SSC Consult
Introductory Presentation
Defining the Opportunity

► Resin Cost
  – Resin is a critical component for a processor, often between 50-80% of cost

► Resin markets are not transparent
  – Market indices do not reflect the actual market price
  – ICIS and Platts are controlled by producers
  – Volume does not always dictate the price

► Volatile
  – The resin markets are volatile, market pricing is dynamic with many critical global influences
  – Knowing the genuine best price is critical
  – Monthly market price movements are not universal
  – Getting it wrong can be expensive
  – Producers are not always the most competitive on price
Deliverables

► SSC develop strategies to achieve best in class resin pricing, combat market volatility and minimise risk.
  - Identify most effective contract structure to suit your individual circumstances – not prescribed generic solutions
  - Remove internal and external barriers to achieving best in class pricing
  - Increase flexibility to take advantage of new opportunities
  - Position your supply base to maximum advantage
  - Provide ongoing support to achieve optimum results

► SSC deliver proven supplier and market specific negotiation strategies
  - Leverage knowledge of best in class market pricing
  - Focus on time based resin market drivers
  - Implement best practice compared to industry and market peers

► Increase profitability by driving savings to the bottom line
Who is SSC and why are we different?

Unique consultancy specialising in resin procurement.
- Focus on direct spend only not indirect like other consultants
- SSC Consult take the burden of the workload, helping your organisation, not creating extra work
- Act as an expert advisor to your own purchasing team

70+ years industry experience across multiple functions but primarily purchasing

Network of experts covering key thermoplastics:
- PE, PP, PS, EVA, PVC

Cover all industry sectors and applications.
- Packaging, consumer goods, medical, construction, agriculture, automotive, injection moulding, cast, blown and tenter film, blow moulding, extrusion, thermoforming.
Who is SSC and why are we different?

- Real-time knowledge of over 2 million tonnes resin pricing.
  - Vast network of industry contacts – processors, distributors, traders
  - Analyse all market drivers on a daily basis

- We are fully engaged throughout the process
  - Under strict confidentiality with our clients
  - Have no allegiance with any producers or traders
  - Invisible to your supply base
  - Work in the background to support your team
  - Provide bespoke recommendations not prescribed solutions

- Your partner in resin procurement
  - Established in 2010 we have never failed to save our clients money and ALWAYS more than our fees