



# Investor presentation

May 2019

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# Mondi key messages



- A leading global packaging and paper company
- Innovative and sustainable packaging and paper solutions
  - Leveraging global industry trends of sustainability, e-commerce and enhancing brand value
- Integrated across the value chain leveraging our cost advantaged asset base
- Continuous focus on driving performance
- Clear and consistent strategy, delivering industry leading returns
- Disciplined capital allocation
  - Focused capital investment project pipeline in progress, securing future growth
- Robust financial position providing strategic flexibility



## **Mondi Group overview**

Q1 2019 trading update

2018 full year results

2018 market and operational review

Appendix

# A leading global packaging and paper company



- A global leader in packaging and paper
  - 26,100 employees
  - around 100 production sites across more than 30 countries
  - key operations located in Europe, North America and Africa
- Delighting our customers and consumers with innovative and sustainable packaging and paper solutions
- Integrated across the packaging and paper value chain from managing forests and producing pulp, paper and plastic films, to developing and manufacturing effective industrial and consumer packaging solutions
- Dual listed company structure<sup>1</sup>
  - JSE Limited for Mondi Limited (primary listing)
  - London Stock Exchange for Mondi plc (premium listing)



<sup>1</sup> Refer to appendix for a summary on the proposed simplification



# Industries we serve



**Agriculture**



**Automotive**



**Building and construction**



**Chemical**



**Food and beverages**



**Home and personal care**



**Medical and pharmaceutical**



**Office and professional printing**



**Packaging and paper converting**



**Pet care**



**Retail and e-commerce**



**Shipping and transport**

# Our global footprint



## Key

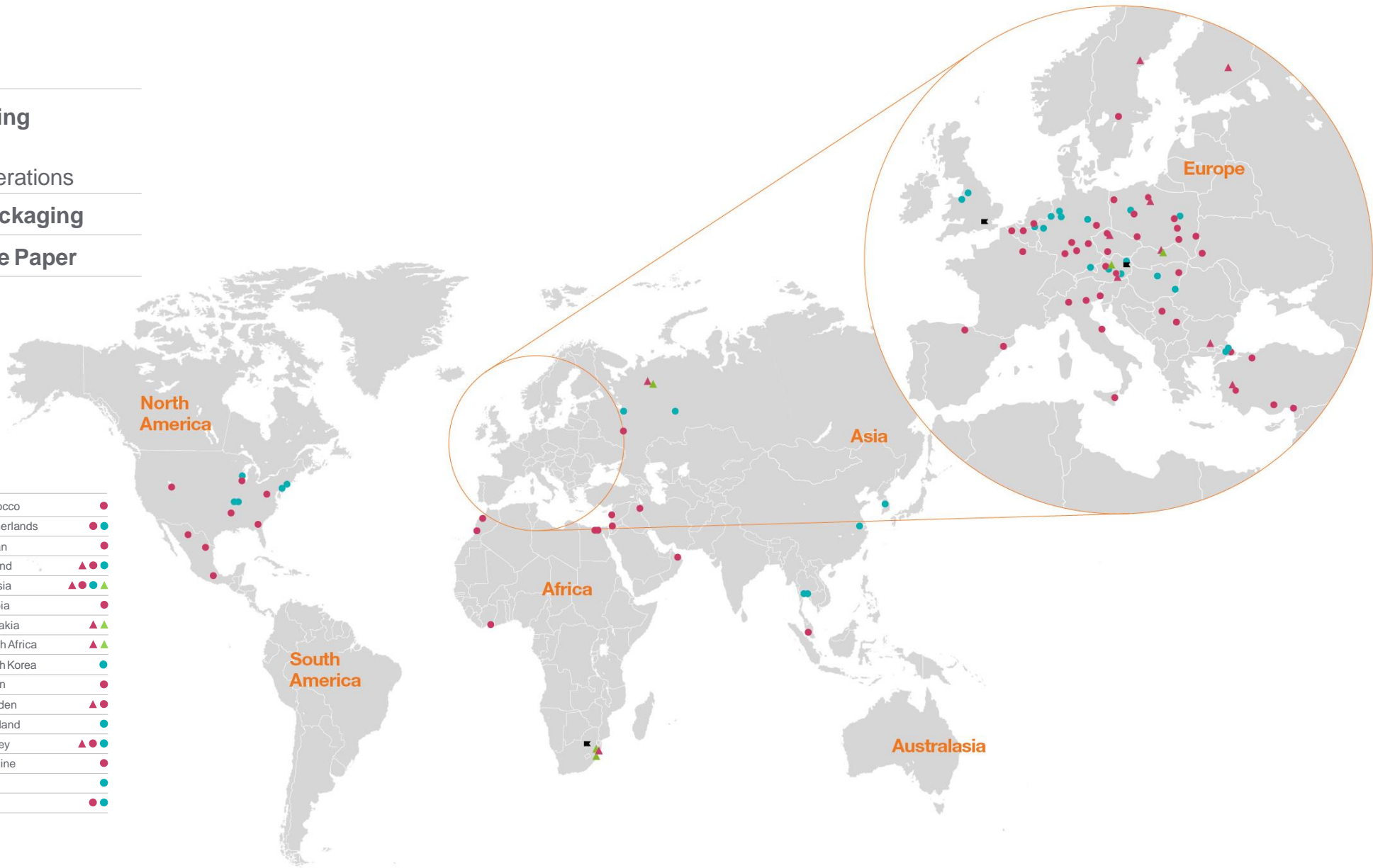
- Fibre Packaging**
- ▲ Paper mills
- Converting operations
- Consumer Packaging**
- ▲ Uncoated Fine Paper

### Group offices

Johannesburg	■
London	■
Vienna	■

### Production sites

Austria	▲ ● ● ▲	Morocco	●
Belgium	●	Netherlands	● ●
Bulgaria	▲	Oman	●
China	●	Poland	▲ ● ●
Côte d'Ivoire	●	Russia	▲ ● ● ▲
Czech Republic	▲ ●	Serbia	●
Egypt	●	Slovakia	▲ ▲
Finland	▲	South Africa	▲ ▲
France	●	South Korea	●
Germany	● ●	Spain	●
Hungary	● ●	Sweden	▲ ●
Iraq	●	Thailand	●
Italy	●	Turkey	▲ ● ●
Jordan	●	Ukraine	●
Lebanon	●	UK	●
Malaysia	●	US	● ●
Mexico	●		





# Mondi at a glance



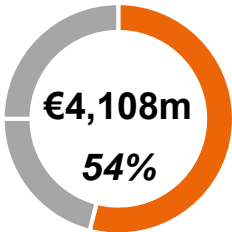
**2018**  
Segment revenue<sup>1</sup>  
as a % of total

Underlying EBITDA margin

ROCE

**Products**

## Fibre Packaging

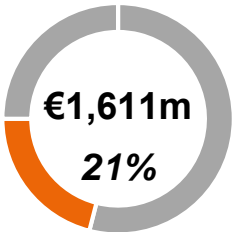


26.4%

26.8%



## Consumer Packaging

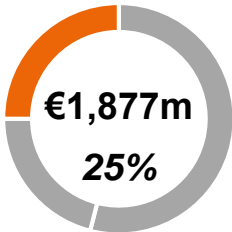


12.0%

9.0%



## Uncoated Fine Paper



27.5%

31.9%



<sup>1</sup> Segment revenues, before elimination of inter-segment revenues



# Leading market positions



#1

#3

## Global

Kraft paper



Industrial bags



## Europe

Virgin containerboard



Uncoated fine paper



Commercial release liner



## Emerging Europe

Containerboard



## South Africa

Uncoated fine paper



Consumer flexible packaging



Corrugated packaging

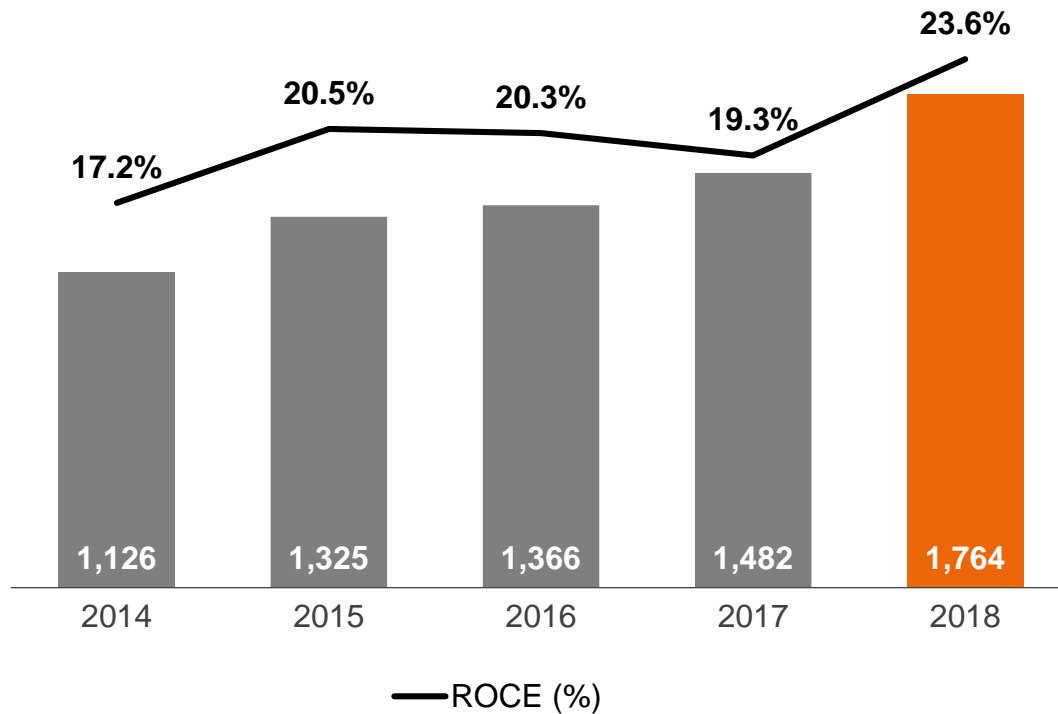


# Consistent strategy delivering industry leading returns



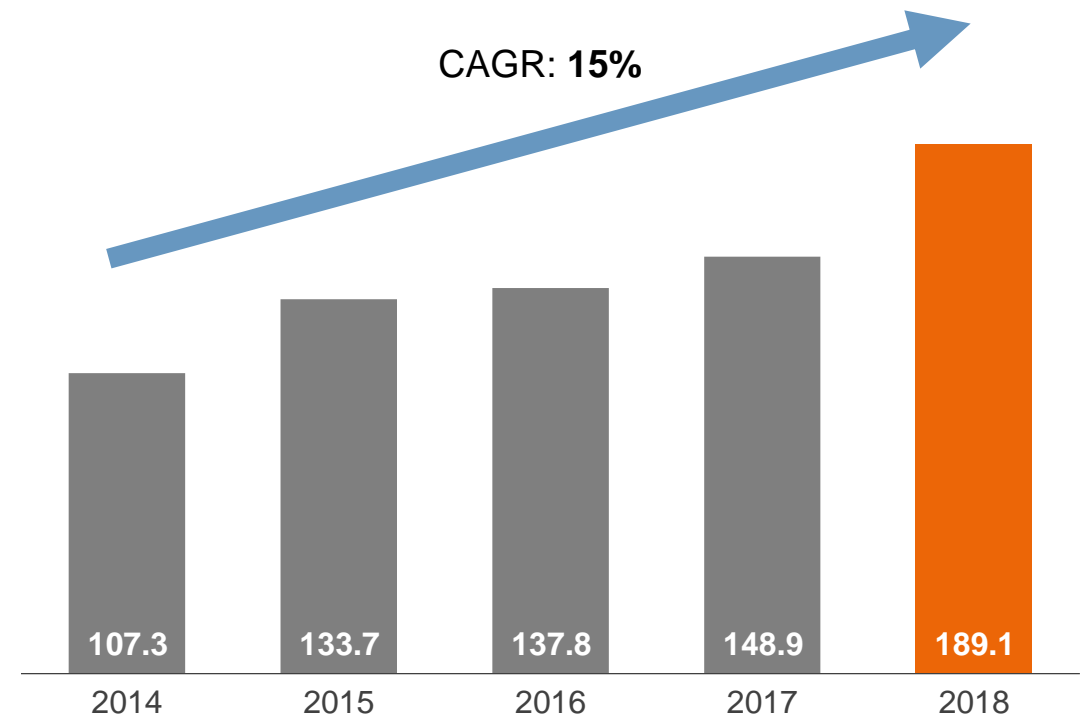
## Underlying EBITDA and ROCE

€ million



## Basic underlying earnings per share

euro cents per share

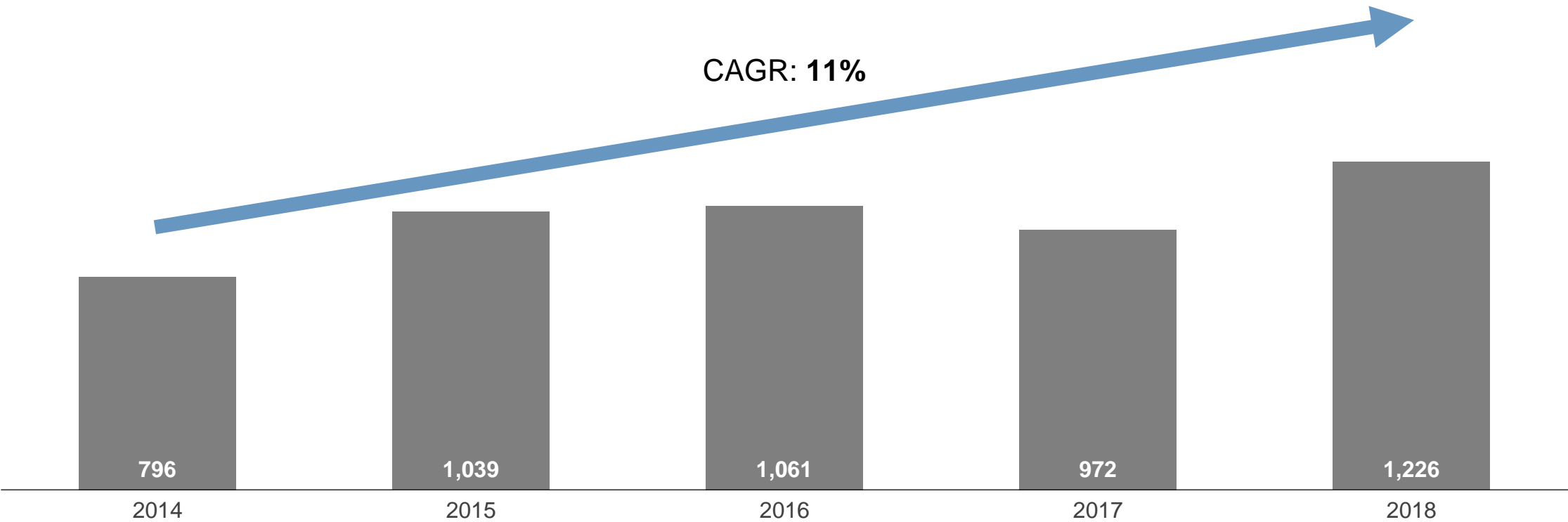


The Group early adopted the new 'Leases' accounting standard, IFRS 16. All 2017 comparative figures in this presentation have been restated where applicable.

# Strong cash flow generation



Cash flow generation<sup>1</sup>  
€ million



€5.1 billion cash generated 2014 – 2018

<sup>1</sup> Cash flow generation based on net cash generated before capital expenditure, acquisitions and disposals of businesses, investment in equity accounted investees and payment of dividends to shareholders



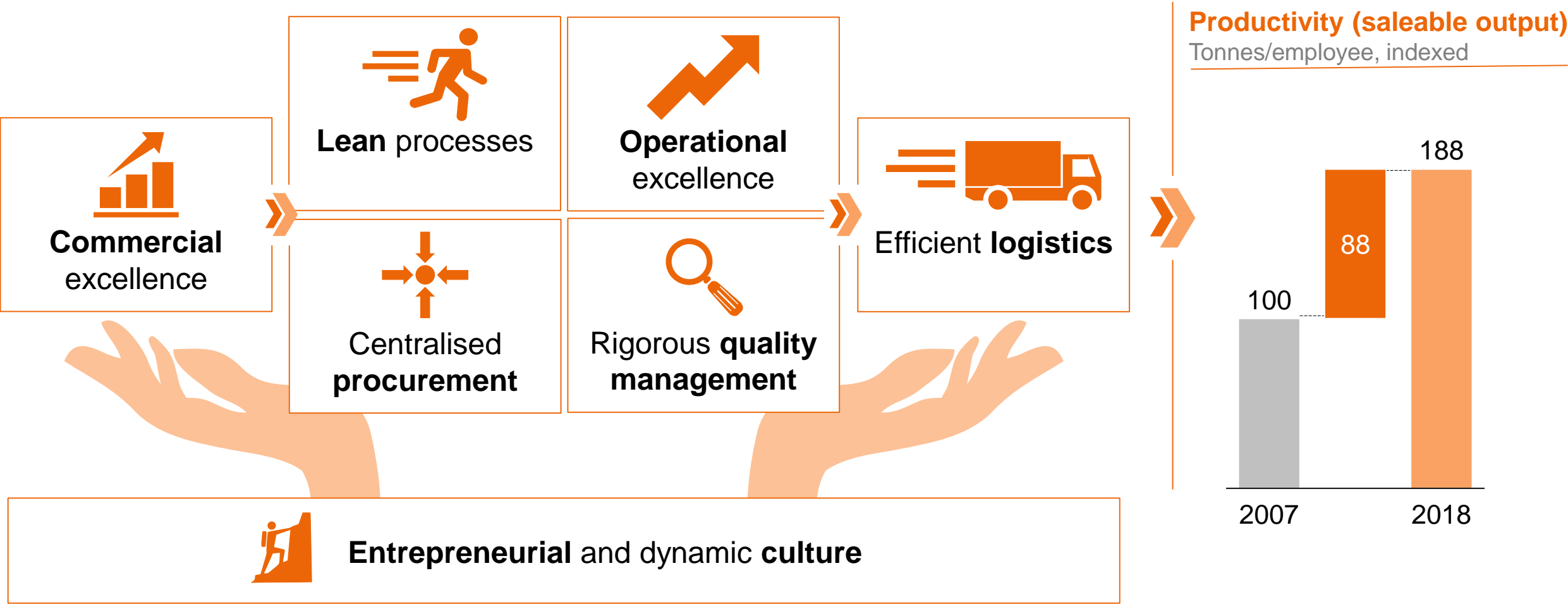
# Creating sustainable value through our strategic framework



# Driving performance along the entire value chain



## Culture of continuous improvement in all elements of value chain



# Strong track record of acquisitions



- Fibre Packaging
- Consumer Packaging

**Świecie minorities**  
(Containerboard)

**Nordenia**  
(Consumer Packaging)

**2 Duropack plants**  
(Corrugated Packaging)

**2012**

**KSP**  
(Consumer Packaging)

**Ascania**  
(Consumer Packaging)

**2015**

**Excelsior Technologies**  
(Consumer Packaging)

**2017**

**2014**

**Intercell**  
(Industrial Bags)

**Graphic Packaging plants**  
(Industrial Bags)

**2016**

**Uralplastic**  
(Consumer Packaging)

**Kalenobel**  
(Consumer Packaging)

**SIMET**  
(Corrugated Packaging)

**Lebedyan**  
(Corrugated Packaging)

**2018**

**Powerflute**  
(Containerboard)

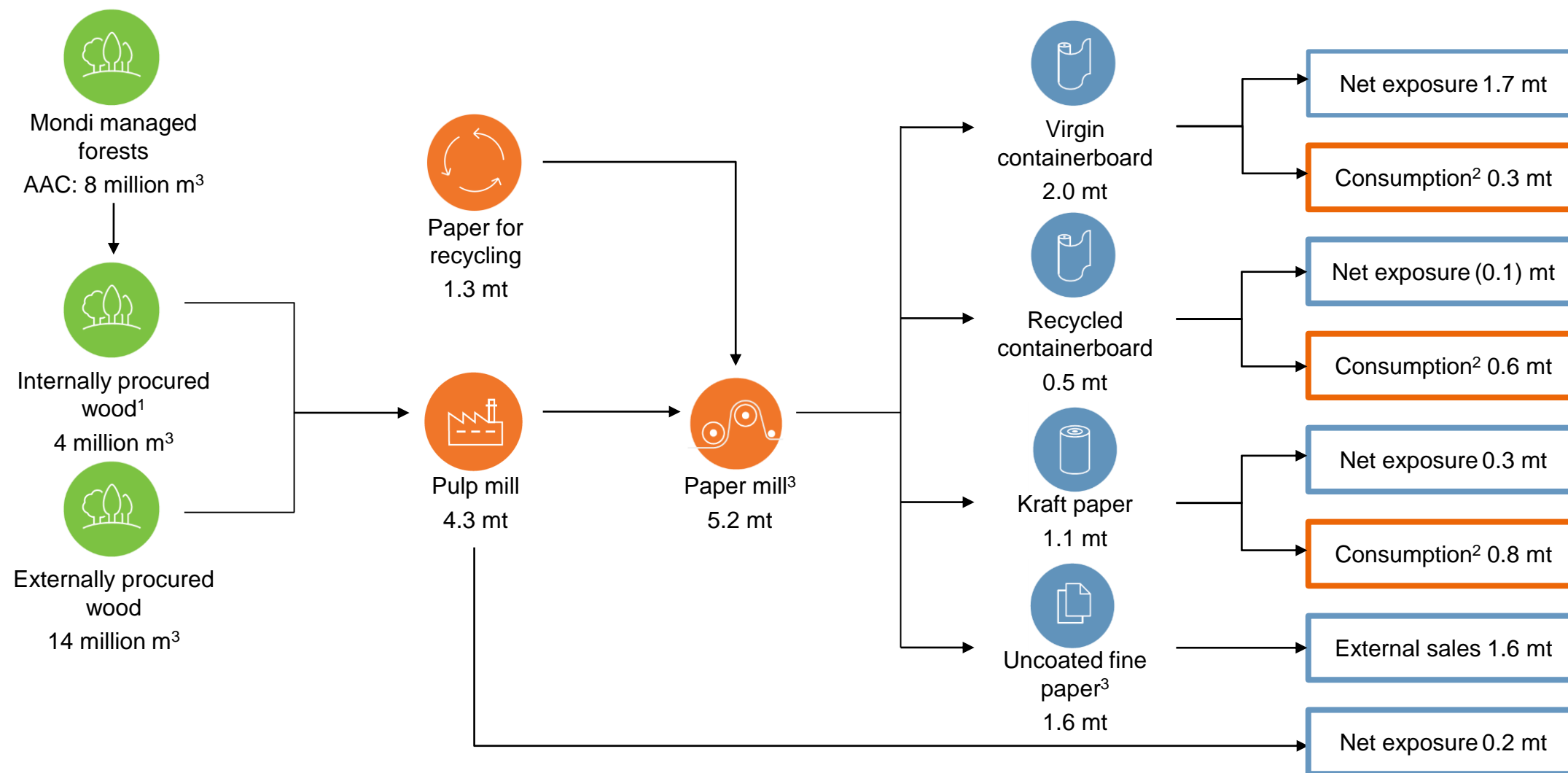
**NPP**  
(Industrial Bags)

**Suez Bags**  
(Industrial Bags)

Over €2.0 billion invested in acquisitions since 2012



# Pulp and paper integrated value chain (2018)



1 Due to commercial, logistic and sustainability considerations, the actual wood procured from our managed forests was lower than the annual allowable cut ('AAC')

2 Total consumption (aggregate of internal and externally procured packaging paper)

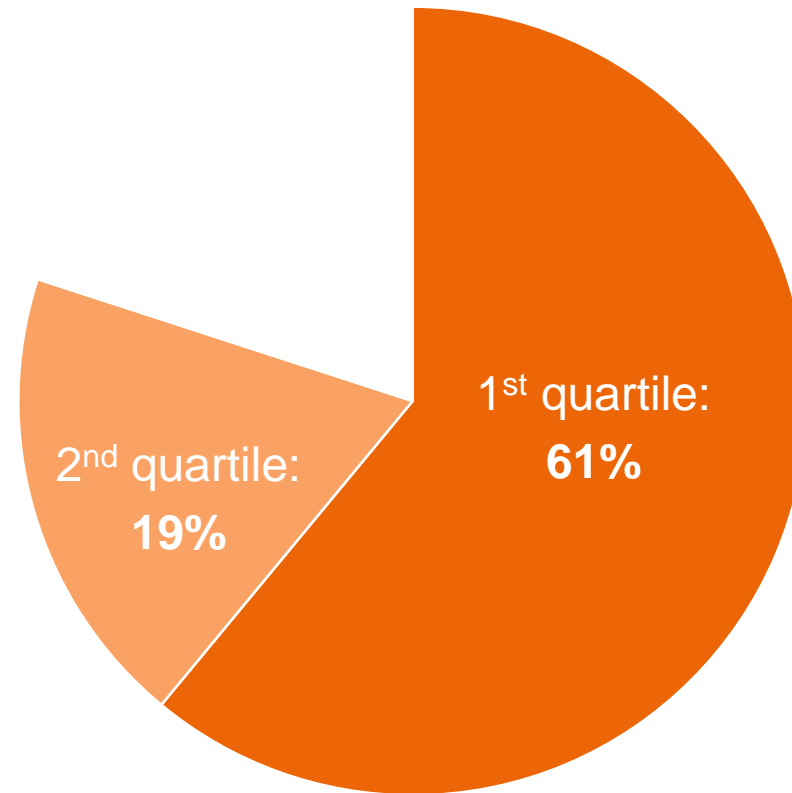
3 In addition to the 1.6mt of uncoated fine paper, the Group also produced 0.2mt of newsprint

# Our cost advantaged operations



Mondi capacity by quartile of relevant industry cost curve<sup>1, 2, 3</sup>

%



**80% in the 1<sup>st</sup> or 2<sup>nd</sup> cost quartile**

<sup>1</sup> Includes unbleached kraftliner, white top kraftliner, nordic and semi-chemical fluting, testliner, recycled fluting, bleached & unbleached sack kraft paper, uncoated fine paper (including value added grades) and BHKP

<sup>2</sup> Based on delivered cost to Frankfurt except BHKP (delivered to Rotterdam) and uncoated fine paper – Merebank (delivered to South Africa)

<sup>3</sup> European capacity except white top kraftliner, bleached & unbleached sack kraft paper and BHKP (global capacity) and uncoated fine paper – Merebank (South Africa only)

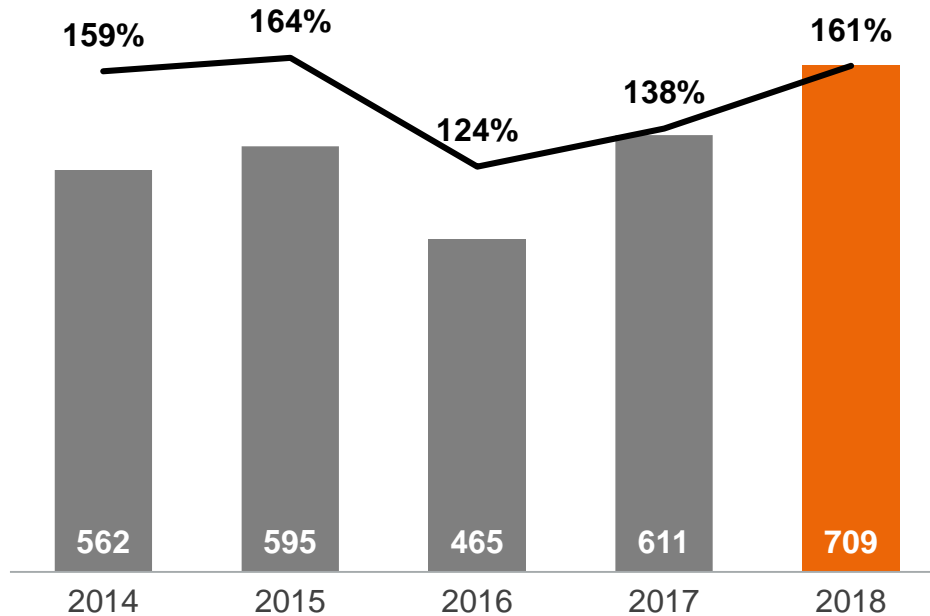
Source: Fastmarkets RISI and Mondi estimates, Q3 2018

# Capital investment projects on track and delivering growth



## Capital expenditure

€ million



— Capex and investment in intangible assets as a % of depreciation, amortisation and impairments



- Strong contribution:
  - €95 million in the past 3 years, including €20 million in 2018
  - €50 million expected in 2019
- Successful start-up of Štětí modernisation in Q4 2018
- Focused capital investment project pipeline securing future growth
- Key projects expected to increase current saleable pulp and paper production by around 10% when in full operation



# Our Growing Responsibly model: An integrated approach to sustainable development



16 public commitments to be achieved by 2020

## Solutions that create value for our customers

- Encourage sustainable, responsibly produced products

## Relationships with communities

- Enhance social value to our communities through effective stakeholder engagement and meaningful social investments

## Supplier conduct and responsible procurement

- Encourage supply chain transparency and promote fair working conditions together with our key suppliers

## Biodiversity and ecosystems

- Promote ecosystem stewardship in the landscapes where we operate through continued multi-stakeholder collaboration

## Constrained resources and environmental impacts

- By 2020, reduce against 2015:
  - specific contact water consumption (5%)<sup>1</sup>
  - specific waste to landfill (7.5%)
  - specific NOx emissions (7.5%)<sup>1</sup>
  - specific effluent load (COD) (5%)



## Employee and contractor safety

- Avoid work-related fatalities
- Prevent life-altering injuries
- Reduce TRCR by 5% against 2015

## A skilled and committed workforce

- Engage with our people to create a better workplace

## Fairness and diversity in the workplace

- Promote fair working conditions in the workplace

## Sustainable fibre

- Maintain FSC™ certification for 100% of our owned and leased forestlands and promote sustainable forest management
- Procure at least 70% of wood from FSC or PEFC™ certified sources with the balance meeting our company minimum wood standard

## Climate change<sup>2</sup>

- By 2030, reduce specific CO<sub>2</sub>e emissions by 15% against 2014<sup>1</sup>

<sup>1</sup> From our pulp and paper mills

<sup>2</sup> In addition, we have committed to reducing production-related, specific Scope 1 and 2 GHG emissions from our pulp and paper mills to 0.25 tonnes CO<sub>2</sub> per tonne of saleable production by 2050 against a 2014 baseline

# 2018 sustainable development highlights



## Safety

11%

reduction in total recordable case rate since 2015

'Think twice' – Safety campaign brings safety home to our employees

1,315 people

have completed first-line managers safety training since 2015



## Training and development

30+ hours

average training per employee in 2018



## Climate change and energy

14.5%

reduction in total specific CO<sub>2</sub>e emissions in our mills against our 2014 baseline

64%

fuel consumed in our mills from renewable biomass-based sources

100%

electricity self-sufficiency in our mills

WWF Climate Savers Programme membership in 2018

## Diversity & Inclusion roadmap launched in 2018

27%

women in our executive committee and its direct reports

25%

women on our Boards



## FSC™ or PEFC™ certified wood

71%



## Collaborating with partners



€7.9m

invested in community initiatives in 2018

## Socio-economic Assessment Toolbox (SEAT) at Frantschach

79%

of our mills and forestry operations assessed to date

## Our vision

Contributing to a better world

Mondi Leadership Forum, Berlin 2018

## Not everything goes to plan... but transparency is key

Our performance in some key indicators deteriorated due to unforeseen challenges

As a result, compared to our 2015 baseline:

Specific waste to landfill increased

1.3%

Specific COD emissions increased

6.1%

Specific contact water from our mills decreased

2.0%

# Innovating with customers and well positioned to leverage global industry growth trends



## Sustainability



### Recycled washing powder packaging

- Together with a recycling partner, developed a new plastic solution that replaces up to 80% of the previously virgin PE layer with post-industrial waste
- Achieves a packaging solution containing up to 50% recycled materials



## E-commerce



### Mondi Vino Box® Sprint

- Developed for online wine merchants – can safely ship up to six wine bottles and is 100% recyclable
- No additional assembly needed saving up to 80% in assembly time compared to standard wine packaging



## Enhancing brand value



### Benetton shopping bags

- Mondì's shoppingworld portfolio is built on consumer trend insights, branding expertise and paper grades that combine high functionality with outstanding printability providing luxurious, natural and sustainable shopping bags

- **Uniquely positioned to leverage customer relationships and paper, bag and barriers know-how**
- **One of the first signatories of The New Plastics Economy Global Commitment – committing to 100% of plastic-based packaging being reusable, recyclable or compostable, and 25% being from recycled content<sup>1</sup> by 2025**

<sup>1</sup> Where it does not compromise functionality or food health requirements



# EcoSolutions: our approach to sustainable packaging solutions



In 2018 our Consumer Packaging and Fibre Packaging business units increased their collaborative efforts to fast-track the development of **EcoSolutions: Paper where possible, plastic when useful**

01

**replacing plastic packaging with renewable fibre-based paper packaging or bio-based polymers**

e.g. EcoVantage shopper bags, Advantage MF EcoComp food waste bags, Sustainex®, SPLASHBAG



02

**replacing rigid plastic packaging with flexible plastic packaging, typically reducing plastic consumption by 70%**

e.g. Frosch Pouch



03

**optimising plastic packaging for recycling and increasing recycled content**

e.g. BarrierPack Recyclable 100% recyclable

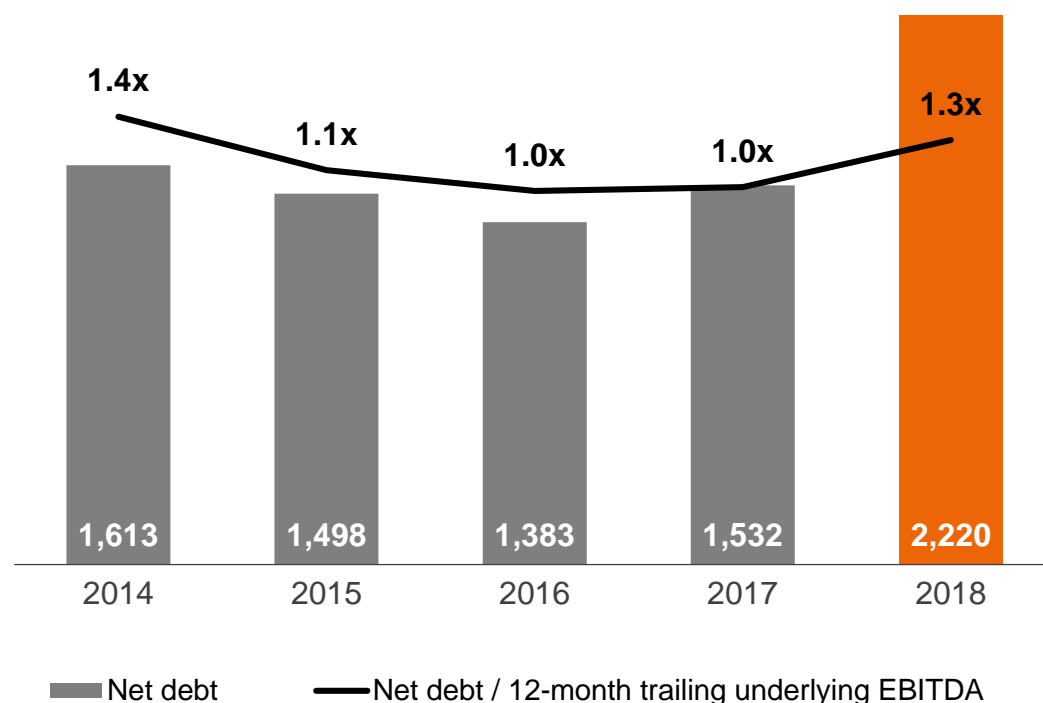


# Robust financial position



## Net debt and net debt / underlying EBITDA

€ million



- Net debt down in 2018 by €220 million before the payment of a special dividend (€484 million) and acquisitions (€424 million)
  - Reflects strong cash generating capacity despite ongoing capital investment programme
- Key financial policy
  - Retain Investment Grade credit rating
- Public credit ratings
  - Standard & Poor's upgraded to BBB+ (stable outlook)
  - Moody's Investors Service maintained at Baa1 (stable outlook)

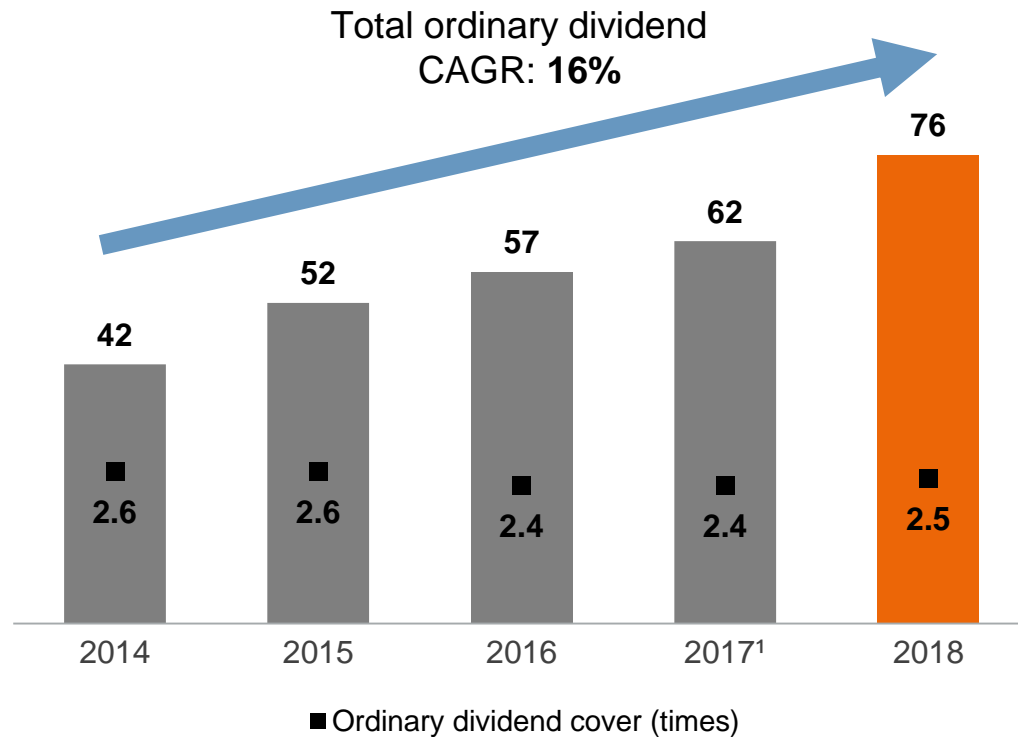


# Continued growth in shareholder returns



## Dividends declared and recommended

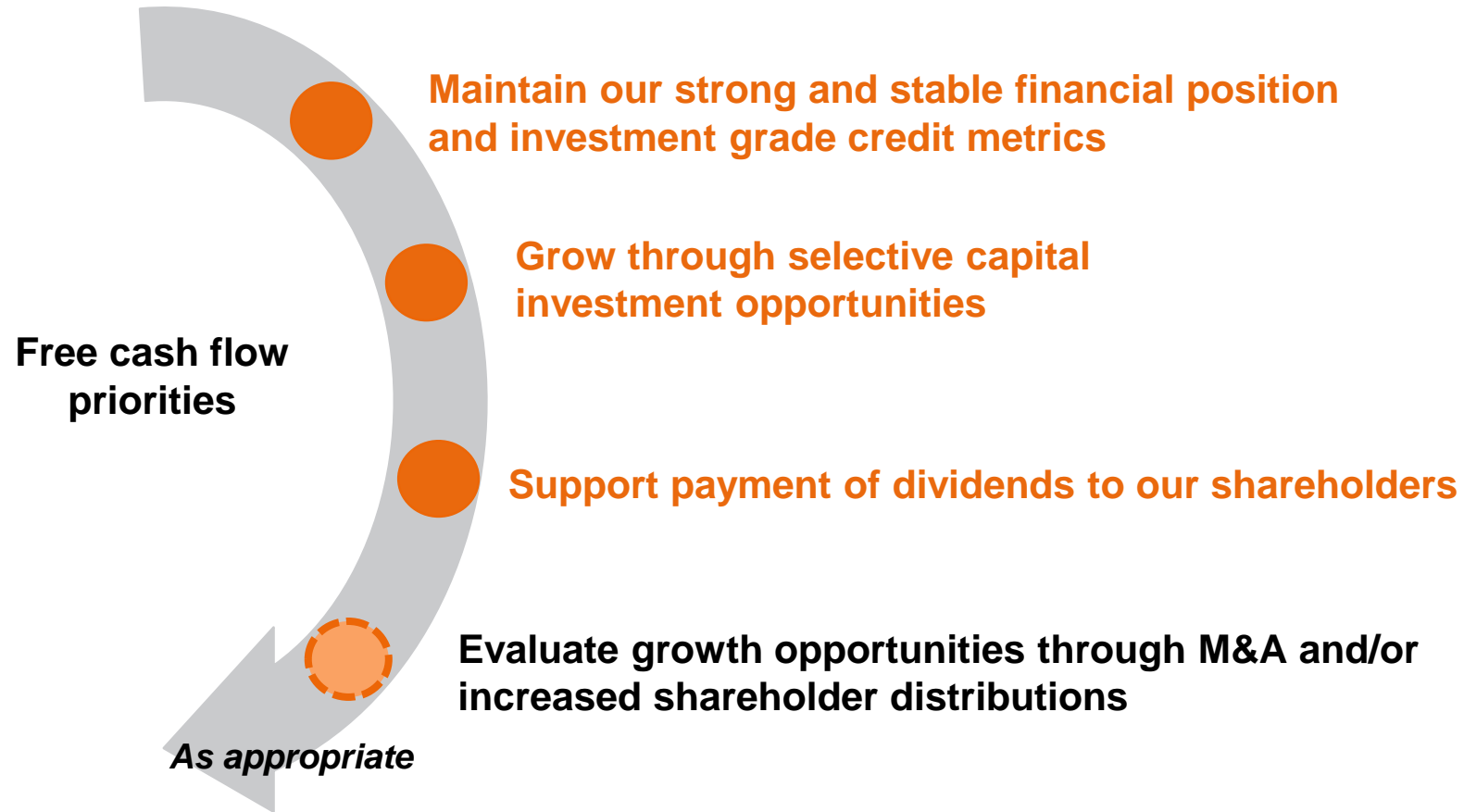
euro cents per share



- 2-3x ordinary dividend cover range across the cycle
- The Boards regularly review the Group's capital allocation priorities to optimise value accretive growth and long-term returns for shareholders

<sup>1</sup> Excludes the 2017 special dividend of 100 euro cents per share

# Our cash flow priorities remain unchanged



Mondi Group overview

**Q1 2019 trading update**

2018 full year results

2018 market and operational review

Appendix

# Q1 2019 trading update overview



## Group performance overview

- Underlying EBITDA of €471 million, 16% above Q1 2018
- Strong performance driven by a combination of higher average selling prices, a strong operational performance, the contribution from acquisitions and expansionary capital expenditure projects completed in 2018, and lower planned maintenance shut costs
- Higher average selling prices for the Group's key paper grades compared to Q1 2018 and stable on the previous quarter
- Costs were marginally higher than the comparable prior year period and flat on the previous quarter

## Outlook

We have positioned the Group to benefit from the key industry trends of sustainability, e-commerce and enhancing our customers' brand value. While macro-economic uncertainties remain, our focus on delivering value accretive growth and our performance-driven culture means we are confident of continuing to deliver a strong and industry leading performance.

# Q1 2019 trading update overview



## Business unit overview

### ● Fibre Packaging

- Higher average kraft paper selling prices
- Price reductions in containerboard which continued into Q2. However, the magnitude varies by grade
- Corrugated Packaging and Industrial Bags benefited from higher selling prices versus Q1 2018
- Volumes in Corrugated Packaging were up in Europe year-on-year, offset by weaker volumes in Turkey and Russia
- Lower like-for-like Industrial Bags volumes due to pricing discipline and weakness in selected regional markets

### ● Consumer Packaging

- Further improvement in consumer goods packaging subsegment benefiting from a restructured plant network and continuous improvement initiatives
- Stabilising of performance in personal care components, which has been under pressure from declining volumes

### ● Uncoated Fine Paper

- Strong performance
- Higher average selling prices more than offsetting higher costs and modestly lower volumes





Mondi Group overview

Q1 2019 trading update

**2018 full year results**

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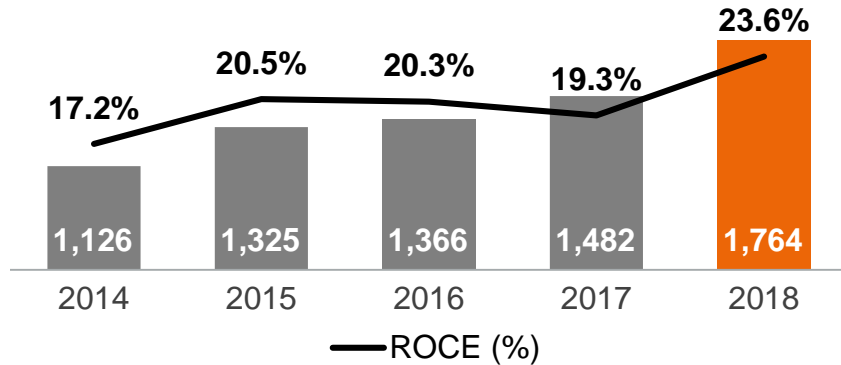
Appendix

# 2018 highlights



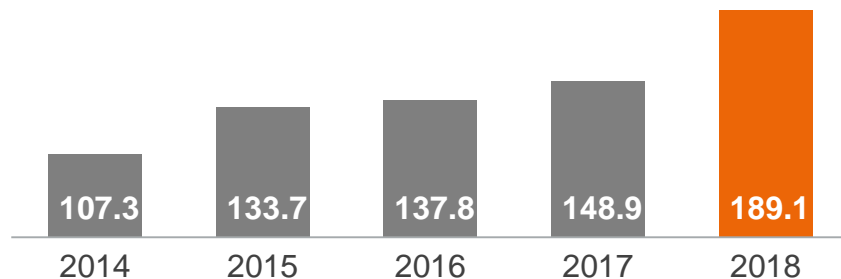
## Underlying EBITDA and ROCE

€ million



## Basic underlying earnings per share

euro cents per share



- Strong financial performance on all key metrics
- Robust operational performance and strong cost control across the Group
- Capital investment projects on track and delivering growth
- Good progress integrating acquisitions, total spend €424 million
- Well positioned with sustainable packaging solutions portfolio
- Announced intention to simplify corporate structure
- Delivering against our 2020 Growing Responsibly commitments

**Recommended full year ordinary dividend of 76 euro cents per share, up 23%**

# Key financial highlights



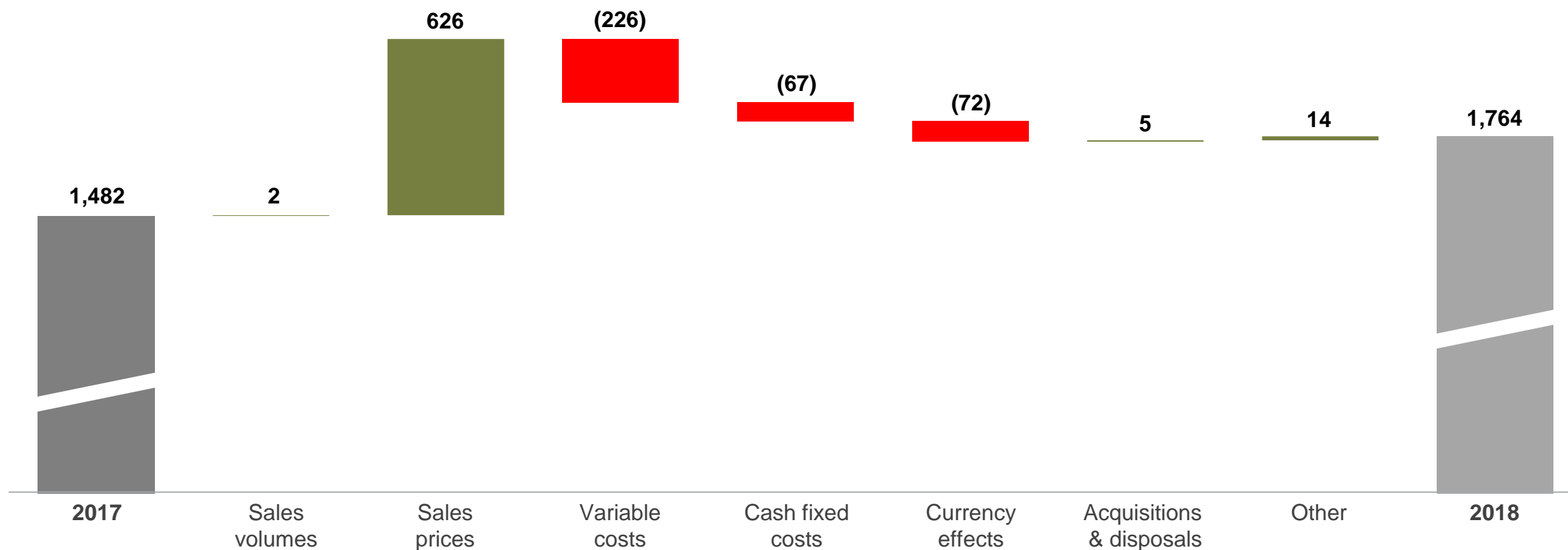
€ million	2018	2017	% change	H2 2018	H2 2017	% change
Group revenue	7,481	7,096	5%	3,754	3,514	7%
<b>Underlying EBITDA</b>	<b>1,764</b>	1,482	19%	<b>912</b>	752	21%
% margin	<b>23.6%</b>	20.9%		<b>24.3%</b>	21.4%	
<b>Underlying operating profit</b>	<b>1,318</b>	1,029	28%	<b>688</b>	526	31%
% margin	<b>17.6%</b>	14.5%		<b>18.3%</b>	15.0%	
<b>Group ROCE</b>	<b>23.6%</b>	19.3%		<b>23.6%</b>	19.3%	

**Strong financial performance on all key metrics**

# Underlying EBITDA development

## Underlying EBITDA development

€ million



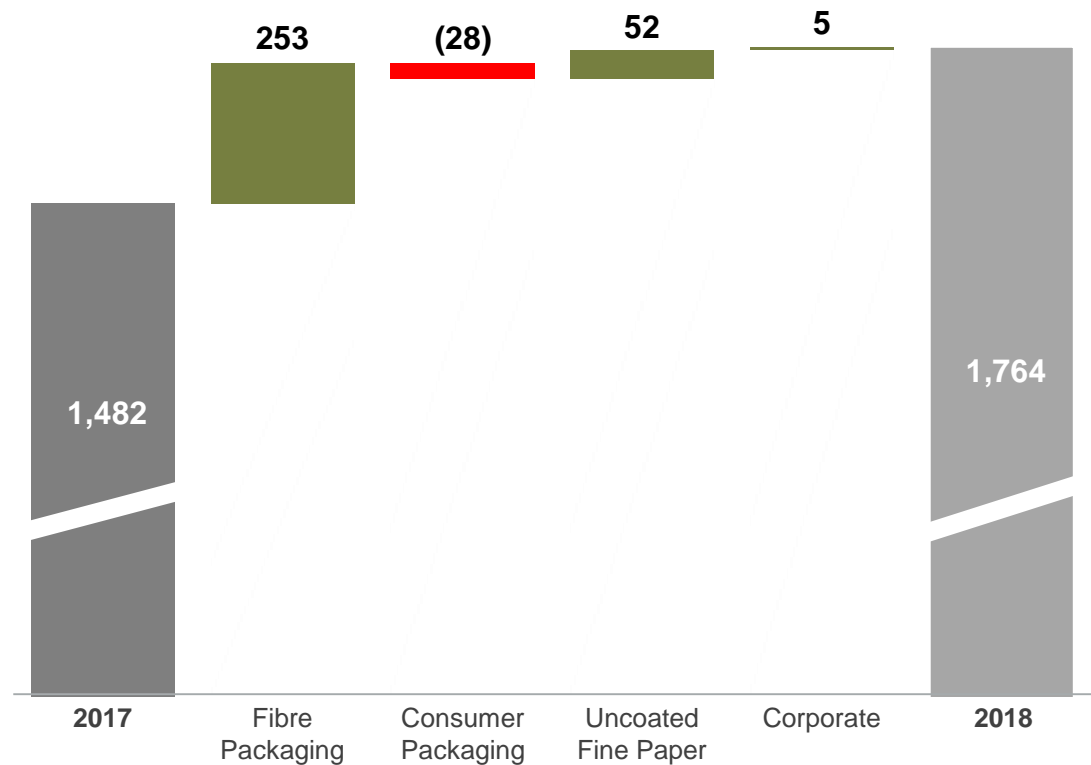
**Underlying EBITDA up 19%**

# Business unit contribution



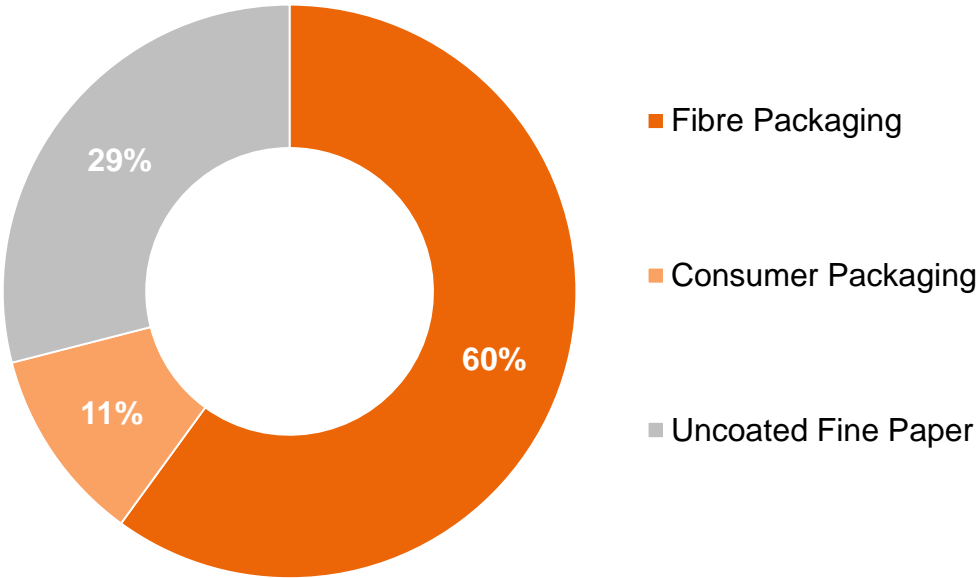
## Business unit underlying EBITDA development

€ million



## 2018 underlying EBITDA contribution by business unit<sup>1</sup>

%



Strong contributions from Fibre Packaging and Uncoated Fine Paper

<sup>1</sup> Breakdown excludes corporate costs



A photograph of a woman wearing a blue long-sleeved shirt, green overalls, and a pink headscarf. She is bent over, working in a field of red flowers. In the background, there is a wooden frame holding several black trays of small green seedlings. The background is a dense green forest.

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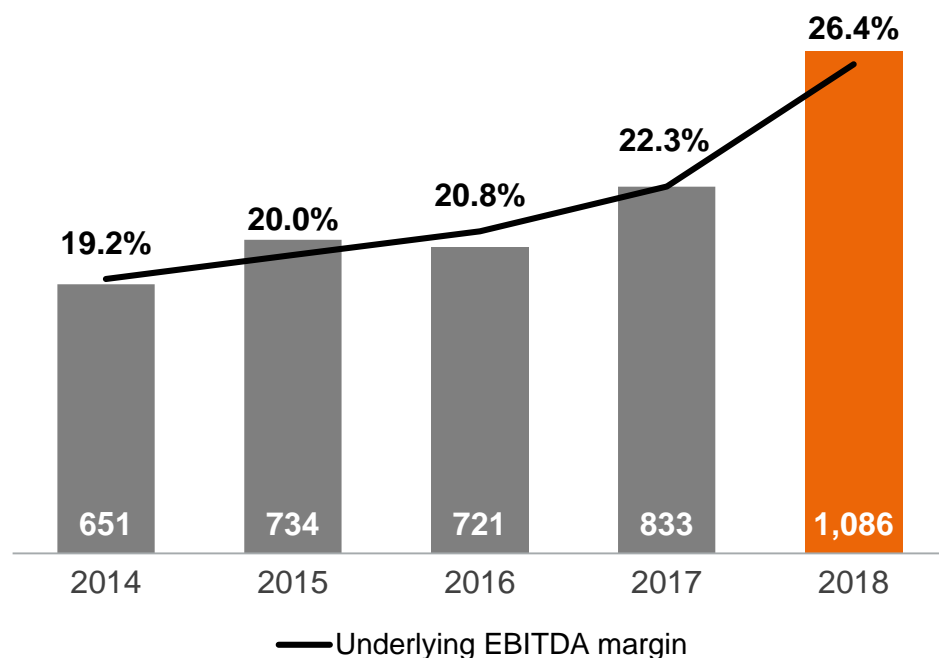
**2018 market and operational review**

Appendix

# Fibre Packaging

## Underlying EBITDA and margin

€ million and %



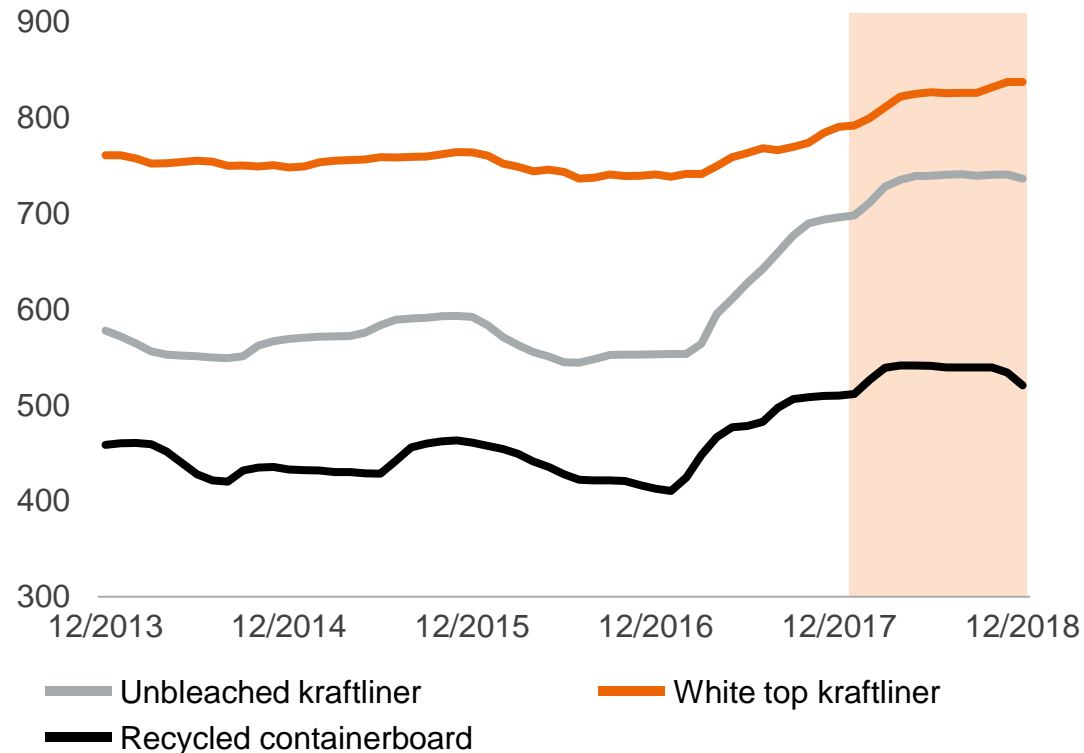
- Underlying EBITDA up 30%
- Driven by:
  - higher average selling prices
  - improved product mix
  - volume growth
  - contribution from acquisitions
  - cost reduction initiatives
- Partly offset by:
  - higher costs, with the exception of paper for recycling
  - negative currency effects
  - disposal effects
- Ongoing portfolio optimisation
  - Acquisition of Powerflute (285ktpa capacity) and two Egyptian industrial bag plants
  - Closure of 3 industrial bag plants and sale of flat sack kraft paper mill

# Fibre Packaging



## Containerboard selling prices

€/tonne



Source: Fastmarkets FOEX

## Containerboard

- Good demand and limited capacity additions supported a strong pricing environment in 2018
- Higher average selling prices compared to 2017, the magnitude varied by grade
- Price reductions going into the new year

## Corrugated Packaging

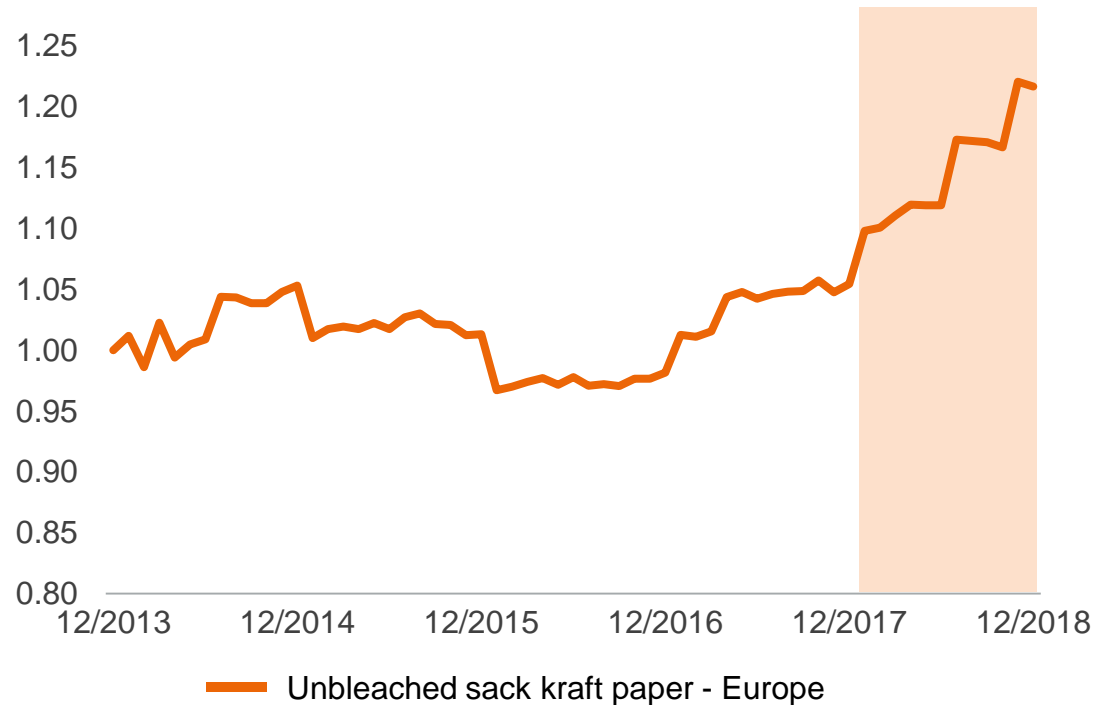
- Good volume growth in H2 2018 in key markets following stable volumes in H1 2018
- Successfully implemented price increases
- Continuous improvements to reduce conversion costs and enhance product offering, quality and customer service

# Fibre Packaging



## Sack kraft paper selling prices

Prices indexed to December 2013



## Kraft Paper

- Good demand supported by:
  - drive to replace plastic carrier bags
  - good growth in selected emerging markets
- Pricing:
  - up around 10% on average in 2018
  - up 7% to 8% on average in early 2019 compared to average 2018 price levels

## Industrial Bags

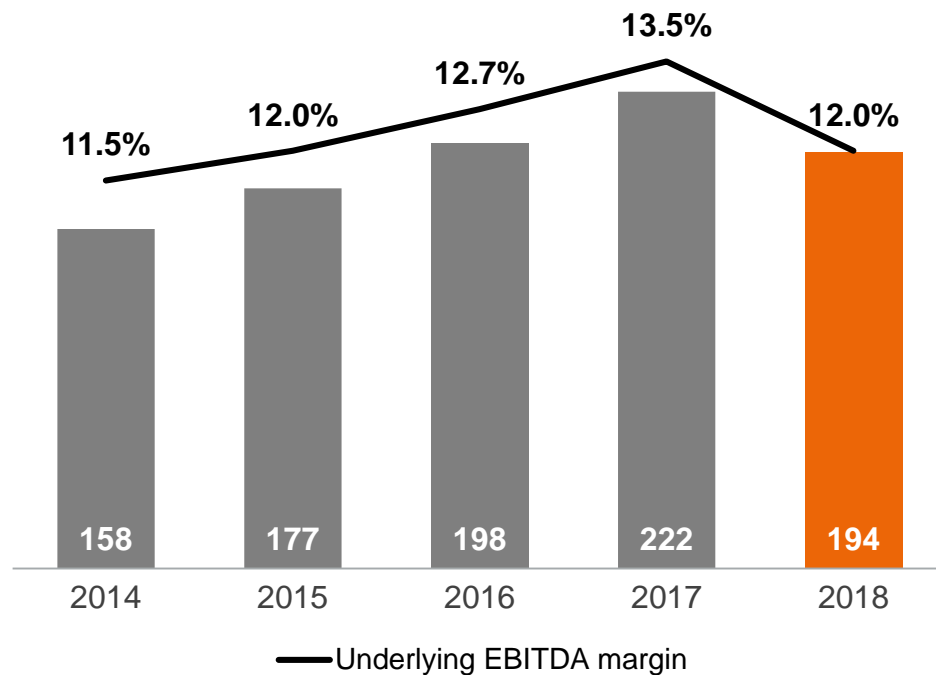
- Sales volumes up 3% on a like-for-like basis
- Significant fixed cost savings from strong cost management and the benefit of rationalisation activities
- 2019 annual contracts mostly finalised – price increases largely reflect the full cost impact of recent sack kraft paper price increases

# Consumer Packaging



## Underlying EBITDA and margin

€ million and %



- Benefiting from:
  - good growth in selected value-added segments in consumer goods packaging and technical films
  - plant network and fixed cost base restructuring
  - continuous improvement initiatives
- Overall performance held back by:
  - declining volumes in personal care components
  - one-off costs
  - rising paper input costs in release liner
  - negative currency effects

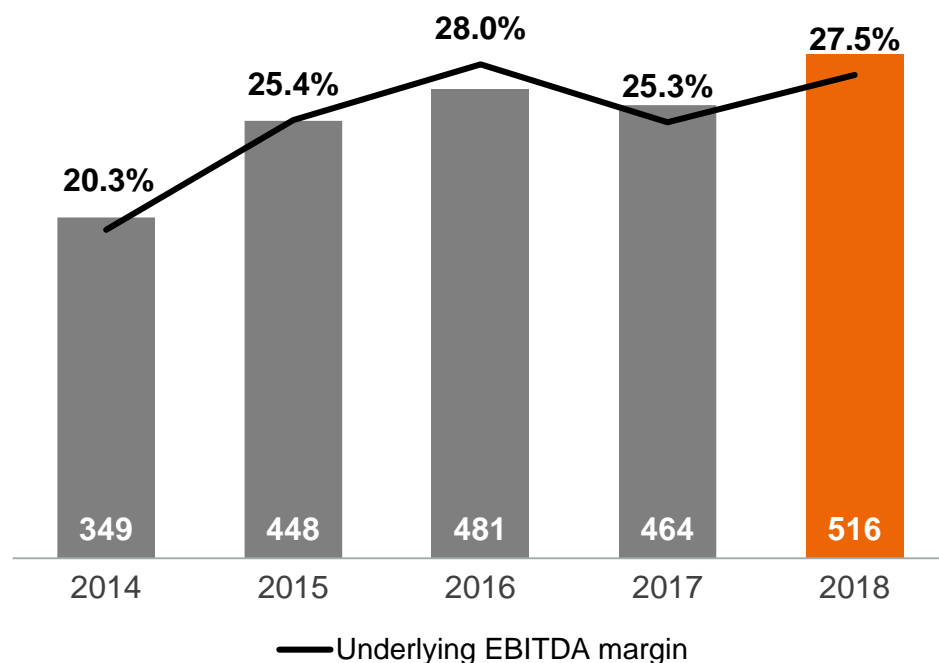


# Uncoated Fine Paper



## Underlying EBITDA and margin

€ million and %



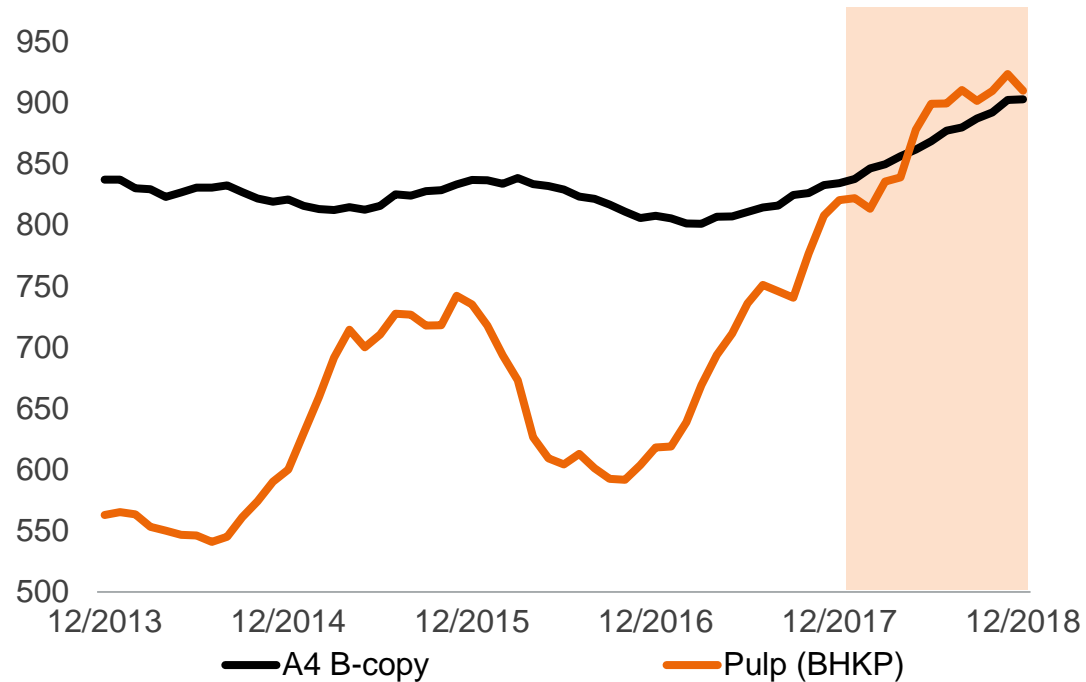
- Underlying EBITDA up 11%
- Higher average selling prices
- More than offsetting:
  - higher costs
  - negative currency effects
- Ceased production at one of our unintegrated uncoated fine paper machines at Merebank (70ktpa capacity)
- Acquired around 11,000 hectares of well-located forest plantations in South Africa

# Uncoated Fine Paper | industry fundamentals



## Pulp and A4 B-copy prices

€/tonne



### 2018 demand:

- European demand decline of around 4% on a strong prior year. Average rate of decline over the past two years of 2%
- Russia and South Africa demand flat – in line with our long-term estimate

### Uncoated fine paper sales volumes up 1% as we continue to benefit from:

- emerging market exposure
- superior cost positioning

Source: Fastmarkets FOEX

A large industrial machine in a paper mill, with a massive roll of paper being processed. The paper has a repeating pattern of orange and black stripes. The machine is blue and silver, with various rollers and guides visible.

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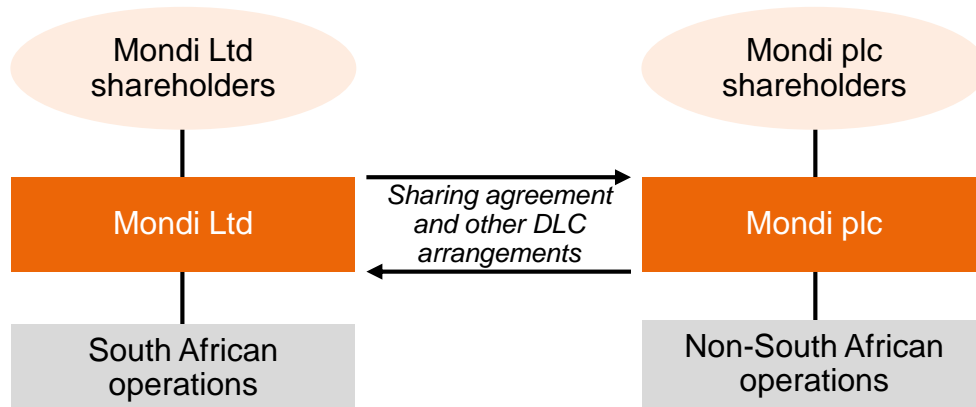
2018 market and operational review

**Appendix**

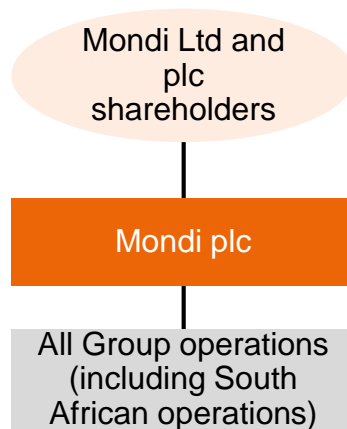
# Proposed simplification of corporate structure



## Current Group structure – simplified



## Proposed Group structure – simplified



- Proposal to simplify existing structure: from the current dual listed company structure ("DLC") into a single holding company structure under Mondi plc
- Mondi Ltd shareholders to receive one new Mondi plc share in exchange for each Mondi Ltd share held
- Following the simplification, each Mondi plc shareholder will have the same voting and capital interests in the Group as each Mondi Ltd and Mondi plc shareholder currently has
- The proposed simplification will simplify cash and dividend flows, increase transparency, remove the complexity associated with the current structure and enhance strategic flexibility
- It will also facilitate continued investment in the South African operations
- Mondi plc will continue to have a premium listing on the LSE and will have an inward secondary listing on the JSE quoted in rand
- Mondi plc shares will continue to be included in the FTSE100 index – with FTSE100 weighting expected to increase; and expected to continue to be eligible for inclusion in key JSE indices
- Subject to certain conditions - implementation currently expected in H2 2019



# Strong major capital expenditure project pipeline – key projects



## Štětí mill modernisation



- Successfully started up in Q4 2018
- Replacement of recovery boiler, rebuild of fibre lines and debottlenecking of paper machines
- Benefits:
  - increased saleable production: 90ktpa softwood market pulp and 55ktpa packaging paper
  - reduced environmental footprint, increased electricity self-sufficiency, lower production costs



## Ružomberok mill



- New 300,000 tonne kraft top white machine with expected start-up towards the end of 2020
- Debottlenecking pulp mill – increasing capacity by 100,000 tonnes per annum (to be mostly integrated into containerboard)
- Related pulp mill upgrade progressing with start-up expected in late 2019



## Štětí machine conversion

- Newly approved €67 million project to deliver further capacity in fast growing paper shopping bag market
- Conversion of a containerboard machine at Štětí to produce up to 130ktpa of speciality kraft paper
- Net capacity increase of 45ktpa of packaging paper
- Start-up expected by the end of 2020

## Syktyvkar

- Investing to maintain competitiveness and increase saleable production by around 100,000 tonnes per annum in the medium term

# Winner of eight 2019 WorldStar awards

More than any other company worldwide, consolidating our position as a truly innovative force in the packaging industry



## Glass7Box



Designed for premium glass brand Riedel, featuring a shock-absorbent structure

## Pick up tray



Fully recyclable tray and handle that can carry a 71% higher product load

## Side support



Insert which acts as corner support when transporting heavy content

## BarrierPack Recyclable



Highly functional, fully recyclable flexible plastic laminate for pre-made pouches

## Recyclable waste separation system



Corrugated bins that can be disposed of along with the waste

## Pal-bridge pallet support system



Easy-to-fold system that fills the gaps in the top layer of pallets to support further stacking

## Yoghurt tray with tear tape



Corrugated tray with a unique integrated tear tape that makes it easy to divide if required

## Packaging closing optimisation



Semi-automatic solution for closing the bottom of boxes, saving time and materials



# Technical guidance



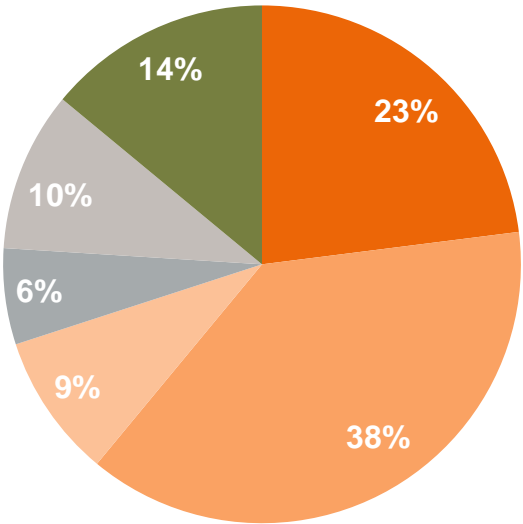
	2019	2018
Capital expenditure range per annum (in average for 2019 and 2020)	<b>€700 – 800 million</b>	€709 million
Depreciation and amortisation	<b>€450 – 480 million</b>	€446 million
Estimated impact of planned mill maintenance shuts	<b>± €150 million</b>	± €110 million
Working capital as a % of turnover	<b>12 – 14%</b>	13%
Effective tax rate	<b>±23%</b>	22%

# Strong global presence



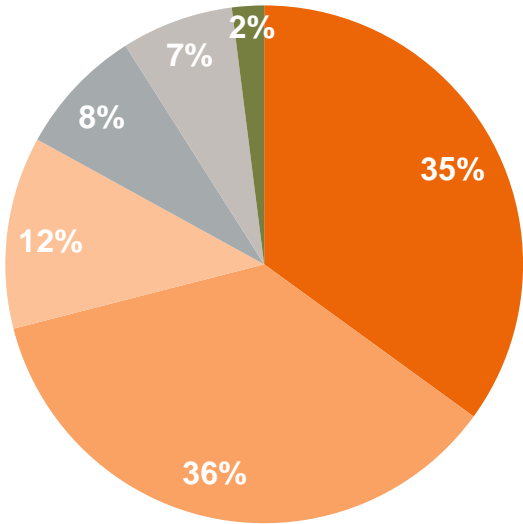
Revenue by location of customer

%



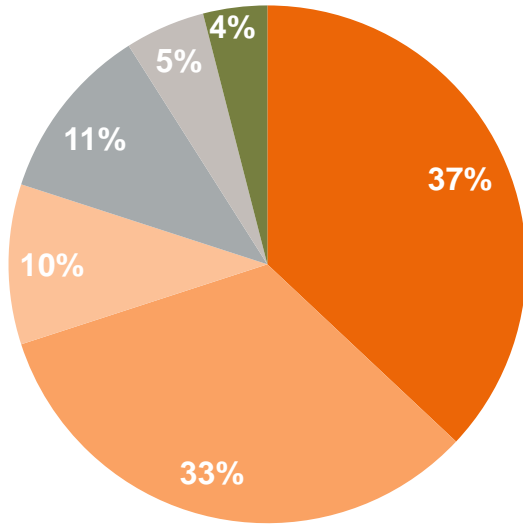
Revenue by location of production

%



Net operating assets by location

%



- Emerging Europe
- Western Europe
- Russia
- South Africa
- North America
- Other

# Production volumes



		2018	2017	% change
<b>Fibre Packaging</b>				
Containerboard	'000 tonnes	2,530	2,297	10%
Kraft paper	'000 tonnes	1,118	1,206	(7%)
Softwood pulp	'000 tonnes	1,986	2,010	(1%)
Hardwood pulp	'000 tonnes	714	547	31%
Corrugated board and boxes	million m <sup>2</sup>	1,635	1,650	(1%)
Industrial bags	million units	5,255	4,952	6%
Extrusion coatings	million m <sup>2</sup>	1,230	1,281	(4%)
<b>Consumer Packaging</b>				
Consumer packaging	million m <sup>2</sup>	7,278	7,437	(2%)
<b>Uncoated Fine Paper</b>				
Uncoated fine paper	'000 tonnes	1,649	1,644	—
Softwood pulp	'000 tonnes	386	375	3%
Hardwood pulp	'000 tonnes	1,244	1,345	(8%)
Newsprint	'000 tonnes	207	277	(25%)

# Exchange rates



	2018	2017	% change <sup>1</sup>
<b>Closing rates against the euro</b>			
South African rand	16.46	14.81	(11%)
Czech koruna	25.72	25.54	(1%)
Polish zloty	4.30	4.18	(3%)
Pounds sterling	0.89	0.89	–
Russian rouble	79.72	69.39	(15%)
Turkish lira	6.06	4.55	(33%)
US dollar	1.15	1.20	4%
<b>Average rates against the euro</b>			
South African rand	15.62	15.04	(4%)
Czech koruna	25.65	26.33	3%
Polish zloty	4.26	4.26	–
Pounds sterling	0.88	0.88	–
Russian rouble	74.04	65.88	(12%)
Turkish lira	5.71	4.12	(39%)
US dollar	1.18	1.13	(4%)

<sup>1</sup> (Weaker/devaluation of currency against euro) / Stronger currency against euro

# Market position sources and definitions



## Mondi region definitions

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Europe – Europe including Russia and Turkey

Emerging Europe – Albania, Armenia, Azerbaijan, Belarus, Bosnia and Herzegovina, Bulgaria, Croatia, Cyprus, Czech Republic, Estonia, Georgia, Hungary, Latvia, Lithuania, Macedonia, Malta, Moldova, Montenegro, Poland, Romania, Serbia, Slovakia, Slovenia, Turkey, Ukraine

North America – Canada, Mexico, USA

## Sources for market position estimates

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Virgin containerboard (Europe) and Containerboard (emerging Europe) based on capacity (including kraft top liner) – Source: Fastmarkets RISI European Paper Packaging Capacity Report and Mondi estimates

Kraft paper (Global) based on capacity – Source: Fastmarkets RISI European Paper Packaging Capacity Report, Fastmarkets RISI Mill Asset Database, Pöyry Smart Terminal Service and Mondi estimates

Corrugated packaging (emerging Europe) based on production – Source: Henry Poole Consulting and Mondi estimates

Industrial bags (Global) based on sales volume – Source: Eurosac, Freedonia World Industrial Bags 2016 study and Mondi estimates

Consumer flexible packaging (Europe) based on sales – Source: PCI Wood Mackenzie – Flexible Packaging, European Supply/Demand report, 2017

Commercial release liner (Europe) based on sales volumes – Source: AWA European Release Liner Market Study and Mondi estimates

Uncoated fine paper (Europe) based on sales volumes (Ilim JV considered separate from IP) – Source: EURO-GRAPH delivery statistics, EMGE Woodfree Forecast, EMGE World Graphic Papers, Fastmarkets RISI Mill Asset Database, eastconsult and Mondi estimates

Uncoated fine paper (South Africa) based on Mondi estimates

