

# FACTSHEET H1 2020

## ABOUT NAMPAK

**We are Africa's largest diversified packaging manufacturer, with operations in 11 African countries. We offer packaging products across the substrates of metal, paper and plastics.**

We are a market leader in the supply of beverage cans in South Africa and Angola, and a major supplier of beverage cans in Nigeria.

We mainly operate in South Africa where we have 22 operations, contributing 37% of trading profit, while our rest of Africa operations contribute 77% of trading profit from 17 operations and corporate services account for -14% of trading profit.

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

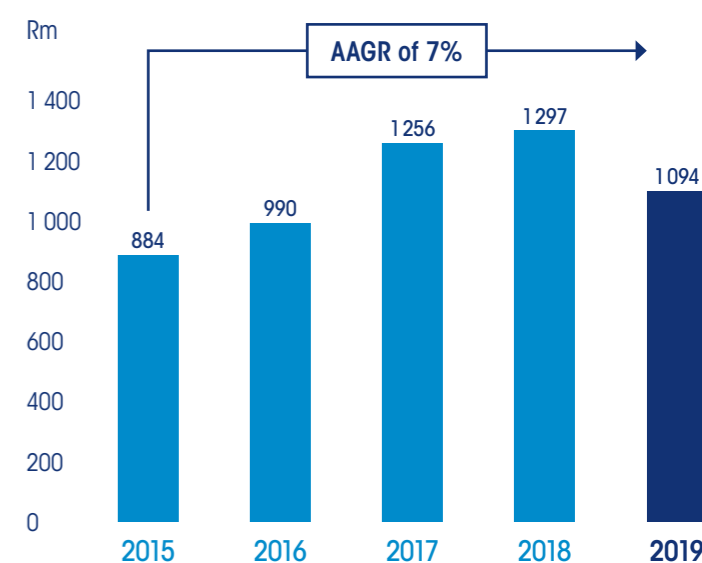
Our world-class research and development facility based in Cape Town provides technical and product development support to our businesses, as well as to our customers.

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

## FINANCIAL PERFORMANCE

Rm	H1 2020	H1 2019	%Δ
Revenue	<b>6 519</b>	7 882	(17)
Trading profit	<b>633</b>	1 032	(39)
Operating profit	<b>287</b>	894	(68)
EPS (cents)	<b>(408.9)</b>	137.4	(>100)
HEPS (cents)	<b>7.0</b>	130	(95)
ROE (%)	<b>(43.8)</b>	17.6	(>100)

## REST OF AFRICA TRADING PROFIT



## 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

- › World-class manufacturing facilities
- › 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
- › Partner with major multinational customers
- › Growth at reasonable and sustainable return
- › Growth through greenfield investment and acquisitions

## 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
- › First mover advantage in key African markets
- › Strong relationships with multinational corporates reduces market risk and enhances growth prospects
- › Strong project pipeline to capture further growth opportunity in the rest of Africa

## WE ARE LISTED ON THE FOLLOWING INDICES:

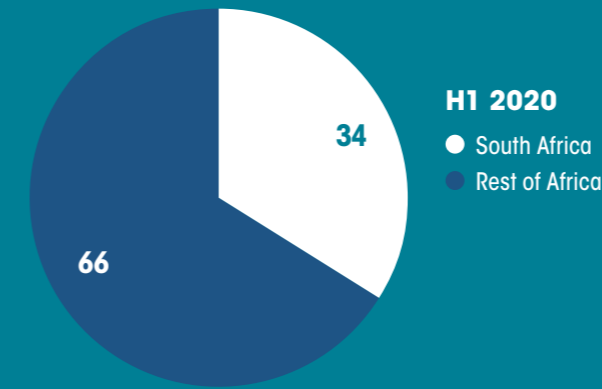
1 SHARIAH ALL SHARE

2 SA INDUSTRIALS

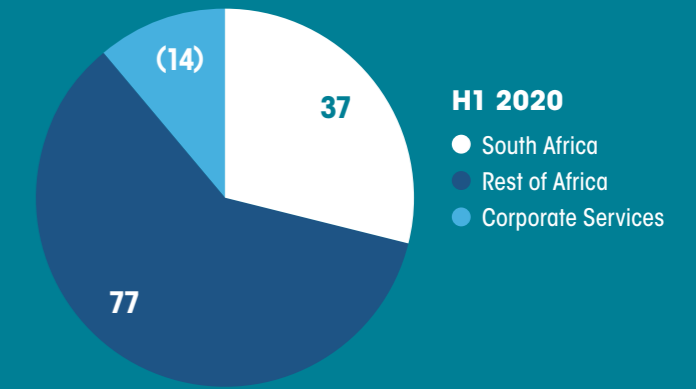
# BUSINESS ACTIVITIES AND H1 2020 CONTRIBUTIONS



REVENUE (GEOGRAPHICAL) (%)



TRADING PROFIT (GEOGRAPHICAL) (%)



## Metals

Group Executives:  
Henk Nel – Bevcan  
Christiaan Burmeister – DivFood

### South Africa

#### Bevcan

Preferred beverage can manufacturer in SSA. Maker of aluminium beverage cans and ends for the alcoholic, carbonated soft drink, fruit juice, energy drink, vegetable juice and ice tea markets.

Shapes and sizes:

**Regular** – 330ml, 440ml and 500ml;  
**Slimline** – 200ml and 250ml;  
**Slender** – 300ml and 330ml; and  
**Ends** – 200 and 202 diameter.

#### DivFood

Leading food and diversified can supplier in South Africa. Maker of two- and three-piece food cans, food components, easy opening ends, aluminium peel-off ends, monobloc aluminium aerosols, tinplate plain, lacquered and decorated aerosol cans, Shoe and floor polish cans, paint cans and paint can components as well as pails/drums.

### Rest of Africa

#### Bevcan

Manufacturer of beverage cans in Angola and Nigeria

#### General Metal Packaging

The rest of Africa general metal packaging includes food tinplate cans for the fruit, vegetable and milk markets, crowns for the beverage

market and diversified tinplate cans for various markets. The operations are based in Kenya, Nigeria, Tanzania, Zambia and Zimbabwe.

## Paper

Group Executive:  
Quinton Swart – Paper and Eastern Africa

### Rest of Africa

Maker of self opening bags, tobacco cases, tobacco wrap, corrugated cartons, folding boxes, conical cartons, tea sacks and paper sacks.

## Plastics

Group Executive:  
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.

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.

**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.

	Metals	Plastics	Paper	Group Total
Group revenue contribution (Rm)	4 553	1 438	528	6 519
Group trading profit contribution (Rm)*	429	157	133	719
Group revenue contribution (%)	70	22	8	
Group trading profit contribution (%)*	68	25	21	
Contribution margin (%)	9.4	10.9	25.2	
Number of employees	2 932	1 366	577	

\*(14%) Corporate services

## INVESTOR RELATIONS CONTACT

**Nondyebo Mqulwana**  
Group Investor Relations and  
Corporate Communications Manager

nondyebo.mqulwana@nampak.com  
Tel: +27 11 719 6300  
www.nampak.com