



Streamlining Lubricant Manufacturing, Handling & Storage

Lubricant Expo 2024, Europe

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Agenda

CREATING **CIRCULAR** SUPPLY CHAINS

- **Goodpack in Numbers: Who We Are**
- **Goodpack's Commitment to Sustainability**
- **Reusable IBC as an Alternative to Incumbent Packaging**
- **Making Your Supply Chains Leaner**
- **Packaging for Petrochemicals**
- **Benefits of Reusable IBCs in Illustration**
 - **space optimization**
 - **maximize containers utilization**
 - **optimize empty containers transportation**
- **Reusable IBC as a Solution**



Goodpack in Numbers: Who We Are

CREATING **CIRCULAR** SUPPLY CHAINS

8M
Payload Tons
Moves Annually

6.5M
Global Movements
Annually

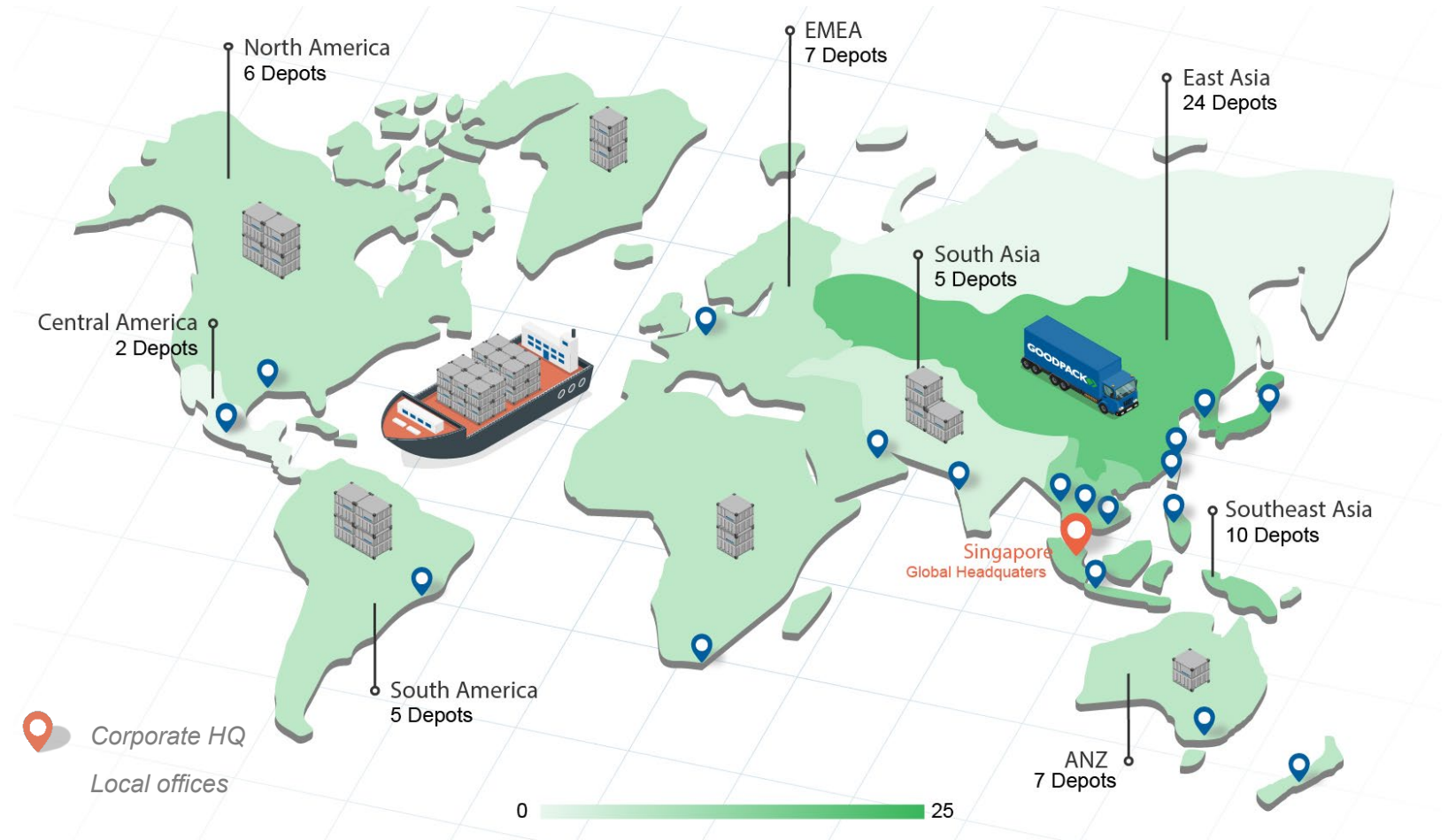
4.3M
Active Returnable
Containers

73
Countries with
Goodpack
operations

20
Subsidiaries Over
Six Continents

5,000
Global Delivery
& Collection Points

Our Network at Work



Our Commitment to Sustainability

KEY ATTRIBUTES OF GOODPACK SUSTAINABILITY

Reuse

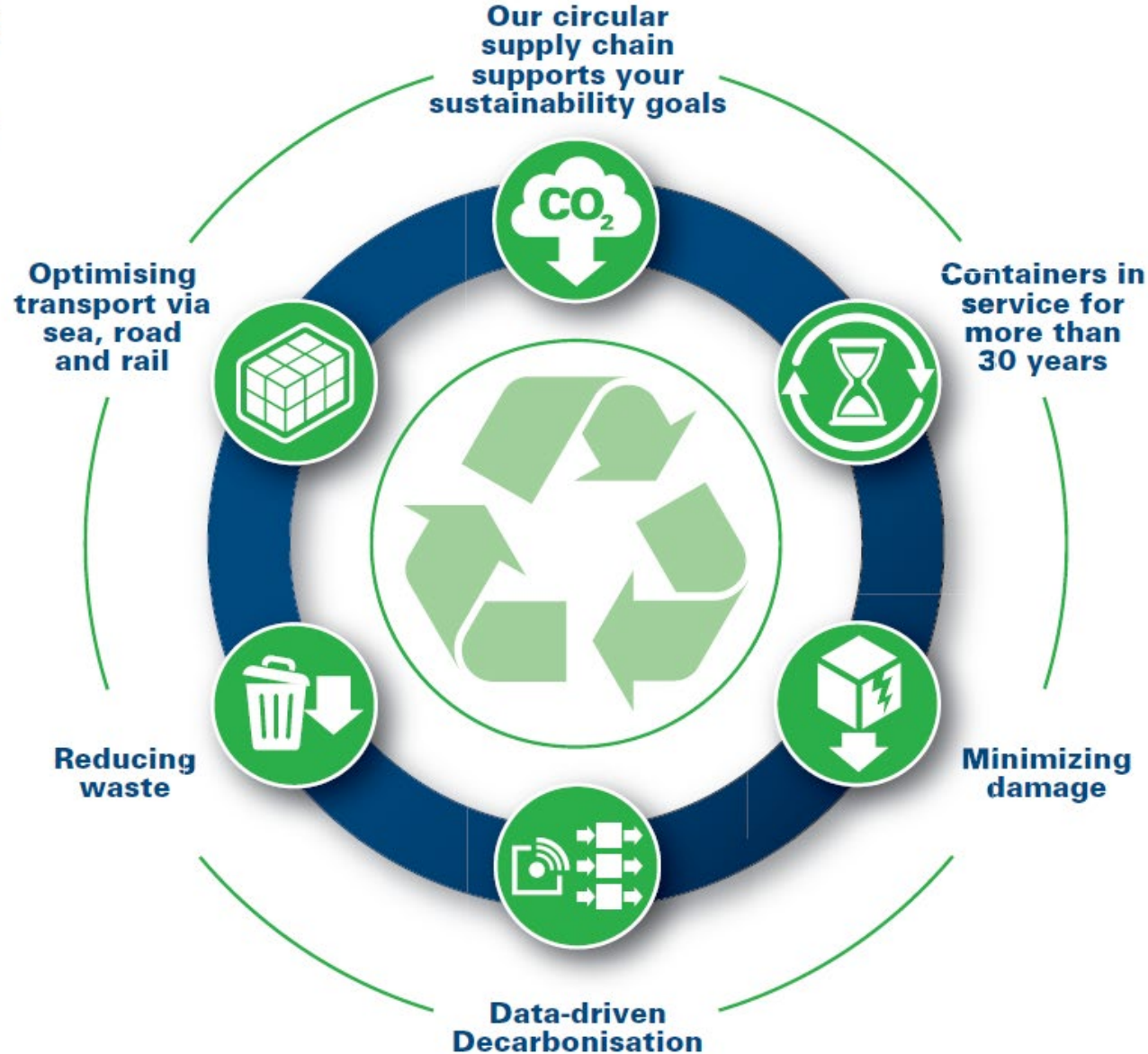
All our containers are reused, for decades.

Repair

If damaged, a container is repaired and returned into use.

Recycle

If damaged beyond repair, all materials used to manufacture a container are appropriately recycled.



Reusable IBC as an alternative to incumbent packaging



CREATING CIRCULAR SUPPLY CHAINS

- 1 Total Cost of Ownership optimization** ~30% TCO optimization vs. plastic IBCs (~50% vs. drums) mainly through reduction of **packaging, warehouse & handling** and freight cost per metric ton
- 2 Sustainable impact** ~80% CO₂ emissions, contributing to an achievement of **ESG goals, compliance to Green legislation / PPWR**
- 3 Supply Chain efficiency and transparency** **Easier storage and warehousing space optimization; Convenient and safe handling; RFID tagged;**
- 4 Anti-counterfeiting** **Patented containers' design, the inner liners' fitment can be blocked with a protection seal;**
- 5 Products quality protection** Enhanced **isolation** of lubricants from oxidation and moisture, **reducing the risk of contamination** by rust and dust.
- 6 Digital Solutions** **Seamless online platforms** for orders and return requests, dashboard of containers' traffic and usage performance, analytics

Making Your Supply Chains Leaner

CREATING CIRCULAR SUPPLY CHAINS

ONE-WAY PACKAGING



NON-STANDARDIZED PACKING & LOADING



WEAK SHIPPING CONTAINER UTILIZATION



DAMAGES & CONTAMINATION DURING TRANSIT



UNSAFE STORING



WASTE & PACKAGING DISPOSAL

DELIVERY OF EMPTY



ORIGIN COUNTRY



MULTI-MODAL PAY PER USE SERVICE



DESTINATION COUNTRY

COLLECTION OF EMPTY

GOODPACK SERVICE



SAFE, EFFICIENT & STANDARDIZED PACKING & LOADING OPERATION



MAXIMISE SHIPPING CONTAINER UTILIZATION



PREVENTING CARGO DAMAGE



REDUCE STORAGE SPACE



COLLAPSIBLE

An inner liner isolates product for a better protection against oxidation, moisture



Wide range of fitments is possible to ensure the operational compatibility to your equipment

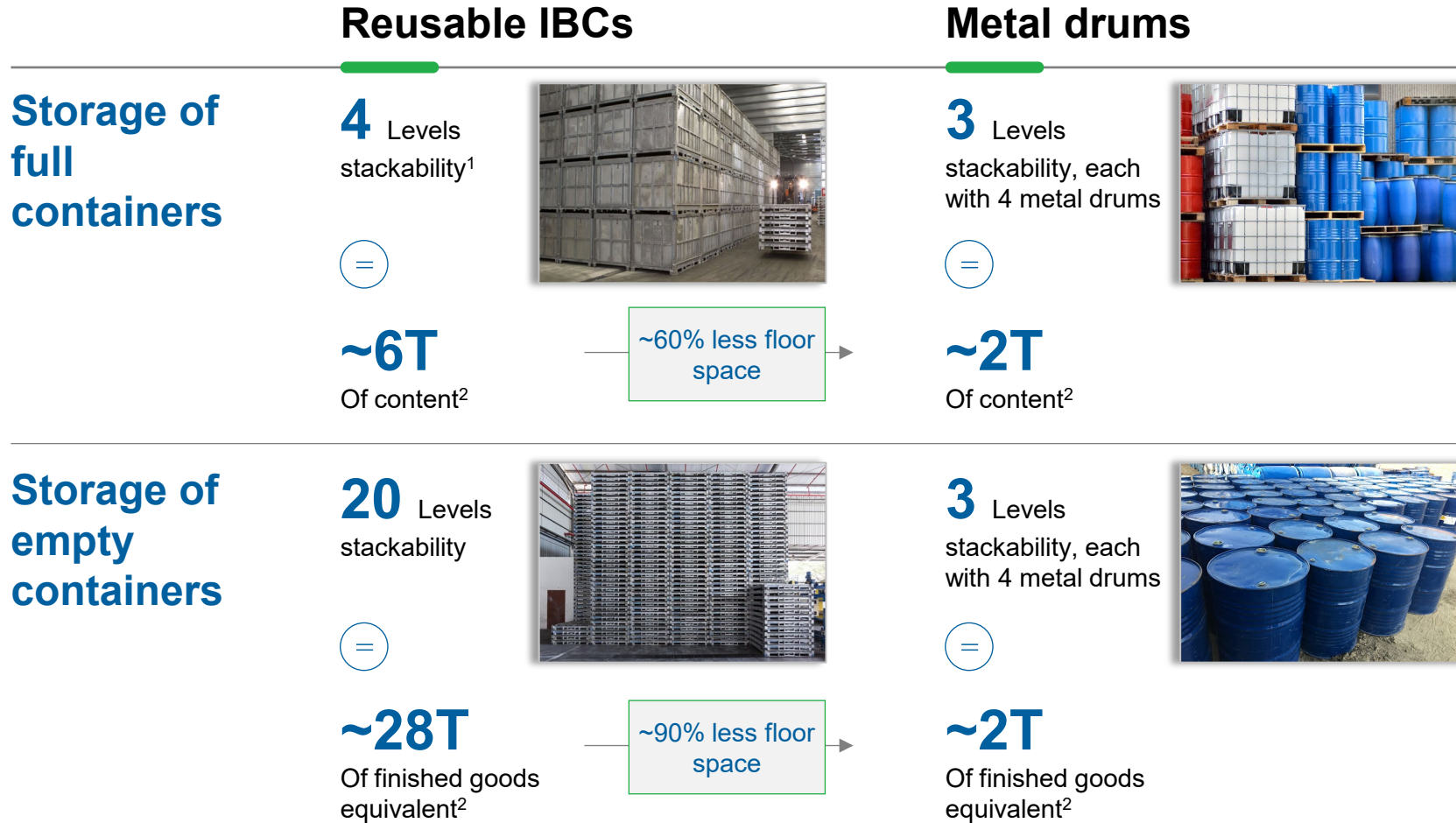
Practical and effective solution for non-dangerous chemical products & applications.

Examples of Liquid payloads:

- Base oils;
- Industrial & Automotive lubricants;
- Oleo-Chemicals;
- Greases;
- Petroleum jelly;
- Waxes;

Storage capacity: Reusable IBCs enable a ~60-90% space optimization per ton of goods for your warehouses

ILLUSTRATIVE



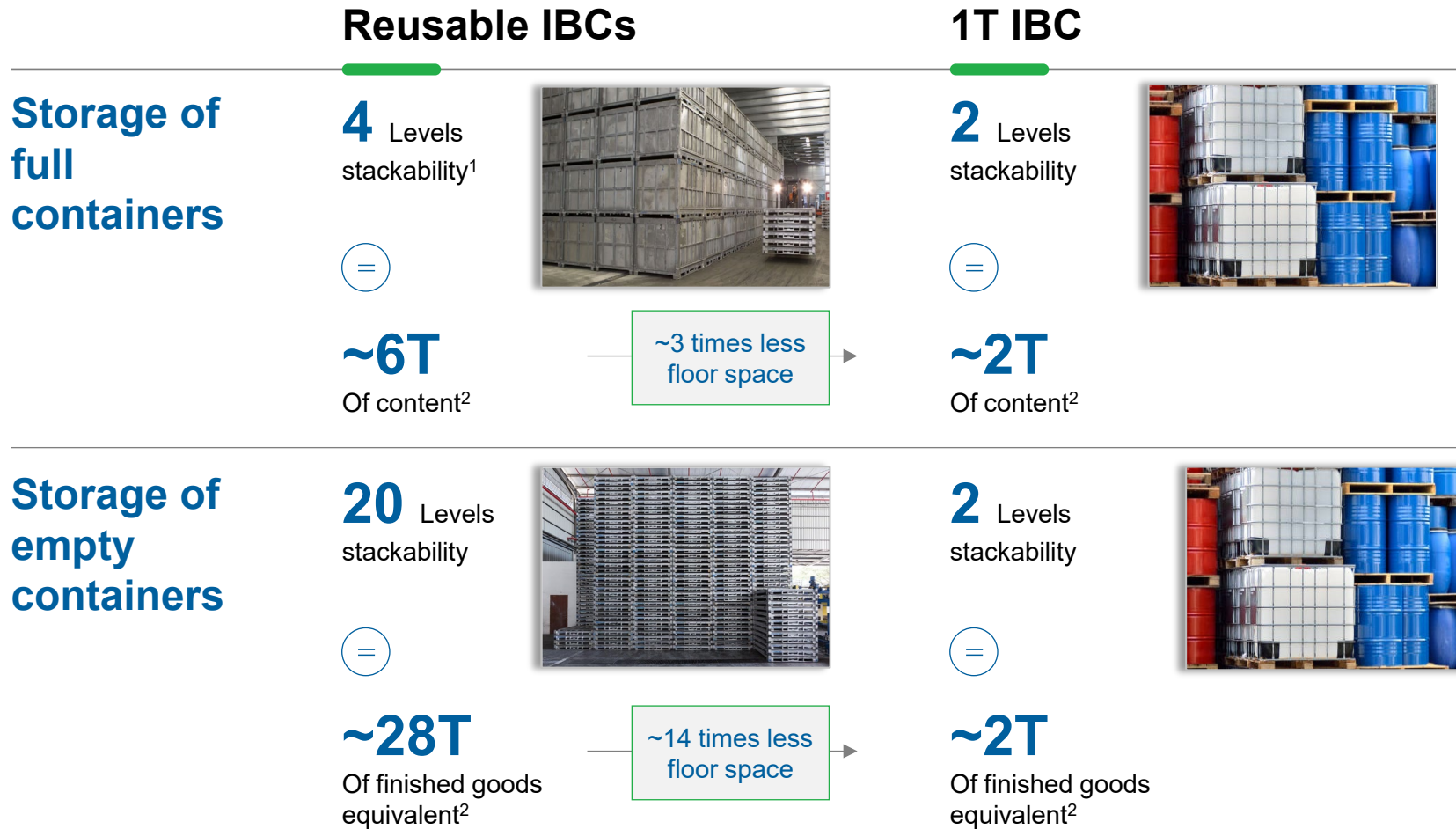
Impact

- **x2 more storage capacity** at zero Capex
- Optimize **warehouse storage capacity**:
 - 4 full units stackable (~60% floor space optimization vs. drums)
 - 20 empty units stackable (~90% floor space optimization vs. drums) as collapsible

1. Up to 5 level; 2. Assuming ~1.4t of goods per Goodpack container vs. ~180kg of goods per metal drum
 Note: Based on lubricant density of 0.9 and a MB5 Goodpack container

Storage capacity: Reusable IBCs enable ~200% space optimization per ton of goods for your warehouses

ILLUSTRATIVE



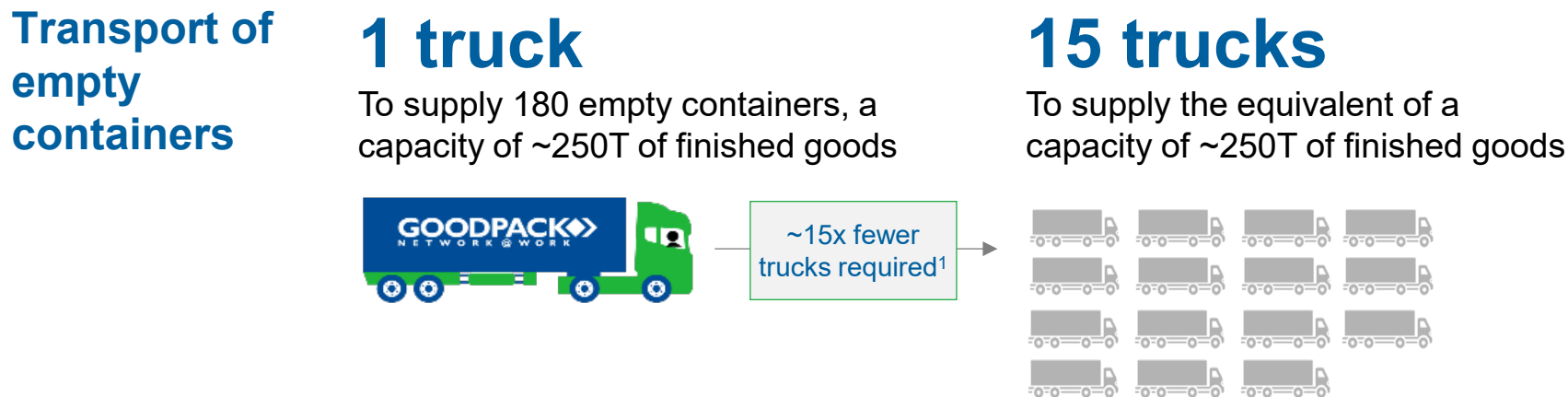
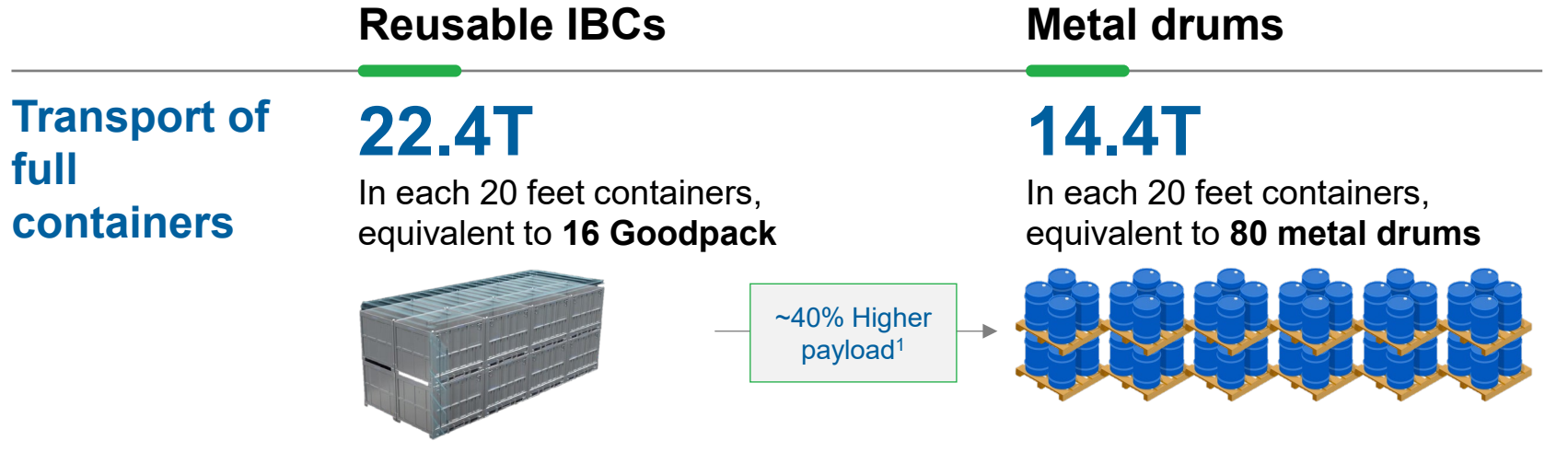
Impact

- **x3 more storage capacity** at zero Capex
- Optimize **warehouse storage capacity**:
 - **4 full units stackable** (~200% floor space optimization vs. IBC)
 - **20 empty units stackable** (~14 times less floor space vs. IBC) as collapsible

1. Up to 5 level; 2. Assuming ~1.4t of goods per Goodpack container vs. ~0.87t of goods per IBC
 Note: Based on lubricant density of 0.9 and a MB5 Goodpack container

Transport & shipping: Reusable IBCs maximize containers utilization by ~40%

ILLUSTRATIVE



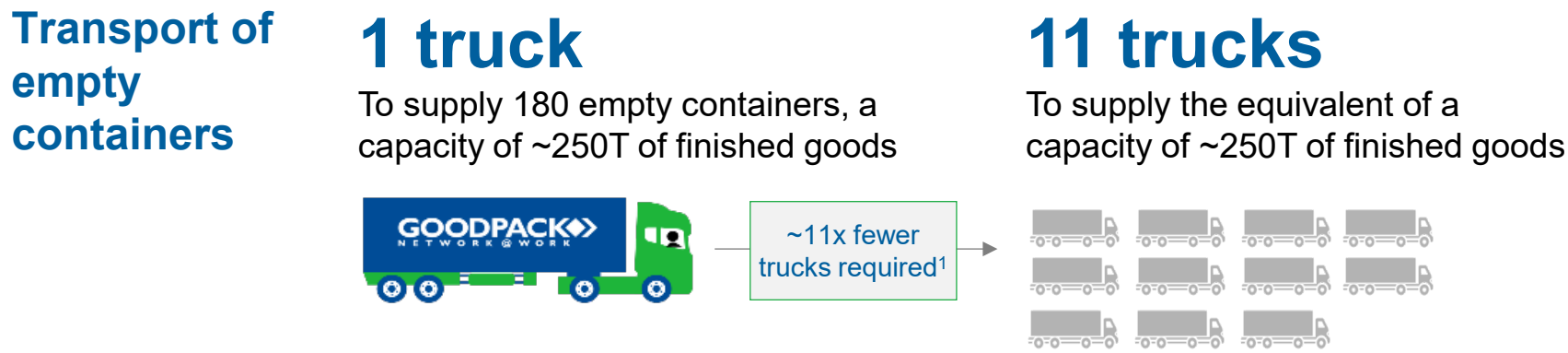
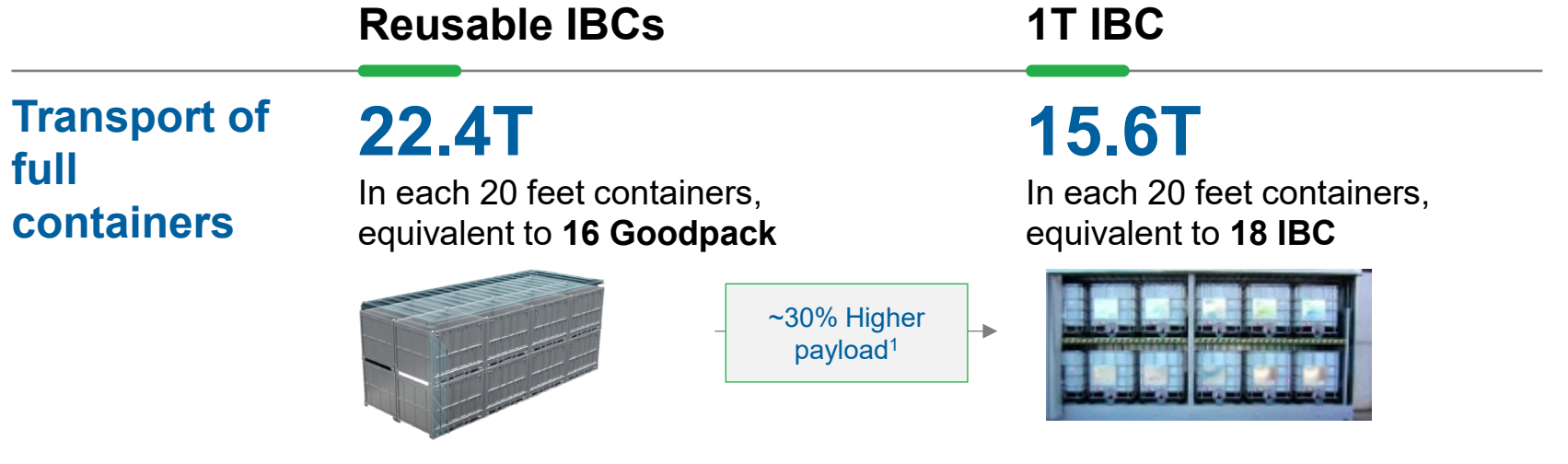
Impact

- **Higher payload** per 20 feet container vs. drums when full
- **~15x fewer trucks required** to supply empty containers

1. Assuming ~1.4t of goods per Goodpack container vs. ~180kg of goods per metal drum
Note: Based on lubricant density of 0.9 and a MB5 Goodpack container

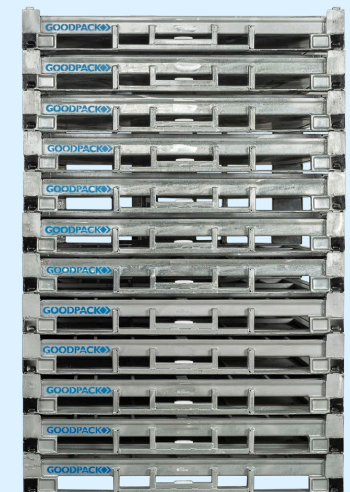
Transport & shipping: Reusable IBCs optimize empty containers transportation against plastic IBC

ILLUSTRATIVE



Impact

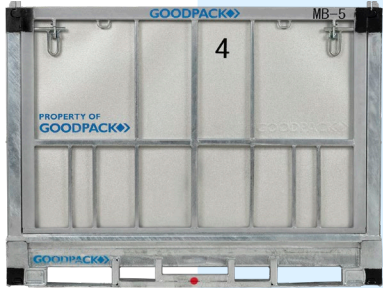
- ~30% Higher payload per 20 feet container vs. IBC when full
- ~11x fewer trucks required to supply empty containers



1. Assuming ~1.4t of goods per Goodpack container vs. ~0.87t of goods per IBC
 Note: Based on lubricant density of 0.9 and a MB5 Goodpack container

Reusable IBC solution: Reduces TCO

CREATING **CIRCULAR** SUPPLY CHAINS



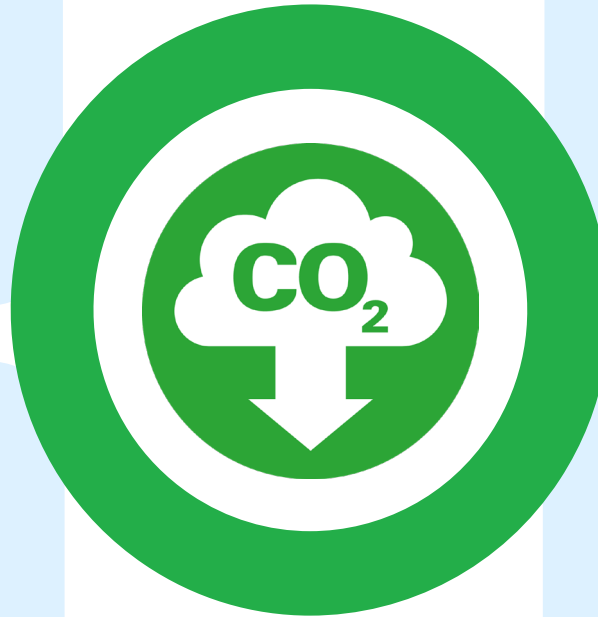
Longer lifetime,
Higher reusability

Initial Packaging Cost



Stacking of empty
and laden units
Filling of units
Loading of trucks

Labor Intensity



Increased stackability,
takes up less space



Storage Density

Designed
specifically to fit
in 20 feet
standard containers



Freight Costs

1. Goodpack MB5 contains ~7-8 times more lubricants than a drum

What does the implementation of various regulations mean for the industry?

	PLASTIC PACKAGING WASTE REGULATION	EU DEFORESTATION REGULATION	CORPORATE SUSTAINABILITY DUE DILIGENCE DIRECTIVE
What companies will have to do	<ul style="list-style-type: none"> Companies must use reusable packaging and ensure their packaging can be recycled 	<ul style="list-style-type: none"> Implement and maintain a due diligence system to verify commodities in question have not originated from deforested/forest-degraded land Continual monitoring and reporting system to track and reduce risk in the supply chains 	<ul style="list-style-type: none"> Provide evidence on how to prevent/mitigate impacts of their operations Assess packaging as part of self-assessments Continual monitoring and reporting system to track and reduce risk Mandates climate change plan
Goal of Legislation	<ul style="list-style-type: none"> To increase the recyclability of packaging, reduce packaging waste, and enhance the overall sustainability of packaging materials used within the EU. 	<ul style="list-style-type: none"> To significantly reduce the impact of the EU market on global deforestation and forest degradation. 	<ul style="list-style-type: none"> To enhance corporate accountability for human rights and environmental impacts across companies' operations and value chain
Challenge posed	<ul style="list-style-type: none"> Packaging has to be reusable, recyclable, optimised (limits on empty space when laden) 	<ul style="list-style-type: none"> Could affect packaging derived from regulated commodities. For example, logistic transport solutions made of wood, like crates or pallets, may impact manufacturers of those packaging and logistics systems. . 	<ul style="list-style-type: none"> Need to provide evidence on how the company is preventing/mitigating impacts of their operations and how the company is acting on global warming. .
Implementation	<ul style="list-style-type: none"> Reduction to be demonstrated from 2030 onwards and increases 	<ul style="list-style-type: none"> Entered into force on 29 June 2023 Applicability of certain Articles will enter into application on 30 December 2024, and 30 June 2025 for micro- and small enterprises. 	<ul style="list-style-type: none"> 2024-2026: EU member states transpose CSDDD into national law. Phased implementation based on company size between 2026 and 2029