



Amcor Australasia – Folding Cartons

David Berry, Vice President & General Manager
Cartons & Sacks

Aspiring to
new heights

Key messages

- Australasian market leader
- Strong customer relationships predominantly with large FMCG customers
- National footprint across key markets
- Improved industry structure
- Good position in stable market
- Petrie closure on track
- Well positioned to benefit from
 - Consolidated manufacturing footprint
 - Amcor breadth, scale and innovation capability

Earnings growth driven by consolidation benefits and improved operating performance



Folding cartons business overview



Key Facts and Figures (FY 2012)

Co-workers	~720
Plants	4 main plants

Key Markets

Bakery (Biscuits)	Frozen & Other Food
Cereal / Snacks	Personal Care
Confectionery	QSR

Key competitors

Colorpak, VisyGlama, Hannapak

Capabilities and Technologies

National footprint located in key markets
 Strong technical and supply chain capability
 Diverse technology and product offering

Capital Investments

Acquisition of Smithfield plant from Carter Holt Harvey
 Robotics prototypes

Industry structure and footprint

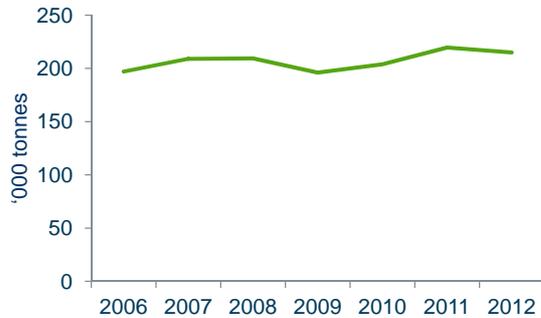
- Significant improvement in industry structure over the past two years
 - Colorpak purchased Carter Holt Harvey's folding carton operations (other than the Smithfield site acquired by Amcor)
 - Post Petrie closure, no integrated players in the Australasian market
- Consolidated manufacturing footprint and improved operating performance
 - Smithfield plant closure

Business has improved significantly over the past two years



Australasian folding carton market

Australian demand



Source: BIS Shrapnel Pty Ltd 2012

- Demand is stable
- Total cost of ownership favours local supply
 - FMCG volatility generally demands short lead times
 - High frequency of new packaging design draws heavily upon local innovation support and service

Good position in a stable market



5

Petrie closure on track

- Closure by December 2013
- Annualised PBIT benefit of \$13 million
- Net cash closure costs of \$13 million
- Cartonboard sourcing from a number of regional & European suppliers

Substantial earnings benefit to be fully realised in FY 2015



6

Key messages

- Strong customer relationships with predominantly large FMCG customers
- National footprint across key markets
- Australasian market leader
- Improved industry structure
- Good position in stable market
- Petrie closure on track
- Well positioned to benefit from
 - Consolidated manufacturing footprint
 - Amcor breadth, scale and innovation capability

Earnings growth driven by consolidation benefits and improved operating performance



7



Amcor Australasia – Folding Cartons

David Berry, Vice President & General Manager
Cartons & Sacks

Aspiring to
new heights