

Special New Year's interview with the management of the Mill

A year full of challenges remains behind us. As 2020 is coming to an end and slowly summarizing the impressions of this seemingly unusual year, we bring you a short interview with our Mill's management.

Miloš Ljušić, general manager of Umka Board Mill



1. How would you evaluate Mill's business performance in 2020?

We all know that COVID 19 crisis marked 2020 and completely changed the world and changed the way we do business and communicate on a global scale.

We are satisfied with the way we have adapted to the new circumstances, both in cooperation with customers and deliveries, as well as in the organization of all processes in the Mill itself.

Throughout 2020, Mill operated at full capacity, in compliance with all prescribed health and protective measures. With the dedication of all employees, the planned production was achieved, and we can say that we are satisfied and that we are finishing the current business year successfully.

2. From your perspective, how do you envision will doing business look like in 2021?

I am convinced that during 2021, at least in its first half, business conditions will be similar to this year, and I sincerely hope that the world will completely overcome the pandemic and return to normal within the shortest possible time and with successful vaccine immunization. As before, Umka will adapt to the new circumstances, have stable production and shipping, as well as a ready response to all challenges.

3. What are the most important investments for the Mill in upcoming period?

In the next four years, Umka cardboard Mill intends to invest around 40 million euros in the modernization and improvement of the existing production technology, as well as in the systems for biological water purification. The goal of this investment cycle is further development of production capacities, while preserving the environment. In the first phase of the investment cycle, Mill will replace the complete section for forming a cardboard strip, rewinder and mass preparation line for the middle layer, as well as a detailed reconstruction of the coating batch and mass preparation line for the upper and lower layer. With the realization of the first phase of the investment cycle, Umka will, in addition to a significant increase in capacity, also get a significantly better quality of the finished product.

The main focus of the second phase is the protection of the environment through the improvement of wastewater quality and reduction of CO₂ emissions.

With the realization of the above-mentioned investments, Umka will produce weights in the range of 160-450 g / m², while the speed of the machine will increase to 600 m / min. It is expected that the daily production capacity will be around 620 tons, ie up to 220,000 tons per year, depending on the order structure.

The main partner and supplier for the investment is the Finnish company Valmet. Valmet is a global leader in the development and implementation of technologies, automation and services in the paper industry. Currently, Valmet has about 13,000 employees worldwide, and with a history of more than 200 years, it has significant references in its portfolio.

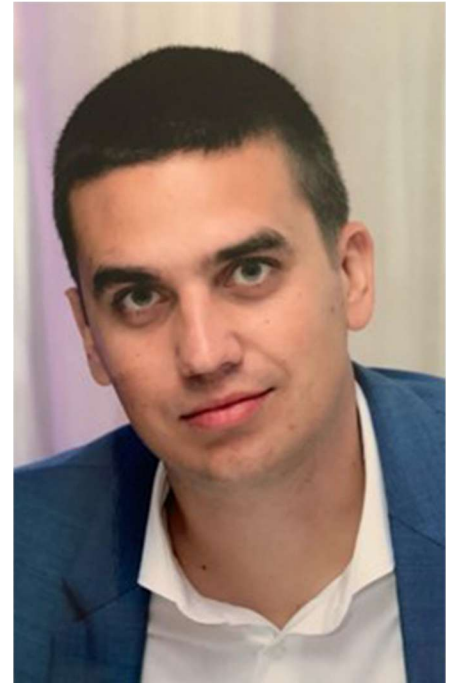
Nikola Pejović, sales director at Umka Board Mill

1. How the global Covid-19 pandemic has affected your export capabilities?

At the beginning of the pandemic that swept the world at high speed and caught most people unprepared, we faced a lot of difficulties in realizing our daily sales activities. We were faced with congestion at border crossings, lack of drivers, a shortage of available trucks and changes of border protocols. Like many challenges we have faced in the past years, we succeeded in overcoming all difficulties that 2020 brought to the market and to our company. I would like to express my gratitude to all colleagues in the supply and sales chain, enabling uninterrupted supply of all our customers around the globe.

2. Which markets did you export to during 2019?

In 2020, we achieved sales of 132.000 tons, 17% in the domestic market and 83% in export markets. We have sold our products in 34 markets across Europe, Asia, North America and Africa. I am glad that customers in Serbia and around the world recognize our quality, service and reliability as a supplier. At the same time, we always want to justify and respect the trust that our customers show us by choosing our cardboard.



3. What new products does Umka plan to introduce in the coming period?

With the realization of announced investment cycle 2020-2024, it will be possible to meet the growing demand for our products. We will increase our capacity, improve quality and expand the business of the Mill in the existing markets and potential new markets. In addition, we have identified the Liner segment as very important to us and we have decided to expand our portfolio with this investment and add cartons in the range of 160g-210g to our appreciated customers.

Dear Partners,

Whole team of Umka Cardboard Mill wish you a Merry Christmas and a Happy New Year!



If you have questions or inquires please contact us

SALES

Serbia and AP Kosovo, Slovenia, Croatia, Bosnia and Herzegovina,
Monte Negro and Northern Macedonia
+381 11 3602 651
+381 11 3602 653
Email: sasa.stipic@umka.rs

Hungary, Russia, Ukraine, Belarus, Baltic Countries
, Moldova and other EX Soviet countries
+ 381 11 3602 656
+381 11 3602 778
Email: filip.petricevic@umka.rs

Romania, Bulgaria, Greece, Turkey and Albania
+ 381 11 3602 654
+381 11 36 02 604
Email: sasa.krzman@umka.rs

Poland, Italy, France, United Kingdom, Spain
and Overseas Countries
+381 11 3602 650
+381 11 3602 717
Email: ivan.grujicic@umka.rs

Czech Republic, Slovakia, Germany, Austria, Belgium, Holland and Luxembourg
+381 11 36 02 655
+381 11 36 02 632
Email: david.savin@umka.rs

LOGISTICS

NATIONAL TRANSPORT

Srđan Gučevac 066/8615-358
Email: nacionalni.transport@kappastar.com

INTERNATIONAL TRANSPORT

Miloš Mijailović 060/7615-942
Email: internacionalni.transport@kappastar.com

Sincerely,

UMKA TEAM