



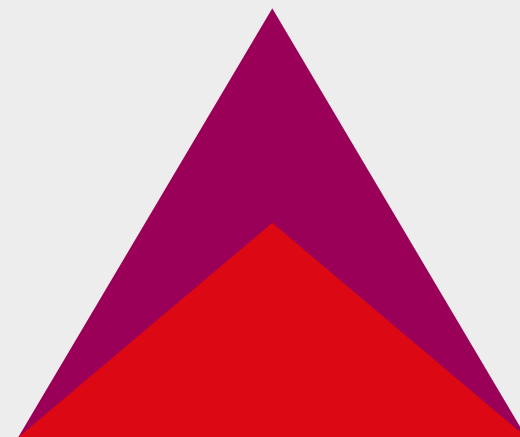
ESENTRA



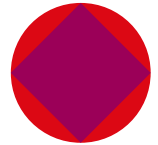
FILTER PRODUCTS

PT Sreekumar – Managing Director

20 NOVEMBER 2014



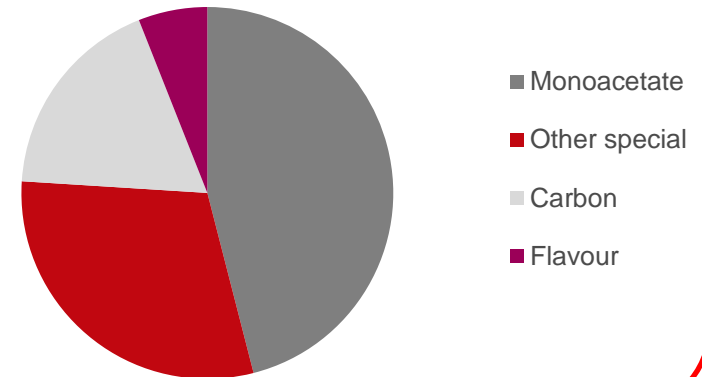
FILTER PRODUCTS AT A GLANCE



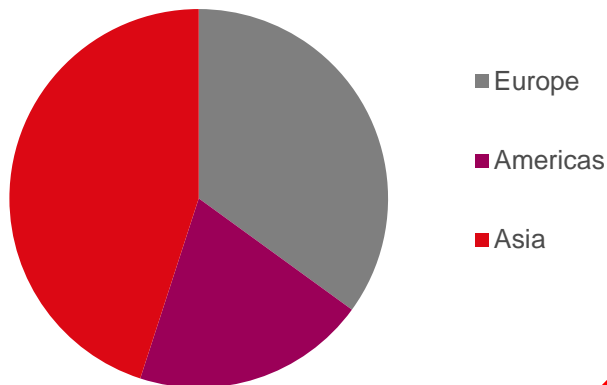
WHO WE ARE



WHAT WE DO



WHERE WE OPERATE



KEY STATISTICS

- 2014 PF* revenue = £281m
 - 24% Group total
- Presence in 8 countries
- 9 manufacturing facilities
- 3 regional development centres and 1 UK research facility
- c. 1, 800 employees
- > 700 product specifications
- c. 320 customers

The only complete solutions provider

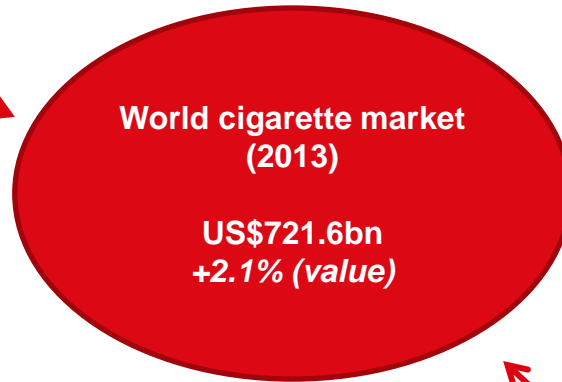
KEY INDUSTRY DRIVERS



Smoking population



Regulation



Volume & per capita consumption



Pack price & revenue



Illicit trade

REGIONAL SCALE OF ATTRACTIVENESS AND OPPORTUNITY

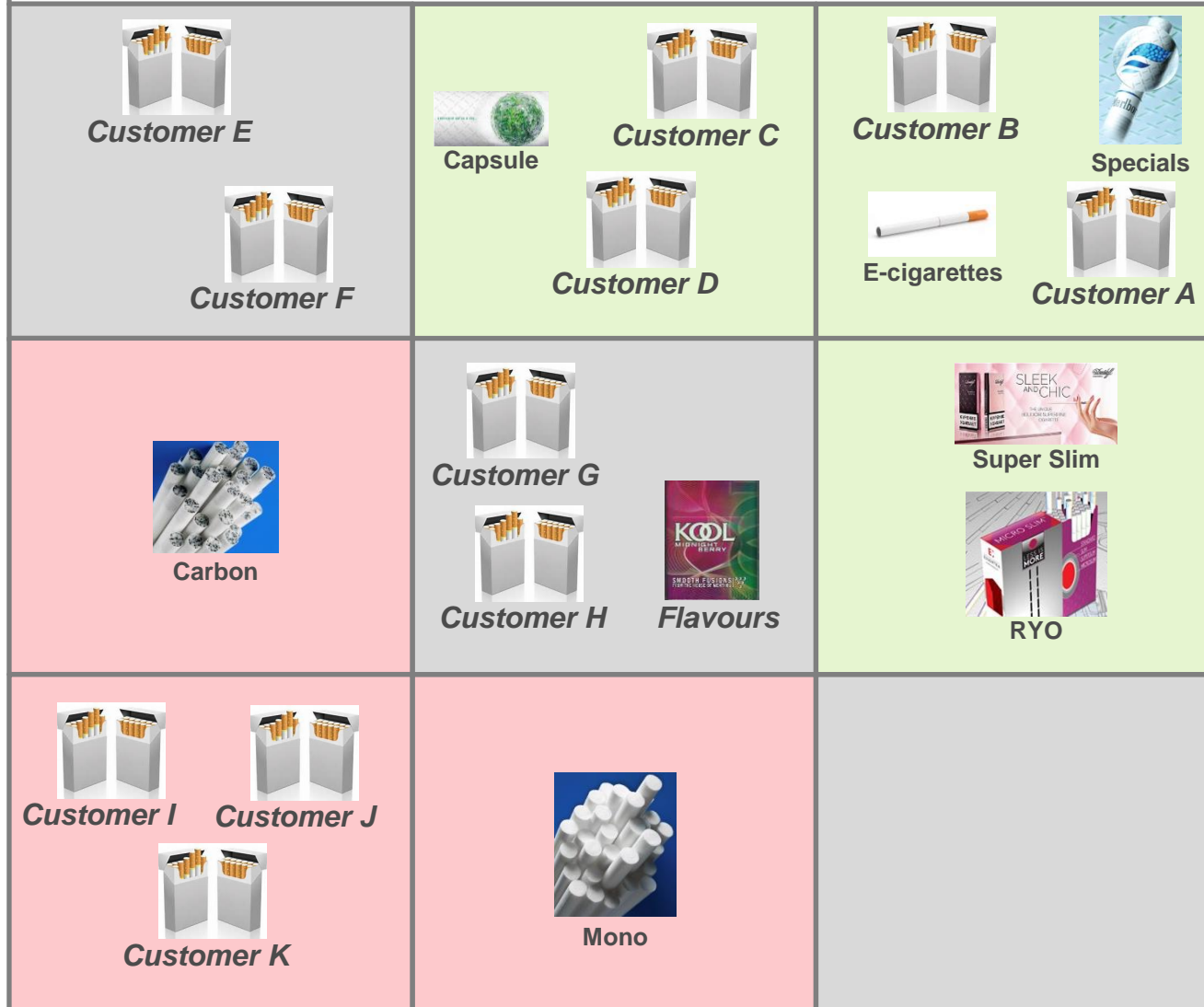


The only global independent supplier to the tobacco industry

PRODUCT AND CUSTOMER SEGMENTATION



Attractiveness ↑



High attractiveness / high opportunity

- Large, growth markets with further potential for Essentra growth

Low

→ Opportunity

ESSENTRA'S MODEL TO SUPPORT THE INDUSTRY



INNOVATION TO SUPPORT THE INDUSTRY



Bringing flavour on demand to the superslim market

Superslim Sensation



Expanded testing capabilities, including E-cigarettes

Scientific Services



Combine capsule and carbon for additional benefits

Dual Sensation



Dispersible plugwrap

Plugwrap that disperses 3 times faster than standard PW



Extended range for greater flexibility and visual differentiation

Tube technology®



Unbleached paper filter that degrades three times faster than standard filters

Ochre



Delivers the greatest channel definition in the market place

Corinthian

Joint development activity +11% in 2013

E-CIGARETTES

Total E-cigarette testing capabilities



A range of INNOVATIVE bespoke packaging options

Packaging



Scientific Services

Manufacturing & Packaging Services

NEW

Complete Solutions Provider

Global distribution capabilities



Distribution

Core Products



Full brand protection solutions incl. tamper evidence, child proofing and authentication

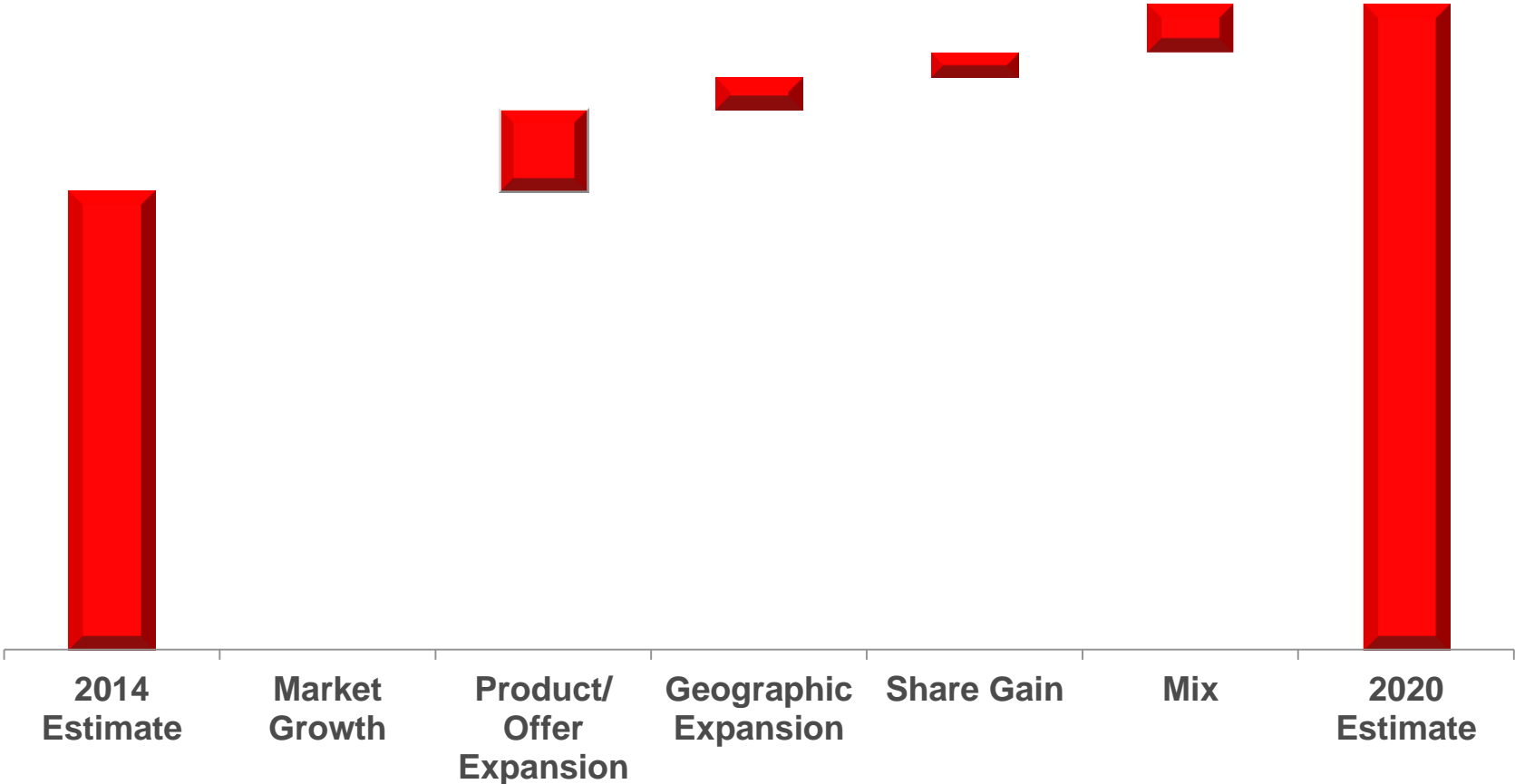
Security & Authenticity

A range of INNOVATIVE product components incl. reservoirs and plastic based components



Double-digit market growth in 2013 to US\$3.5bn

DRIVE FOR 2020 – THE DIRECTION OF TRAVEL – FILTERS SBU



At least mid single digit organic growth

NOTE: Chart for illustrative purposes only, does not represent a financial forecast

FILTER PRODUCTS “DRIVE FOR 2020”

Develop key strategic platforms

- Operational excellence
- Innovative solutions
- Technical knowledge base

Operate as “One Essentra”

- Leverage our portfolio and knowledge

Become more relevant to customers

- Further development of innovative new products and services
- Expansion into adjacent markets (eg, SND)

Driving operational excellence

- Continued alignment of geographic footprint to customer requirements and industry growth

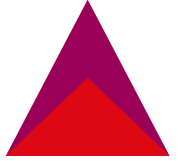
Develop global talent base

- Develop our product, process and industry knowledge with clear succession planning

The complete solutions provider

Q&A

APPENDIX



PT Sreekumar – Managing Director, Filter Products

PT Sreekumar joined Essentra in 1995, being initially responsible for the Company's joint venture in India. Before being appointed to his current role in 2005, Sreekumar was Regional Director for Asia Pacific, responsible for the business in Asia and the Middle East. Prior to joining Essentra, Sreekumar worked for the Indian tobacco company Godfrey Philips.



ESENTRA



FILTER PRODUCTS

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