



www.morgancoat.co.za



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Executive Summary

Morgancoat is a privately owned manufacturer of self-adhesive label stock, also known as pressure sensitive label material. The company, headquartered in Durban, has become one of the leading suppliers to Southern African label printers, competing confidently alongside International importers.

Be it a barcode label, a full-colour printed label or even a scale label, there is a good chance that the labels you see every day started life in our factory.

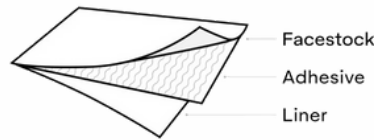


What we do

Label Stock consists of three layers: facestock, adhesive and release liner.

Our process assembles a wide range of these materials together, depending on the technical requirements and application conditions. This finished product, in reel form, is then warehoused in expectation of orders.

Our Process



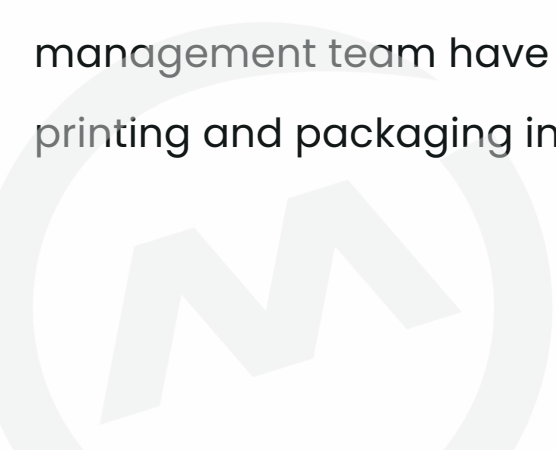
COATING

The slitting machines convert and cut the master rolls into various lengths and widths as specified by the customer for their specific job.

SLITTING

Morgancoat applies acrylic and hotmelt pressure-sensitive adhesives to a wide range of label substrates for varying applications and packaging/storage conditions.

Our state of the art smart factory in Durban has multiple converting lines with a significant capacity in reserve. We purchase and convert quality raw materials from international flag-ship mills. Our sales and management team have many years of industry experience in the printing and packaging industry.



Value Creation

- **Local manufacture** competing against imported materials
- **Black Empowerment** –
BBBEE Level 3 against non-compliant multi-national competitors
- Effective, motivated and experienced management team
engaged in the business 24/7 with proven technical expertise.
Flat management structure and lean team.
- Ample capacity to double volumes.
- Stable staff complement – no absenteeism and effective skills retention.
- **Second facility** to provide contingency. and ensure continuous supply in challenging economic conditions.
- In-house QA system
- Organisational agility – entrepreneurial culture. Hands on approach of senior management facilitates rapid response times and adaptability.

Reporting & Risk Management

Accurate and reliable reporting is key to Morgancoat's success. The operating system, known as TOM, is designed in-house and ensures that key business metrics are recorded accurately and in real time. TOM system allows for complete traceability throughout the supply chain. The system tracks and documents all raw materials and finished goods throughout our manufacturing process.

Sustainability

Sustainability is always at the forefront of our decisions and we remain committed to supporting industry as European trends filter into our industry.

FSC – Sustainable and responsible Forestry



The mark of
responsible forestry
FSC® C161245

We are a proud member and certified FSC certificate holder, ensuring the chain-of-custody of all paper products that are imported and are sustainability forested, allowing the consumer to purchase packaging that is responsibly sourced.

Recyclability Initiatives



Morgancoat is a registered member of eWASA, an industry PRO for paper and packaging, who are responsible for managing and driving recycling initiatives for all paper products in the supply chain.



Carbon Footprint Reduction

As it stands, Morgancoat has a grid-tied solar array which currently contributes almost 50% of our energy needs.

We harvest our water where possible, recycle our food waste as well as all cardboard and plastics.

Replacement of paper/ plastic packaging – Multi-layer

We are currently working on a long term project with the intent to considerably reduce our waste-to-landfill and our carbon footprint.

From a product development perspective we have developed, and are constantly working on, fit-for-purpose products that support the drive towards being carbon neutral.





Inspired by the evolution of on-demand shopping trends during the COVID lockdowns, in 2022 Morgancoat launched we launched an on-demand delivery service, **Morgancat Express**, which services Cape Town and the surrounding areas.

Through this innovative and unique offering customers can expect same day deliveries of pre-made label stock within 4-6 hours of placing an order on our MC Express website or using our mobile app.

The MC Express online catalogue constantly updates to show what's available in real time at the Cape Town warehouse.



Our Culture

People are our passion – employees, suppliers and customers alike. Morgancoat strives to improve the quality of life of our employees and has fostered a culture of health and happiness. We have a fully functional kitchen with an amazing hospitality team who look after our staff and visitors. We provide all employees with breakfast, a tea-time snack and lunch daily – which we all share together in the canteen. We have an on-site gym, and we offer medical insurance – all these benefits are at no cost to the employee.





Meet the Board



Marc Black

Managing Director



Brendon Toontas

Sales Director



Barbara Grantham

Director



Modula Mofolo

Director



SUMMERPLACE

EQUITY PARTNERS



Meet the team



Rohan Osborn

Financial Manager



Tom van den Bon

Executive R&D



Rowan Vincent

Factory Manager



Claire Macartney

Executive Assistant



Erica McDonald

Compliance Manager



Evangeline Reddy

**Operations and
Internal Sales**



Qunicy Thipe

**Sales Executive
Johannesburg**



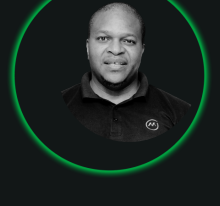
Kelvin van Heerden

**Sales Executive/Operations
Cape Town**



Jonothan Bestel

**Sales Executive
Durban**



Sfiso Mthiya

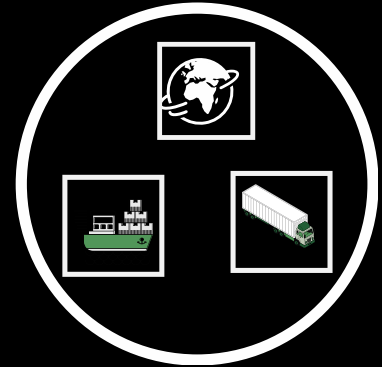
Hospitality Manager



Where does Morgancoat fit into the supply chain?

RAW MATERIALS

Raw Materials
(paper/film/adhesive)
are sourced globally
and imported



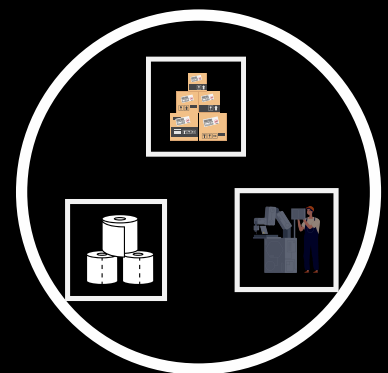
MORGANCOAT

Morgancoat manufactures
pressure-sensitive
label material through
a coating and laminating
process



LABEL PRINTERS

The label printer prints &
die cuts the material into
smaller rolls



BRAND OWNER/END USER

Converted rolls of labels
supplied to the brand
owner/end-user for
application onto the product

