

# Nampak Tissue

# Nampak Tissue Footprint

## RECYCLING



Pretoria  
Johannesburg  
Durban  
Cape Town

## PAPER MILLS



Johannesburg  
Durban  
Cape Town

## CONVERTING



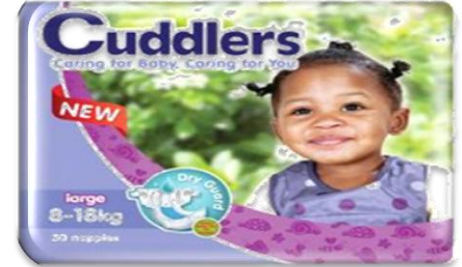
Pretoria  
Cape Town  
Pietermaritzburg

## SANCELLA



Johannesburg

# Passionately African, Advancing Hygiene to All



# Tissue Business and Categories

## Consumer Paper

46%

1 Ply  
2Ply  
Facial  
Kitchen Towel  
Serviettes

## Sancella (JV)

23%

Diaper  
Fempro  
Inco

## Consumer H & L

3%

Foil  
Wraps  
Plates

## Away From Home

20%

Paper products, Towels, Wipes & Dispensers

## Additional Sales

8%

Recycling and Flat Grades



**Nampak**  
packaging excellence

# Key Strengths

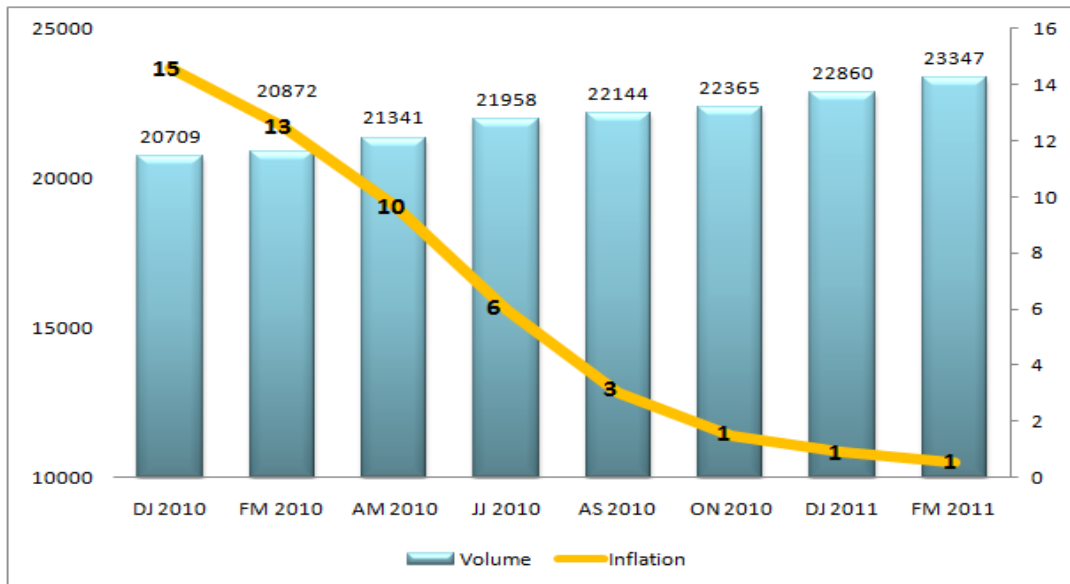
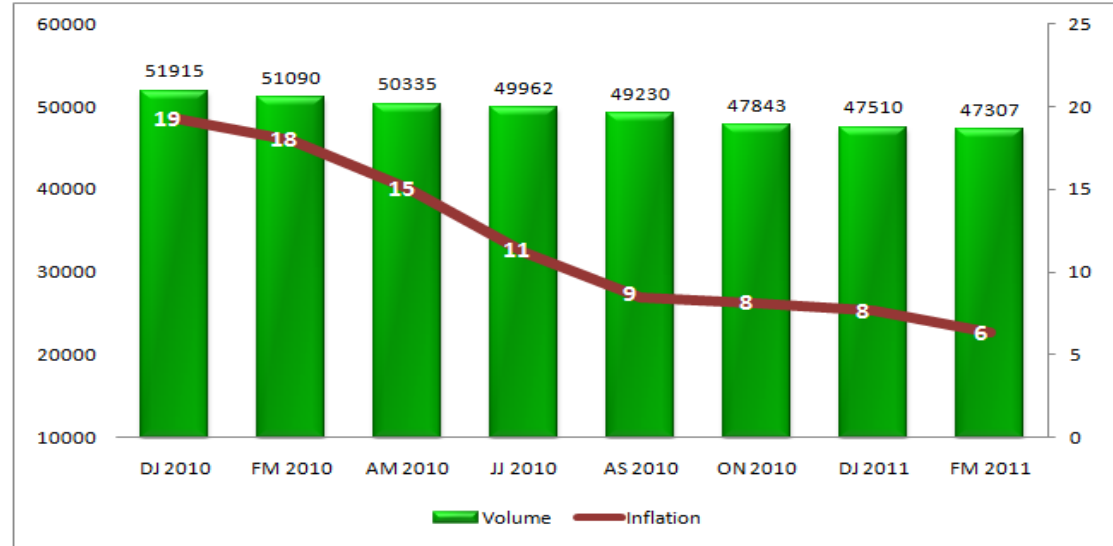
- Strong brands – paper & personal care
- Manufacturing infrastructure with barriers to entry
- Recycling capability (in-house)
- National footprint – supply chain
- Nampak/SCA Partnership



**Nampak**  
packaging excellence

# BRT Category Performance

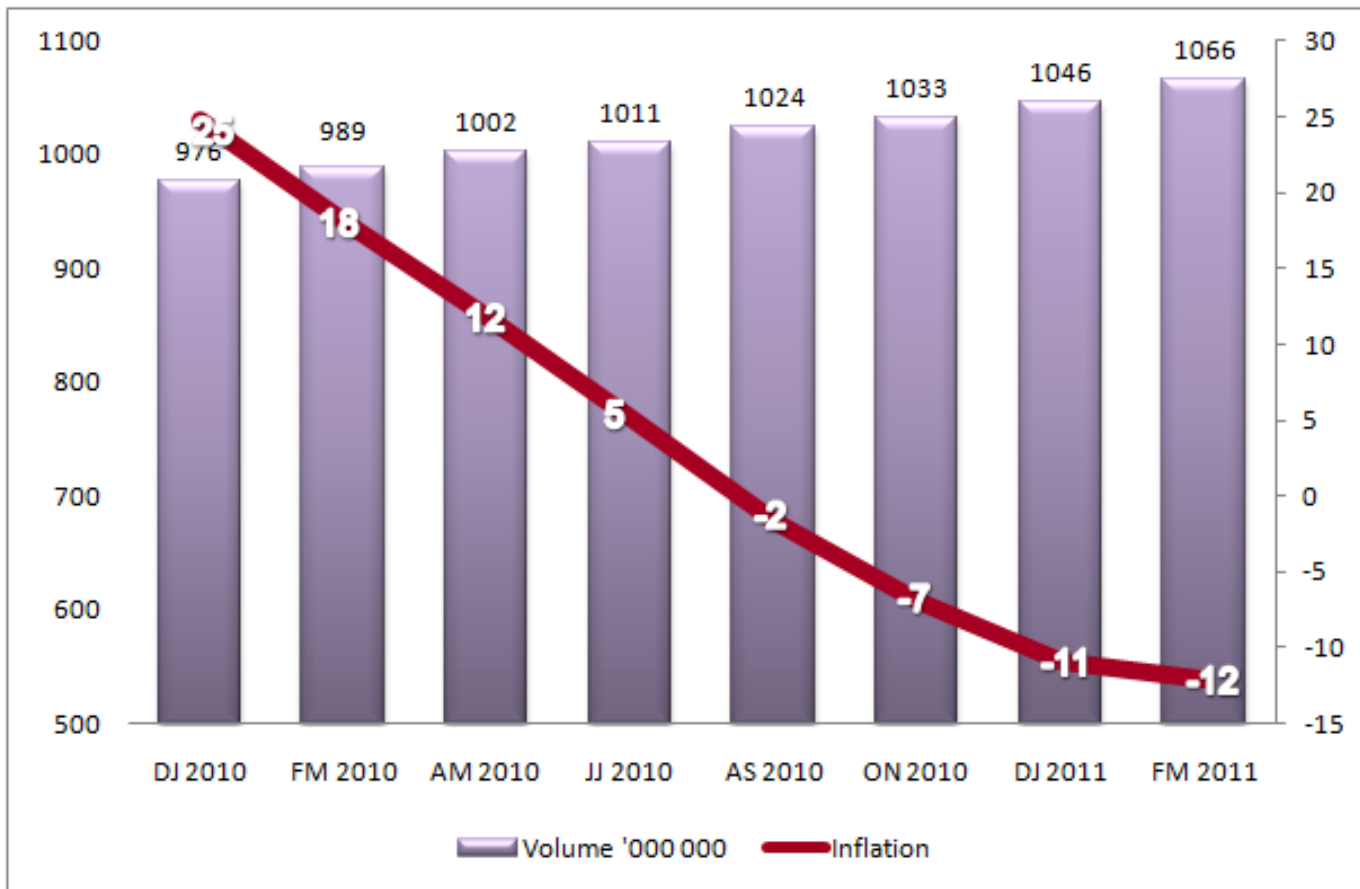
1-ply volume declines & inflation down to 6% from 19%



2-ply volume growth & inflation down to 1% from 15%

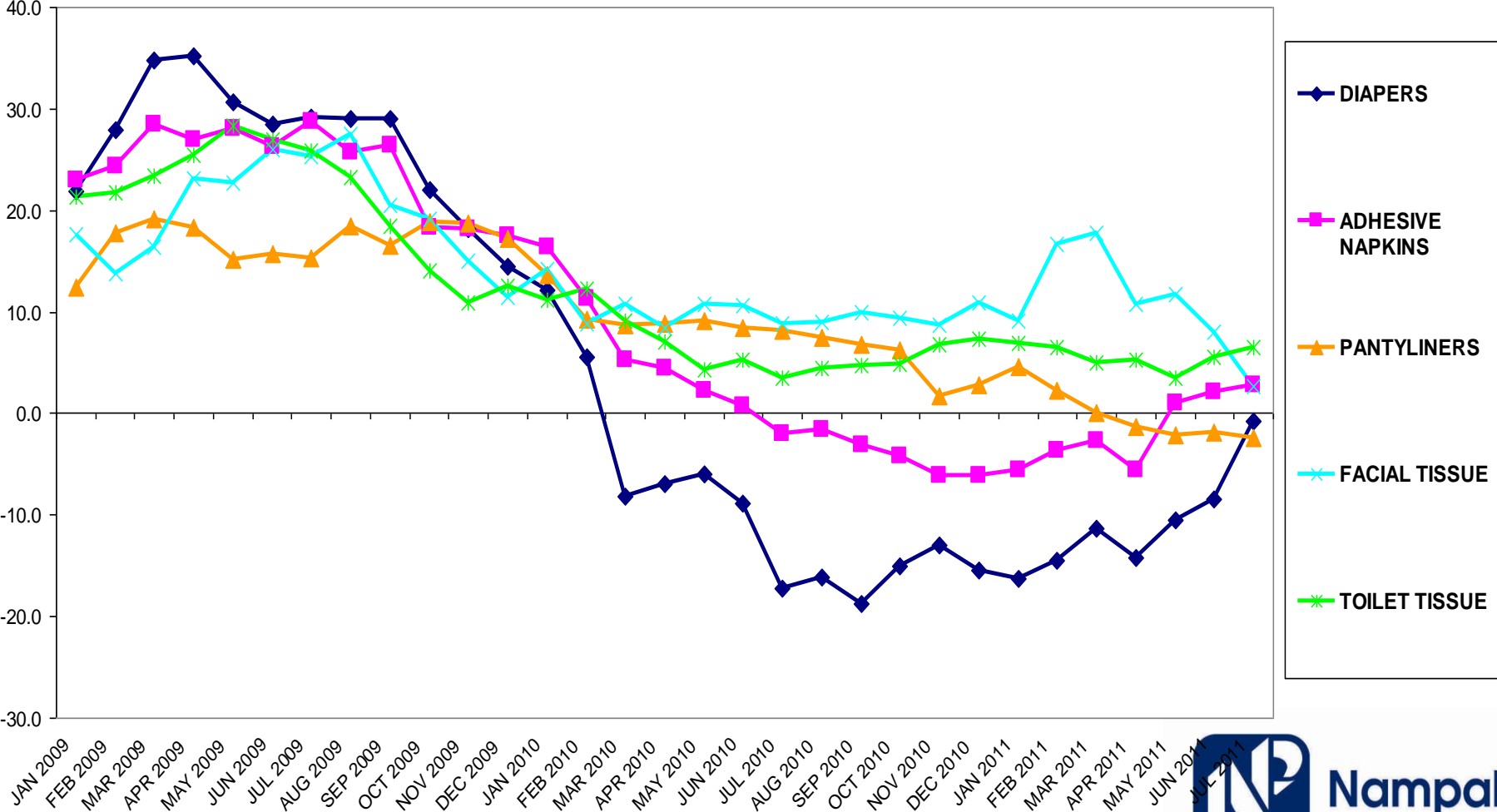
# Diaper Category Performance

- Total Diaper volume sales are over 1bn pieces and valued at R2,4 billion
- Volume increased by 8.4 %, while inflation declined to -12% from 25%



# Inflation Trend

TOTAL TRADE DESK - INFLATION TRENDED (CURRENT PERIOD VS SAME PERIOD YEAR AGO)



# Strategic Priorities

## ➤ Tissue Category Growth

- Defend and grow branded 1-ply portfolio
- Increase value added portfolio (2-ply)

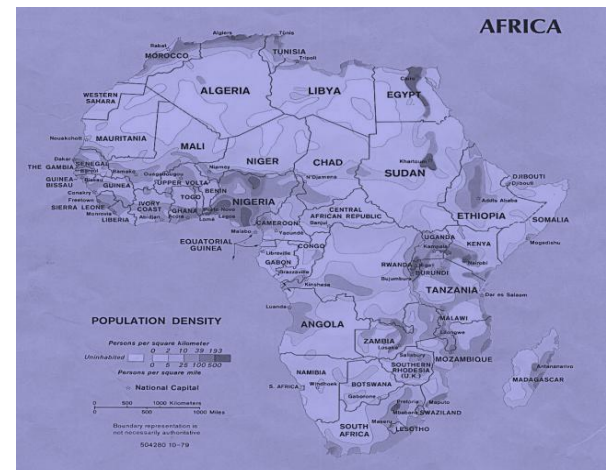
## ➤ Diaper Share Growth

- Achieve #1 position in the (value) diaper segment
- Increase current capacity

## ➤ Tena Opportunity

- Retail, Pharmacy and **Institutional Focus**

## ➤ Grow African presence



# The African Opportunity

		TOTAL	ANGOLA	BOTSWANA	GHANA	MADAGASCAR	MALAWI	MOZAMBIQUE	NAMIBIA	NIGERIA	TANZANIA	UGANDA	ZAMBIA	ZIMBABWE	DRC
SHOPRITE	Current	65	3	5	1	8	2	5	14	2	3	2	19	1	
	Planned	13	3		1					7					2
CHECKERS	Current	4							4						
	Planned	0													
USAVE	Current	23	5	2	1		3								
	Planned	6	2	2				2							
OK FRACHISE	Current	44							44						
	Planned	0													
TOTAL SHOPRITE GROUP	Current	136	8	7	2	8	5	5	74	2	3	2	19	1	0
	Planned	13	3	0	1	0	0	0	0	7	0	0	0	0	2
PICK N PAY	Current	21		5					15				1		
	Planned	16		2			2	4					3	5	
SPAR	Current	43		23				1	12				7		
	Planned	5						2					3		
GAME	Current	11		2	1		1	1	2	1	1	1	1		
	Planned	12	1		1		1	1		5			1		2
CCW / CBW	Current	12		9				1	2						
	Planned	3						2	1						
TOTAL MASSTORES	Current	23	0	11	1	0	1	2	4	1	1	1	1	0	0
	Planned	15	1	0	1	0	1	3	1	5	0	0	1	0	2
TOTAL	Current	223	8	46	3	8	6	8	105	3	4	3	28	1	0
	Planned	49	4	2	2	0	3	9	1	12	0	0	7	5	4

- **Continue to build brand franchise & defend position**
- **Critical to move up the value curve – low penetration & good margins**
- **Growth into the continent a “Key Driver!”**

**Thank You**