



# The Igepa group

More than paper



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# The Igepa group



We are a leading international trading and service company. Our range comprises paper, all types of printing media, printing hardware and software with the associated consumables and auxiliary products. Our roots emanate from family-managed paper wholesalers in Germany.

Customer satisfaction is our top priority: we want to meet customers' expectations at all times. We offer unrivalled features and benefits via strong brands of assured quality and we strengthen our customers' competitiveness in the form of services which support their own commercial offer.

Product leadership and sustainable, profitable growth are our platform for success. We are fully aware of our social responsibility and are committed to managing resources in a responsible manner.

# History



The German partner companies in the Igepa group have been collaborating for more than 50 years. We are also bound by long-term and trustworthy co-operation with our suppliers and customers. After all, long-term collaboration is the key for success at Igepa.

**1960s**  
Founding idea:  
bundling buying  
demands

**1970s**  
Joint marketing

**1980s**  
Development of  
trade brands

**1990s**  
Internationalisation:  
expansion with a  
focus on Central and  
South Eastern Europe

**2000s**  
Internationalisation:  
expansion to  
overseas markets

**2010s**  
Diversification into  
new divisions

# Igepa group in figures (Europe)



Turnover (in billion €):	2,0
Sales (in million t):	1,8
Employees:	3,500
Customers:	50,000
Locations:	81
Trucks:	400
Items:	> 40,000
Storage area (m <sup>2</sup> ):	235,000
Pallet slots:	370,000

Figures from 2012

# Igepa group Germany



E. Michaelis & Co. (GmbH & Co.) KG,  
Reinbek/Hamburg  
founded in 1804



Hansa GmbH & Co. KG  
Großhandel, Bremen  
founded in 1974



Freytag & Petersen GmbH & Co. KG,  
Köln  
founded in 1920



vph GmbH & Co. KG,  
Hemmingen  
founded in 1885



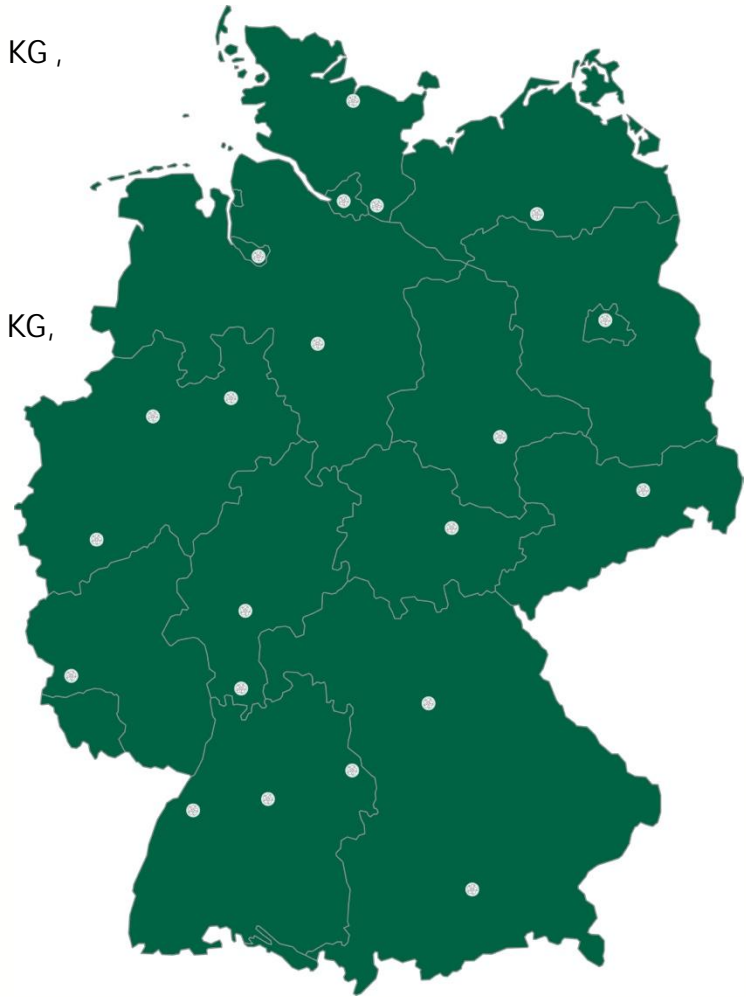
Geiger GmbH & Co. KG,  
Aalen  
founded in 1949



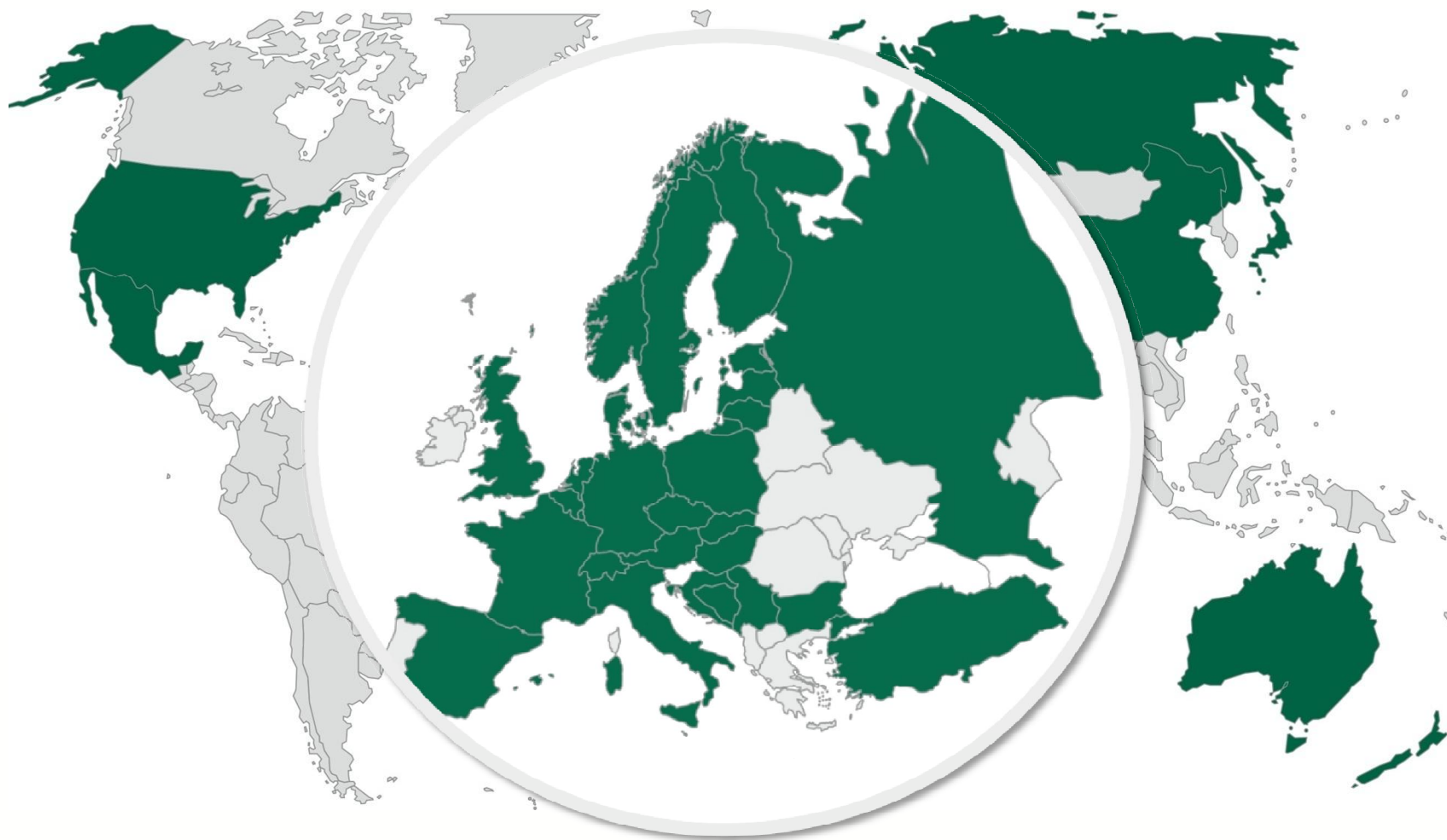
2H GmbH & Co. KG,  
Garching/München  
founded in 1889



Igepa  
Großhandel GmbH, Landsberg  
founded in 1990



# Igepa group international



# Igepa group international

## Central Europe

Austria:	Igepa Austria
Czech Republic:	Igepa velkoobchod papírem
Estonia:	Igepa Libra Vitalis
Germany:	See Igepa group Germany
Hungary:	Paper Hungary
Latvia:	SIA „Poligrāfijas Apgāds (Polap)“
Lithuania:	UAB „Libra Vitalis“
Luxembourg:	Igepa Belux
Poland:	Igepa Polska
Switzerland:	Fischer Papier Igepa ADOC

## Northern Europe

Denmark:	E. Michaelis & Co.
Finland:	Pyrollpap
Norway:	Berg-Andersen
Sweden:	Igepa Berg-Andersen Signcom

## Southern Europe

Italy:	Igepa Allcart Igepa Italia
Spain:	Poster & Panel

## Western Europe

Great Britain:	The Premier Paper Group
France:	Papeteries du Dauphiné Multisiam
Belgium:	Igepa Belux
Netherlands:	Igepa Nederland

## South Eastern Europe

Serbia:	Igepa Cartacell
Slovakia:	Igepa - Igaz Papier
Croatia:	Igepa - Plana Papiri
Slovenia:	Igepa - Plana Papiri
Bulgaria:	Slavey 91
Bosnia Herzegovina:	Igepa bh

## Other regions

Russia:	Double V
Turkey:	Budak Kagit Pazarlama Bilisim
USA:	Net Print; Clifford
Mexico:	Papel S.A.
China:	Acumen Paper
Japan:	Takeo
Australia:	BJBallGroup
New Zealand:	BJBallGroup



# Igepa group organisation chart



# Igepa group organisation chart

## Business Units

Coated Paper /  
Graphical Reels  
- Amir Basic -

Office Paper /  
Int. Key-Account Management  
- Bernd Loschelder -

Sign & Display / Inkjet based  
Hardware (LFP)  
- Uwe Becker -  
- Nils Honscha -

Uncoated Paper /  
Specialities / Text & Cover  
- Michael Hebeler -

Packaging  
- Barbara Gundermann -

Printing Supplies / Toner based  
Hardware  
- Torsten Döpke -

Cartonboard  
- Barbara Gundermann –  
- André Hesselbart -

Publishers /  
Int. Key-Account Management  
- Ralph Kirchbeck -

Digital Printing Media  
- André Hesselbart-

All business units are supported by national and international product or sales teams.

# European paper wholesaler rankings



Antalis:	€ 2.4 bn
Igepa group:	€ 2.0 bn
Paperlinx:	€ 1.9 bn
Papyrus:	€ 1.7 bn
Inapa:	€ 0.9 bn
Europapier:	€ 0.4 bn

Figures from 2012

# Our employees



Among other factors, customer satisfaction is dependent on a strong consultative approach. Our employees are highly-motivated and dedicated – they stand for quality.

By training young people and offering advanced personal development plans to our workforce, we optimise the opportunities associated with qualified personnel development.

The Igepa Academy makes a key contribution in Germany by providing such seminars and training programmes.

# Ecological responsibility



As a trading company, we see it as our task to promote a responsible attitude to all resources.

The Igepa group carries an extensive range of certified products and products of controlled origin.

# Range



## Paper & cardboard

- P/W paper sheets
- P/W paper reels
- Office paper
- Text & cover paper
- Cartonboard
- Digital printing paper
- Label paper

## Screen & Display, Inkjet based Hardware (LFP)

- Foils & laminates
- Board material
- Large-format printing
- Plotter foils
- Textile transfer
- Display systems
- Hardware & software

## Printing Supplies, Toner based Hardware

- Pre-press & CTP
- Printing ink / blankets
- Coatings / Coating form service
- Printing accessories
- Finishing products
- Software
- Digital printing systems

## Packaging & Envelopes

- Shipping cartons
- Envelopes & Jiffy bags
- Foils & bags
- Filling & padding material
- Adhesive tape
- Labels
- Security tags

Thank you for your attention!

