

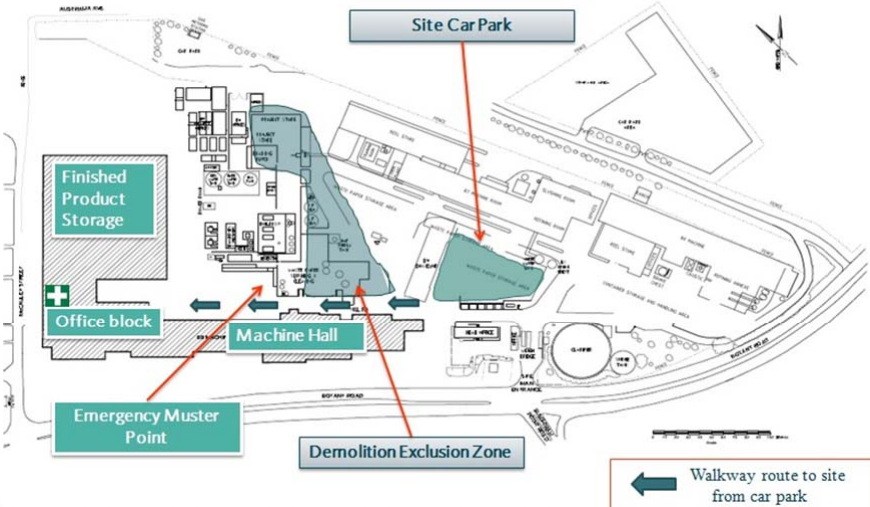


Amcor Australasia & Packaging Distribution

Nigel Garrard, President  
Amcor Australasia & Packaging Distribution

Aspiring to  
new heights

Evacuation procedure



# Agenda

Monday 29<sup>th</sup> April - Botany

- Australasia and Packaging Distribution overview
- The new Amcor Australasia
- Botany recycled paper mill
- Folding Cartons

Nigel Garrard  
Amanda Fleming  
Sonny Coleiro  
David Berry

Tuesday 30<sup>th</sup> April – Dandenong / Scoresby

- Beverage business overview
- Beverage cans
- Corrugated

Brian Lowe  
Brian Lowe / Stuart Ellis  
Rick Woods

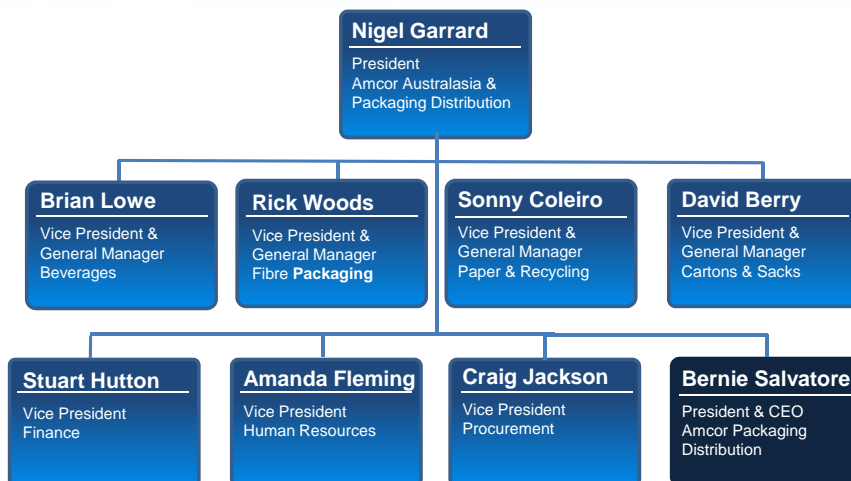
Wednesday 1<sup>st</sup> May – Dudley Park / Gawler

- Closures
- Glass

Brian Lowe  
Brian Lowe / Greg Savage



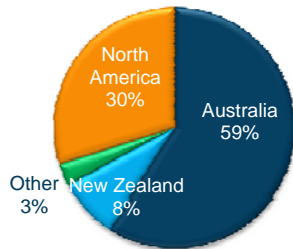
# Australasia & Packaging Distribution Executive Team



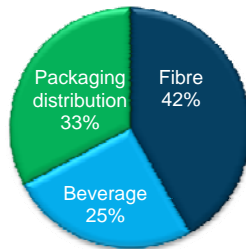
## Australasia & Packaging Distribution overview

FY2012 Sales \$2,872 million

### Sales by Region



### Sales by Division



### Amcor Australasia

26 main plants  
24 distribution sites  
2 countries



### Packaging Distribution

12 plants  
51 distribution sites  
5 countries



5

## Focused business with strong market positions

- The Australasian business has been transformed over a number of years:
  - More focused business portfolio
  - Built capabilities – “The Amcor Way”
  - Invested to strengthen core business
    - Organic growth
    - Step change in recycled paper manufacture
    - Acquisitions
- At the same time, responding to challenging operating conditions
  - Rising A\$
  - Increasing input costs



Well capitalised business positioned for substantial earnings improvement



6

## Broad diversification in 2006

Segment	Plants
Beverage cans	6
Glass	1
Aerosols	2
Metal cans	5
PET	2
Plastic and metal closures	1
Sacks	3
Cartonboard	1
Cartons	8
Corrugated (incl paper)	22
Flexibles	10
	<b>65</b>

### Combined businesses

- 65 plants
- A\$2.6bn sales
- 6,500 employees

Diversification not sustainable in the face of changing operating environment



7

## A stronger and more focused business

### Define and focus on core businesses

Divest	Metal Can
	PET
	Aerosol
	Metal closures
Close	Corrugated West End
	Corrugated Box Hill
	Spearwood mill
	F6, B7, B8
	Petrie
	Plastic closures
Reorganistaion	Flexibles Asia Pacific

### Build core capabilities

#### The Amcor Way operating model



8

## Invested to strengthen core businesses

### Organic growth

- Third glass furnace
- NZ Can line

### Step change in recycled paper

- State of the art Botany recycled paper mill



### Acquisitions

- Wayne Richardson Sales
- Cartons – Smithfield plant
- Stelvin wine closures (ex Alcan)

9

## Strong, well positioned core businesses

Segment	Position	Plants	Market position	Market share (top 2)
Beverage	Cans	6	#1	100%
	Glass	1	#2	87%
	Wine closures	1	#2	93%
Paper & recycling	Recycled paper Recycling	1	#2	93%
Fibre packaging	Corrugated	12	#2	82%
Cartons & Sacks	Folding cartons	4	#1	56%
	Sacks	1	#1	72%

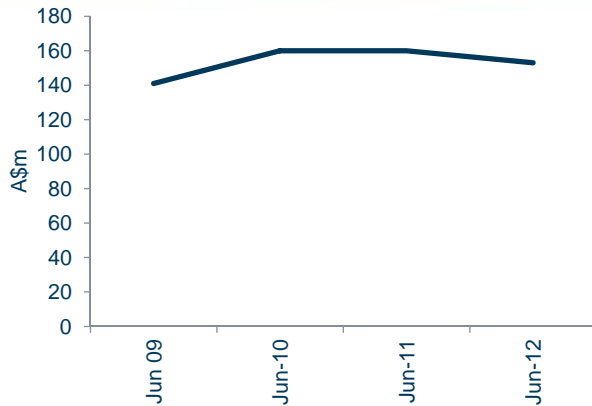


Good industry structure and strong position in all businesses



10

## Earnings stable over the past four years



### Benefits from

- Value Plus
- Early adoption of Procure Plus
- Strong cost management
- Footprint restructuring

### Headwinds

- A\$ appreciated by 35% since 2009
- Double digit energy cost inflation
- Rising labour costs

Demonstrated ability to offset cost increases



11

## Significant earnings growth opportunities\*

Segment	Position	A\$ million	timing
Botany recycled paper mill	Cost savings	50	FY 15
Petrie	Plant closure	13	FY 15
Thomastown	Plant closure	5	FY 14
		<b>68</b>	

- Further upsides
  - Improved recycled paper quality
  - Organisational alignment opportunity



Substantial benefits from transforming the business to be realised over the next 2 years

\* Estimated cost savings from Botany recycled paper mill and benefits from closure of Petrie and Thomastown operations disclosed in Amcor's profit announcement for half year ended 31 December 2012 on 18 February 2013



12



Amcor Australasia & Packaging Distribution

Nigel Garrard, President  
Amcor Australasia & Packaging Distribution

Aspiring to  
new heights