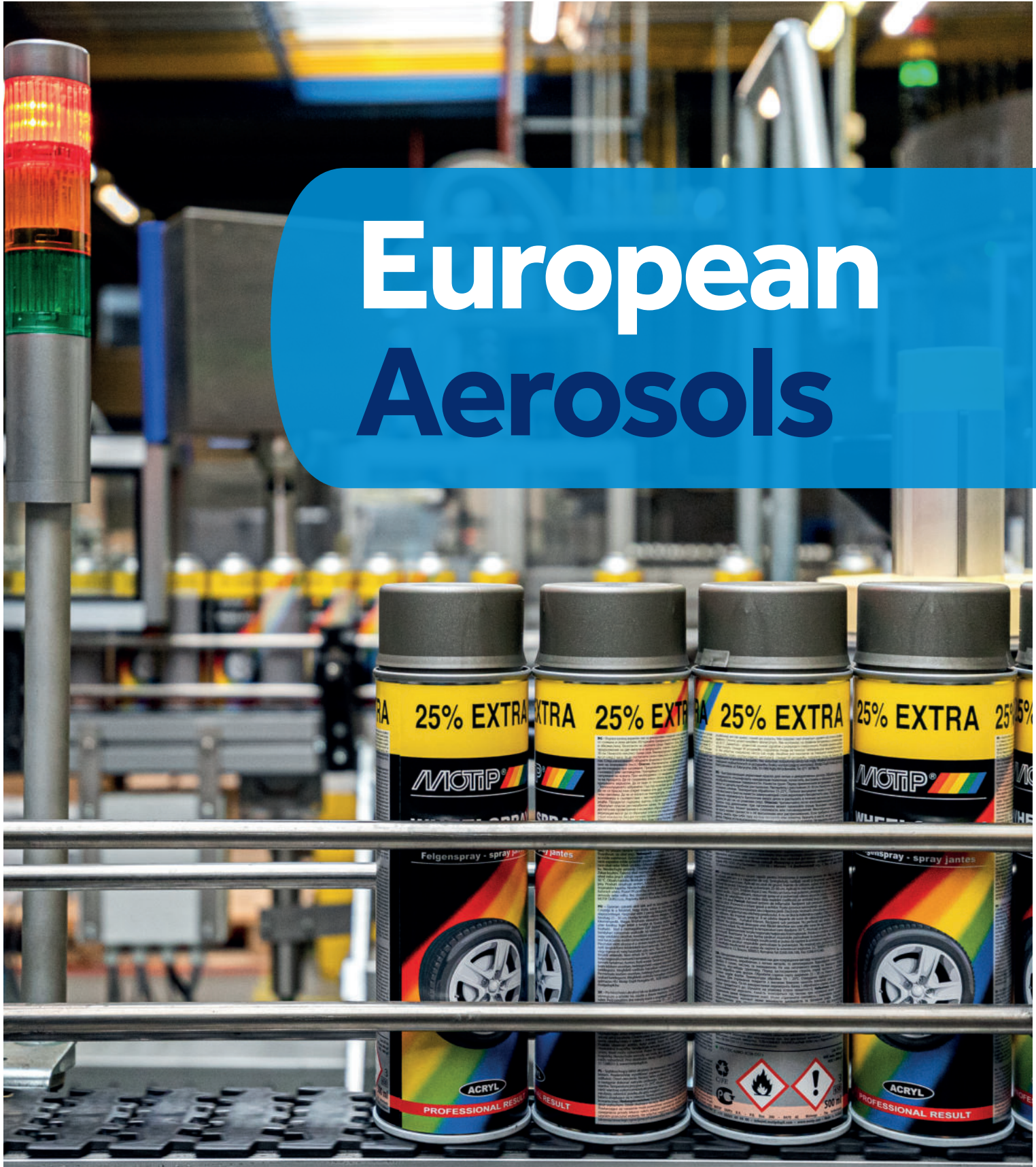


# European Aerosols



leading in spray solutions.

# We are.

**European Aerosols Group** - the European market leader in aerosol solutions and touch-ups for the Automotive, Industry and DIY market segments.



Paint & Varnishes



Technical Sprays



Putties



Touch-up pencils

## Mission.

**Our offer is the best total solution for our customer.**

We want to be the European market leader by finding the best total (spray) solutions together with our customers.



The areas we operate in



Always developing and continuously improving



The best combination in product, profit, safety and logistics

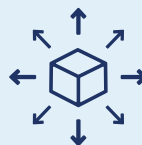


**Together we bring the best spray solutions**

## Key value strategy.

With customer intimacy as the key-value strategy we are focusing on the needs of our individual customers. Our promise to the customer is: we can offer you the best solution and we will support you in trying to achieve your goals with our products and services. We are investing in long-term customer relations and delivering customer value.

**Together we bring the best spray solutions**



Distribution strategy



Concepts

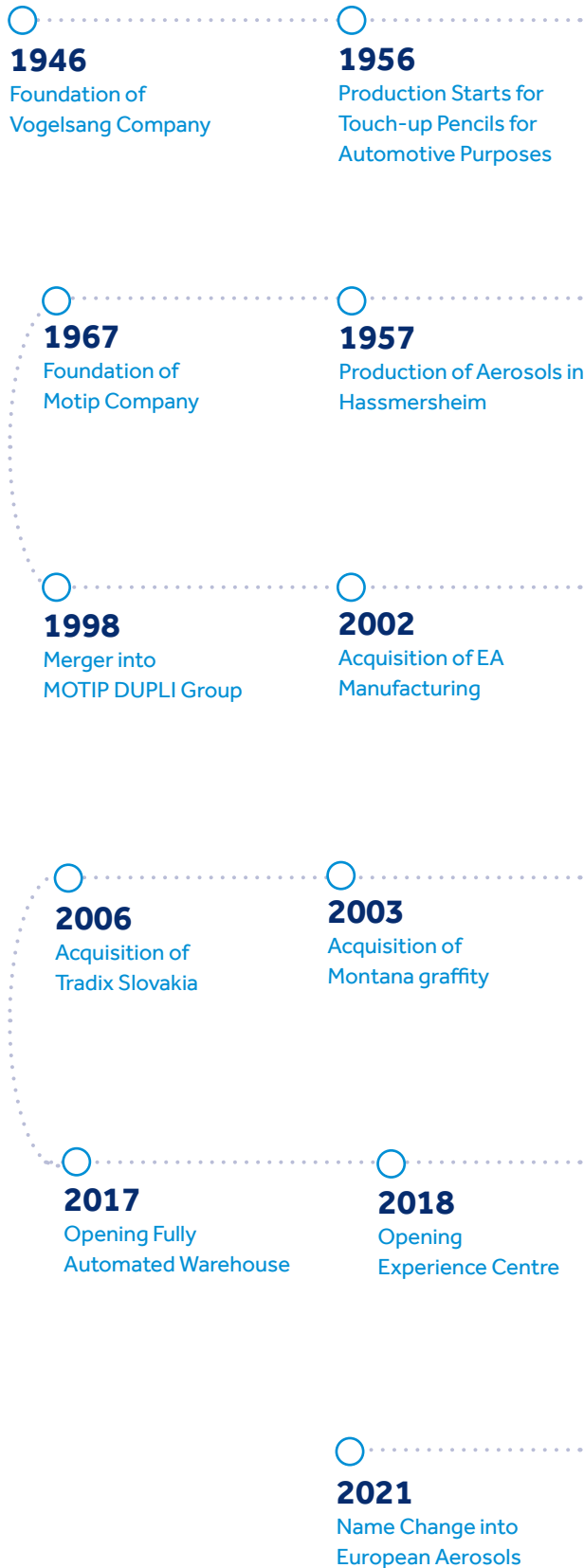


Experience Center



Education

# History.



## Facts.



Approximately  
**1,000 FTE** employed



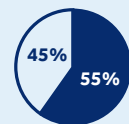
**> 500,000**  
shipments per year



**> 45,000**  
points of sale



**150 mln. aerosols &  
5 mln. touch-ups**



**55% Brand\***  
**45% Private Label\***  
\*Share of Turnover



**> 25,000**  
stock keeping units



ISO 9001, 14001, 22000, 50001  
REACH, aerosols, detergents,  
deco paints, OEM

# Turnover.

Turnover 2022

€ 275 Million



## Capital expenditures.

Annual capital expenditures range from EUR 7 to EUR 10 million.

Production lines, warehouses, and IT systems are the main items, in addition to safety and environmental measures.

## Shareholders.



■ Mr. J. Vogelsang	98,3%
■ Management	1,7%



## Priority Investments.

- Automated Warehouse Hassmersheim
- Production capacity
- Digital transformation

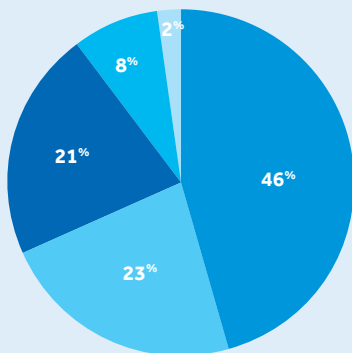


- Key brands



## Headcount.

(incl. temporary help)



Manufacturing	435	46%
Logistics	215	23%
Sales	205	21%
G&A	75	8%
R&D	20	2%
<b>Total FTE</b>	<b>950</b>	

## Sustainability.

We strive to ensure that the impact of our activities on the environment is minimised and that ANY accident is avoided.

- We are continuously searching for ways to optimise our environmental performance as well as lessen the ENVIRONMENTAL impacts of our processes and products (ISO 14001).
- We do not cause ANY accidents as our key aim is to keep our own employees, RELATIONS AND THE public safe (ISO 45001).



# Plants & Distributors.



**European Aerosols  
Plants**

**Wolvega**  
The Netherlands

**Haßmersheim**  
Germany

**Schwerte**  
Germany



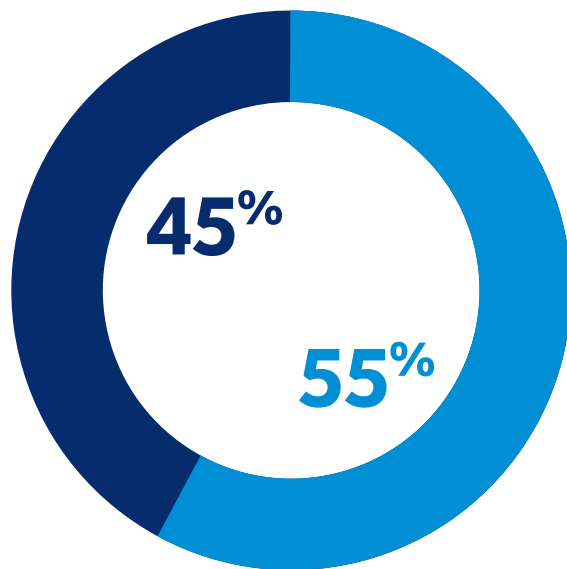
**European Aerosols  
sales offices**



**Partners**

# Brands vs Private label.

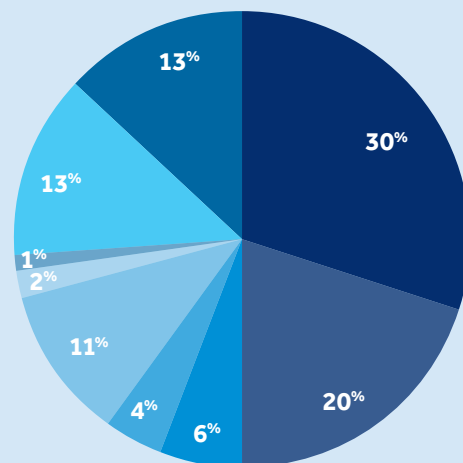
Share of Turnover Private Label and European Aerosols Brands



55% Brand  
45% Private Label



Key brands:



MOTIP	30%	COLORMARK	2%
DUPLI-COLOR	20%	DISTEIN	1%
ColorMatic	6%	Montana	13%
PlastiKote	4%	Others	13%
presto	11%		

\*Share of turnover per brand of EA branded business

# MOTIP



**"Nothing you can't fix!"**

Whether you have damage to your car, machines that don't work properly, a dirty bicycle or are in need of spray paint in any color, MOTIP gets the job done. MOTIP is specialized in paint and technical sprays for the automotive, industry and bike segment. The brand focuses on professional users and enthusiasts who like working on their car, bike, scooter, machinery, kart, moped and so on. Name any issue you want to fix and with MOTIP you will get the job done.

**Segments:** Automotive, Industry, Bike, Agri, Moto



# DUPLI-COLOR



**"Color your day!"**

Brighten up your day with the spray paint colors from DUPLI-COLOR. Originally the DUPLI-COLOR spray paint and touch-up-pencil range was created for easy car paint repairs. However in the 60s it aimed more and more towards DIY users and now DUPLI-COLOR is a well-established brand in the modern trade DIY-business. DUPLI-COLOR focuses on the DIY in-house and hobby users and offers a wide range of primers, color ranges, rust protection and many effect sprays to bring a colorful new life to each interior and exterior.

**Segments:** Home & Hobby, Professional painters, Automotive



# presto



**"The brand you can trust"**

The brand presto, former name "prestolith", started way back in 1947 in Germany. In all those years presto became a trusted brand in putties and more for your car. Nowadays presto has a competent repair system assortment offering a wide range of solutions for car body repair and maintenance for home and hobby. The brand operates in the automotive and industry segment. Scratches or grooves, cracks or breaks, squeak or creak, with presto you are secure they'll be gone.

**Segments:** Home & Hobby, Automotive, Industry





# ColorMatic



**"Professional car repair made easy"**

The brand by professionals for professionals. ColorMatic offers a complete system with all the products that are needed for the efficient repair of minor (paint) damage to cars, agriculture vehicles, motorcycles and scooters. The reliable 2K technology makes all the difference between sheer quality and pure satisfaction. The ColorMatic pre-fill can range includes solventbased or waterbased refillable cans, specifically adjusted to all coating systems of the renowned car repair product manufacturers.

**Segments:** Professional Car Repair



# COLORMARK



**"Mark it right"**

COLORMARK marking spray is the product of choice for many craftsmen and is used extensively across all kinds of construction and building work. Depending on the individual requirements, the range offers a relevant product for internal and external use: Spotmarker, Spotmarker Fluo, Allroundmarker Fluo, Ecomarker and Linemarker 1K and 2K. With individual caps, a range of additional tools and the unique 2K-Linemarker COLORMARK is the perfect solution for construction markings.

**Segments:** Industry



# PlastiKote



**"The perfect finish"**

Discover your style with the colors and effects of PlastiKote. Upcycle every piece of furniture whether it is for the bedroom or the garden and everything in between. PlastiKote is the leading brand in the spray paint market in the UK. PlastiKote offers a high-quality spray paint products for a range of interior and exterior decorating applications.

**Segments:** Home & Hobby, Professional painters



# DISTEIN



DISTEIN Forestry marking paints is the preferred brand of foresters and professionals working in the wood industry in Europe.

DISTEIN offers a complete range of aerosol marking paints and accessories designed to realize markings on trees and tree trunks. These marking sprays have been specially developed to facilitate the work of foresters and offer a marking durability adapted to their needs. The DISTEIN Forestry Marking solutions suit to all the uses related to the forestry field such as forest management and wood processing.

**Segments:** Forestry

***DISTEIN***

# Montana



**"When passion meets precision"**

Not only because the team behind the brand has its roots in Graffiti and Art cultures, but also as they were, and still are, active users. When passion met German precision, a new level in quality art making tools was born. MONTANA-CANS laboratory nerds work hand-in-hand with Artists and Designers from around the globe. The Montana family has organically grown through years of pushing the limits on Spraycan technology together with a huge artist collective. The brand's marriage of the street and science became the backbone of research and development. The artists ever changing needs together with MONTANA's lab nerds technical knowledge, enabled them to reach the highest quality levels and bring new innovations. MONTANA-CANS products are unparalleled in quality, assortment and variety. The brand's focus is to bring you the highest quality. The love for Graffiti, Art and creativity in all forms is also extended by the continuous support of artists and creative events worldwide.

**Segments:** Graffiti, Arts & Crafts, Decoration

***MONTANA***

**leading in spray solutions.**

 Facebook



 LinkedIn



 Instagram

