

## Preliminary results for year ended 31 December 2006



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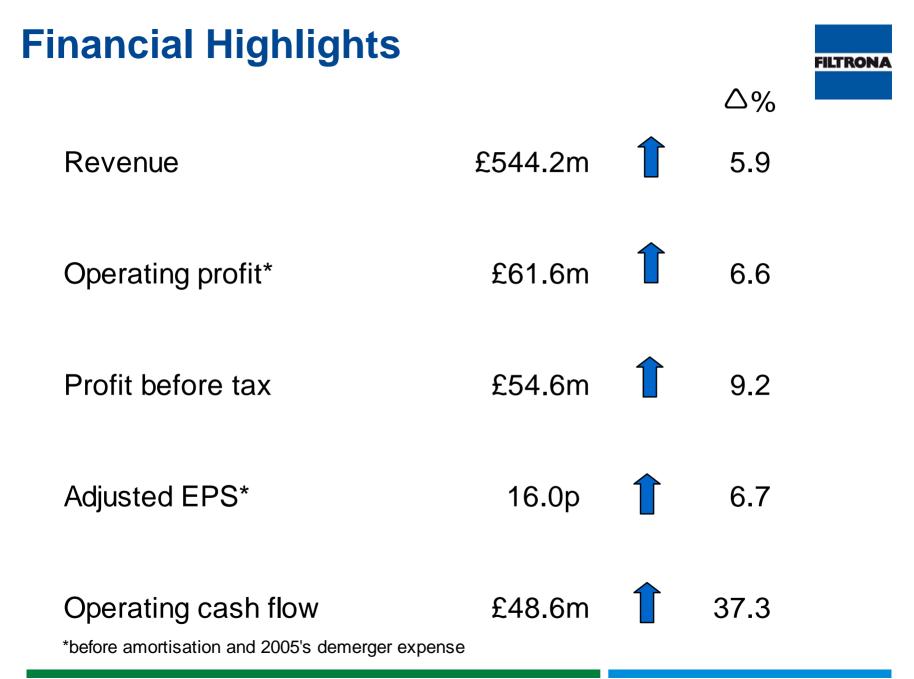
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## **Financial Track Record**

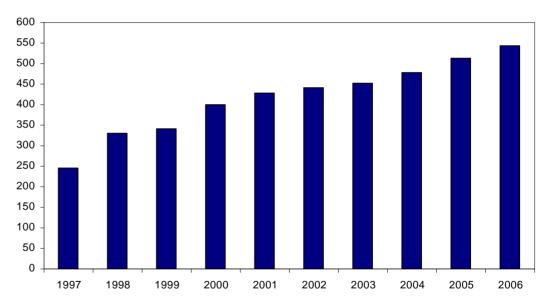
#### 10 year track record

- 5% organic
- 5% from acquisitions
- double digit margins

#### 2006

- revenue up 5.9%
- constant currency basis up 6.0%
- double digit margins
  - 11.3%



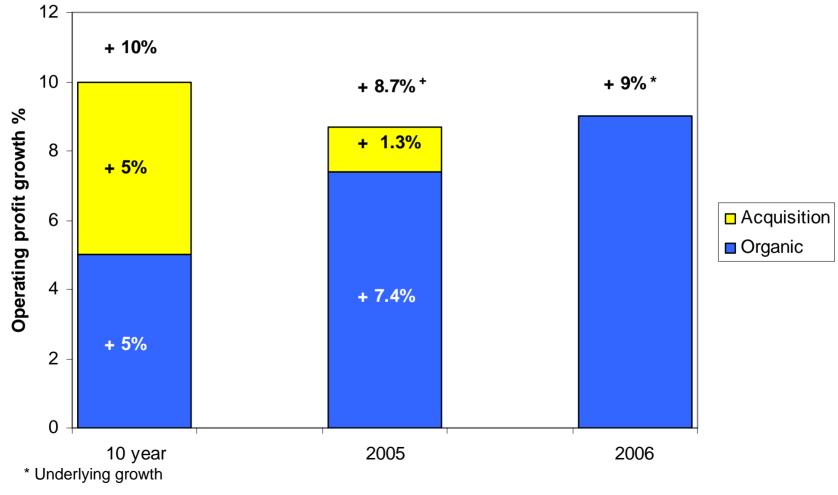


#### Financial track record of strong growth and double digit margins





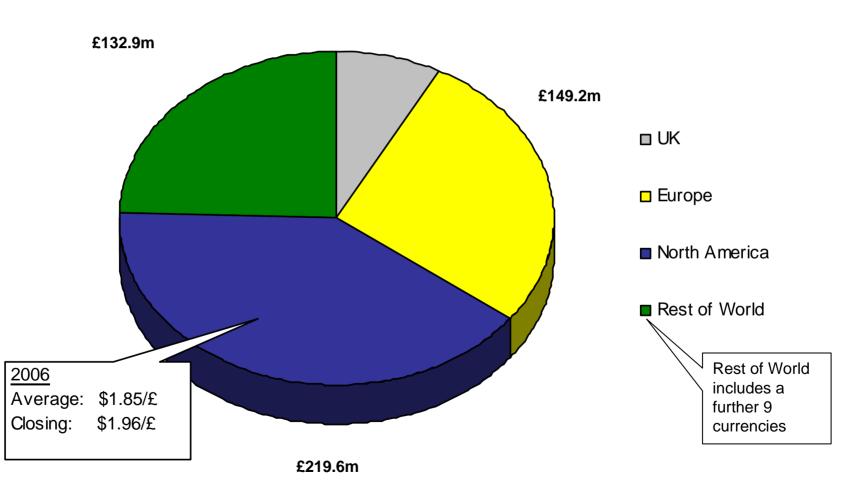
### **Financial Track Record II**



+ Published



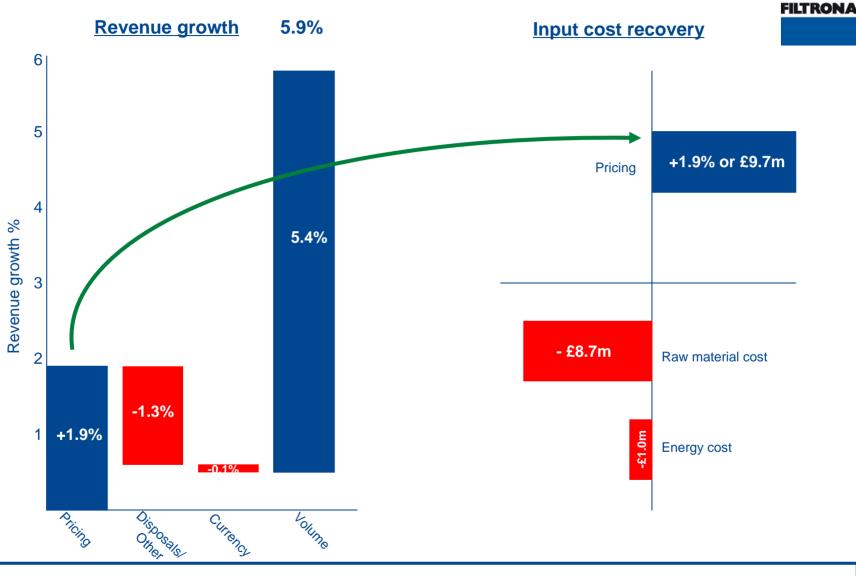
## **Revenue by Functional Currency**



£42.5m

FILTRONA

### **Revenue, Volume and Pricing**



Filtrona's market positions facilitate input cost recovery

## **Segmental Summary**



	F	Revenue	<b>Operating profit</b>	
£m	2006	2005	2006	2005
Plastic Technologies	289.5	273.3	41.4	37.6
Fibre Technologies	254.7	240.4	28.1	26.9
Central Services			(7.9)	(6.7)
	544.2	513.7	61.6	57.8

Operating margin

11.3% 11.3%

**Earnings** 



£m		2006		2005	∆%
Operating profit		61.6		57.8	6.6
Amortisation		(0.9)		(0.8)	
Demerger expense		-		(1.0)	
Net finance expense		(6.1)		(6.0)	
Profit before tax		54.6		50.0	9.2
Income tax	34.1%	(18.6)	34.0%	(17.0)	
Minority interests		(1.5)		(1.4)	
Earnings	_	34.5		31.6	9.2
Basic EPS		15.8p		14.4p	9.7
Adjusted EPS		16.0p		15.0p	6.7
Dividend per share		6.9p		6.4p	7.8

### **Balance Sheet**



£m	2006	2005
Intangible assets	59.5	63.0
Property, plant and equipment	178.4	180.5
Working capital	71.8	73.7
Income tax/deferred tax	(25.6)	(23.4)
	284.1	293.8
Provisions	(5.7)	(7.5)
Pension liabilities	(30.9)	(35.8)
	247.5	250.5
Shareholders' funds	142.7	124.7
Minority interests	6.0	5.6
Net debt	98.8	120.2
	247.5	250.5
Net debt to ebitda	1.2	1.5
Return on average capital (%)	23.8	23.7

## **Cash Flow**



£m	2006	2005	$\Delta$ %
Operating profit	61.6	57.8	
Depreciation	22.9	22.1	
Share options	1.2	1.1	
EBITDA	85.7	81.0	5.8%
Working capital	(0.9)	(4.8)	
Other	(3.7)	(3.5)	
Cash inflow from operations	81.1	72.7	11.6%
Net capital expenditure	(32.5)	(37.3)	
Operating cash flow	48.6	35.4	37.3%
Net finance expense	(6.2)	(5.5)	
Income tax	(18.8)	(13.8)	
Demerger expense	-	(1.0)	
Acquisitions	(0.5)	(4.6)	
Share purchase	(1.2)	(1.0)	
Disposals	0.3	-	
Other	(0.8)	(0.4)	
Cash flow	21.4	9.1	135.2%

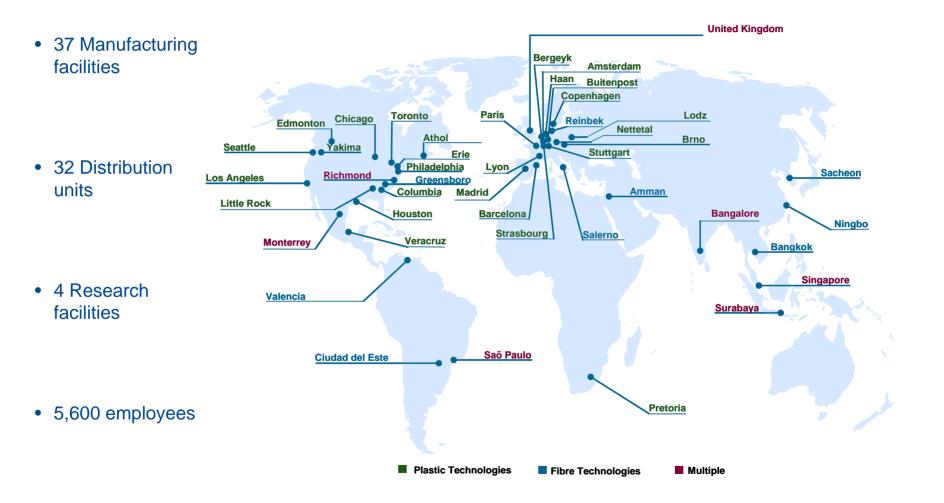


## **Operating Review**



## **Global Capability**

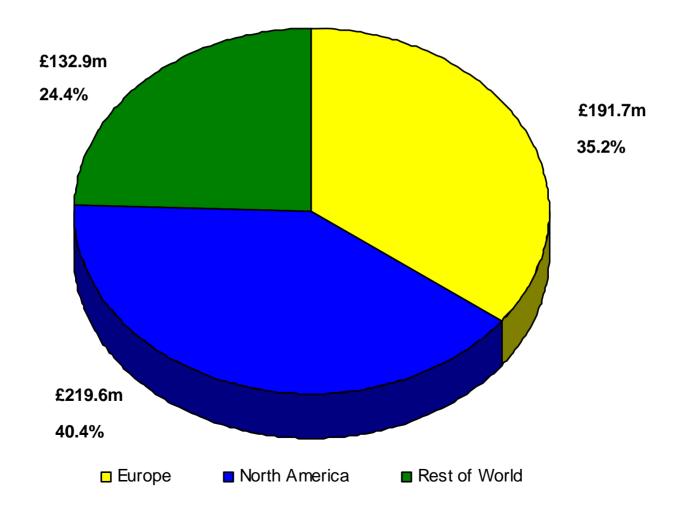




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## **Revenue by Destination - 2006**





## **Plastic Technologies**



£m	2006	2005	<b>△ %</b>	<b>△ %</b> *
Revenue	289.5	273.3	5.9	6.1
Operating profit	41.4	37.6	10.1	10.4
Margin %	14.3	13.8		

Another very successful year Stronger performance of higher margin businesses Recovery of raw material and energy cost increases

#### \*constant exchange rates



## **Protection and Finishing Products**



- Now largest profit contributing line of business
- Moss expansion in Continental Europe and mix improvement
- Skiffy continues to develop well ahead of forecasts
- Alliance successful IT implementation and geographic expansion
- Continued strong thread protector volumes and important new customer



### **Moss Northern European Distribution Hub**





## **Protection and Finishing Products**



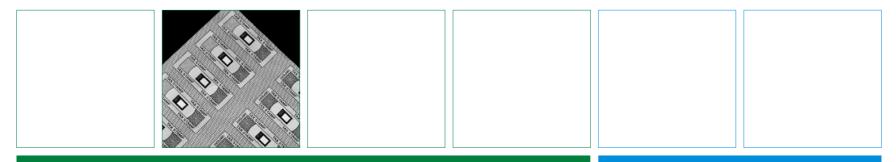
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- Continued strong thread protector volumes and important new customer at MSI



## **Coated and Security Products**



- Sustained world leadership in self-adhesive tear tape
- Ongoing weakness in tobacco industry promotional tapes
- Strong UK passport laminate volumes
- Entry into security labels
- FractureCode progressing well



#### **Passport Label Placing Machinery**

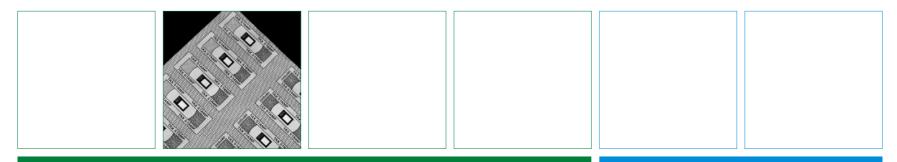




## **Coated and Security Products**



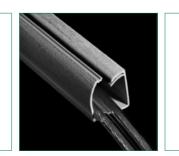
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## **Plastic Profile and Sheet**



- Strong growth
- Performance assisted by operational and cost efficiencies from Phoenix closure
- Further factory rationalisation announced
- Facility expansion in the Netherlands and Mexico
- New organisation structure implemented to save cost and sharpen focus
- Strong sales in key segments e.g. point of purchase and aerospace
- Cost reduction from investment and continuous improvement



#### **Filtrona Extrusion Factory in Monterrey**

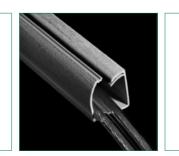




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### **Globalpack Deodorant Roll-On Ball Line 3**





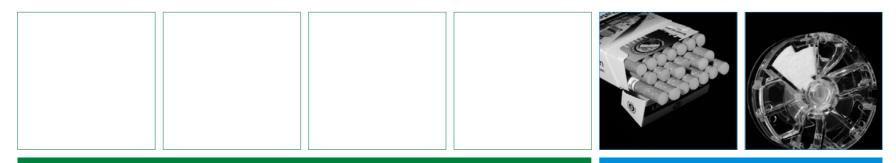
## **Fibre Technologies**



£m	2006	2005	<b>△ %</b>	<b>△ %</b> *
Revenue	254.7	240.4	5.9	5.9
Operating profit	28.1	26.9	4.5	4.9
Margin %	11.0	11.2		

- Revenue growth moderated and profit growth returned in second half
- Cigarette Filters Mexico recovery
- Fibertec Ningbo performing well

#### \*constant exchange rates



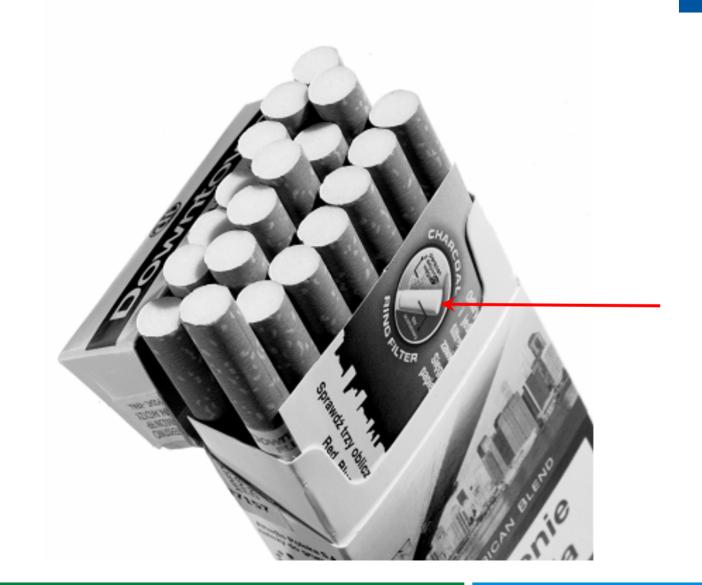
# **Cigarette Filters**

- Total volumes down 1.6% specials up 14.1% and monos down 19.0%
- Strengthened management team
- Mexico moved into profit in Q4
- Performance at UK facility improved
- Customer launch of brand with Active Patch™ filter in Polish market
- Strong revenue and profit growth in Asia
- Business loss and restructuring
- Future based on innovative filters and research and development services



#### **Active Patch™ Filter Used As Product Differentiator**





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## **Bonded Fibre Components**



- Growth from core markets, Asia and new products
- Ningbo profitability
- Ningbo expansion to be completed Q3 2007
- Important business wins from key competition in writing instruments
- Good performance in Germany particularly in household products
- 11 new patents filed
- Exclusive supplier of inkjet printer reservoirs to Eastman Kodak



#### Fibertec Bonded Fibre Components Ningbo Factory





## **Bonded Fibre Components**



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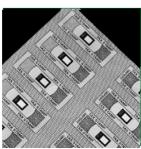


## **Overview and Outlook**



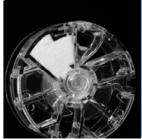
- Above trend organic revenue and profit growth with strong cash flow
- Plastic Technologies performed very well:-
  - Protection and Finishing has clear strategy and good momentum
  - Security technologies to stimulate sales in Coated and Security
  - Profile and Sheet benefits from strengthened team, new structure and factory configuration
  - Globalpack recovery to continue
- Fibre Technologies improved in second half:-
  - Cigarette Filters to overcome short-term challenges and to benefit form increased R&D investment
  - Bonded Fibre Components to benefit from new customers, products and technologies













## Preliminary results for year ended 31 December 2006

