

# Group Presentation



September 2023

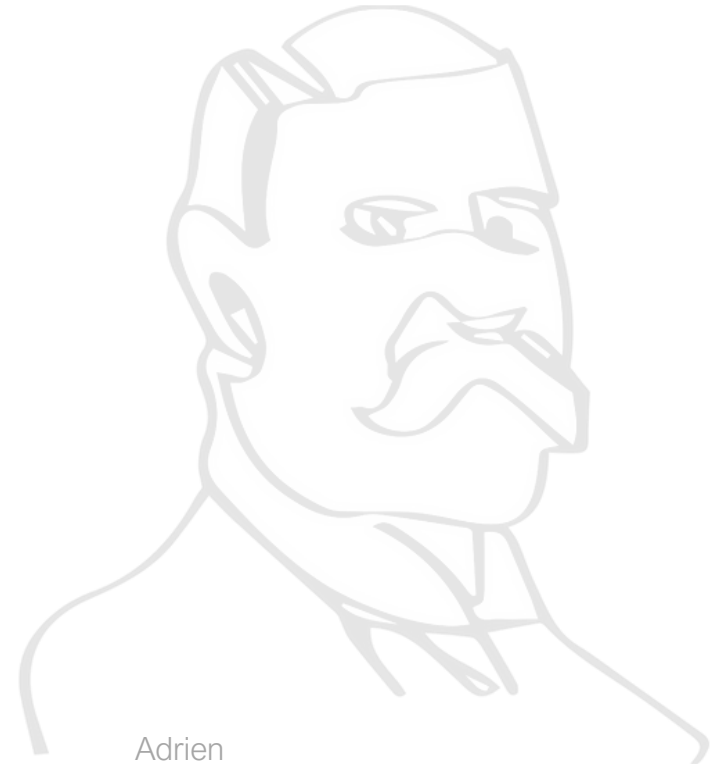
RICCOBONO GROUP

# Who we are ?

An industrial group in the **graphic arts** segment for 123 years.

We are committed to providing you with global solutions, from the printing to the distribution of your publications.

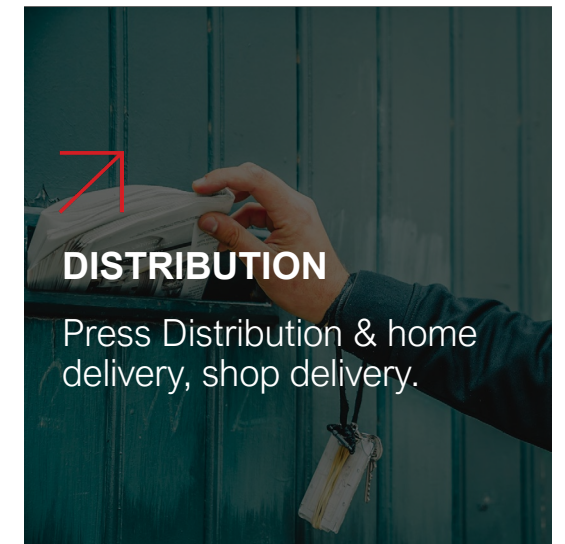
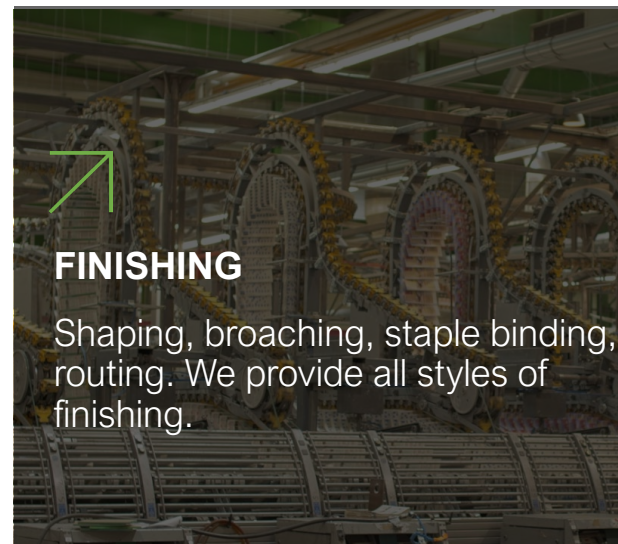
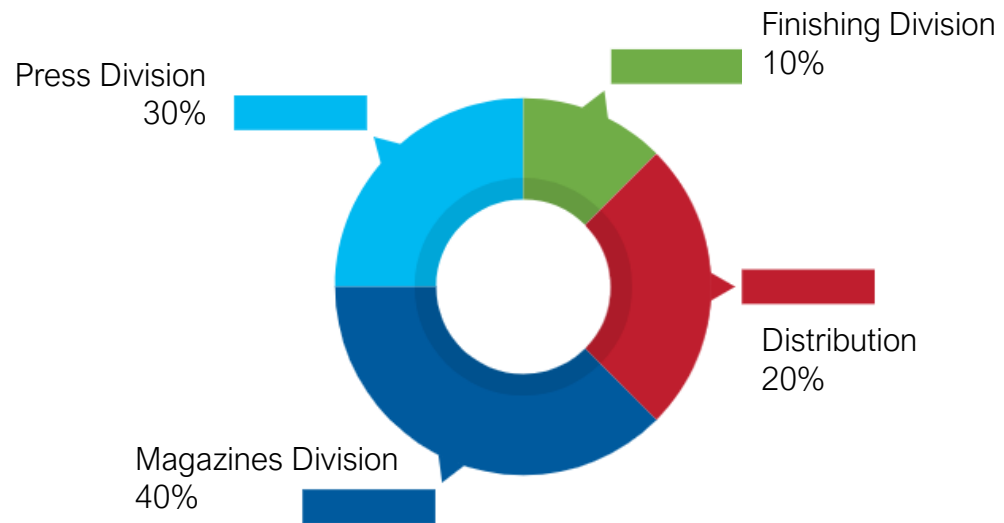
- The Riccobono Group is a family-owned group
- Originating in France
- An adventure that began **in 1900** by Adrien Riccobono
- Today it is represented by the 5th generation of the Riccobono family
  
- **An independent, entrepreneurial group**
  
- **3000 employees**
  
- Ours commitments :
  - **Humanity**
  - **Technological Innovation**
  - **Respect for our Environment**



Adrien  
Riccobono

# 4 Business Units

The Group has a Europe-wide presence, with a deployment strategy based on 4 core businesses.



The Group currently generates sales of **€ 310 Million**

# Market Positioning



The Riccobono Group, a printer for five generations, is the French leader in newspaper printing, its traditional business, which now accounts for 30% of its business,



The Group has become the European leader in rotogravure printing, with its production centres in France and Germany accounting for 40% of its magazine, catalogue and leaflet printing business,



Proximy: a major player in logistics and distribution in the Paris region, with almost 43% of the national courier market,



and 10% in mail preparation and finishing with France Routage, the national market leader in mail preparation for French magazines.

RICCOBONO GROUP

# Our Mission

« TRANSMIT TO THE GREATEST  
NUMBER OF PEOPLE »



TO PRINT . TO SHAPE . TO DISTRIBUTE

RICCOBONO GROUP

# Our Values

## Respect

Having a sincere and balanced relationship between individuals  
Taking into account of other people's values, ideas and needs  
Accepting differences and disagreements as a source of strength  
Saying what I do and doing what I say

## Entrepreneur

Make proposals without fear of failure  
Innovating and welcoming change  
Being bold enough to think differently to find solutions  
Always seeking to succeed beyond expectations

## Solidarity

The collective interest must come first  
Ask for everyone's support to ensure the success of our projects  
In the face of adversity, make yourself available and put yourself in the other person's shoes  
Working together to ensure the success of the Group's various businesses

RICCOBONO GROUP

# Notre Manifesto

We believe that to transmit is to connect people, to share and to grow.

We are agile. We believe in the simplicity of creative and innovative solutions. We know how to pivot and make quick decisions. In a complex world, we are not seekers, but finders.

We are convinced, by more than a century of family history, that long-term support is the essential condition for success. That respect, trust and collective intelligence allow us to build a better future with our customers, our partners and our teams.

We love unlikely challenges!

We believe in all of us. In our ability to debate and converge on a common vision. We love to share successes.

For us, transmitting also means contributing positively to the great balance of the planet. This is at the heart of our commitment.

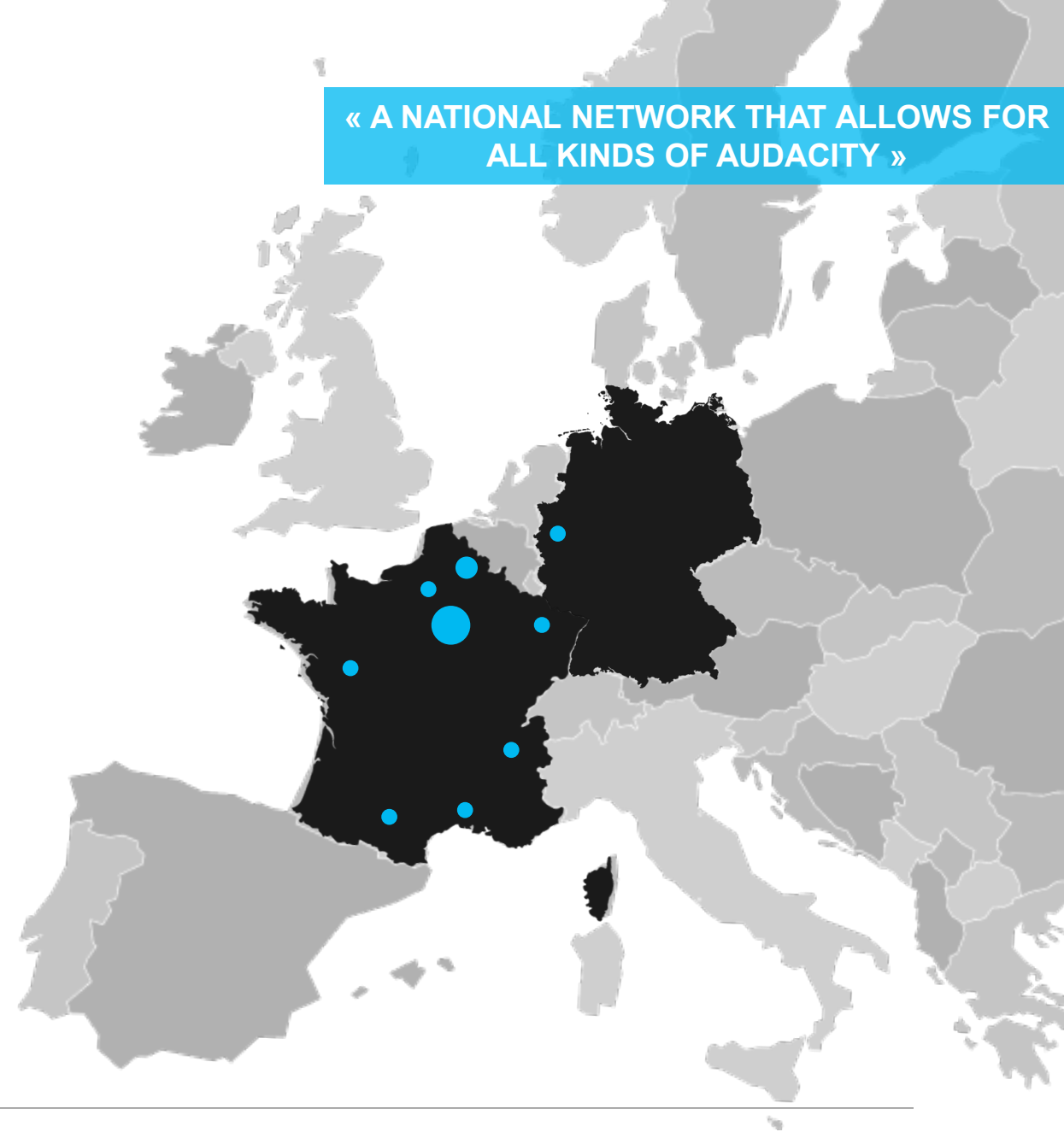


RICCOBONO GROUP

# European Coverage

- At the heart of Europe
- Our network in France and Germany enables us to meet printing, finishing, binding and distribution needs throughout the country.
- An efficient regional network to meet your logistics and CSR challenges.
- This coverage provides the logistics and responsiveness to produce all your projects, whatever their volume in Europe.
- Sites located at international motorway junctions. For example, our rotogravure sites at Raillencourt in France and Mönchengladbach in Germany are close to the German and English markets, as well as to Northern Europe's motorway and port access.
- Our location enables us to guarantee enhanced performance and adherence to deadlines.

« A NATIONAL NETWORK THAT ALLOWS FOR ALL KINDS OF AUDACITY »





RICCOBONO GROUP

# Our Centers

13  
Printing  
Centers



5  
Broching  
Centers



7  
Routing  
Centers

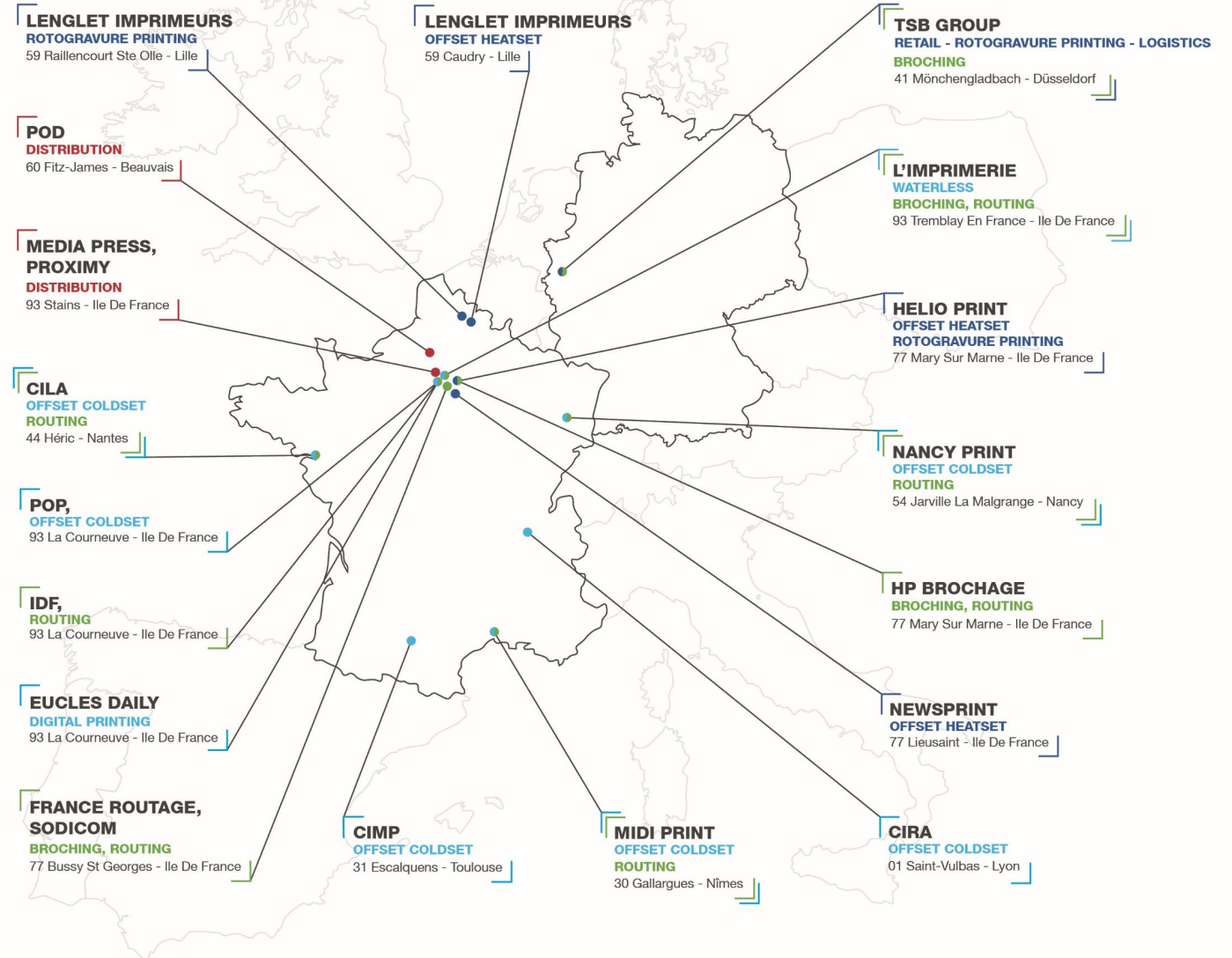


10  
Distribution  
Centers

RICCOBONO GROUP

# Cartography

- Press Division 
- Magazine 
- Finishing Division 
- Distribution 



riccobono.net



# PRESS PRINTING DIVISION

- The largest in Europe
- 8 SITES : L'Imprimerie | Nancy Print | CILA | CIRA | CIMP | POP | Euclès Daily | Midi Print
- PRINTING : Offset Coldset | Digital Printing | Offset Waterless
- PRODUCTS :
  - National Daily Press
  - Regional Daily Press
  - International Daily Press

This division accounts for **30%** of the Group's turnover. **We are** France's leading printer of the national daily press.



« NO LIMITS TO YOUR IMAGINATION »



« MODERN, HIGH-PERFORMANCE  
TOOLS »

## MAGAZINE PRINTING DIVISION

- 5 SITES : Hélio Print | Lenglet Imprimeurs | Newsprint | TSB
- PRINTING : Rotogravure | Offset Heatset
- PRODUCTS :
  - Magazines | Catalogues
  - Covers
  - Advertising products | Leaflets
- The magazine division accounts for **40%** of the Group's business. **The Group is the European leader in rotogravure printing.**

# FINISHING DIVISION

- 4 SITES : FRANCE ROUTAGE | SODICOM | HP BROCHAGE | H+B FINISHING
- All finishes
  - Finishing and Broaching : stitched back | glued back | sample | random insert throw
  - Routing: film wrapping | address carried
- i.e. over one billion magazines processed annually
- France Routage represents 50% of the national market for magazine deliveries by the French postal service.
- This division accounts for 10% of the Group's business. We are the national market leader in mail preparation for French magazines.





« 180 000 SUBSCRIBERS  
DELIVERED PER DAY »

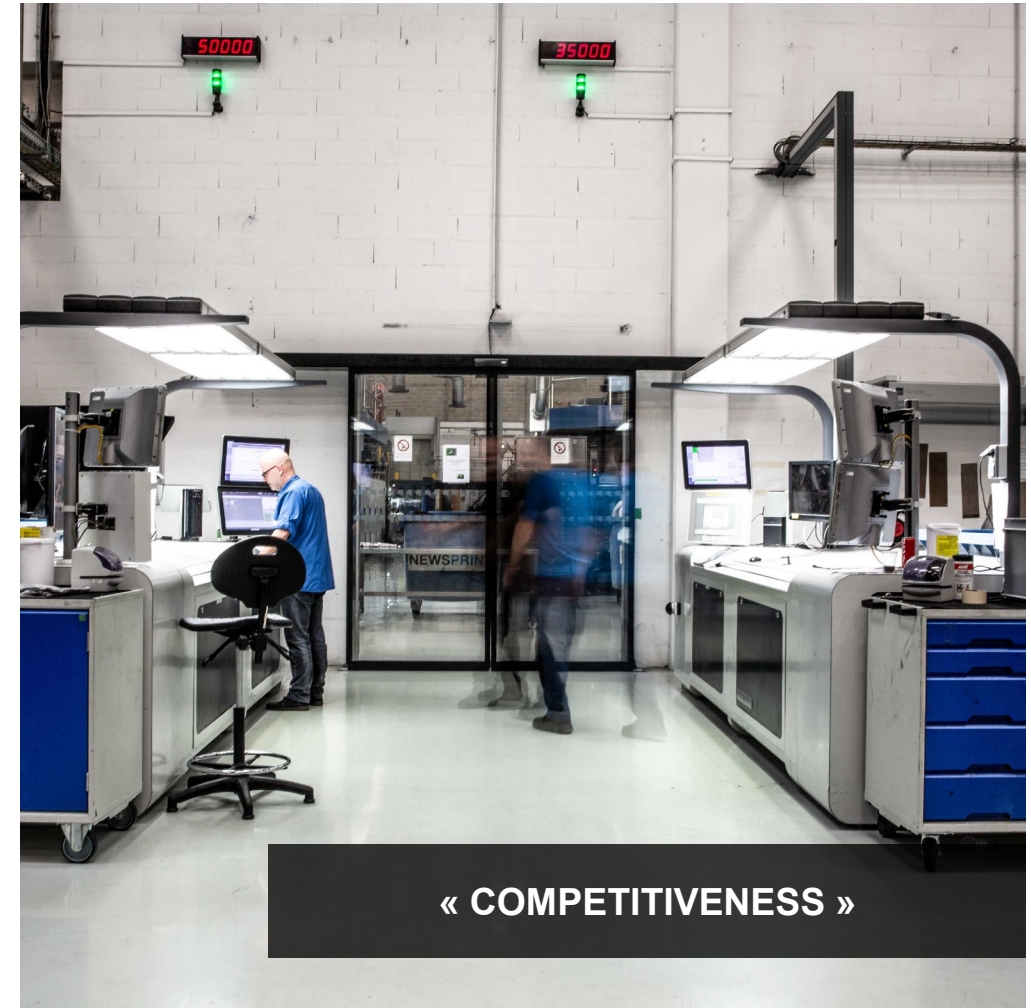
## DISTRIBUTION DIVISION

- 3 SITES : PROXIMY | Media Presse | POD Proximy Oise Distribution
- Proximy: a major player in logistics and distribution | 10 distribution sites in the Ile-de-France region
- This represents an average of 180,000 subscribers delivered per day and 4,400 points of sale
- Proximy Oise Diffusion in Beauvais: Press delivery and distribution to over 140 points of sale
- The Distribution division represents 20% of the group's activity and nearly 43% of the national portage market

RICCOBONO GROUP

# Competitiveness

- **Upstream, proactive** and **concerted thinking**
- Printing: from one copy to several million
- Impeccable print **quality** and ultra-reactive **adaptability**
- On a variety of substrates and formats
- **All stages of finishing**
- Fulfilment and distribution anywhere in France with optimum responsiveness
- The most **competitive** cost/effectiveness ratio to optimise your budgets
- Expert, qualified and available teams





### ADVICE

At all stages of your project, in line



### REACTIVITY

Unequaled, thanks to a national geographical presence



### PRINTING

On Heatset (gravure and offset) and Coldset (traditional and waterless) presses or digitally



### SHAPING

Trimming, stitching, laying of covers, inserts and overcovers

RICCOBONO GROUP

# Our Expertise



### INSERTING

On line or off line advertising inserts of all types



### MEMOSTICKING

"On line" advertising sticker on the front page of the newspaper



### EDITING

In Half-Berlinois, Magazine and Catalogs format



### ROUTING DISTRIBUTION

Wrapping, individual addressing and immediate routing



RICCOBONO GROUP

# Lab Riccobono

## Investment, Innovation, R&D

- **Technology Watch, Research & Development**
- **Research and incubation of new production processes**
- **Improvement** of our production processes
- Investment in the most sophisticated, high-performance and complementary production tools on the market
- Technological innovations **certified** by our patent applications

**inpi**  
INSTITUT NATIONAL  
DE LA PROPRIÉTÉ  
INDUSTRIELLE



« **CERTIFIED LAB RICCOBONO** »



Every one of your projects benefits from our best eco-responsible practices.

RICCOBONO GROUP

# Minimising the Impact of Our Activities

- Certifications
- Limitation of greenhouse gases (elimination of drying) and selective waste treatment
- Maximum use of 100% recycled paper, Waterless technology to save water and additives
- Use of Blue Angel-certified inks; tests with vegetable-based inks (with a view to 2025) are already underway
- Supplying paper by river
- Eco-responsible behaviour in the workshops and control of production rates (less energy-consuming)
- A stringent policy to reduce waste at source: recycled or recyclable materials during storage, reduction of over-packaging by eliminating final waste
- Investments to renew our machinery
- Our R&D department, Lab Riccobono, developing patents to meet current standards and anticipate future developments



ecovadis

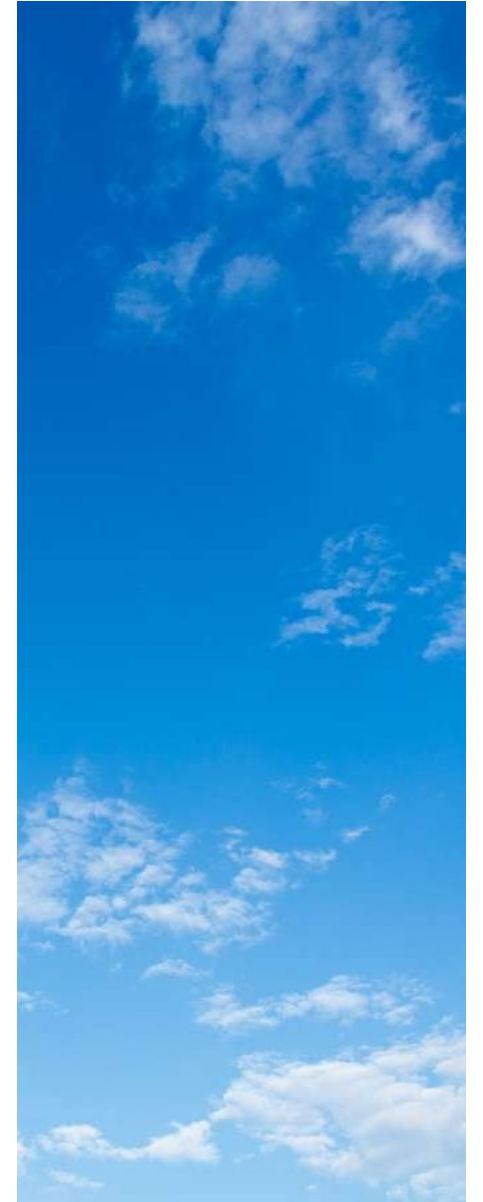
PAPREC

Recydis

CITEO

# Minimising the Impact in Our sites

- Recovering energy from the chillers that make our chilled water and reinjecting it into our circuits
- Installation of photovoltaic panels
- Replacement of lighting with low-energy LEDs in all our centers
- Installation of capacitor banks to smooth out electricity consumption so as not to disrupt the EDF network
- Environmentally-friendly working conditions (sorting of everyday waste, recycling and limiting the use of plastic, sorting bins, etc.)
- Promoting sustainable mobility in employee travel (teleworking, fleet of hybrid vehicles, electric terminals in car parks, etc.).
- Best practices in energy saving (turning off the heating at the end of April, reducing heating and air conditioning by a few degrees, etc.)
- Studies and tests:
  - Study of the installation of biomass boilers using miscanthus as fuel
  - Study into saving water resources: recovery of rainwater from roofs and roads and of process water
  - Study of engine speed regulation (regulated engines)



# « FROM KNOW-HOW TO SHARING KNOWLEDGE »

TRANSMIT TO THE GREATEST NUMBER OF PEOPLE



RICCOBONO GROUP

# Customers



Carrefour



SCHWARZ





RICCOBONO GROUP  
**CUSTOMERS**  
PRESS





RICCOBONO GROUP  
**CUSTOMERS**  
MAGAZINE



RICCOBONO GROUP

# CUSTOMERS

ADVERTISING PRINTED

**E.Leclerc**

TOUJOURS CE QUE COMPTÉ POUR VOUS  
SÉRIOSITÉ À PRIX E.LECLERC

DU 08 AOÛT AU 13 AVRIL 2019

**UN ÉQUIPEMENT  
DERNIER CRI  
À PETIT PRIX.**

159€  
**139€**  
-20€  
DE RÉDUCTION  
IMMÉDIATE

DOIVE ÊTRE EN POSSESSION  
SMARTPHONE YO 2019 NOIR

**HIGH-TECH  
à prix E.Leclerc**

RETROUVEZ NOS PRODUITS SUR WWW.WEB.TELEX.LECLERC ET DANS VOTRE ESPACE COMMERCIAL E.LECLERC

APPORTEZ VOS PROSPECTUS POUR AIDER LA RECHERCHE SUR ALZHEIMER

**Carrefour**

Du mardi 12 au lundi 23  
septembre 2022

**LE MOIS  
OUI COMPTÉ DOUBLE**

**x2 DOUBLEZ  
VOS EUROS  
CAGNOTTES  
DÈS 100€  
D'ACHATS\***

FORMAT XXL -90%

**90%  
D'ÉCONOMIES**

**Carrefour market**

PLUS QUE  
**2 SEMAINES**  
TOUJOURS MOINS CHÈRES!  
DU MARDI 11 AU DIMANCHE 23 JUIN 2019\*

**60 ANS  
ANNIVERSAIRE**

**2+1 OFFERT\*\***

carrefour.fr

**Auchan**

Du mercredi 20  
au mardi 26 avril 2022

**50%**  
de remise  
immédiate

**9%  
4€94**

**5€** offerts sur vos  
prochaines courses

**5€**

Auchan.fr

**Conforama**

SPÉCIAL SALON

DU 04 AU 31 OCTOBRE 2022

**VOUS ÊTES  
BIEN ASSIS ?  
VOILÀ NOS  
PETITS PRIX !**

11 Canapés d'angle  
à partir de  
**579€** -50%

11 Canapés  
à partir de  
**399€** -40%

11 Canapés  
à partir de  
**649€** -100%

**-50%  
sur  
CANAPÉS**

**10€  
de remise  
immédiate**

**FAN  
ZONE**

Et encore  
plus d'offres sur  
conforama.fr

**BIEN CHOISIR  
SON DAMARTPRO**

En fonction de votre activité professionnelle et de votre exposition plus ou moins intensive aux intempéries, il y a toujours une solution **Damart Pro** pour vous protéger et protéger vos équipements.

OPTÉZ POUR UNE **PROTECTION INTÉGRALE** EN 1, 2 ET 3 COUCHES !

**1<sup>ère</sup> COUCHE**  
Envoie la transpiration pour que le corps reste bien au sec.

**2<sup>ème</sup> COUCHE**  
Transfère la transpiration et offre une isolation thermique optimale contre le froid.

**3<sup>ème</sup> COUCHE**  
Vérifiable barrière de protection contre les éléments extérieurs.

De manière générale, optez pour un **Thermocool Evolution** lorsque que votre activité physique est soutenue.

**FROID**

**FROID STATIQUE**  
DE -5°C À 5°C  
Vous êtes exposé régulièrement au froid et votre activité physique est faible (sans ou peu mouvement) ?  
Thermocool Evolution est idéal pour vous protéger des éléments de votre environnement. Thermocool Evolution, qui offre une protection contre le froid grâce à leurs matières 50% Polyester 50% Acrylique.

**FROID DYNAMIQUE**  
DE -5°C À 5°C  
Vous êtes exposé régulièrement au froid et votre activité physique est soutenue ou intense ?  
Privilégiez des éléments de type Damart Thermocool Evolution, qui offrent une protection contre le froid et un traitement antibactérien grâce à leurs matières 88% Polyester et 12% Biothane.

**LIDL**

DU MÊME 30/10  
AU MÊME 09/11

Le vrai prix...  
des bonnes choses

25%  
de réduction sur  
9,99

2,99

**XXL**  
QUANTITÉ MAXI  
À PRIX MINI

6,89

5,89

**SUPERMARCHÉS EXCEPTIONNELLEMENT**

VOUS LES SUPERMARCHÉS OUVERTS ET HÉRITÉS SUR UN AN

2,99

9,91

79,99

**BUT**

TOUJOURS LA  
POUR VOUS

DU 22 SEPTEMBRE AU 05 OCTOBRE 2022

**L'ANNIVERSAIRE  
DE TOUS LES  
DEFIS  
ÇA CONTINUE !**

DEFI PRIX  
-150%  
349€

DEFI PRIX  
-30%  
19€

DEFI PRIX  
-20%  
29€

**GRAND JEU 100% GAGNANT**  
Des MILLIERS de CADEAUX à GAGNER !





## Contact

### HEAD OFFICE

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Espace Méditerranée  
34670 BAILLARGUES

[contact@riccobono.net](mailto:contact@riccobono.net)



[riccobono.net](http://riccobono.net)

Thank you for your attention.  
We look forward to hearing from you.