



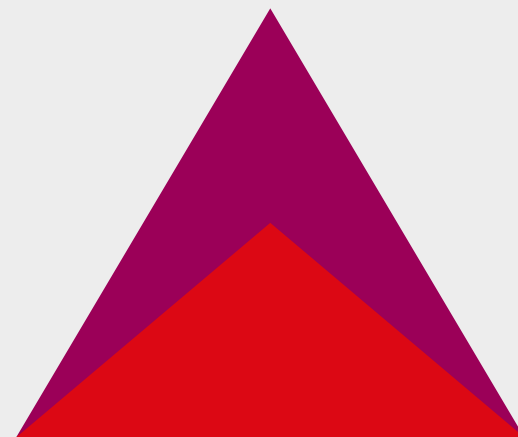
ESSENTRA



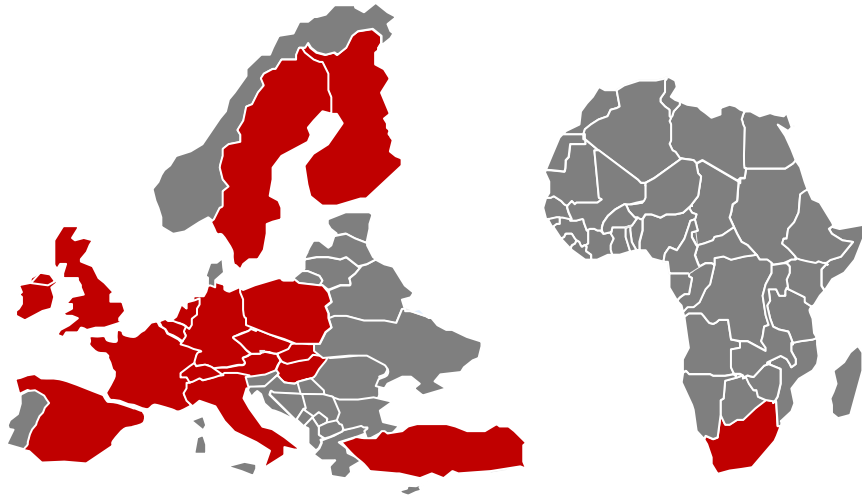
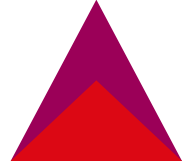
EUROPE

Hugh Ross – Managing Director

20 NOVEMBER 2014



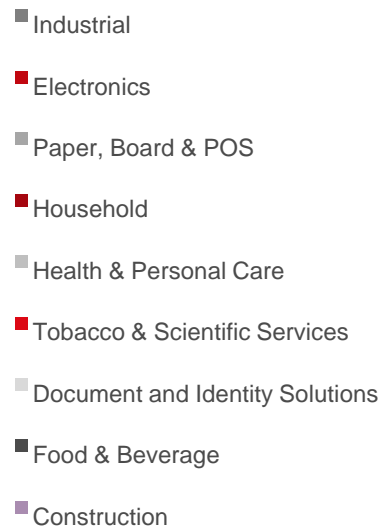
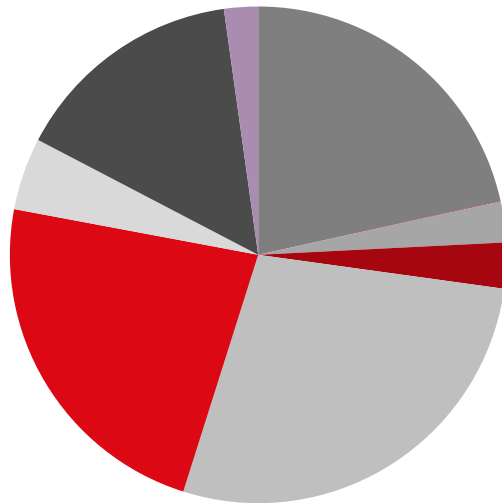
EUROPE AT A GLANCE



Key statistics:

2014 PF* revenue = £576m

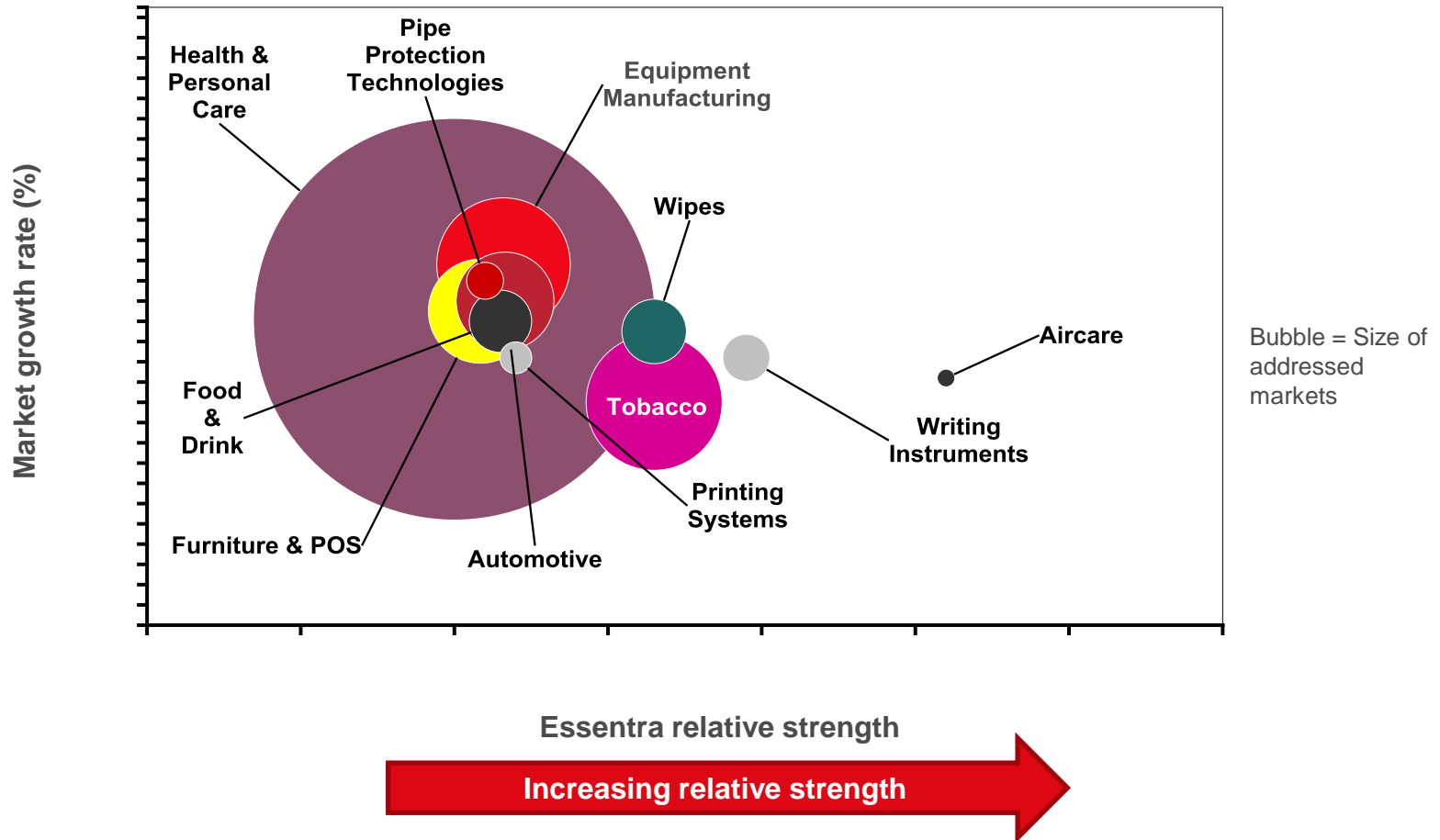
- 49% Group total
- Physical presence in 18 countries
 - 37 manufacturing facilities
 - 2 R&D centres
 - c. 4,300 employees
- Predominantly focused on western Europe



Weighted towards Components, Filters & Packaging

END-MARKET EXPOSURE

EUROPE: MARKET GROWTH VS ESSENTRA RELATIVE STRENGTH



KEY COMMERCIAL OPPORTUNITIES BY CATEGORY



HOUSEHOLD FOOD & DRINK

POROUS

Air-care / air freshener
wicks

PACKAGING

Open: Tear tapes
Close: Re:Close tape
Inform: Tapes & labels

SPECIALITY TAPES
Double sided tapes



HEALTHCARE PERSONAL CARE

POROUS

Woundcare
Wipes

PACKAGING

Cartons
Leaflets
Labels
Foil & cold form
Security



TOBACCO

FILTERS

Cigarette filters
Testing services

POROUS

E-cigarette

PACKAGING

AquaSense, labels,
security



INDUSTRIAL

POROUS

Wipes

EXTRUSION

Retail, construction &
water

COMPONENTS

Access hardware,
electrical, caps & plugs

PACKAGING

Labels, security

PIPE PROTECTION

Thread protectors

PAPER & BOARD/POS

PACKAGING & SPECIALITY TAPES

Tear tapes, mailer & box
closures, hook & loop,
foam tape, components

KEY OPERATIONAL OPPORTUNITIES



Jarrow, UK



Istanbul, Turkey

Consolidation of existing site footprint – e.g. Components UK

- Now operating from two “centres of excellence”
 - Consolidation into Kidlington and Jarrow
 - Previously 8 smaller warehousing operations

Geographical expansion – e.g. Turkey

- Focus on expanding product reach through existing Essentra sites
 - E.g. Poland, UK and Germany
- Staff hired and trained to sell broader Essentra product range into the Turkish market

Focus on fewer, bigger, better sites to drive operational excellence

CASE STUDY – HEALTHCARE PACKAGING



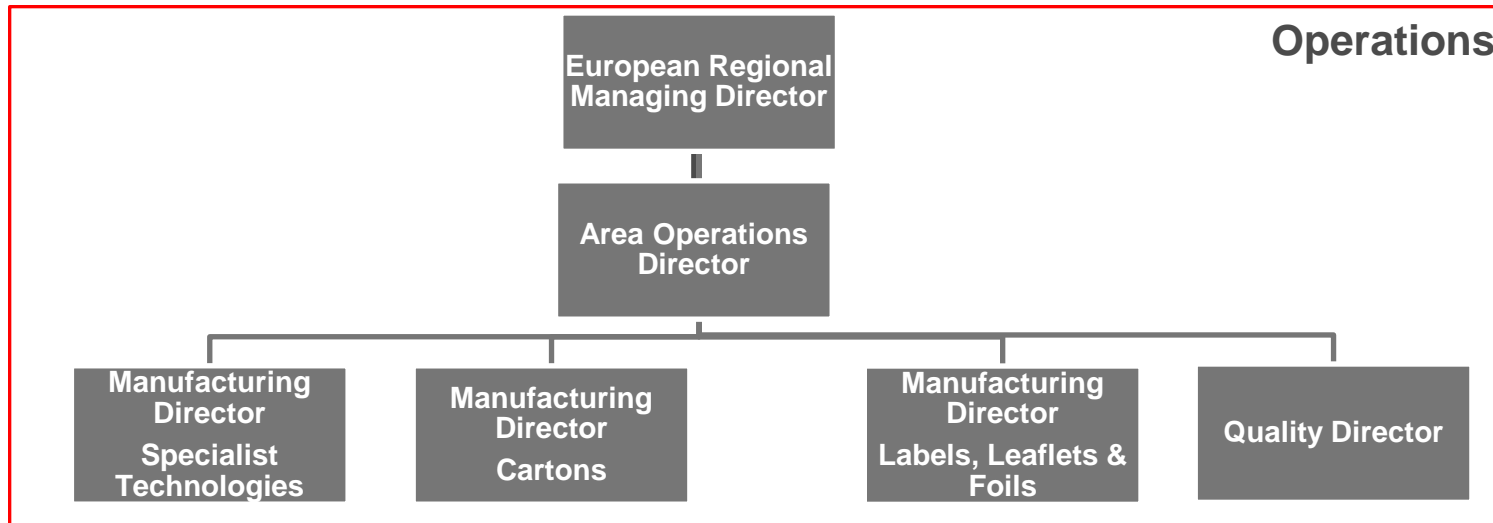
- Market felt Essentra was strong in leaflets and cartons but not in foil and labels.
- Investment in 52,000 sq ft facility in Newport, Wales.
- Incorporates:
 - Latest investment in digital printing.
 - Cleanroom for production of primary packaging foils.
 - State of the art label manufacturing centre.
- Visited by leading customers in the Pharmaceutical sector.

Clear commitment to meeting customer requirements

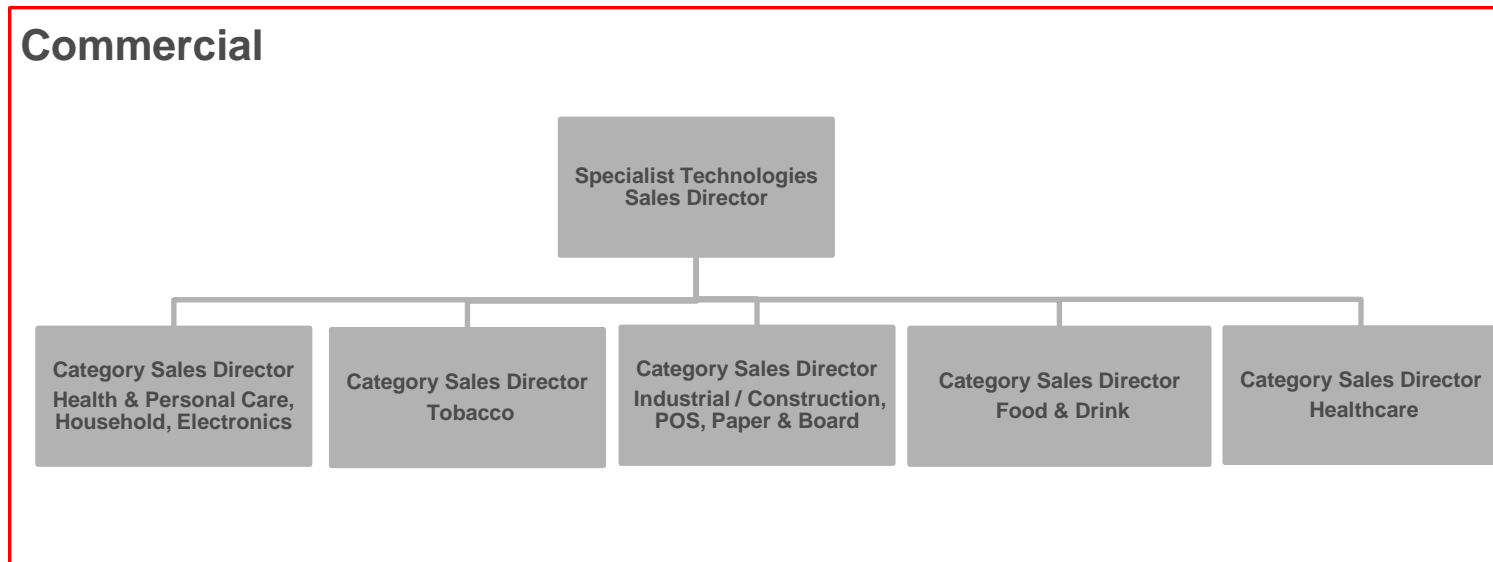
THE EUROPEAN TEAM



Operations

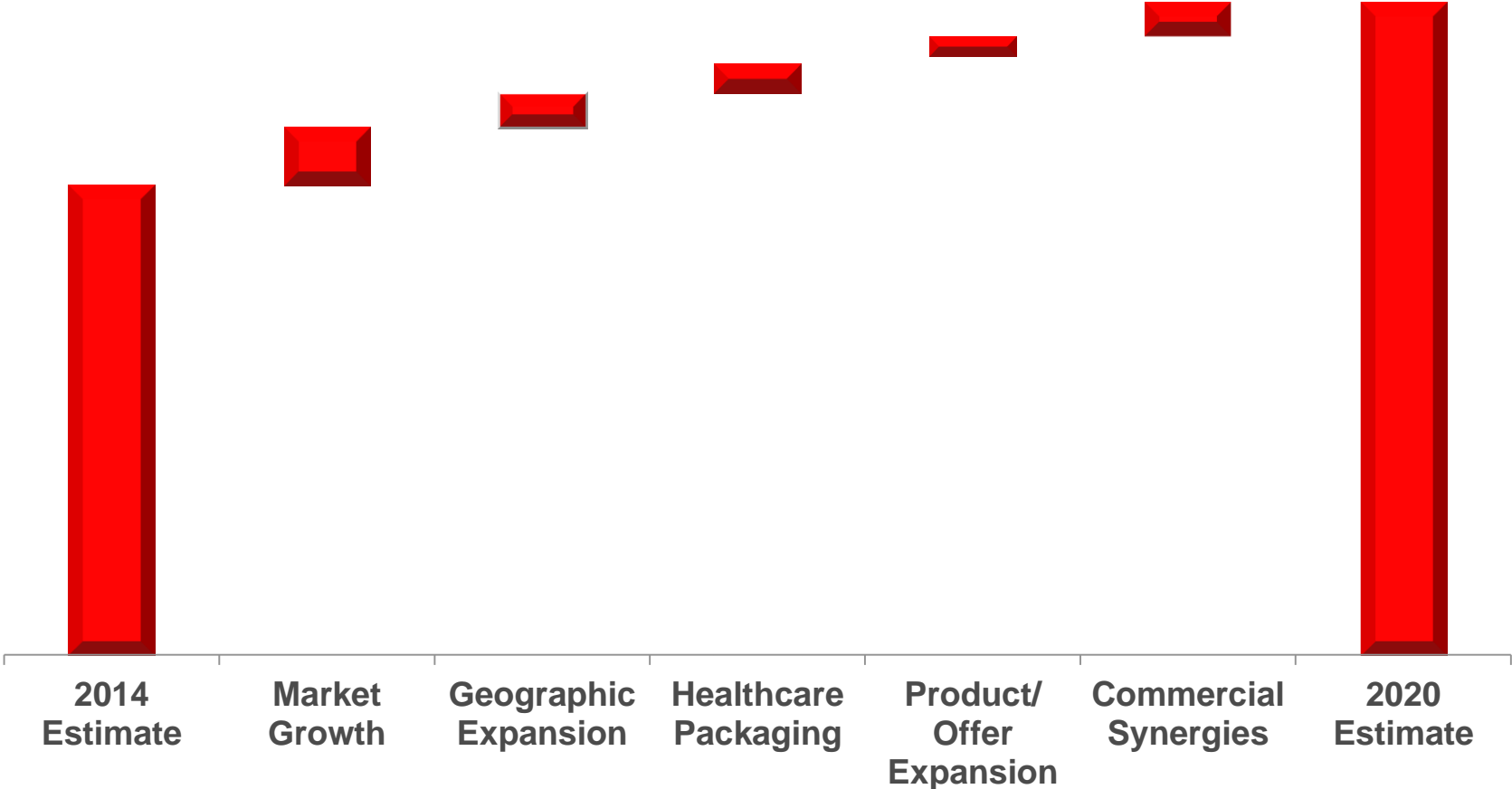


Commercial



Centres of excellence facilitate organic growth & integration of M&A

DRIVE FOR 2020 – THE DIRECTION OF TRAVEL - EUROPE

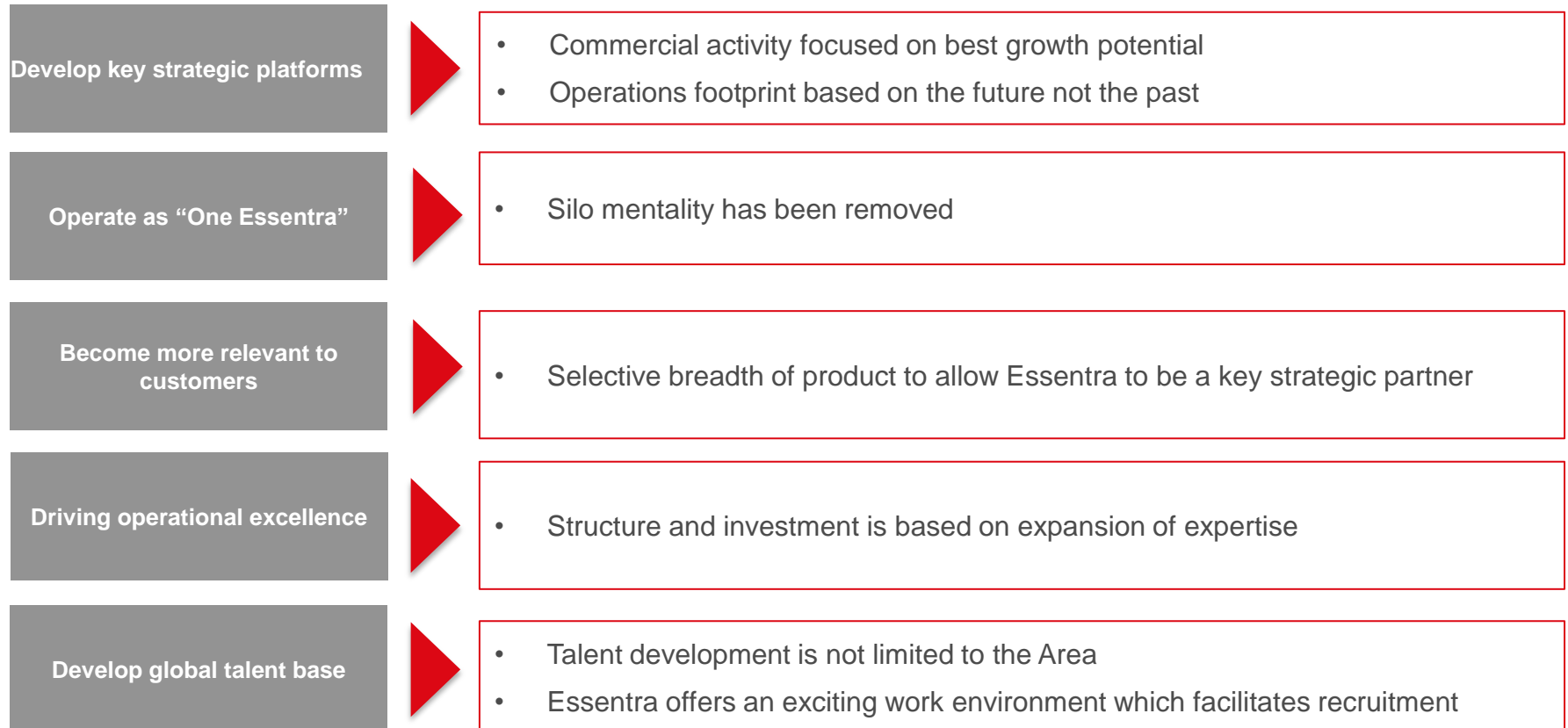


At least mid single digit organic growth

NOTE:

Chart for illustrative purposes only, does not represent a financial forecast
2014PF based on latest consensus estimates plus 2014E revenue for Clondalkin SPD and Abric

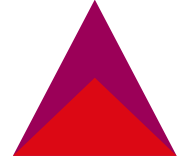
EUROPE “DRIVE FOR 2020”



Significant scope for further product & geographic expansion

Q&A

APPENDIX



Hugh Ross – Managing Director, Europe

Hugh Ross joined Essentra in 1999. Before being appointed to his current role in January 2014, Hugh was President of the Speciality Tapes business, prior to which he held increasingly senior roles in the Filter Products and the Packaging & Securing Solutions divisions in North America. Hugh is a Chartered Accountant, having qualified with PricewaterhouseCoopers, and served as an Officer in the British Army.



ESSENTRA



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