

## **Press Release**

# EMGE survey confirms Mondi's No. 1 position for mill and Color Copy performance, customer service and product range

Vienna, 30 November 2010 – The results of the latest EMGE survey have confirmed Mondi's outstanding mill performance, customer service and cut-size paper portfolio range. Mondi's digital colour laser paper, Color Copy also maintained its leading position in brand performance with a No. 1 ranking in Western Europe. EMGE & Co are a leading consultant to the world paper industry, specialising in industry focused market research, forecasts and analysis. For the Autumn 2010 mill and mill brand analysis and image survey, EMGE asked paper merchants, OEMs and office stationery distributors about the perception of white cut-size paper mills and mill brands in Europe.

Mondi was ranked No.1 in terms of mill performance in 23 countries across Western and Central Eastern Europe. "We are very proud that we have maintained our No.1 ranking from last year and our objective remains consistent — to offer customers high quality, innovative products with even greater efficiency and flexibility," comments Johannes Klumpp, Marketing & Sales Director for Mondi Uncoated Fine Paper. "These results are the product of a concerted effort from our sales and marketing team, customer service centre, and logistics and production teams in the mills."

Mondi mills achieved the highest average rating in both Western Europe (3.8) and Central Eastern Europe (4.0). As evidenced in the survey, Mondi's real strengths according to customer opinion are technical and environmental performance, reliability of delivery, packaging alternatives, as well as its comprehensive product range and innovative product development.

The strong awareness of Mondi and its brands is also visible from the fact that Western European respondants ranked Mondi, Color Copy and IQ among the top 6 brands. In Eastern Europe, Mondi brand awareness remained in the top 4 in this region, with IQ ranking No.1 and MAESTRO<sup>®</sup> No. 4. In terms of brand performance, Color Copy was ranked No. 1 for the second year in a row in Western Europe.

### Mondi is ranked No.1 several times for:

 Mill performance in Western and Central Eastern Europe with the highest rankings in Germany, France, Italy, Benelux, Russia, Bulgaria, Hungary, and Romania.



- Customer service in Western and Central Eastern Europe with the highest rankings in France,
   Italy, Poland, Czech Republic, Slovakia, Bulgaria, Hungary, and Romania
- Depth of product range in Western and Central Eastern Europe
- Innovative product development in Central Eastern Europe, sharing top score in Western Europe
- Color Copy is No. 1 in Western Europe when it comes to performance. Customers rate that it
  exceeds the expectation against an ideal paper in every single aspect and earns 4.4 points
  against the expected 4.0 points.
- Color Copy is the most important brand across Western Europe in terms of company sales expectations when compared against other widely distributed brands by Mondi and competitors.
- IQ is No. 1 for awareness of mill brands or OEM brands of white cut-size paper in Central Eastern Europe.

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#### High resolution images available for download at the following link:

https://my.mondigroup.com:8443/pindownload/login.do?pin=WLWTU

Image captions: a) Johannes Klumpp, Director of Marketing & Sales, Mondi Uncoated Fine Paper; b) Color Copy

#### **Contact**

Jolene Pozniak, Communications Manager, Uncoated Fine Paper Tel: +43 (1) 79013 – 5663, e-Mail: <a href="mailto:jolene.pozniak@mondigroup.com">jolene.pozniak@mondigroup.com</a>

Mondi Uncoated Fine Paper Sales GmbH, Kelsenstraße 7, A-1032 Wien <a href="https://www.mondigroup.com">www.mondigroup.com</a>

#### **About Mondi Uncoated Fine Paper**

Mondi Uncoated Fine Paper is a business unit of Mondi, a leading international paper and packaging company. In 6 manufacturing facilities, Mondi Uncoated Fine Paper produces office and printing papers with the environment in mind. It complies with the strictest international certification standards and regularly earns credits for this policy such as the #1 position in WWF's 2010 paper company environmental index.

Its renowned brands such as Color Copy, IQ, MAESTRO®, Nautilus®, BIO TOP 3® or Snegurochka are used as office papers in laser or inkjet printers, and professional printers create brochures, folders, invitations, business cards, letterheads or other high-impact printouts on digital and offset printing presses.

#### **About Mondi:**



Mondi is an international paper and packaging company, with production operations across 31 countries and revenues of €5.3 billion in 2009. The Group's key operations are located in Central Europe, Russia and South Africa and employed 31,000 people on average in 2009.

Mondi is fully integrated across the paper and packaging process, from the growing of wood and the manufacture of pulp and paper (including recycled paper), to the conversion of packaging papers into corrugated packaging and industrial bags.

The Group is principally involved in the manufacture of uncoated fine paper (UFP), packaging paper and converted packaging products, as well as speciality products.

Mondi is a dual listed company, with primary listings on the Johannesburg and London stock exchanges under the ticker codes MND (JSE) and MNDI (LSE) respectively. The Group has been recognised for its sustainability performance through its inclusion in the FTSE4Good UK, Europe and Global indices in 2008 and 2009 and the JSE's Socially Responsible Investment (SRI) Index in 2007, 2008 and 2009.