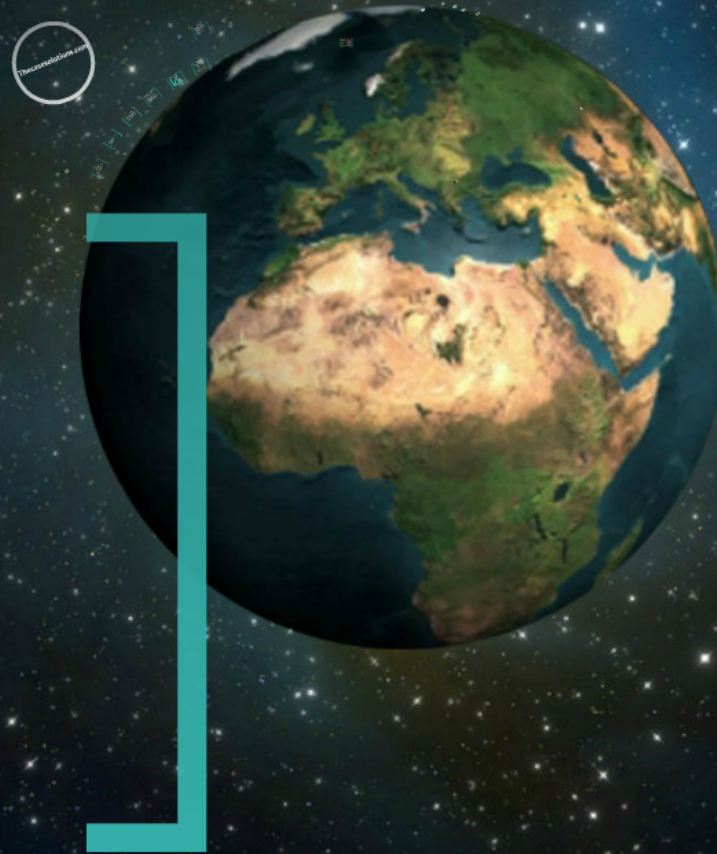




*Sustainability at Tetra Pak:
Recycling Post-Consumer Cartons*



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THANK YOU

Question?

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Tetra Pak

Sustainability at Tetra Pak: Recycling Post-Consumer Cartons



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Content

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Company Profile
Market and Industry
Company Performance
Pontero Profile
B2B and CRM
Analysis
Issue and Challenges
Recommendations
Key Implementations

Tetra Pak

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Established on 1952,
based on Sweden.

The world's largest
producer (80%) of
aseptic packaging for
liquid foods.

Grew rapidly through
the 1980s, but slowed
in the 1990s.



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Pontero



The top customer of Tetra Pak based in Italy.

Bought 1 billion packages a year.

Second largest dairy and the leading brand of liquid milk in Italy.

“Quality” is the advertising theme.



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Tetra Pak and Competitor Analysis

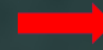
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Tetra Pak

Differentiate Products and Brands through distinctive packages and label designs

Objectives

We commit to making food safe and available, everywhere



Assumption

Tetra Pak

Strategy

to drive greater efficiency, impact and value for Tetra Aseptic, Innovations in automation, integration and traceability delivering efficiency, quality and confidence

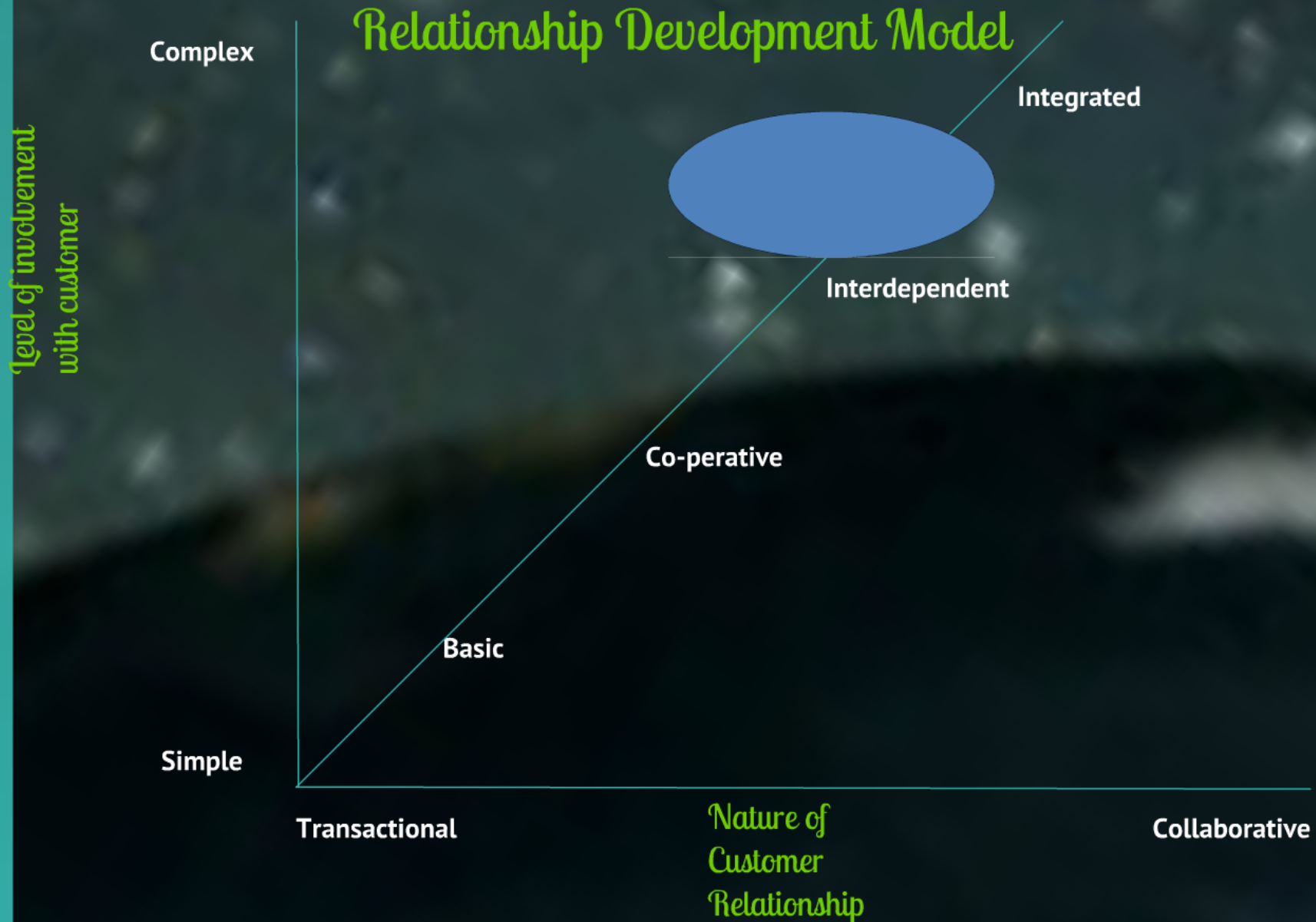
Capabilities

Working closely with our customers and suppliers, we provide safe, innovative and environmentally sound products.)



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Relationship Development Model



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Tetra Pak-Pontero Relationship Evaluation

Profitable for both parties since they started working together

Pontero has always trusted Tetra Pak, thus establishing a mutually beneficial alliance

Pontero has looked at Tetra Pack as its mentor in re-establishing its market share

Tetra Pack benefits from Pontero and vice-versa.