

# Annual Accounts 2012



March 18, 2013

# Agenda

**1**    **Our Business**

**2**    **Strategy**

**3**    **Financials**

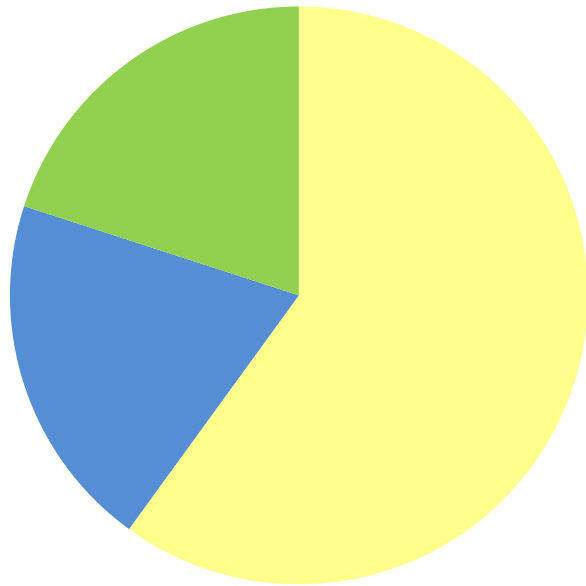
**4**    **Outlook 2013**

# At a Glance

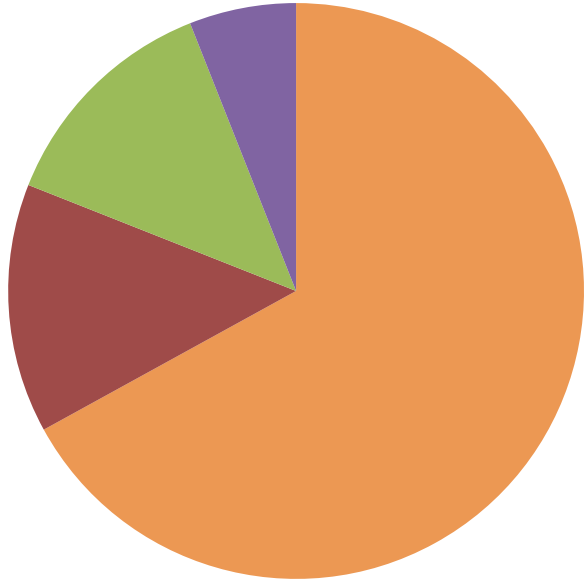


- We are among the leading flexible packaging groups
- We serve international customers in the food, pet food, pharma and beverage industries
- Our more than 7000 employees in over 50 Group companies in 20 countries provide innovative packaging solutions on a global basis

# Business and Regional Portfolio\*



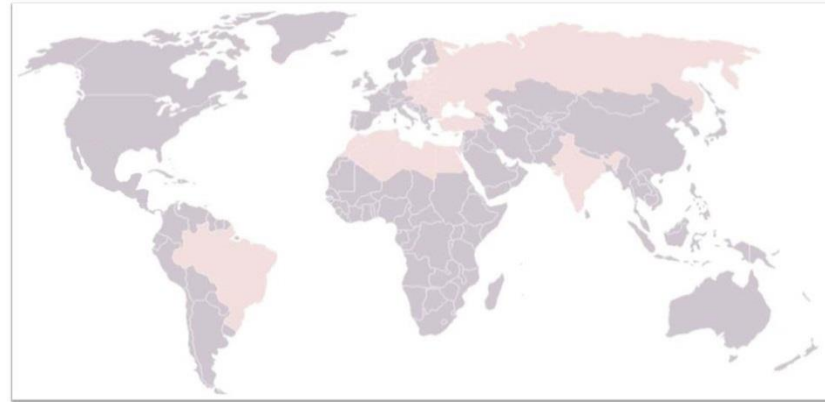
Food	60%
Pharma	20%
Labels	20%



Western Europe	67%
CEE	14%
Americas	13%
ROW	6%

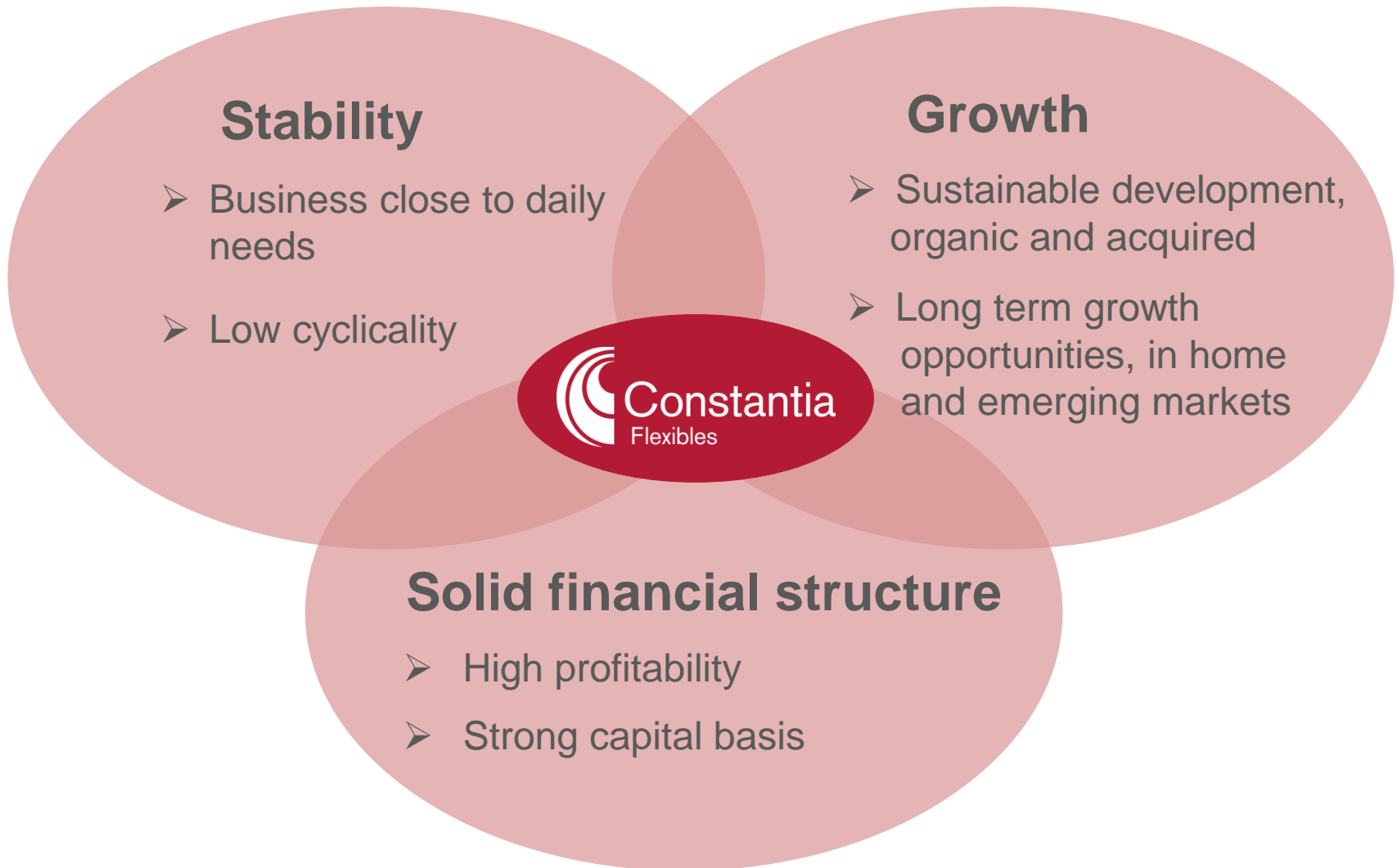
% of sales 2012

# Strategy



- **Securing and strengthening of market position in Europe**  
by
    - Innovation
    - Cost - efficient production facilities and processes
    - Professional customer management
  - **Expansion into growth markets**  
for
    - Long term sustainable growth
    - Realizing market synergies with multinational large customers
- ➔ Following our customers from one of the leading European to a strong global player**

# An Attractive Combination



➔ **Solid financial structure as basis of success**

# Key Figures\*

## Constantia Flexibles Group GmbH

in EUR m	2011 „as if“	2012** „as if“	Change
Sales	1,213	1,314	+ 8%
EBITDA	170	188	+ 10%
EBITDA margin	14.0%	14.3%	-
EBIT	93	106	+ 14%
EBIT margin	7.7%	8.1%	-
Employees (year end)	5,356	5,452	+ 2%

\* Due to the focusing of the Group on core businesses in the previous years the financial information for 2011 in order to improve comparability was prepared on the assumption, as if the Group of Constantia Flexibles in its present form had started to exist as of January 1, 2011 („as- if“ basis) and adjusted for non recurring items.

\*\* Earnings adjusted by € 5.2 m non-recurring items from acquisitions.

- ➔ Sales growth due to acquisitions and higher volumes sold
- ➔ Earnings growth due to improved product portfolio and efficiency

# Highlights 2012

- **Sales growth 8%**
  - Organic 4.5%, from acquisitions 3.5%
  - Higher growth in North America and Middle East/Africa
- **EBITDA rises by 10% to € 188 m**
  - Improved margins through optimizations in purchasing
  - Product optimizations and efficiency increases
- **Return on Capital Employed increases to 15.6%**
  - Capacity utilization > 90%
  - Optimization of capital employed
  - Investments 42% of EBITDA
- **Successful integration of ASAŞ, Turkey**

➔ **Record sales with high profitability**



# Market and Business Development

## Food

- Stable market development in Western Europe, growth in Eastern Europe, Asia, Latin America
- Business development according to plan
- Growth due to acquisition of Asaş, Turkey and successful development of core products in North America.

## Pharma

- Consolidation of the pharma industry, trend towards participation in biotech companies
- Business development according to plan, volume growth
- Growth from positive development of core products in Latin America and Eastern Europe.

## Labels

- Consolidation of the beverage, esp. the brewery industry
- New customers in the brewery sector in Middle East and Africa
- Business development according to plan
- Growth from very positive development of In-Mould Labels in USA and in Europe as well as with paper and self-adhesives

➔ **Ambitious targets could be reached, business development according to plan**

# Key Figures

## Segments

EUR m	Food			Pharma			Labels		
	2011	2012	Change	2011	2012	Change	2011	2012	Change
Sales*	754	834	+11%	262	269	+3%	265	282	+7%
EBIT	48	57	+17%	23	28	+21%	29	37	+29%
EBIT margin	6.4%	6.8%	-	8.9%	10.4%	-	10.8%	13.1%	-

\* including consolidation effects

# Income Statement\*

EUR m	2011	2012**	△ in %
<b>Sales</b>	<b>1,213</b>	<b>1,314</b>	<b>+ 8</b>
Other operating income	13	20	
Cost of materials (incl. changes in inventory)	687	737	
Personnel expenses	246	269	
Other operating expenses	123	140	
<b>EBITDA</b>	<b>170</b>	<b>188</b>	<b>+ 10</b>
<b>EBITDA margin</b>	<b>14.0%</b>	<b>14.3%</b>	
Depreciation	77	81	
<b>EBIT</b>	<b>93</b>	<b>106</b>	<b>+14</b>
<b>Financial result</b>	<b>(21)</b>	<b>(23)</b>	
<b>Taxes</b>	<b>(15)</b>	<b>(22)</b>	
<b>Net income after tax</b>	<b>58</b>	<b>62</b>	

## ➔ High profitability due to growth and efficiency improvement

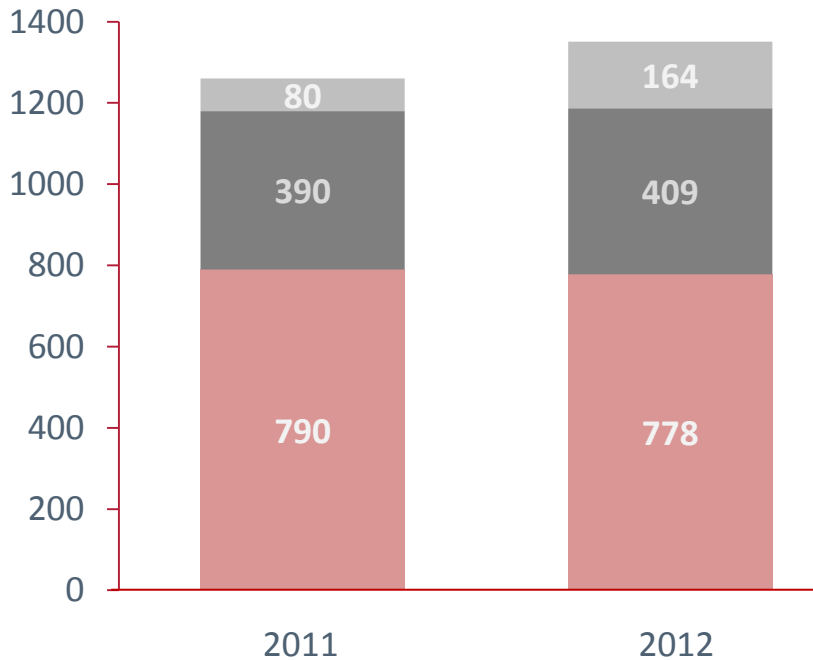
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# Balance sheet structure\*

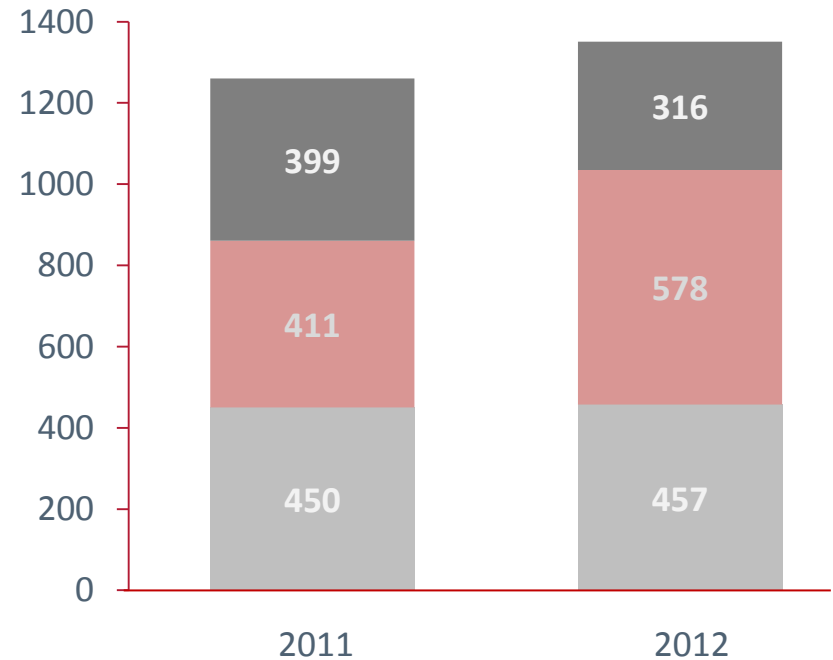
## Assets

- Cash
- Current assets
- Non-current assets



## Equity and liabilities

- Equity
- Current financial liabilities
- Non-current financial liabilities



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# Financial key figures \*

EUR m	2011	2012
Equity ratio	36%	34%
Net debt / EBITDA	2.1	1.6
Gearing	79%	65%
EBITDA margin	14.0%	14.3%
Cashflow from operating activities in % of sales	7%	11%
ROCE	14.3%	15.6%

## ➔ Solid financial basis

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# Outlook 2013

- Focus on increased market presence in growth regions and Group integration
- Sound business development to – date, further positive development expected