

# 2010/11 INTERIM RESULTS

30 November 2010

RPC – Market Leader in Europe

# AGENDA



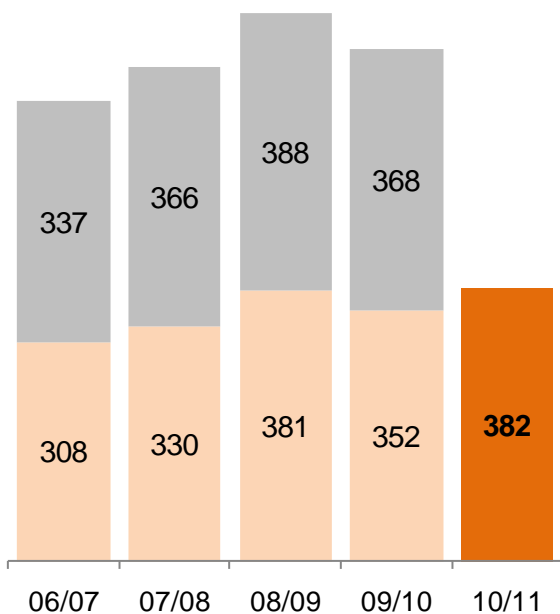
Introduction	Jamie Pike
Financial Review	Pim Vervaat
RPC 2010 Update	Pim Vervaat
Business Review	Ron Marsh
Outlook	Ron Marsh
Strategy	Jamie Pike

# FINANCIAL REVIEW

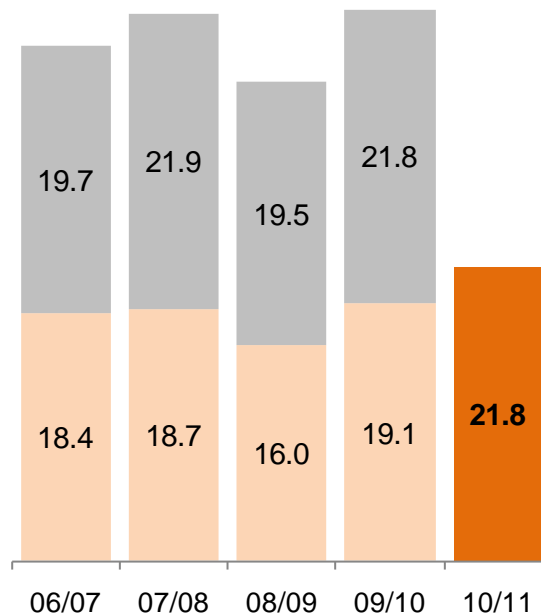
## KEY FIGURES



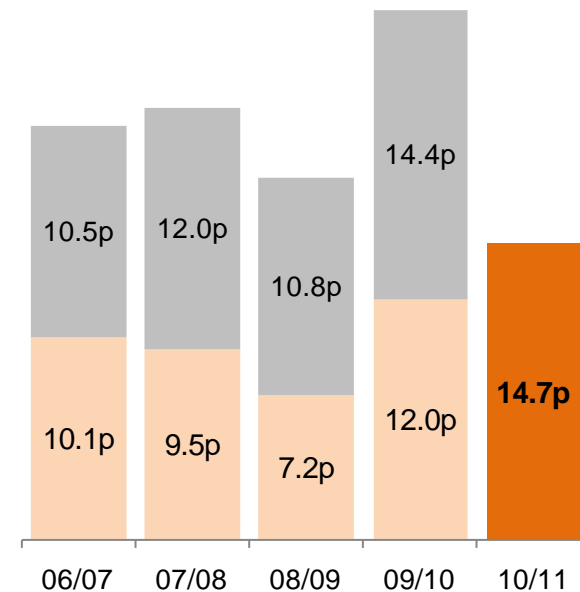
### Revenue



### Adjusted operating profit



### Adjusted basic EPS



All figures (except adjusted basic EPS) in €m

Adjusted = before restructuring costs, impairment losses and mark to market charges

# FINANCIAL REVIEW

## CONSOLIDATED INCOME STATEMENT

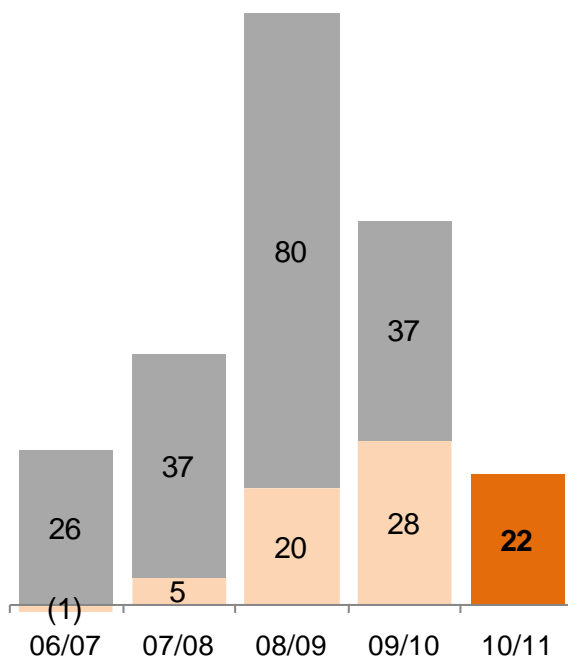


£ million	H1 2010/11	H1 2009/10	FY 2009/10
Revenue	381.9	351.9	719.9
Operating profit – adjusted	21.8	19.1	40.9
Net interest charge	(1.6)	(2.4)	(4.4)
Profit before tax – adjusted	20.2	16.7	36.5
Underlying tax rate	28.0%	28.5%	28.5%
Profit after tax – adjusted	14.6	11.9	26.1
Exceptional costs	(3.1)	(5.6)	(18.1)
Tax relief on exceptionals	0.7	1.0	4.4
Mark to market credit / (charges)	0.9	0.7	0.8
Profit after tax – reported	13.1	8.0	13.2
Basic earnings per share (p) – adjusted	14.7p	12.0p	26.4p
Basic earnings per share (p) – reported	13.2p	8.1p	13.5p

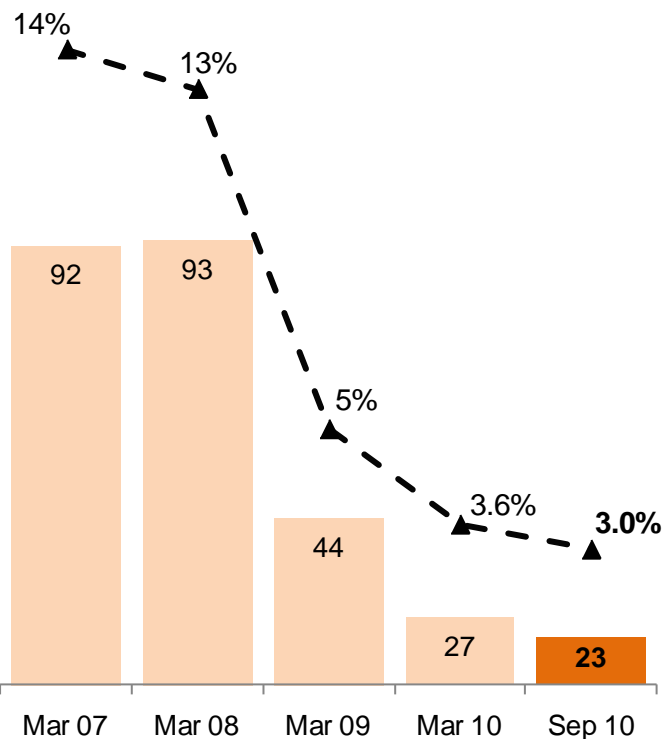
# FINANCIAL REVIEW

## KEY FIGURES

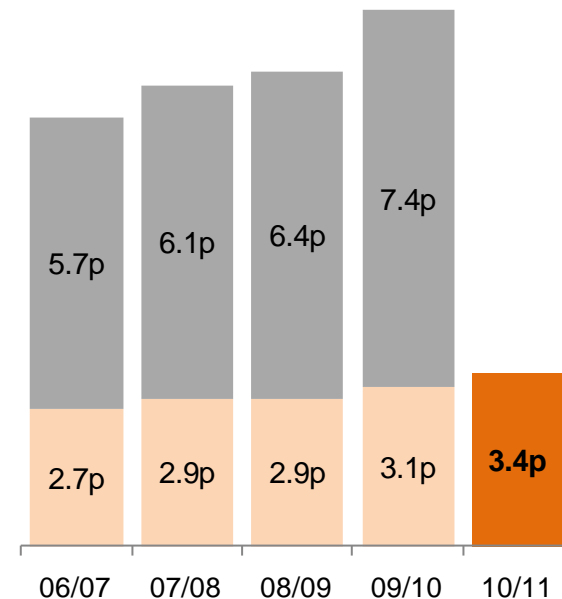
### Net cash from operating activities



### Working capital



### Dividend per share

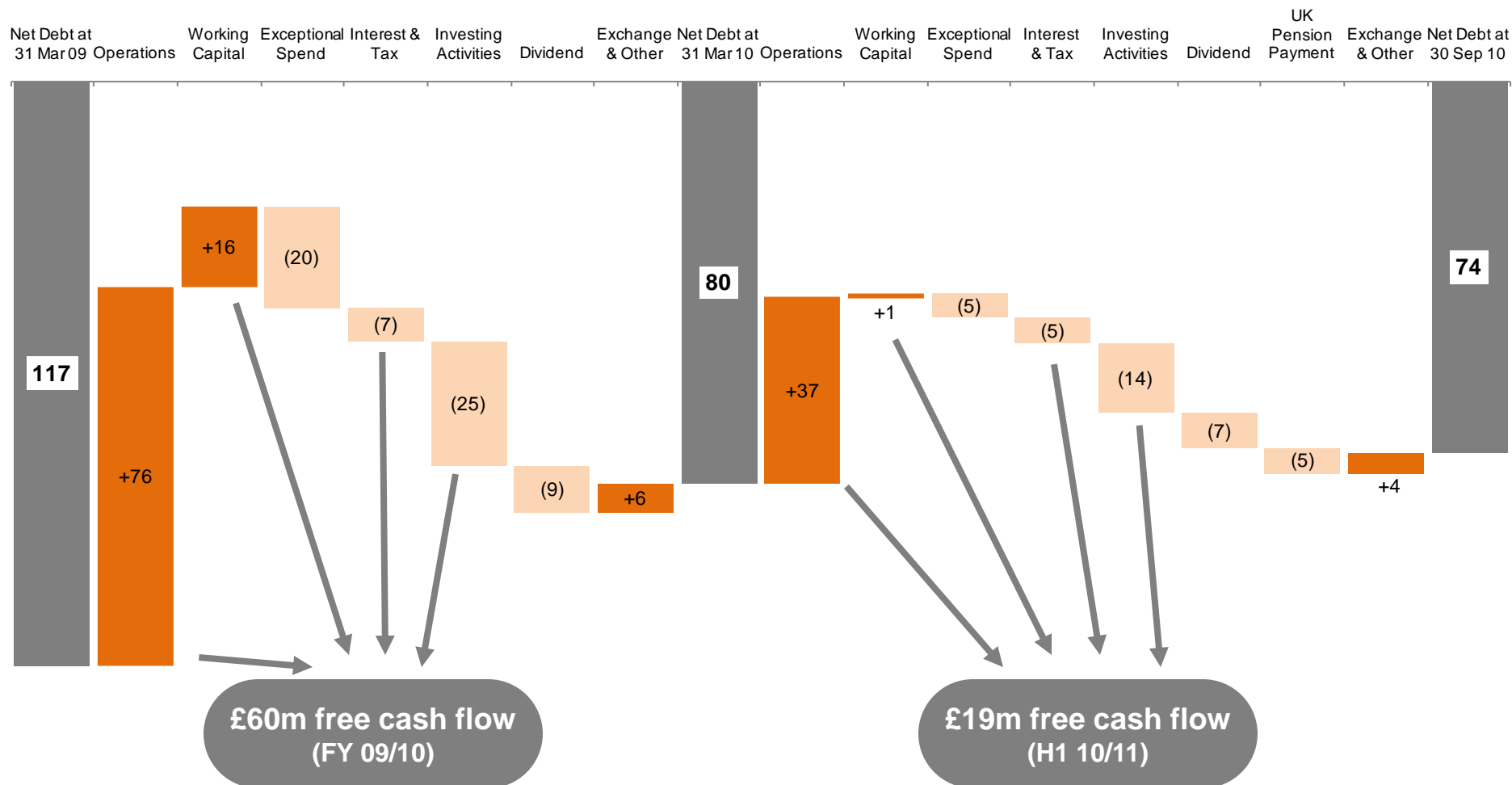


Working capital (£m) —▲— Working capital % of revenue

Net cash from operating activities in £m

# FINANCIAL REVIEW

## CASH FLOW BRIDGE



All figures in £m

# FINANCIAL REVIEW

## CONSOLIDATED BALANCE SHEET



£ million	SEP 2010	MAR 2010	SEP 2009
Property, plant and equipment	249.0	258.1	266.5
Goodwill	22.5	23.1	23.6
Other non-current assets	20.4	21.9	14.6
Working capital	23.2	26.6	40.3
Employee benefit liabilities (LT)	(53.2)	(56.7)	(51.9)
Other liabilities	(31.9)	(36.4)	(29.4)
Net debt	(74.2)	(80.2)	(102.8)
Equity shareholder funds	155.8	156.4	160.9
ROCE % *	13.1%	11.8%	10.3%
Average capital employed *	333	347	375

\* Measured over previous twelve months

# FINANCIAL REVIEW

## FINANCIAL POSITION



Key KPIs	SEP 2010	MAR 2010	SEP 2009
Gearing	48%	51%	64%
Net debt (£m)	74	80	103
Net debt to EBITDA ratio	1.0X	1.1x	1.4x
EBITDA to Net Interest ratio	20.9X	17.2x	10.6x
Undrawn facilities (£m)	226	225	197

- Total financing facilities of £304m
- Facilities consist of:
  - RCF of £200m
  - floating notes €35m and \$40m
  - overdraft facilities
- Majority of facilities available until 2012
- Significant undrawn facilities
- Banking covenants comfortably met

# FINANCIAL REVIEW

## SUMMARY



Encouraging first half year profit despite record high polymer prices



EPS (adjusted) improved by 23% to 14.7p

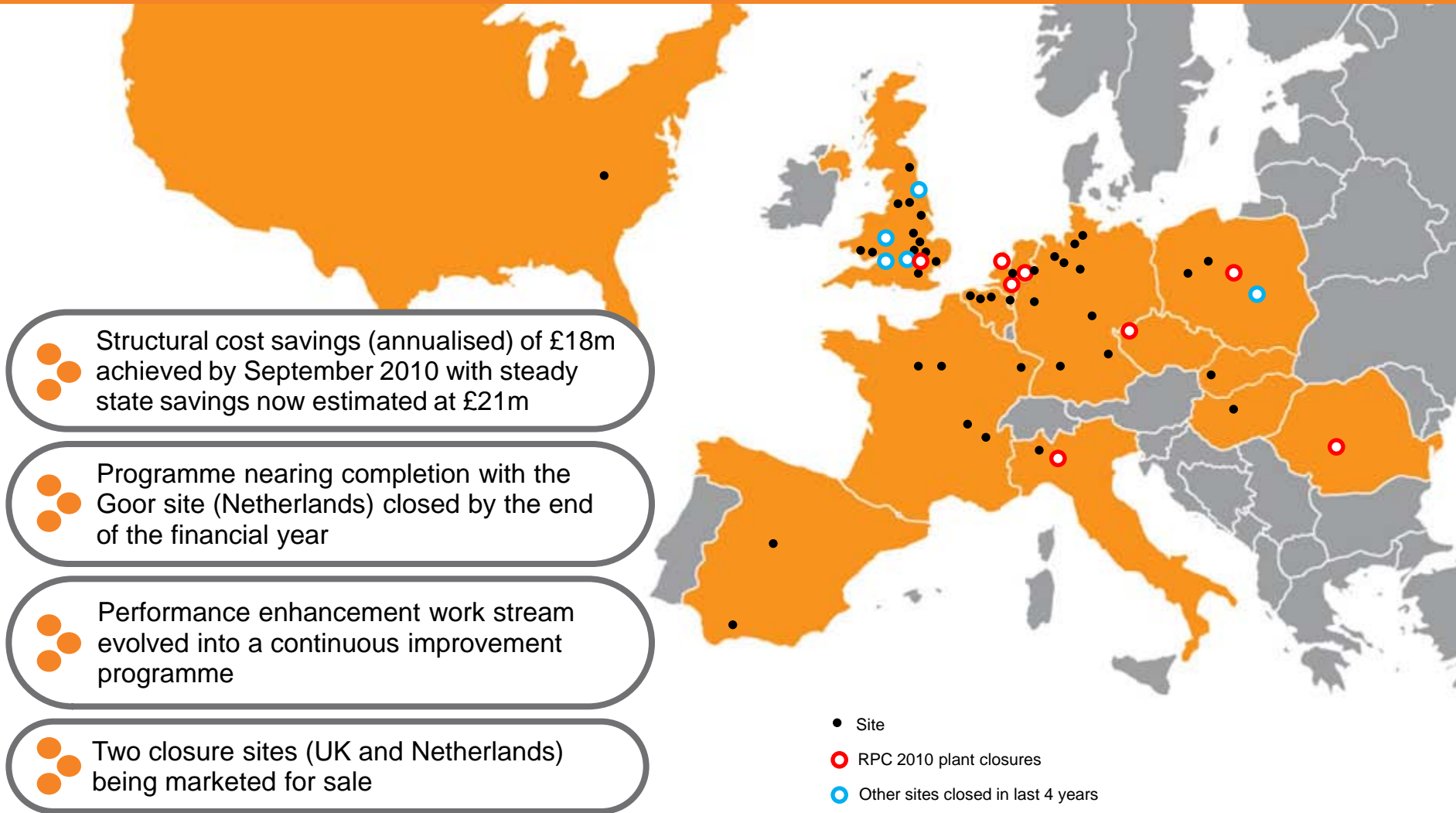


Continued strong cash generation with free cash flow of £19m



Robust financial position with net debt down to £74m

# RPC 2010 PROGRAMME NEARING COMPLETION



● Structural cost savings (annualised) of £18m achieved by September 2010 with steady state savings now estimated at £21m

● Programme nearing completion with the Goor site (Netherlands) closed by the end of the financial year

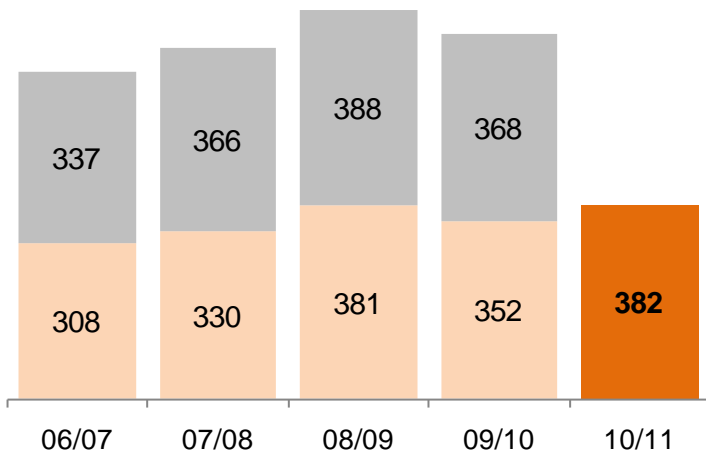
● Performance enhancement work stream evolved into a continuous improvement programme

● Two closure sites (UK and Netherlands) being marketed for sale

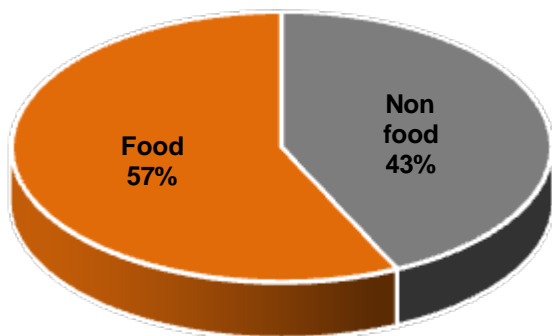
# BUSINESS REVIEW

## H1 MARKET DEVELOPMENTS

### Revenue (£m)



### Market sectors



Turnover increased by 9% due to 3% better sales volumes and polymer pass-through partially offset by currency impact

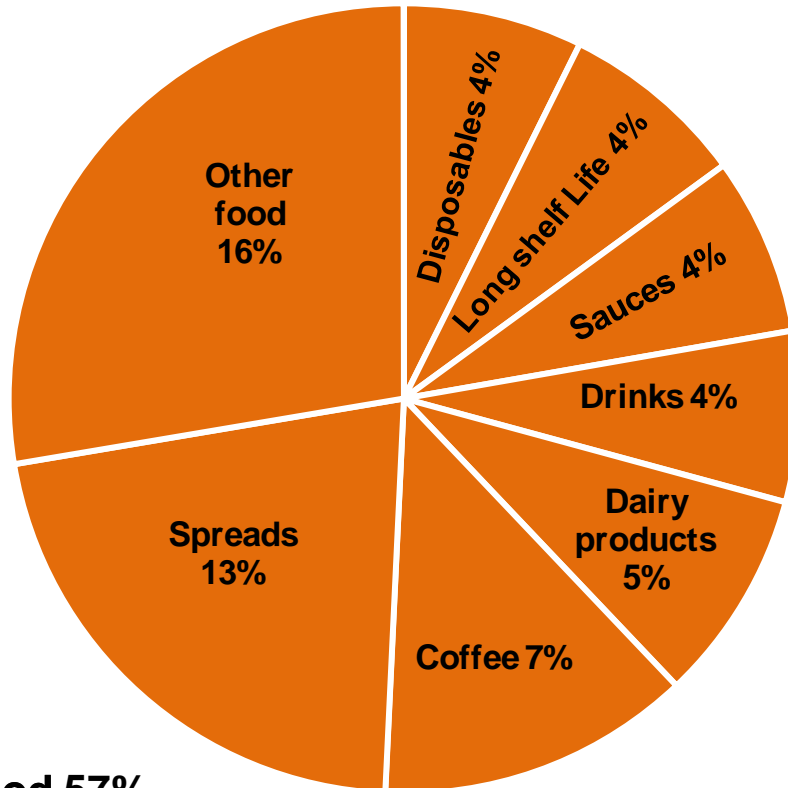
Substantial growth achieved in personal care, pharmaceutical and coffee capsule sectors

Gross margins impacted by time lag in passing through polymer costs – majority however passed through by end half year

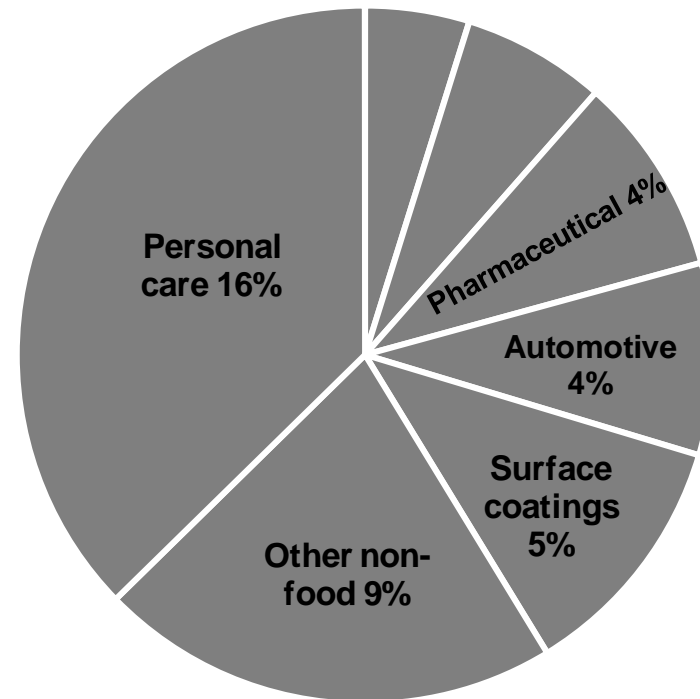
Competitive position continues to improve with increase in new product development opportunities

# BUSINESS REVIEW

## MARKET SECTORS



**Food 57%**



**Non food 43%**

# BUSINESS REVIEW

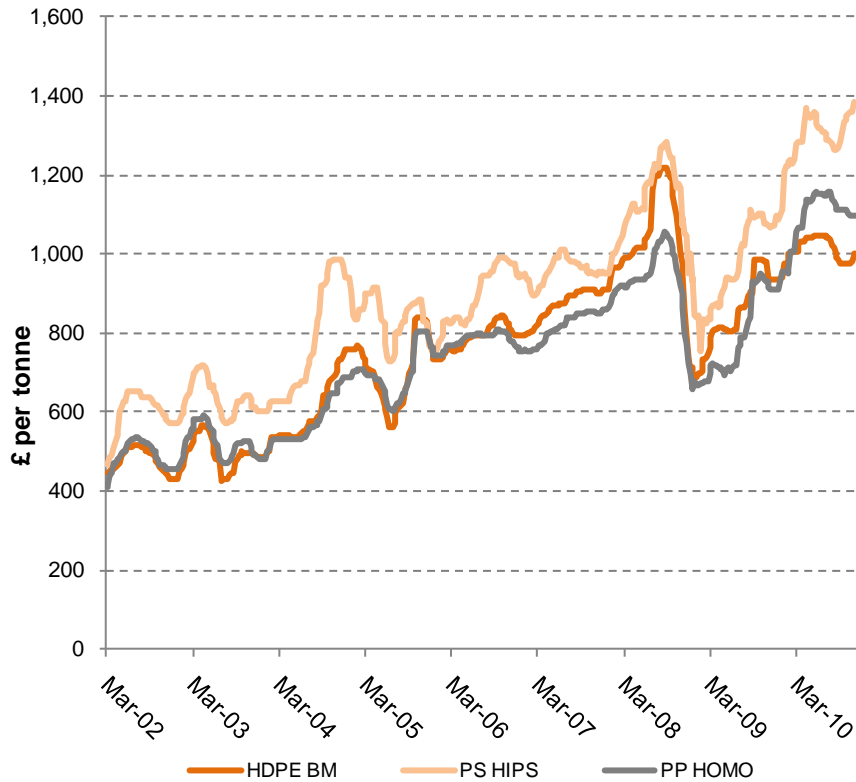
## PRODUCT DEVELOPMENT



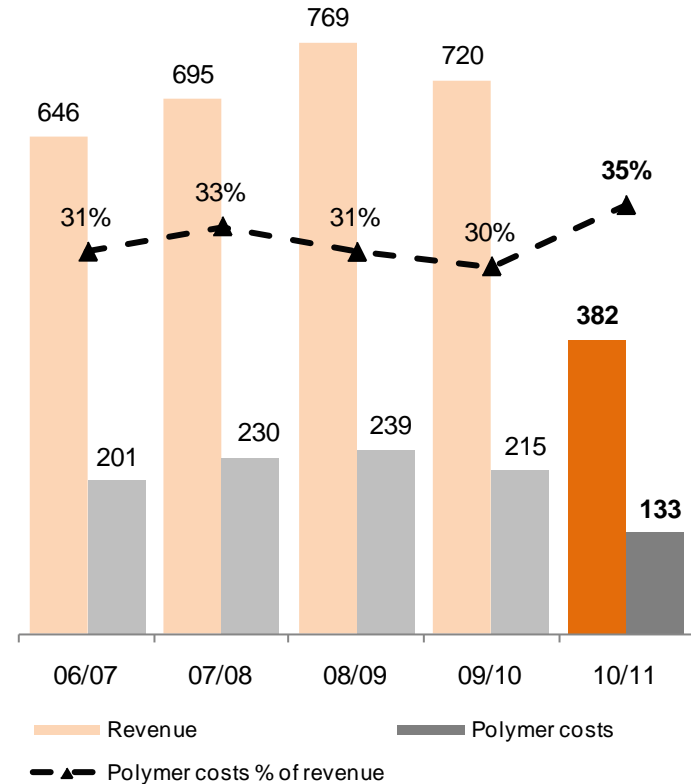
Product development opportunities increasing

# BUSINESS REVIEW

## INPUT COST DEVELOPMENTS



Source: Platts / ICIS



**Polymer prices rising to record levels in H1**

# OUTLOOK



General economic conditions remain relatively subdued



Substantial growth in key sectors such as personal care and coffee capsules expected to continue going forward



Majority of polymer price increases passed through to the customer base by the end of the half year



RPC well positioned to deliver growth both through increasing market share and benefitting from any economic recovery

# STRATEGY



RPC 2010 has been very successful and the Group is ready to resume a growth programme



Good organic growth prospects based on strong market positions and technological capabilities are being pursued



Continuing to explore acquisition opportunities to complement organic growth development



Intention to increase exposure to higher growth markets outside Western Europe based on the Group's technological know-how

# FORWARD LOOKING STATEMENTS



This presentation contains forward-looking statements, which:

- have been made by the directors in good faith based on the information available to them up to the time of their approval of this presentation; and
- should be treated with caution due to the inherent uncertainties, including both economic and business risk factors, underlying such forward-looking information.

The Company undertakes no obligation to update these forward-looking statements and nothing in this presentation should be construed as a profit forecast.

# APPENDICES



# FINANCIAL REVIEW

## SEGMENTAL ANALYSIS - IFRS 8 BASIS



£ million	H1 2010/11	H1 2009/10	FY 2009/10
<b>Injection Moulding</b>			
Revenue	163.6	143.4	299.3
Operating profit *	11.6	9.0	20.7
Return on sales *	7.1%	6.3%	6.9%
<b>Thermoforming</b>			
Revenue	136.4	131.5	264.4
Operating profit *	6.0	6.3	11.7
Return on sales *	4.4%	4.8%	4.4%
<b>Blow Moulding</b>			
Revenue	81.9	77.0	156.2
Operating profit *	4.2	3.8	8.5
Return on sales *	5.1%	4.9%	5.4%

\* Based on adjusted operating profit before restructuring costs and impairment losses

# FINANCIAL REVIEW

## SEGMENTAL ANALYSIS - GEOGRAPHICAL

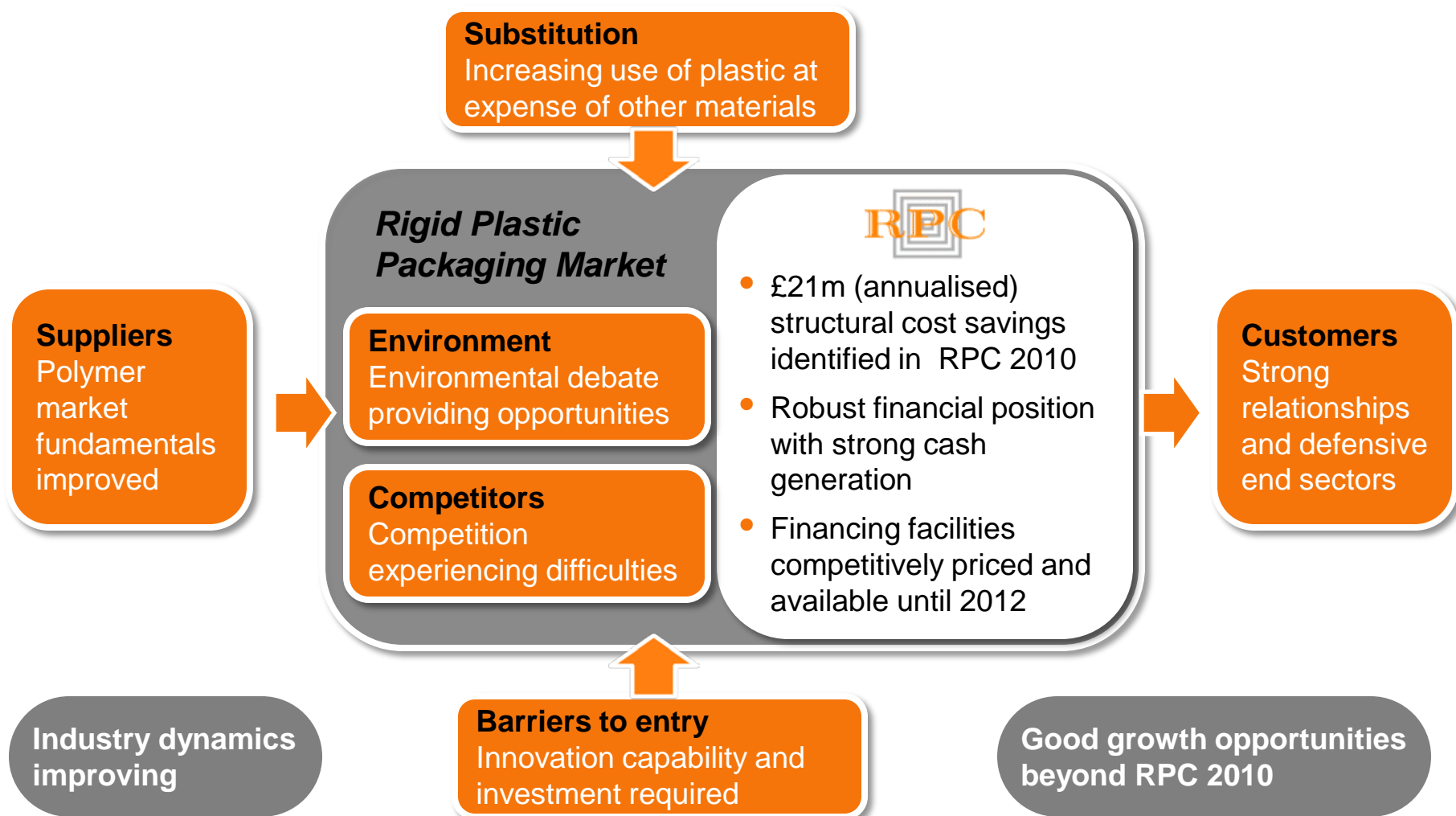


£ million	H1 2010/11	H1 2009/10	FY 2009/10
<b>UK</b>			
Revenue	100.7	93.5	188.8
Operating profit *	9.1	8.7	20.4
Return on sales *	9.0%	9.3%	10.8%
<b>Mainland Europe (including USA)</b>			
Revenue	281.2	258.4	531.1
Operating profit *	12.7	10.4	20.5
Return on sales *	4.5%	4.0%	3.9%

\* Based on adjusted operating profit before restructuring costs and impairment losses

# BUSINESS REVIEW

## OVERALL COMPETITIVE POSITION

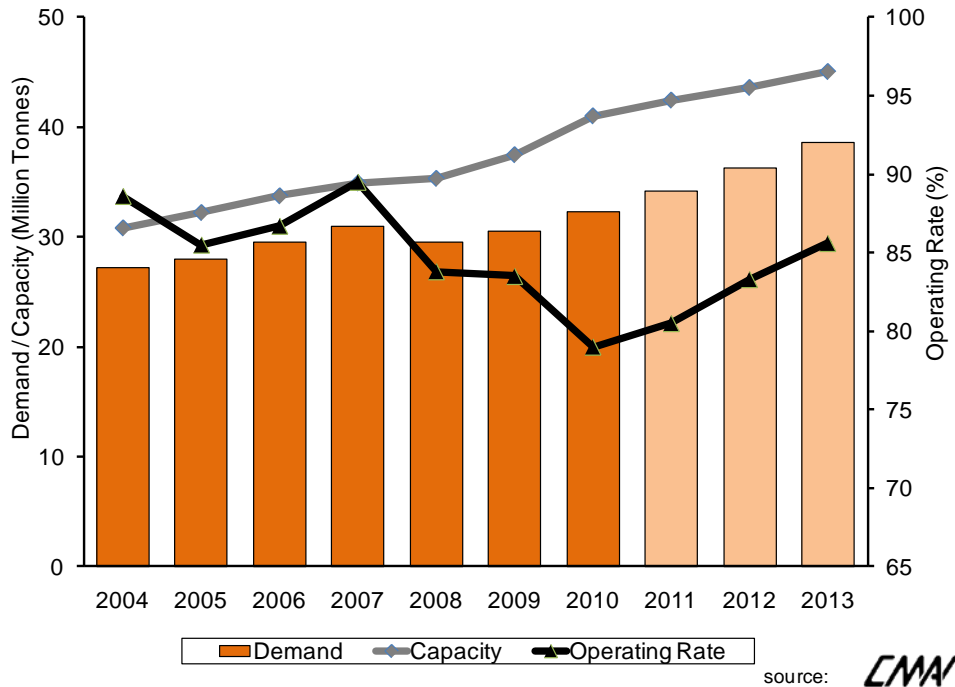


# BUSINESS REVIEW

## POLYMER MARKET FUNDAMENTALS



### Global HDPE Supply Demand Outlook



### Global PP Supply Demand Outlook

