

Packaging for Europe:

Expand Your Horizon. By Four Times.

Discover Blue Box Partners, the Leading
Alliance of 4 Family-run Companies.



**BLUE BOX
PARTNERS**
PACKAGING FOR EUROPE

The Power Behind all Your Corrugated Packaging Need.

- **Blue Box Partners was founded 2006**
- **Pan-European alliance of 4 family-owned companies**
- **BBP Goal: Support our customers with packaging solutions based on innovation, efficiency and sustainable service.**

Our Partners

Our Members

The Blue Box Partners at a Glance



Established in 1960,
700 employees,
head office in Italy

www.cart-one.com



Established in 1947,
2.300 employees,
head office in Spain

www.grupohinojosa.com



Established in 1920,
3.200 employees,
head office in Germany

www.klingele.com



Established in 1935,
6.200 employees,
head office in Belgium

www.vpk.com

Our Philosophy

Our Philosophy

The Fundamental Pillars



Customer Orientation

Creating long-term relationships

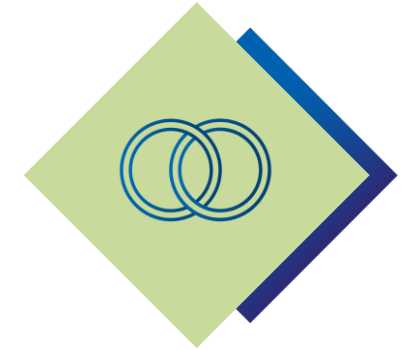
We work with passion, competence and professionalism



Technological Leadership

Focusing on top-quality

We unite specialist expertise with technological innovations



Family-Run Companies

Flat hierarchies and short decision-making paths

Open communication and a team-oriented management style

Key Facts & Figures

Blue Box Partners

Our Key Facts & Figures



12.400
Employees



10
Paper Mills



116
Box Plants



5.30 Bn. sqm
Production Capacity



1.7 M. Tons
Paper Production



4.90 Bn. sqm
Corrugated Board
Production



4.50 Bn. Euro
Sales



600 M. €
Future Investments
until 2023



2006
Year of Establishment

We Optimize Your Distribution

With Production Plants and Individual Support in over 24 Countries.

We Got You Covered, Wherever You Are

The Four Family-run Companies
Behind the Alliance

CART-ONE

Italy
Cart-One S.R.L.

HINOJOSA
PACKAGING SOLUTIONS

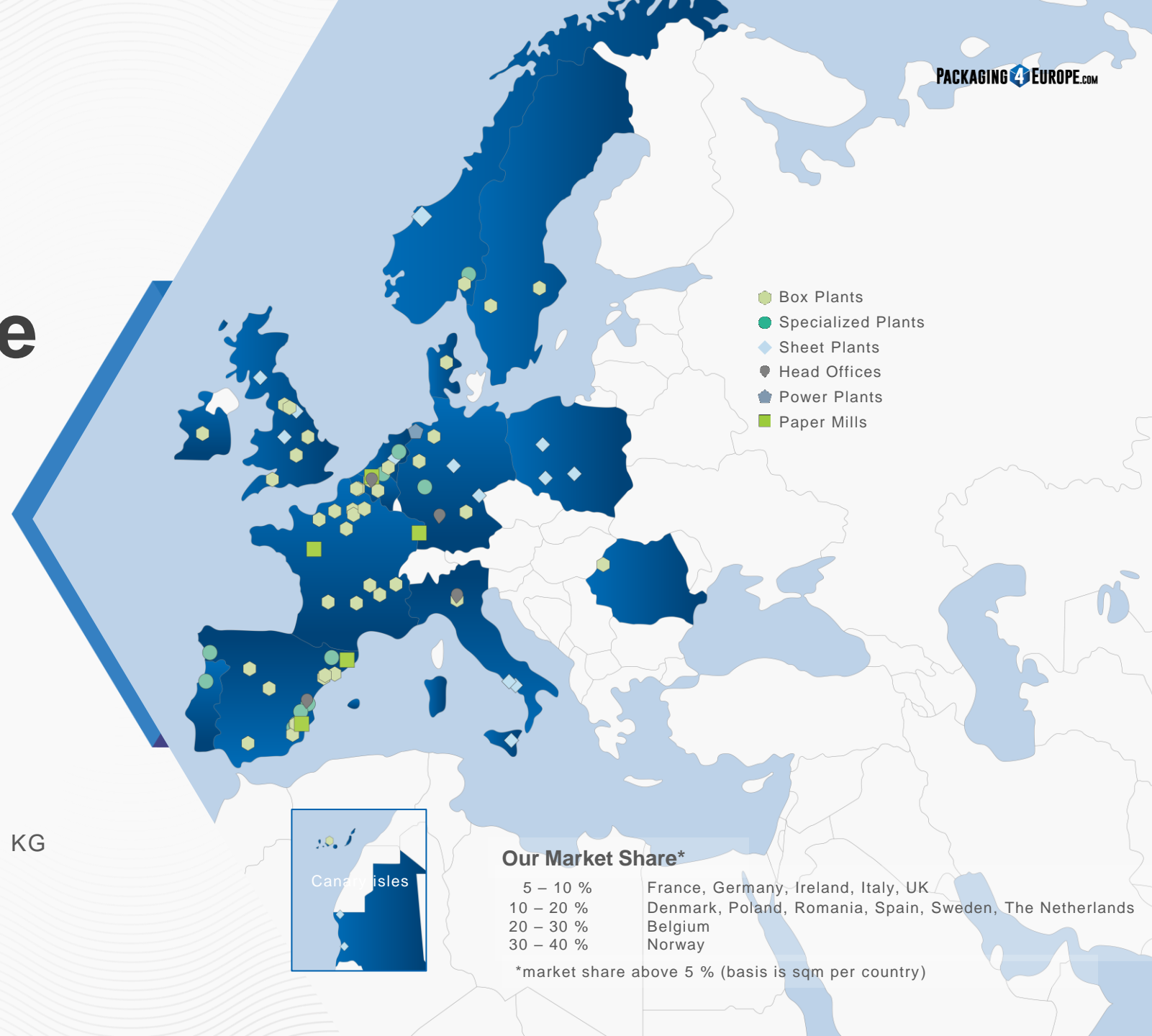
Spain
Hinojosa Packaging Solutions

KLINGELE
PAPER & PACKAGING GROUP

Germany
Klingele Paper & Packaging SE & Co. KG

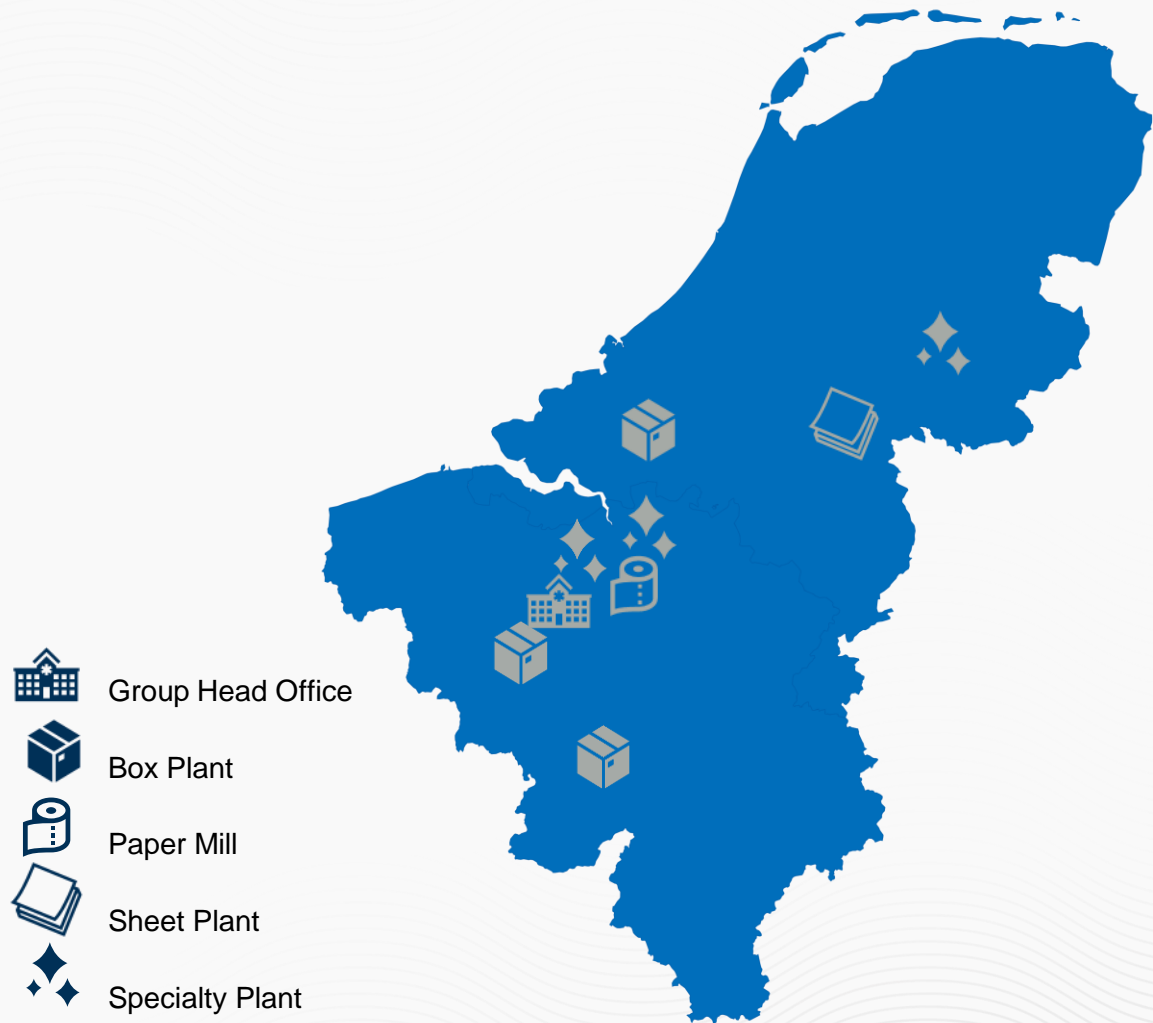
vpk

Belgium
VPK Packaging Group NV



Our Locations

Belgium and The Netherlands



Our Locations

Germany

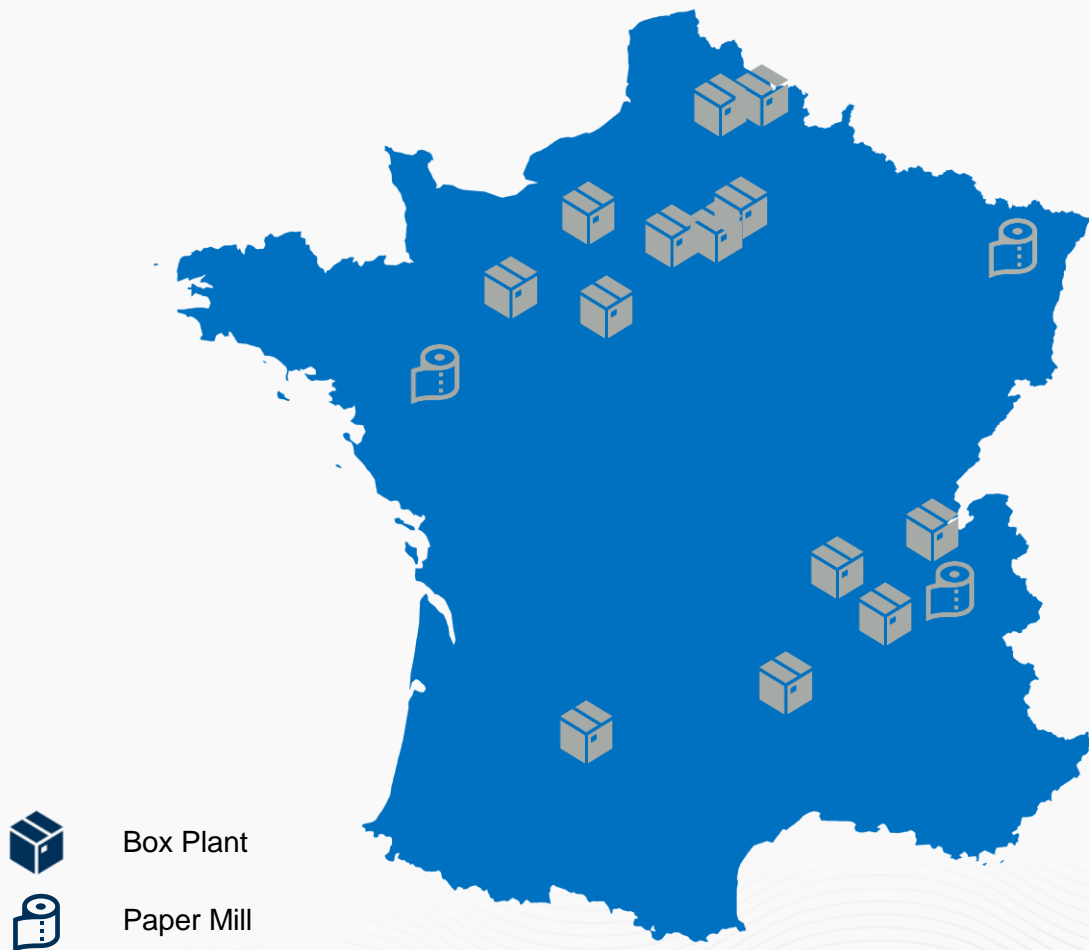
-  Group Head Office
-  Box Plant
-  Power Plant
-  Sheet Plant
-  Specialty Plant



KLINGELE
PAPER & PACKAGING GROUP

Our Locations

France



Box Plant



Paper Mill



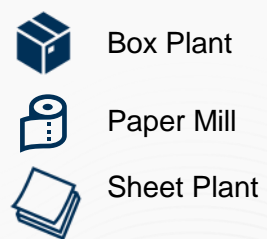
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vpk

HINOJOSA
PACKAGING SOLUTIONS

Our Locations

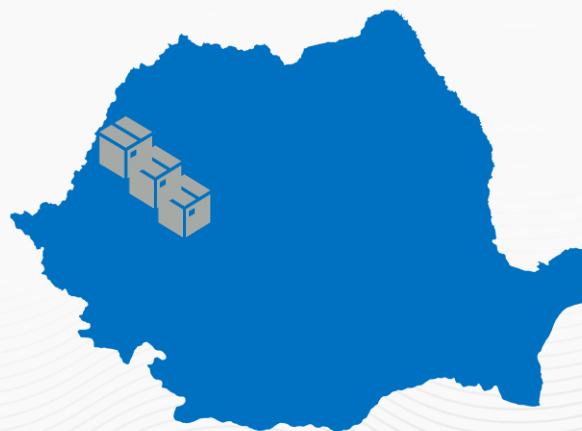
UK and Ireland



vplk 

Our Locations

Poland and Romania



Our Locations

Scandinavia

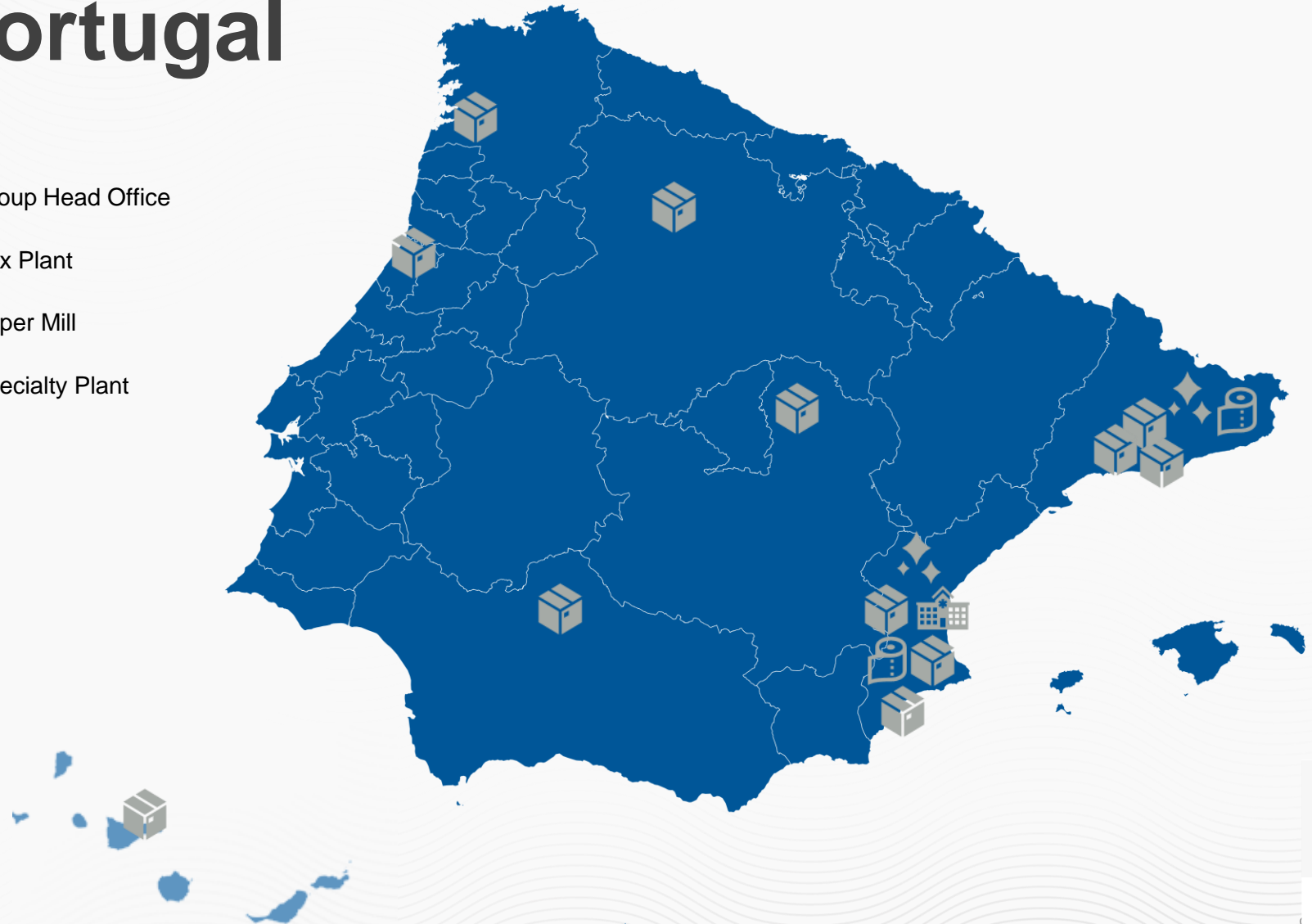
-  Box Plant
-  Sheet Plant
-  Specialty Plant



Our Locations

Spain and Portugal

-  Group Head Office
-  Box Plant
-  Paper Mill
-  Specialty Plant



Our Locations

Italy



Our Strength

Why Choose Blue Box Partners



Agile

Family-owned and managed | Financial solid & very well invested | Willing to 'invest' in partnerships



Robust contingency

Vertical integrated | Horizontal integrated



Good European geographical coverage



Single Point of Contact



Adding Value

*400 technical packaging designers
Cost Take Out | Logistics | Sustainability | Innovation*



Experienced

Successful servicing large well known European customers since 2006.

Organization

Our Structure

The People behind the Alliance



Jean Paul Macharis
Managing Partner VPK Group



Ruben Martinez
President of Hinojosa Group



Antonio Sada
Managing Partner Cart-One
Sada Division



Dr. Jan Klingele
Managing Partner
Klingele Group

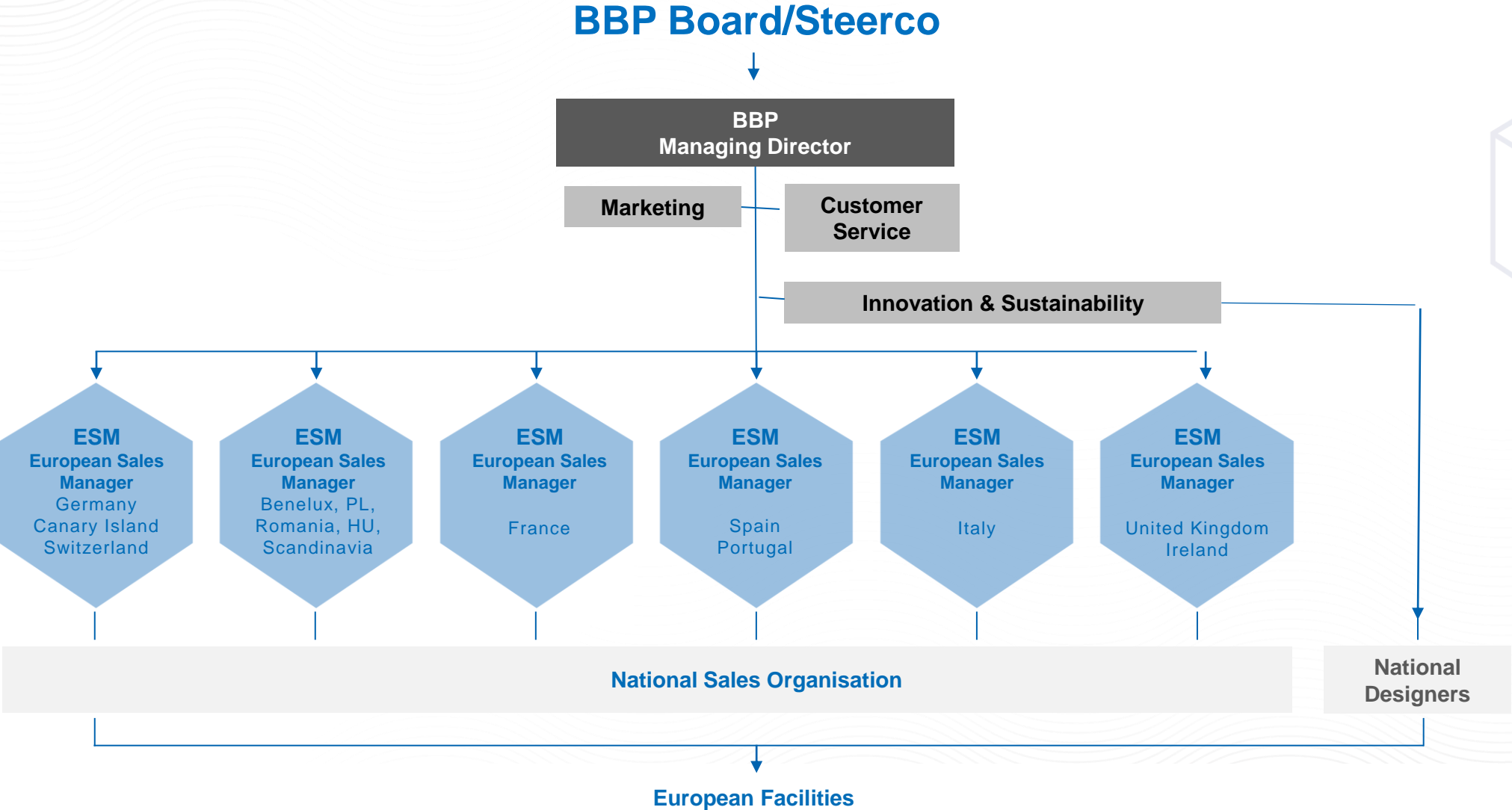


Fausto Ferretti
President of Sandra Group



Edwin Beekman
Managing Director

Customer focused Organisation



Our Structure

European Sales Management



- ④ One single point of contact to have a total connection with the BBP network
- ④ Central technical support
- ④ 400 packaging designers
- ④ Technical support teams
- ④ Laboratories

Alain Fischer
European Sales Manager

Armin Höttges
European Sales Manager

Andy Botterill
European Sales Manager

Jorge Sanchis-Galbis
European Sales Manager

Erik Hoonhorst
European Sales Manager

Simone Di Federico
European Sales Manager

We Innovate Your Business

With the Creativity of over
400 Packaging Designers.



Innovation

Next Level Manufacturing and Consulting Across Borders

Innovation is a core strategic asset and forms a major part of our identity. It also directly linked with the three main challenges faced by our industry:

- ④ Maximizing packaging efficiencies
- ④ Improving design & branding capabilities
- ④ Meeting the rising demand for more eco-friendly solutions



Product range optimization

Process improvement

Value chain analysis /
Total cost of ownership

New product development

FFP (Amazon)

Best practices transfer

Innovation Academy

Co-Creation Workshop

In our continual search for a proactive approach, customers' satisfaction and innovation we organise crossfunctional co-creation workshops.



The main topics are

- Trends analysis
- Best know-how and experiences sharing
- Focus on our European “VIP” customers
- Cross-functional attendees to have a holistic view of one client's situation

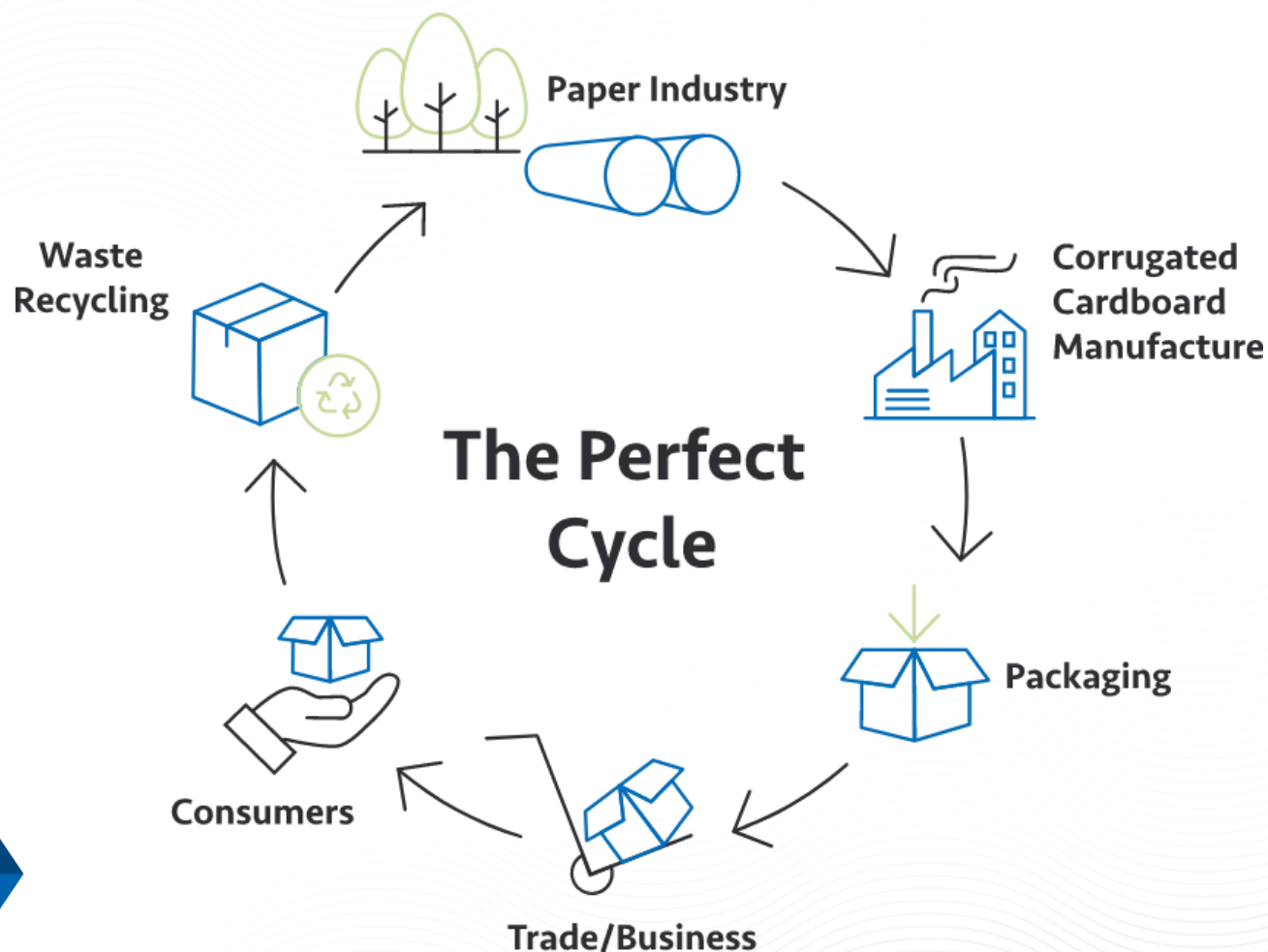


Sustainability:

We Care about Resources



The Perfect Cycle



The material cycle of corrugated board starts with corrugated board base paper, which consists of approximately 10% virgin fibers and 90% recycled fibers.

Sustainability

We Are Committed to Sustainability



Social Responsibility

- Family-friendly jobs
- Seminars for employees
- Customer training
- Social commitments



Products and Solution

- Eco-friendly products
- Packaging optimisation
- Material-saving products
- Carbon-neutral packaging



Production Process

- Supply and use of 100% waste paper
- Recycling of waste
- Renewable energies
- Efficient logistics

Have a look at our
Sustainability
Report 2022!

Blue Box Partners

Thank You very much for Your Interest and Attention!



Edwin Beekman

Managing Director – Blue Box Partners



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www.packaging4europe.com