

# **GCL Holdings Group**

## **Company presentation 1Q 2013 results**

Alessandria, May 28, 2013

# Forward-looking Statements

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This presentation may include, and the Company and its representatives may from time to time make, written or verbal statements which constitute “forward – looking statements”, including but not limited to all statements other than statements of historical facts, including statements regarding our intentions, belief or expectations concerning our future financial condition and performance, results of operations, strategy, prospects, and future developments in the markets in which we operate and plan to operate.

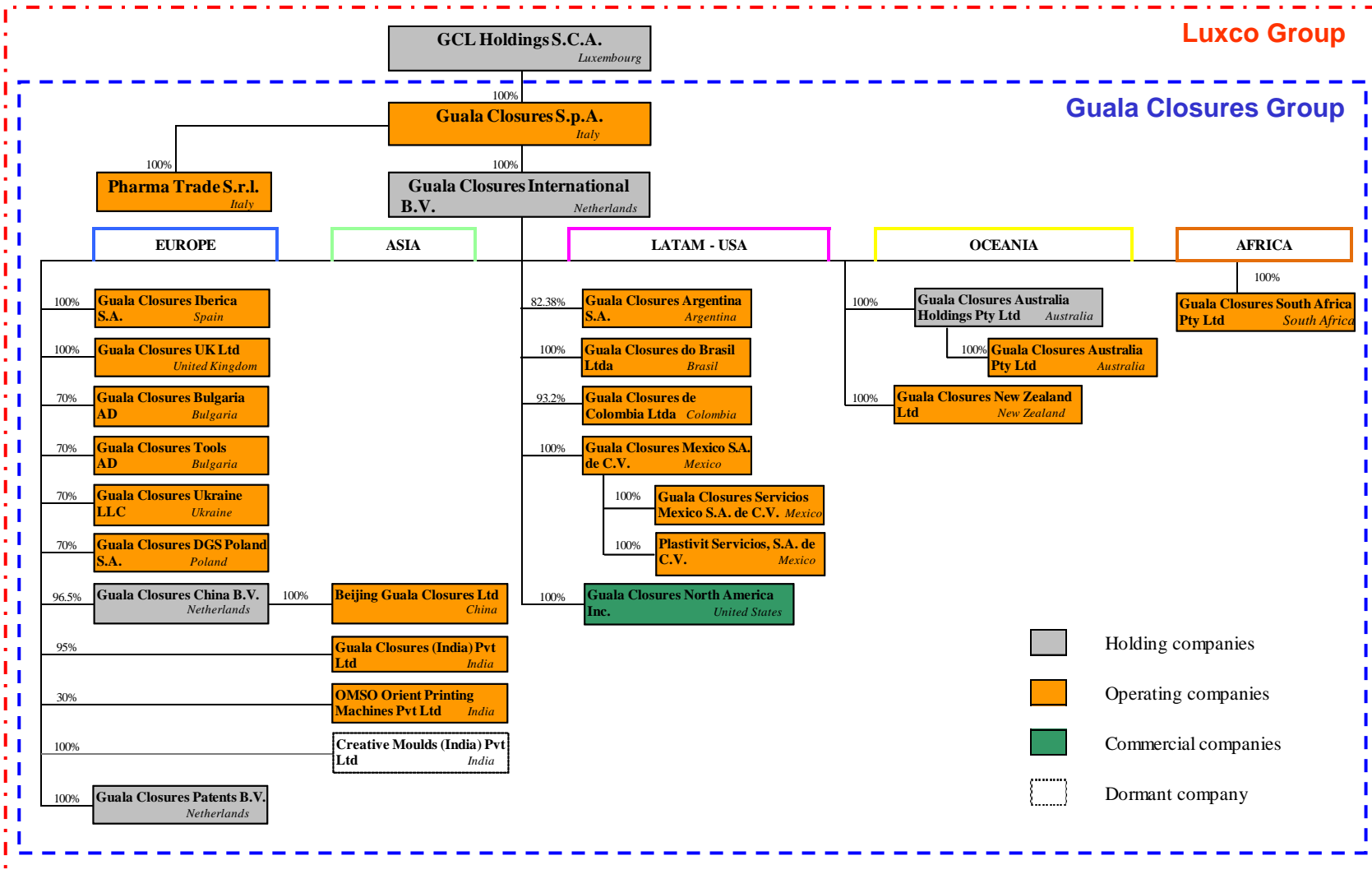
By their nature, forward-looking statements involve known and unknown risks, uncertainties and other factors because they relate to events and depend on circumstances that may or may not occur in the future.

We caution you that forward – looking statements are not guarantees of future performance and that our actual financial condition, results of operations and cash flows, and the development of the industry in which we operate, may differ materially from (and be more negative than) those made in, or suggested by, the forward-looking statements contained in this presentation.

In addition even if our financial condition, results of operations and cash flows, and the development of the industry in which we operate, are consistent with the forward-looking statements contained in this presentation, those results or developments may not be indicative of results or developments in subsequent periods.

The Company undertakes no obligation to publicly update or publicly revise any forward-looking statements, whether as a result of new information, future events or otherwise. All subsequent written or verbal forward-looking statements attributable to the Company or to persons acting on the Company’s behalf are qualified in their entirety by the cautionary statements referred to above.


# Group chart as at March 31, 2013



## Key trends: group currencies

Exchange rate trend (1 € = x FC) P&L	Average 1Q 12	Average 1Q 13	Var % vs 1Q 12
US Dollar	1.3110	1.3204	0.7%
GB Pounds	0.8345	0.8517	2.1%
Lev Bulgaria	1.9558	1.9558	-
Ukraine Hryvnia	10.5044	10.6659	1.5%
Poland Zloty	4.2322	4.1563	(1.8%)
China Renmimbi	8.2702	8.2193	(0.6%)
Indian Rupia	65.8863	71.5212	8.6%
Argentinian Peso	5.6895	6.6192	16.3%
Brazilian Real	2.3162	2.6347	13.7%
Colombian Peso	2358.13	2365.49	0.3%
Mexican Peso	17.0179	16.6985	(1.9%)
Australian Dollar	1.2423	1.2716	2.4%
New Zealand Dollar	1.6027	1.5821	(1.3%)
South Africa Rand	n.a.	11.8307	n.a.

LEGEND: Var % + EUR revaluation vs other group currencies; Var % - EUR devaluation vs other group currencies

 Revaluation of euro vs main group currencies compared to 2012 (except PLN, RMB, MXP and NZD)

## Key trends: group currencies

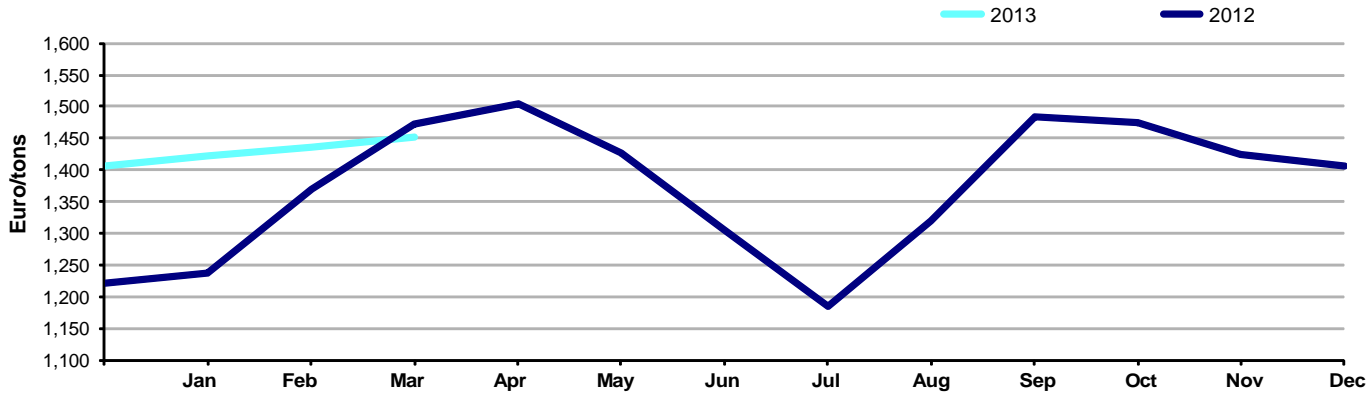
Exchange rate trend (1 € = x FC) BS	Dec 31, 2012	Mar 31, 2013	Var % vs Dec 12
US Dollar	1.3194	1.2805	(2.9%)
GB Pounds	0.8161	0.8456	3.6%
Lev Bulgaria	1.9558	1.9558	-
Ukraine Hryvnia	10.5836	10.3687	(2.0%)
Poland Zloty	4.0740	4.1804	2.6%
China Renmimbi	8.2207	7.9600	(3.2%)
Indian Rupia	72.5600	69.5660	(4.1%)
Argentinian Peso	6.4864	6.5584	1.1%
Brazilian Real	2.7036	2.5703	(4.9%)
Colombian Peso	2331.23	2339.04	0.3%
Mexican Peso	17.1845	15.8146	(8.0%)
Australian Dollar	1.2712	1.2308	(3.2%)
New Zealand Dollar	1.6045	1.5308	(4.6%)
South Africa Rand	11.1727	11.8200	5.8%

LEGEND: Var % + EUR revaluation vs other group currencies; Var % - EUR devaluation vs other group currencies

 Devaluation of euro vs main group currencies compared to 2012 (except GBP, PLN, ARS, COP and RAND)

# Key trends: raw materials – plastics

Plastic price trend - High density polyethylene (\*)

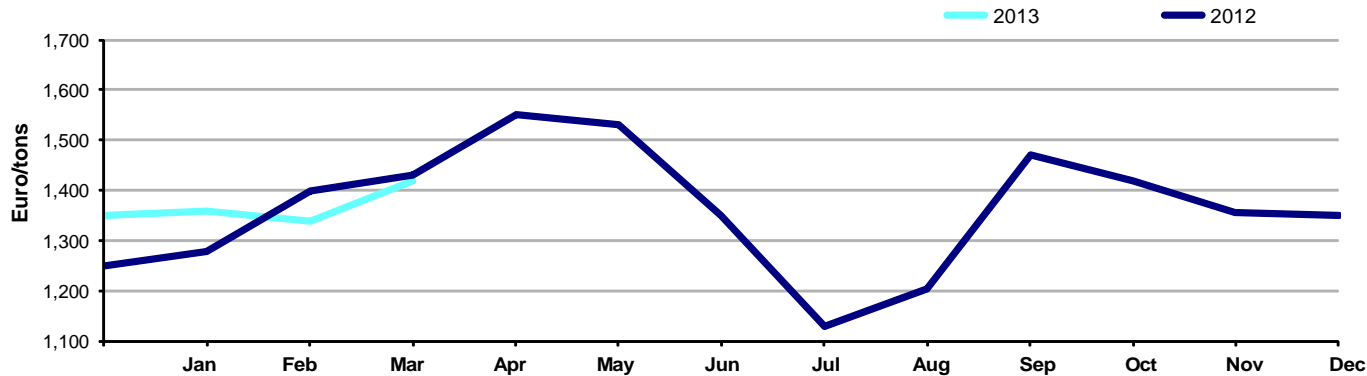


HDPE Var % vs 1Q 2012: 5.7%

Average 1Q  
2013: 1,437

Average 1Q  
2012: 1,360

Plastic price trend – Polypropylene, homopolymer (\*)



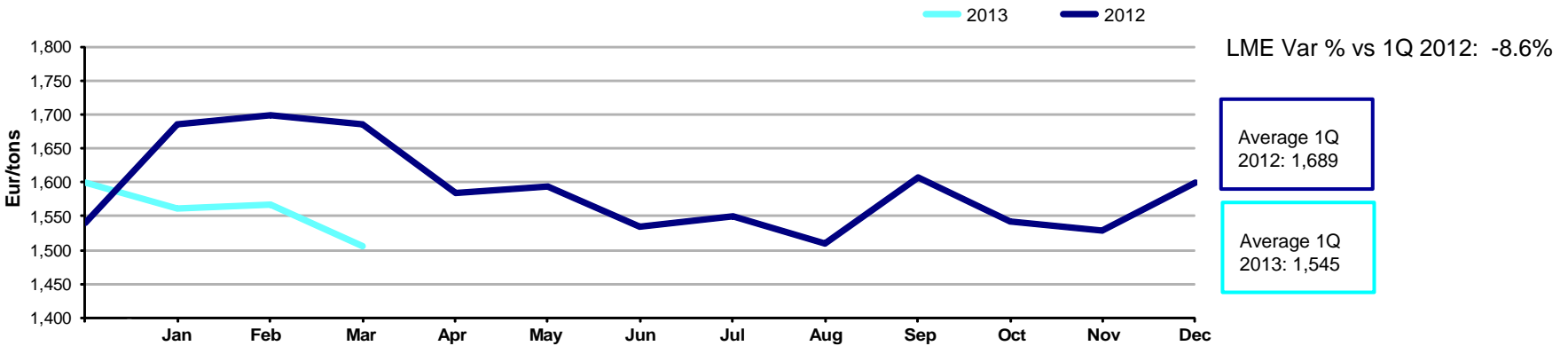
PP Var % vs 1Q 2012: 0.2%

Average 1Q  
2013: 1,373

Average 1Q  
2012: 1,370

# Key trends: raw materials - aluminum

Aluminum price trend (LME €/tons)



# 1Q 2013 – Financial snapshot

€ / ml	1Q 12 (*)	1Q 13	Var % 1Q 13 vs 1Q 12
Revenues	111.7	110.6	(1.0%)
EBITDA	16.0	18.1	13.3%
<i>% margin</i>	14.3%	16.4%	
Adjusted EBITDA	19.4	18.4	(5.2%)
<i>% margin</i>	17.4%	16.6%	
EBIT	6.7	8.0	19.9%
<i>% margin</i>	6.0%	7.3%	
Net result	(4.5)	(5.8)	(28.3%)
<i>% margin</i>	(4.0%)	(5.2%)	

€ / ml	As at Dec 31, 2011	As at Mar 31, 2012	As at Dec 31, 2012	As at Mar 31, 2013
NWC	92.3	103.6	101.0	103.9
<i>NWC days</i>	67	83	65	85
Net debt	439.4	458.3	460.8	471.5

(\*) The 1Q 12 figures have been restated on Jun 2012 to reflect the adjustments to provisional fair values originally recognized for the acquisition of Guala Closures DGS Poland S.A.



# 1Q 2013 – Operating and financial review

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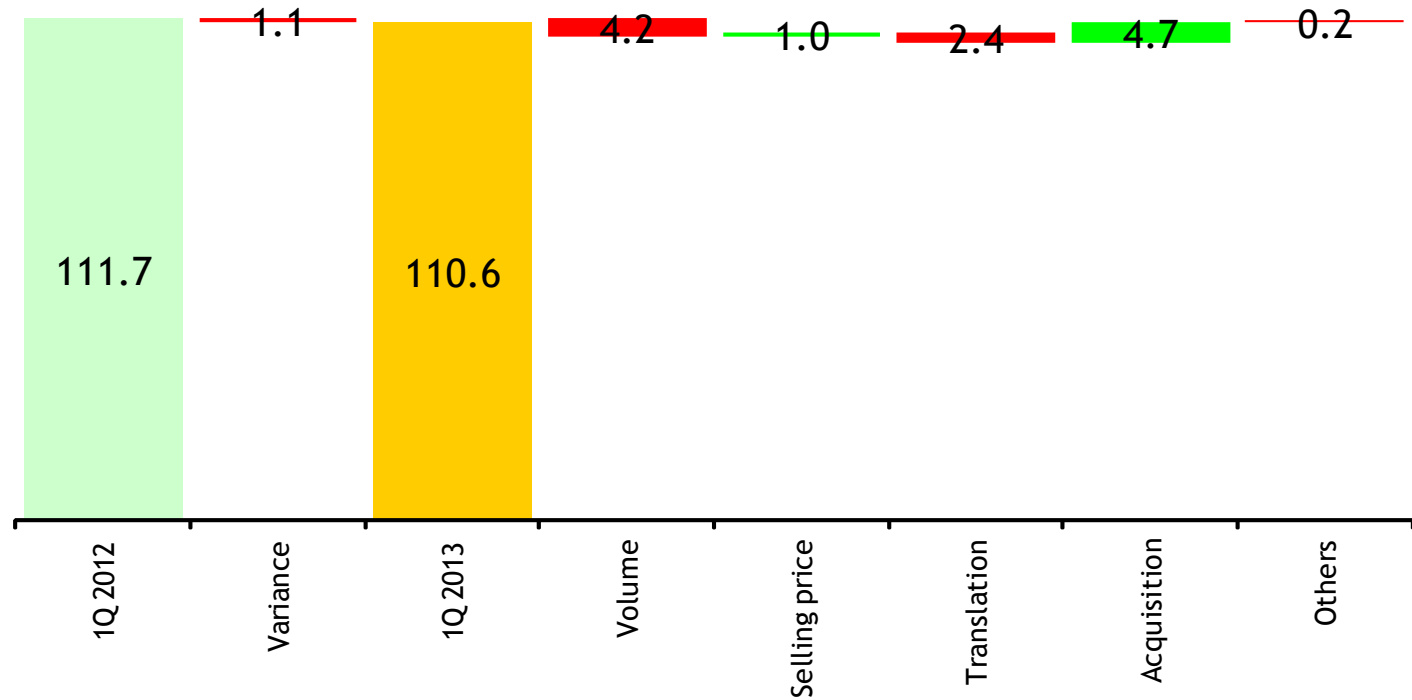
## NET REVENUE

- Net revenue down €1.1 million (-1.0%) vs 1Q 2012
- At constant FX rates, net revenue up €1.3 million (+1.1%) vs 1Q 2012, of which:
  - 3.0% organic
  - +4.2% from acquisitions (South Africa business)
- Unfavorable volume impact due to timing difference
- Increase in sales selling price driven by India

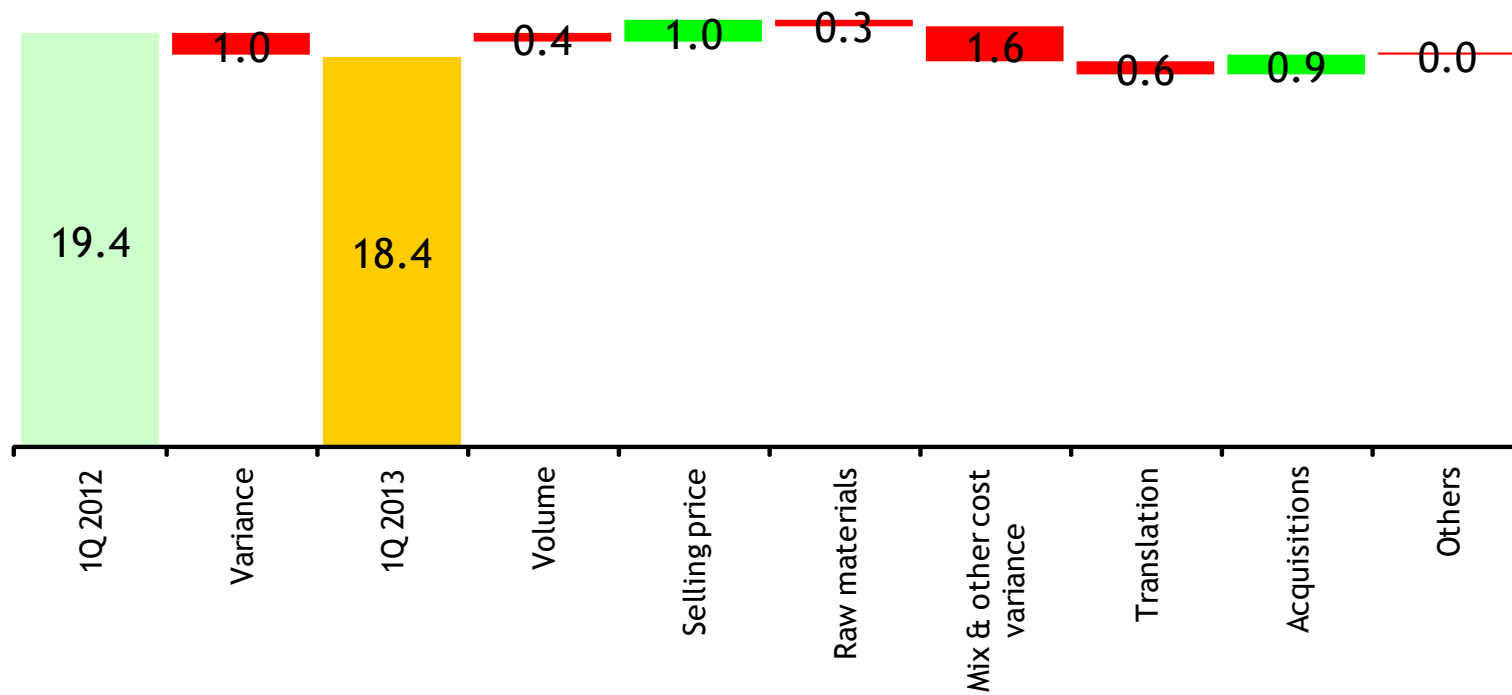
## ADJUSTED EBITDA

- Adjusted EBITDA down €1.0 million (-5.2 %) vs 1Q 2012
- At constant FX rates, Adjusted EBITDA almost in line with 1Q2012
- Q1 penalized by lower volumes.
- EBITDA 2013 adjusted by €0.3 million (rationalization and other costs)
- Positive impact from change in perimeter (€0.9 million)

# 1Q 2013 - Sales Bridges



# 1Q 2013 – Adjusted EBITDA Bridge

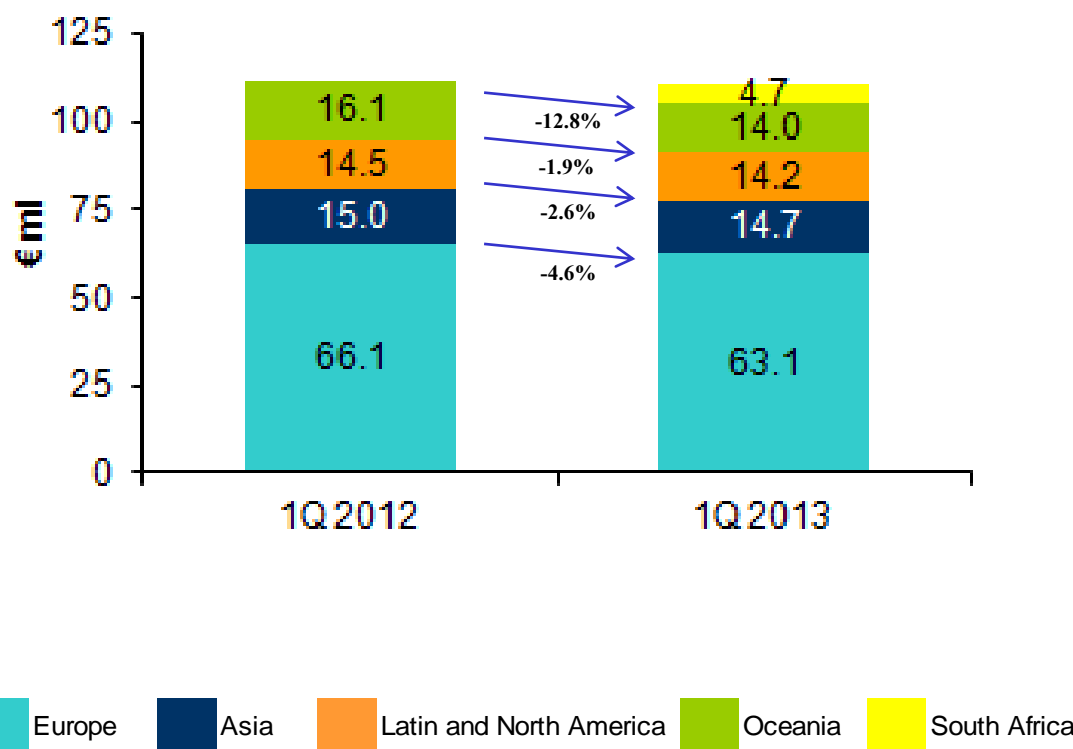


# Net revenue by geographic area

111.7




- 1.0%

110.6



# Cash Flow – sources and uses of funds

€ / mln	1Q	1Q
	2012	2013
<b>Opening cash and cash equivalents</b>	<b>65.5</b>	<b>58.5</b>
Cash flow generated by operating activities	(2.6)	8.4
Cash flow used in investing activities	(8.2)	(7.0)
Cash flow generated by/(used in) financing activities	(7.3)	(6.8)
<b>Net cash flows for the period</b>	<b>(18.1)</b>	<b>(5.4)</b>
Effect of exchange rate fluctuation on cash held	0.7	0.6
<b>Closing cash and cash equivalents</b>	<b>48.1</b>	<b>53.7</b>

-  CF operating: +€10.9 million vs 1Q 2012 mainly due to higher EBITDA (€ 2.1 million) and positive variation of NWC (€ 8.7 million net of the exchange rate impact).
-  CF investing: +€1.2 million vs 1Q 2012 mainly due to lower extraordinary investment
-  CF Financing: +€0.5 million vs 1Q 2012 mainly due to lower interest paid for different expiry timing (+€2.6 million), compensated by higher payment of transaction costs on bond (€1.8 million)

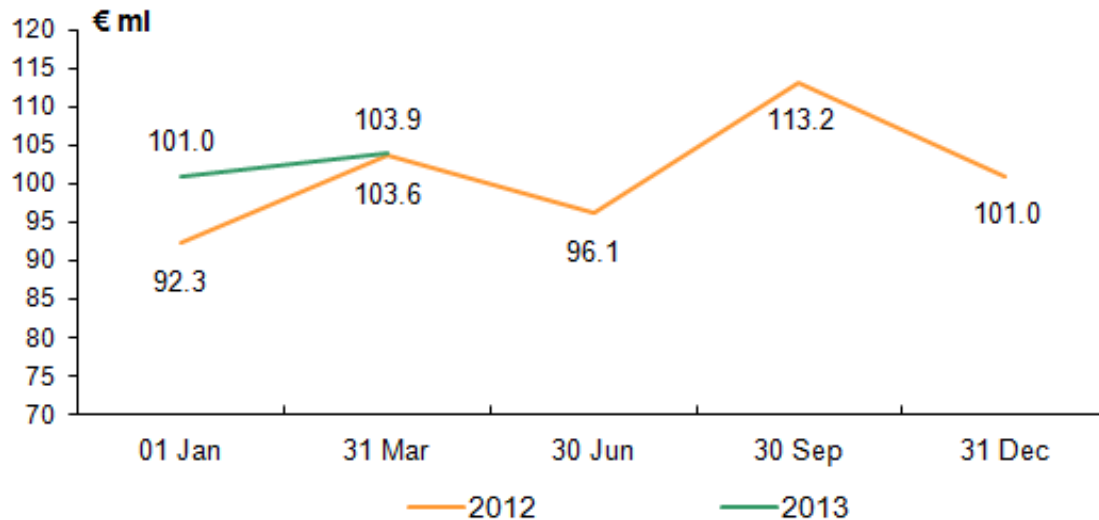
# Net Working Capital

€ / ml	VALUE			
	As at 31/12/11	As at 31/03/12	As at 31/12/12	As at 31/03/13
Trade receivables	96.0	96.4	99.6	94.2
Inventories	58.0	62.3	63.6	73.2
Trade payables	(61.7)	(55.1)	(62.3)	(63.5)
<b>NWC value</b>	<b>92.3</b>	<b>103.6</b>	<b>101.0</b>	<b>103.9</b>

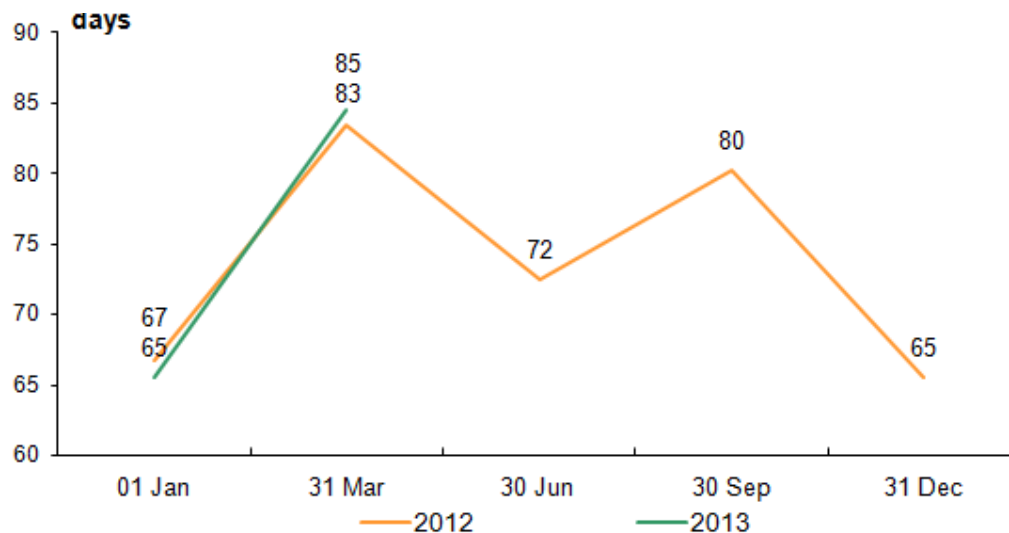
	DAYS			
	As at 31/12/11	As at 31/03/12	As at 31/12/12	As at 31/03/13
Trade receivables	69	78	65	77
Inventories	42	50	41	60
Trade payables	(45)	(44)	(40)	(52)
<b>NWC days</b>	<b>67</b>	<b>83</b>	<b>65</b>	<b>85</b>

# Net Working Capital trend

VALUE



DAYS



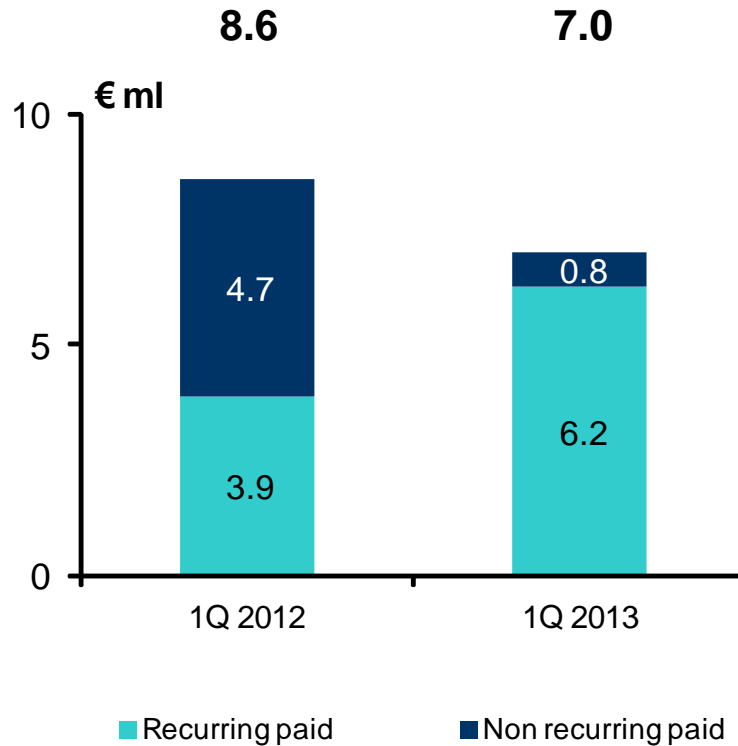
# 1Q 2013 - Net Capex paid

## NON RECURRING 2012:

🌐 Magenta:	€ 1.8 ml
🌐 India:	€ 0.7 ml
🌐 Ukraine :	€ 0.3 ml
🌐 ASA Australia :	€ 1.6 ml
🌐 Other:	€ 0.3 ml

## NON RECURRING 2013:

🌐 Mexico:	€ 0.2 ml
🌐 Ukraine:	€ 0.1 ml
🌐 India:	€ 0.1 ml
🌐 Other:	€ 0.3 ml





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# Appendix

# P&L – 1Q 2013

Thousands of €	1Q 2012 (*)	2Q 2012	3Q 2012	4Q 2012	FY 2012	1Q 2013
<b>Net revenue</b>	111,714	119,469	127,103	138,779	497,065	110,635
Change in inventories of finished and semi-finished products	3,600	1,125	245	(4,497)	472	4,146
Other operating income	1,422	1,724	1,905	3,726	8,777	1,835
Costs for raw materials	(51,075)	(52,047)	(53,415)	(55,909)	(212,446)	(49,017)
Costs for services	(22,311)	(23,295)	(23,187)	(24,155)	(92,949)	(23,989)
Personnel expense	(21,668)	(22,141)	(21,200)	(24,322)	(89,331)	(22,996)
Other operating expense	(5,707)	(3,076)	(2,286)	(4,011)	(15,080)	(2,510)
<b>Gross operating profit (EBITDA)</b>	<b>15,974</b>	<b>21,758</b>	<b>29,165</b>	<b>29,611</b>	<b>96,507</b>	<b>18,104</b>
Amortization, depreciation and impairment losses	(9,274)	(9,543)	(10,062)	(11,128)	(40,008)	(10,069)
<b>Operating profit</b>	<b>6,700</b>	<b>12,214</b>	<b>19,102</b>	<b>18,483</b>	<b>56,500</b>	<b>8,036</b>
Exchange rate	1,970	(4,259)	780	(3,317)	(4,827)	(161)
Derivatives	(15)	(1,494)	296	(6,405)	(7,619)	469
Net interest expenses	(9,466)	(9,806)	(9,719)	(14,425)	(43,416)	(10,419)
<b>Profit (loss) before taxation</b>	<b>(811)</b>	<b>(3,345)</b>	<b>10,459</b>	<b>(5,664)</b>	<b>639</b>	<b>(2,076)</b>
Income taxes	(3,689)	(4,260)	(4,670)	(9,405)	(22,025)	(3,697)
<b>Profit (loss) for the period</b>	<b>(4,501)</b>	<b>(7,605)</b>	<b>5,789</b>	<b>(15,069)</b>	<b>(21,386)</b>	<b>(5,773)</b>
<b>Gross operating profit (EBITDA) - ADJUSTED</b>	<b>19,405</b>	<b>22,674</b>	<b>29,516</b>	<b>31,440</b>	<b>103,036</b>	<b>18,393</b>
<b>EBITDA ADJUSTED % on Net revenue</b>	<b>17.4%</b>	<b>19.0%</b>	<b>23.2%</b>	<b>22.7%</b>	<b>20.7%</b>	<b>16.6%</b>

(\*) The consolidated figures for the 1Q 2012 have been restated on Jun 2012 to reflect the adjustments to provisional fair values originally recognized for the acquisition of Guala Closures DGS Poland S.A.

# Balance Sheet – as at March 31, 2013

Thousands of €	As at Dec 31, 2011 (*)	As at March 31, 2012 (*)	As at Dec 31, 2012	As at March 31, 2013
Intangible assets	405,453	405,585	405,927	403,363
Property, plant and equipment	212,185	213,362	219,467	221,040
Net working capital	92,253	103,634	100,965	103,875
Net financial derivative liabilities	(4,892)	(5,026)	(6,393)	(5,908)
Employee benefits	(6,965)	(6,984)	(8,429)	(8,528)
Other assets/liabilities	(28,672)	(24,220)	(43,333)	(39,377)
<b>Net invested capital</b>	<b>669,363</b>	<b>686,350</b>	<b>668,203</b>	<b>674,464</b>
<b>Financed by:</b>				
Net financial liabilities	504,846	506,378	519,257	525,136
Cash and cash equivalents	(65,479)	(48,059)	(58,474)	(53,669)
<b>Net financial indebtedness</b>	<b>439,367</b>	<b>458,319</b>	<b>460,784</b>	<b>471,467</b>
<b>Consolidated equity</b>	<b>229,996</b>	<b>228,031</b>	<b>207,420</b>	<b>202,997</b>
<b>Sources of financing</b>	<b>669,363</b>	<b>686,350</b>	<b>668,203</b>	<b>674,464</b>

(\*) The consolidated figures for the Dec 2011 and Mar 2012 have been restated on Jun 2012 to reflect the adjustments to provisional fair values originally recognized for the acquisition of Guala Closures DGS Poland S.A.

# Cash Flow – 1Q 2013

Thousands of €	1Q 2012 (*)	2Q 2012	3Q 2012	4Q 2012	FY 2012	1Q 2013
<b>Opening cash and cash equivalents</b>	<b>65,479</b>	<b>48,058</b>	<b>53,716</b>	<b>54,541</b>	<b>65,479</b>	<b>58,474</b>
<b>A) Cash flows generated by operating activities</b>						
Profit (loss) before taxation	(811)	(3,345)	10,459	(5,664)	639	(2,076)
Amortization, depreciation and impairment	9,274	9,543	10,062	11,128	40,008	10,069
Net finance costs	7,512	15,560	8,643	24,146	55,861	10,111
Change in:						
Receivables, payables and inventory	(10,410)	8,911	(17,216)	15,460	(3,255)	(1,728)
Other	(877)	581	(1,145)	817	(624)	(1,755)
VAT and indirect tax assets/liabilities	(1,860)	87	(573)	2,513	168	(2,145)
Income taxes paid	(5,399)	(3,304)	(4,991)	(6,147)	(19,841)	(4,100)
<b>TOTAL A)</b>	<b>(2,571)</b>	<b>28,033</b>	<b>5,239</b>	<b>42,254</b>	<b>72,955</b>	<b>8,377</b>
<b>B) Cash flows used in investing activities</b>						
Acquisitions of property, plant and equipment and intangible assets	(9,189)	(3,031)	(6,097)	(8,637)	(26,954)	(7,001)
Proceeds from sale of property, plant and equipment and intangibles	623	42	401	(270)	796	(3)
Change in non-current assets classified as held for sale	0	0	1		0	-
Disposal Aereosol business	325	(0)	0	(0)	325	-
Acquisition of South Africa	-	-	-	(15,723)	(15,723)	-
<b>TOTAL B)</b>	<b>(8,241)</b>	<b>(2,989)</b>	<b>(5,696)</b>	<b>(24,631)</b>	<b>(41,556)</b>	<b>(7,004)</b>
<b>C) Cash flows generated by/used in financing activities</b>						
Financial income and expense	(8,060)	(10,163)	(8,116)	(12,077)	(38,417)	(5,483)
Payment of transaction cost on Bond	-	-	-	(6,090)	(6,090)	(1,786)
Other financial items	12	(755)	(459)	373	(829)	109
Dividends paid	(1,223)	(86)	(3,328)	(1,000)	(5,638)	(499)
Proceeds from issue of share capital	122	(0)	-	-	122	-
Proceeds from new borrowings	3,500	-	33,026	297,000	333,526	2,161
Repayment of borrowings	(1,625)	(8,011)	(20,166)	(291,499)	(321,300)	(1,243)
Change in financial assets	(8)	28	(42)	109	86	(29)
<b>TOTAL C)</b>	<b>(7,283)</b>	<b>(18,987)</b>	<b>914</b>	<b>(13,185)</b>	<b>(38,540)</b>	<b>(6,771)</b>
<b>D) Net cash flow for the period (A+B+C)</b>	<b>(18,096)</b>	<b>6,058</b>	<b>457</b>	<b>4,438</b>	<b>(7,142)</b>	<b>(5,398)</b>
Effect of exchange rate fluctuation on cash held	674	(399)	367	(506)	136	594
<b>Closing cash and cash equivalents</b>	<b>48,058</b>	<b>53,716</b>	<b>54,541</b>	<b>58,474</b>	<b>58,474</b>	<b>53,669</b>

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