



PACKAGING STARS OF EUROPE

SUSTAINABLE PACKAGING
THROUGH COLLABORATION



BLUE BOX
PARTNERS

PACKAGING FOR EUROPE



OVERVIEW

The power behind all your corrugated packaging needs

Blue Box Partners (BBP) is a pan-European alliance of four companies with a common goal to supply innovative and environmentally friendly corrugated packaging solutions.

Our co-ordinated approach, utilising the combined expertise of 10,000 staff and the production capacity of 87 sites, ensures we can provide the bespoke designs and delivery requirements of any customer, big or small. As staunch champions of sustainability, our flexibility enables us to think globally but act locally.

CARTONE

Cart-One S.r.l.,
head office in Italy

vpk | packaging
group

VPK Packaging Group NV,
head office in Belgium



KLINGELE
PAPER & PACKAGING GROUP

Klingele Papierwerke
GmbH & Co. KG,
head office in Germany

HINOJOSA
PACKAGING SOLUTIONS

Hinojosa Packaging Solutions,
head office in Spain



WHAT'S BEHIND / OUR VALUES

Committed to your success

The four businesses that make up Blue Box Partners are large, independent corrugated board and corrugated base paper packaging firms. Each is well-established and successful in its respective home market and each shares the same structure, values and long-term business outlook.



Jean-Paul Macharis
(Managing Partner VPK Packaging Group),
Dr. Jan Klingele
(Managing Partner Klingele Group),
Antonio Sada
(Managing Partner Cart-One Sada Division),
Ruben Martinez
(President of Hinojosa Group and
Chairman Blue Box Partners)



Reliability

Reliability is the core of our DNA. This total commitment to serving customer interests reflects our values as a group of family owned companies. The entire organisation is focused on exceeding customer expectations - and we're always trustworthy, cooperative and transparent. Through direct personal engagement, we take full ownership of joint projects and deliver the results our customers demand.

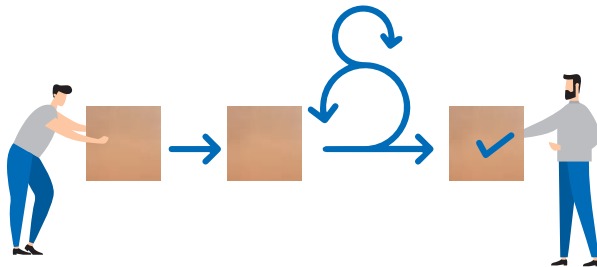
Agility

BBP partners share an entrepreneurial spirit that thrives on flexibility and is unrestricted by geography. A well-balanced, common strategy of long-term investment and local speed-to-market means that, with operations across Europe, we can meet your local needs. Explicitly focused on problem-solving for our customers, our proximity boosts reactivity, guaranteeing a smoother and more sustainable service.



Entrepreneurship

Entrepreneurship is not simply generating big-business ideas, it's about being creative in all we do. We don't just aim to do things well, we strive for first-class quality, value and service. The collective intelligence of our experts is unrivalled, utilising the best design and technical know-how from across the alliance. This combined power through innovation brings real results for our customers.



BLUE BOX PARTNERS AT A GLANCE

A growing success story

Founded in 2006 as a European Economic Interest Grouping (EEIG), BBP has become a powerful strategic marketing alliance due to the close partnership cooperation of four well-established family run companies.



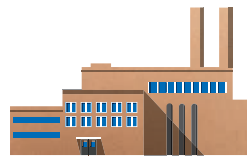
2006

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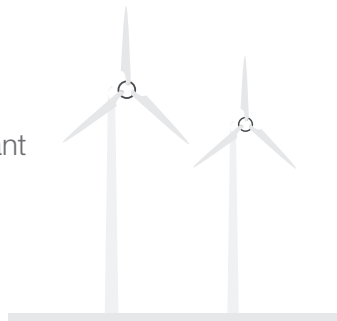
Business units

- Corrugated Box Plant
- Paper Mill
- Power Plant
- Wind Engery Plant
- Corrugated Sheet Plant
- Corrugated Sheet Feeder Plant
- Solid Board Plant
- Merchant
- Logistics
- Cores



Production Plants

87



Employees

9750



Corrugated Board
Production

3,931

billion sqm

We deliver to

21

European countries



Paper Production

1,415

million tons

**BBP's size and
capability means
it attracts some of
the biggest customers
in the world**



Production Capacity

4,396

billion sqm



Paper Mills

8



Sales

2,709

billion Euros



Future Investments
in 2019 about

218

million Euros

As of 2018



**We deliver
to 21 European
countries**

Canary Islands

◆ Box/Specialities Plant, Sheet Plant/Feeder ● Paper Mill

REPRESENTATION THROUGHOUT EUROPE

We've got you covered, wherever you are

Blue Box Partners has the resources of a large corporation, yet our customers enjoy a personal service that you'd normally expect from a local supplier. In short, BBP offers the best of both worlds.

Our strong presence across Europe means we will typically have corrugated cardboard specialists working in close proximity to your market, wherever you are. And, as well as providing tailored packaging solutions all over Europe, our partners also supply further afield.

We ensure that standards of quality, process, competency and expert advice are consistent throughout our network, meaning our customers can be confident of a smoothly functioning supply chain at all times.

We deliver to the following 21 European countries

 Austria	 Hungary	 Romania
 Belgium	 Ireland	 Slovakia
 Czechia	 Italy	 Spain
 Denmark	 Luxembourg	 Sweden
 France	 Norway	 Switzerland
 Germany	 Poland	 The Netherlands
 Greece	 Portugal	 United Kingdom

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OUR MISSION

Supporting your commercial success by providing superior protection and visibility for your products is key to our mission – supplying in any quantity across Europe and internationally.

And we want to do this sustainably, ensuring that we contribute to a better future for our society and planet.



OUR VISION

Quite simply, our goal is to become the most preferred supplier in paper-based packaging solutions.

“The only credible alternative”

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COMPREHENSIVE CUSTOMER SERVICE

Hard work, passion and genuine added value

The key to our customer service excellence is a structure that ensures accountability and open lines of communication.

Our European Sales Managers (ESMs) look after the interests of customers served by multiple production sites – providing a single point of contact. We work hard to understand each customer's business in order to deliver genuine added value alongside efficient and profitable business solutions.

BBP's advanced consulting service will always find the best solution for customers due to unrivalled expertise in terms of innovation, product design, commercial and technical support.



We put passion into delivering the needs of our European customers



Chief innovation officer
Daphne Deledicq

BBP's chief innovation officer coordinates our pan-European teams of dedicated experts. She ensures that teams are specifically assigned to best-suit an individual customer's unique needs and location.



We think outside the box

Innovation is a core strategic asset and forms a major part of our identity. It also directly links with the three main challenges faced by our industry: maximising packaging efficiencies; improving design & branding capabilities; and meeting the rising demand for more eco-friendly options. We offer numerous services to support our customers in meeting each of the challenges.

As part of this, our dedicated, cross-functional teams are available to work hand-in-hand with your technologists, production and supply chain managers, marketing or e-commerce managers and buyers.



CUSTOMER BOOTCAMPS

Co-creation workshops

There was a time when the end consumer was the last consideration in the supply chain – a mere afterthought. Equally, little thought was once given to the environmental impact of packaging. But those days are long gone.

Today, we are forced to innovate – to continually come up with new ideas to meet legal, sustainability and consumer demands. This sea-change requires us to view the entire supply chain not as a series of separate functions, but as a whole. There's an increasing demand for holistic solutions that combine products and services to solve complex problems.

Because of this shift in perspective, BBP has developed a co-creation academy. The workshop-style concept puts the end consumer firmly at the centre of our innovation process. We aim to design new solutions that will actually give satisfaction.

We work with customers on concrete tasks, such as solutions for frustration-free packaging or reduced packaging material for sustainability. Depending on the task, cross-functional teams from BBP (e.g. from sales, marketing, R&D, production or logistics functions) work alongside our customers' experts to co-create tomorrow's solutions. This joint taskforce approach is the perfect way to achieve the best "minimum viable product".



“Together we are stronger”

Logo LY





INNOVATION EXAMPLE

The varying shapes of consumer packaging

BBP offers a broad portfolio of sustainable, paper-based, corrugated packaging solutions. We tailor all solutions to your individual requirements, guaranteeing optimum efficiency and maximum protection to ensure your product arrives safely at its destination.





SUSTAINABILITY

We are committed to sustainability

Our alliance of European companies is a prime example of responsible economic activity in the 21st century. We offer innovative and eco-friendly solutions to our customers, providing real added value for their own businesses and serving as a paragon of the principle of a closed loop circular economy.

Sustainability, in all its forms, is the framework for business success. We nurture trusting relationships with our customers, offer our staff a supportive working environment and actively engage as a pioneer for climate and environmental protection.



We conserve resources

We protect our environment

We care about our employees

GET TO KNOW US BETTER

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