

GCL Holdings Group

Company presentation Year 2013 result

Alessandria, April 30, 2014

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.

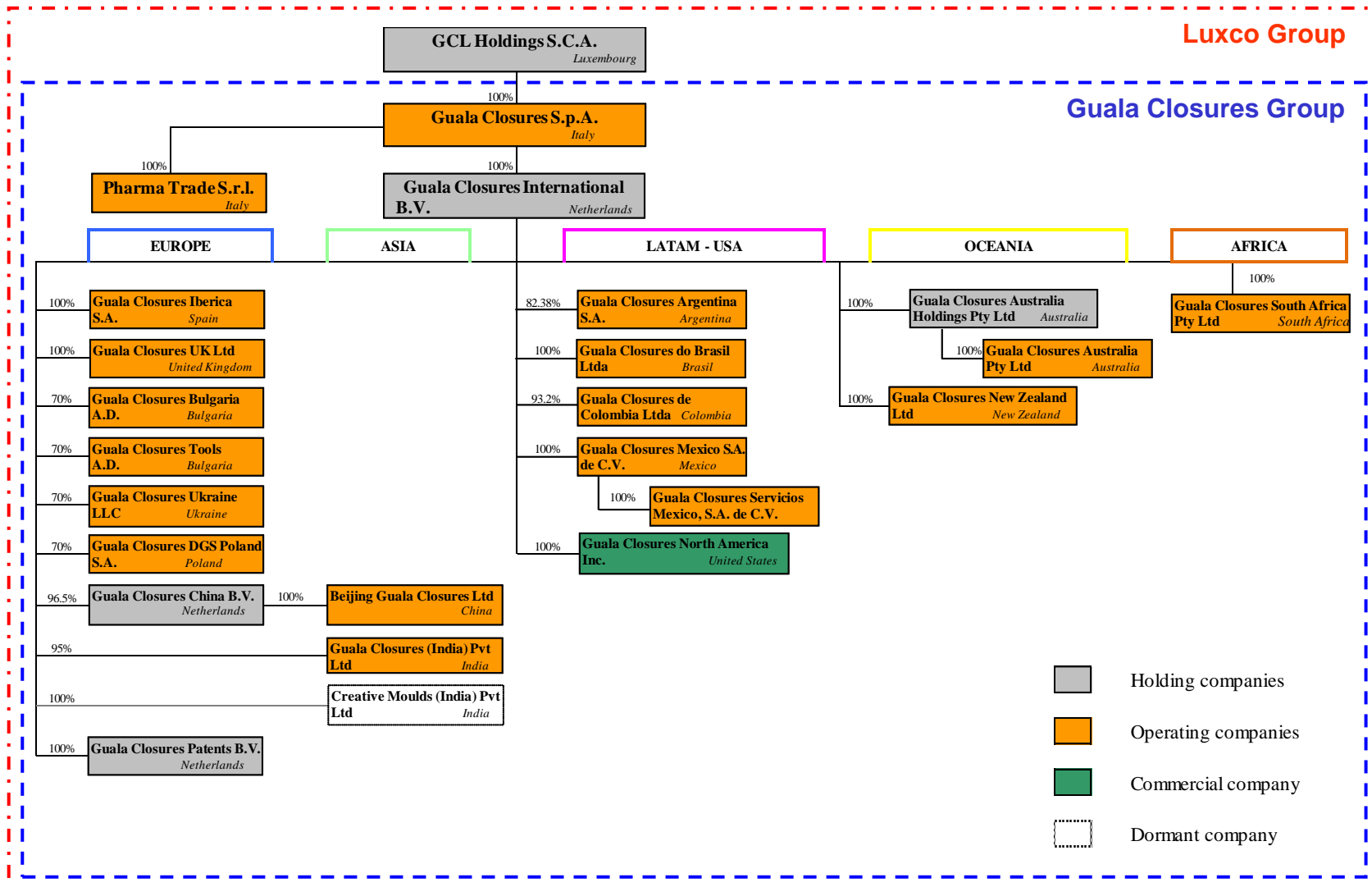
By their nature, forward-looking statements involve known and unknown risks, uncertainties and other factors because they relate to events and depend on circumstances that may or may not occur in the future.

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 December 31, 2013




2013 Key financial events

OCT

-  Payment of the final portion of the purchase consideration for the acquisition of the Metal Closures Division of MCG Industries in South Africa (€2.9 million)

DEC

-  Disposal of the OMSO Orient investment (€0.25 million – collected €0.05 million in 2013)

Key trends: group currencies

Exchange rate trend (1 € = x FC) P&L	Average 12M12	Average 12M13	Var % vs 12M12
US Dollar	1.2856	1.3281	3.3%
GB Pounds	0.8111	0.8493	4.7%
Lev Bulgaria	1.9558	1.9558	-
Ukraine Hryvnia	10.3579	10.7884	4.2%
Poland Zloty	4.1843	4.1971	0.3%
China Renmimbi	8.1094	8.1655	0.7%
Indian Rupia	68.6295	77.8753	13.5%
Argentinian Peso	5.8455	7.2768	24.5%
Brazilian Real	2.5097	2.8669	14.2%
Colombian Peso	2310.52	2483.20	7.5%
Mexican Peso	16.9087	16.9644	0.3%
Australian Dollar	1.2413	1.3770	10.9%
New Zealand Dollar	1.5870	1.6202	2.1%
South Africa Rand	11.2793	12.8308	13.8%

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



Revaluation of euro vs all group currencies compared to 2012

Key trends: group currencies

Exchange rate trend (1 € = x FC) BS	Dec 31, 2012	Dec 31, 2013	Var % vs Dec 12
US Dollar	1.3194	1.3791	4.5%
GB Pounds	0.8161	0.8337	2.2%
Lev Bulgaria	1.9558	1.9558	-
Ukraine Hryvnia	10.5836	11.3292	7.0%
Poland Zloty	4.0740	4.1543	2.0%
China Renmimbi	8.2207	8.3491	1.6%
Indian Rupia	72.5600	85.3660	17.6%
Argentinian Peso	6.4864	8.9891	38.6%
Brazilian Real	2.7036	3.2576	20.5%
Colombian Peso	2331.23	2664.42	14.3%
Mexican Peso	17.1845	18.0731	5.2%
Australian Dollar	1.2712	1.5423	21.3%
New Zealand Dollar	1.6045	1.6762	4.5%
South Africa Rand	11.1727	14.5660	30.4%

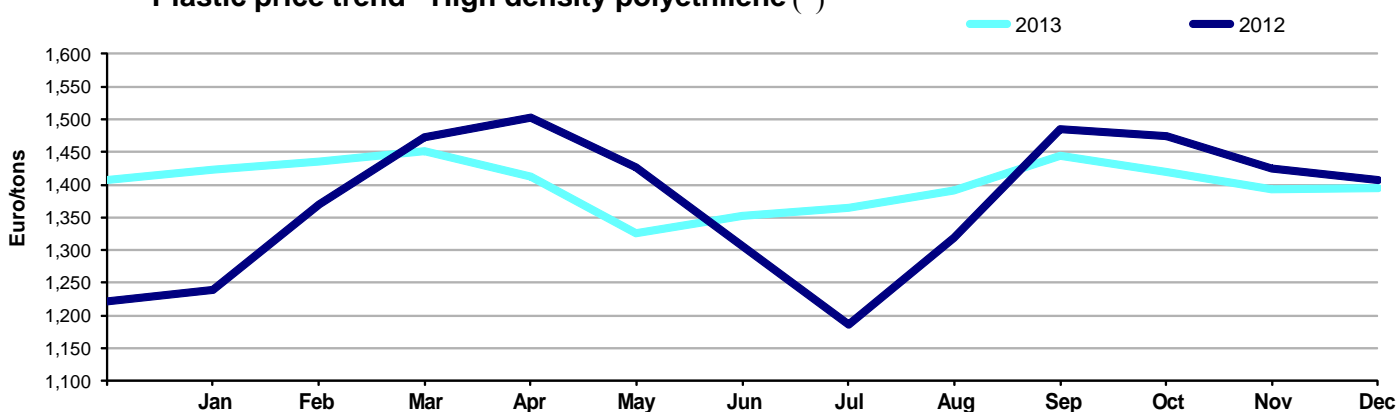
LEGEND: Var % + EUR revaluation vs other group currencies; Var % - EUR devaluation vs other group currencies



Revaluation of euro vs all group currencies compared to 2012

Key trends: raw materials – plastics – Europe/Latam

Plastic price trend - High density polyethylene (*)

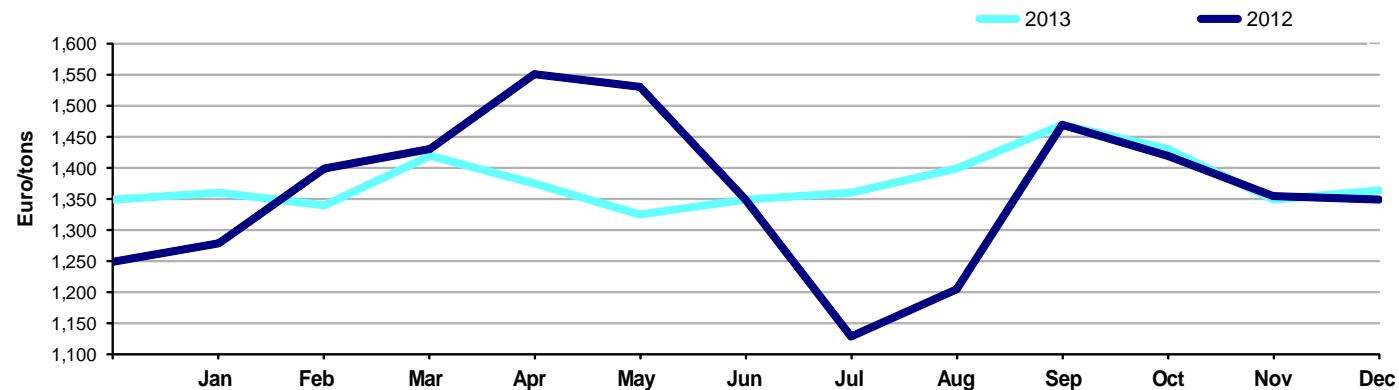


HDPE Var % vs 12M 2012: 1.2%

Average 12M
2013: 1,401 €/t

Average 12M
2012: 1,384 €/t

Plastic price trend – Polypropylene, homopolymer (*)



PP Var % vs 12M 2012: 0.5%

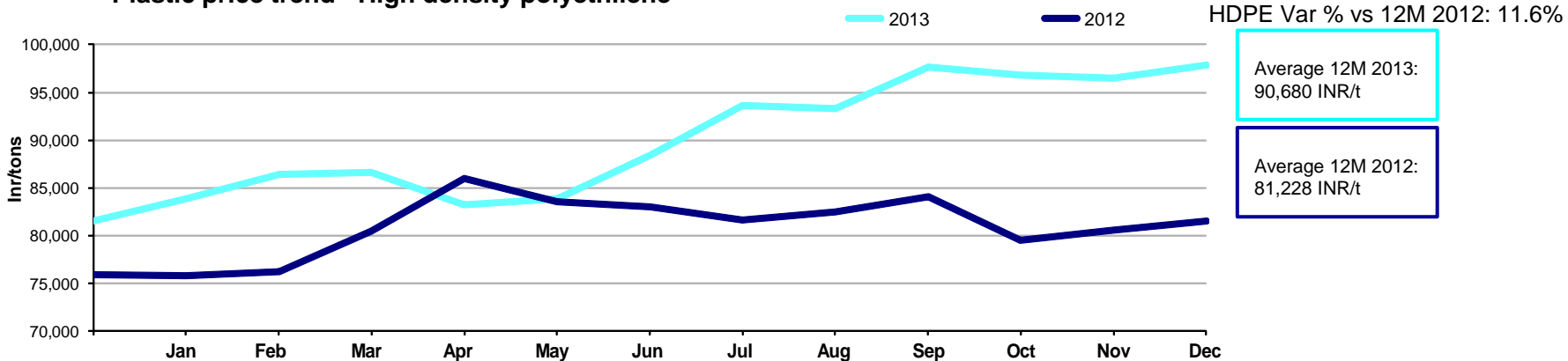
Average 12M
2013: 1,379 €/t

Average 12M
2012: 1,373 €/t

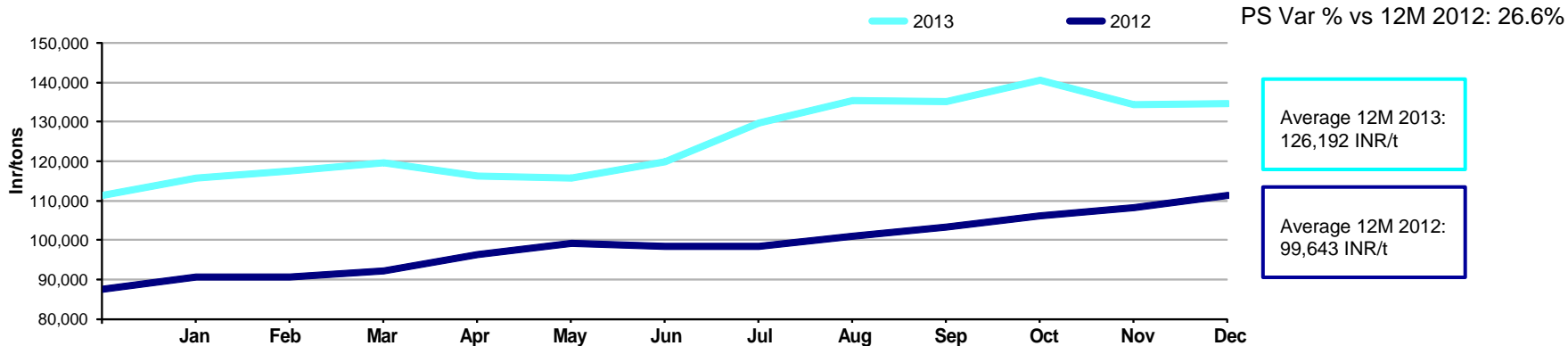
(*) Graphs representative of European and Latin America market prices

Key trends: raw materials – plastics - India

Plastic price trend - High density polyethylene

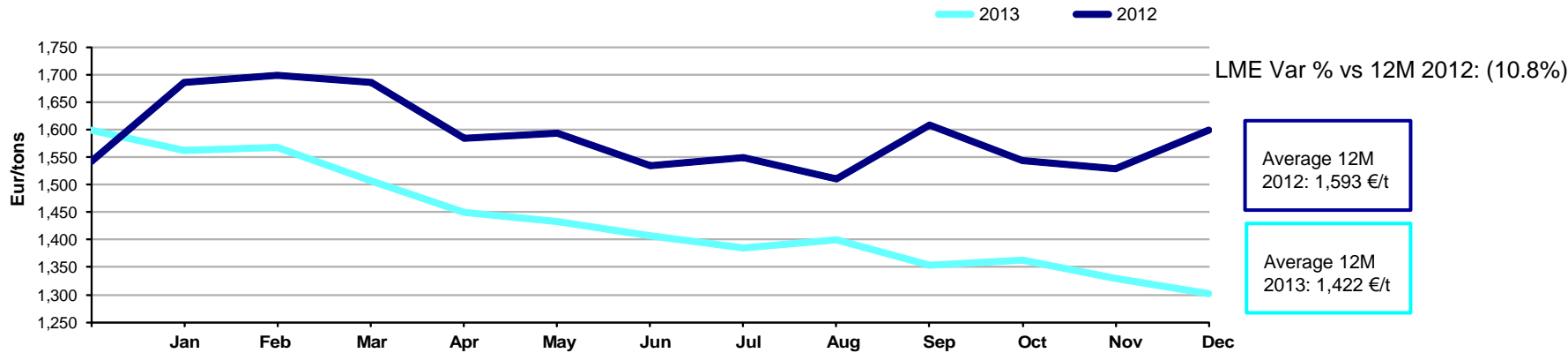


Plastic price trend – Polystyrene



Key trends: raw materials - aluminum

Aluminum price trend (LME €/tons)



4Q and 12M 2013 – Financial snapshot

€ / ml	1Q 12 (*)	2Q 12 (°)	3Q 12	4Q 12 (°)	12M 12 (°)	1Q 13	2Q 13	3Q 13	4Q 13	12M 13	Var % 12M 13 vs 12M 12
Revenues	111.7	119.5	127.1	138.8	497.1	110.6	120.6	128.6	134.5	494.3	(0.6%)
EBITDA	16.0	21.8	29.2	29.6	96.5	18.1	23.5	29.8	29.6	101.0	4.7%
% margin	14.3%	18.2%	22.9%	21.3%	19.4%	16.4%	19.5%	23.2%	22.0%	20.4%	
Adjusted EBITDA	19.4	22.7	29.5	31.4	103.0	18.4	23.5	30.0	30.1	102.0	(1.0%)
% margin	17.4%	19.0%	23.2%	22.7%	20.7%	16.6%	19.5%	23.3%	22.4%	20.6%	
EBIT	6.7	12.2	19.1	18.5	56.5	8.0	13.3	20.4	19.9	61.7	9.3%
% margin	6.0%	10.2%	15.0%	13.3%	11.4%	7.3%	11.1%	15.9%	14.8%	12.5%	
Net result	(4.5)	(7.1)	5.8	(14.4)	(20.2)	(5.8)	(6.8)	4.0	(3.0)	(11.6)	42.5%
% margin	(4.0%)	(5.9%)	4.6%	(10.4%)	(4.1%)	(5.2%)	(5.7%)	3.1%	(2.2%)	(2.4%)	

€ / ml	As at Dec 31, 2011	As at Mar 31, 2012	As at Jun 30, 2012	As at Sep 30, 2012	As at Dec 31, 2012	As at Mar 31, 2013	As at Jun 30, 2013	As at Sep 30, 2013	As at Dec 31, 2013
NWC	92.3	103.6	96.1	113.2	101.0	103.9	105.8	110.3	97.8
NWC days	67	83	72	80	65	85	79	77	65
Net debt	439.4	458.3	451.2	462.7	460.8	471.5	488.1	492.5	481.0

(*) 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.

(°) Following the retrospective application of the amendment to IAS 19 from January 1, 2013, the figures reported for the 2Q, 4Q and 12M 2012 have been restated for comparative purposes as required by IAS 1

12M 2013 – Operating and financial review

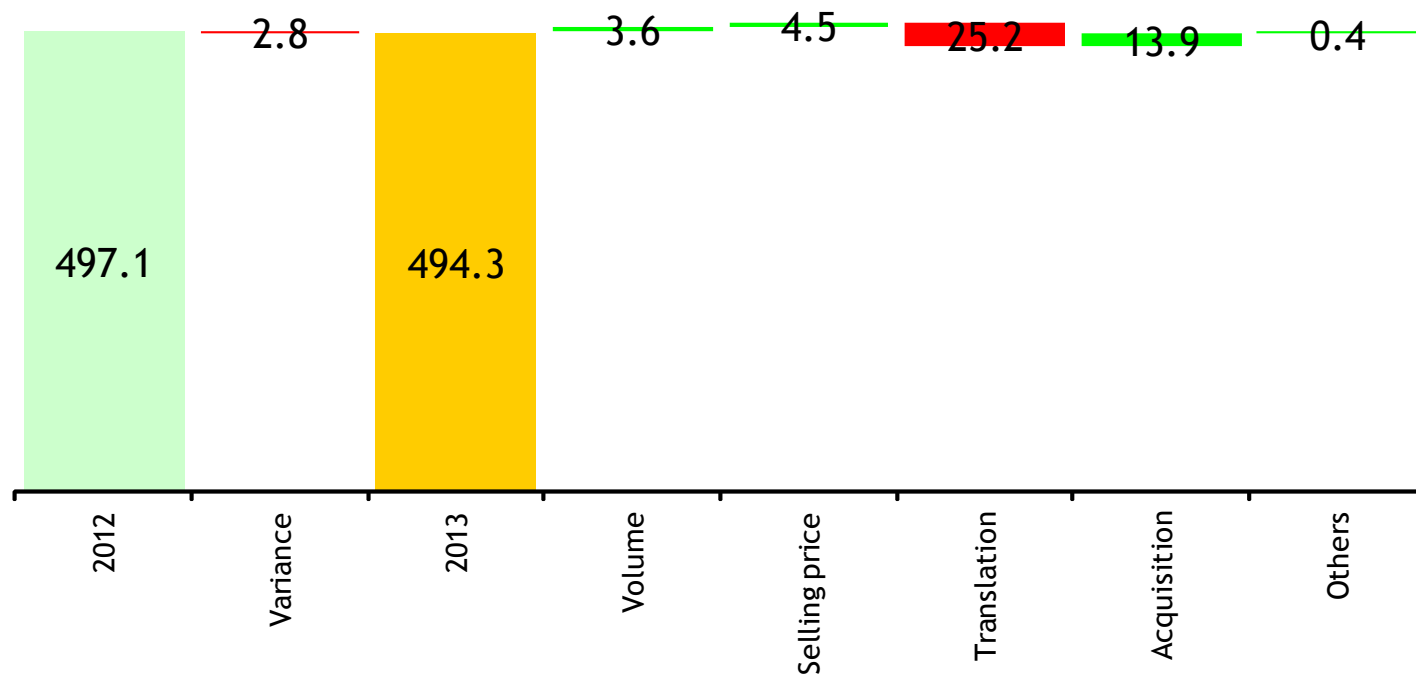
NET REVENUE

- 🌐 Net revenue down €2.8 million (-0.6%) vs 12M 2012
- 🌐 At constant FX rates, net revenue up €22.5 million (+4.5%) vs 12M 2012, of which:
 - +1.7% organic growth
 - +2.8% from acquisitions (12 months of Guala Closures South Africa in 2013 versus 3 months in 2012)
- 🌐 Increase in sales volumes/selling price in Argentina, Poland, India, Mexico, UK and Bulgaria

ADJUSTED EBITDA

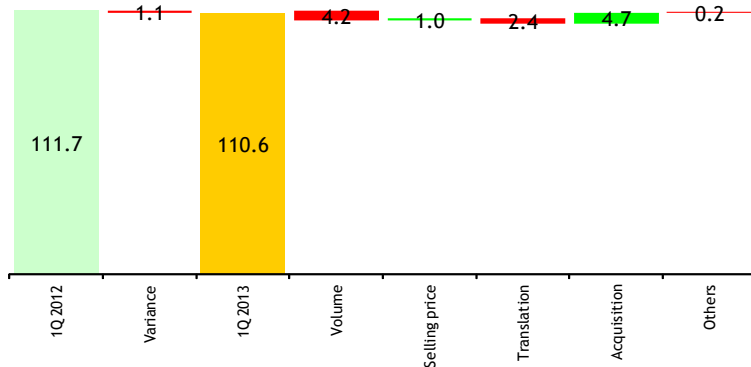
- 🌐 Adjusted EBITDA down €1.0 million (-1.0 %) vs 12M 2012
- 🌐 At constant FX rates, Adjusted EBITDA up €4.5 million vs 2012, of which €2.4 million from change in perimeter
- 🌐 EBITDA 2013 adjusted by €1.0 million (€0.3 million for M&A activities and €0.7 million of rationalization and other costs)
- 🌐 Q4 and 12M: positive impact from sales volume growth and selling price renegotiation while negative impact from translation impact and increase in raw material costs

12M 2013 - Sales Bridges

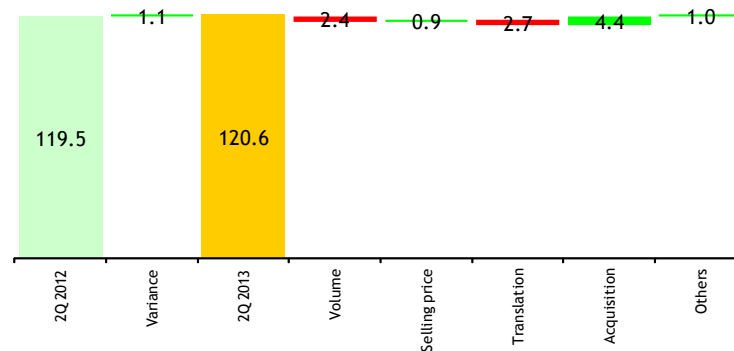


12M 2013 - Sales Bridges by quarter

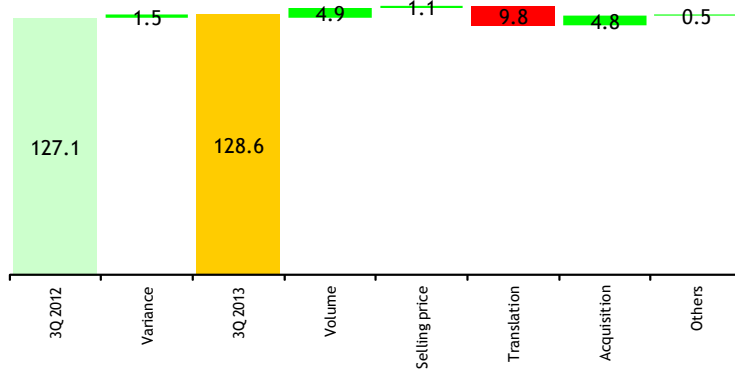
1Q 2012 – 1Q 2013



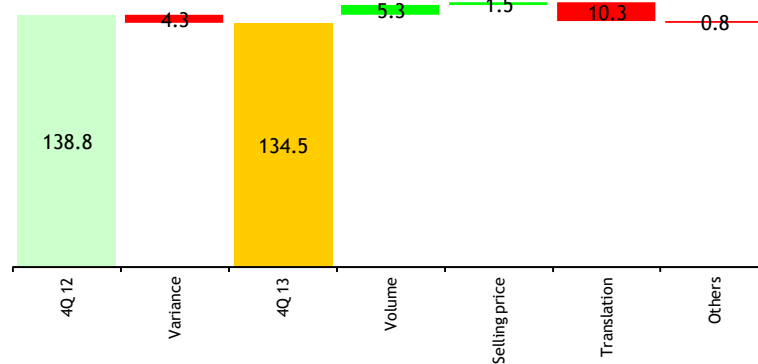
2Q 2012 – 2Q 2013



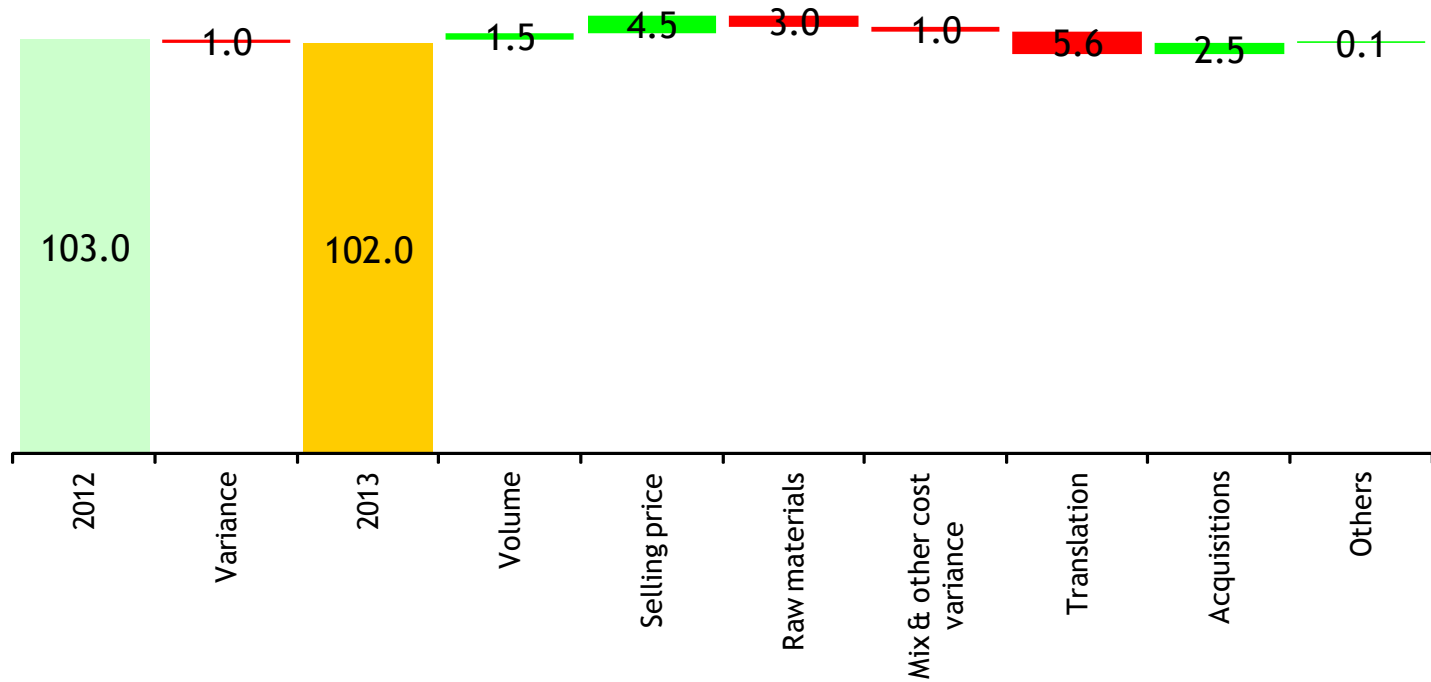
3Q 2012 – 3Q 2013



4Q 2012 – 4Q 2013

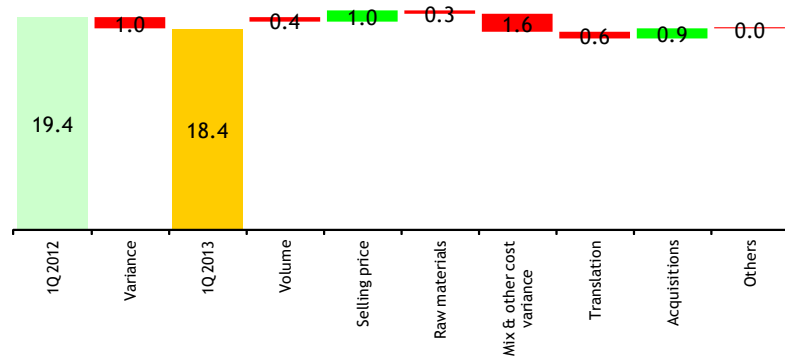


12M 2013 – Adjusted EBITDA Bridge

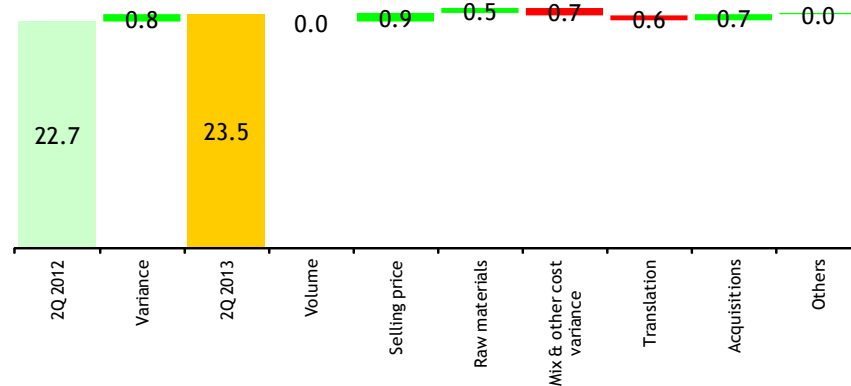


12M 2013 – Adjusted EBITDA Bridge by quarter

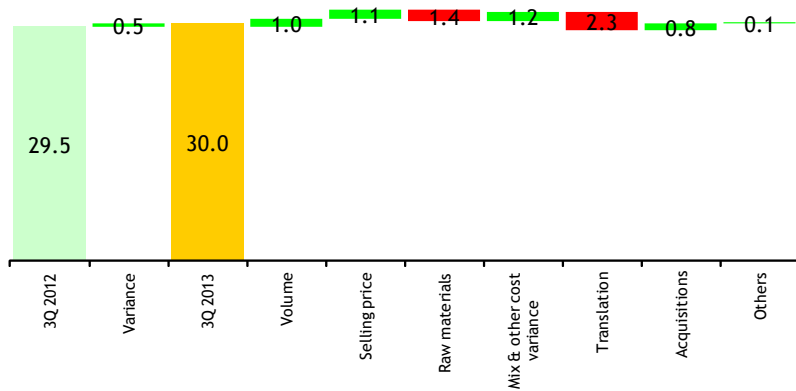
1Q 2012 – 1Q 2013



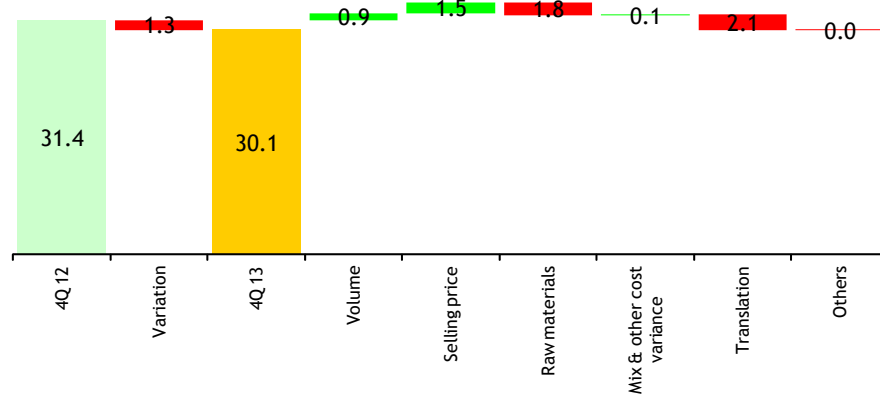
2Q 2012 – 2Q 2013



3Q 2012 – 3Q 2013



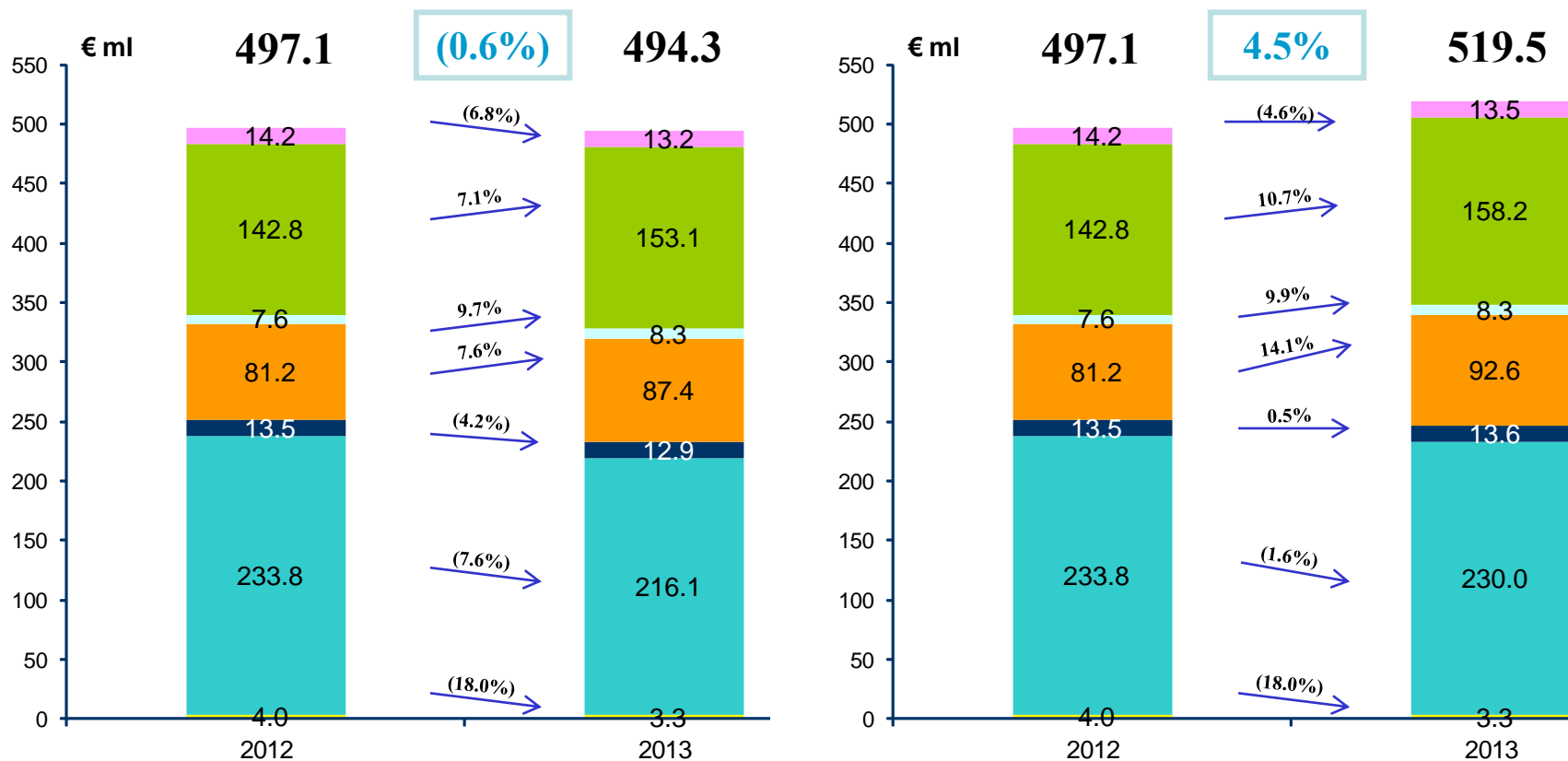
4Q 2012 – 4Q 2013



Net revenue by product

REPORTED

AT COSTANT FX RATE 2012



■ PET
 ■ Safety clos.
 ■ Decorative clos.
 ■ Wine clos.
 ■ Pharma clos.
 ■ Standard clos.
 ■ Other revenue

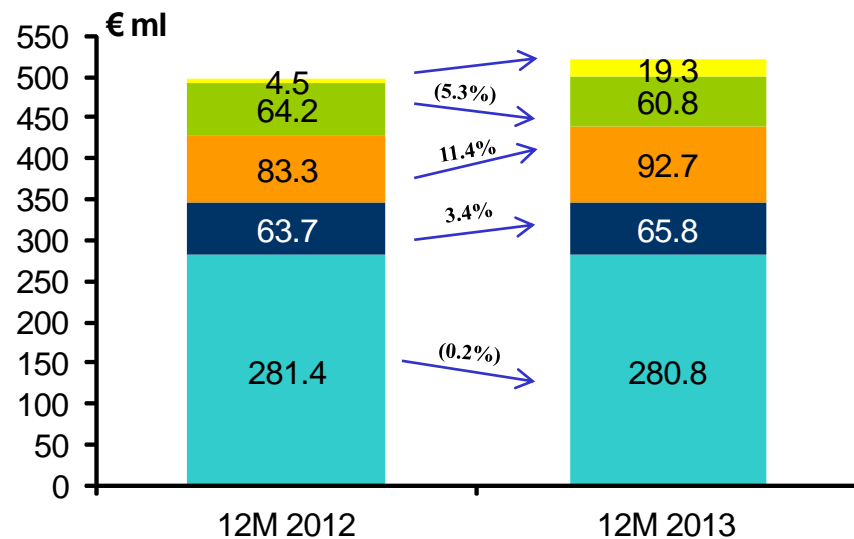
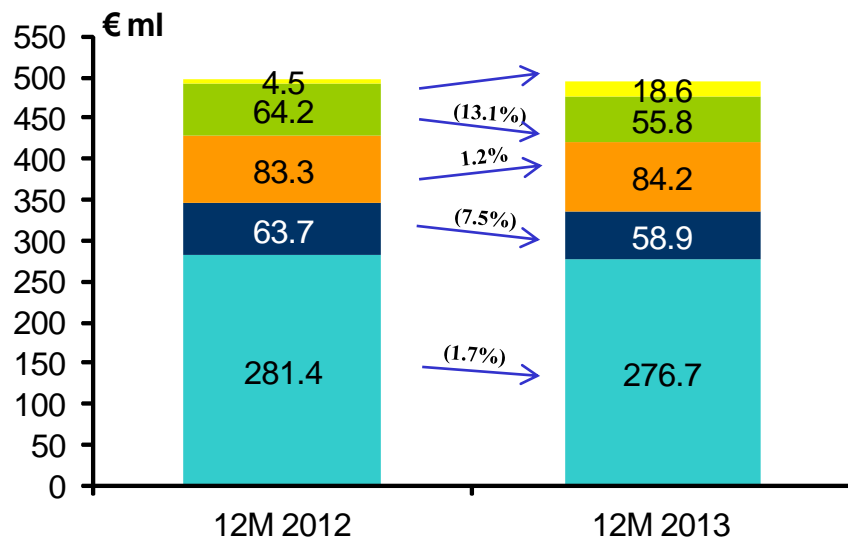
Net revenue by geographic area

REPORTED

AT COSTANT FX RATE 2012

497.1 (0.6%) 494.3

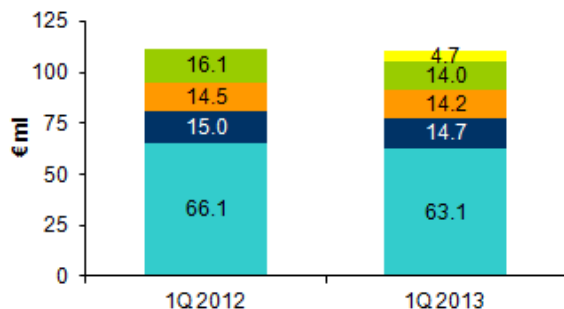
497.1 4.5% 519.5



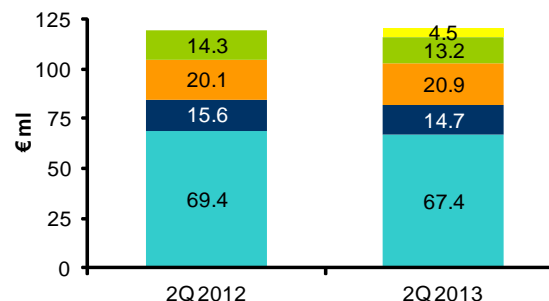
■ Europe
 ■ Asia
 ■ Latin and North America
 ■ Oceania
 ■ South Africa

Net revenue by geographic area by quarter reported

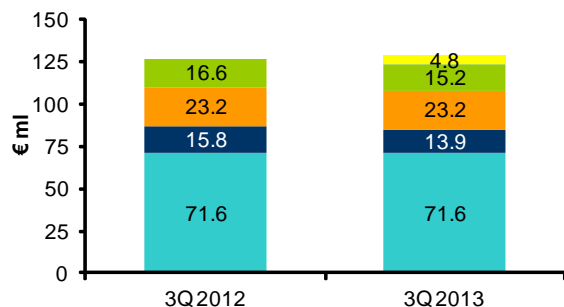
111.7 (1.0%) 110.6



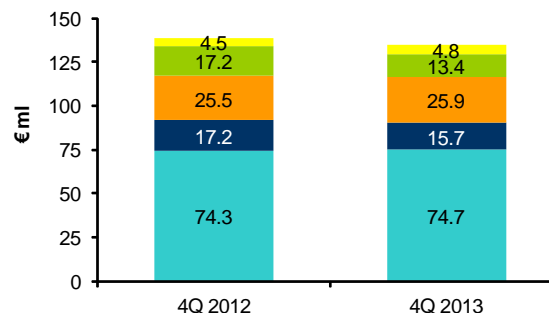
119.5 (1.0%) 120.6



127.1 (1.2%) 128.6



138.8 (3.1%) 134.5



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

Cash Flow – sources and uses of funds

€ / mln	1Q	2Q	3Q	4Q	12M	1Q	2Q	3Q	4Q	12M
	2012	2012	2012	2012	2012					
Opening cash and cash equivalents	65.5	48.1	53.7	54.5	65.5	58.5	53.7	31.9	37.2	58.5
Cash flow generated by operating activities	(2.6)	28.0	5.2	42.3	73.0	8.4	9.8	17.4	32.8	68.4
Cash flow used in investing activities	(8.2)	(3.0)	(5.7)	(24.6)	(41.6)	(7.0)	(7.9)	(8.7)	(9.8)	(33.4)
Cash flow used in financing activities	(7.3)	(19.0)	0.9	(13.2)	(38.5)	(6.8)	(22.0)	(2.7)	(18.8)	(50.3)
Net cash flows for the period	(18.1)	6.1	0.5	4.4	(7.1)	(5.4)	(20.1)	6.0	4.2	(15.4)
Effect of exchange rate fluctuation on cash held	0.7	(0.4)	0.4	(0.5)	0.1	0.6	(1.7)	(0.7)	(0.2)	(1.9)
Closing cash and cash equivalents	48.1	53.7	54.5	58.5	58.5	53.7	31.9	37.2	41.2	41.2

- CF operating: -€4.6 million vs 12M 2012 due to the fact that the higher EBITDA generated in 2013 (€4.5 million) has been absorbed by the negative variation in net working capital (€ 3.5 million), the higher cash flow for taxes (€ 1.2 million) and by higher cash out for other operating items (€ 4.4 million).
- CF investing: +€8.1 million vs 12M 2012 mainly due to lower cash out for acquisition (€ 2.9 million in 2013 versus € 15.7 million in 2012), partly compensated by higher level of investments (€ 30.5 million in 2013 versus € 26.1 million in 2012).
- CF Financing: -€11.7 million vs 12M 2012 mainly due to a) steeper net interest expense due to higher indebtedness and higher interest rates (€ 1.7 million); b) larger dividends paid to third parties (€ 1.2 million); c) lower increase of indebtedness in 2013 versus 2012 (new borrowings net of repayments: € 0.5 million in 2013 versus € 12.2 million in 2012), partly compensated by lower payment of transaction costs on refinancing (€3.2 million in 2013 versus € 6.1 million in 2012).

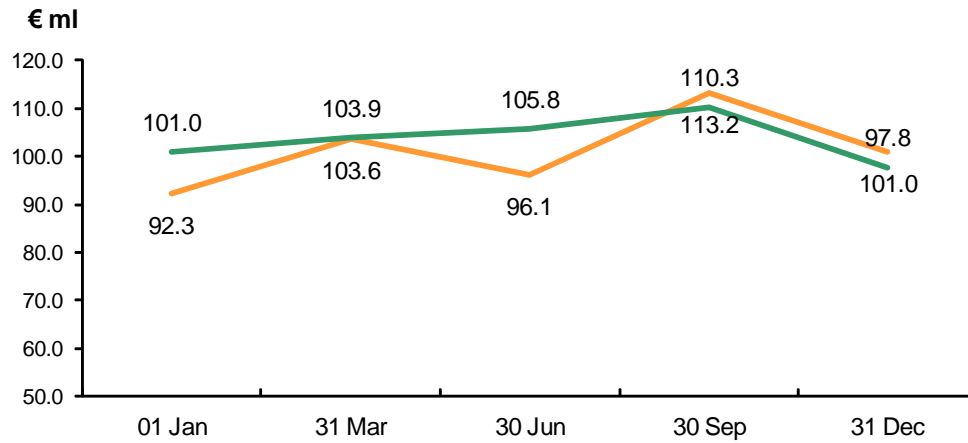
Net Working Capital

€ / ml	VALUE							
	As at 31/03/12	As at 30/06/12	As at 30/09/12	As at 31/12/12	As at 31/03/13	As at 30/06/13	As at 30/09/13	As at 31/12/13
Trade receivables	96.4	100.9	109.6	99.6	94.2	96.6	99.9	93.1
Inventories	62.3	64.1	66.8	63.6	73.2	76.0	76.2	71.5
Trade payables	(55.1)	(68.9)	(63.2)	(62.3)	(63.5)	(66.8)	(65.8)	(66.8)
NWC value	103.6	96.1	113.2	101.0	103.9	105.8	110.3	97.8

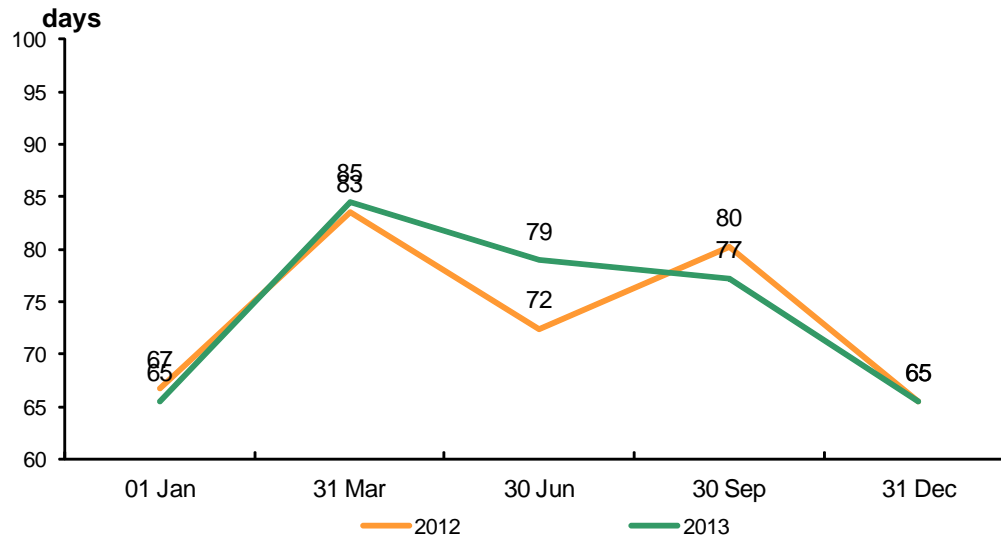
	DAYS							
	As at 31/03/12	As at 30/06/12	As at 30/09/12	As at 31/12/12	As at 31/03/13	As at 30/06/13	As at 30/09/13	As at 31/12/13
Trade receivables	78	76	78	65	77	72	70	62
Inventories	50	48	47	41	60	57	53	48
Trade payables	(44)	(52)	(45)	(40)	(52)	(50)	(46)	(45)
NWC days	83	72	80	65	85	79	77	65

Net Working Capital trend

VALUE



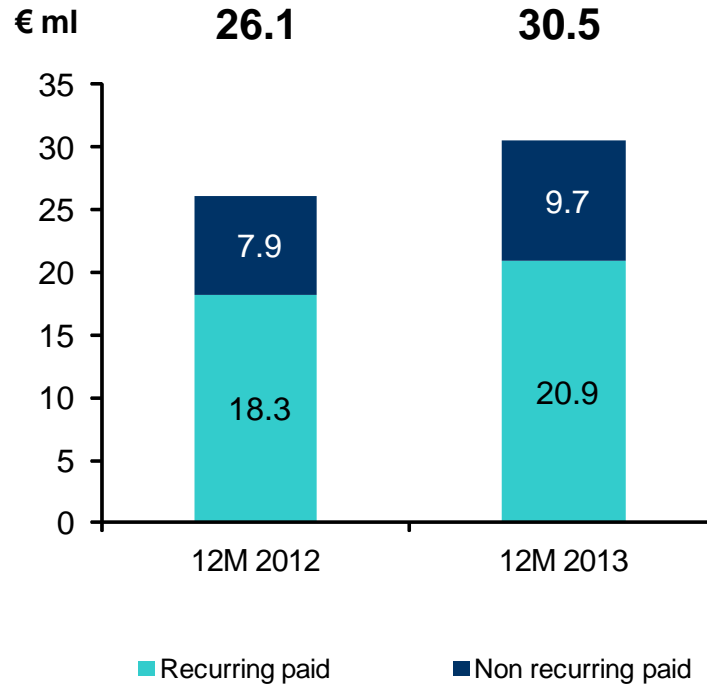
DAYS



12M 2013 - Net Capex paid

NON RECURRING 2012:

🌐 Magenta:	€ 3.3 ml
🌐 India:	€ 0.9 ml
🌐 Ukraine :	€ 0.4 ml
🌐 ASA Australia :	€ 1.6 ml
🌐 Other:	€ 1.6 ml



NON RECURRING 2013:

🌐 Sputtering Tecn. (Italy, Uk, Ukraine):	€ 2.7 ml
🌐 India (new plant & capacity incr.)	€ 1.9 ml
🌐 Colombia (Bi-inj) :	€ 1.9 ml
🌐 Ukraine (3rd line, Spring. Siena)	€ 1.8 ml
🌐 Mexico (build exp):	€ 0.6 ml
🌐 Brasil (DeLuxe – MLI)	€ 0.3 ml
🌐 Other:	€ 0.5 ml

Appendix

P&L – 12M 2013

Thousands of €	1Q 2012 (*)	2Q 2012 (°)	3Q 2012	4Q 2012 (°)	12M 2012 (°)	1Q 2013	2Q 2013	3Q 2013	4Q 2013	12M 2013
Net revenue	111,714	119,469	127,103	138,779	497,065	110,635	120,609	128,578	134,454	494,276
Change in inventories of finished and semi-finished products	3,600	1,125	245	(4,497)	472	4,146	4,205	569	(5,018)	3,902
Other operating income	1,422	1,724	1,905	3,726	8,777	1,835	1,972	6,115	3,240	13,161
Costs for raw materials	(51,075)	(52,047)	(53,415)	(55,909)	(212,446)	(49,017)	(53,877)	(56,219)	(54,090)	(213,203)
Costs for services	(22,311)	(23,295)	(23,187)	(24,155)	(92,949)	(23,989)	(24,072)	(23,942)	(22,669)	(94,673)
Personnel expense	(21,668)	(22,141)	(21,200)	(24,322)	(89,331)	(22,996)	(23,273)	(22,837)	(23,048)	(92,154)
Other operating expense	(5,707)	(3,076)	(2,286)	(4,011)	(15,080)	(2,510)	(2,045)	(2,429)	(3,279)	(10,263)
Gross operating profit (EBITDA)	15,974	21,758	29,165	29,611	96,507	18,104	23,519	29,835	29,589	101,048
Amortization, depreciation and impairment losses	(9,274)	(9,543)	(10,062)	(11,128)	(40,008)	(10,069)	(10,191)	(9,388)	(9,662)	(39,309)
Operating profit	6,700	12,214	19,102	18,483	56,500	8,036	13,329	20,447	19,927	61,739
Exchange rate	1,970	(4,259)	780	(3,317)	(4,827)	(161)	(6,076)	(1,851)	(5,369)	(13,457)
Derivatives	(15)	(993)	296	(5,724)	(6,436)	469	(1,097)	655	(661)	(635)
Net interest expenses	(9,466)	(9,806)	(9,719)	(14,425)	(43,416)	(10,419)	(10,551)	(10,650)	(10,844)	(42,465)
Profit (loss) before taxation	(811)	(2,843)	10,459	(4,983)	1,821	(2,076)	(4,395)	8,600	3,053	5,183
Income taxes	(3,689)	(4,260)	(4,670)	(9,405)	(22,025)	(3,697)	(2,424)	(4,639)	(6,049)	(16,809)
Profit (loss) for the period	(4,501)	(7,103)	5,789	(14,388)	(20,203)	(5,773)	(6,819)	3,961	(2,996)	(11,626)
Gross operating profit (EBITDA) - ADJUSTED	19,405	22,674	29,516	31,440	103,036	18,393	23,481	30,011	30,129	102,015
EBITDA ADJUSTED % on Net revenue	17.4%	19.0%	23.2%	22.7%	20.7%	16.6%	19.5%	23.3%	22.4%	20.6%

(*) 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.

(°) Following the retrospective application of the amendment to IAS 19 from January 1, 2013 the figures reported for the 2Q, 4Q and 12 2012 have been restated for comparative purposes as required by IAS 1

Balance Sheet – as at December 31, 2013

Thousands of €	As at Dec 31, 2012	As at March 31, 2013	As at June 30, 2013	As at September 30, 2013	As at December 31, 2013
Intangible assets	405,927	403,363	400,001	398,528	397,418
Property, plant and equipment	219,467	221,040	214,114	208,809	205,878
Net working capital	100,965	103,875	105,760	110,291	97,775
Net financial derivative liabilities	(6,393)	(5,908)	(5,677)	(4,540)	(4,982)
Employee benefits	(8,429)	(8,529)	(7,381)	(7,108)	(6,836)
Other assets/liabilities	(43,333)	(39,377)	(38,358)	(34,926)	(32,548)
Net invested capital	668,203	674,464	668,458	671,055	656,705
<i>Financed by:</i>					
Net financial liabilities	519,257	525,136	520,004	529,644	522,168
Cash and cash equivalents	(58,474)	(53,669)	(31,903)	(37,169)	(41,197)
Net financial indebtedness	460,784	471,467	488,102	492,475	480,972
Consolidated equity	207,420	202,997	180,357	178,581	175,734
Sources of financing	668,203	674,464	668,458	671,055	656,705

Cash Flow – 12M 2013

Thousands of €	1Q	2Q	3Q	4Q	12M	1Q	2Q	3Q	4Q	12M
	2012 (*)	2012 (*)	2012	2012 (*)	2012 (*)	2013	2013	2013	2013	2013
Opening cash and cash equivalents	65,479	48,058	53,716	54,541	65,479	58,474	53,669	31,903	37,169	58,474
A) Cash flows generated by operating activities										
Profit (loss) before taxation	(811)	(2,843)	10,459	(4,983)	1,821	(2,076)	(4,395)	8,600	3,053	5,183
Amortization, depreciation and impairment	9,274	9,543	10,062	11,128	40,008	10,069	10,191	9,388	9,662	39,309
Net finance costs	7,512	15,058	8,643	23,465	54,678	10,111	17,724	11,847	16,874	56,556
Change in:										
Receivables, payables and inventory	(10,410)	8,911	(17,216)	15,460	(3,255)	(1,728)	(8,154)	(6,882)	10,040	(6,724)
Other	(877)	581	(1,145)	817	(624)	(1,755)	(810)	443	(2,956)	(5,077)
VAT and indirect tax assets/liabilities	(1,860)	87	(573)	2,513	168	(2,145)	53	(1,242)	1,364	(1,970)
Income taxes paid	(5,399)	(3,304)	(4,991)	(6,147)	(19,841)	(4,100)	(4,787)	(4,793)	(5,234)	(18,912)
TOTAL A)	(2,571)	28,033	5,239	42,254	72,955	8,377	9,822	17,361	32,804	68,364
B) Cash flows used in investing activities										
Acquisitions of property, plant and equipment and intangible assets	(9,189)	(3,031)	(6,097)	(8,637)	(26,954)	(7,001)	(9,117)	(8,002)	(7,059)	(31,179)
Proceeds from sale of property, plant and equipment and intangibles	623	42	401	(270)	796	(3)	6	506	129	638
Disposal Aereosol business	325	(0)	0	(0)	325	-	-	-	-	-
Acquisition of South Africa	-	-	-	(15,723)	(15,723)	-	-	-	(2,933)	(2,933)
Subsequent measurement DGS acquisition	-	-	-	-	-	-	1,177	(1,177)	-	-
TOTAL B)	(8,241)	(2,989)	(5,696)	(24,631)	(41,556)	(7,004)	(7,934)	(8,672)	(9,863)	(33,474)
C) Cash flows generated by/used in financing activities										
Financial income and expense	(8,060)	(10,163)	(8,116)	(12,077)	(38,417)	(5,483)	(14,360)	(5,868)	(14,423)	(40,133)
Payment of transaction cost on Bond	-	-	-	(6,090)	(6,090)	(1,786)	(1,401)	(23)	0	(3,210)
Other financial items	12	(755)	(459)	373	(829)	109	(207)	(467)	(92)	(656)
Dividends paid	(1,223)	(86)	(3,328)	(1,000)	(5,638)	(499)	(4,579)	(1,534)	(239)	(6,851)
Proceeds from issue of share capital	122	(0)	-	-	122	-	-	-	-	-
Proceeds from new borrowings	3,500	-	33,026	297,000	333,526	2,161	(161)	8,411	-	10,411
Repayment of borrowings	(1,625)	(8,011)	(20,166)	(291,499)	(321,300)	(1,243)	(1,340)	(3,252)	(4,120)	(9,955)
Change in financial assets	(8)	28	(42)	109	86	(29)	53	(3)	125	146
TOTAL C)	(7,283)	(18,987)	914	(13,185)	(38,540)	(6,771)	(21,994)	(2,735)	(18,748)	(50,248)
D) Net cash flow for the period (A+B+C)	(18,096)	6,058	457	4,438	(7,142)	(5,398)	(20,106)	5,953	4,193	(15,358)
Effect of exchange rate fluctuation on cash held	674	(399)	367	(506)	136	594	(1,660)	(687)	(164)	(1,918)
Closing cash and cash equivalents	48,058	53,716	54,541	58,474	58,474	53,669	31,903	37,169	41,197	41,197

(*) 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.

(°) Following the retrospective application of the amendment to IAS 19 from January 1, 2013 the figures reported for the 2Q, 4Q and 12 2012 have been restated for comparative purposes as required by IAS 1