

GCL Holdings Group

Company presentation 9M 2016 results

November 28, 2016

Forward-looking Statements

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.

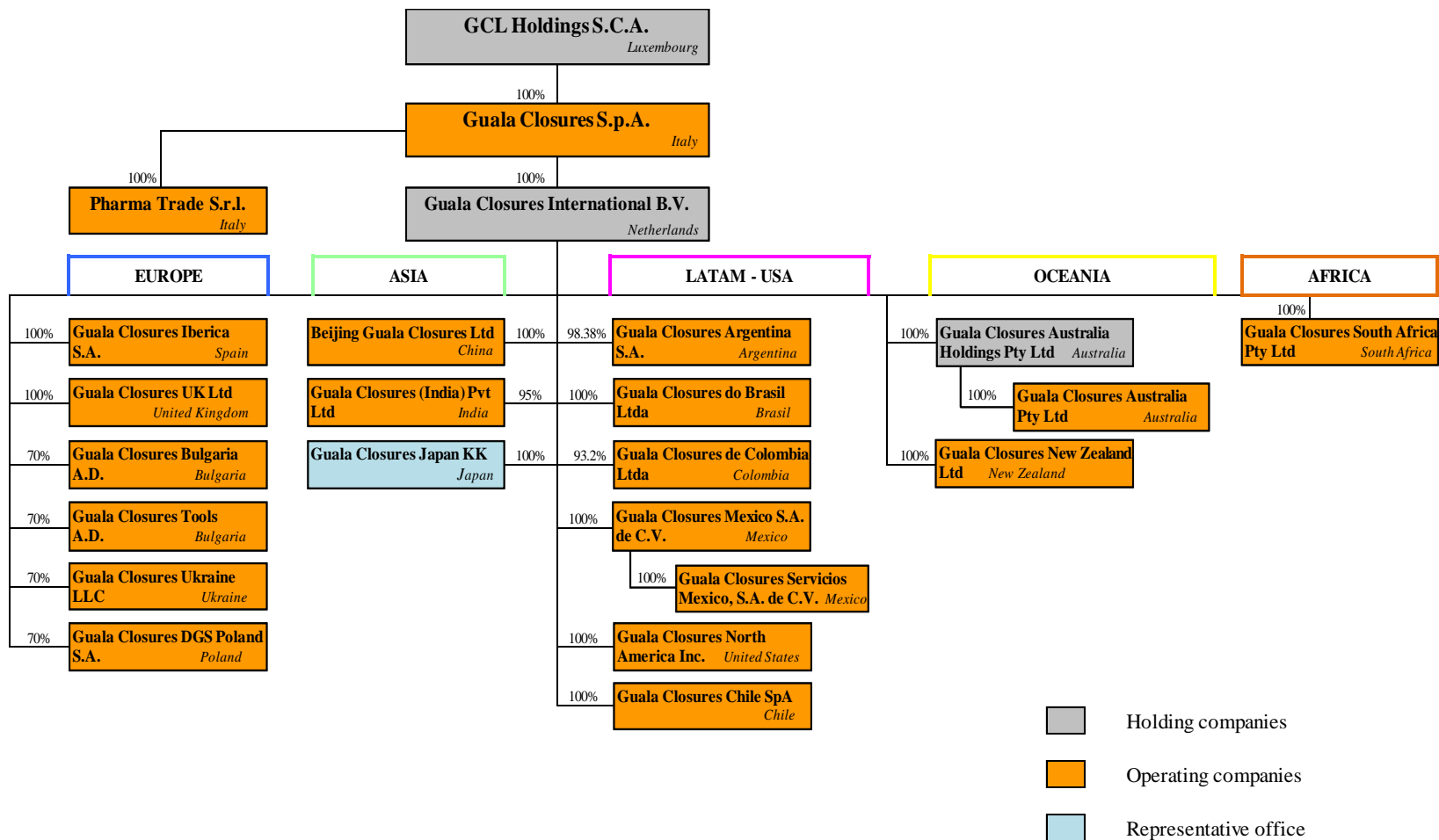
By their nature, forward-looking statements involve known and unknown risks, uncertainties and other factors because they relate to events and depend on circumstances that may or may not occur in the future.

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 September 30, 2016



Key trends: group currencies

Exchange rate trend (1 € = x FC) P&L	Average 9M15	Average 9M16	Var % vs 9M15
US Dollar	1.1145	1.1158	0.1%
GB Pounds	0.7274	0.8022	10.3%
Lev Bulgaria	1.9558	1.9558	-
Ukraine Hryvnia	24.0212	28.3868	18.2%
Poland Zloty	4.1559	4.3588	4.9%
China Renmimbi	6.9647	7.3432	5.4%
Indian Rupia	70.8406	74.8991	5.7%
Argentinian Peso	9.9872	16.2205	62.4%
Brazilian Real	3.5183	3.9642	12.7%
Colombian Peso	2939.59	3420.23	16.4%
Mexican Peso	17.3513	20.4135	17.6%
Australian Dollar	1.4619	1.5053	3.0%
New Zealand Dollar	1.5732	1.6138	2.6%
South Africa Rand	13.6867	16.7020	22.0%
Japan Yen	134.7383	121.1071	(10.1%)
Chilean Peso	775.0160	758.9897	(2.1%)

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



Revaluation of euro vs main group currencies compared to 9M 2015 (except JPY and CLP)

Key trends: group currencies

Exchange rate trend (1 € = x FC) BS	Dec 31, 2015	Sep 30, 2016	Var % vs Dec 15
US Dollar	1.0887	1.1161	2.5%
GB Pounds	0.7340	0.8610	17.3%
Lev Bulgaria	1.9558	1.9558	-
Ukraine Hryvnia	26.1587	28.9439	10.6%
Poland Zloty	4.2639	4.3192	1.3%
China Renmimbi	7.0608	7.4463	5.5%
Indian Rupia	72.0215	74.3655	3.3%
Argentinian Peso	14.0972	17.0221	20.7%
Brazilian Real	4.3117	3.6210	(16.0%)
Colombian Peso	3456.01	3207.13	(7.2%)
Mexican Peso	18.9145	21.7389	14.9%
Australian Dollar	1.4897	1.4657	(1.6%)
New Zealand Dollar	1.5923	1.5369	(3.5%)
South Africa Rand	16.9530	15.5238	(8.4%)
Japan Yen	131.0700	113.0900	(13.7%)
Chilean Peso	772.7130	734.3468	(5.0%)

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

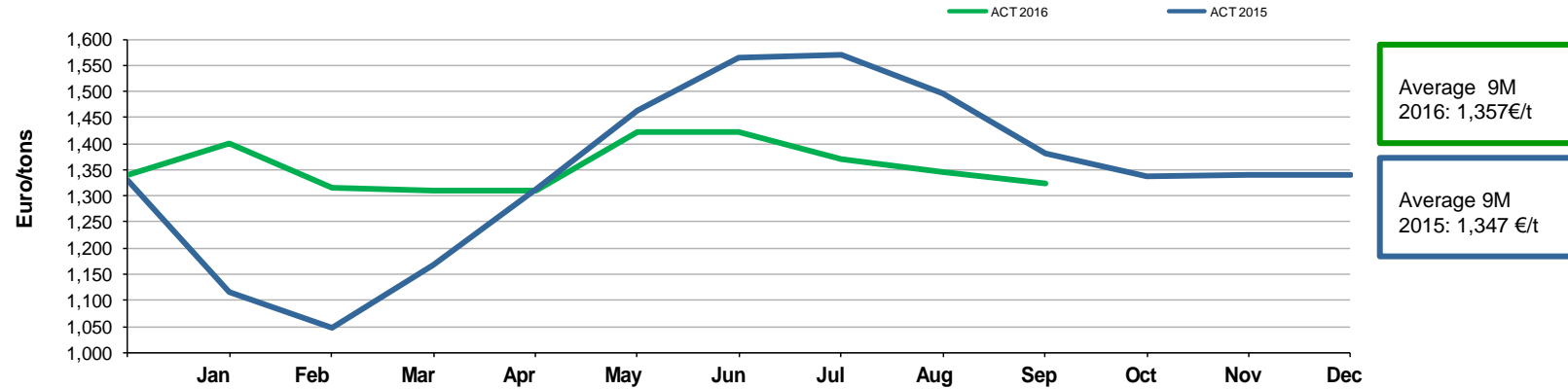


Revaluation of euro vs main group currencies compared to 2015 (except BRL, COP, AUD, NZD, ZAR, JPY and CLP)

Key trends: raw materials – plastics – Europe

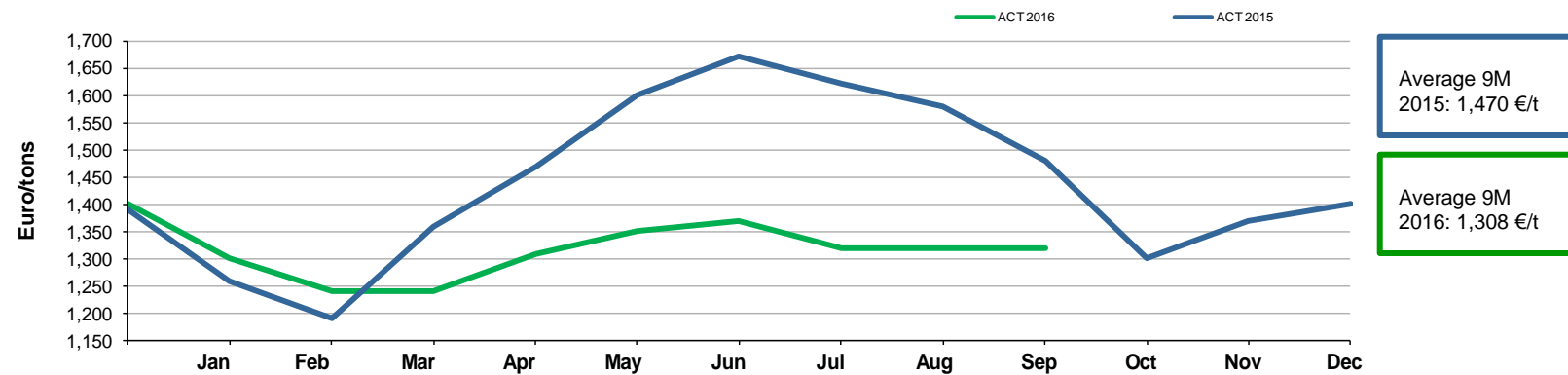
Plastic price trend - High density polyethylene

HDPE Var % vs 9M 2015: 0.0%



Plastic price trend – Polypropylene, homopolymer

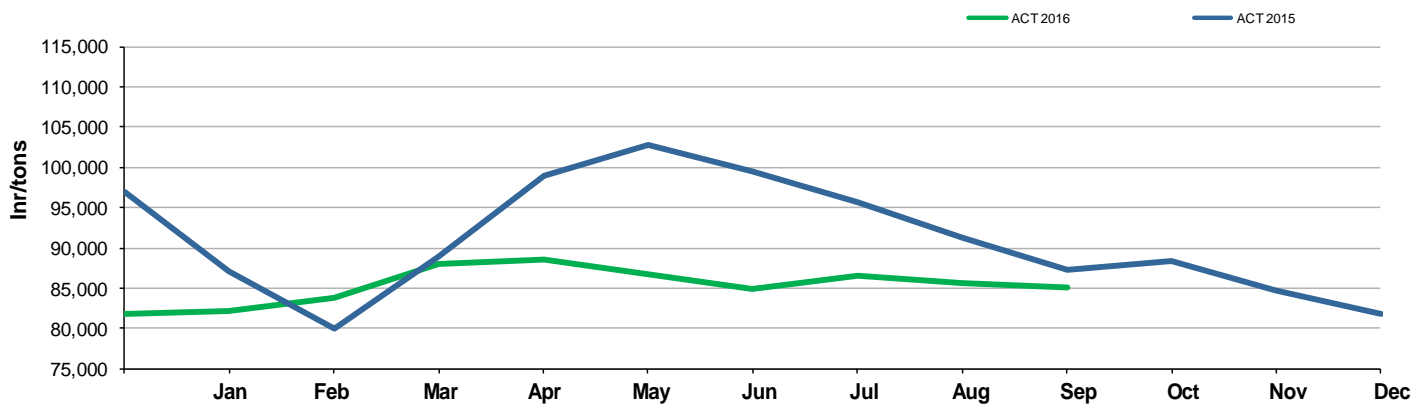
PP Var % vs 9M 2015: (11.0%)



Key trends: raw materials – plastics - India

Plastic price trend - High density polyethylene

HDPE Var % vs 9M 2015: (7.2%)

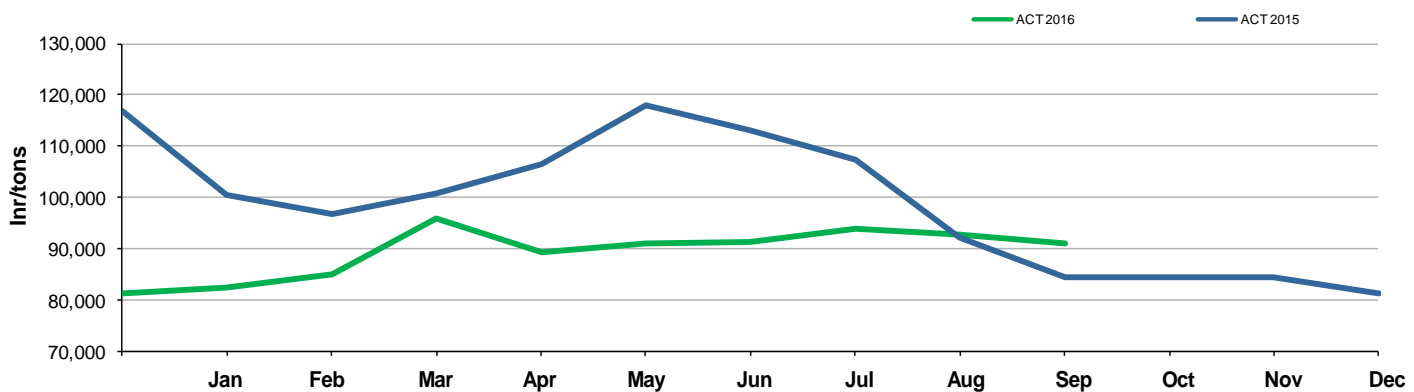


Average 9M 2015:
92,393 INR/t

Average 9M 2016:
85,740 INR/t

Plastic price trend – Polystyrene

PS Var % vs 9M 2015: (11.6%)



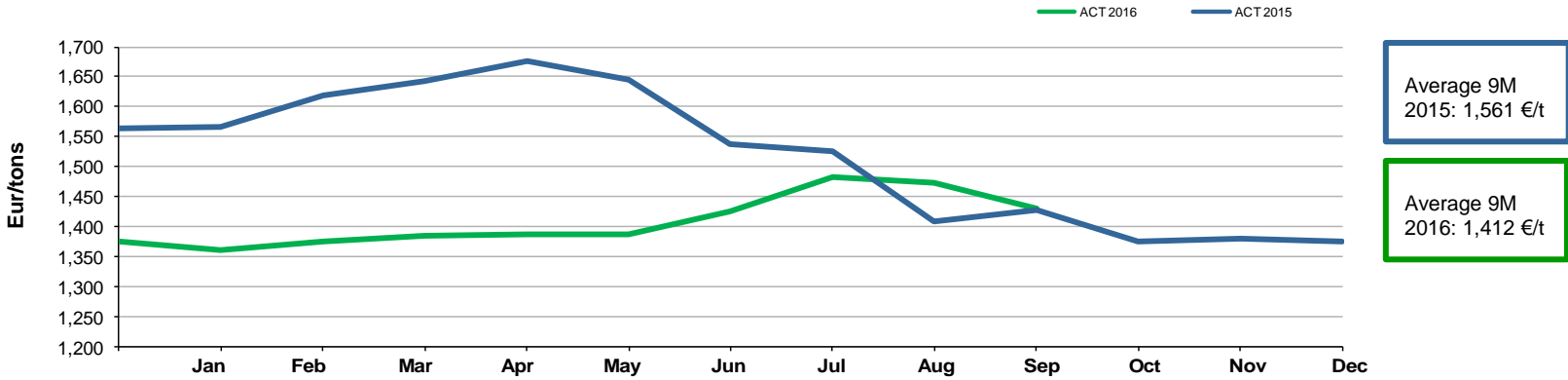
Average 9M 2015:
102,192 INR/t

Average 9M 2016:
90,345 INR/t

Key trends: raw materials - aluminum

Aluminum price trend (LME €/tons)

LME Var % vs 9M 2015: (9.5%)



9M 2016 – Operating and financial review

NET REVENUE

- 🌐 At constant FX rates, net revenue +€16.6 million (+4.3%) vs 9M 2015
- 🌐 Reported net revenue down €18.0 million (4.7%) vs 9M 2015 due to €34.6 ml negative translation impact
- 🌐 Increase in sales volumes/selling price mainly in Ukraine, Argentina, India, Mexico and UK

ADJUSTED EBITDA

- 🌐 At constant FX rates, Adjusted EBITDA +€2.7 million (+3.3%) vs 9M 2015
- 🌐 Reported adjusted EBITDA down €5.0 million (6.2%) vs 9M 2015 due to €7.7 million negative translation impact
- 🌐 Adjusted EBITDA margin at 20.4% (20.8% in 9M 2015)
- 🌐 9M 2016: positive impact from sales volume growth, selling price renegotiation and raw materials

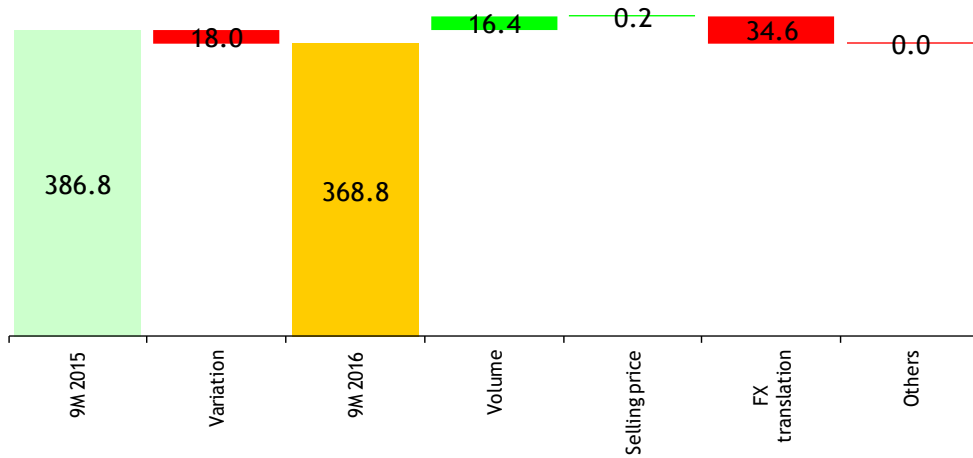
9M 2016 – Financial snapshot

€ / ml	1Q 15	2Q 15	3Q 15	9M 15	4Q 15	12M 15	1Q 16	2Q 16	3Q 16	9M 16	Var % 9M 16 vs 9M 15
Revenues	119.7	128.1	139.0	386.8	133.7	520.5	112.7	122.7	133.4	368.8	(4.7%)
EBITDA	24.2	24.6	29.5	78.3	25.0	103.3	20.6	25.6	28.4	74.5	(4.8%)
% margin	20.2%	19.2%	21.2%	20.2%	18.7%	19.8%	18.2%	20.9%	21.3%	20.2%	
Adjusted EBITDA	24.5	24.9	31.0	80.4	26.0	106.4	20.7	25.7	29.0	75.4	(6.2%)
% margin	20.4%	19.4%	22.3%	20.8%	19.5%	20.4%	18.3%	21.0%	21.7%	20.4%	
EBIT	14.9	15.0	20.4	50.3	15.4	65.7	12.0	19.0	21.1	52.1	3.6%
% margin	12.4%	11.7%	14.7%	13.0%	11.5%	12.6%	10.6%	15.5%	15.8%	14.1%	
Net result	2.4	(2.9)	(0.1)	(0.5)	(4.2)	(4.7)	(2.7)	3.6	4.8	5.7	1232.0%
% margin	2.0%	(2.2%)	(0.0%)	(0.1%)	(3.1%)	(0.9%)	(2.4%)	2.9%	3.6%	1.6%	

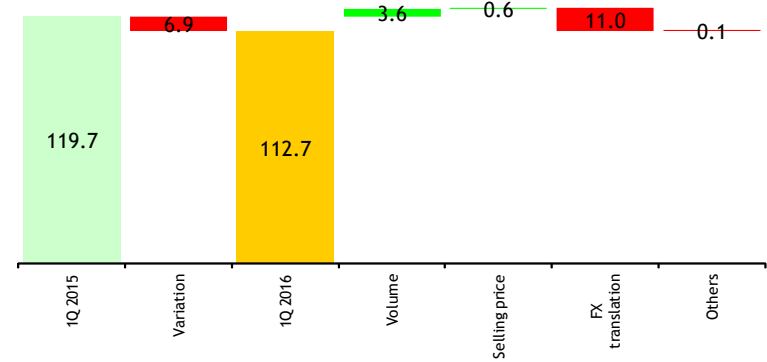
€ / ml	As at Dec 31, 2014	As at Mar 31, 2015	As at Jun 30, 2015	As at Sep 30, 2015	As at Dec 31, 2015	As at Mar 31, 2016	As at Jun 30, 2016	As at Sep 30, 2016
NWC	102.1	112.5	118.8	119.9	87.0	97.2	105.2	116.1
NWC days	69	85	83	78	59	78	77	78
Net debt	507.7	518.0	523.9	526.0	497.6	518.5	524.6	529.7

9M 2016 - Sales Bridges

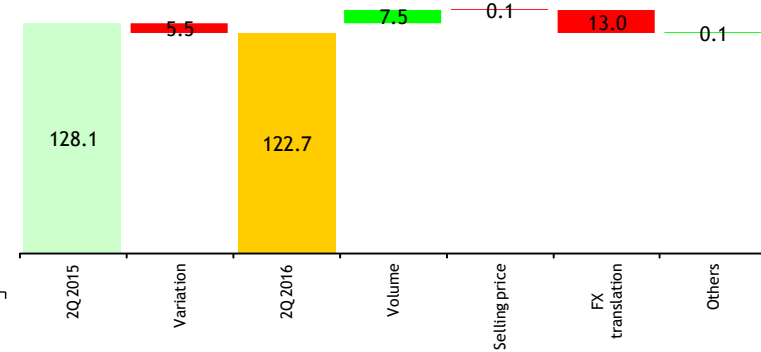
9M 2015 – 9M 2016



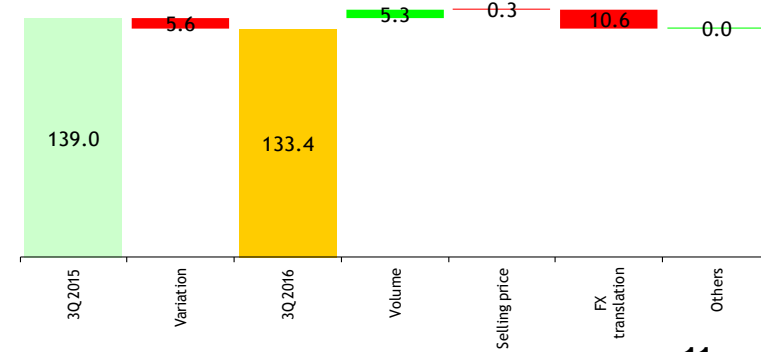
1Q 2015 – 1Q 2016



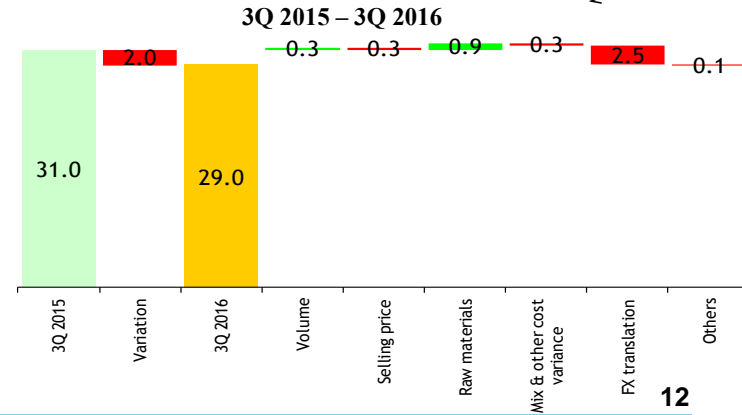
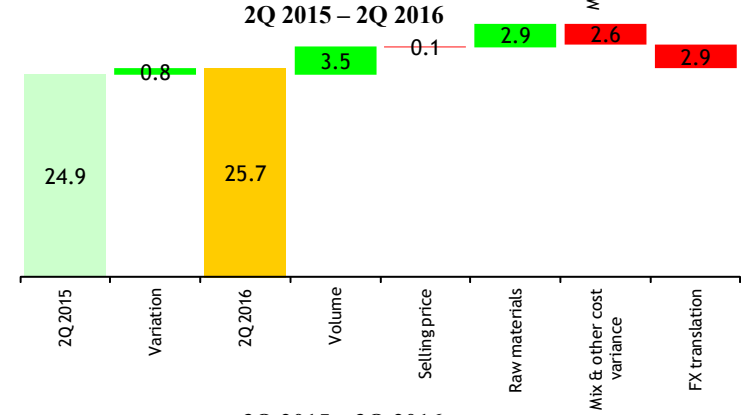
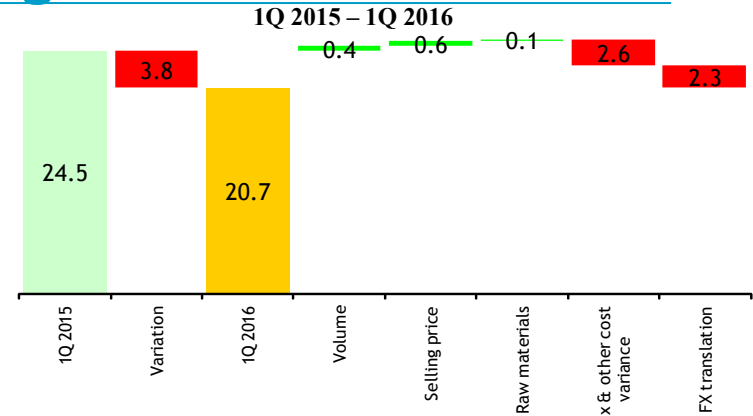
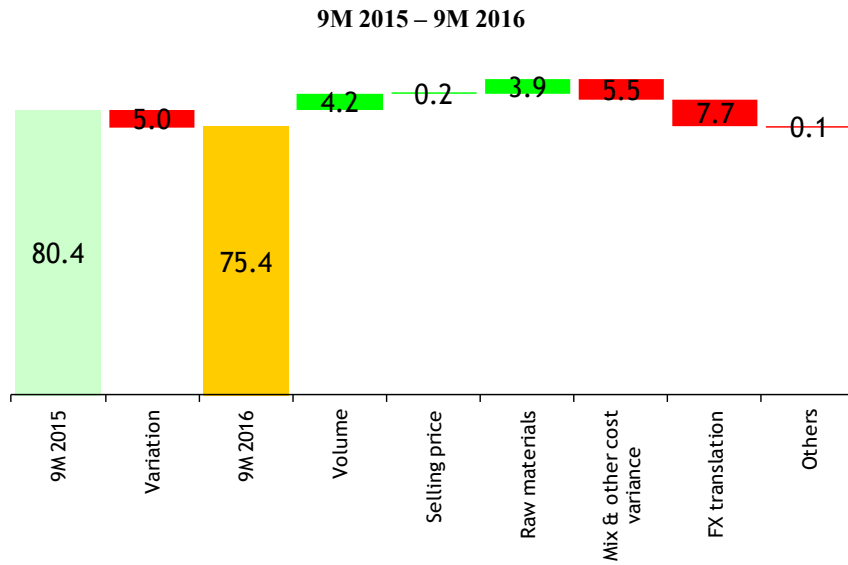
2Q 2015 – 2Q 2016



3Q 2015 – 3Q 2016



9M 2016 – Adjusted EBITDA Bridge



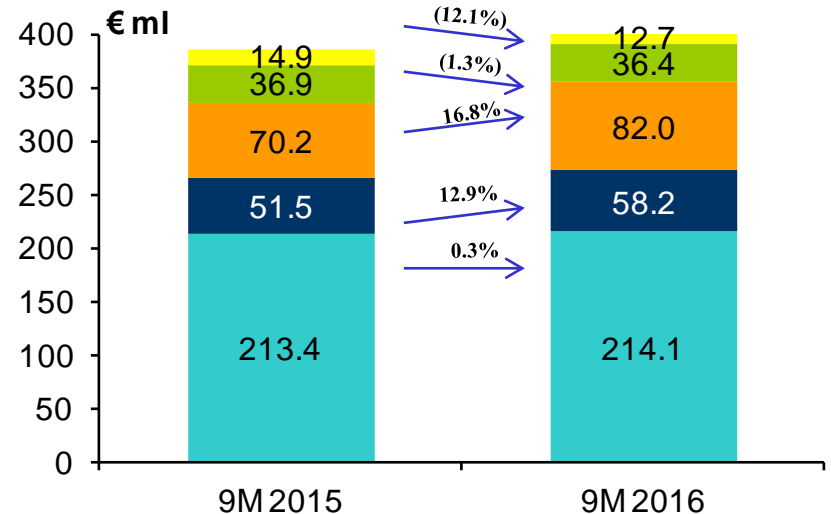
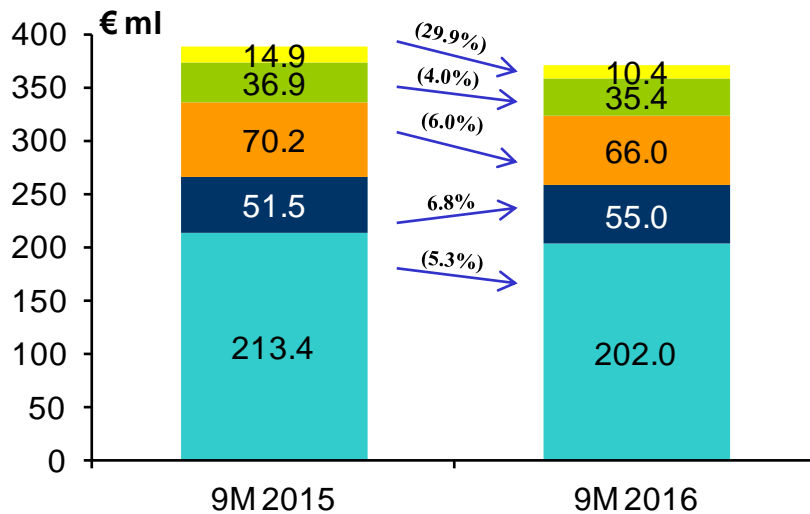
Net revenue by geographic area

REPORTED

AT COSTANT FX RATE 2015

386.8 (4.7%) 368.8




386.8 +4.3% 403.4



■ Europe
 ■ Asia
 ■ Latin and North America
 ■ Oceania
 ■ Africa

Cash Flow – sources and uses of funds

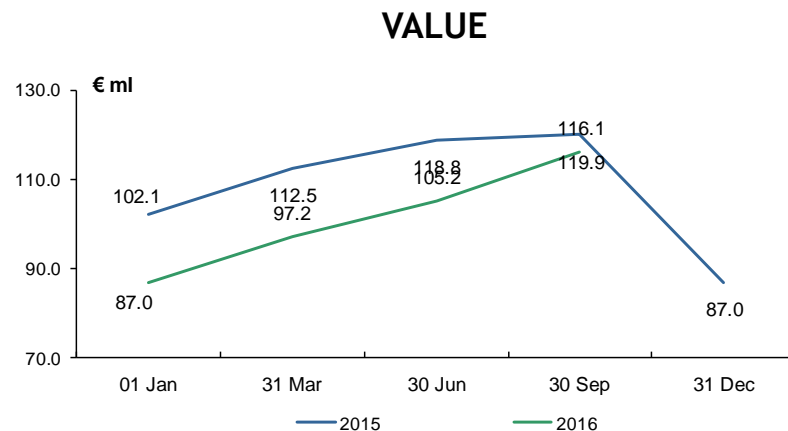
€ / mln	1Q	2Q	3Q	9M	4Q	12M	1Q	2Q	3Q	9M
	2015	2015	2015	2015	2015	2015	2016	2016	2016	2016
Opening cash and cash equivalents	35.3	34.3	28.0	35.3	34.3	35.3	61.9	42.4	34.7	61.9
Cash flows generated by/(used in) operating activities	8.9	10.7	15.6	35.3	50.8	86.1	(0.3)	12.7	12.7	25.2
Cash flows used in investing activities	(8.1)	(5.1)	(4.7)	(17.9)	(4.7)	(22.6)	(8.4)	(8.2)	(6.2)	(22.8)
Cash flows generated by/(used in) financing activities	(1.8)	(12.0)	(4.5)	(18.2)	(16.1)	(34.3)	(9.3)	(13.5)	(3.7)	(26.5)
Net cash flows for the period	(1.0)	(6.3)	6.5	(0.9)	30.0	29.1	(17.9)	(9.0)	2.9	(24.0)
Effect of exchange rate fluctuation on cash held	0.0	0.1	(0.2)	(0.1)	(2.3)	(2.5)	(1.6)	1.3	(0.7)	(1.0)
Closing cash and cash equivalents	34.3	28.0	34.3	34.3	61.9	61.9	42.4	34.7	37.0	37.0

-  CF operating: -€10.0 million vs 9M 2015 mainly due to lower EBITDA generated in 9M 2016 (€3.8 million) and to higher absorption from the variation in net working capital (€9.0 million), partly compensated by lower cash out for taxes (€3.7 ml)
-  CF investing: -4.9 million due to higher investments compared to 9M 2015.
-  CF Financing: -€8.2 million vs 9M 2015 mainly due to higher repayment of borrowings (net of proceeds of new borrowings) for € 11.1 million and to higher dividends paid to non-controlling interest (€ 1.4 million), partly compensated by lower cash out flows for interest (€ 3.5 million).

Net Working Capital

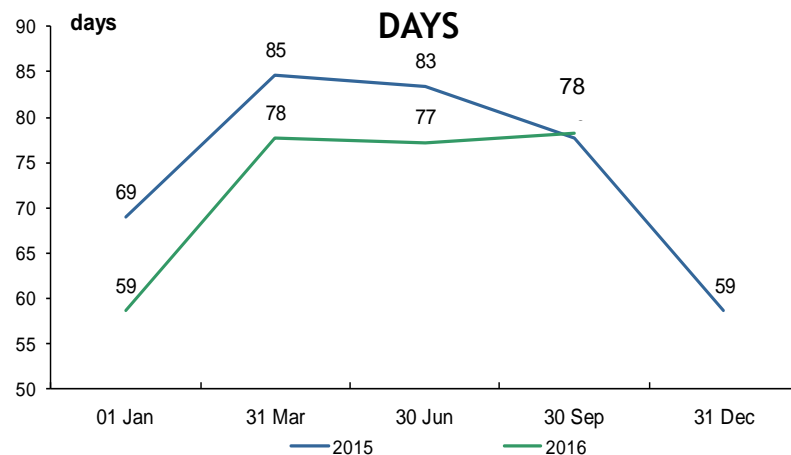
VALUE

€ / ml	VALUE					
	As at 31/12/14	As at 30/09/15	As at 31/12/15	As at 31/03/16	As at 30/06/16	As at 30/09/16
Trade receivables	92.1	104.9	86.9	85.5	93.2	102.3
Inventories	64.3	79.5	67.3	73.0	82.7	78.9
Trade payables	(54.3)	(64.5)	(67.1)	(61.3)	(70.7)	(65.1)
NWC value	102.1	119.9	87.0	97.2	105.2	116.1

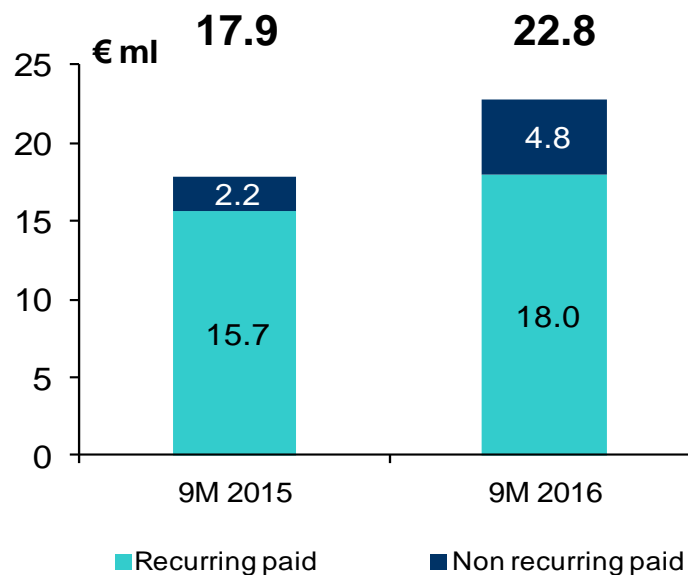


DAYS







	DAYS					
	As at 31/12/14	As at 30/09/15	As at 31/12/15	As at 31/03/16	As at 30/06/16	As at 30/09/16
Trade receivables	62	68	58	68	68	69
Inventories	43	51	45	58	61	53
Trade payables	(37)	(42)	(45)	(49)	(52)	(44)
NWC days	69	78	59	78	77	78








9M 2016 - Net Capex paid



NON RECURRING 2015:

 New technology: Sputtering (Mexico, Italy)	€ 0.9 ml
 New technology: Italy (BPA project)	€ 0.5 ml
 New building: Mexico	€ 0.2 ml
 New building: Poland	€ 0.1 ml
 New technology: Ukraine (T.E. Cork)	€ 0.1 ml
 Other:	€ 0.4 ml

NON RECURRING 2016:

 New technology: Sputtering (Italy, Poland, UK)	€ 2.7 ml
 New technology: Ukraine (Khortytza Project)	€ 1.5 ml
 New building: Mexico	€ 0.4 ml
 New product: Brasil (DeLuxe)	€ 0.1 ml
 Other	€ 0.1 ml

Appendix

P&L – 9M 2016

Thousands of €	1Q 2015	2Q 2015	3Q 2015	9M 2015	4Q 2015	12M 2015	1Q 2016	2Q 2016	3Q 2016	9M 2016
Net revenue	119,680	128,146	139,010	386,836	133,697	520,533	112,734	122,651	133,415	368,800
Change in invent. of finish. and semi-fin. products	5,465	4,546	(1,652)	8,358	(5,293)	3,066	4,336	6,770	(4,876)	6,230
Other operating income	3,165	1,949	2,157	7,271	2,432	9,703	2,239	2,078	1,669	5,987
Costs for raw materials	(56,355)	(60,394)	(60,381)	(177,131)	(56,205)	(233,336)	(51,678)	(57,033)	(54,774)	(163,485)
Costs for services	(22,257)	(23,467)	(22,927)	(68,651)	(22,431)	(91,083)	(21,459)	(21,978)	(22,096)	(65,533)
Personnel expense	(23,059)	(23,717)	(23,229)	(70,005)	(24,031)	(94,036)	(23,397)	(24,091)	(22,792)	(70,280)
Other operating expense	(2,447)	(2,429)	(3,502)	(8,378)	(3,199)	(11,577)	(2,215)	(2,813)	(2,145)	(7,172)
Gross operating profit (EBITDA)	24,191	24,633	29,475	78,300	24,970	103,269	20,561	25,584	28,402	74,547
Amortization, depreciation and impairment losses	(9,293)	(9,628)	(9,078)	(27,999)	(9,584)	(37,583)	(8,594)	(6,553)	(7,306)	(22,453)
Operating profit	14,898	15,005	20,397	50,300	15,386	65,686	11,967	19,030	21,096	52,094
Exchange rate	2,808	(1,956)	(5,619)	(4,767)	877	(3,889)	(1,028)	(1,855)	(1,218)	(4,101)
Derivatives and other financial items	725	(662)	327	390	(3,516)	(3,126)	(280)	(82)	(33)	(395)
Net interest expenses	(10,622)	(10,653)	(10,483)	(31,757)	(9,872)	(41,629)	(9,566)	(9,575)	(9,527)	(28,668)
Profit (loss) before taxation	7,810	1,734	4,622	14,166	2,876	17,042	1,094	7,517	10,318	18,929
Income taxes	(5,375)	(4,606)	(4,691)	(14,671)	(7,074)	(21,745)	(3,752)	(3,909)	(5,550)	(13,210)
Profit (loss) for the period	2,435	(2,871)	(69)	(505)	(4,198)	(4,703)	(2,658)	3,609	4,768	5,719
Gross operating profit (EBITDA) - ADJUSTED	24,472	24,922	30,977	80,370	26,033	106,404	20,677	25,729	28,974	75,380
<i>EBITDA ADJUSTED % on Net revenue</i>	<i>20.4%</i>	<i>19.4%</i>	<i>22.3%</i>	<i>20.8%</i>	<i>19.5%</i>	<i>20.4%</i>	<i>18.3%</i>	<i>21.0%</i>	<i>21.7%</i>	<i>20.4%</i>

Balance Sheet – as at September 30, 2016

Thousands of €	As at December 31, 2014	As at September 30, 2015	As at December 31, 2015	As at September 30, 2016
Intangible assets	385,554	379,364	376,656	373,634
Property, plant and equipment	202,825	187,370	186,144	185,239
Net working capital	102,070	119,933	87,042	116,055
Net financial derivative liabilities	(2,970)	(1,285)	(1,071)	(123)
Employee benefits	(7,318)	(7,155)	(5,745)	(6,323)
Other assets/liabilities	(36,435)	(29,669)	(30,381)	(27,656)
Net invested capital	643,727	648,557	612,644	640,826
<i>Financed by:</i>				
Net financial liabilities	542,931	560,230	559,546	566,712
Cash and cash equivalents	(35,273)	(34,265)	(61,944)	(36,966)
Net financial indebtedness	507,658	525,965	497,601	529,746
Consolidated equity	136,069	122,591	115,043	111,080
Sources of financing	643,727	648,557	612,644	640,826

Cash Flow – 9M 2016

Thousands of €	1Q 2015	2Q 2015	3Q 2015	9M 2015	4Q 2015	12M 2015	1Q 2016	2Q 2016	3Q 2016	9M 2016
Opening cash and cash equivalents	35,273	34,250	28,049	35,273	34,265	35,273	61,944	42,436	34,744	61,944
A) Cash flows generated by operating activities										
Profit (loss) before taxation	7,810	1,734	4,622	14,166	2,876	17,042	1,094	7,517	10,318	18,929
Amortization, depreciation and impairment	9,293	9,628	9,078	27,999	9,584	37,583	8,594	6,553	7,306	22,453
Net finance costs	7,089	13,270	15,776	36,135	12,509	48,645	10,873	11,513	10,778	33,164
Change in:										
Receivables, payables and inventory	(7,872)	(8,708)	(6,509)	(23,088)	33,714	10,626	(12,954)	(7,699)	(11,468)	(32,120)
Other	540	777	(337)	980	(2,144)	(1,164)	(621)	270	363	12
VAT and indirect tax assets/liabilities	(1,756)	259	(1,785)	(3,282)	716	(2,565)	(2,709)	79	638	(1,991)
Income taxes paid	(6,217)	(6,230)	(5,211)	(17,657)	(6,455)	(24,112)	(4,534)	(5,487)	(5,201)	(15,221)
TOTAL A)	8,887	10,732	15,634	35,253	50,800	86,053	(257)	12,748	12,734	25,226
B) Cash flows used in investing activities										
Acquisitions of property, plant and equipment and intangible assets	(8,128)	(5,075)	(4,767)	(17,971)	(4,771)	(22,742)	(8,400)	(8,194)	(6,224)	(22,818)
Proceeds from sale of property, plant and equipment and intangibles	6	23	39	67	49	116	6	0	44	50
TOTAL B)	(8,123)	(5,053)	(4,729)	(17,904)	(4,722)	(22,626)	(8,394)	(8,194)	(6,180)	(22,768)
C) Cash flows generated by/used in financing activities										
Acquisition of non-controlling interest in Guala Closures Argentina	-	(319)	(371)	(689)	-	(689)	-	-	-	-
Financial income and expense	(5,893)	(14,018)	(5,684)	(25,595)	(13,879)	(39,474)	(4,224)	(13,661)	(4,168)	(22,053)
Other financial items	57	(189)	(572)	(703)	(445)	(1,148)	(376)	(32)	48	(360)
Dividends paid	(206)	(519)	(1,906)	(2,632)	(1,226)	(3,858)	(799)	(1,293)	(1,937)	(4,029)
Proceeds from new borrowings	5,889	4,781	5,083	15,753	3,980	19,733	8,081	3,273	2,494	13,847
Repayment of borrowings and finance leases	(1,680)	(1,565)	(994)	(4,240)	(4,488)	(8,727)	(11,967)	(1,809)	(111)	(13,887)
Change in financial assets	44	(170)	(7)	(134)	2	(132)	16	(19)	16	12
TOTAL C)	(1,789)	(11,999)	(4,452)	(18,241)	(16,055)	(34,296)	(9,270)	(13,542)	(3,657)	(26,469)
D) Net cash flows for the period (A+B+C)	(1,025)	(6,320)	6,453	(892)	30,024	29,132	(17,921)	(8,988)	2,897	(24,011)
Effect of exchange rate fluctuation on cash held	2	119	(237)	(115)	(2,344)	(2,460)	(1,588)	1,296	(675)	(967)
Closing cash and cash equivalents	34,250	28,049	34,265	34,265	61,945	61,945	42,436	34,744	36,966	36,966