



The Power of Packaging

An Introduction to Berlin Packaging



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PACKAGING

Anything is Possible

With 100+ years in the packaging industry, 1,500+ packaging professionals and a global network of suppliers and warehouses, we provide amazing packaging to customers just like you.

Our Agenda:

1. What We Do
2. How We Do It
3. Why We're Different



What We Do





Supply Packaging Of All Types

We provide plastic, glass, and metal containers, closures, and dispensing systems of all types:

- Bottles
- Jars
- Vials
- Tubes
- Cans
- Drums
- Pails
- Pouches
- Lab supplies
- Pumps & sprayers

Experts In All Markets

- Food
- Personal Care
- Beverage
- Home Care
- Wine
- Spirits
- Beer
- Pharmaceutical
- Nutraceutical
- Cannabis
- Industrial
- Automotive
- Pet Care
- Cosmetics





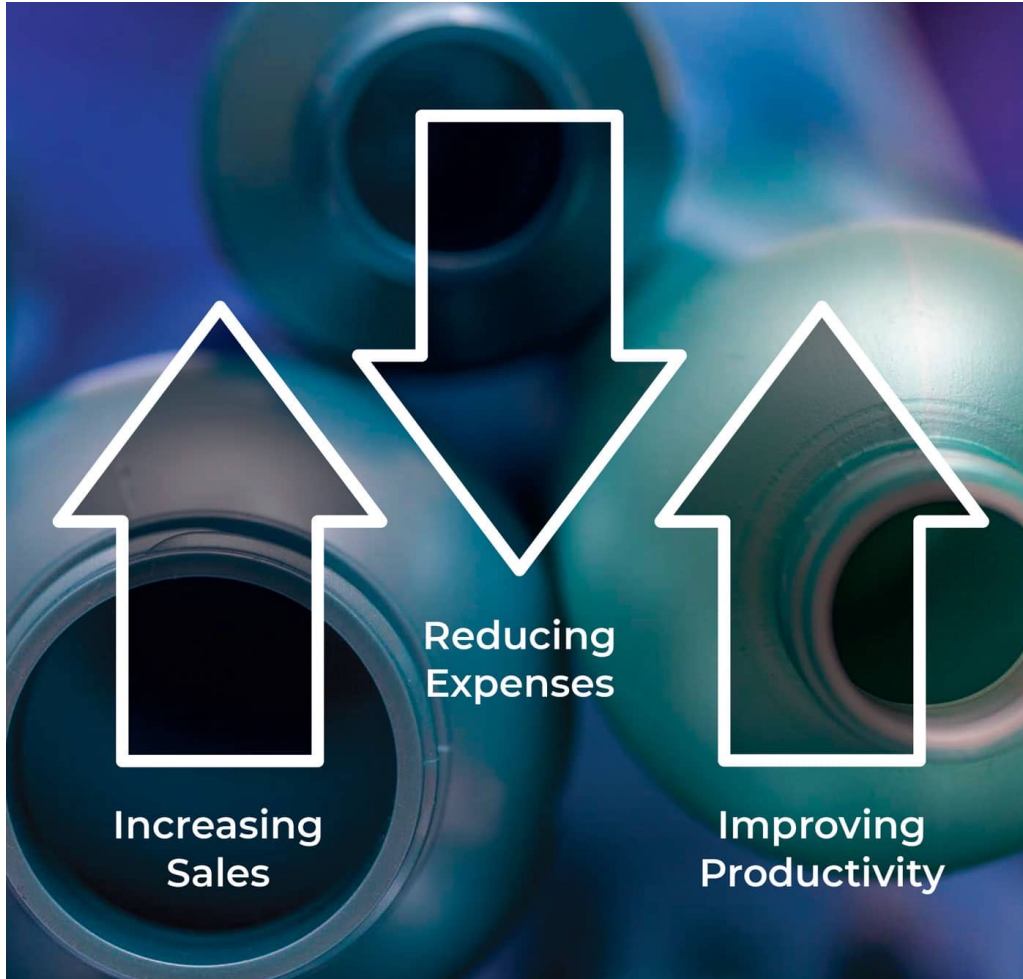
Customers of All Sizes

From emerging brands to Fortune 500 companies and everyone in between, we provide the packaging you need, when you need it. We supply small packaging quantities you can order online to truckloads.



How We Do It





Package More Profit

Our mission is to improve our customers' net income through packaging products and services.

We focus on three ways of enhancing your business:

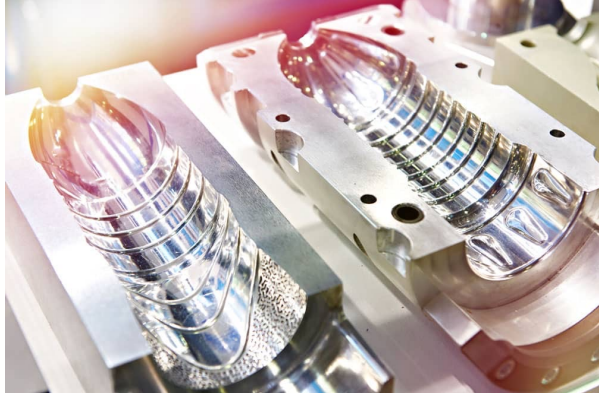
- 1. Increasing Sales**
- 2. Reducing Expenses**
- 3. Improving Productivity**

Focused On Your Bottom Line

At Berlin Packaging, we strive to have a positive impact on your business. Our mission is to improve your net income through packaging products and services. Over the last 3 years, our customers' net income increased **\$200+ million** as a direct result of working with Berlin Packaging.



The World's Largest Hybrid Packaging Supplier®



We have the best elements of a manufacturer.

Can't find the right stock package? We create custom molds for customers by partnering with our 900+ suppliers worldwide.

We perform distribution and logistics services.

With 130+ worldwide sales and warehouse locations, we manage inventory, facilitate inbound and outbound logistics, and deliver when you need it.

We boost your income with our value-added services.

We use our packaging products and best-in-class services to help your business grow. From design & innovation to global sourcing, we've got you covered.

The Packaging Products You Need

- 1700+ manufacturing partners around the world
- 50,000+ available products
- We have a virtually unlimited manufacturing platform that allows us to focus on the best solution without regard to materials or processes.





99% On-Time Delivery You Can Count On

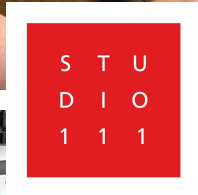
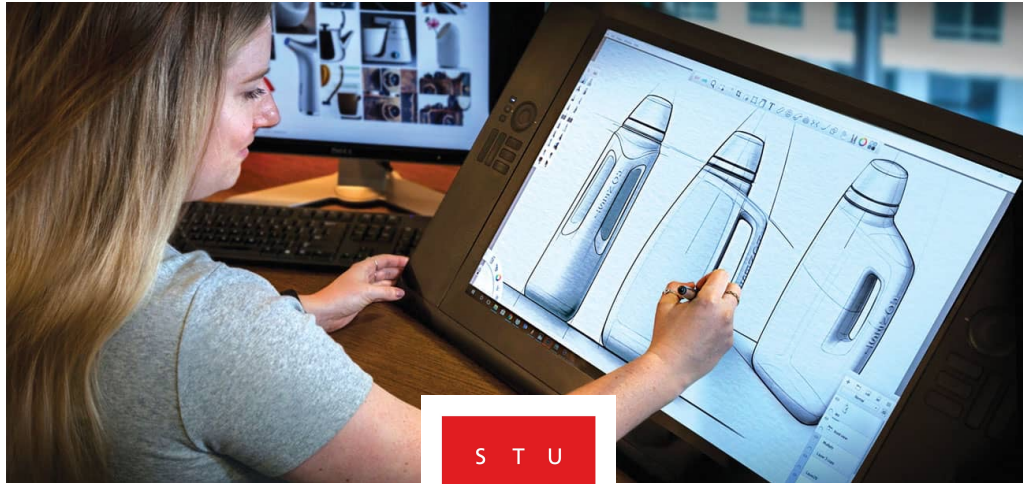
For 15 straight years we've maintained a greater-than 99% on-time delivery rate across the 300,000+ shipments we make each year.

With nearly 5 billion packaging items sold in the past year, Berlin stands alone in the industry by having the right products, at the right price, delivered at the right time.

Specialty Service Divisions

- **Strategic design & innovation**
via Studio One Eleven.
- **Proactive quality management**
from our Quality Service Division.
- **Global sourcing**
from all points on the globe.
- **Warehousing & logistics**
services & inventory programs.
- **Financing & consulting**
to help customers grow.
- **Sustainability**
trends and forward thinking.





Package Design from Concept to Commercialization

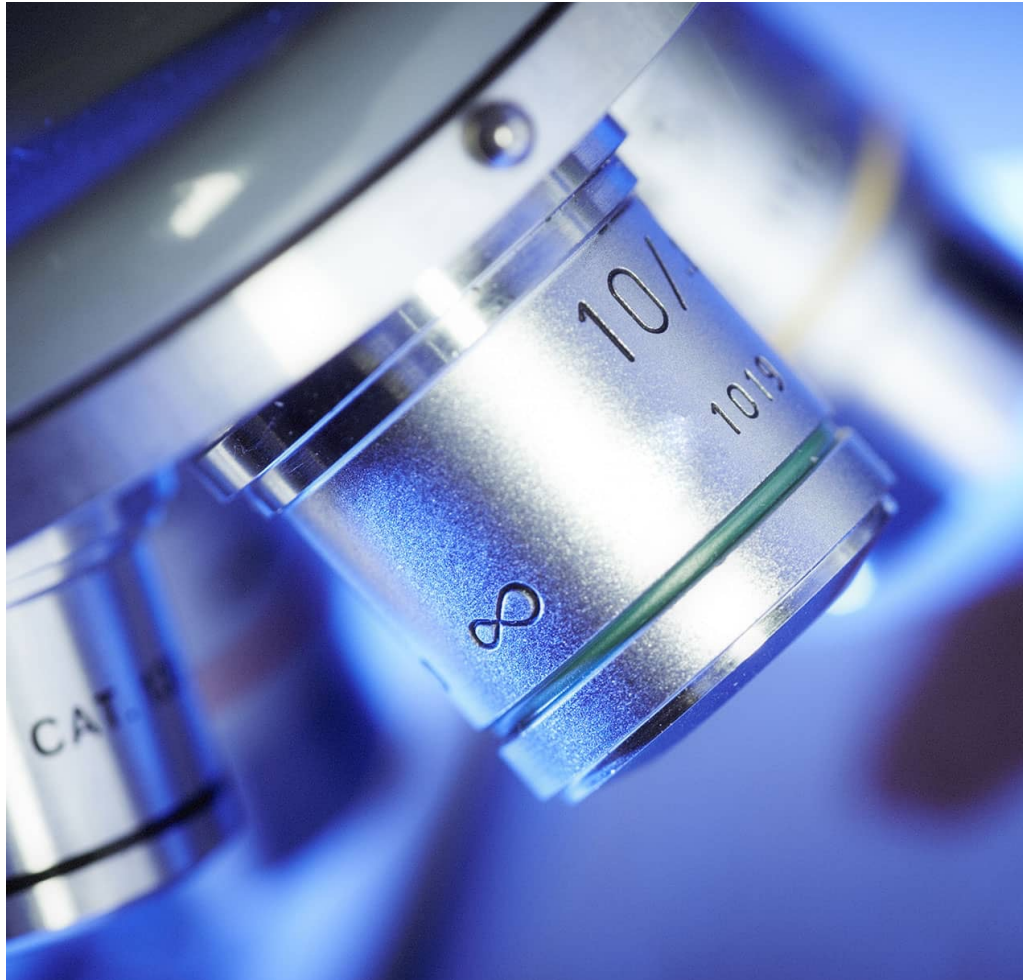
Our Studio One Eleven design division provides world-class package and product design:

- Market research and consumer insights
- Brand strategy and visual branding design
- Structural packaging design and development
- Engineering and design-for-manufacturing (DFM)
- Custom tooling and manufacturing integration



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Quality Advocates For You

- A dedicated Quality team with more than 100 years of combined experience
- ISO certified, clearly defined proactive and reactive quality processes
- Multiple on-site laboratories with diverse testing capabilities such as microscoping, stability testing, drop testing, out of round testing, vacuum leak testing, seal testing, and much more.

Global Sourcing

We have a large network of over 1700+ qualified suppliers around the world with a wide variety of products.

- Manage multiple vendors with ease
- Ensure and track product quality
- Mitigate service disruptions or non-conformance for customers
- Manage purchases and inventories with a state-of-the-art ERP system unmatched in our sector





Warehousing and Inventory Logistics

Inventory occupies a lot of cash and costs a lot to maintain. A more efficient supply chain will minimize your inventory investment. With 130+ warehousing locations, Berlin Packaging will partner with you to take inventory off your balance sheet and inventory-related expenses off your income statement. We do it all.

Creative Financial Solutions

Berlin Financial Services loans money to customers at 0% interest to make capital expenditures, and we do this in exchange for new packaging business. The possibilities are endless:

- Enter new markets
- Add square footage
- Upgrade systems
- Replace aging equipment
- Add packaging or filling-line equipment





Sustainability

Our virtually unlimited material and process platforms afford our customers the broadest array of sustainability options in the industry.

From our cutting-edge life cycle analyses that quantify your package's CO2 emissions, energy and water consumption to our use of the latest design and engineering optimization tools, we'll ensure that you have the information and the options you need.

Specialty Product Offerings



Bruni Specialty Glass

Milan, Italy headquartered Bruni Glass offers high-end and bespoke premium glass packaging for the spirits, wine, and food markets.



Qorpak Lab Supplies

Extensive and diverse product line to accommodate all your laboratory packaging and supply needs.



Dangerous Goods

Helping you meet regulatory requirements when shipping dangerous and temperature-sensitive goods with safe, economical packaging systems.

Why We're Different



The image features a variety of custom packaging solutions. In the top left is a dark grey compass with the text 'OPEN FOR DISCOVERY' and '81° 37' 23.4312" N'. In the bottom left is a wooden cork stopper with a circular cutout and engraved text: 'SERVED AT THE CROSSING OF THE CLASSIC FABRIC BRAND', 'WITH OVER 100 YEARS OF COMBINED DESIGN EXPERIENCE', 'A ONE-ELEVEN SET OUT TO DISCOVER NEW WORLDS & PACKAGING', 'ING EQUITY. THIS IS GOING UNCHARTED POSSIBILITIES', 'BREAKING BOUNDARIES WITH OUR PARTNERED BRANDS', '14° 59' 54.0000" N', 'CRAFTING PERFECTION', 'AND IS NEVER COMBINED ALWAYS SAGER', 'IS ON THIS VENTURE WITH YOU', 'WHERE YOU WANT TO BE.' In the center is a glass bottle with a gold-colored cap and a cork stopper, with 'STUDIO' and 'YOU ARE' visible on the cap. To the right is a dark grey leather case with a gold-colored logo. The Berlin Packaging logo is in the bottom left corner.

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Execution & Operational Excellence

Berlin Packaging is ISO Certified and provides:

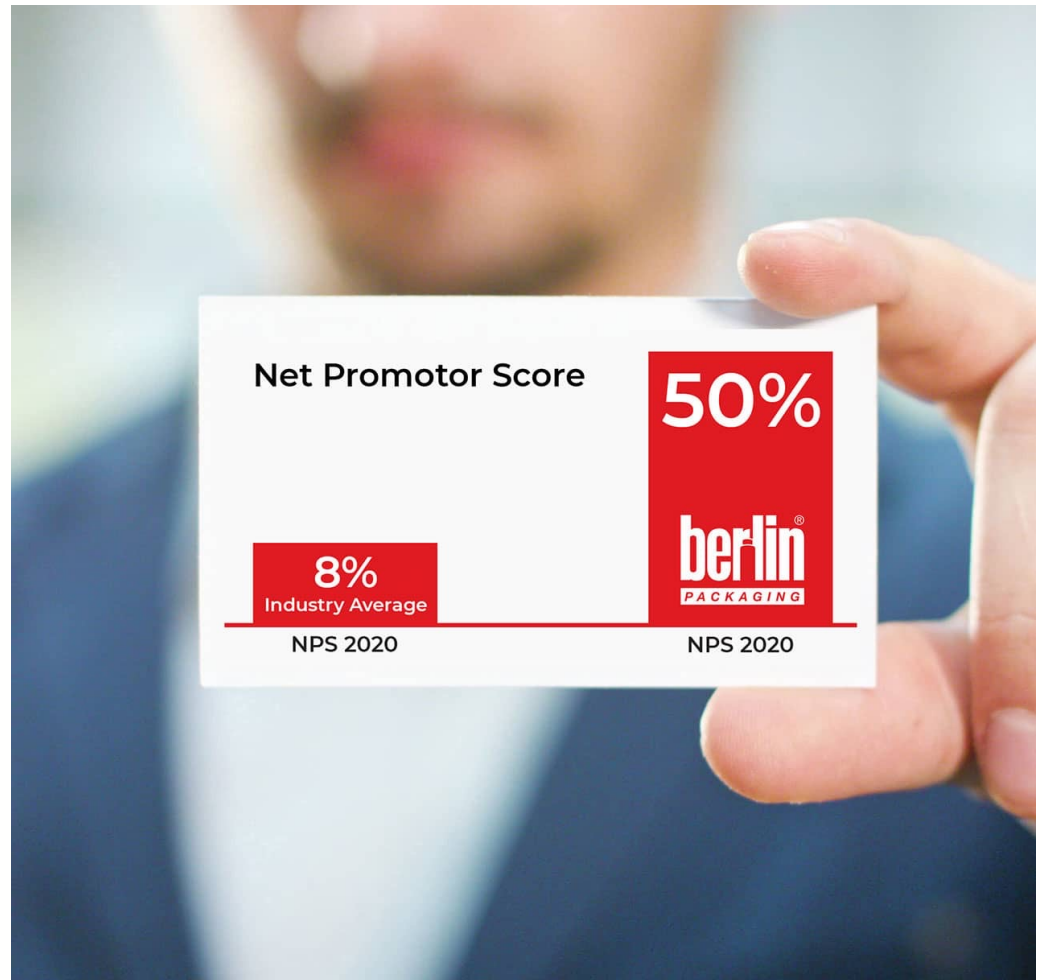
- In-spec quality product
- Proactive & reactive support
- 99% on-time delivery

We're committed to delivering accurate and timely information to our customers while continuously looking for ways to improve our processes.

Thrilling Customer Service

We use Net Promoter Score (NPS) to Measure Customer Experience. The NPS survey asks the ultimate question, how likely our customers are to recommend Berlin Packaging to a colleague on a scale of 0-10?

Independent research shows that Berlin Packaging leads the packaging industry in customer thrill. Our score is in line with thrill experts in other customer-focused industries. We're not complacent.





Our Culture & Values

Our *Anything is Possible* mentality permeates our culture as we constantly strive to improve every touchpoint not only for you but to our employees.



We demonstrate more passion and effort, creatively so and consistently so, compared to our competitors. We go above and beyond in the pursuit of thrill for our customers and success for Berlin Packaging.

Locations Across the World

Berlin Packaging has 130+ sales and warehouse locations and 1500+ staff located across the globe.





Thank You!

For More Information:

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