# Full Year Results

30 June 2010

**Investor Presentation** 

August 26, 2010



# Disclaimer

#### Forward looking statements

This presentation contains forward-looking statements that involve subjective judgment and analysis and are subject to significant uncertainties, risks and contingencies, many of which are outside the control of, and are unknown to Amcor. Forward-looking statements can generally be identified by the use of forward-looking words such as "may", "will", "expect", "intend", "plan", "seeks", "estimate", "anticipate", "believe", "continue", or similar words.

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- Changes in behaviour of Amcor's major customers;
- Changes in behaviour of Amcor's major competitors;
- The impact of foreign currency exchange rates; and
- General changes in the economic conditions of the major markets in which Amcor operates.

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#### Full year results available information

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Amor has today released a package of information relating to its financial results for the year ended 30 June 2010. Information contained in this presentation should be read in conjunction with information contained in the associated News Release and Webcast, available at <a href="http://www.amcor.com">www.amcor.com</a>.



# **Presentation agenda**

- Key messages
- Full year results overview
- Alcan Packaging integration
- Business Group performance
- Financials
- Summary





# Key messages

- Improved result in difficult economic conditions
- Strong free cash flow
- Alcan Packaging integration "on track"
- Ball Plastics Packaging acquisition creates additional opportunity



Business performance and acquisition integration as expected



# Full year results

A\$ million	Jun 09	Jun 10	∆%	Proforma 2010 <sup>(2)</sup>
Sales	9,535.4	9,849.5	3.3	12,200
PBIT <sup>(1)</sup>	646.6	759.2	17.4	886
PAT <sup>(1)</sup>	360.5	409.2	13.5	
EPS (cents) <sup>(1)</sup>	40.9	35.2		
PBIT <sup>(1)</sup> /AFE(%)	10.5	12.4		
Dividend (cents)	34.0	29.5		
Significant items	(148.8)	(226.2)		

Before significant items
 Reflects an adjusted estimate of sales and earnings assuming the former Alcan Packaging assets had been owned for the 12 months ending 30 June 2010. Refer slide 26 for further details. Converted to AUD at €0.6353 and US\$0.8759.





# Operating cash flow – A\$567 million



# PBIT performance

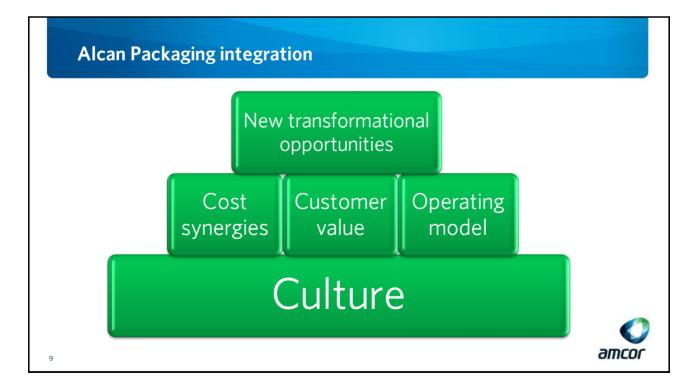
million	Jun 09	Jun 10	∆%
Flexibles (€)	148.5	252.3	69.9
Rigid Plastics (USD)	184.8	186.4	0.9
Australasia & Packaging Distribution (AUD)	140.6	161.2	14.7

Details of changes to reporting segments included in appendix slides









# Culture

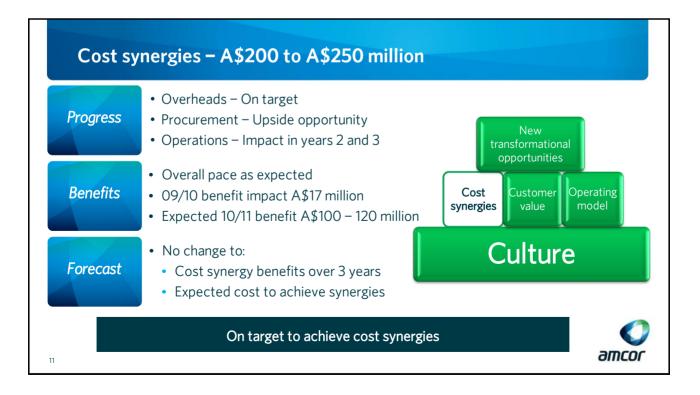
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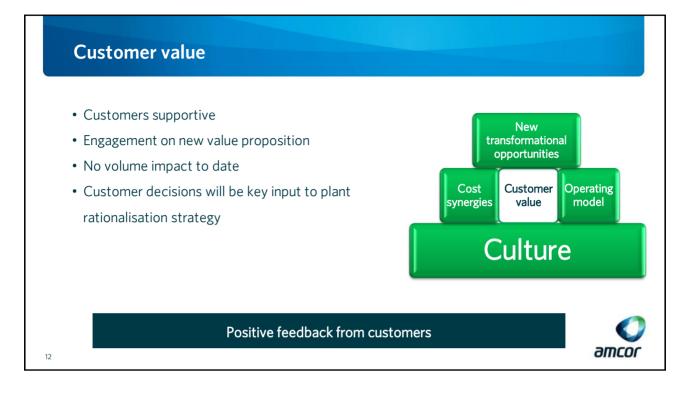
- Cultural integration is the most important task
  - Embedding of "The Amcor Way"
  - Organisational structure implemented quickly
  - Extensive on-boarding of new co-workers

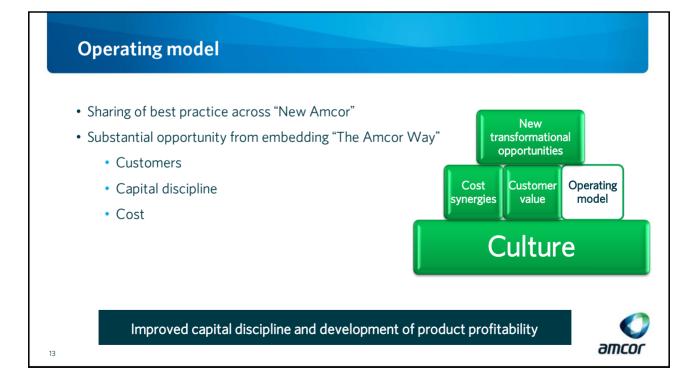


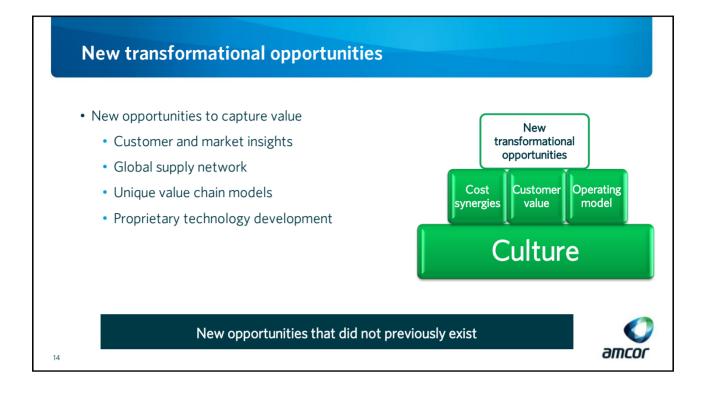
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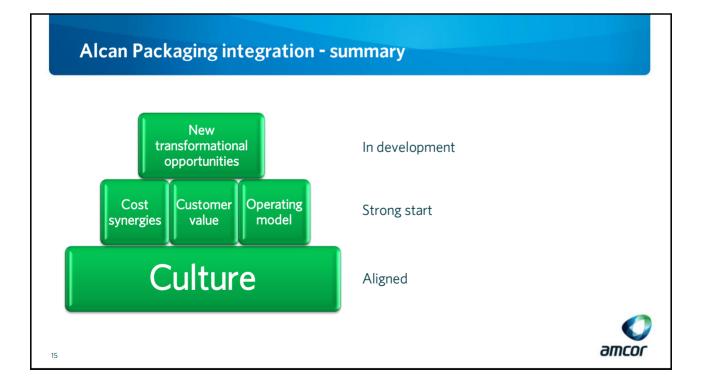
## Strong cultural alignment

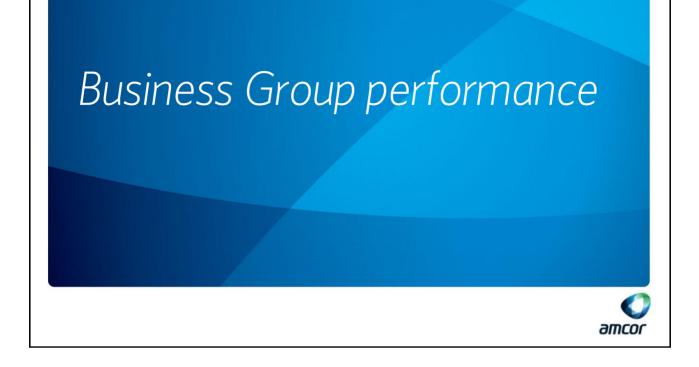


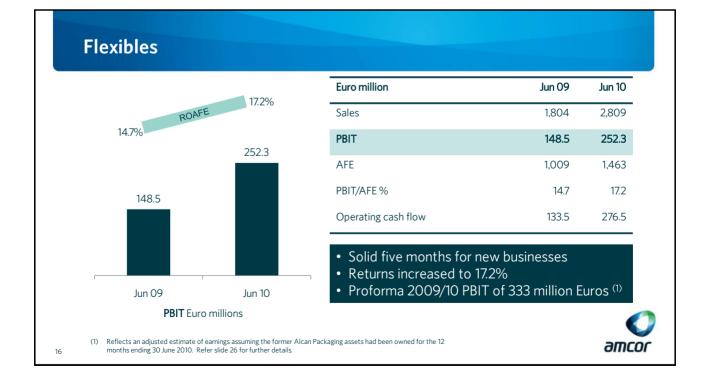


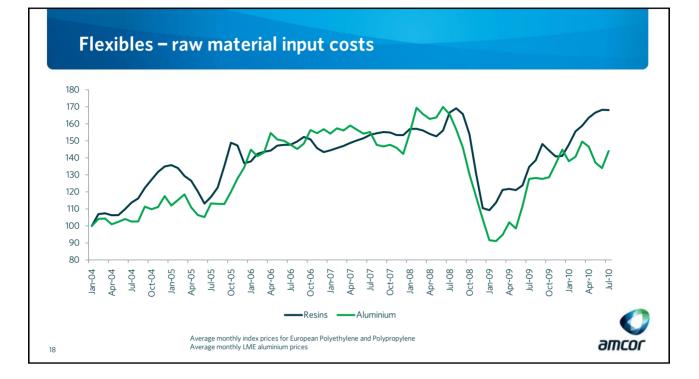


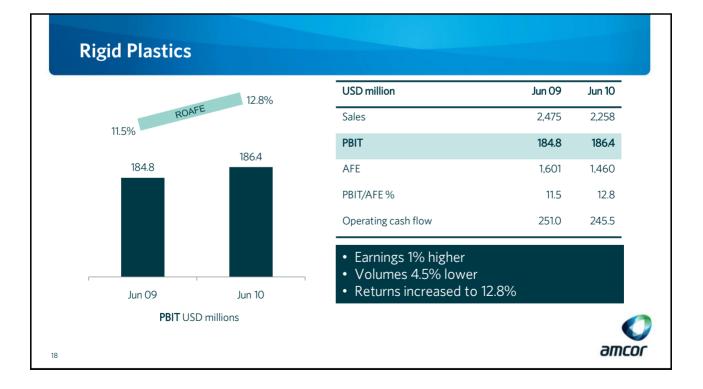












# **Rigid Plastics**

- North American earnings lower
  - Custom volumes 10% lower
    - 6.6% higher in the fourth quarter vs pcp
  - CSDW volumes 11% lower
- Latin American earnings substantially higher
  - Custom volumes up 5.7%

Leveraged to volume growth

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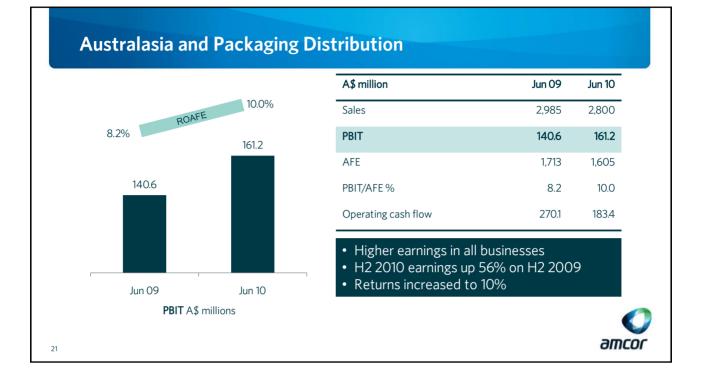
• Benefits from Ball Plastics acquisition

# **Rigid Plastics**

- Diversified Products offer substantial growth
  - Ball Plastic and Alcan Packaging acquisitions
    - Sales increased from US\$175 to US\$425 million
- Acquisition of Ball Plastic Packaging
  - Purchase price US\$280 million
  - 4 times trailing EBITDA
  - Sales US\$600 million
  - Synergies US\$35 million



Diversified Products



# Australasia and Packaging Distribution • Fibre Stable market share Improved operating performance Improved paper export pricing New Botany Mill progressing • Glass • Commissioning of third furnace Entry into beer bottle market • Beverage Can • Volumes up 5.5% Substantial new investment to • \$33 million investment in can line in NZ underpin future growth Packaging Distribution Strong second half • Excellent management of costs amcor 22

# Full year results 30 June 2010 Leslie Desjardins – Executive Vice President Finance

# Results

A\$ million	Jun 09	Jun 10	Proforma 2010 <sup>(1)</sup>
Sales	9,535.4	9,849.5	
PBITDA <sup>(1)</sup>	1,088.7	1,213.9	
PBIT <sup>(1)</sup>	646.6	759.2	886
Net interest	(181.7)	(183.4)	
Tax & minorities	(104.4)	(166.6)	
PAT <sup>(1)</sup>	360.5	409.2	
Weighted ave number of shares (m)	880.8	1,161.4	
Basic EPS <sup>(1)</sup> (cents)	40.9	35.2	
PBIT <sup>(1)</sup> /AFE (%)	10.5	12.4	
Dividend (cents)	34.0	29.5	
(1) Before significant items			



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Proforma 2010 PBIT \$886 million

 Reflects an adjusted estimate of earnings assuming the former Alcan Packaging assets had been owned for the 12 months ending 30 June 2010. Refer slide 26 for further details. Converted to AUD at €0.6353 and US\$0.8759.

# 2010 Proforma PBIT

	Amcor Group (A\$ million)	Flexibles Group (Euro million)				
Reported 2010 PBIT	759.2	252.3				
Less 2010 synergies	(17.3)	(11.0)				
Less Tobepal/ Add Medflex <sup>(1)</sup>	(11.6)	(7.4)				
Adjusted 2010 PBIT	730.3	233.9				
Alcan Packaging earnings - December 2009 half <sup>(2)</sup>	138.5	88.0				
Alcan Packaging earnings - January 2010	17.0	10.8				
Proforma 2010 PBIT based on actual results	885.8	332.7				
Adjusted to spot FX rates <sup>(3)</sup> at 20/08/10	(40)					
Currency adjusted proforma	845.8					
<ol> <li>Reflects a net adjustment for the disposal of Tobepal operations and the acquisition of the former Alcan Packaging Medical Flexibles business from 1 July 2010.</li> <li>Alcan Packaging earnings of €88 million as disclosed on 2 February 2010, converted to AUD at €0.6353 cents.</li> <li>Proforma PBIT based on actual results have been converted to AUD at €0.6353 and US\$0.8759. Currency adjustment reflects conversion at €0.6900 and US\$0.9000 cents.</li> </ol>						

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# Cash flow

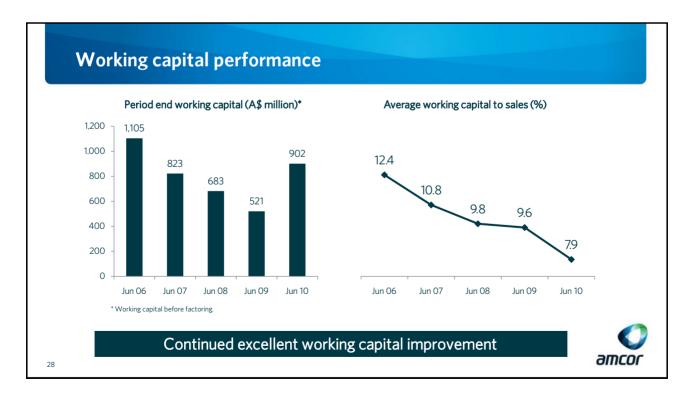
A\$ million	Jun 09	Jun 10	Comment
PBITDA <sup>(1)</sup>	1,089	1,214	Higher earnings
Interest	(167)	(183)	Higher average debt levels
Tax	(79)	(89)	Higher earnings
Base net capital expenditure	(255)	(287)	
Cash significant items	(156)	(144)	Restructuring costs
Movement in working capital	133	60	Continued focus on working capital improvement
Other	(147)	(4)	
Operating cash flow	420	567	
(1) Before significant items	420	507	

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# Cash flow

A\$ million	June 09	June 10
Operating cash flow	420	567
Dividends	(289)	(286)
Free cash flow	131	281
Acquisitions (net of divestments) / growth capex	(320)	(2,701)
Proceeds from share issues	29	1,571
Foreign exchange rate changes	3	(26)
Increase in net debt	(157)	(875)

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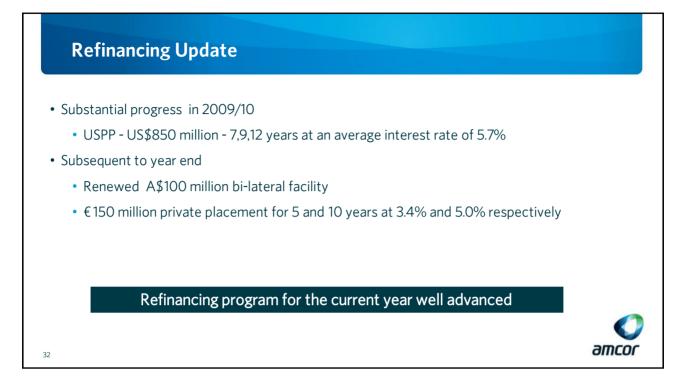
# Significant items

A\$ million	Jun 10	
Transaction and integration costs associated with the Alcan Packaging acquisition	115	
Costs to achieve synergies associated with the Alcan Packaging acquisition	58	
Brazil tax amnesty program	20	
Flex 1/Other restructuring	56	
Legal costs and other	6	
Significant items expense before related income tax benefit	255	
Income tax benefit on significant items	(29)	
Significant items expense after related income tax benefit	226	
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# Capital structure

A\$ million	Jun 09	Jun 10	Jun 10 vs Jun 09
Funds employed	5,719	7,168	1,449
Net debt	2,643	3,044	401
Equity	3,076	4,124	1,048
Gearing (%)	46.2	42.3	(3.9)
PBITDA interest cover (times)	6.0	6.6	0.6

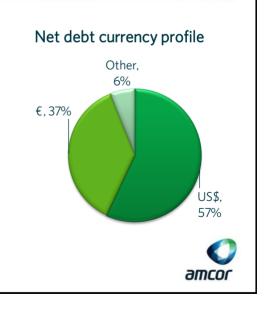
# Strengthened balance sheet



# Debt profile

	Jun 09	Jun 10
Non-current debt maturity profile	2.9 years	6.5 years
Total debt maturity profile	2.3 years	4.2 years
Fixed / floating interest rate ratio	43% fixed	61% fixed
Bank debt / total debt	54%	36%
Committed facilities (\$ million)	3,421	4,816
Undrawn committed facilities (\$ million) <sup>(1)</sup>	848	1,277

 2010 undrawn committed facilities has been adjusted to reflect approximately A\$400 million of funds drawn subsequent to year end for the acquisition of the Alcan Medical Flexibles and Ball Plastics Packaging Americas businesses.



# Amcor Group – 2011 earnings key considerations

- Proforma 2010 PBIT of \$886<sup>(1)</sup> based on 2010 average exchange rates
- Proforma 2010 PBIT of \$846<sup>(2)</sup> based on spot rates of 69 Euros and 90 US cents.
- Key drivers for 2011 earnings:

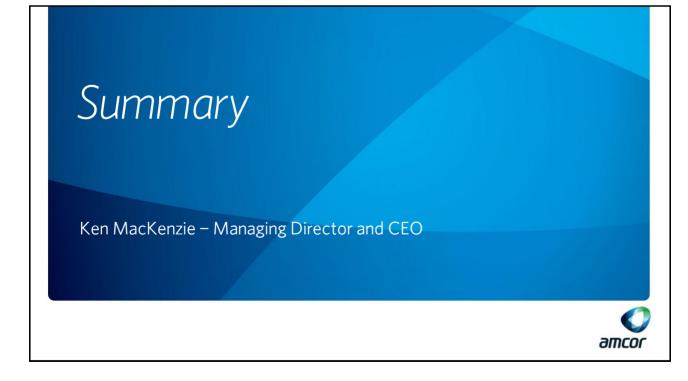
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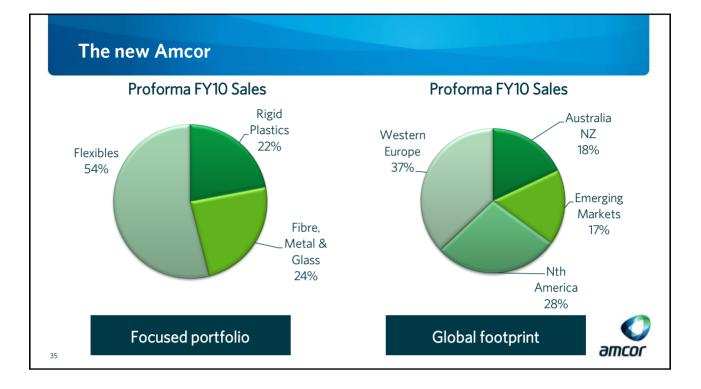
- Alcan Packaging synergies PBIT benefit expected to be A\$100-120 million
- Acquisition of Ball Plastics Packaging from 3 August 2010
- Partial year of operations of the third glass furnace
- · Movements in raw material costs
- Movements in prevailing exchange rates
- Growth / Economic conditions
- Net interest expense approximately \$240 million (including Ball acquisition funding costs)
- Effective tax rate before significant items approximately 26%

(1) Reflects an adjusted estimate of earnings assuming the former Alcan Packaging assets had been owned for the 12 months ending 30 June

2010. Refer slide 26 for further details. Converted to Australian dollars at 63.53 Euros and 87.59 US cents.
 (2) As above but converted to Australian dollars at 69.0 Euros and 90.0 US cents.









# Summary

- Improved financial results
- Strong free cash flow
- Alcan Packaging integration on track
- Substantial growth opportunities
- An exciting year for Amcor

# Creating a new world of packaging

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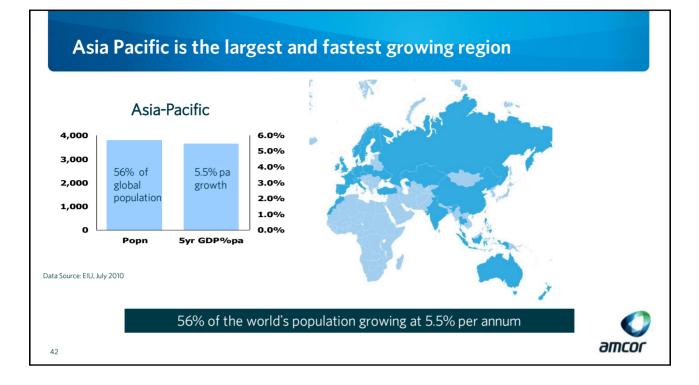


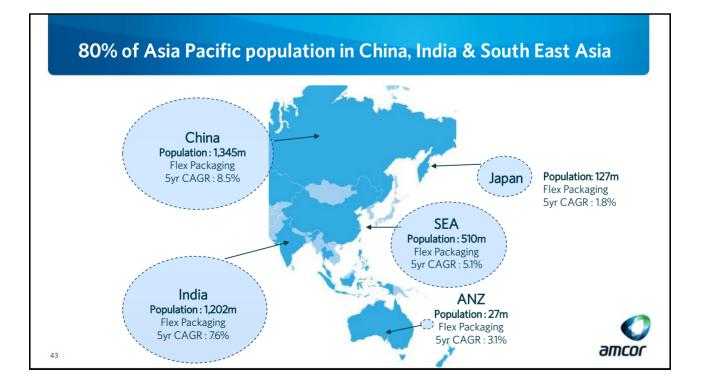
# Amcor Flexibles Asia Pacific

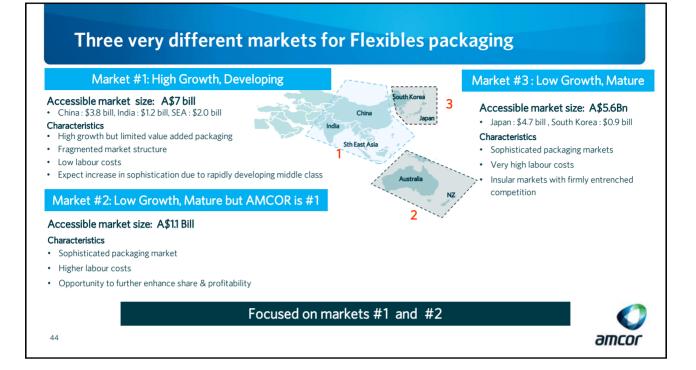
Full year results 30 June 2010



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# Historic performance – Half year sales 2008/09 & 2009/10

Sales (million)	Currency	Dec 08	Jun 09	Dec 09	Jun 10	Proforma FY2010 <sup>(3)</sup>
Flexibles (1)	EUR	935	869	869	1,940	
Rigid Plastics	USD	1,272	1,203	1,064	1,194	
Australasia and Packaging Distribution	AUD	1,564	1,421	1,398	1,402	
Investments/Other <sup>(2)</sup>	AUD	-	-	-	78	
Total	AUD	4,835	4,700	4,082	5,767	12,200

Corporate overhead costs
 Amcor's investment in the Hong Kong publicly-listed company, AMVIG Holdings Limited (AMVIG)
 Proforma sales reflects an estimate of sales assuming the former Alcan Packaging assets had been owned for the 12 months ended 30 June 2010. Adjusted to exclude A\$65 million of net sales related to the disposal of Tobepal and the acquisition of the former Alcan Medical Flexibles businesses.

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# Historic performance – Half year PBIT 2008/09 & 2009/10

PBIT (million)	Currency	Dec 08	Jun 09	Dec 09	Jun 10	Proforma FY2010 <sup>(3)</sup>
Flexibles <sup>(1)</sup>	EUR	69	80	81	171	333
Rigid Plastics	USD	82	103	82	104	
Australasia and Packaging Distribution	AUD	91	50	83	78	
Investments/Other <sup>(2)</sup>	AUD	0	(9)	(12)	0	
Total	AUD	317	330	301	458	886

The Flexibles Group now includes the following businesses:
Flexibles Australia – formerly reported in the Australasia segment
Flexibles Asia – formerly reported in the Asia segment

Tokators a set formerly reported in the Asia segment
 Tokator Packaging – Asian based consolidated entities formerly reported in the Asia segment
 Investments/Other now includes the following:

Corporate overhead costs
 Amocr's investment in the Hong Kong publicly-listed company. AMVIG Holdings Limited (AMVIG)
 Reflects an adjusted estimate of earnings assuming the former Alcan Packaging assets had been owned for the 12 months ending 30 June 2010. Refer slide
 26 for further details. Converted to AUD at €0.6353 and US\$0.8759.

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# Historic performance – Half year AFE 2008/09 & 2009/10

Average Funds Employed (million)	Currency	Dec 08	Jun 09	Dec 09	Jun 10
Flexibles <sup>(1)</sup>	EUR	1,033	1,009	981	1,463
Rigid Plastics	USD	1,655	1,601	1,453	1,460
Australasia and Packaging Distribution	AUD	1,732	1,713	1,575	1,605
Investments/Other (2)	AUD	473	521	448	556
Total	AUD	6,135	6,183	5,349	6,129

The Flexibles Group now includes the following businesses:
 Flexibles Australia – formerly reported in the Australasia segment
 Flexibles Asia – formerly reported in the Asia segment
 Tobacco Packaging – Asian based consolidated entities formerly reported in the Asia segment
 Investments / Other now includes the following:
 Corporate overhead costs
 Amcor's investment in the Hong Kong publicly-listed company, AMVIG Holdings Limited (AMVIG)

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# Flexibles – Historic performance half year

Sales €million	Dec 08	Jun 09	Dec 09	Jun 10
Food	352	325	327	743
Healthcare	295	295	271	667
Tobacco Packaging	180	162	175	362
Asia Pacific	108	87	105	223
Eliminations	-	-	(9)	(55)
Total	935	869	869	1,940





# Rigid Plastics – Historic performance half year

Sales USD million	Dec 08	Jun 09	Dec 09	Jun 10
North America	761	763	573	742
Latin America	469	393	447	395
Bericap	40	43	42	53
BG/India	2	4	2	4
Total	1,272	1,203	1,064	1,194

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#### Amcor Rigid Plastics product mix Total sales (1) Latin America Sales (1) North America Sales (1) USD 2,258 million USD 1,315 million USD 842 million 32% 14% 47% 56% 36% 8% 12% 78% 17% Custom Diversified products CSDW amcor (1) Sales for the year ended 30 June 2010. 50

# Australasia and Packaging Distribution

Sales A\$ million	Dec 08	Jun 09	Dec 09	Jun 10
Fibre	631	593	607	607
Rigids	336	291	328	312
Packaging Distribution <sup>(1)</sup>	597	537	463	483
Total	1,564	1,421	1,398	1,402

A\$ million	Dec 08	Jun 09	Dec 09	Jun 10			
Distribution	473	438	381	382			
Manufactured products	140	122	108	108			
Corrugated	118	91	79	80			
Eliminations	(134)	(114)	(105)	(87)			



