



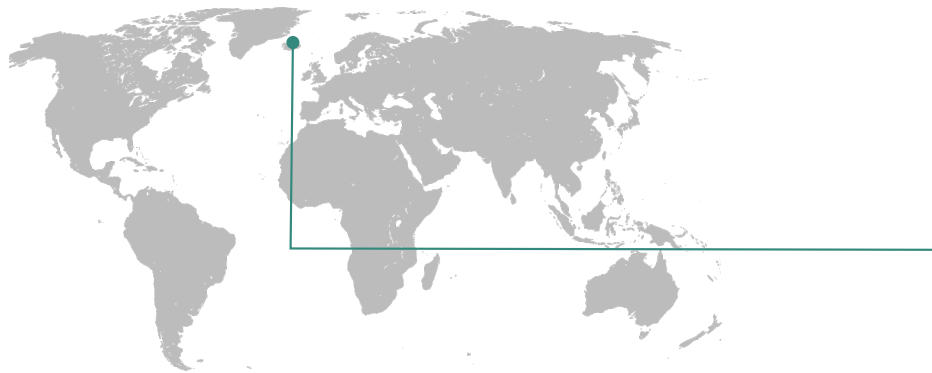
Quality is the key

9. September 2021

Sævaldur Jens Gunnarsson
Sales manager, Sæplast Iceland

Sæplast Iceland

- Sæplast is founded in 1984 and are the second biggest employer in the coastal village of Dalvik.
- Our staff is highly specialized with many years of experience, ensuring only premium products leave the plant.
- Iceland has abundant clean energy resources from both hydro- and geothermal power plants.
- We continually strive to reduce our environmental impact.



- 10.500 M² land. 4.300 M² buildings
- 3 Roto-Machines.
- 65 Employees
- Turnover € 14 M.
- Material processed 2.400 MT/year
- Sæplast containers & tanks



Sæplast worldwide

- 3 processing plants and a warehouse
- Sales and distribution on all major markets
- Represented in Russia by Moretron
- iTUB rental company operating in Europe
- About 170 employees
- Turnover ca. 35 m EUR (gross)
- Manufactures over 120.000 insulated containers annually



Sæplast mottos are ...



- **Safety**

Nothing you do at work today is more important than keeping yourself and your colleagues safe and ensure that all of us will return back home healthy at the end of the workday



- **Quality**

Our goal is to ensure that our products and services meet the highest quality standards of the company and thereby meet expectations of our customers.



- **Performance**

We work hard but smart, aiming for better performance today than yesterday.



QUALITY - has many faces

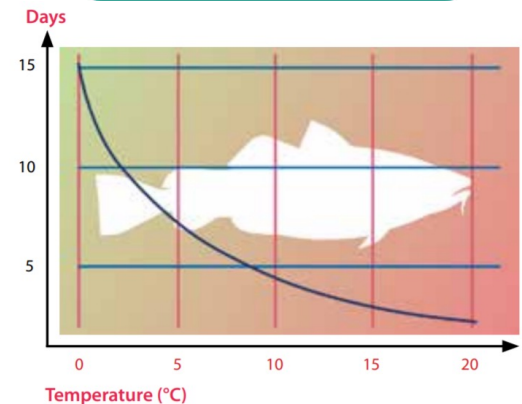
- It is difficult to return profit without quality
 - Quality workforce
 - Quality work methods and processes
 - Quality management
 - Quality material used
 - Quality equipment
- Quality brings efficiency!



**reducing
product waste**

Fresh fish Quality on board a vessel

- As soon as a fish is dead, it starts to decay!
 - The process becomes a race to preserve the initial quality
 - There is bacteria and there are enzymes
- You can fight both by removing „bacteria food“ and slow down the process
 - Bleeding, gutting and washing
 - And cool!
- When that action is over, carefully place the catch in protective tubs for storing and preserving
- Leave the catch in the tubs until the last moment before processing





Quality in tub production

- Meet and exceed the expectations of our customer
- Constantly produce the best tubs – every day!
- Constantly think ahead!
- Long term relations with customers
 - Sæplast has to know what is quality for our customers
 - Sæplast tub quality is; strength, stackability, durability and functionality



**protecting
product contents**

Quality for future generations



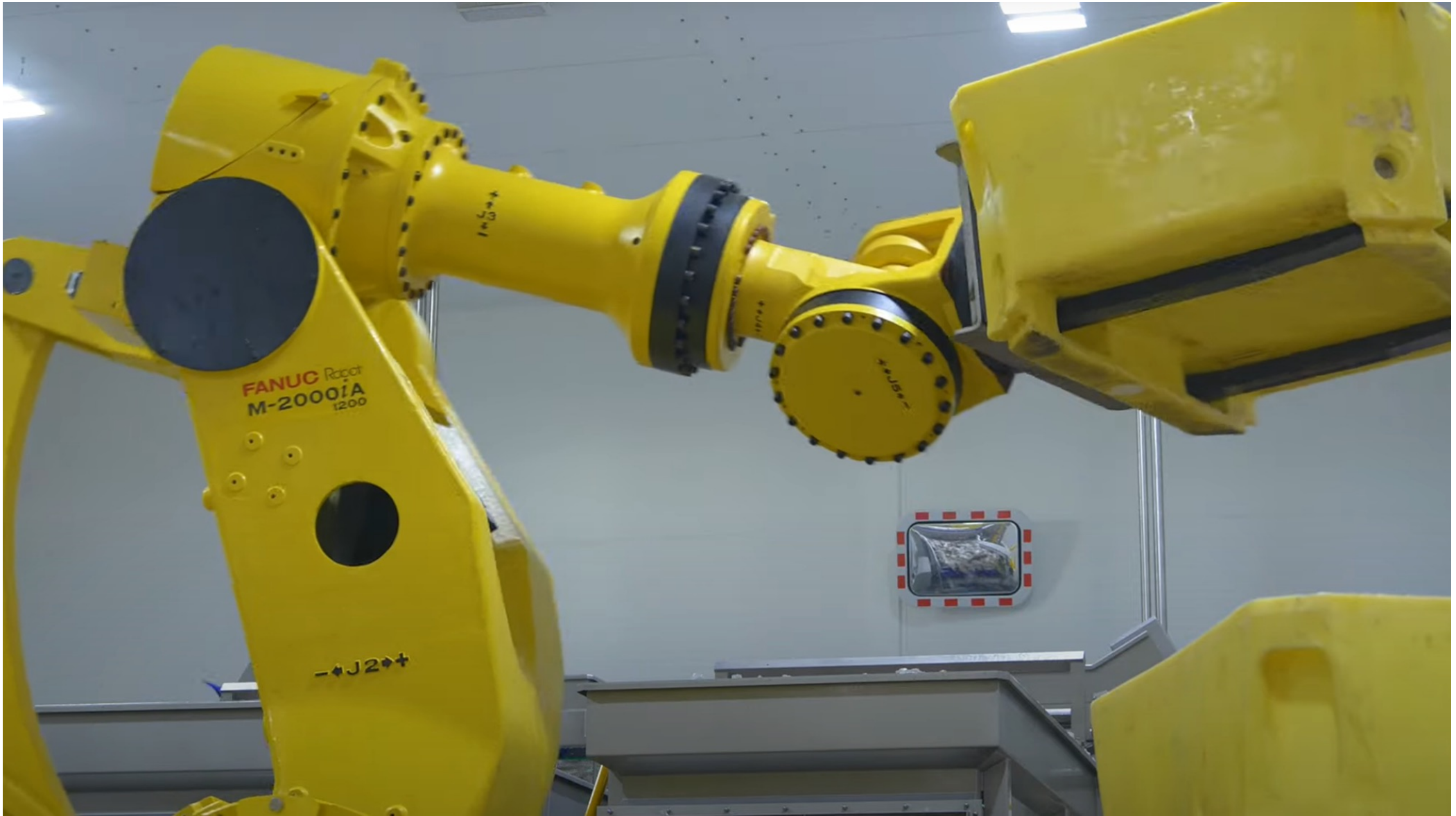


Sæplast tubs in use ...







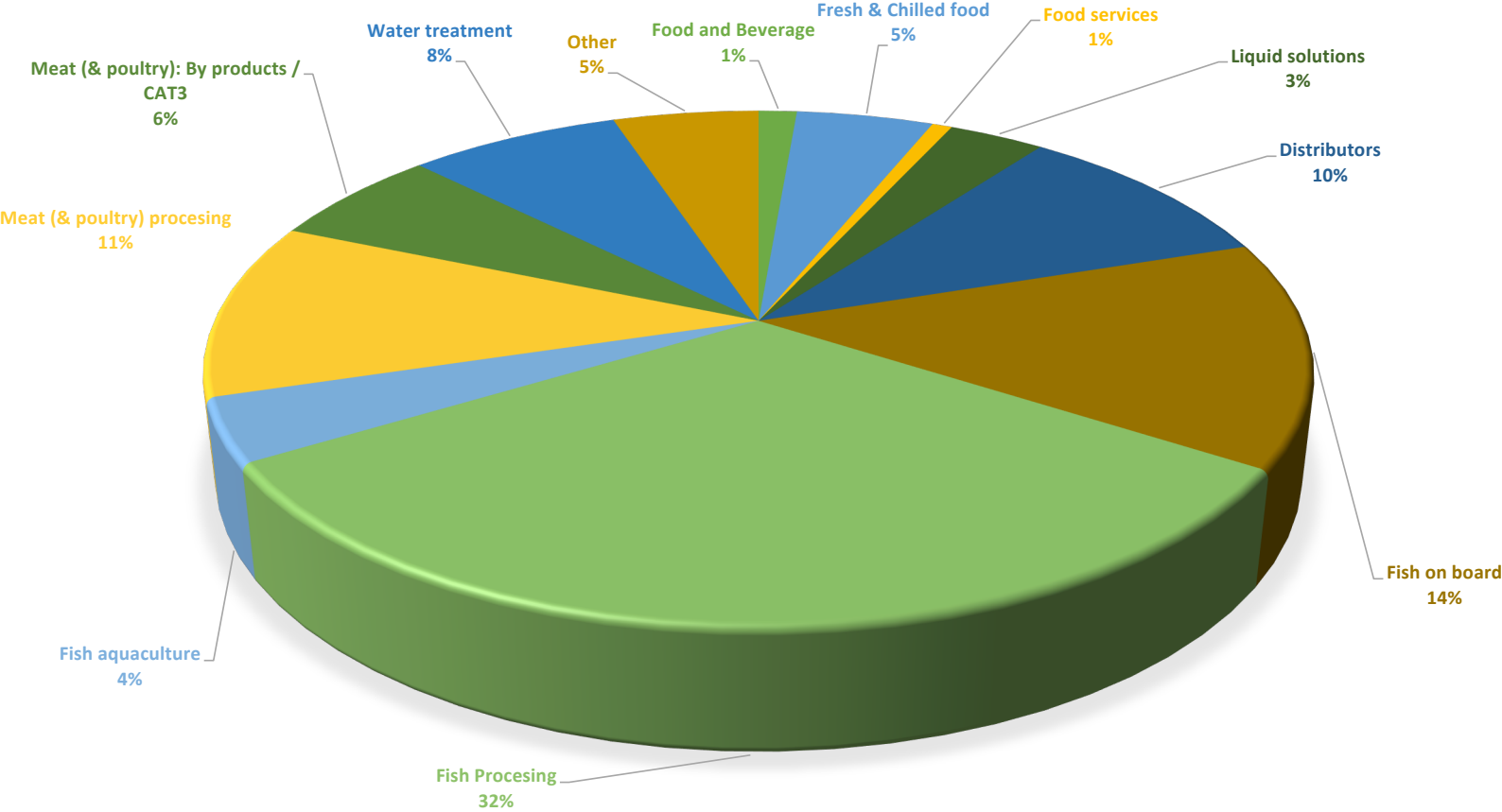




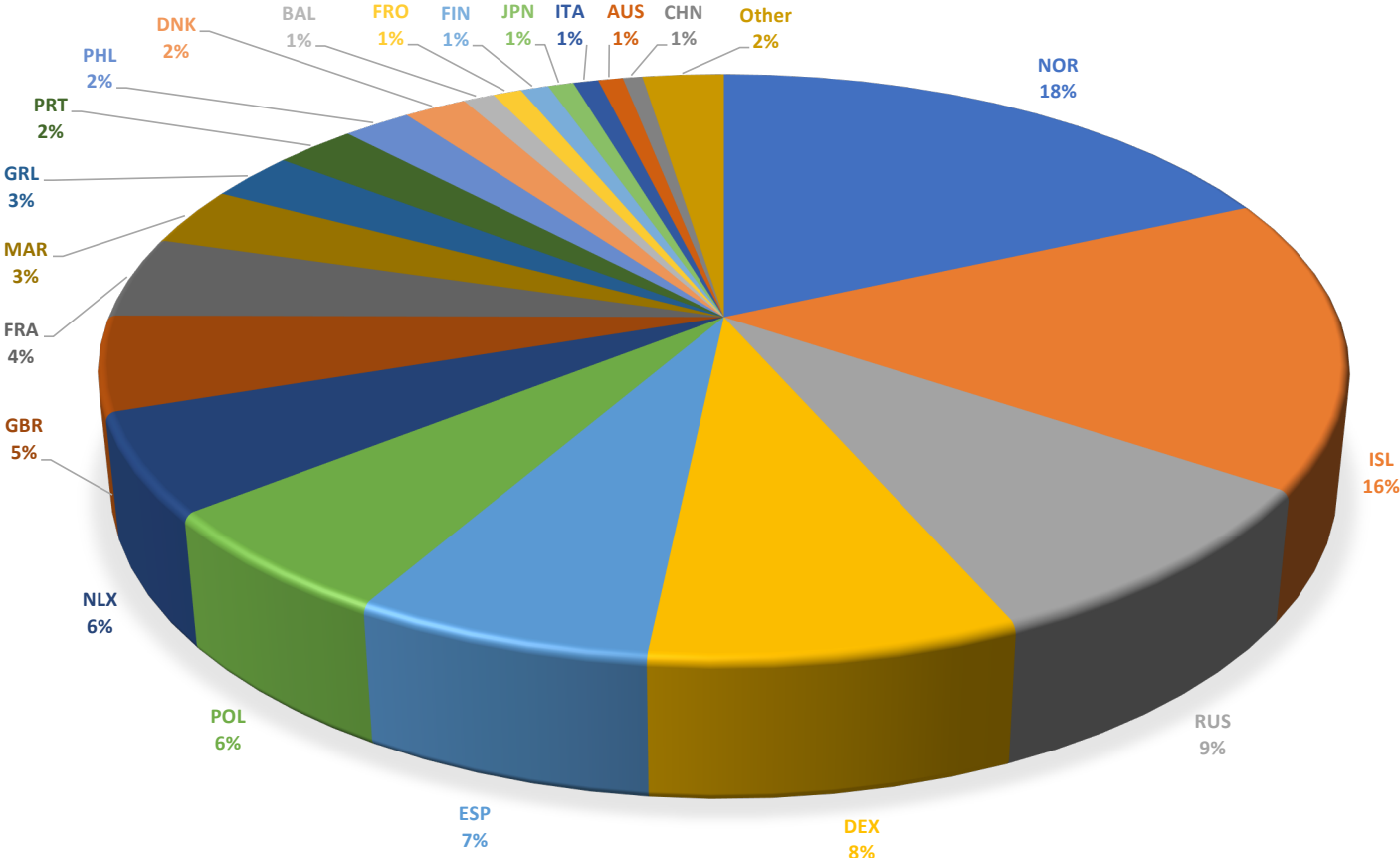




Sæplast Europe – Sales per industry



Sæplast Europe – Sales per country



Customers

Fishing industry





Thank you!

Sævaldur Jens Gunnarsson
Sales manager, Sæplast Iceland