

# FACTSHEET H1 2019

## ABOUT NAMPAK

We are Africa's largest diversified packaging manufacturer, with operations in 11 African countries as well as in the United Kingdom and Ireland. We offer packaging products across the substrates of metal, glass, paper and plastics.

We are a market leader in the supply of beverage cans in South Africa and Angola, a major supplier of beverage cans in Nigeria and a leading supplier of plastic bottles to the dairy industry in the United Kingdom.

We mainly operate in South Africa where we have 25 operations, contributing 44% of trading profit, while our rest of Africa and Europe operations contribute 66% and 0.3% of trading profit from 18 and 8 operations respectively.

The group participates in extensive collection and recycling initiatives and continues to invest significant time and resources in the development of more sustainable products.

Our world-class research and development facility based in Cape Town provides technical and product development support to our businesses, as well as to our customers.

We have been listed on the JSE Limited (Johannesburg Stock Exchange) under the symbol NPK since 1969.

## STRATEGY

### Unlock further value from base business

- › Active portfolio management, including possible divestitures
- › Stringent cost management
- › Working capital management
- › Business process improvement
  - » **Buy better** — streamline procurement process
  - » **Make better** — operational excellence, safety and efficiency
  - » **Sell better** — margin expansion, customer portfolio management
- › Invest to compete

### Accelerate African growth

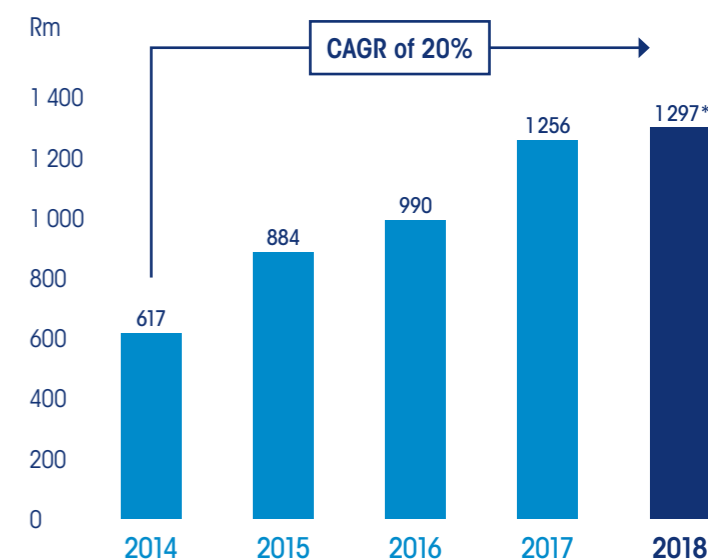
- › Growth through greenfield investment and acquisitions
- › Growth at reasonable and sustainable return
- › Partner with major multinational customers
- › Sensibly manage and grow presence in current jurisdictions
  - » Consolidating manufacturing operations where necessitated
  - » Creating regional hubs and export opportunities to neighbouring countries where standalone markets not justified
  - » Diversifying manufacturing in line with market requirements
- › World-class manufacturing facilities

## FINANCIAL PERFORMANCE

Rm	H1 2019	H1 2018	%Δ
Market cap*	<b>7 234</b>	9 799	-26
Revenue	<b>8 454</b>	8 845	-4
Operating profit	<b>902</b>	1 043	-14
EPS (cents)	<b>127.1</b>	129.4	-2
HEPS (cents)	<b>119.7</b>	132.0	-9
ROE	<b>16.5</b>	17.2	-4
Employees	<b>5 641</b>	5 986	-6

The financial results above are for half years 31 March 2019 and 31 March 2018.  
\* Based on year-end closing market prices on 29 March 2019 and 30 March 2018.

## REST OF AFRICA TRADING PROFIT



\* An increase of 3% from 2017.

## INVESTMENT PROPOSITION

### Solid foundation business

- › Strong cash flow from base business
- › Offer packaging **across the major substrates** (metal, paper and plastic)
- › Number one supplier of beverage cans in Africa
- › Managed through a two-pronged strategy
  - » Unlock further value from base business
  - » Accelerate growth in the rest of Africa

### Compelling African growth story

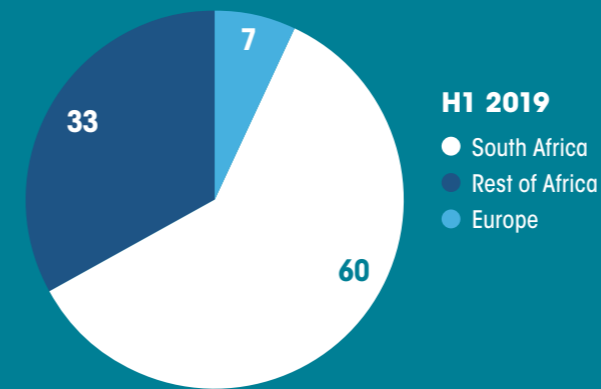
- › **Africa's largest packaging manufacturer** with operations in South Africa and 10 countries in the rest of Africa
- › Strong project pipeline to capture further **growth opportunity** in the rest of Africa
- › Strong relationships with multinational corporates reduces market risk and enhances growth prospects
- › First mover advantage in key African markets

## WE ARE LISTED ON THE FOLLOWING INDICES:

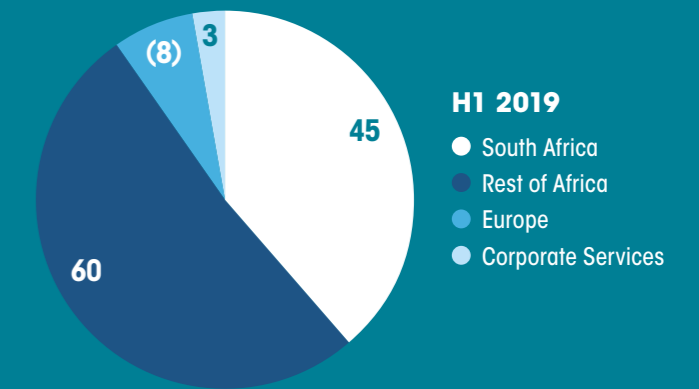
# BUSINESS ACTIVITIES AND 2018 CONTRIBUTIONS



REVENUE (GEOGRAPHICAL) (%)



TRADING PROFIT (GEOGRAPHICAL) (%)



## Metals

Group Executives:  
Erik Smuts – Bevcan  
Christiaan Burmeister – DivFood

### South Africa

#### Bevcan

Preferred beverage can manufacturer in SSA. Maker of cans for alcoholic and carbonated soft drinks; fruit and vegetable juices. Shapes and sizes:

**Regular** – 330ml, 440ml and 500ml;  
**Slimline** – 200ml, 250ml and 275ml; and  
**Slender** – 300ml and 330ml.

#### DivFood

Leading food and diversified can supplier in South Africa. Maker of two-piece and three-piece food cans, plain and lacquered ends, full aperture ends and easy-open and peel-off ends. Also makes aluminium and tinplate aerosols and cans for polish, fuels and lubricants.

### Rest of Africa

#### Bevcan

Manufacturer of beverage cans in Angola and Nigeria

#### General Metal Packaging

Supplier of three-piece cans, general line cans, tinplate aerosol cans and metal crowns in Nigeria, Kenya, Tanzania, Zambia and Zimbabwe

## Plastics

Managing Director:  
Clinton Farndell

### South Africa

#### Liquid Packaging

Supplier of plastic products to the alcoholic and non-alcoholic beverage markets; chemical industry; household detergents; and food sectors. Products include mono-layer HDPE bottles, HDPE jars, PET bottles for the fruit juice, dairy and water industries. Also makes paper cartons for sorghum beer and extended shelf life milk.

Maker of drums for the chemicals and agrochemical markets.

#### Closures and Tubes

**Closures – plastics:** Maker of specialised plastic closures designed and engineered to achieve maximum product integrity and filling line efficiencies.

**Closures – metal:** Maker of a high quality range of metal lids, metal caps and metal closures, supplied to the processed foods, sauces, baby foods, wine and spirits, carbonated soft drinks, cordials and concentrates markets.

**Tubes:** Maker of thin-wall, injection-moulded, high-quality tubes.

Maker of crates for the brewing, dairy, bread and agriculture sectors.

### Rest of Africa

Manufacturer of PET bottles and jars, HDPE bottles, closures, caps, crates and drums in Ethiopia and Zimbabwe.

## Plastics

Managing Director:  
Arnold Mitterer

### Europe

Major supplier of plastic bottles to the UK dairy industry. We also supply juice bottles.

## Paper

### Rest of Africa

Maker of self-opening bags, cigarette and food cartons, sorghum beer cartons and corrugated boxes for Kenya, Malawi, Nigeria, Zambia and Zimbabwe.

## Glass

(DISCONTINUED OPERATION)

Group Executive:  
Rob Morris

### South Africa

Maker of returnable and non-returnable glass bottles for the beverage and food industry in South Africa, i.e. wine, carbonated soft drinks, flavoured alcoholic beverages, spirits, beer and processed foods. Product size range from 250ml to 1.5ℓ.

	Metals	Plastics	Paper	Glass (DISCONTINUED OPERATION)
Group revenue contribution (Rm)	5 543	2 297	614	764
Group trading profit contribution (Rm)*	725	114	94	89
Margin (%)	13.1	5.0	15.3	11.6
Number of employees	3 078	1 794	585	441

\* 2% of trading profit is from Corporate Services.

## INVESTOR RELATIONS CONTACT

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