

PACFORT

PACFORT PACKAGING INDUSTRIES

When Packaging & Handling is a Challenge

ABOUT US

W H A T W E D O

WE REPLACE WOOD.

PACFORT FOCUSED ON USING A REVOLUTIONARY PRODUCT CALLED THE NARROW DIAMOND CORE PANELS (NDC & NDP) AS WELL AS “HONEYCOMB PANEL” TO CREATE ,HEAVY DUTY PACKAGING DESIGNS , SPECIFICALLY BOXES , CRATES & PALLETS , HONEYCOMB PANEL IS A COMPOSITE TOTALLY MADE OF PAPER & GLUE , IT EXHIBITS STRONG MECHANICAL PROPERTIES CLOSE TO WOOD , THE PRODUCT IS 80% MADE OF RECYCLED MATERIALS & 100% RECYCLABLE , IN ADDITION TO THE ABOVE WE ARE TODAY A MAJOR SUPPLIER FOR THIS COMPOSITES AS A REPLACEMENT OF WOOD IN APPLICATIONS LIKE FURNITURE & DOOR FILLERS .



MESSAGE FROM THE CEO

YOUR SUBTITLE HERE



MURAD HIJJAWI

CO FOUNDER & CEO

“I HAVE STARTED THIS BUSINESS WITH A CLEAR VISION BASED ON A CLEAR MARKET UNDERSTANDING , WE CAME TO THE MARKET AS A GAME CHANGER , BRINGING WITH US A PRODUCT THAT HAS A VAST NUMBER OF BENEFITS TO BOTH CLIENTS & THE ENVIRONMENT , I REALIZED FROM DAY ONE THE CHALLENGES WILL BE CREATING THE MARKET AWARENESS ABOUT A TOTALLY NEW PRODUCT AND TO PUT IN PLACE AN EFFICIENT POLICY FOR R&D .”

OUR MISSION

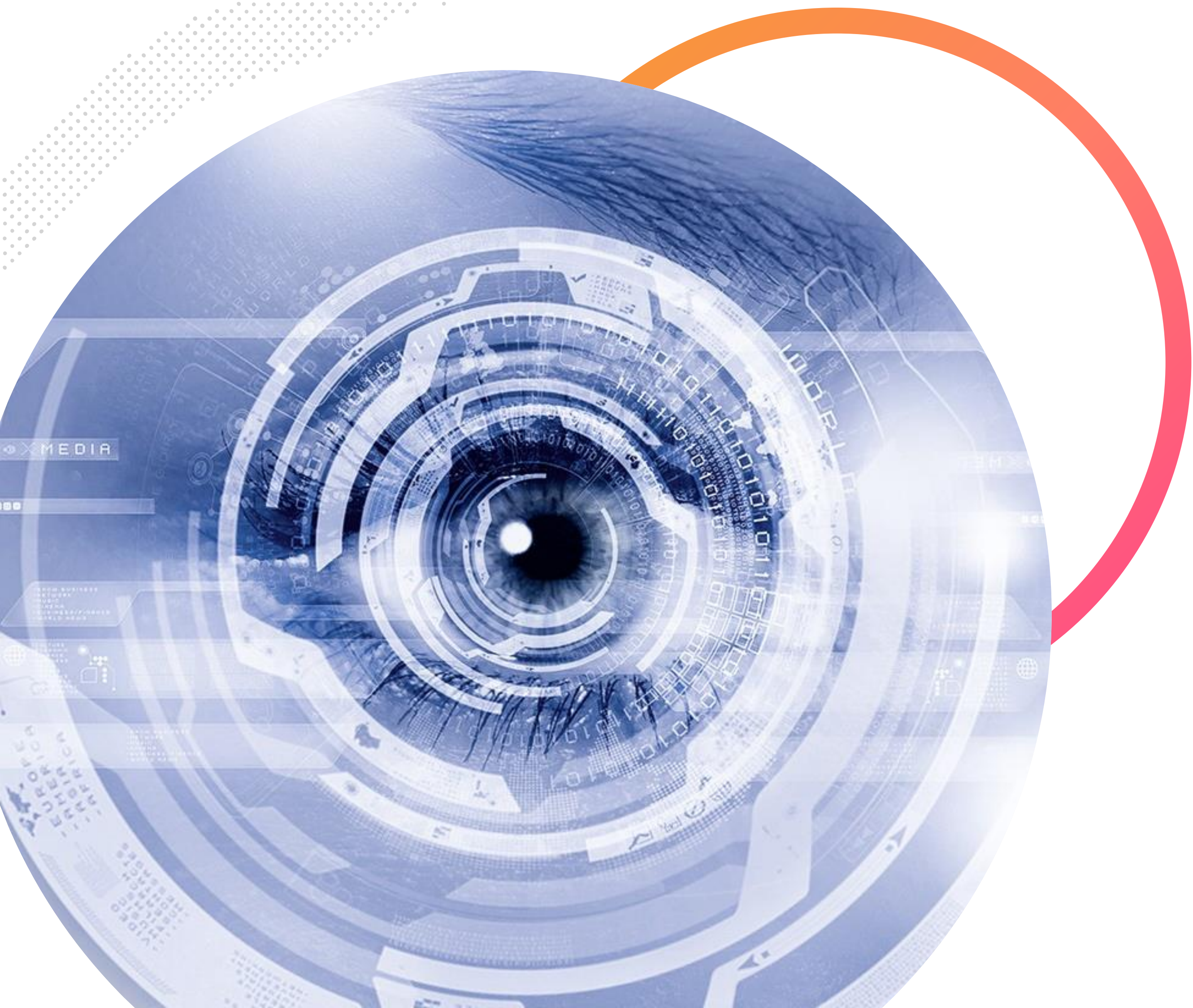
YOUR SUBTITLE HERE



SUPPORT INDUSTRIAL COMPANIES TO **REDUCE** PACKAGING COSTS BY **REPLACING** CONVENTIONAL MATERIAL LIKE WOOD, PLASTICS AND FOAMS WITH PAPER AND BY **PROVIDING INNOVATIVE** PACKAGING DESIGNS TO **REDUCE** LOSSES & DAMAGES DURING TRANSPORTATION AS WELL AS IMMIGRATE TOWARDS **ECO-FRIENDLY** PACKAGING SOLUTIONS.

OUR VISION

YOUR SUBTITLE HERE



LEADING THE **GLOBAL MARKET** IN HONEYCOMB
BASED PACKAGING SOLUTIONS THROUGH
FOCUSING ON **R&D** AND FOLLOWING AN
AGGRESSIVE EXPANSION PLAN

OUR HISTORY

A l l S t a r t e d i n a S m a l l W a r e h o u s e

JAN 2015 START UP / DUBAI

IN A 500 M2 WAREHOUSE IN DIP /DUBAI

FEB 2017 FIRST RPRODUCTION SITE

A 5000 M2 PRODUCTION FACILITY IN UMM AL QUWAIN
/UAE

MAR 2018 KSA PRODUCTION SITE

A 10,000 M2 PRODUCTION FACILITY IN RIYADH/KSA

JORDAN ASSEMBLY STATION

A 2000 M2 IN AMMAN

PACFORT GMBH /GERMANY

AN 8000 M2 PRODUCTION FACILITY NEAR FRANKFURT

PACFORT AMBALAJ /TURKEY

A 2000 m2 ASSEMBLY STATION IN ISTANBUL.

SWITZERLAND REP OFFICE

A REPRESENTATIVE OFFICE IN QUARTINO SOUTH OF SWITZERLAND TO MANAGER SALES IN SWISS & ITALIAN MARKETS

ARAMCO APPROVED VENDOR

AFTER ONE YEAR & A HALF OF PROCEDURES PACFORT KSA IS NOW AN ARAMCO APPROVED VENDOR .

P&G APPROVAL OF INCUBATOR

A REVOLUTIONARY SOLUTION THAT WILL SAVE FMCG COMPANIES 30% OF THEIR CARTON PACKAGING COSTS

Existing & Target New Locations

Its Time to Move Forward



IMAGES OF OUR LOCATIONS



BULLET POINTS

YOUR SUBTITLE HERE

- Even Though the Honeycomb core & Honeycomb panels are produced by other competitors in the World , but still the number of Players in this industry is limited , PACFORT is the only manufacturer in the GCC countries , and is the 2nd manufacturer in Germany , therefore we gained a considerable market share for the Honeycomb panel business in these markets
- PACFORT is focusing on using the these products in creating solutions for the Packaging market , and in this field PACFORT is a worldwide sole player , we have zero competition PACFORT today is the only company worldwide who developed a semi automated line to produce Boxes using Honeycomb Panels , with a relatively high capacity .
- PACFORT realized at early stages the importance of protecting its core competences part of it the designs we created which we are now in the process to register and patent several innovations based on honeycomb as a base material

MEET THE TEAM

O u r N o 1 A s s e t



MURAD HIJJAWI

CO-FOUNDER & CEO

A CHEMICAL ENGINEER

+20 Years Experience in Business
Development & Industrial Management



AIAA YOUSEF

CHIEF OPERATIONS OFFICER

AN INDUSTRIAL ENGINEER

+15 Years Experience in Operations
Management



GIANMARCO CALLEGARI

BUSINESS DEVELOPMENT DIRECTOR/EUROPE

+25 Years Experience in Logistics & Supply
Chain on International Level



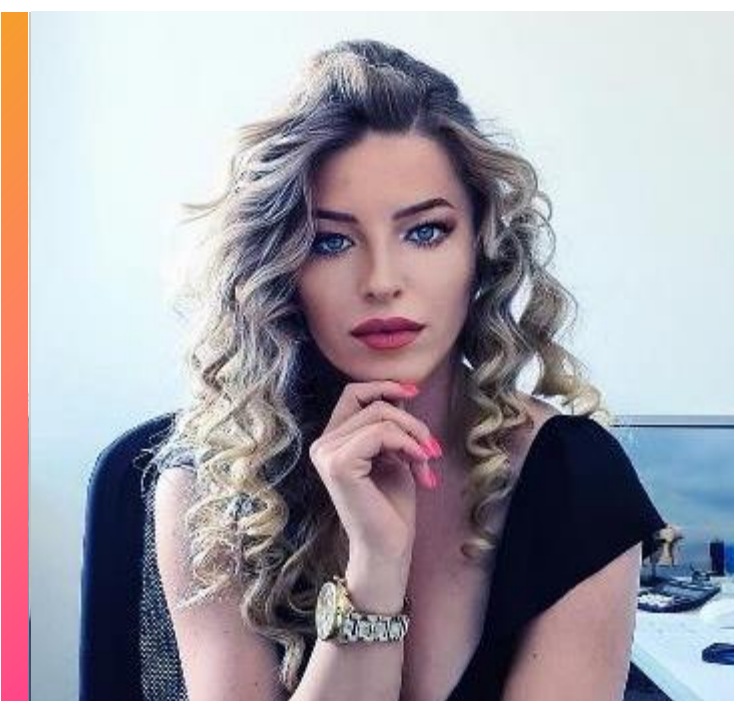
Mohammed Manzalawi

REGIONAL SALES MANAGER/MENA

+12 Years Experience in Sales Management
into the B2B environment .

MEET THE TEAM

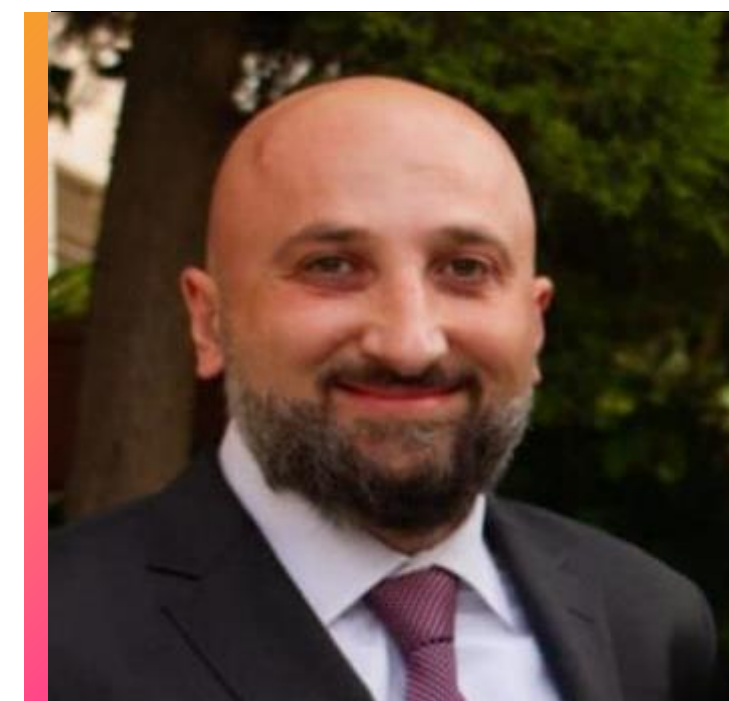
O u r N o 1 A s s e t



SEJLA FREIDRICH

SALES MANAGER / GERMANY

+12 Years Experience in sales management



Muhammed Al Bitar

MANAGING PARTNER /JORDAN

A MECHANICAL ENGINEER

+17 Years Experience in Business
Management & market development



MANZOOR ALHASNAIN

SALES MANAGER/UAE

+10 Years Experience in Packaging materials
sales



MERT REYTAN

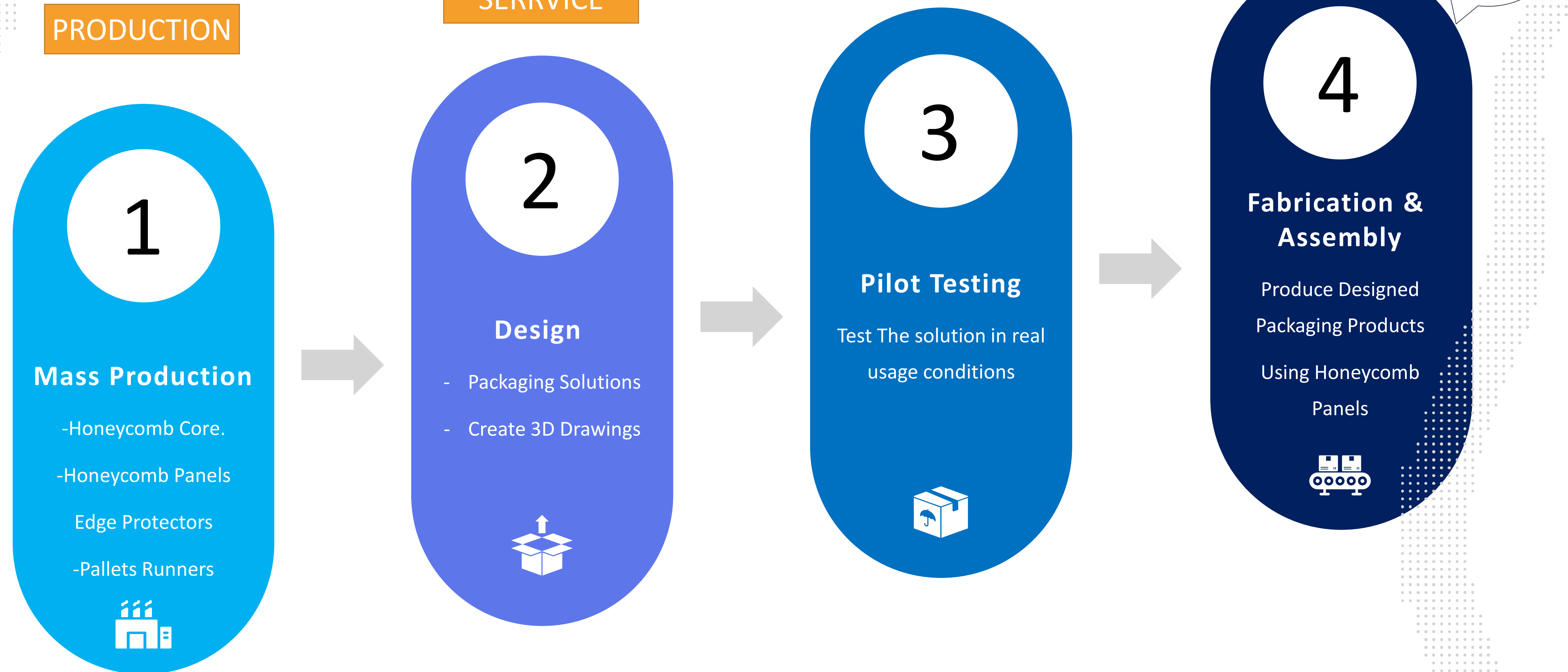
GENERAL MANAGER /TURKEY

A MECHANICAL ENGINEER

+12 Years Experience in Business
Development & Industrial Management

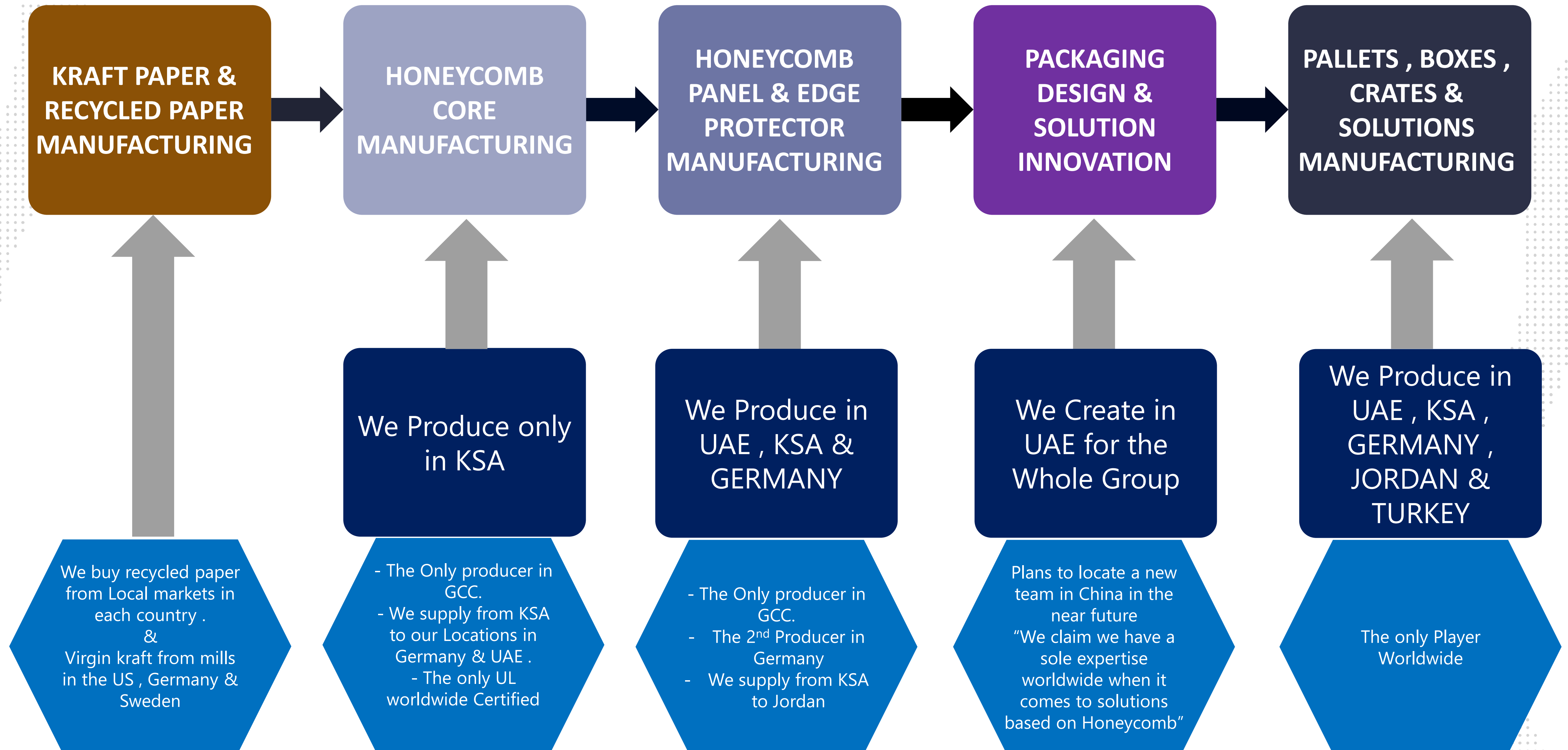
WHAT WE DO

4 Different Industry Streams



INDUSTRY VALUE CHAIN

15





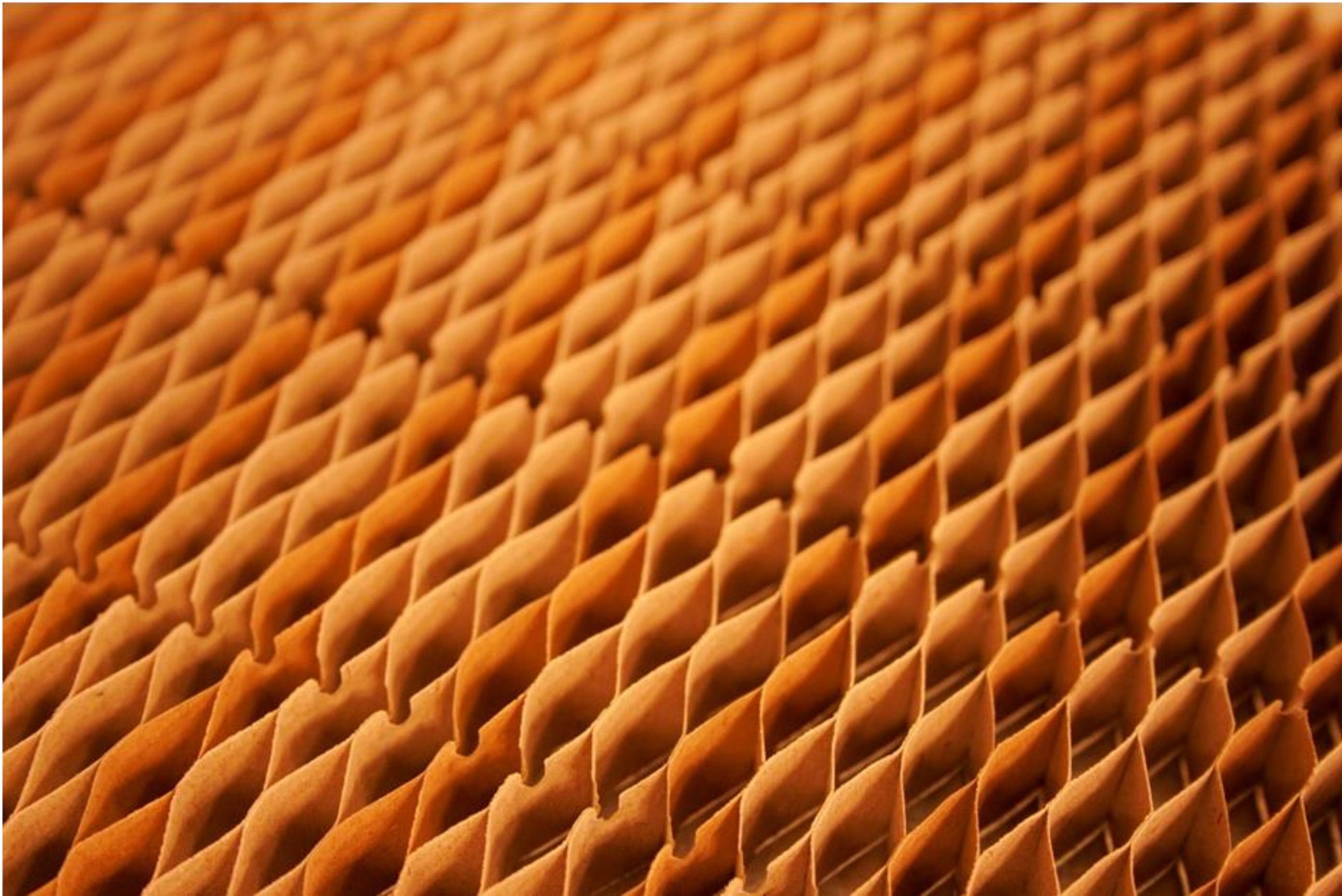
PACF

SI :SINGLE INGREDIENTS

*PRODUCED THROUGH MASS
PRODUCTION*

CONCORE[®] HONEYCOMB CORE

8 Tons /Day

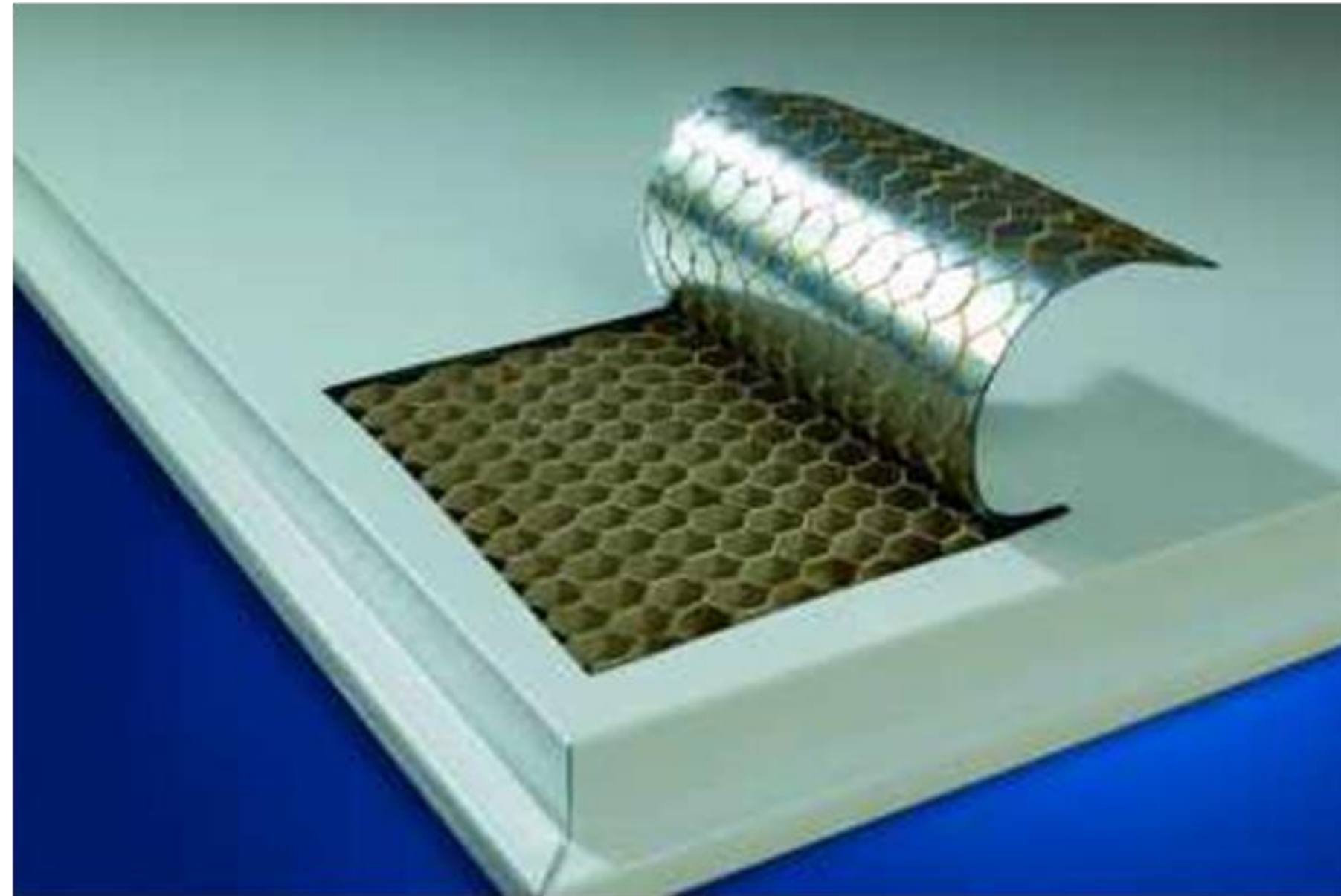


PAPER %60 GLUE %32 CHEMICALS%8	COMPOSITION
1800-200mm CONTINOUS	WIDTH LENGTH
,15 , 12 , 10 , 8 38 , 24 mm	CELL SIZE
100-6mm	THICKNESS

CONCORE[®]HONEYCOMB CORE

18

APPLICATIONS



12,000 m2 /Day



PAPER %80
GLUE %13
CHEMICALS%7

COMPOSITION

1600-200mm
6000-200mm

WIDTH
LENGTH

,15 , 12 , 10 , 8
38 , 24 mm

CELL SIZE

100-6mm

THICKNESS

HEXAACON®

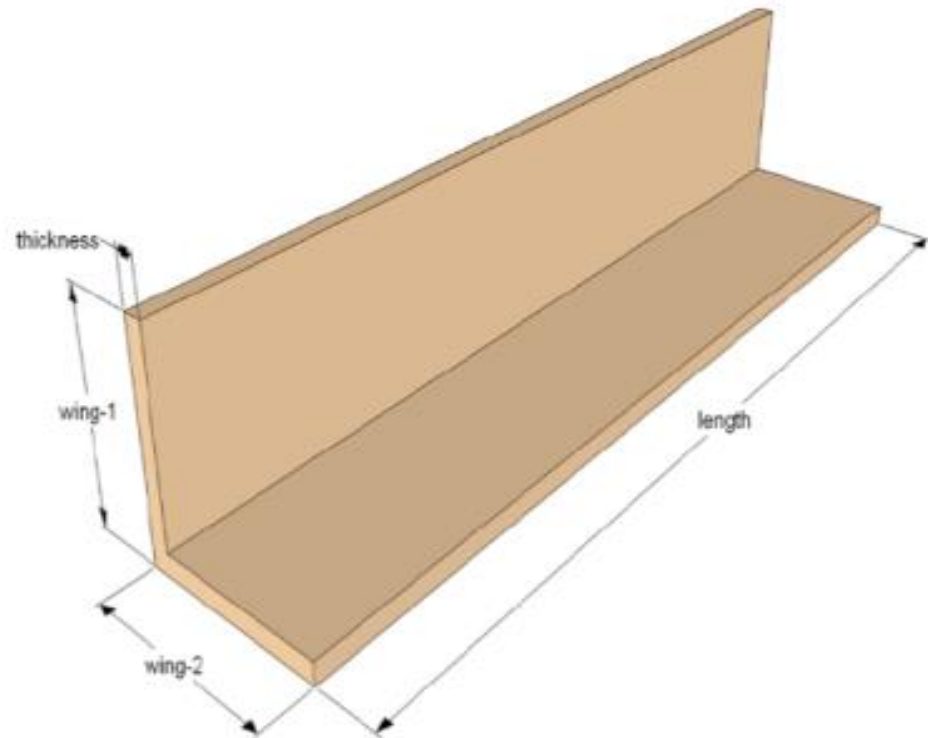


HONEYCOMP PANELS

20

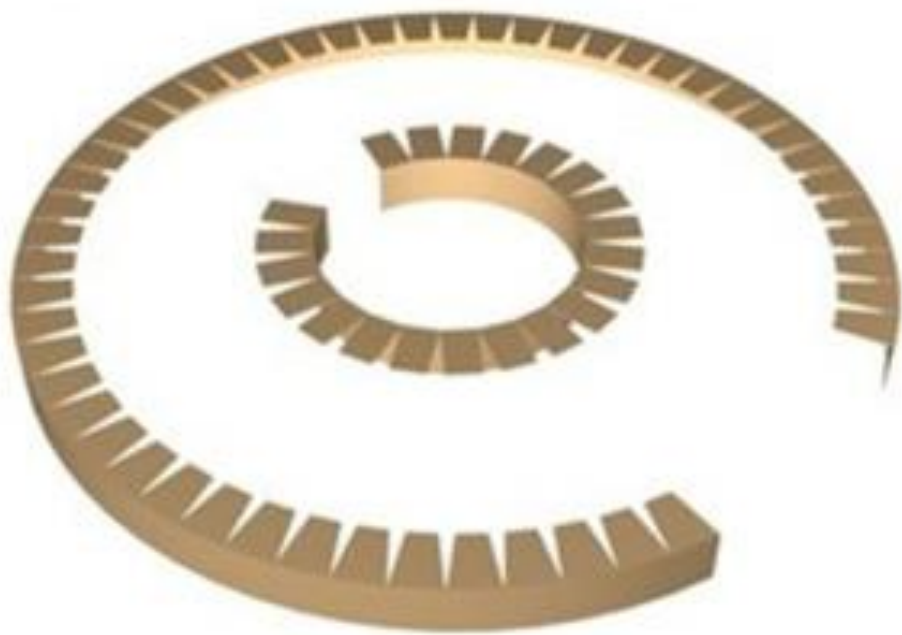


PACOR®



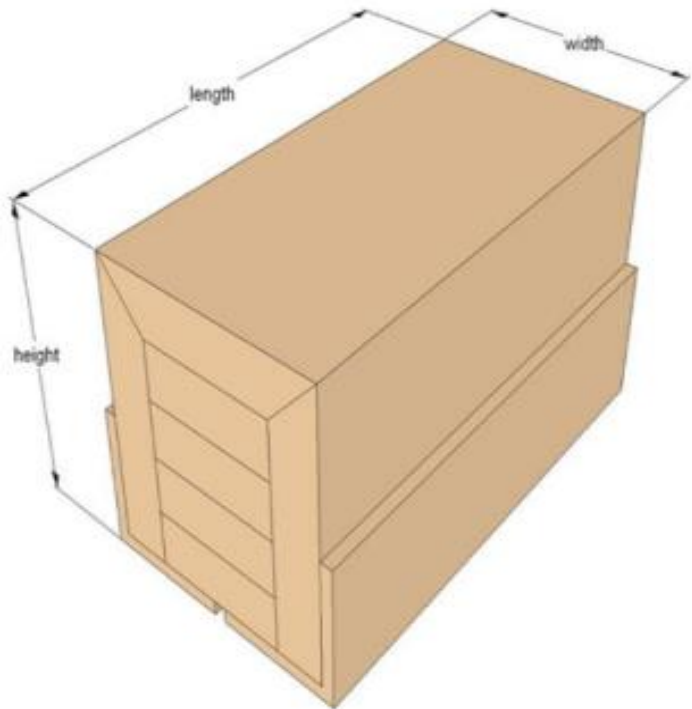
30,000 m/Day

RECOR®



30,000 m/Day

HEXA 3®



10,000 m/Day

PLM Machine
Produced by
PACFORT

PACFLAT®



30,000 m/Day

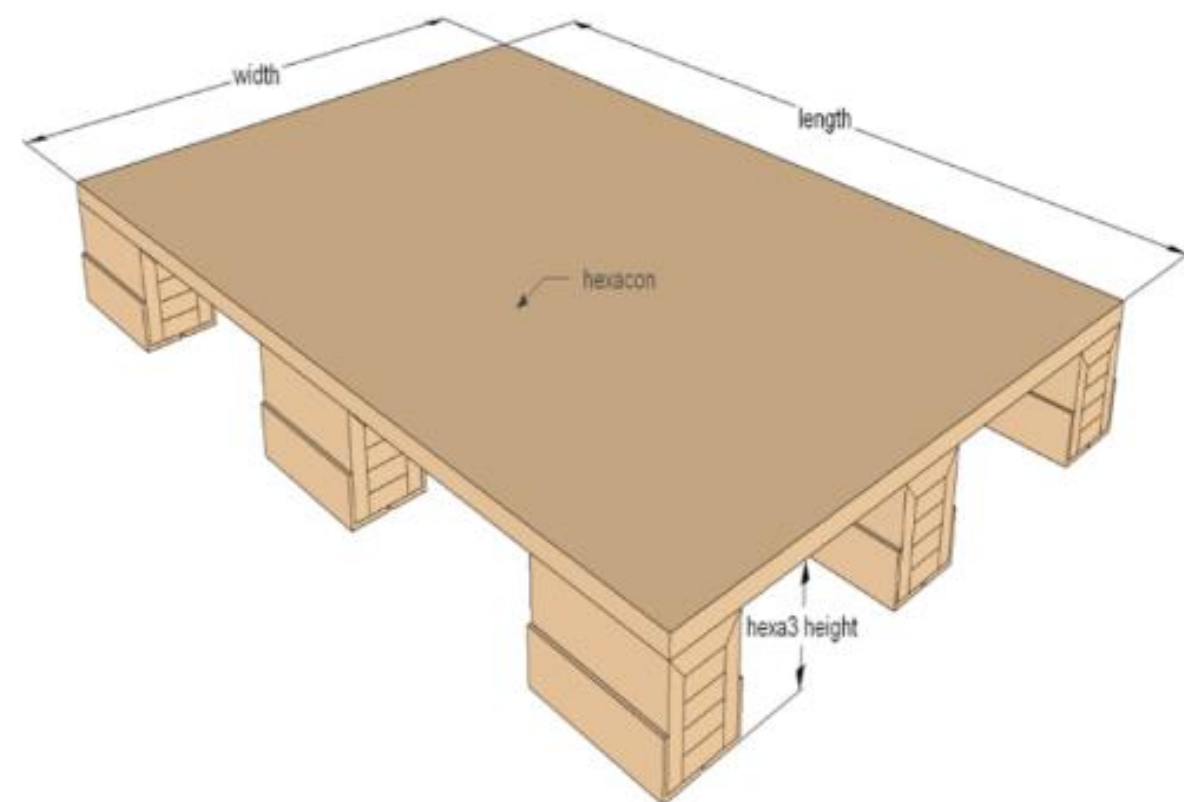
A large, tan-colored cardboard box is positioned on a polished concrete floor in a warehouse. The box features the 'PACFORT' logo in black, with a 3D gold cube icon replacing the letter 'O'. To the left of the box is a blue metal shelving unit with orange horizontal beams. The background shows a concrete wall and more shelving units.

PACFORT

PACFORT

DP: DESIGNED PRODUCTS

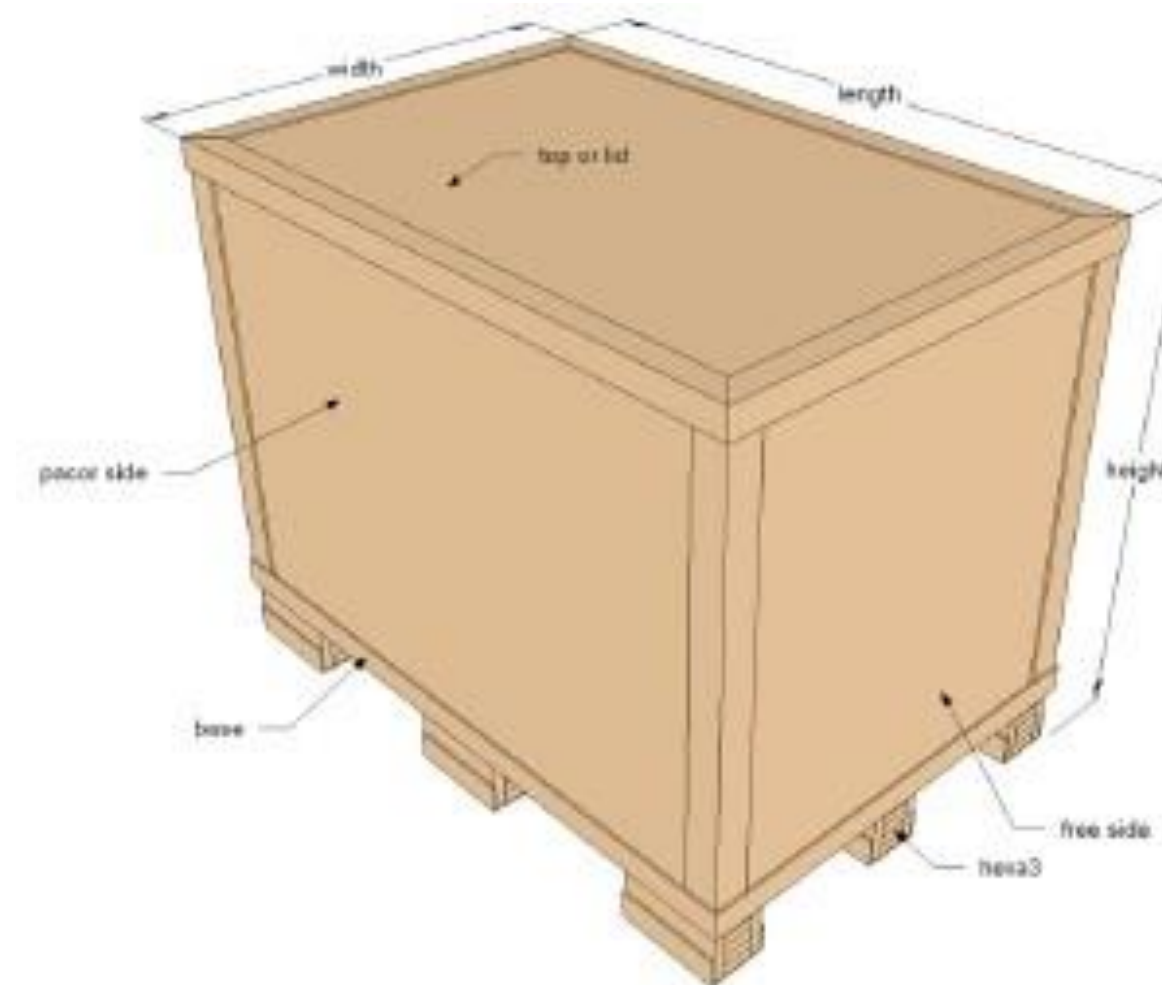
BIOPAL®



2,500 m/

PACSAA2
Machine
Produced by
PACFORT

ROBOX®

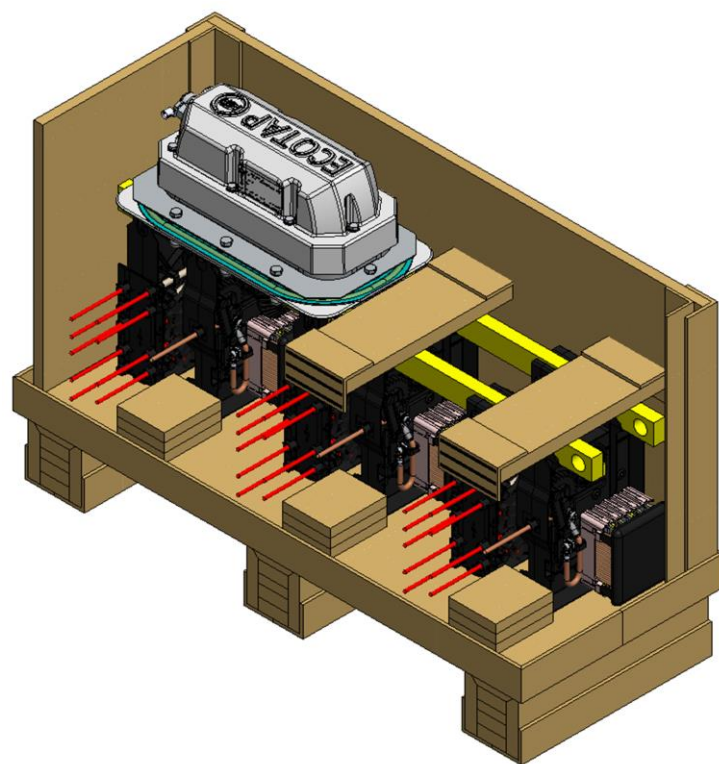


1000 m/Day

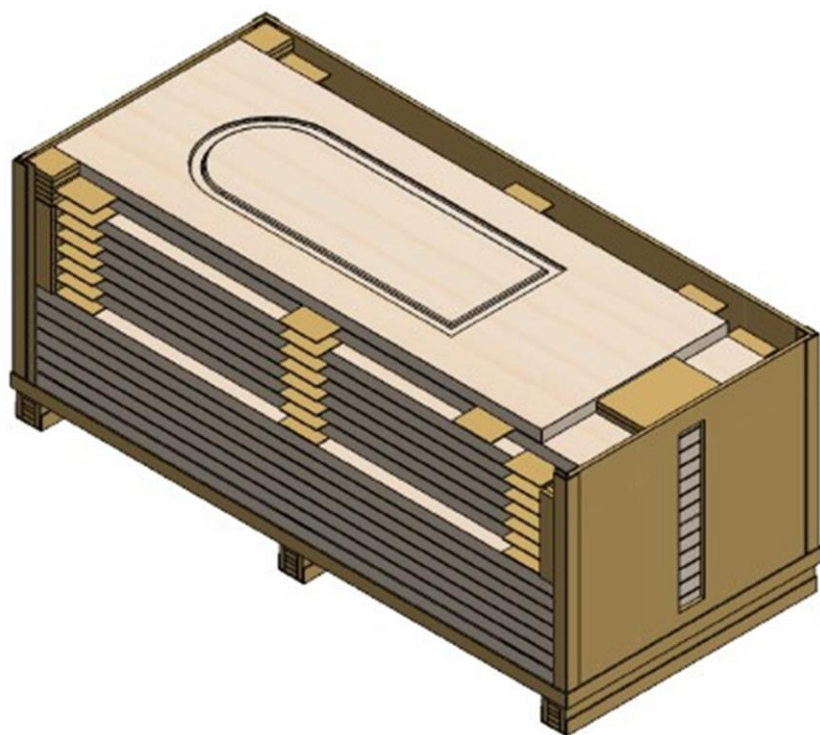
PACSAA2
Machine
Produced by
PACFORT

APPLICATIONS WE SERVE

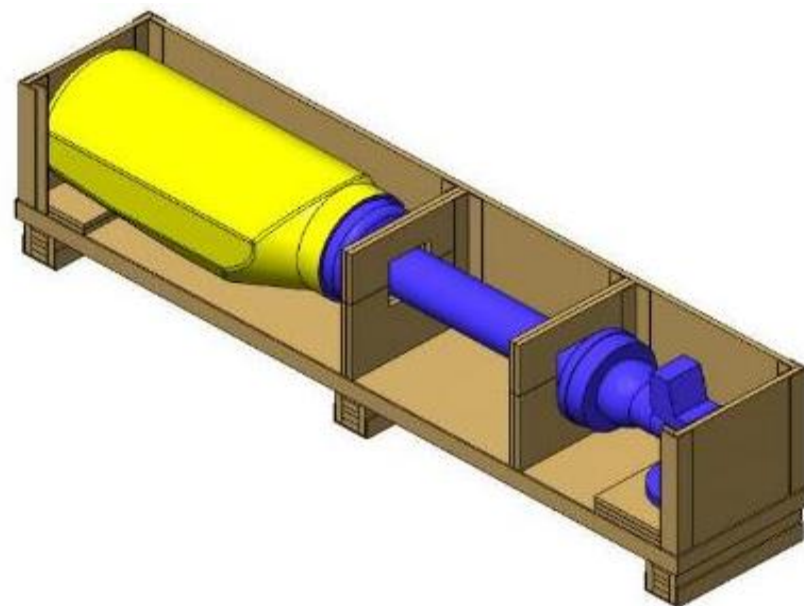
The Box as an Example



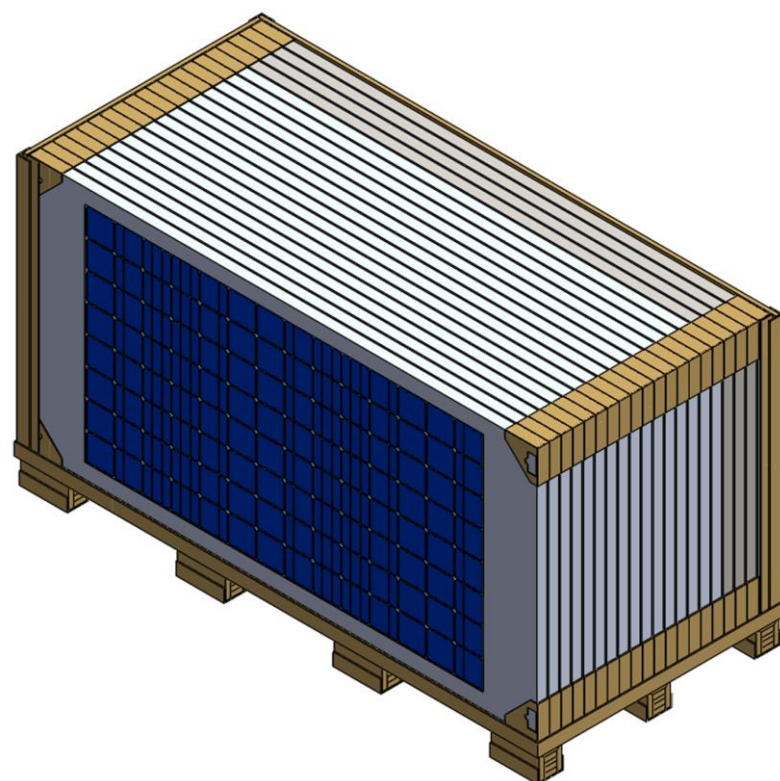
AUTOMOTIVE



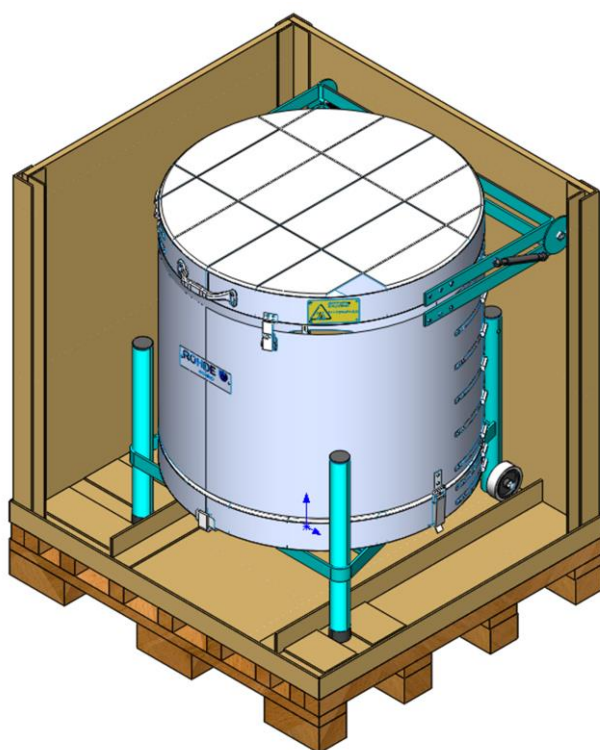
DOORS & FURNITURE



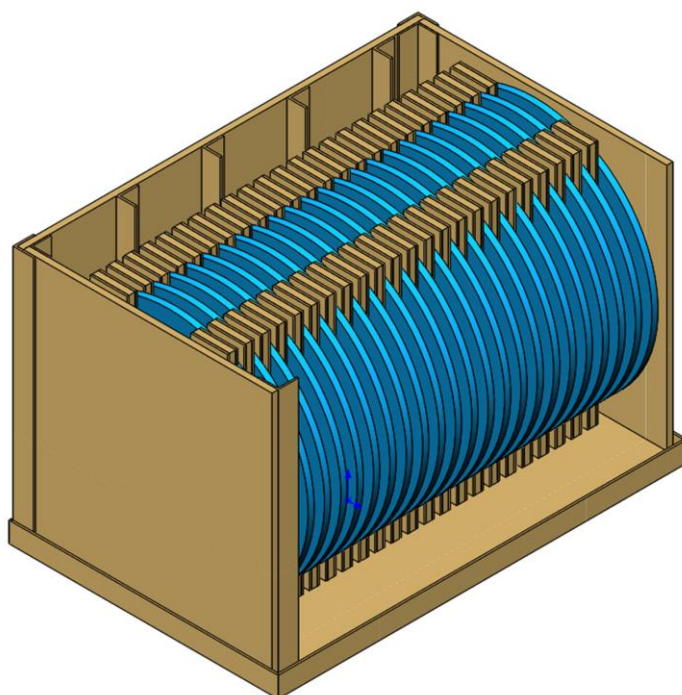
FIRE FIGHTING SYSTEM



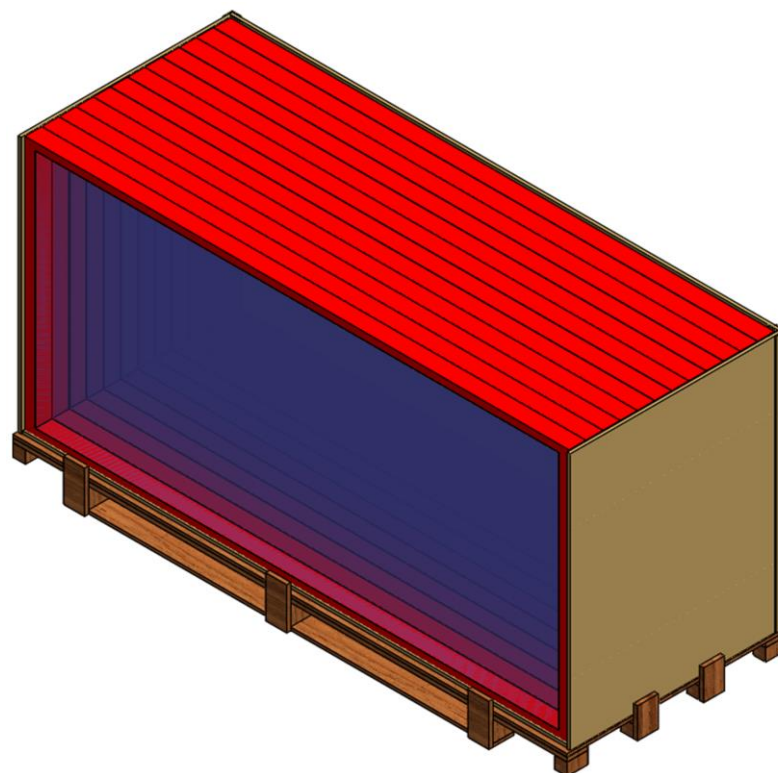
SOLAR PANELS



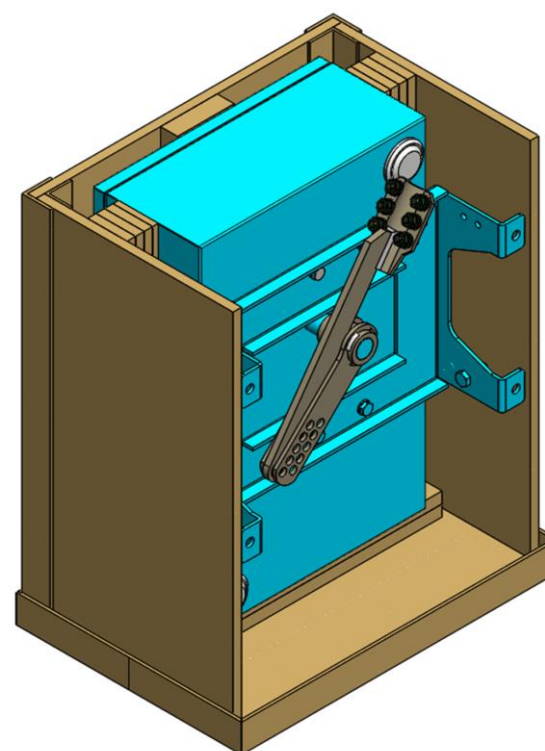
MACHINES



METAL & STAINLESS ST



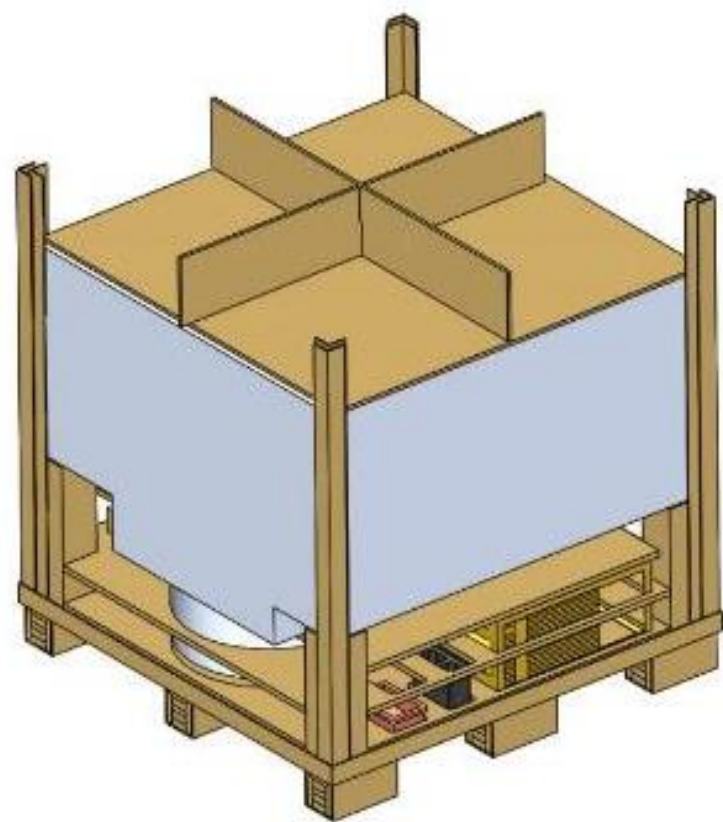
TEMPERED GLASS



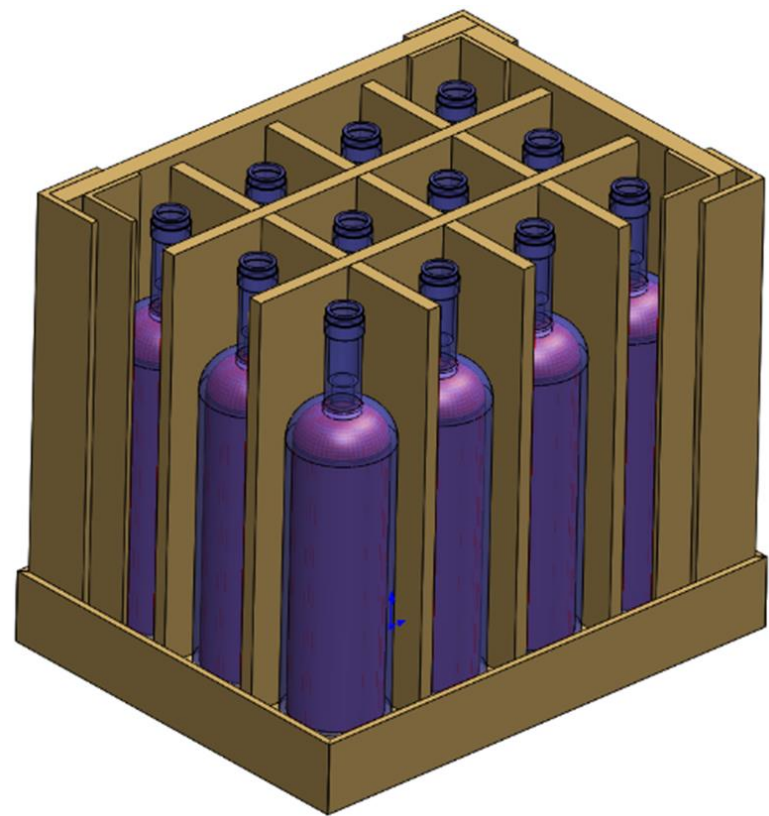
ELECTROMECHANICAL

APPLICATIONS WE SERVE

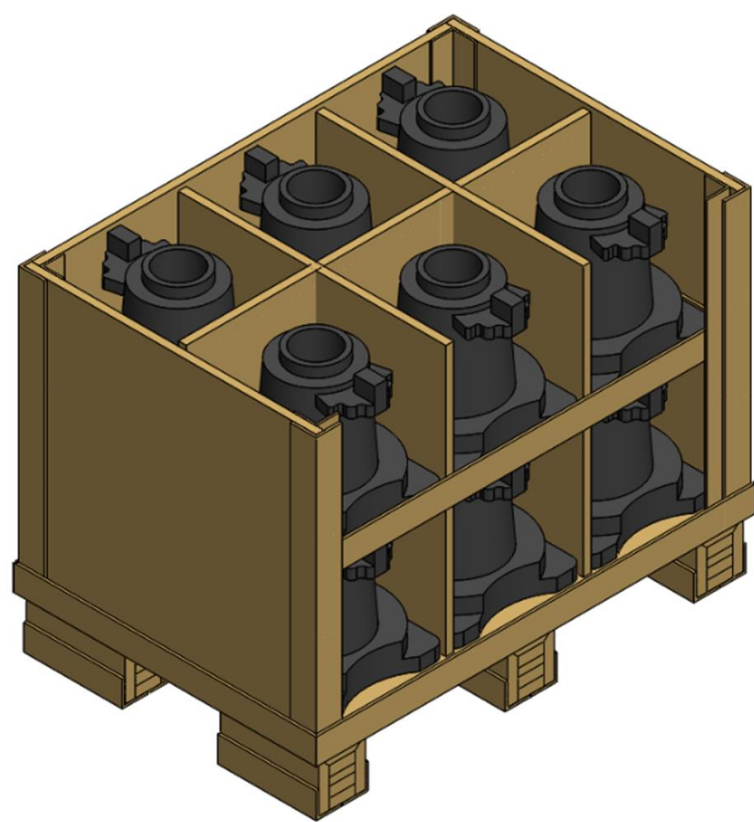
The Box as an Example



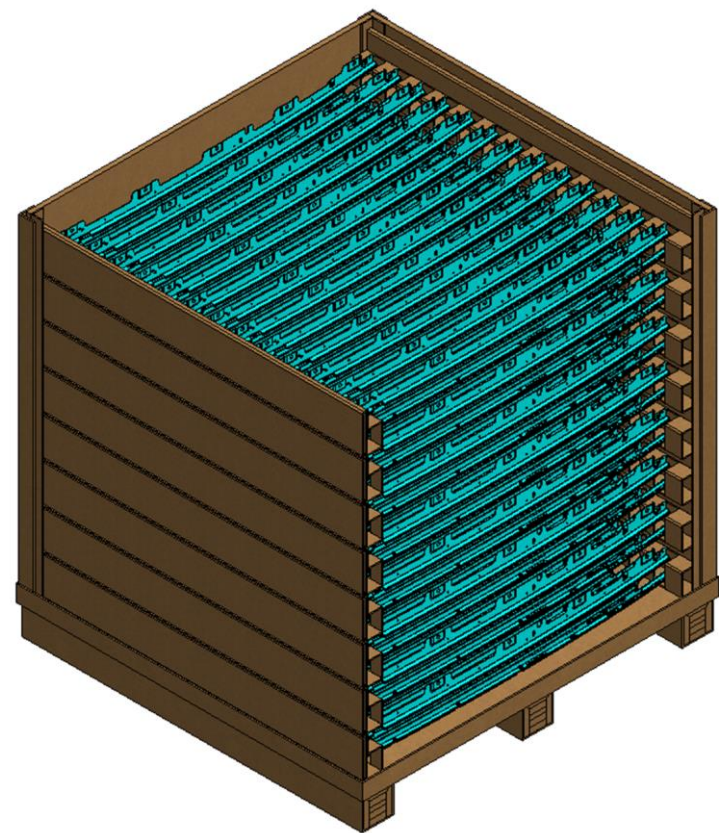
TELECOMMUNICATION



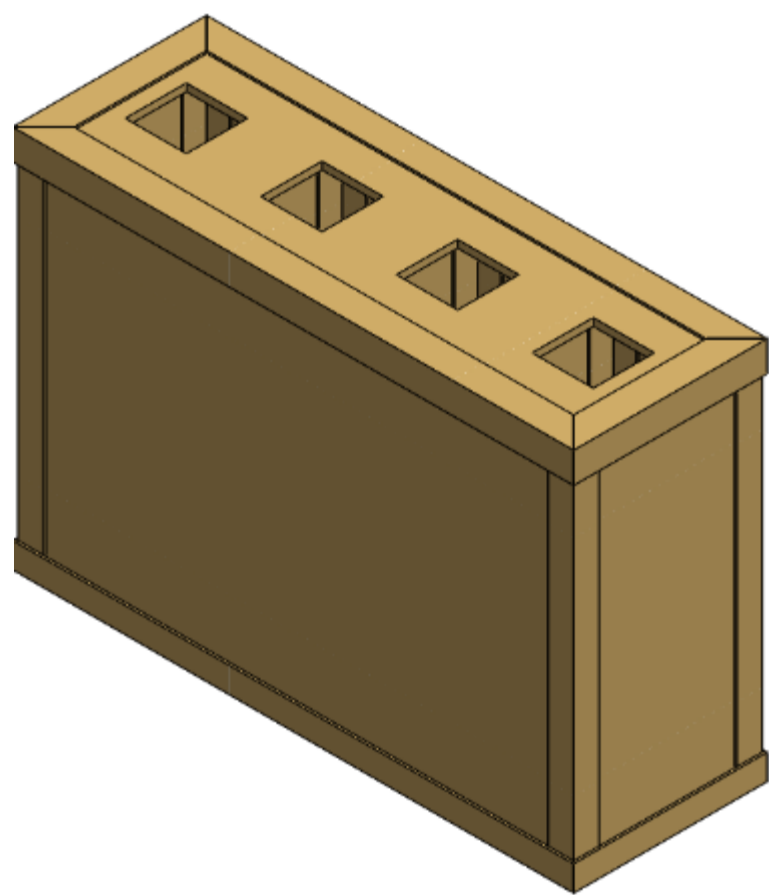
GASSES



MECHANICAL PARTS



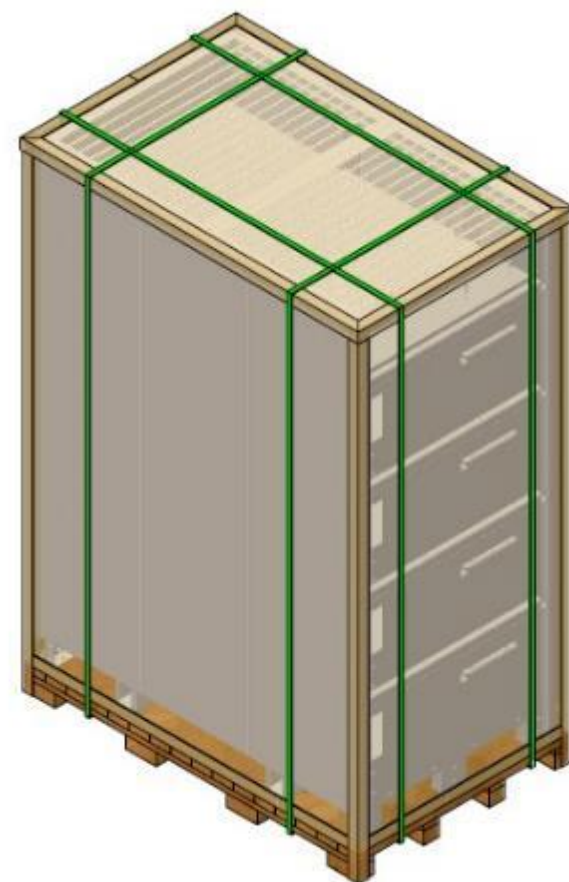
ALUMINUM PARTS



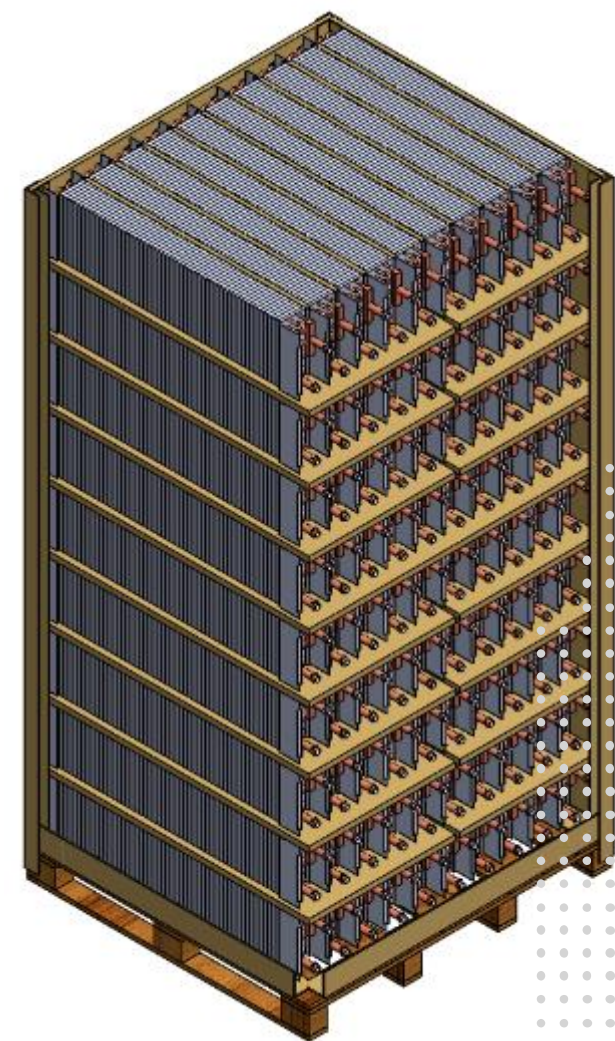
WASTE BOX



MARBLE & GRAPHITE



DATA CENTERS

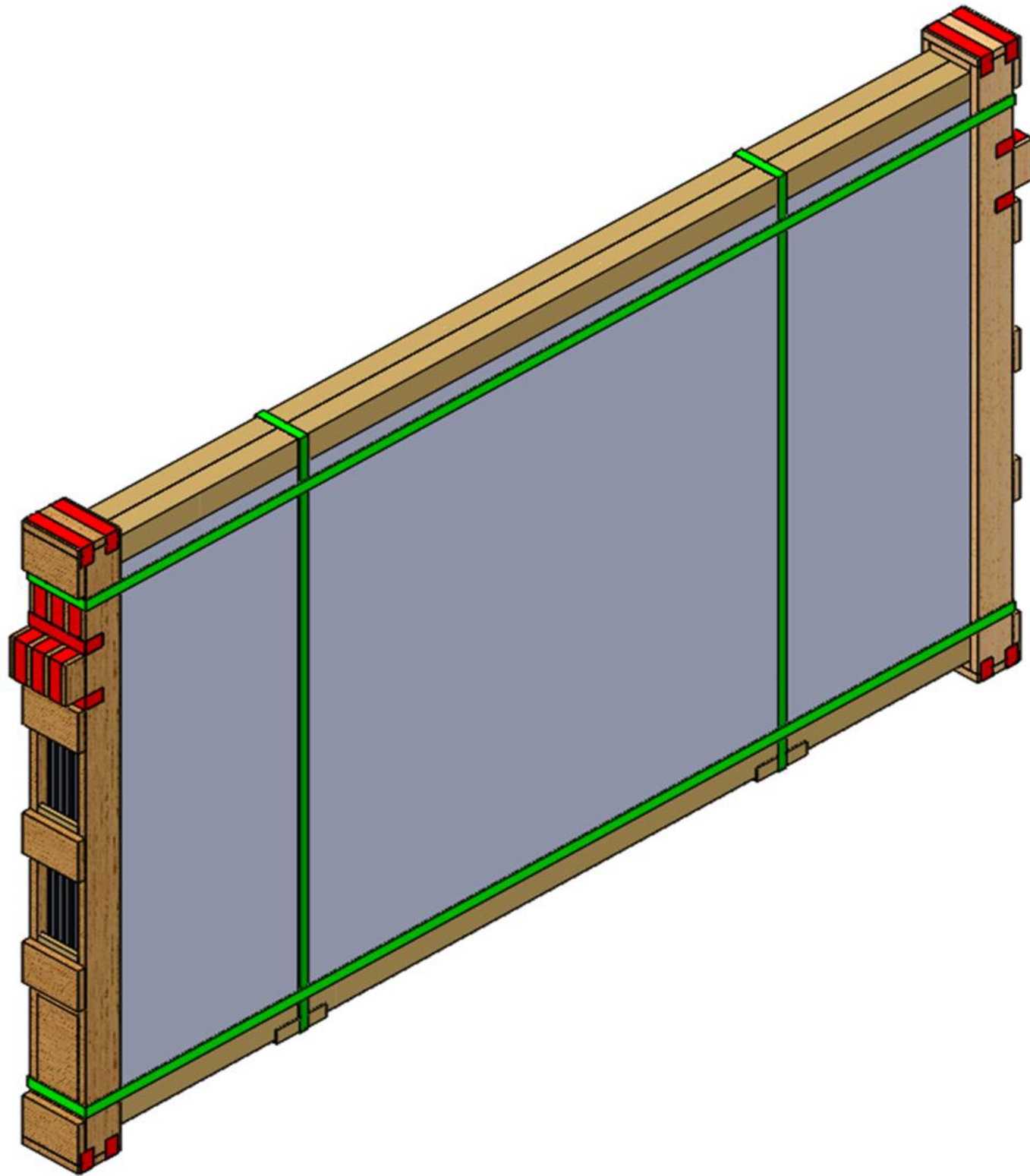


RADIATORS & HE

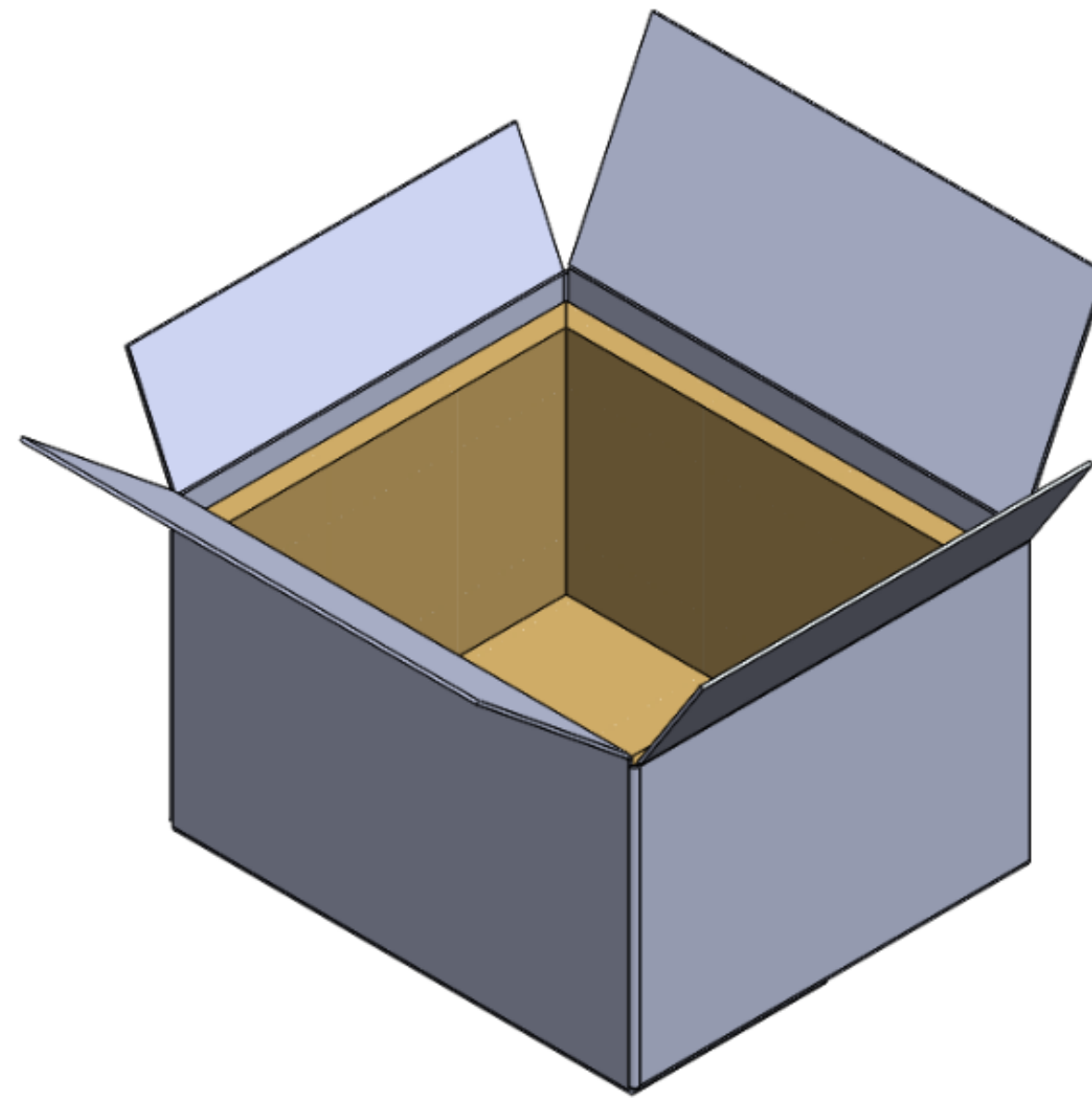
PRODUCTS TO LAUNCH SOON

& A LOT TO COME

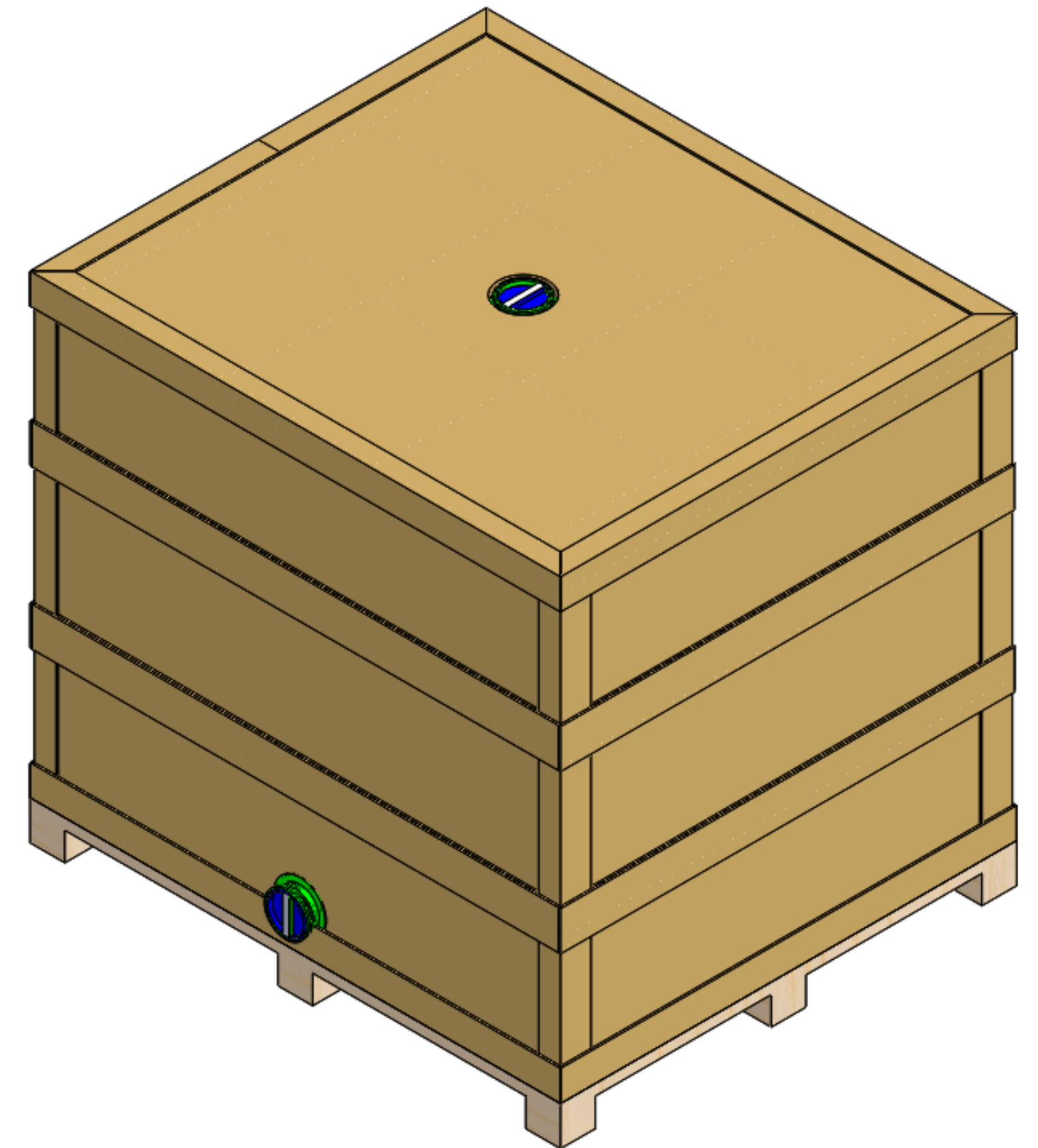
26



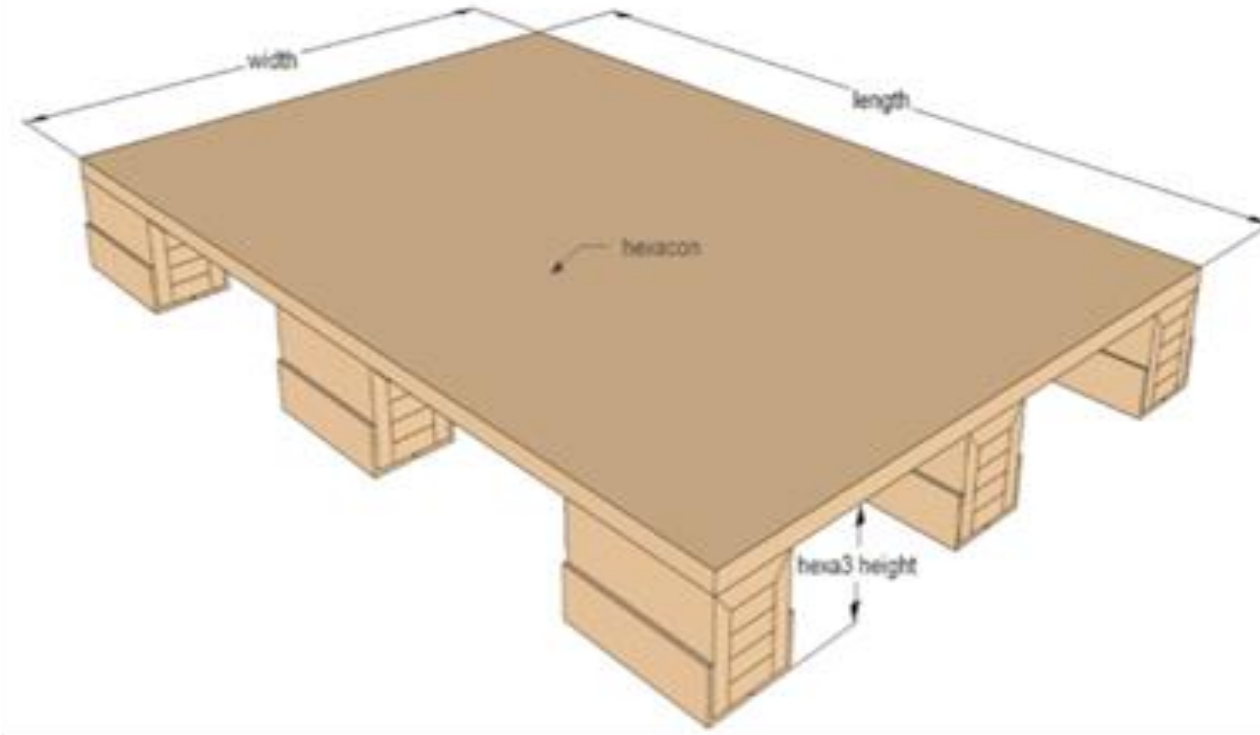
FLOAT GLASS PACK



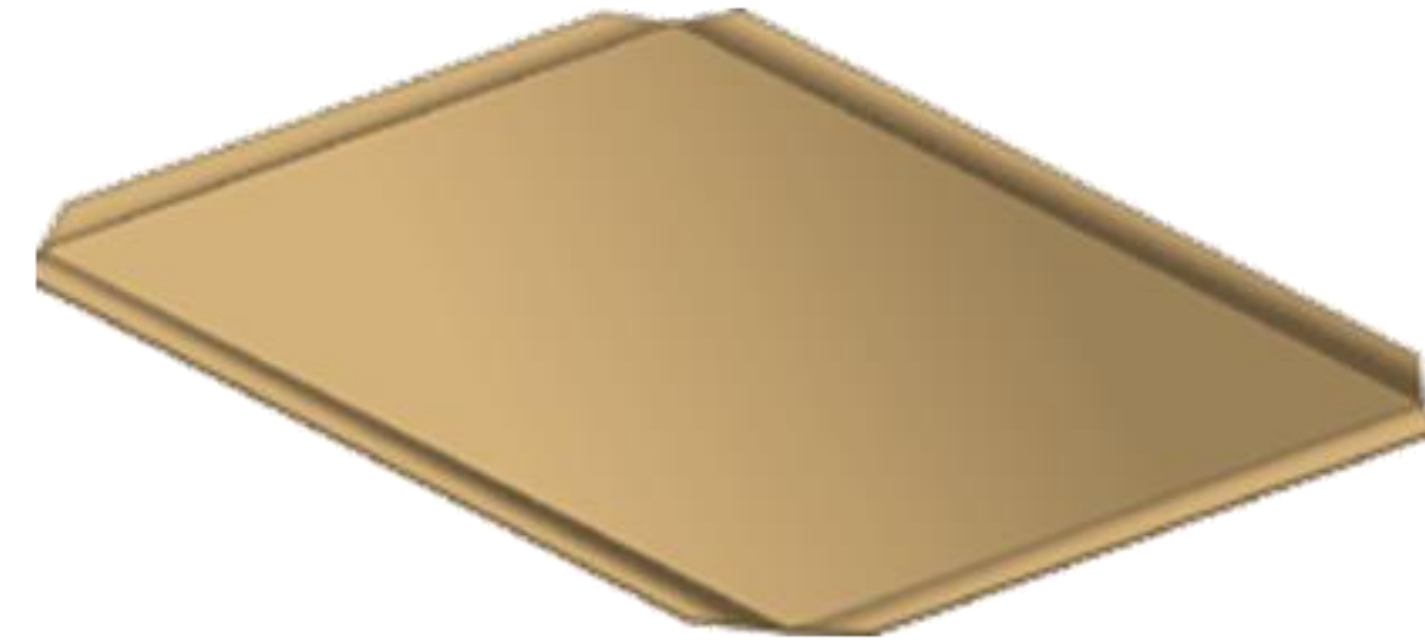
EXPRESS BOX



LIQUID BOX



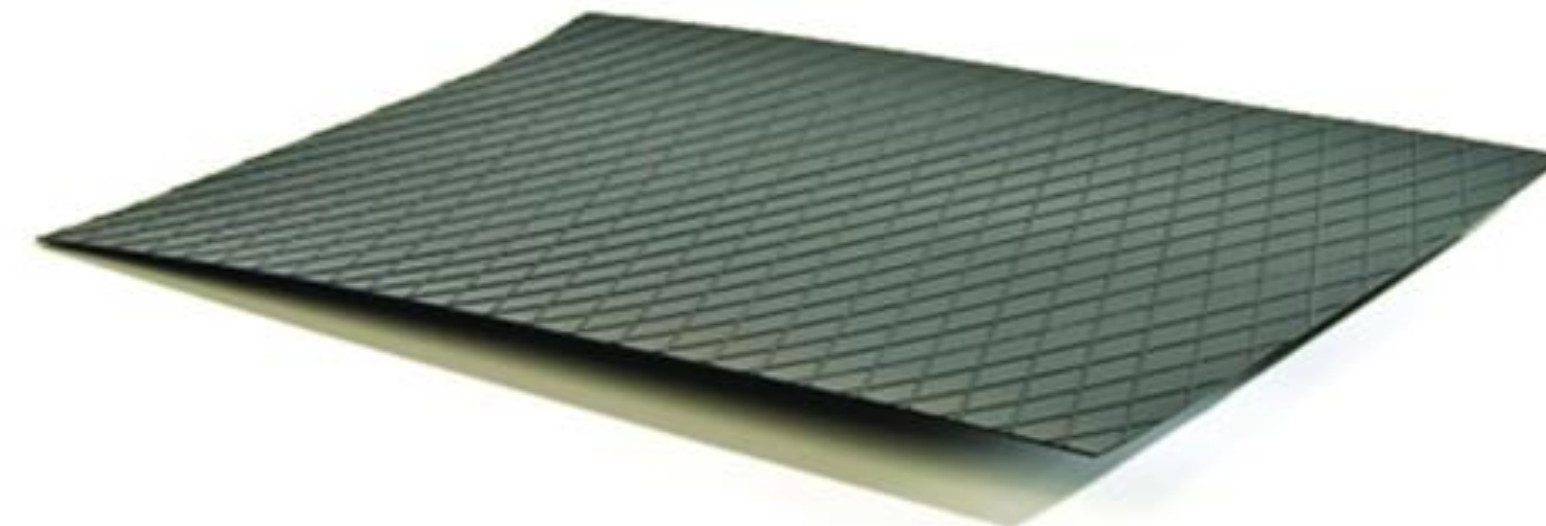
CARTON PALLET



PAPER SLIP SHEET



HIGH DENSITY PLASTIC
PALLETS

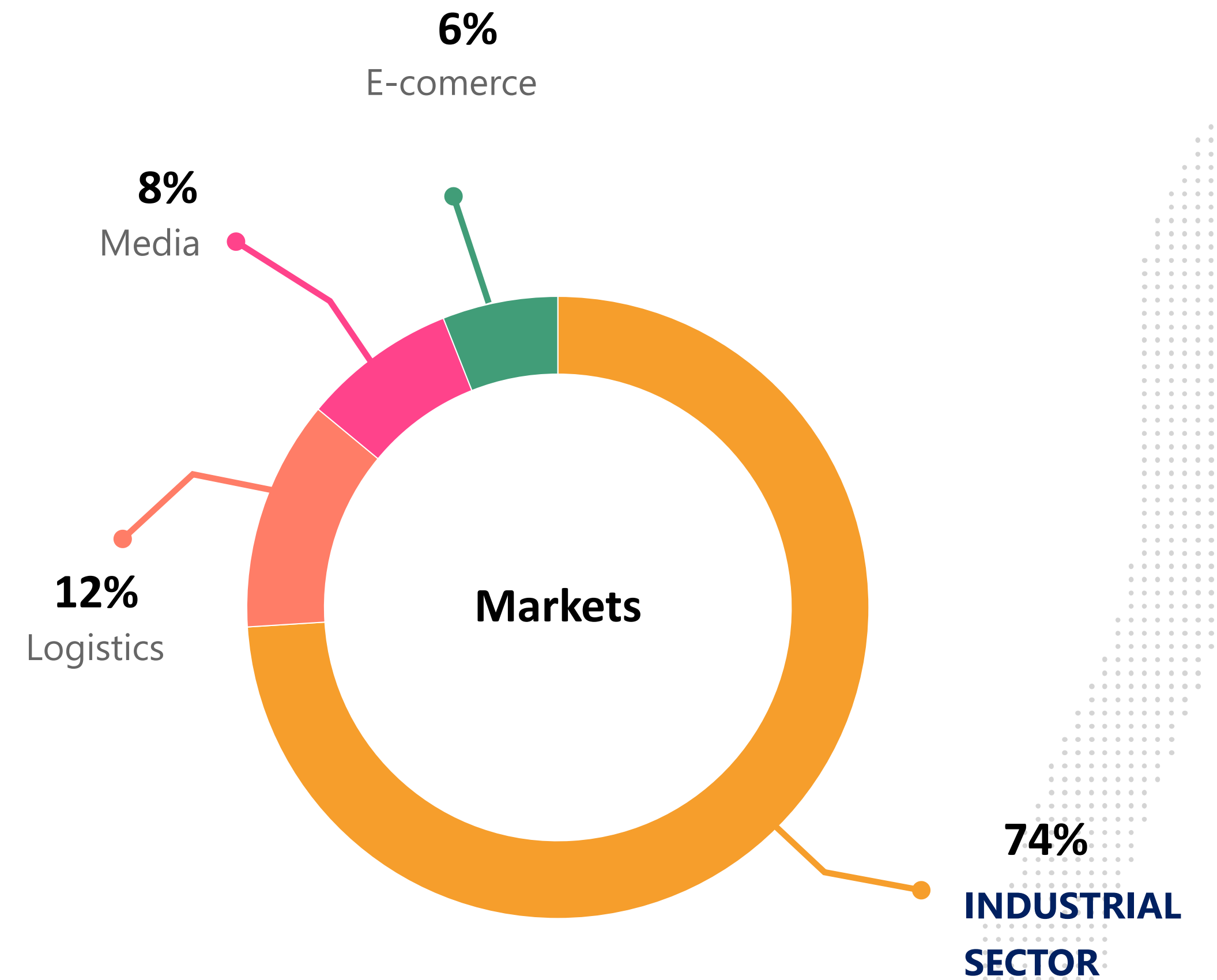
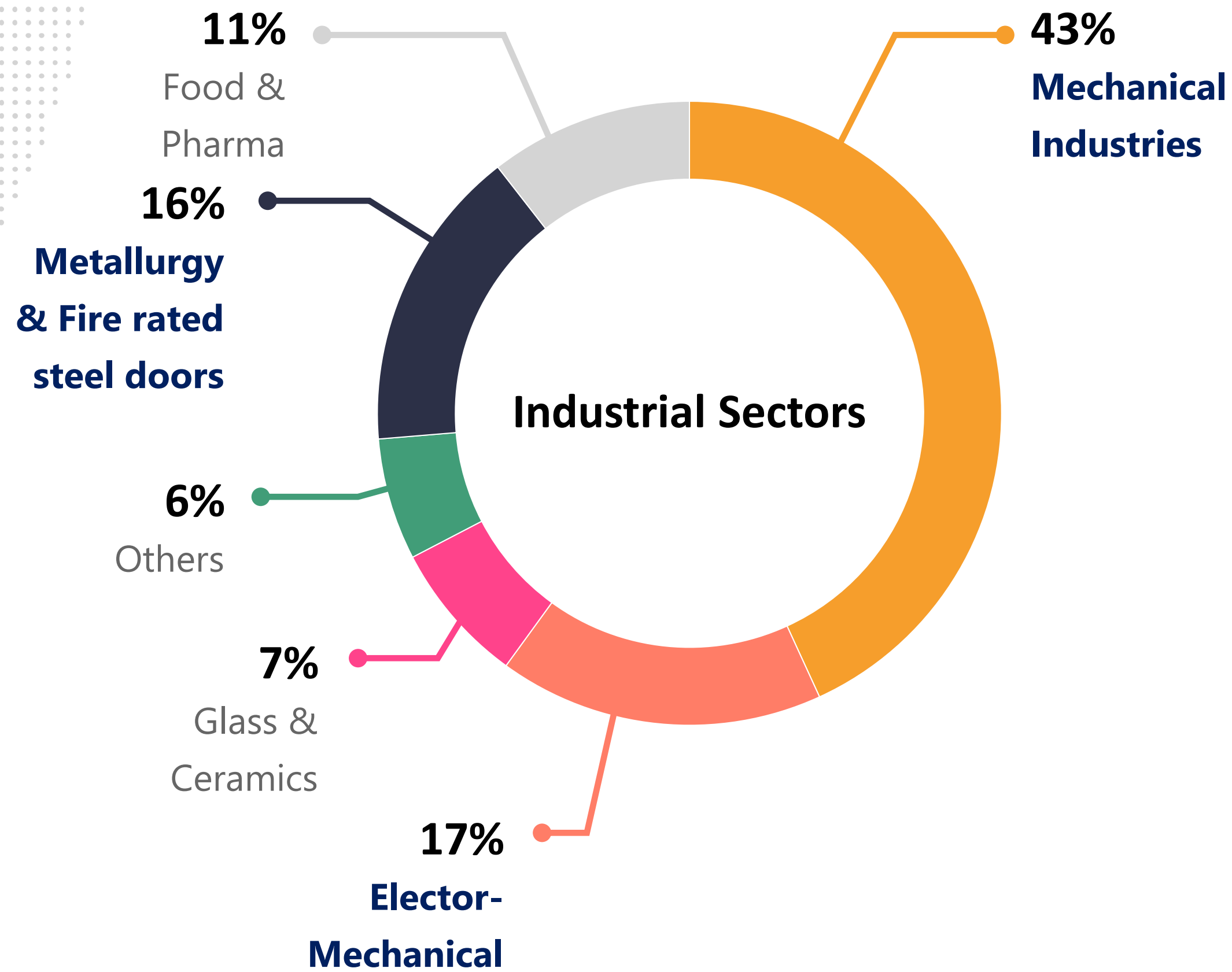


PLASTIC SLIP SHEET

Market Segmentation

Industrial will always be dominant

28



An Irresistible Sales Argument

The Box as an Example



OUR CORE COMPETENCES

WE ENJOY MANY

30

PATENT DESIGNS 01

IN THE HEAVY DUTY BOXES & CRATES (ROBTOP T , ROBTOP H , HEXACUBE) , A NEW REVOLUTIONARY PRODUCT MADE FOR P&G (INCUBATOR P) , SOME OTHER R&D PROJECTS ARE ON GOING

CERTIFICATES 03

WE ARE THE ONLY UL CERTIFIED COMPANY WORLDWIDE IN OUR FIELD , SOON WE WILL BE THE ONLY UN CERTIFIED IN THE MIDDLE EAST

MANUFACTURING AUTOMATION 05

WE ARE THE ONLY COMPANY WORLDWIDE OWNING A BOX ASSEMBLY LINE DESIGNED BY US (PACSAA1)



INDUSTRY SECRET 02

RELATED TO EXCESS PRODUCT RESULTING FROM BOARD SLITTING , OUR WASTE LEVEL IS FIXED AT 3% (WHICH IS IMPOSSIBLE TO BE LESS THAN 18% FOR ANY NEW COMER)

BULLET PROOF WORK FLOW 04

.PACFORT IN THE PAST 5 YEARS DEVELOPED A VERY COMPLICATED WORKFLOW PROCEDURES THAT ENSURES FREE OF MISTAKES MANUFACTURING & LOGISTICS PROCESS

CERTIFICATES

WRITE YOUR SUBTITLE HERE



SUCCESS STORIES **ABB**

32



ABB Has shifted from wood to our ROBTOP H Design since 3 years , we are Supplying ABB in KSA , Turkey , Switzerland & soon in Germany & Italy

ABB has officially asked us to supply in Egypt , Indonesia & China

ABB achieved 40% savings on packaging costs with this shifting & 90% saving in packaging time .

SUCCESS STORIES **SIEMENS**



SIEMENS Has shifted from wood to our ROBTOP T Design since one year , we are Supplying SIEMENS in KSA and Germany , soon in Turkey

Siemens will be an easy target for us wherever they manufacture , including India , China , Indonesia , Egypt , North America .

Siemens Business in Germany can develop to 1 Million Euro a month.

SUCCESS STORIES



34



Schneider Electric Has shifted from wood to our ROBTOP T Design since two years, we are Supplying SCHNEIDER in KSA and Germany, soon in Turkey

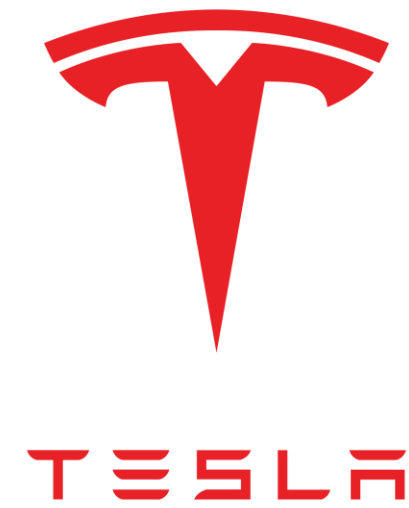
SCHNEIDER will be an easy target for us wherever they manufacture, including India, China, Indonesia, Egypt, North America.

SCHNDIER achieved 60% cost saving on packaging & 90% saving on packaging time.

SUCCESS STORIES



35



Is using our ROBOX H to ship car parts from suppliers in Germany & Dubai to the USA, TESLA is planning to replace all wooden boxes

SUCCESS STORIES



36



Has switched completely to our ROBTOP H design in Saudi Arabia for all the ARAMCO projects

SUCCESS STORIES



37



EMERSON. Has shifted from wood to our ROBOX F Design since two years, we are Supplying EMERSON IN UAE & KSA and Germany , soon in Turkey

EMERSON has many production locations in Europe , north America & South east Asia

EMERSON has welcomed a cooperation on global level

SUCCESS STORIES **GRUNDFOS**

38



GRUNDFOS  Has shifted from wood to our ROBTOP T Design last year , we are Supplying GRUNDFOS in UAE

GRUNFOS has major production locations in Denmark , Germany , Hungary , Turkey , China & Indonesia , the Top management in Denmark has called us for a meeting to discuss global supply .

SUCCESS STORIES **AVR**



AVR Valves Has shifted from wood to our ROBTOP T Design last year , we are Supplying AVK in KSA & NETHERLANDS.

AVK has major production locations in AUSTRIA , China & Indonesia .

They will switch in every new location we establish ourselves at

SUCCESS STORIES



40



Has shifted from wood to our Biopal H Pallet last year , we are Supplying TETRAPAK in KSA.

TETRAPAK has recently contacted us in Turkey & Pakistan for the supply of same pallets.

They will switch in every new location we establish ourselves at

SUCCESS STORIES **ASSA ABLOY**



ASSA ABLOY Has shifted from wood to our ROBOX H Design last year , we are Supplying Assay Abloy in UAE.

SUCCESS STORIES



 Has shifted from wood to our ROBTOP H Design last year , we are Supplying GEEC in KSA.

GEEC has Another major production in Egypt

They will switch as soon as we start in Egypt

SUCCESS STORIES



43



is relying entirely on our products for their packaging buying from us more than 27 different dimensions of ROBOX H including pallets and inserts . The company is working with us in UAE and will start soon supplying from Turkey to their location in Bulgaria .

They are specialized in manufacturing cars spare parts

SUCCESS STORIES **VOLVO**



VOLVO is relying entirely on our products for their packaging buying from us more than 13 different dimensions of ROBOX H including pallets and inserts . The company is working with us in UAE.

VOLVO has a major production locations in Sweden , Belgium & India

SUCCESS STORIES

45



 Though Al Fanar is a local company operating in the GCC but still we consider them as one of our major clients, the company is a conglomerate, we supply their electrical industries department as well as their ceramics factory.

Thank You

Vielen Danke

شكرا جزيلا

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ART BY DIMITRY TESELKIN/Frankfurt With **PACFORT** panels
<http://www.mskeastside.com/dimitry-teselkin>



CONTACT US

YOUR SUBTITLE HERE

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