

FACTSHEET 2020

ABOUT NAMPAK

We are Africa's leading diversified packaging manufacturer, with operations in 11 African countries. We offer packaging products across the substrates of metal, paper and plastics.

We are a market leader in the supply of beverage cans in South Africa and Angola. In Nigeria, our aluminium beverage cans comprise approximately half the beverage can market.

We mainly operate in South Africa where we have 18 operations, contributing 23% of trading profit, while our Rest of Africa operations contribute 82% of trading profit from 16 operations and corporate services reduce trading profit by 5%.

The group participates in extensive collection and recycling initiatives and continues to invest significant time and resources in the development of more sustainable products.

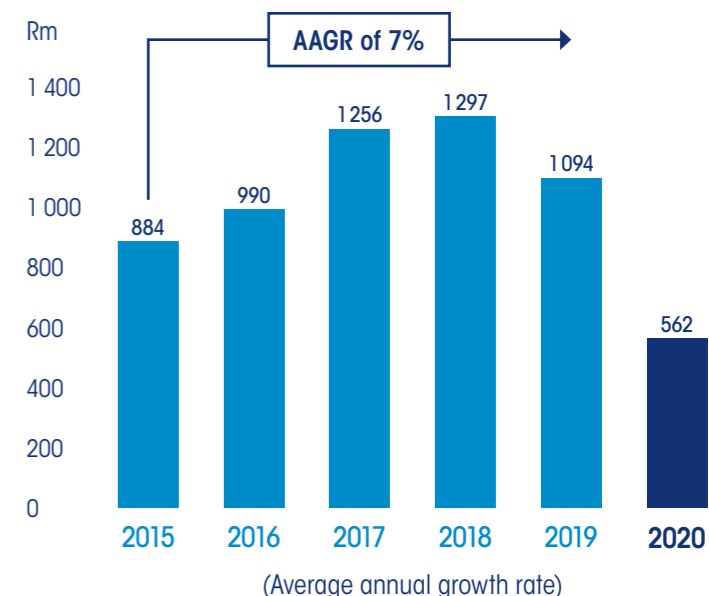
Our world-class research and development facility based in Cape Town provides technical and product development support to our businesses, as well as to our customers.

We have been listed on the JSE Limited (Johannesburg Stock Exchange) under the symbol NPK since 1969.

FINANCIAL PERFORMANCE

Rm	2020	2019	%Δ
Revenue	11 278	14 642	(23)
Trading profit	682	1 558	(56)
Operating profit	(283)	402	(>100)
EPS (cents)	(537.7)	(132.1)	(>100)
HEPS (cents)	(77.6)	54.1	(>100)
ROE (%)	2.8	(55.1)	(>100)

REST OF AFRICA TRADING PROFIT



STRATEGY

REDUCE RISK

Strengthen capital structure

Optimal capital structure supported by sustainable earnings

- › Deleverage
- › Reduce currency risk
- › Create capacity for growth
- › Improve cash generation

Simplification

Reduce risk and improve returns through a more sustainable portfolio that satisfies customer needs and leverages market opportunities, whilst avoiding unnecessary complexity

- › Rationalise portfolio — businesses, products, operations
- › Reduce operational complexity and related risks
- › Reduce reliance on commodity-dependent economies

GROW PROFITS

Optimisation

Refine product and service offerings with a competitive cost structure and enable operational efficiencies

- › Process innovation
- › Review product offering and terms
- › Improve operational efficiencies
- › Drive sustainability

Growth and innovation

Expand into new markets to diversify earnings and improve profitability

- › Geographical diversification
- › Exploit niche market segments
- › Product/service offering innovation

INVESTMENT PROPOSITION

Solid foundation business

- › Strong cash flow from base business
- › Offer packaging **across the major substrates** (metal, paper and plastic)
- › Number one supplier of beverage cans in Africa
- › Managed through a two-pronged strategy
 - › Reduce risk
 - › Grow profits

Compelling African growth story

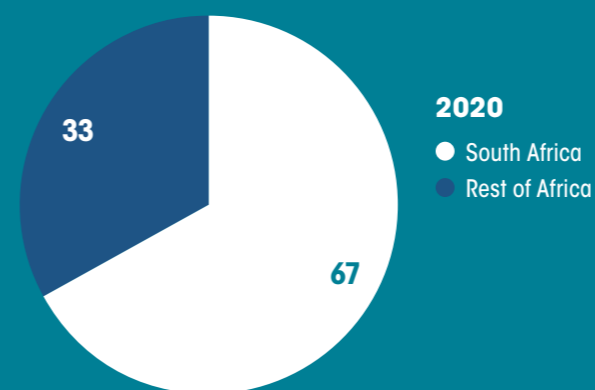
- › **Africa's leading packaging manufacturer** with operations in South Africa and 10 countries in the rest of Africa
- › First mover advantage in key African markets
- › Strong relationships with multinational corporates reduces market risk and enhances growth prospects
- › Strong pipeline through product innovations and value-added service offering, to capture further growth opportunities.

WE ARE LISTED ON THE FOLLOWING INDICES:

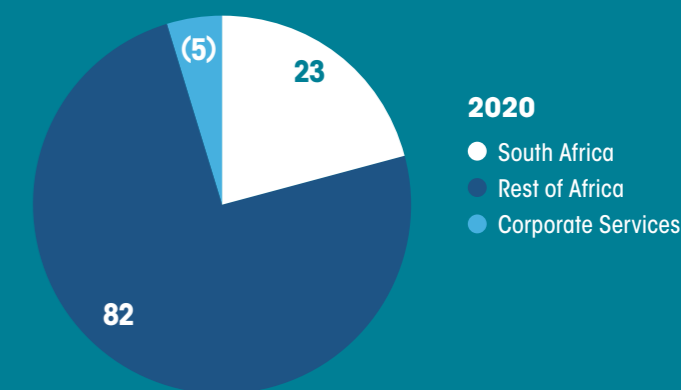
BUSINESS ACTIVITIES AND 2020 CONTRIBUTIONS



REVENUE (GEOGRAPHICAL) (%)



TRADING PROFIT (GEOGRAPHICAL) (%)



Metals

Group Executives:
Henk Nel – Bevcan
Christiaan Burmeister – DivFood

South Africa

Bevcan

Preferred beverage can manufacturer in SSA. Maker of aluminium beverage cans and ends for the alcoholic, carbonated soft drink, fruit juice, energy drink, vegetable juice and ice tea markets.

Shapes and sizes:

Regular – 330ml, 440ml and 500ml;
Slimline – 200ml and 250ml;
Slender – 300ml and 330ml; and
Ends – 200 and 202 diameter.

DivFood

Leading food and diversified can supplier in South Africa. Maker of two- and three-piece food cans, food components, easy opening ends, aluminium peel-off ends, monobloc aluminium aerosols, tinplate plain, lacquered and decorated aerosol cans, Shoe and floor polish cans, paint cans and paint can components as well as pails/drums.

Rest of Africa

Bevcan

Manufacturer of beverage cans in Angola and Nigeria

General Metal Packaging

The rest of Africa general metal packaging includes food tinplate cans for the fruit, vegetable and milk markets, crowns for the beverage

market and diversified tinplate cans for various markets. The operations are based in Kenya, Nigeria, Tanzania, Zambia and Zimbabwe.

Paper

Group Executive:
Quinton Swart – Paper and Eastern Africa

Rest of Africa

Maker of self opening bags, tobacco cases, tobacco wrap, corrugated cartons, folding boxes, conical cartons, tea sacks and paper sacks.

Plastics

Group Executive:
Clinton Farndell

South Africa

Liquid Packaging

Supplier of plastic products to the alcoholic and non-alcoholic beverage markets; chemical industry; household detergents; and food sectors. Products include mono-layer HDPE bottles, HDPE jars, PET bottles for the fruit juice, dairy and water industries.

Maker of drums for the chemicals and agrochemical markets.

Closures and Tubes

Closures – plastics: Maker of specialised plastic closures designed and engineered to achieve maximum product integrity and filling line efficiencies.

Tubes: Maker of thin-wall, injection-moulded, high-quality tubes.

Maker of crates for the brewing, dairy, bread and agriculture sectors.

Rest of Africa

Manufacturer of PET bottles and jars, HDPE bottles, closures, caps, crates and drums in Ethiopia and Zimbabwe.

	Metals	Plastics	Paper	Group total
Group revenue contribution (Rm)	7 853	2 479	946	11 278
Group trading profit contribution (Rm)*	421	143	158	722
Group revenue contribution (%)	70	22	8	
Group trading profit contribution (%)*	58	20	22	
Contribution margin (%)	5.4	5.8	16.7	

*(5%) Corporate services

INVESTOR RELATIONS CONTACT

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