



**ADDEV**MATERIALS

# ADDEV Materials

## ADDEd Value on Materials

Designer & converter of customized value-added solutions for industrial performance

### 2 strategic activities

#### FILMS & TAPES CONVERTING

- ADHESIVE TAPES
- FOAMS
- TECHNICAL FILMS
- PAPERS & FIBERS
- LAMINATES

#### CHEMICALS & CUSTOM PACKAGING

- ADHESIVES
- SEALANTS
- CHEMICALS
- COATINGS
- PAINTS

A perfect combination of expertise in advanced materials, converting excellence and market & application knowledge



### Key Figures & Geographical footprint



750



170m



+25 locations



### Main strategic markets



Power  
Energy • Electronics



Mobility  
Automotive • Rail



Industry



Building & Construction



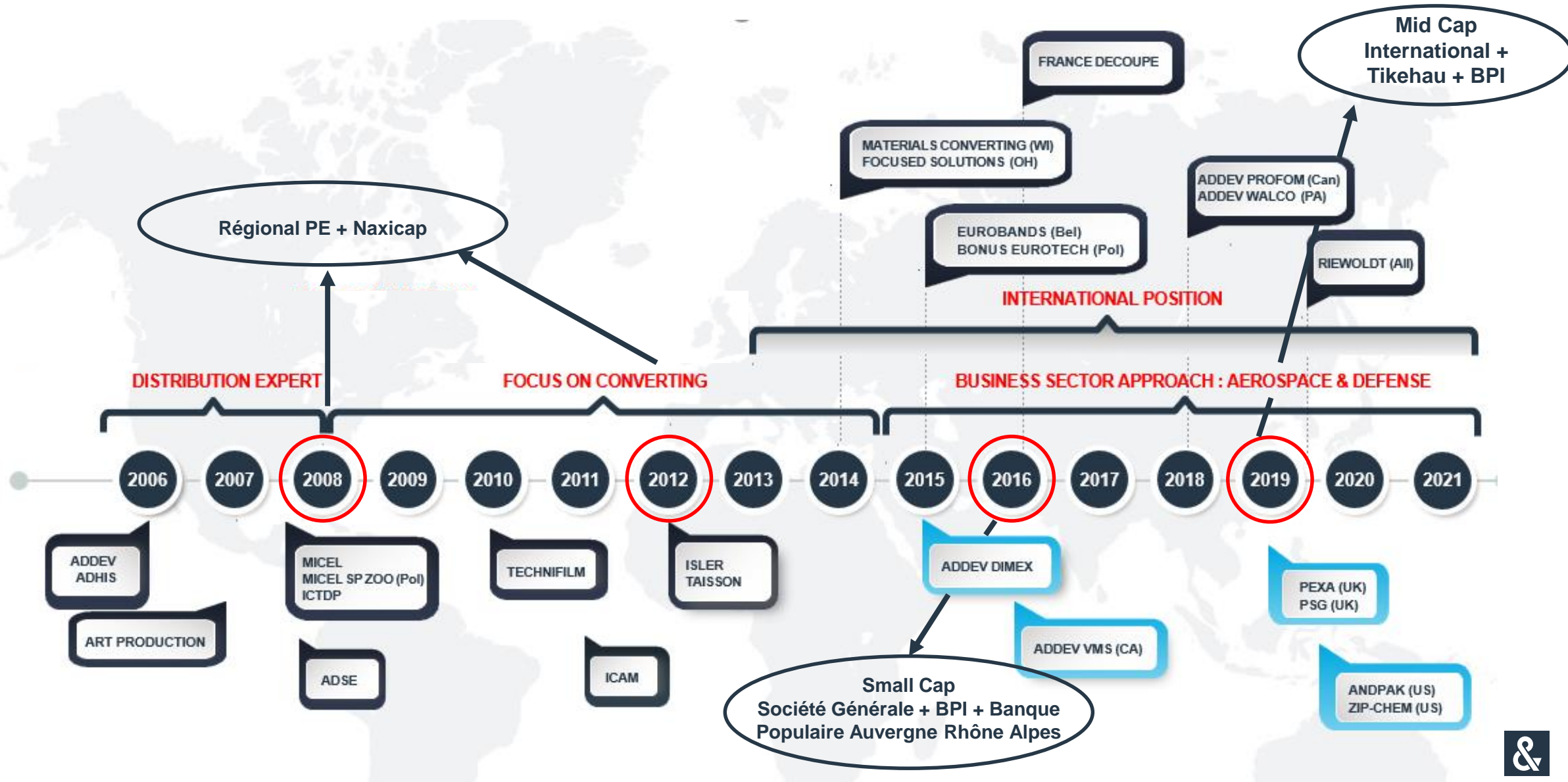
Aerospace & Defense

Commercial aviation • Business aviation • Air defense • Land defense • Space



Healthcare & Hygiene

# DIFFERENT INVESTORS FOR EACH CHAPTER OF OUR GROWTH STORY



# 2019 FOCUS

## December 2018

3 Exclusive LOIs in US – UK – Germany

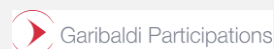
- Potential creation of a leading niche player on aerospace & defense markets = chemicals & custom packaging
- Opportunity to change dimension : size / international presence / industrial focus AEROSPACE
- Need to raise funds (50 – 150M€) and change dimension of equity partners

## January – March 2019 ( Equity + Financing)

- Business Due diligence
- Information memorandum
- Management presentation, PE partners Choice

**April 2019 : 38 m€, Septembre 34 m€**

TIKEHAU CAPITAL and BPI France



## 5 new acquisitions

### April 2019 - Pexa & PSG :

2 expert distribution UK based ltd. to strengthen our position in Aerospace market

### July 2019 - Riewoldt

German company to reinforce our position as tape solutions converter ; marks a first step in Germany

### October 2019 - Andpak & Zipchem :

2 leading US based corp. to widen our offering of chemicals custom solutions

### Positive contributions :

- Mirror effect in strategic decisions and dimension changes
- Benchmark with similar fast growing medium size companies
- Support in transformation plan
- Business Development opportunities

### Challenges

- Integration (EU – UK – US)
- Transformation plan : Operating model / Sales Efficiency / Operational excellence / Purchasing
- Change management : COMEX / Management / teams
- Increased reporting expectations

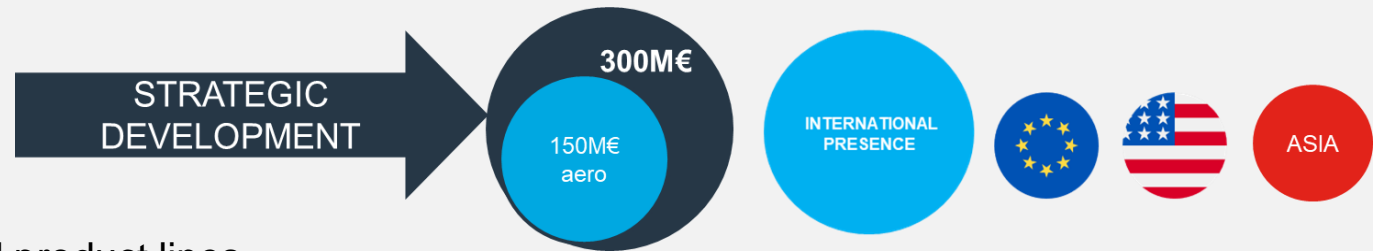
- ➔ Many positive aspects. Tikehau is positioned as a challenge partner to foster value creation initiatives
- ➔ Constraint : more reporting and analysis
- ➔ Difficulty : establish metrix, consistent data



# STRATEGY & NEXT STEPS

## BUSINESS PLAN 2020 - 2023

- More converting and value-added solutions
- Business sector approach, Aerospace challenge
- Key account approach, segmentation
- Cross fertilization and international footprint
- Corporate identity strategy and specialty branded product lines



## NEXT STEPS 2023 - 2028

- Diversify business sector approach : duplicate aerospace strategic approach to HealthCare market
- Optimize operations by process and regions
- Organize and Develop business by markets
- Leverage digital sales channels
- **Challenge:** Secure a long term strategic and capitalistic position