

# FACTSHEET 2021

## ABOUT NAMPAK

**We are Africa's leading diversified packaging manufacturer, with operations in 10 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 19 operations including corporate office and R&D, contributing 42% of trading profit, while our Rest of Africa operations contribute 68% of trading profit from 14 operations and corporate services reduce trading profit by 10%.

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

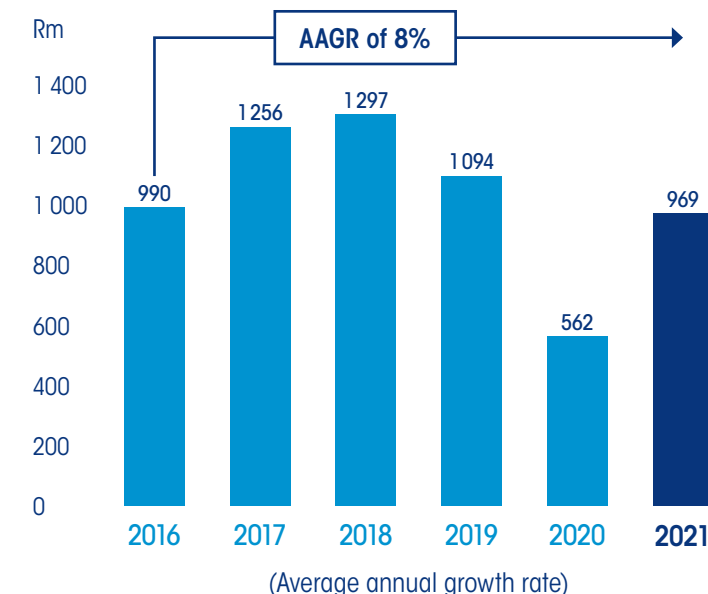
Our world-class research and development facility based in Cape Town provides technical and product development support to our businesses, as well as to our customers.

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

## FINANCIAL PERFORMANCE

Rm	2021	2020	%Δ
Revenue	<b>13 958</b>	11 278	24
Trading profit	<b>1 422</b>	682	109
Operating profit	<b>931</b>	(4 303)	>100
Cash generated from operations before changes in working capital	<b>1 680</b>	720	133
Net debt: EBITDA (times)	<b>2.7</b>	4.9	
EBITDA: Interest cover (times)	<b>4.8</b>	2.6	
EPS (cents)	<b>32.1</b>	(537.7)	>100
HEPS (cents)	<b>62.3</b>	(87.7)	>100
ROE (%)	<b>4.2</b>	2.8	

## REST OF AFRICA TRADING PROFIT



## STRATEGY

### REDUCE RISK

#### Strengthen capital structure

- › Improving covenant trends
- › Improved mix between USD and ZAR funding
- › Secured non-recourse trade finance facility for R1bn, which can be used to repay debt

#### Simplification

- › Completed DivFood restructuring:
  - › Consolidated lines from Vanderbijlpark operation to Epping and Paarl plants
- › Consolidated Plastics SA's inland operations
  - › Sold Tubes business
  - › Rationalised Gqeberha plant
  - › Closed Polokwane and eSwatini plants
- › Not able to simplify business portfolio as intended

### GROW PROFITS

#### Optimisation

- › Continued focus on operational excellence
- › Leveraged Nampak R&D capabilities to improve manufacturing processes
- › Concluded conversion of Angola beverage can line to aluminium from tinplate
- › New crate line in Zambia now operational

#### Innovation and growth

- › Export contract to North America completed in FY21
- › Export contract for ends to North America secured early FY21
- › Export contract for ends to Rest of Africa secured for FY22
- › Elopak JV to drive liquid cartons growth in sub-Saharan Africa

## 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

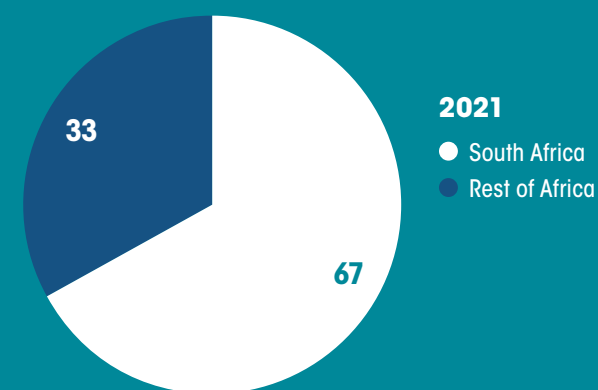
- › **Africa's leading packaging manufacturer** with operations in South Africa and nine countries in the rest of Africa
- › First mover advantage in key African markets
- › Strong relationships with multinational corporates reduces market risk and enhances growth prospects
- › Strong pipeline through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

## WE ARE LISTED ON THE FOLLOWING INDICES:

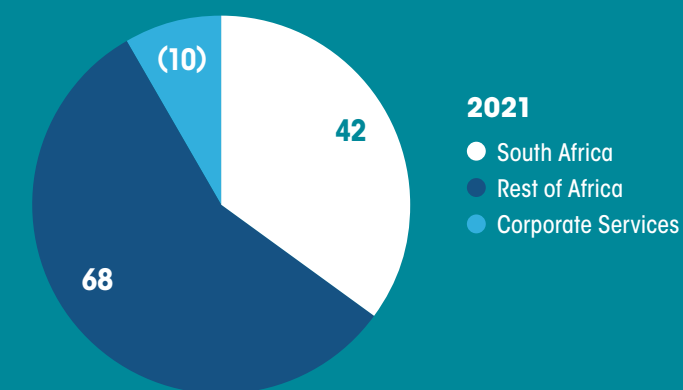
# BUSINESS ACTIVITIES AND 2021 CONTRIBUTIONS



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 Plastics

### 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:  
Quinton Swart

### 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)	9 928	2 996	1 034	13 958
Group trading profit contribution (Rm)*	1 091	287	187	1 565
Group revenue contribution (%)	71	22	7	
Group trading profit contribution (%)*	77	20	13	
Contribution margin (%)	11.0	9.6	18.1	

\*(10%) Corporate services

## INVESTOR RELATIONS CONTACT

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