

Partnership 2023 Vendor Profiles

Please find below brief profiles of the companies attending Partnership 2023

3M

What are your product categories, brands, marketing focus:

The Consumer Business Group of 3M is focused on Work & Office Solutions, Home Improvement, Consumer Health, Home Care and Auto care. During Partnership our focus will be on Hybrid working solutions through the Post-it® and Scotch® Brands. We will outline plans to develop and bring to market more sustainable solutions and product offerings and share additional category opportunities into consumer health and maintenance and repair.

Approximate sales: Global Sales of \$34BN – Consumer Business Sales in excess of \$5BN

Countries currently active and countries you wish to focus on:

3M is present in over 20 countries in Europe with representative subsidiary offices and commercial teams. We can actively support operations across Europe.

What is your Partnership objective:

We are looking forward to connecting with new and existing reseller and platform partners to evaluate how best we can work together to create new growth opportunities and initiatives.

ACCO Brands EMEA

What are your product categories, brands, marketing focus:

We operate the following principal brands in EMEA:

LEITZ - business machines, filing, stapling, punch

GBC- business machines

REXEL – stapling & punch, business machines & filing

ESSELTE – filing products

NOBO - visual communications

KENSINGTON - computer accessories & ergonomics

RAPID - DIY tools

POWERA – gaming accessories

DERWENT – arts & craft products

Approximate sales: \$2bn Globally

Number of employees: 6,000 globally

Countries currently active and countries you wish to focus on:

ACCO Brands Inc sells to approximately 100 countries worldwide

What are your target areas for growth:

Computer Accessories, Ergonomics, Visual Communications & Business Machines

What is your Partnership objective:

To continue to build on our strong customer relationships and ensure our partners and resellers are clear on our ACCO BRANDS EMEA strategy

Acme United Europe

What are your product categories, brands, marketing focus:

Westcott: Stationery with scissors, cutters, sharpeners, rulers, writing instruments & paper related products

First Aid Only: First Aid products: Kits and single components

Clauss: Beauty Care Camillus: Sport- and hunting knives

Cuda: Fishing equipment

DMT: Diamond sharpening

Approximate sales: 200 Mio \$ in 2022

Number of employees: approximately 250 worldwide

Countries currently active and countries you wish to focus on:

worldwide, focus on Europe

What are your target areas for growth:

Online Sales & Retail

What is your Partnership objective:

So far at every Partnership event we won one new customer and intensified our relationship with existing ones. Therefore I am happy if we can continue this road.

Avery / Zweckform Europe**What are your product categories, brands, marketing focus:**

Labels, Business Cards, Forms, Office Accessories, Software

Number of employees: c500

Countries currently active and countries you wish to focus on:

Active in all major UK/EU markets. Focus will be on local market and pan-EU growth generally

What are your target areas for growth:

Labels for vertical markets, Healthcare, Industrial, Production/Warehouse, Logistics, Home Office

What is your Partnership objective: Strategic planning with major local and pan-EU customers

BIC**What are your product categories, brands, marketing focus:**

Stationery, Human Expression (CORE, MORE - Digital Rocket Book acquisition, & BEYOND – Tatoo – InkBox acquisition)

Approximate sales: 2 Billion

Number of employees: 10,000

Countries currently active and countries you wish to focus on: 160 countries – EU: Germany, Turkey

What are your target areas for growth: INTENSITY Sub Brand – Creativity & Colors

What is your Partnership objective:

Meet many customers in one place & 2 days. Networking with stakeholders of the industry

Bi-silque**What are your product categories, brands, marketing focus:**

Bi-silque is the market-leader in visual communication products, we help people communicate. European manufacturing and supply chain.

Communication and the ability to collaborate are the future! No matter how quickly the world of technology is moving, the need for writing and displaying information remains a critical need in the office and at home.

Bi-Office products help people communicate by cutting through the clutter. We create empowered teams, connected students, and enable scheduling of key resources through the largest assortment of visual communication products in the world.

Check our NEW website at: <https://www.bi-office.com/>

Approximate sales: 55Mio €

Number of employees: 300

Countries currently active and countries you wish to focus on:

Export to 99 countries across the globe.

Core markets:

USA, UK (local presence with warehouse), DACH (local presence with warehouse), Nordics and France.

Focus areas are besides the core markets: Italy, CASH, Spain, Australia, Japan/Korea. In terms of channels our focus area is within marketplaces and retail outlets (B2C online and offline)

What are your target areas for growth:

Marketplaces, Retail, Education and Industrial Workplaces.

What is your Partnership objective:

Predominantly to engage with new prospects but also to touch base with existing partners within the Business Supplies Industry (Beyond office supplies). Encounter new opportunities within the workplace industry and beyond

COLOP

What are your product categories, brands, marketing focus:

Marking Solutions:

Traditional Stamp products & e-solutions

- Selfinking Stamp
- Pre Inked Stamps
- E-solutions for Stamp Production

Digital Marking Solutions

- For the Office – B2B
 - For the Arts & Crafts
- Arts & Crafts Products

Number of employees: Appr. 560

Countries currently active and countries you wish to focus on:

Worldwide active in more than 120 countries

What are your target areas for growth:

Digital Marking Solutions + Arts & Crafts, Online Solutions, New business models in general with existing and new partners

What is your Partnership objective:

Evaluation of future demands, evaluation of future business models, evaluation of common areas for growth

Essity Professional Hygiene Products

What are your product categories, brands, marketing focus:

- In Tissue, Services & Solutions, Essity offers toilet paper, paper hand towels, napkins, reusable cloths, dispensers, service and maintenance, and digital solutions with sensor technology, such as Tork Vision Cleaning, data-driven cleaning.
- In Wiping & Cleaning, Essity offers wipers and cloths for keeping surfaces clean and disinfected.
- In Soaps & Sanitizers, Essity offers soaps, lotions, sanitizers, and dispensers.
- We focus on all segments from an omni-channel perspective

Approximate sales: 156.173M SEK

Number of employees: approximately 48.000

Countries currently active and countries you wish to focus on:

150 countries

What are your target areas for growth:

Omni-channel approach and digitalization

What is your Partnership objective:

Collaborate, learn and develop

Exacompta

What are your product categories, brands, marketing focus:

- Categories: Filing, desktop accessories, soft plastic, cash rolls, index cards, duplicate books, home stationery, signage, presentation, diaries, customized stationery products, napkins, tablecloths
- Brands : Exacompta, Falken, Biella, ProNappes
- Marketing focus: sustainable and premium

Approximate sales: 300M€

Number of employees: 1200

Countries currently active and countries you wish to focus on: Europe and UK

What are your target areas for growth:

Drop shipment capabilities across Europe / Web to print solutions / retail / internet channel / contract

What is your Partnership objective:

develop opportunities with distributors/markets places focusing on the growing channels

Fellowes Brands

What are your product categories, brands, marketing focus:

Ergonomic solutions, business machines, storage and organization, furniture accessories and Air Quality Management

Number of employees: 330

Countries currently active and countries you wish to focus on:

Active in all EU markets and a focus to grow in them all

What are your target areas for growth:

furniture accessories, air quality management – rapid growth in these new categories along with strong category management solutions in ergonomic solutions, business machines and storage

What is your Partnership objective:

To explain the opportunities to maximise sales with our partners in our existing categories but also demonstrate the growth opportunities as we enter new categories.

Hamelin

What are your product categories:

Books & Pads, LAF, Suspension Files, Soft and Hard Plastics, Indices & Dividers, Document Filing, Lamps, Office equipment, brands Oxford, Elba, Unilux, Colibri, marketing focus School and Office Products, Education

Approximate sales: about 450 Mio €

Number of employees: about 2.500

Countries currently active and countries you wish to focus on:

Europe, North and South America, Australia, Focus on Africa and Asia

What are your target areas for growth:

Educational products for private use

What is your Partnership objective:

Top to Top meetings to share market views/opinion and new customers contacts

Newell Brands

What are your product categories, brands, marketing focus:

Newell Brands is a leading global consumer goods company with a strong portfolio of over 100 brands. We are the global leader in writing instruments with a product portfolio including Sharpie markers, highlighters, pens and pencils; Paper Mate pens and pencils; Prismacolor art supplies; Elmer's, DYMO and X-Acto arts and crafts brands; and EXPO® dry erase markers and accessories.

Our vision is to be the consumer brand of choice with products to fulfil stationery needs of every consumer in every market, available in every channel.

Approximate sales: \$10.6B 2021 net sales

Number of employees: 29,000

Countries currently active: 227 sites around the world

What are your target areas for growth:

1. Grow the core
2. Accelerate e-commerce
3. Develop strategic footfall driving categories
4. Sustainability
5. Operational excellence

What is your Partnership objective:

1. Share / agree strategic direction with key-customers
2. Make contact with potential new customers
3. Get "unfiltered" feedback from Customers Top-Management
4. Discuss and share industry challenges and opportunities.

Ninestar Image Tech

What are your product categories, brands, marketing focus:

Product offerings:

Remanufactured & Patented New-build printer & copier supplies including toner cartridges, inkjet cartridges, ribbons/Label cartridge etc.

Desktop laser printers, label printers & photo printers

Brands: SmartMate & Private label & Neutral Brand

Marketing Focus: B2B channels and resellers

Approximate sales: 4.1 billion USD (Ninestar Corporation)

Number of employees: 21,787 employees worldwide

Countries currently active and countries you wish to focus on:

Currently active: 60+ countries globally, mainly from Europe and North America

Wish to focus on: DACH area, France, Southern Europe, Benelux

What are your target areas for growth:

DACH area, France, Southern Europe, Benelux

What is your Partnership objective:

As the only print solution provider in the industry having OEM brand and aftermarket products, Ninestar is a leading company offering service and products with a wide product range covering IC chips, printer/copier consumables and print hardware. At OPI Partnership, Ninestar hopes to know more faces and bring more value to our partners in Europe.

Reckitt "Global Business Solutions"

What are your product categories, brands, marketing focus:

Cleaning & Disinfecting Products: Dettol/Sagrotan/Napisan/Lysol; Harpic toilet care; Finish dishwashing products; Airwick air care; Vanish stain removal; Brasso metal care; Mr Sheen wood care.

Approximate sales: £14.5bn (globally)

Number of employees: 17,000

Countries currently active and countries you wish to focus on

Active: Most countries have some level of Reckitt business...

Focus: UK, Germany/DACH, BeNeLux, Italy, France, Turkey, Nordics.

What are your target areas for growth: Professional Cleaning, Disinfection, Dishwashing

What is your Partnership objective: To find new partnership opportunities in Europe

SC Johnson Professional

What are your product categories, brands, marketing focus:

Skincare, Surface Care, Washroom, Air Care and Pest Care are our key categories across Europe currently and we will be expanding to Laundry and Dish. Key marketing focus is for our winning brands spanning these key product categories and leveraging programmes to suit Office & Public Buildings, Healthcare and Industrial markets.

Countries currently active and countries you wish to focus on:

UK&I, DACH, Eastern Europe, France, Iberia, Benelux, Nordics

What are your target areas for growth:

Office & Public Building, Healthcare and Industrial markets

What is your Partnership objective:

To explore how we can build strong partnerships with customers to help keep the Office & Public Buildings sector safe and healthy in a sustainable way with our #1 brands and innovative programme.

Showdown Displays Europe (Previously known under Jansen Display)

Company introduction:

Showdown Displays Europe is a manufacturer and supplier of visual communication, event and display products. The company has existed since 1995 and was previously known as Jansen Display. In 2020 the Czech company merged with a Dutch company under the name Showdown Displays Europe. We are a European subsidiary of private equity-owned Showdown Displays, located in Minnesota, US. Showdown is global market leader in the display market.

What are your product categories, brands, marketing focus:

Our company serves the following markets: the Office Supply industry, HoReCa, Print&Sign, Point-Of-Sale, Digital Signage and Promotional Products market. We sell products for Office Supply under our brand Scritto®. With our own European production facility, sourcing department, in-house R&D department and Print Centre our marketing focus is offering everything for visual communication needs. Some of the product categories we offer are:

- Lockable notice boards (showcases)
- Brochure and leaflet holders
- Flipcharts & Writable boards
- Poster Displays
- Information signs
- Wooden (Chalk)boards
- Digital Displays
- Office Décor
- Room dividers
- Printed products

Approximate sales: For 2022 our European business is +/- 38 million euros.

Number of employees: 190 employees

Countries currently active and countries you wish to focus on:

We are active in more than 45+ countries. Our European business biggest geographical markets are Germany, The Netherlands and France with rapid growth from Southern European countries.

What are your target areas for growth:

Our main target area for growth is in the Office Supply and HoReCa industry. Our new product developments are focused on renewing, innovative products for these markets. Another big target area and growth we see are in printed products and digital displays.

What is your Partnership objective:

We aim to create long-term partnerships with distributors and resellers and help them to accelerate growth. As a full-service company we are office suppliers who are looking for a reliable partner with a comprehensive assortment in visual communication products.

Static Control**What are your product categories, brands, marketing focus:**

Toner and Inkjet Cartridges, Copier Products

Number of employees:

Approx. 250 worldwide

Countries currently active and countries you wish to focus on:

Worldwide. Our European headquarters is in Reading, UK and we have logistics centres around the globe.

What are your target areas for growth:

Office supply dealers

What is your Partnership objective:

Static Control has been in the imaging industry for more than 35 years supplying the interior components within toner and inkjet cartridges for remanufacturers. We have taken our deep knowledge of imaging systems and placed it inside each of our premium cartridges. Built with our unique bill of materials, Static Control's cartridges provide superior quality to other aftermarket solutions. We also deliver award-winning, dedicated customer service and technical support throughout all of Europe. We are excited to meet with new colleagues at OPI Partnership.

Stewart Superior Europe**What are your product categories, brands, marketing focus:**

Our product categories are:

- Clipboards - Full line including recycled, wooden, aluminium, plastic under Seco and Seco green brand
- Picture Frames including aluminium, clip frames, certificate
- Display products including snap frames, A-Boards, chalk boards, locking cases.
- Recycled Filing products under our Seco Green brand
- Health & Safety and general office signs. Over 3000 different designs online. Drop ship available.
- Polycarbonate catering line including trays and jugs, plates and trays under Seco.

Approximate sales: €3500000

Number of employees: 8

Countries currently active and countries you wish to focus on:

United Kingdom; Europe and United States of America.

What are your target areas for growth:

Our growth areas are in drop ship, display products, green clip boards and frames.

What is your Partnership objective:

To grow our customer base across Europe, meet old and new customers and enjoy ourselves.

tesa

What are your product categories, brands, marketing focus:

For the Office supplies market tesa offers a broad assortment of Filmic, Packaging, Mounting, Repairing, Masking, Fastening, Marking-Tapes, Glues and Correction Rollers, Bathroom Accessories and many additional adhesive solutions.

Approximate sales: 2021: 1,5 Billion Euro

Number of employees: 4.900

Countries currently active and countries you wish to focus on: tesa operates worldwide with a focus on Europe, followed by the Regions of Afrika, Asia, Australia and the Americas.

What are your target areas for growth: Increase of sustainable assortments, Facility Management and Office Mounting application

What is your Partnership objective: At tesa, we are partners to retailers, achieving more working side by side. In addition to mutual economic success, we support the development of new product categories, and develop sustainable adhesive solutions to support the sustainable agendas of our partners.