



Happy Holidays

from **Rosti**

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Rosti

December | **2024**

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Reflections on 2024: A Year of Resilience and Opportunity for Rosti Group

As we approach the end of 2024, it's a good moment to reflect on how far Rosti Group has come since the beginning of the year.

I feel that the year has centred on adaptability, innovation and collaboration.

Coming into 2024 on the back of a challenging 2023, we remained focused on our growth strategy whilst also being mindful of the previous 12 months which saw volumes decline across the industry.

“We not only achieved but exceeded our goals in the medical sector securing several new contracts and further establishing ourselves as a key player in this space.”

The first half of 2024 was particularly strong for Rosti. We saw a significant improvement in market confidence and successfully picked up momentum. While many smaller competitors struggled to keep pace with the evolving market landscape, our ability to support customers early in their product development journey has proved vital.

Geopolitical events, such as the U.S. election, has led to uncertainties in some sectors and regions, not to mention questions being posed in markets such as China.

However, these challenges only underscore the importance of having a strong, global footprint. As a company with operations spanning Europe, North America, and Asia, we are well-positioned to help customers navigate these uncertain times. By focusing on what we do best — delivering quality, innovative, and sustainable injection moulding and contract manufacturing solutions.

Strengthening Our Medical Capabilities

Our investment in clean rooms and advanced medical manufacturing capabilities paid dividends in 2024. We not only achieved but exceeded our goals in the medical sector, securing several new contracts and further establishing ourselves as a key player in this space. I'm incredibly proud of our team's hard work in making this happen.

Driving Sustainability Forward

Sustainability remained at the forefront of our strategy. We've been proactive in supporting our customers' sustainability goals,

from using green materials to integrating recycling solutions. This commitment has resonated particularly well in Europe and Asia, where demand for environmentally conscious solutions is growing rapidly.

Enhancing Customer Collaboration

This year, we prioritised being more than just a contract manufacturing and injection moulding partner.

Through involvement in the early stages of product development, we help many customers optimise their designs ready for production and improve speed to market.

The feedback we received through our customer surveys has been the most positive in our history, reflecting the value of this approach

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Opportunities in 2025

As we look forward to 2025, I can see several key opportunities for Rosti Group.

A leading Sustainable Injection Moulding Partner

Our commitment to sustainability remains unwavering. Customers are increasingly seeking partners who can support them in achieving their sustainability objectives. While compliance will remain essential, we also aim to help our customers achieve their own ambitious sustainability targets.

This is an area where we can truly add value, through investment in innovative, energy efficient production processes, shortening

logistics loops and introducing green materials.

Rosti India Opening

The opening of Rosti India in 2025 marks a major step forward for our global operations, reinforcing our commitment to supporting customers worldwide.

India's dynamic and fast-growing market presents immense opportunities, and this expansion allows us to better serve existing and new customers with innovative plastic injection moulding capabilities, faster turnaround times, and closer proximity to key markets.

Driving Early-Stage Design and Development

A defining strength of Rosti Group in 2024 has been our ability to work closely with customers during the earliest stages of product design and development.

By embedding ourselves in these critical phases, we've been able to deliver unmatched value—helping customers bring their ideas to life more efficiently while ensuring superior outcomes.

Embracing the power of AI in helping us to identify and realise the potential of making our injection moulding processes more efficient is a key of focus for our business next year. Bringing together artificial intelligence with our experienced engineering teams will help us to continue to evolve how we support our customers. We envisage AI providing us with valuable insight and data in how to optimise our cutting-edge manufacturing

capabilities, improving cycle times and reducing waste.



This collaborative approach not only sets us apart but also positions us as a trusted partner in sectors, helping customers to reduce their costs and time to market whilst knowing their products are in a safe pair hands.

The Value of Our People

Across all regions and production facilities, our people remain at the heart of everything we do. Their expertise and commitment continue to drive our growth and supporting long term customer relationships time and time again.

Throughout 2024, we've continued to invest in our teams, providing opportunities for growth, learning, and collaboration. As the pace of technological change accelerates, the adaptability and ingenuity of our workforce have proven to be our most valuable assets.

Their commitment to continuous improvement and their ability to adapt to new challenges are the true foundation of our success, and we are confident that with their support, 2025 will be a year of unprecedented opportunity and achievement.



Supporting the *Medical Industry*:

Limiting **Time-to-Market** through Innovation Capabilities and **72-Hour Concept-to-Reality** Process

In the fast-paced world of medical device manufacturing, time to market is a decisive factor for success. The ability to design, manufacture, and deliver new medical devices at speed is crucial from the perspective of having an impact on patients, meeting regulatory requirements and the commercial success of a device.

Through our state-of-the-art Innovation Centres and unrivalled 72-hour concept-to-reality process, we collaborate with our medical customers to meet the critical

demands of speed, precision, and innovation.

The Importance of Time to Market

In the medical industry, prototyping and testing is essential to be able to iterate over multiple concepts, finding the right design without losing too much time. The swift and efficient introduction of new devices is essential to meet urgent healthcare needs. In an industry where innovation is a continuous focus, getting a product to market before competitors can offer a substantial

advantage, allowing businesses to capture market share and establish themselves as leaders in a particular field.

However, achieving a rapid time-to-market is not without challenges. Medical device manufacturers must navigate stringent regulatory requirements, ensure flawless production processes, and balance innovation with safety.

It is in addressing these challenges that our Innovation Centres play a crucial role, offering tailored support

and cutting-edge technology that enables our customers to bring their concepts to life efficiently and effectively.

Accelerating Development with Precision

Our investment in our Innovation Centres, combined with the wealth of engineering and product design experience, provides us with a strong foundation to collaborate with leading brands in the medical and pharmaceutical industry, to build long term contract manufacturing partnerships.

The centres are equipped with advanced technology that allows for rapid prototyping, testing, and analysis of medical devices, ensuring that design flaws are identified and resolved early in the process. We ensure that all products and components are production ready during the testing and validation stage, helping to further decrease time to market.

72-Hour Concept-to-Reality Process: Unrivalled Speed

Rosti Group's standout offering is its unparalleled 72-hour concept-to-reality process. In an industry where development cycles can often span months or even years, our ability to quickly turn a concept into a functional prototype is a strong support early on in the development stage.

The 72-hour process integrates rapid prototyping with injection moulding expertise, creating a seamless workflow that accelerates development. It enables us to test concepts in real-world scenarios, gather critical feedback, and make necessary adjustments almost in real-time. By significantly reducing the time between concept development and prototype testing, enabling medical device companies to meet market demands swiftly and confidently.

Supporting Regulatory Compliance and Precision Manufacturing

Precision and regulatory compliance are equally vital in medical device manufacturing. We ensure that our rapid development process adheres to the rigorous standards required for medical device manufacturing. From material selection to cleanroom production readiness, every aspect of the process is designed to meet the exacting standards set by global regulatory bodies.

Our commitment to quality is matched by our commitment to innovation. By leveraging decades of expertise and cutting-edge technology, we not only accelerate time-to-market but also ensures that each product is manufactured with the highest level of precision and safety.

Rosti Group Partners with **Axis Technology** to Identify 24% Energy Reduction Across **Global Sites**

Through our partnership with **Axis Technology**, renowned experts in energy efficiency and sustainability, Rosti Group have conducted a thorough **Energy Efficiency Assessment**, to help implement comprehensive energy-saving measures across our global footprint. This collaboration has led to us identifying opportunities to reduce energy consumption by 24%, demonstrating the effectiveness of targeted energy efficiency measures.

Independent Review and Energy Efficiency Analysis

Axis Technology was engaged to carry out a thorough review of energy use across Rosti's international sites. The independent analysis was designed to identify key opportunities for reducing energy consumption and improving overall efficiency. As part of this project, Rosti mapped out Site Energy Improvement Plans, resulting in energy-saving measures with the potential to reduce consumption by up to 25%.

Formation of a Community of Practice – Site Energy Leaders

An important element of this initiative was the establishment of a community of practice by appointing Site Energy Leaders. These leaders, responsible for each site's energy management, are tasked with overseeing the communication and implementation of the energy-saving strategies, as well as tracking their progress. This leadership network enables peer-to-peer learning, fostering the sharing of best practices and insights across Rosti's global footprint.

Site Energy Improvement Plans and Workshops

Following Axis Technology's in-depth assessments and data-gathering exercises, Site Energy Improvement Plans were developed for each location. These plans, which were presented in dedicated Site Energy Workshops, outline specific measures to be implemented in the coming months. The improvement plans are designed to increase efficiency while also allowing Rosti's sites to tailor approaches based on their individual operational needs.

Over 35 Projects Identified

In conjunction with Rosti's Sustainability team, Axis Technology has helped identify more than 35 improvement projects as part of the Site Energy Improvement Plans. These projects include both universal measures and site-specific initiatives tailored to operational demands.

Key projects include:

- Energy management systems
- Start/stop system optimisation to reduce idle consumption
- Air pressure monitoring for usage optimisation
- Temperature setting adjustments
- Heat recovery and cooling optimisation
- Motor and process optimisation
- Insulation upgrades
- Transformer efficiency improvements

One example is the Motor and Process Optimisation. By changing motors to a variable speed motor results in only using the exact amount of power required for a specific operation and therefore only the required energy consumption is used.

Site Energy Leaders will work closely with Managing Directors at each location to ensure the effective rollout of these projects. Regular reporting and feedback will play a crucial role in monitoring progress and ensuring that the energy-saving measures are delivering the desired results. This structured feedback loop will also contribute to further peer learning and the development of additional best practices.

"The efficiency of our operations across our global footprint has always been a key driver in Rosti, however when a fresh pair of expert eyes focus on one aspect like energy consumption, it reveals a totally different perspective. It is amazing to firstly identify and then see how a number of small projects can be combined to make a real difference for our Customers and Rosti's Sustainability ambitions" commented Ian Farquhar, Head of Sustainability, Rosti Group.



Rosti Asia's Strategic Expansion into India: Driving Growth in a Dynamic Market

In 2025, Rosti Group will open a new facility in Chennai, India, marking a major step in expanding our global presence. This new facility underscores our strategic commitment to growing operations across Asia and presents an exciting opportunity for our division and the wider Rosti Group. It will complement our existing Asian sites in China and Malaysia, enhancing our ability to support customers and meet the increasing demand in the region.

Long Term Partnership

The Rosti India facility has come about following the signing of a long-term cooperation agreement with a key customer from our Integrated Manufacturing division. The new facility marks a significant milestone in the company's strategic growth and offers our customers the same high levels of service that they have come to expect from Rosti.

Enhancing Services and Unlocking New Opportunities

We will initially employ 100 people at the new 3,000 sqm facility, with the workforce expected to grow to between 150 and 200 employees over the next two years. The site will also incorporate advanced manufacturing technologies, supported by our Digital Innovation

Lab. This lab streamlines the process of turning designs into reality, enabling prototypes in design-intent materials to be produced within 72 hours. As a result, customers will benefit from faster development cycles and more cost-effective solutions. Our Chennai facility will initially focus on high-precision plastic injection moulding and contract manufacturing services. As demand and requirements in the region grow, we plan to expand our capabilities accordingly to meet those evolving needs.

Commitment to Sustainability

Sustainability is at the heart of Rosti's operations worldwide, and our new India facility will adopt and implement the same principles that guide our group's sustainability strategy.

The site is being developed with energy-efficient technologies, including advanced machinery and smart building systems designed to minimise energy consumption and reduce our carbon footprint.

We are also committed to sourcing materials locally wherever possible, a practice that not only supports the local economy but also reduces the environmental impact of long-distance transportation.

A Step Forward for Rosti and Our Customers

This latest expansion aligns with our broader strategy to grow our presence in Asia. The opening of our Chennai facility reinforces the company's focus on providing convenient, responsive service to customers in the region through an expanded manufacturing footprint and cutting-edge technologies.



Location
Chennai, India



Total Employees
100 (increasing to 200 over 2 years)



Services
Precision moulding, Supply chain management, Contract manufacturing



Facilities / Square Footage
3000 sq meters



Machines/Tonnage
20 machines from 35-500 ton



Planned Certifications
ISO 9001, ISO 45001, EcoVadis



Smart Plastics and Embedded Electronics

Unlocking the Benefits of an Injection Moulding Partner

In a rapidly evolving world, where technology and materials science merge seamlessly, injection moulding of smart plastic components with embedded electronics is a game-changer. These innovative components combine the durability of plastic with advanced electronics, creating products that are lightweight, functional, and versatile.

For businesses aiming to leverage this technology, partnering with an expert injection moulding company is crucial. At Rosti Group, our Innovation Centres provide the tools, expertise, and infrastructure to transform ideas into functional, market-ready products.

Here, we'll explore the benefits of working with a trusted injection moulding partner and the future opportunities this technology presents.

Benefits of Working with a Plastic Injection Moulding Partner

Expertise and Specialised Knowledge

At Rosti Group, our expertise lies in understanding the complexities of integrating electronics into plastic components. From advanced material selection to process optimisation, we ensure the highest standards choosing suitable plastics that have the appropriate tolerances. We do this through prototyping and validation processes to ensure a product is ready to go into production immediately.

Streamlined Manufacturing

Our cutting-edge injection moulding capabilities allow us to provide contract manufacturing by combining electronics and plastic into one production process.

As a contract manufacturer, our customers benefit from managing fewer suppliers, and realise cost efficiency opportunities as there are fewer steps to the production process and assembly.

This all culminates into a faster time-to-market as our customers benefit from our unrivalled expertise and experience, accelerating production and lead times.

Design and Innovation Support

Our Innovation Centres specialise in design for manufacturability (DfM), ensuring your components are optimised for mass production without compromising functionality.

Whether you're creating touch-sensitive controls, embedded sensors, or aesthetic enhancements, we provide the tools and expertise needed for innovative designs.

Future Developments in Smart Components

As the demand for smart products grows, the potential for embedded electronics in injection moulding continues to expand. We're at the forefront of this evolution, leveraging our Innovation Centres to stay ahead of industry trends and help our customers design for the future.

The future lies in materials that enhance product performance while being eco-friendly. We're constantly exploring recycled and bio-based plastics to support sustainability goals.

With advancements in microelectronics, embedding smaller, more powerful sensors and circuits into plastic components opens up new possibilities. Our expertise and range of moulding capabilities allows us to support you to create compact products.

Our focus on sustainability goes beyond materials. We incorporate energy-efficient processes and innovations in waste reduction to support our customers' environmental objectives.

The rise of smart devices has created demand for IoT-ready components. Rosti Group is uniquely positioned to support this market shift, integrating sensors and connectivity features into components that enable real-time data collection and advanced analytics.

Our Innovation Centres provide state-of-the-art facilities for product development and testing. This allows our customers to refine their designs with confidence, reducing risks and ensuring successful launches.

By partnering with Rosti Group, you gain access to a world of expertise, innovation, and reliability that positions your business for success in an increasingly competitive marketplace.

Rosti Group's Partnership with Global Energy Storage Leader in E-Mobility Solutions for Large Vehicles

In 2017, Rosti Group embarked on a strategic partnership with a German energy storage company focused on advancing e-mobility solutions for large vehicles such as buses, coaches, and heavy goods vehicles (HGVs).

Recognising the customer's ambition to revolutionise energy storage within these markets, Rosti supported the customer as their global plastic injection moulding partner, aiding product development and bringing the product to market.

This collaboration has since expanded across continents, with Rosti's North American division now playing a crucial role in supporting continued innovation and production.

Developing Battery Storage for E-Mobility

The customer's initial focus was on developing a high-performance, multi-cell carrier system that met stringent industry standards, including temperature resilience, vibration resistance, and fire

retardancy. This product required not only durable and reliable materials but also the precise expertise to optimise the design for manufacturability.

We worked closely with the customer's design team to refine the product design, ensuring it was not only functional but also scalable for high-volume production. Material selection was also an integral part to this which saw us engage a resin specialist and collaborated with the customer to find materials that met all regulatory and operational requirements.

Experienced Plastic Injection Moulding Partner

Rosti invested significant time and resources in product design reviews and enhancements to ensure the multi-cell carrier system was both innovative and ready for scalable production.

As the demand for the energy storage systems grew globally, the partnership required scalability. Rosti deployed a Production

Transfer team to ensure seamless transfer of manufacturing processes to North America. Duplicate tools were produced, allowing for consistent production across continents with the same high-quality standards.

The partnership's success has propelled the customer to a leading position, supplying major heavy goods vehicle manufacturers worldwide. The expansion into North American production has provided increased capacity and a responsive, local supply chain that strengthens customer support across two major markets.

Building on the success of the multi-cell carrier system, Rosti is now collaborating with the customer on new product development, specifically a next-generation battery cell carrier system for the automotive market. This ongoing work highlights Rosti's role as a long-term partner in the e-mobility sector, supporting the customer's evolving technology and growth strategies.



Successful Production Transfer for a Global Consumer Goods Packaging Client

A global leader in the consumer goods packaging industry approached Rosti Group for support with a production transfer requirement. Following performance issues with an existing supplier, they needed a reliable partner to ensure uninterrupted production of plastic injection moulded components for their packaging solutions. After a comprehensive evaluation, Rosti are now in the process of facilitating the relocation of 40 parts to ensure continued supply and service to their customers.

Multi-site Injection Moulding

Our Production Transfer Team is successfully relocating the production of the components across two injection moulding facilities, maintaining continuity and minimising supply chain disruption. We are delivering the project end-to-end, managing project timelines, costs, and quality across two sites, while also reducing the client's need to manage multiple suppliers.

Production Transfer Process

Our Project Management and Production Transfer Team worked closely with the client to tailor a comprehensive production transfer plan. Key steps included:

- 1. Component Audit & Analysis: An in-depth audit to fully understand each product's requirements, assessing tool configuration, machine compatibility, and material specifications. This was essential for developing a robust transfer strategy and risk mitigation plan.
- 2. Detailed Transfer Plan: Based on our findings, we developed a detailed transfer roadmap. This plan established clear timelines and project milestones, ensuring the transfer would proceed in an organised, phased approach across two Rosti production sites.
- 3. Production Continuity: Relocating to two sites allowed us to split production, providing an added layer of protection. This approach reduced potential

production bottlenecks and cost while offering the client dual-site flexibility in case of unforeseen supply disruptions.

By consolidating production with Rosti, the client now manages fewer suppliers, easing administrative burdens and enhancing production efficiency.

Through our technical expertise and strong project management, Rosti is delivering a complex production transfer. By partnering with Rosti, our customer has achieved secure, efficient, and cost-effective production, ensuring they can meet customer demands.



Wishing you all a very happy holiday from us all at Rosti



Rosti Group. Big enough to cope. Small enough to care.

We would love to hear from you:  www.rosti.com  Rosti Group