

FACTSHEET 2016

ABOUT NAMPAK

We offer packaging across major packaging substrates of metal, glass, paper and plastic in South Africa and the rest of Africa, and make plastic bottles in the United Kingdom.

We mainly operate in South Africa where we have 28 operations, contributing 47% of trading profit, while our rest of Africa and United Kingdom operations contribute 47% and 3% of trading profit from 15 and 6 operations respectively.

Our operations in the rest of Africa continue to grow and we have ambitions to increase our rest of Africa operations group trading profit contribution to 50%.

The group participates in extensive collection and recycling initiatives and continues to invest significant time and resources in the development of more sustainable products.

Our world-class research and development facility based in Cape Town provides technical and product development support to our businesses, as well as to our customers.

We have been listed on the JSE Limited (Johannesburg Stock Exchange) under the symbol NPK since 1969.

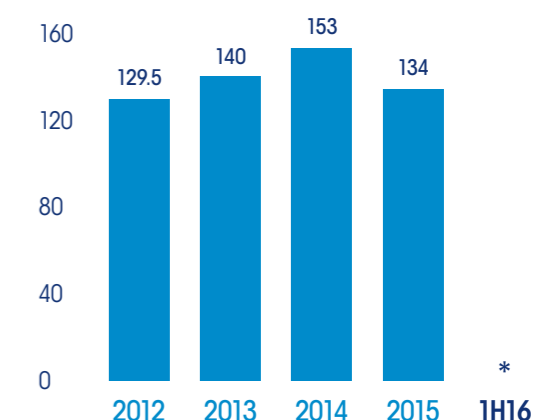
FINANCIAL PERFORMANCE

Rm	1H16	1H15
Market cap*	14 668	29 303
Revenue	9 422	8 588
Operating profit	870	935
Adjusted HEPS	123.2	101.6
HEPS (cents)	105.2	101.6
Cash generated from operations	883	735
Net gearing (%)	74	85
Employees	6 663	9 269

The financial results above are for the six months ended 31 March 2016 and 2015.
* Based on end of period market price.

DIVIDEND PAY-OUT HISTORY

Dividend per share (cents)



* No interim dividend declared in order to improve gearing, reduce interest costs and assist in the restructure of the interest bearing debt profile and balance sheet.

STRATEGY

Unlock further value from base business

- › Active portfolio management, including possible divestitures
- › Stringent cost management
- › Working capital management
- › Business process improvement
 - » **Buy better** — streamline procurement process
 - » **Make better** — operational excellence, safety and efficiency
 - » **Sell better** — margin expansion, customer portfolio management
- › Invest to compete

Accelerate African growth

- › Growth through greenfield investment and acquisitions in metals, glass and plastics
- › Growth at reasonable and sustainable return
- › Partner with major multinational customers
- › Sensibly manage and grow presence in current jurisdictions
 - » Building market base through exports
 - » Diversifying manufacturing to other Nampak products
 - » Building on existing hubs

INVESTMENT PROPOSITION

Solid foundation business

- › Strong cash flow from base business
- › Offer packaging **across the major substrates** (metal, glass, paper and plastic)
- › Number one supplier of beverage cans in Africa
- › Managed through a two-pronged strategy
 - » Unlock further value from base business
 - » Accelerate growth in the rest of Africa

Compelling African growth story

- › **Africa's leading packaging manufacturer** with operations in South Africa and 11 countries in the rest of Africa
- › Strong project pipeline to capture further **growth opportunity** in the rest of Africa
- › Strong relationships with multinational corporates reduces market risk and enhances growth prospects
- › First mover advantage in key African markets

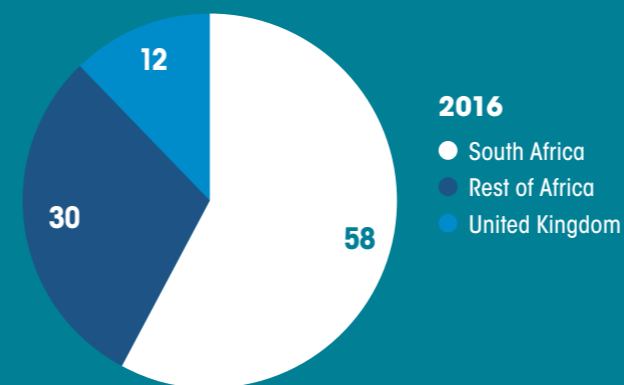
WE ARE LISTED ON THE FOLLOWING INDICES:

1	CDP — SOUTH AFRICAN CARBON PERFORMANCE LEADERSHIP
2	CDP — SOUTH AFRICAN CARBON DISCLOSURE LEADERSHIP INDEX
3	JSE — SOCIALLY RESPONSIBLE INVESTMENT (SRI) INDEX

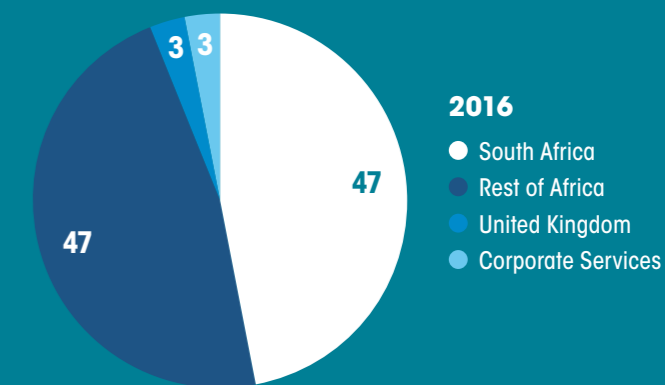
BUSINESS ACTIVITIES AND 2016 CONTRIBUTIONS



REVENUE (GEOGRAPHICAL) (%)



TRADING PROFIT (GEOGRAPHICAL) (%)



Metals

South Africa

Bevcan

Preferred beverage can manufacturer in SSA. Maker of cans for alcoholic and carbonated soft drinks; fruit and vegetable juices. Shapes and sizes:

Regular – 330ml, 440ml and 500ml;
Slimline – 200ml, 250ml and 275ml; and
Slender – 300ml and 330ml.

DivFood

Leading food and diversified can supplier in South Africa. Maker of twopiece and three-piece food cans, plain and lacquered ends, full aperture ends and easy-open and peel-off ends. Also makes aluminium and tinplate aerosols and cans for polish, fuels and lubricants.

Managing Directors

Erik Smuts

Christiaan Burmeister

Rest of Africa

Bevcan

Manufacturer of beverage cans in Angola and Nigeria

General Metal Packaging

Supplier of three-piece cans, general line cans, tinplate aerosol cans and metal crowns in Nigeria,

Kenya, Mozambique, Tanzania, Zambia and Zimbabwe

Managing Directors

Peter Mashangu
Angola

Andrew Loggie
Nigeria

Ian Randall
Kenya and
Tanzania

Terry Wilson
Nigeria

Stewart Lamb
Zambia

John van Gend
Zimbabwe

Plastics

South Africa

Liquid Packaging

Supplier of plastic products to the alcoholic and non-alcoholic beverage markets; chemical industry; household detergents; and food sectors. Products include mono-layer HDPE bottles, HDPE jars, PET bottles for the fruit juice, dairy and water industries. Also makes paper cartons for sorghum beer and extended shelf life milk.

Maker of drums for the chemicals and agrochemical markets.

Closures and Tubes

Closures – plastics: Maker of specialised plastic closures designed and engineered to achieve maximum product integrity and filling line efficiencies.

Closures – metal: Maker of a highquality range of metal lids, metal caps and metal closures, supplied to the processed foods, sauces, baby foods, wine and spirits, carbonated soft drinks, cordials and concentrates markets.

Tubes: Maker of thin-wall, injection-moulded, high-quality tubes.

Maker of crates for the brewing, dairy, bread and agriculture sectors.

Managing Directors

Willem Pienaar

David Smith

United Kingdom

Major supplier of plastic bottles to the UK dairy industry. We also supply juice bottles.

Managing Director

Eric Collins

Paper

Rest of Africa

Maker of self-opening bags, cigarette and food cartons, sorghum beer cartons and corrugated boxes for Kenya, Malawi, Nigeria, Zambia and Zimbabwe.

Managing Directors

Ian Randall
Kenya

Simon Itaye
Malawi

Stewart Lamb
Zambia

Martin Makemva
Megapak
Zimbabwe

David Bain
Zimbabwe

Mike Samson
Cartons Nigeria

Glass

South Africa

Maker of returnable and non-returnable glass bottles for the beverage and food industry in South Africa, i.e. wine, carbonated soft drinks, flavoured alcoholic beverages, spirits, beer and processed foods. Product size range from 250ml to 1.5l.

Managing Director

Pieter van den Berg

	Metals	Plastics	Paper	Glass
Group revenue contribution (Rm)	5 041	2 891	831	659
Group trading profit contribution (Rm)*	622	202	95	44
Margin (%)	12.3	7.0	11.4	6.7
Number of employees	3 771	2 618	1 051	453

* 3% of trading profit is from Corporate Services.

INVESTOR RELATIONS CONTACT

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