



## Project: Set up of German / Chinese Joint Venture for NORDENIA International AG (nowadays Mondi)

Initial and / or special situation	Actions / Steps taken	Result
<ul style="list-style-type: none"> <li>● Follow your client strategy of NORDENIA</li> <li>● Investigate green-field and / or JV opportunities</li> <li>● Prepare market study, business case, etc.</li> <li>● Define technology to be invested in               <ul style="list-style-type: none"> <li>● blown-film extrusion (1-3 layers)</li> <li>● flexographic printing</li> <li>● solventless lamination</li> <li>● slitting</li> <li>● bag making</li> </ul> </li> </ul>	<ul style="list-style-type: none"> <li>● Identify JV partner</li> <li>● Coordinate partners, etc.</li> <li>● Define machinery, etc. to be invested in and purchase</li> <li>● Organize and follow up construction of the factory</li> <li>● Set up machinery and valuation process</li> <li>● Prepare market / clients</li> <li>● Identify, hire and educate the teams</li> </ul>	<ul style="list-style-type: none"> <li>● Facility operational June 1998</li> </ul>