markets  
 - other markets

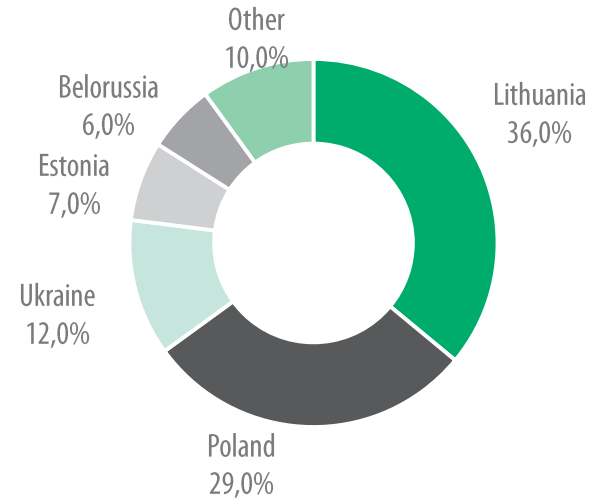


# OUR CURRENT MARKETS

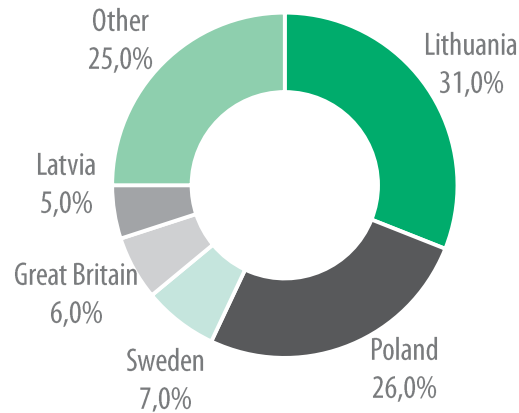
## Tissue products



## Cardboard and package products



## Hardboard products



# OUR TARGETS



- Grow volume by maintaining profitability
- Enhance markets
- Improve processes
- Become most desirable employer



## OUR VALUES

- **PASSION FOR PERFORMANCE**
- **RESPONSIBILITY**
- **TEAMWORK**
- **PROFESSIONALISM**

**Our values** are based on the long-standing history and business experience

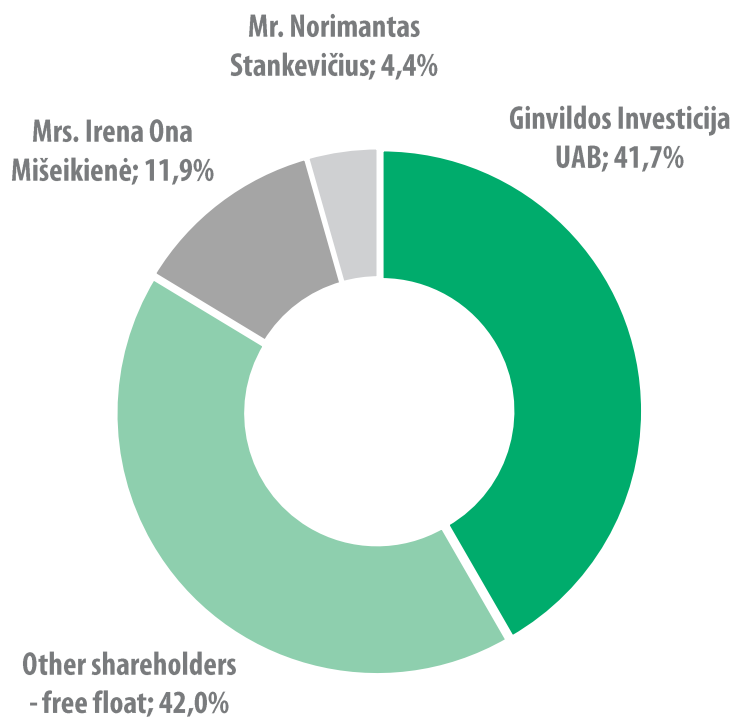
# FROM GRIGIŠKĖS TO GRIGEO

AN OPEN WAY TO THE WORLD



**Grigeo**

# SHAREHOLDERS



**Grigeo**



Registered ordinary shares of GRIGEO GRIGIŠKĖS AB are listed on the main list of NASDAQ OMX VILNIUS, AB (ticker – GRG1L)



# BUSINESS SEGMENTS



# COMPANY GROUP

AB „Grigeo Grigiškės“



Parent company, established in 1823,  
manufacture of hygienic tissue paper  
and cardboard packaging products.

**Sales in 2014 reached 48,4 mio. EUR**



# COMPANY GROUP

AB „Grigeo Grigiškės“

- UAB „Grigeo Baltwood“



- Established in 2003
- 100% controlled shares
- Hardboard production
- Sales in 2014 reached 22,8 mio. EUR



# COMPANY GROUP

AB „Grigeo Grigiškės“

- UAB „Grigeo Baltwood“
- AB „Grigeo Klaipėdos kartonas“



- Established in 1898
- 95,8% controlled shares
- Packaging raw material for corrugated board production, paper honeycomb
- **Sales in 2014 reached 39,5 mio. EUR**



# COMPANY GROUP

AB „Grigeo Grigiškės“

- UAB „Grigeo Baltwood“
- AB „Grigeo Klaipėdos kartonas“
- UAB „Grigeo Recycling“

- Established in 2010
- 100% controlled shares
- Waste paper collection
- **Sales in 2014 reached 1,7 mio. EUR**





# COMPANY GROUP

AB „Grigeo Grigiškės“

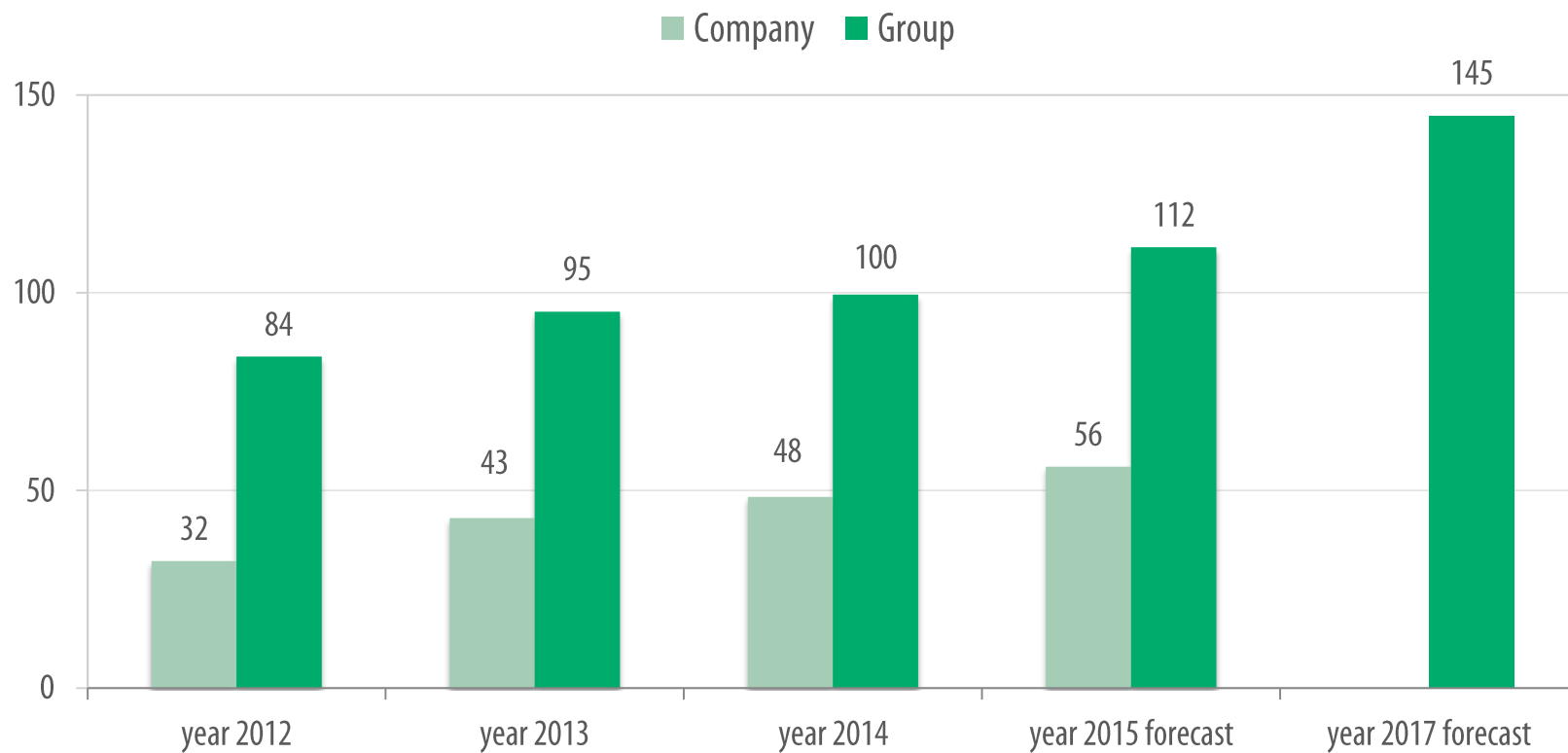
- UAB „Grigeo Baltwood“
- AB „Grigeo Klaipėdos kartonas“
- UAB „Grigeo Recycling“
- PAT „Grigeo Mena Pak“

(to be changed in the 1<sup>st</sup> quarter of 2016)

- Established in 1993
- 97,9% controlled shares
- Cardboard packaging production
- **Sales in 2014 reached 4,8 mio. EUR**

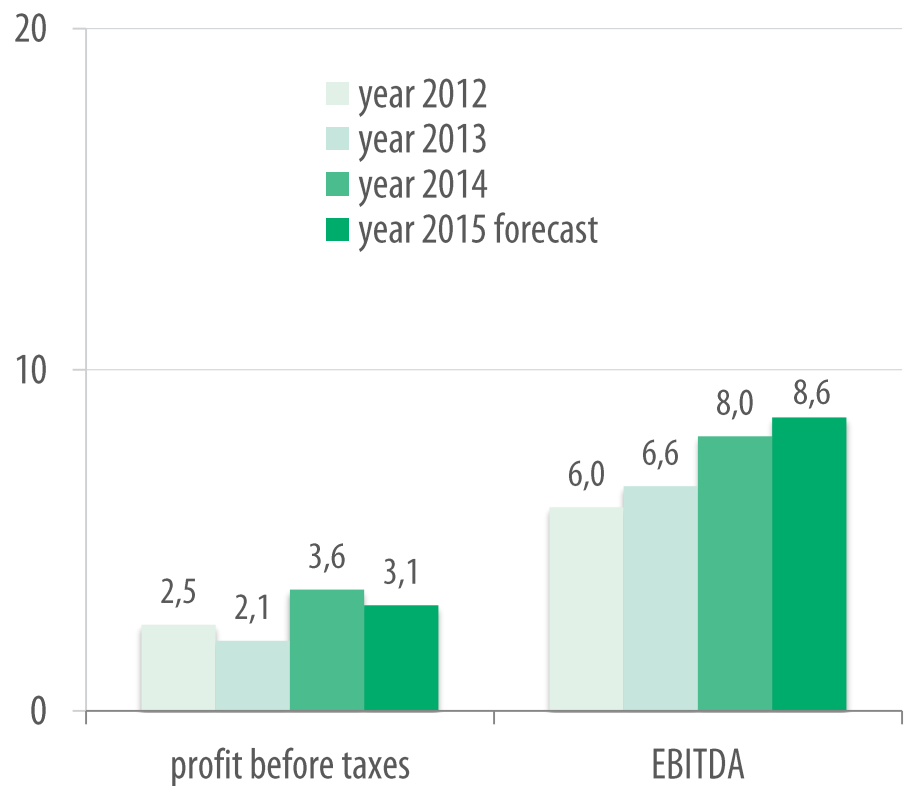


# TURNOVER DEVELOPEMENT

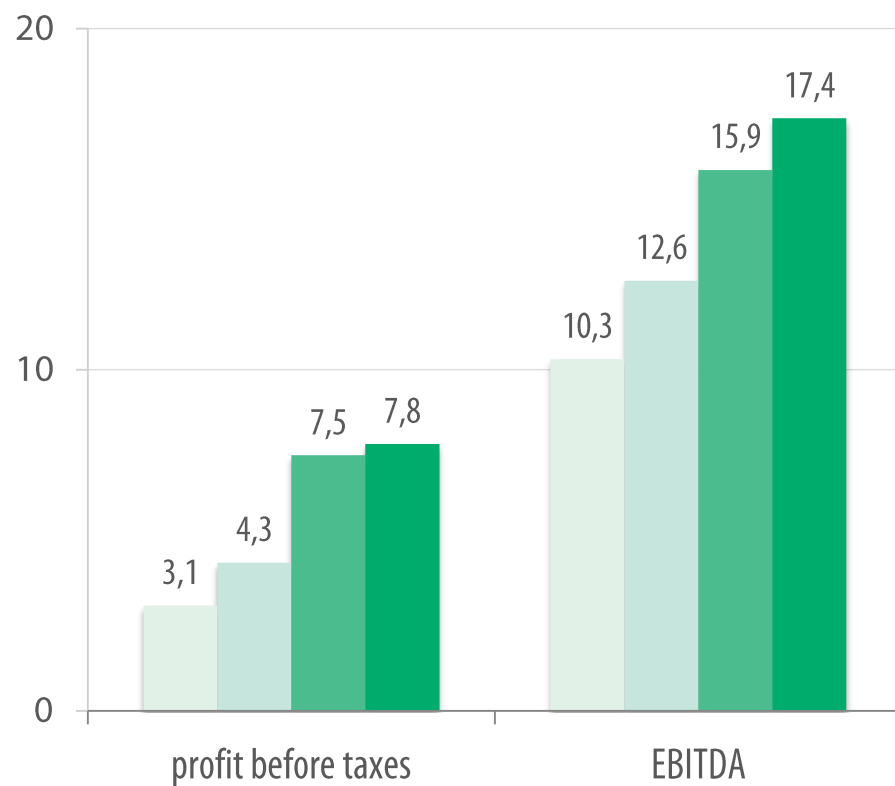


# PROFIT

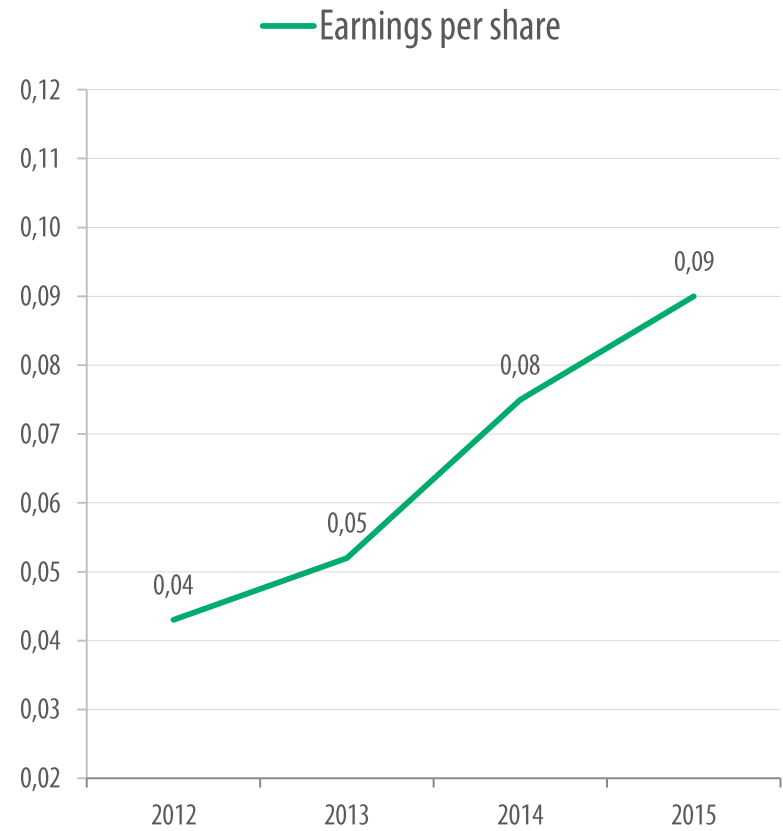
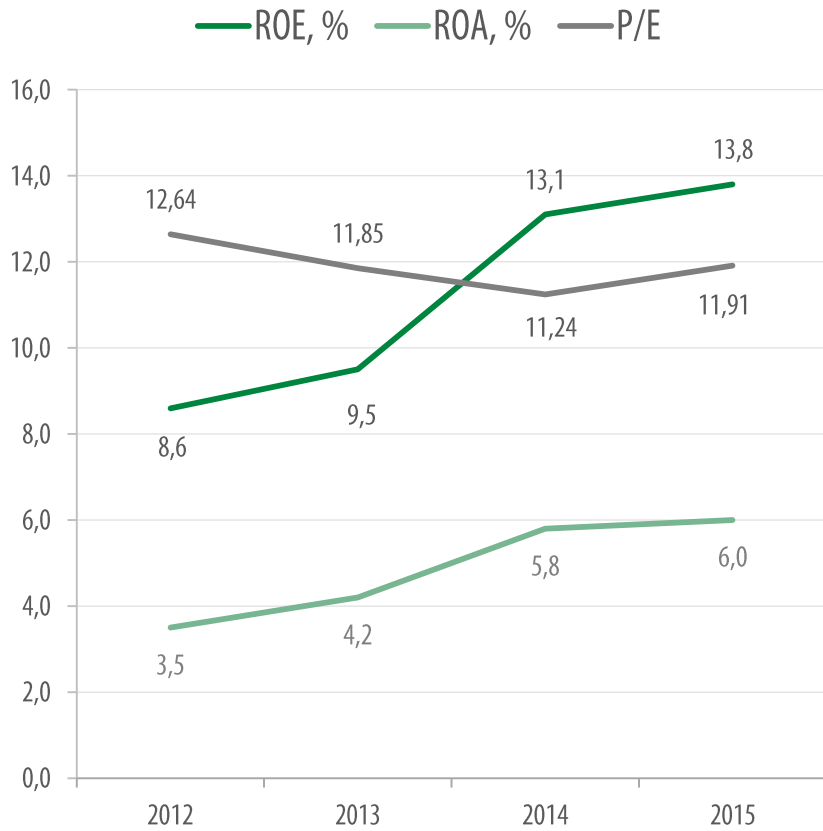
## Company



## Group



# KEY INDICATORS



January to September



# ACTIVITY OPTIMIZATION

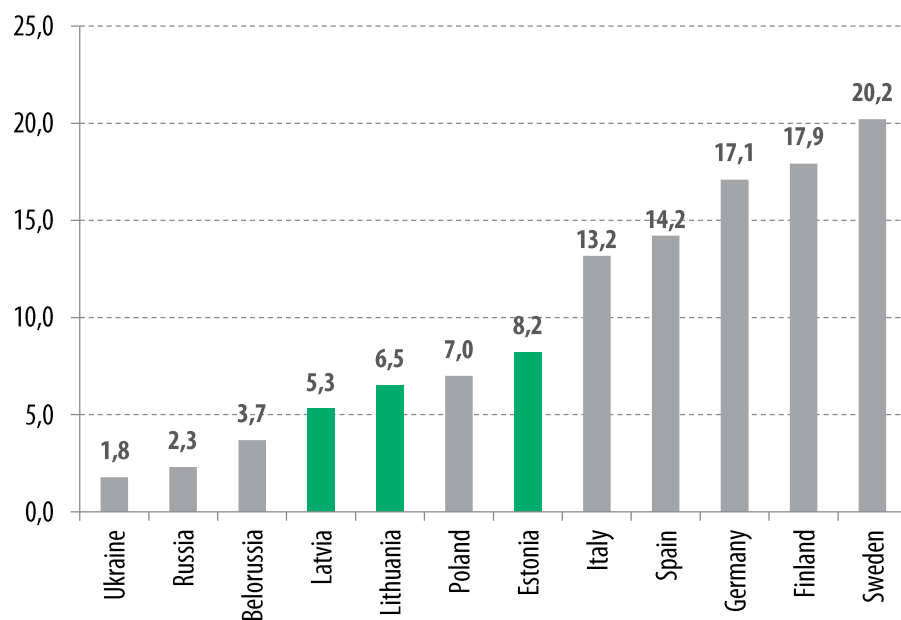
**LEAN** solutions and preventive equipment maintenance project increase operational efficiency, reduce costs:

- Increased efficiency of production lines from 10 % to 25 %;
- Equipment maintenance costs per unit of output decreased by 30 %.

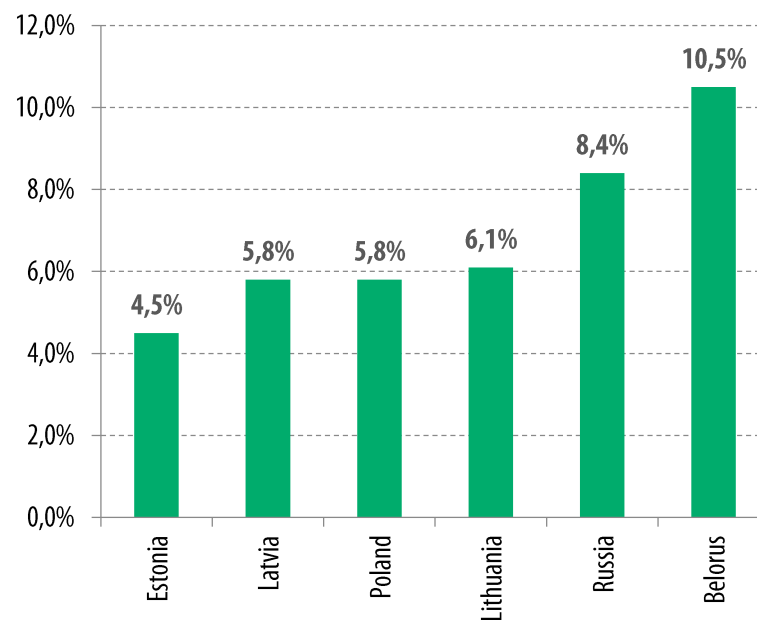


# TISSUE MARKET POTENTIAL

Hygienic tissue paper consumption, kg/inhabitant, 2010-2013



Hygienic tissue paper annual consumption tendency, 2011-2020



## High growth potential in the local market

Tissue paper consumption in Lithuania and other Baltic states is significantly lower than in Western European markets

# INVESTMENT IN TISSUE BUSINESS

A new paper manufacturing machine No. 6 launched in March 2015



Investment (mln. EUR)	18,8
Speed (m/min.)	1.800
Capacity (t/per year)	30.000



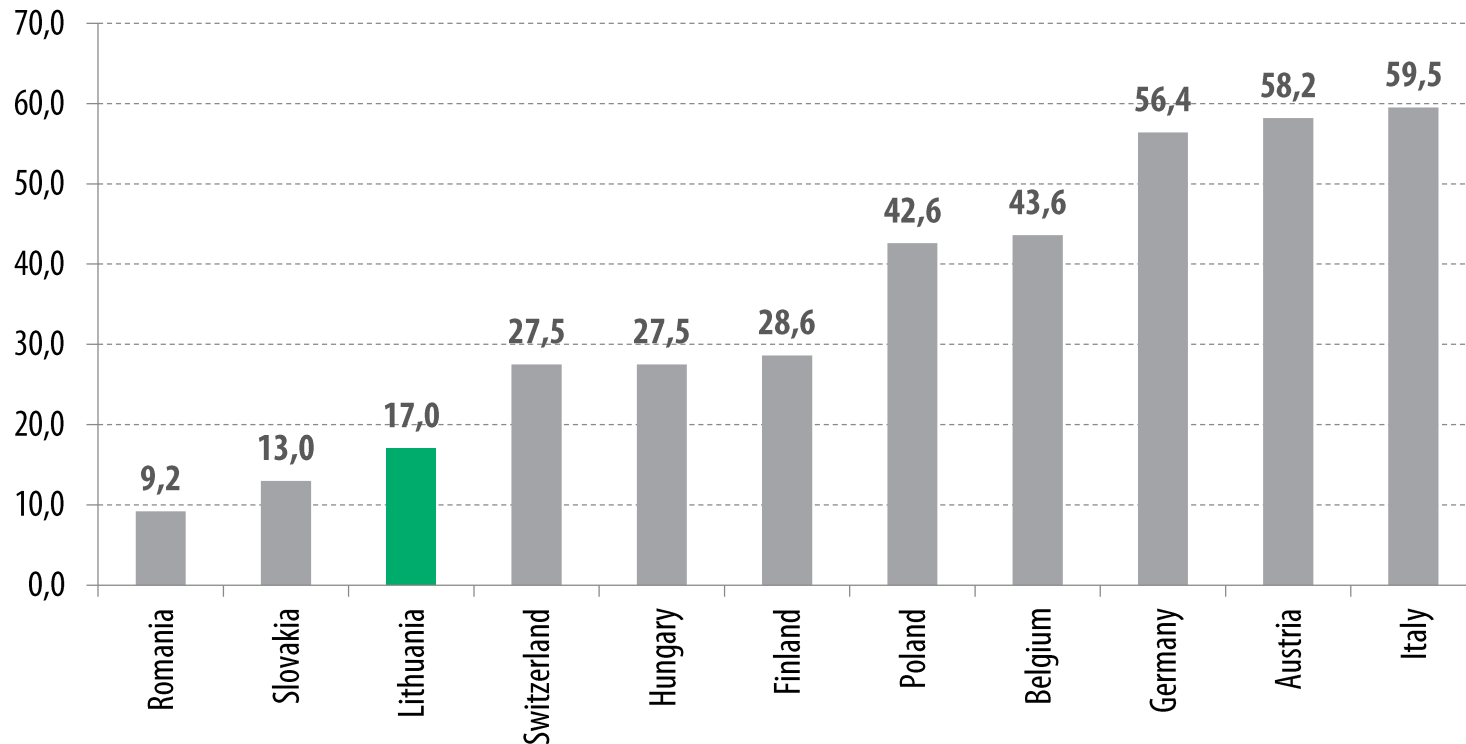
## INVESTMENT IN TISSUE BUSINESS

**In 2016 investments in paper processing line will exceed EUR 9 million**

- Production of household products will be increased by more than 30 %;
- Total annual capacity – 47.000 tons of tissue products

# CORRUGATED BOARD AND PACKAGING PRODUCTS MARKET POTENTIAL

Corrugated cardboard consumption, kg/capita, y.2013



High growth potential in the Baltic countries

# INVESTMENTS INTO PACKAGING BUSINESS

TODAY		STAGE I	STAGE II	STAGE III
Investment (mln. EUR)		13+5,4	5+4	5+5
Speed (m/min.)	450	550	650	850
Volume (t/per year)	109.000	137.000	160.000	185.000
Corrugated board (mln.m2/per year)	40	100	150	200





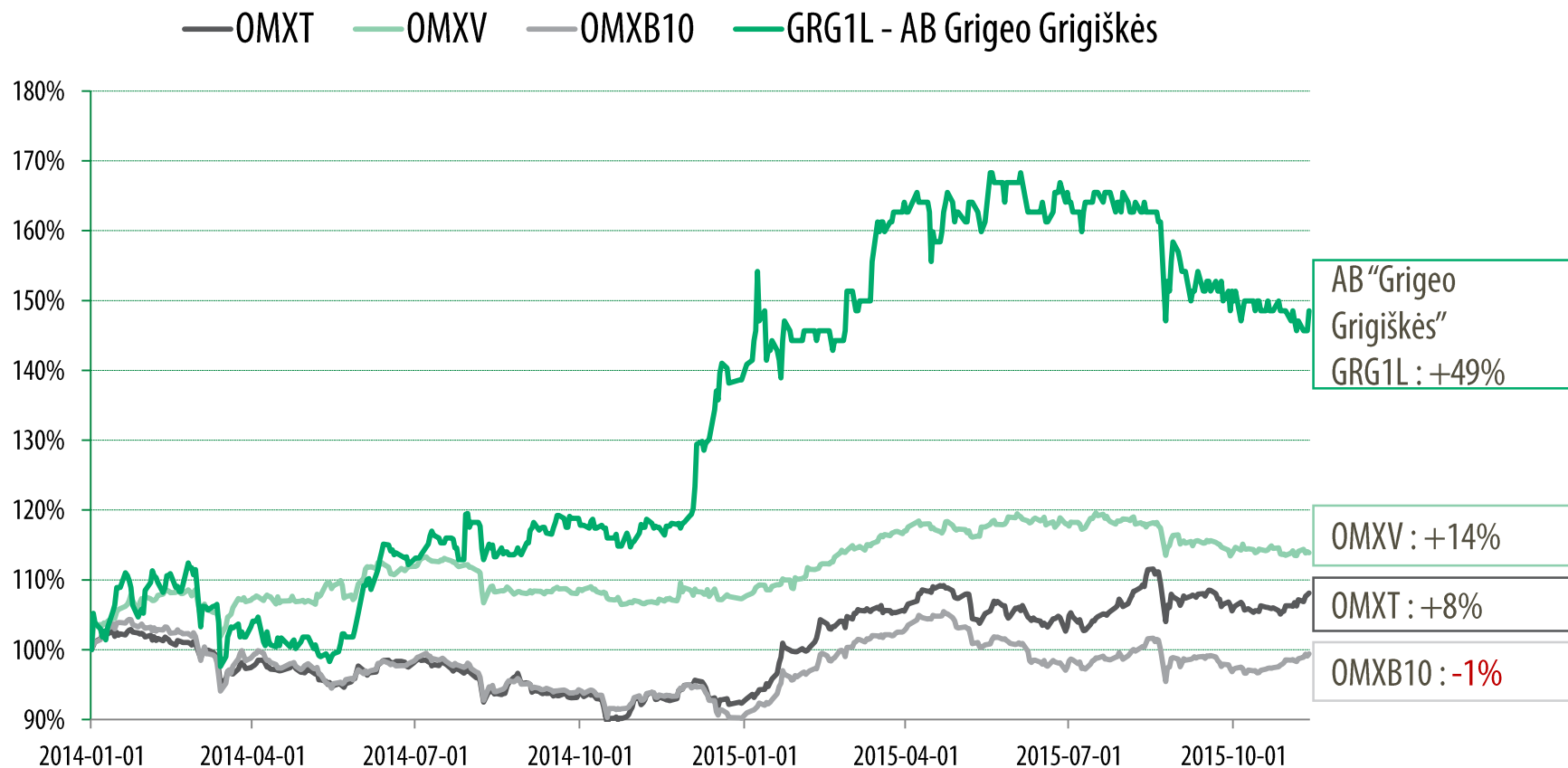
A photograph of a large industrial factory floor. In the foreground, a large roll of brown paper is visible. In the background, there is a complex of machinery, including a corrugator, with blue structural elements and various pipes and rollers. The floor is concrete and has some circular markings. The lighting is bright, typical of an industrial setting.

# INVESTMENTS INTO PACKAGING BUSINESS

**During 2016 main equipment will be modernized and packaging production capacities will be increased significantly**

- Investment: EUR 5,4 million
- Modernization of corrugator will increase its production capacity up to 100.000 m<sup>2</sup> packaging per year
- A new packaging production line will be installed in expanded production facilities

# BALTIC SECURITIES MARKET



# WE LOVE WHAT WE DO



**Grigeo**



The image shows a dense forest with tall, thin trees and vibrant green foliage. Sunlight filters through the canopy, creating a bright, airy atmosphere. The Grigeo logo is positioned in the upper right corner, featuring the word "Grigeo" in a white, sans-serif font with a stylized wave-like underline beneath the letters.

Grigeo

THANK YOU