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**ESSENTRA**

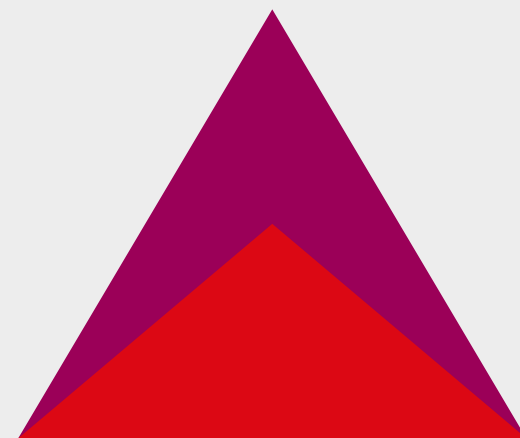


**EUROPE**

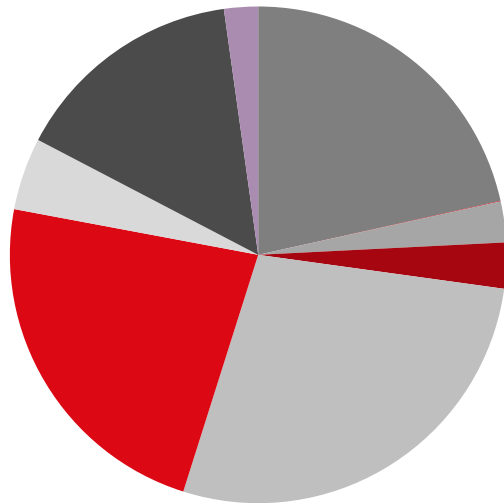
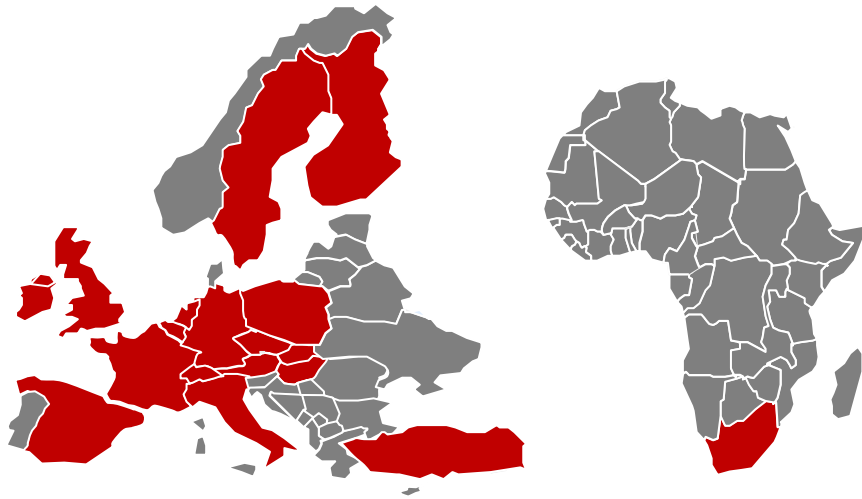
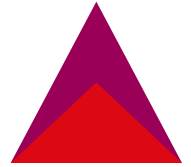
Hugh Ross – Managing Director

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20 NOVEMBER 2014



# EUROPE AT A GLANCE



- Industrial
- Electronics
- Paper, Board & POS
- Household
- Health & Personal Care
- Tobacco & Scientific Services
- Document and Identity Solutions
- Food & Beverage
- Construction

## Key statistics:

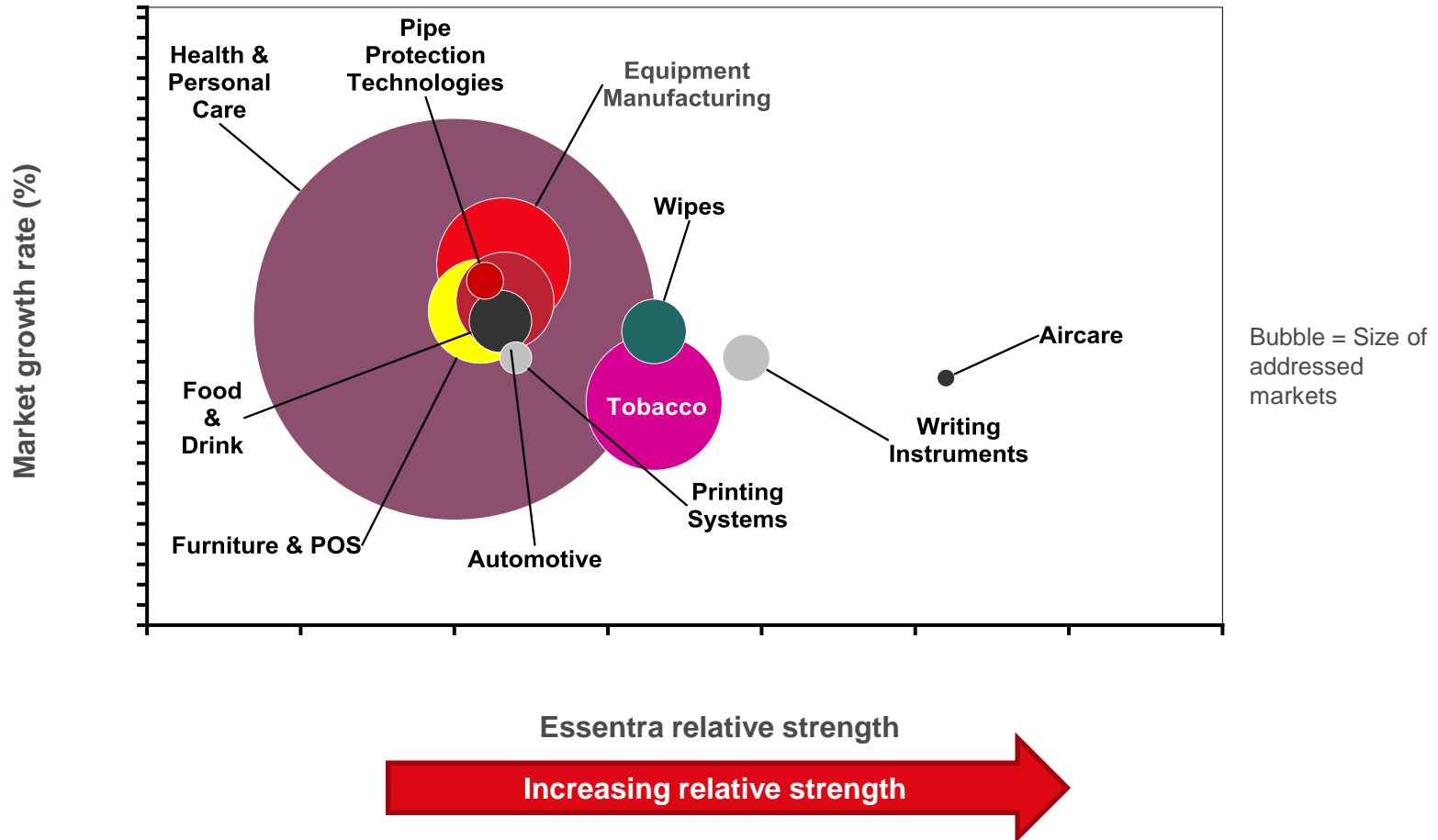
2014 PF\* revenue = £576m

- 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



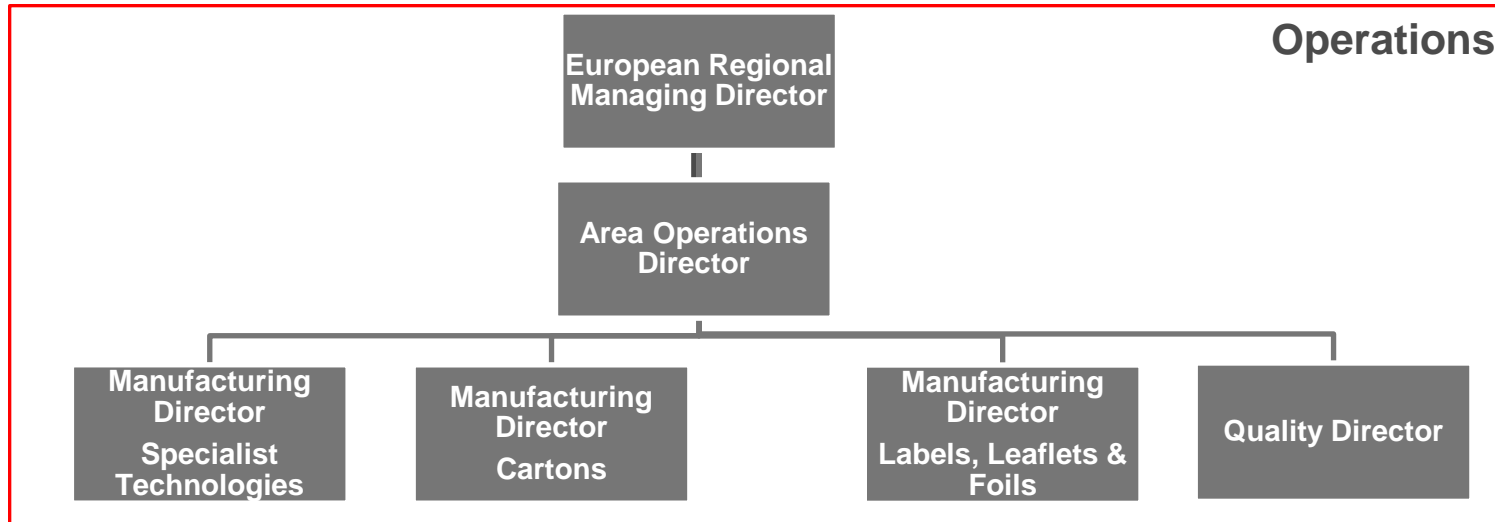
- Market felt Essentra was strong in leaflets and cartons but not in foil and labels.
- Investment in 52,000 sq ft facility in Newport, Wales.
- Incorporates:
  - Latest investment in digital printing.
  - Cleanroom for production of primary packaging foils.
  - State of the art label manufacturing centre.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

**Clear commitment to meeting customer requirements**

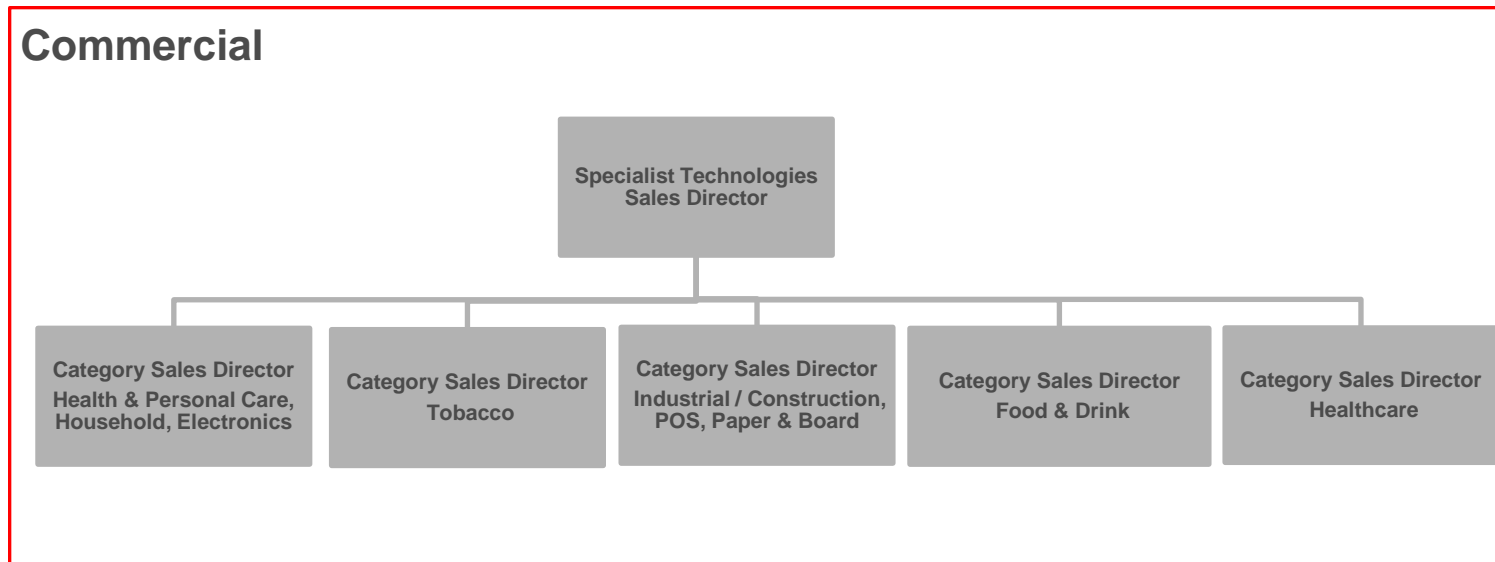
# THE EUROPEAN TEAM



## Operations

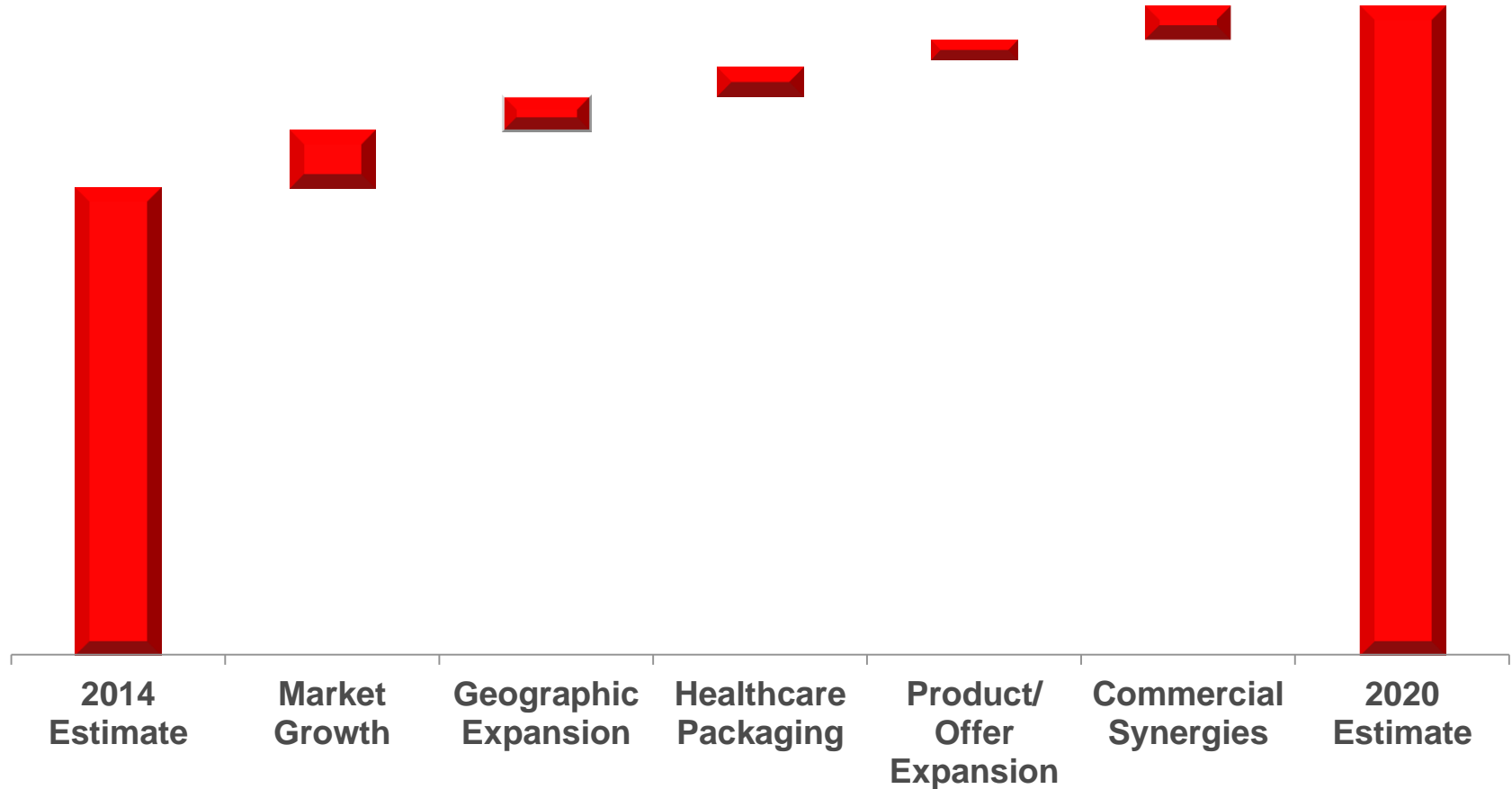


## Commercial



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

# DRIVE FOR 2020 – THE DIRECTION OF TRAVEL - EUROPE



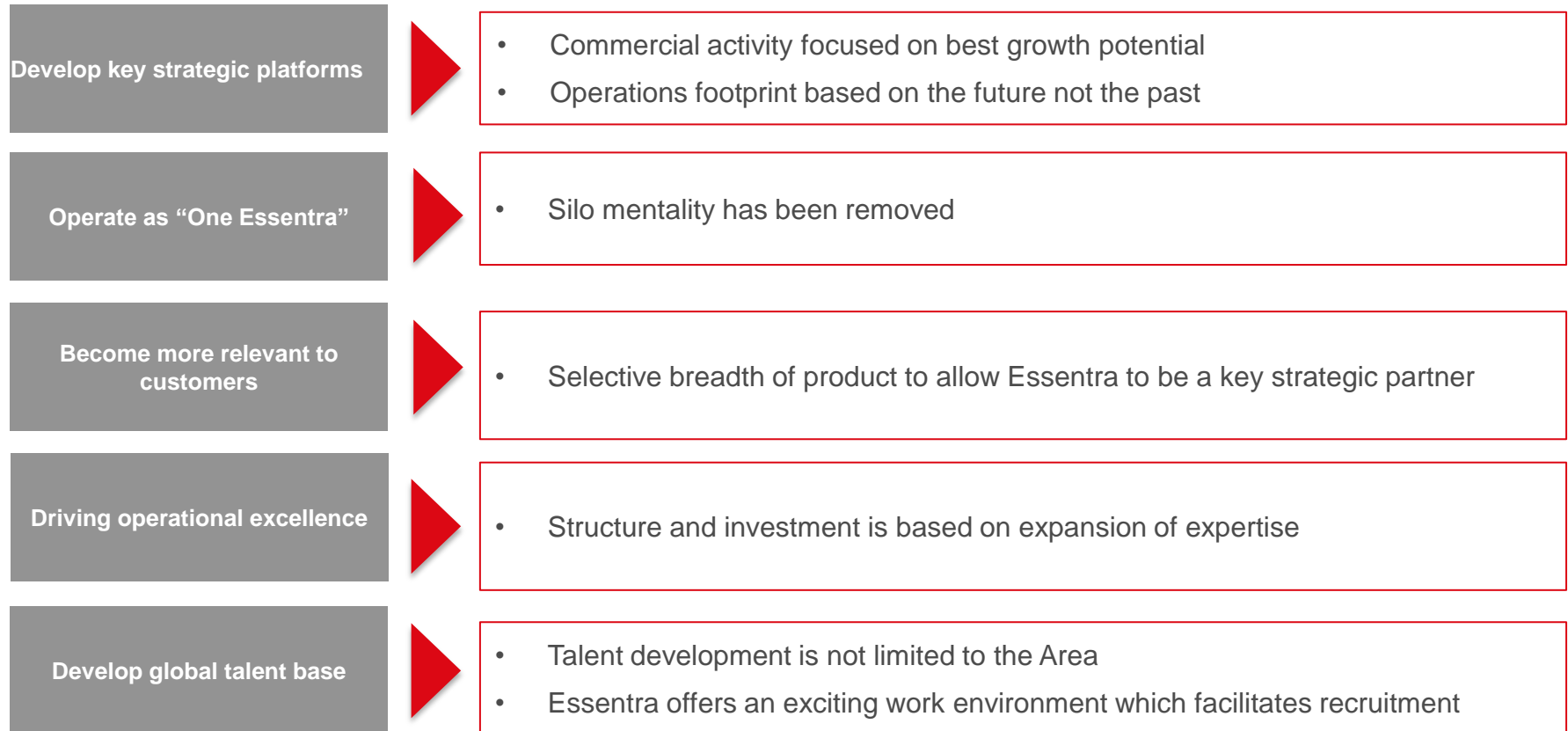
**At least mid single digit organic growth**

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



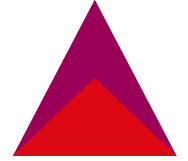
# EUROPE “DRIVE FOR 2020”



**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.



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**ESSENTRA**



**EUROPE**

Hugh Ross – Managing Director

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