

| Value proposition / Criteria   | Weight   | Shrink film score 1-5 | Shrink film score Result | Stretch film score 1-5 | Stretch film score Result |
|--|----------|-----------------------|--------------------------|------------------------|---------------------------|
| <b>Packaging quality</b><br>Always 100% sealed<br>Package uniformity (process stability/repackaging)<br>Smooth surface / Branding (nice feeling)<br>Easy to open film<br>Disposal of film (weight, volume, softness)                       | 20%      | 3                     | 0,6                      | 5                      | 1                         |
| <b>Capacity/output</b>   | 5%       | 3                     | 0,15                     | 3                      | 0,15                      |
| <b>Reliability and availability</b><br>Fire risk<br>Up-time (stability including cleaning, stoppage due to inspection...)<br>Cleaning<br>Exchange of wearing parts (frequency and speed)<br>Film change (numbers and man hour (down time)) | 5%       | 3                     | 0,15                     | 4                      | 0,2                       |
| <b>User friendliness</b>   | 5%       | 2                     | 0,1                      | 4                      | 0,2                       |
| <b>Product flexibility</b><br>More film rolls (several Brands)<br>Handling of variation in product height<br>Handling of variation in product width<br>Handling of variation in product length   | 0%<br>0% | 0<br>3                | 0                        | 0<br>3                 | 0                         |
| <b>Cost (ROI + price per package)</b><br>Energy consumption<br>Investment amortized<br>Film consumption<br>Fire risk (insurance price)<br>Operation and maintenance (man hours (film change..)+wearing parts)                              | 20%      | 3                     | 0,6                      | 4                      | 0,8                       |
| <b>Automatic process</b>   | 5%       | 4                     | 0,2                      | 4                      | 0,2                       |
| <b>Load stability</b><br>Holding forces<br>Friction / pallet stability   | 5%       | 2                     | 0,1                      | 3                      | 0,15                      |
| <b>Internal environmental impact</b><br>Noise<br>Odour<br>Heat<br>Safety   | 15%      | 2                     | 0,3                      | 5                      | 0,75                      |
| <b>External environmental impact</b><br>Energy consumption (CO2 emission)<br>Disposal of film (weight and volume)  | 5%       | 1                     | 0,05                     | 5                      | 0,25                      |
| <b>Safety / risk (fire)</b>  | 10%      | 2                     | 0,2                      | 4                      | 0,4                       |
| <b>Total</b>   | 100%     |                       | 2,6                      |                        | 4,35                      |