colorpak

Investor Presentation

First Half Results -2013

colorpak

Who We Are

- Manufacturer of folding cartons, paper cups and lids, printed leaflets, printed blister and lidding foils, printed self-adhesive labels, sachets and point-of-sale displays.
- Operator of Brandpack, our integrated design agency and pre press component management business.
- Market leader, as evidenced by consistent ranking as one of the industry's top suppliers by BIS Shrapnel for reliable delivery, competitive price/value for money, ability to respond to customer needs, consistent quality and machineability and response time for urgent orders.
- Operate in most market segments, with the more significant segments being pharmaceutical / healthcare, beverage, food, cosmetics, and FMCG.
- 690 employees, operating from 3 sites in Australia and 1 site in New Zealand.
- Long term revenue growth rate 14.8% (10 years to June '12).

Colorpak has been actively acquiring and integrating packaging businesses for the past 12 years……

- 1998 Foilmasters (Victoria)
- 2000 Hale Foldpack (New South Wales)
- 2001 Pemara Packaging (Victoria)
- 2004 Castle Graphics (New South Wales)
- 2010 Remedies printing business (New South Wales)
- 2011 Carter Holt Harvey Cartons including Montage Graphics (New South Wales, Victoria, New Zealand)

colorpak

Financial Overview

6 months to December

Results Summary	1HFY13	1HFY12		Change
	Reported	Underlying (*)	Reported	Underlying
Sales (goods/services) ($000)	92,727	104,100		(10.9)%
EBITDA ($000)	10,700	10,534	562	1.6%
EBITDA %	11.5%	10.1%	0.5%	
NPAT ($000)	4,719	4,750	(2,230)	(0.7)%
NPAT %	5.1%	4.6%	(2.1)%	
EPS (cps)	5.79	5.83	(2.73)	(0.7)%

(*) Excludes impact of restructuring and business combination costs

Financial Overview

6 months to December

Cash Management ($000)	1HFY13	1HFY12		Change
	Reported	Underlying (*)	Reported	Underlying
Operating cash flow	9,734	8,131	(1,646)	19.7%
Purchase of business	-	-	(4,380)	
Capex (net)	(2,577)	(1,948)	(1,948)	
Free cash flow	7,157	6,183	(7,974)	15.8%
Dividends	(1,427)	(1,427)	(1,427)	
Reduction / (increase) in debt	5,730	4,756	(9,401)	

(*) Excludes impact of restructuring and business combination costs

Financial Overview

6 months to December

Key Parameters	1HFY13	1HFY12
Dividend		
Interim (fully franked) (cents)	1.75	1.50
Balance Sheet		
Gearing (Debt/Debt + Equity)	32.0%	38.6%
Interest Cover (EBIT) (times)	5.04	4.92(*)
Debt ($000)	33,183	43,582
Net Equity ($000)	70,359	69,440
Net Tangible Assets ($000)	24,225	23,306
Net assets per share (cents)	86.3	85.2

(*) Excludes impact of restructuring and business combination costs.

Financial Overview

6 months to December

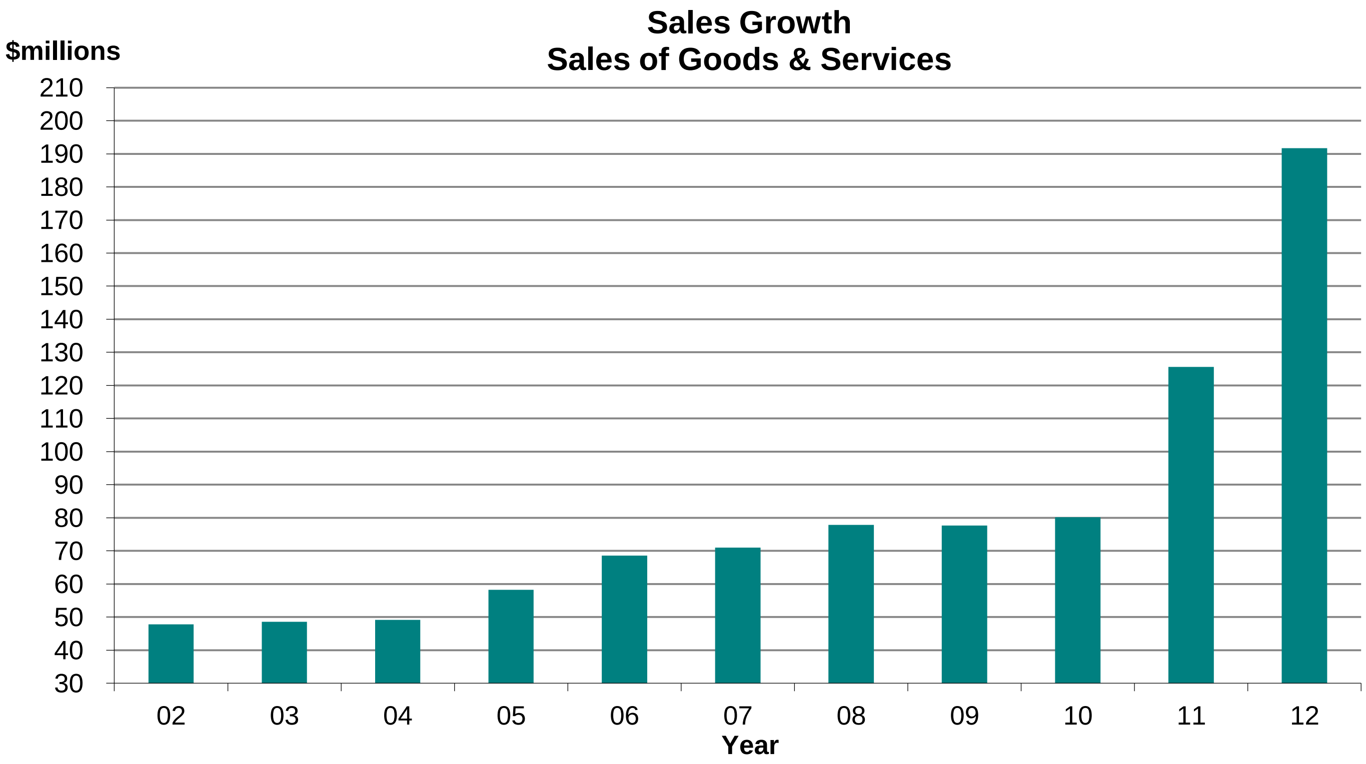
Debt Conservatively Managed	
Debt Facilities	• Existing debt agreed until September 2014; • WBC introduced as 2nd Australian bank in October 2012 to share facilities with NAB; • $48.6 mill committed bill, cash advance & trade finance facilities + $2.9 mill OD; • No bill facilities mature within next 12 months;
Debt Covenants	• Financial ratios well within bank covenants;
Debt Capacity	• Capacity to finance both growth & integration activities. • Net Debt / (Net Debt + Book Equity) 32.0%;
Interest Rates	• 62% of debt swapped to fixed rates maturing between 2013 and 2016.

Key Ratios

	1HFY13	2HFY12		1HFY12	
	Reported	Underlying (*)	Reported	Underlying (*)	Reported
EBITDA %	11.5%	7.4%	1.2%	10.1%	0.5%
ROE on Tangible Assets (%)	6.9%	4.3%	(1.5)%	7.1%	(3.2)%
Free Cash Flow ($000)	7,157	7,928	22	6,183	(7,974)
Capex (net) / Sales	2.8%	1.5%		1.9%	
Debtor Days	48	52		55	
Inventory Days	113	114		120	

(*) Excludes impact of restructuring and business combination costs

Sales Growth



Highlights

Operations

- Capacity balancing between sites has helped drive improved efficiencies, and provide back up during transition phases to maintain seamless supply to our customers.
- Industrial climate is harmonious. The next EBA renewal is not for 24 months.
- The group now operates on one homogenous MIS IT platform. The NSW plant rationalisation negated the need for one further IT system upgrade as the Villawood site will operate within the Colorpak legacy system.
- Safety record remains robust. The Regents Park team recently achieved 1,000 days Lost Time Injury free and the record continues.
- Brandpack had an official opening and customer night in September 2012 to showcase its state of the art "virtual supermarket technology" and highlight to current and potential customers the power of a fully integrated solution design and pre press management agency.
- Contract negotiations with the major board supplier at Whakatane were completed in December 2012. A strong currency, global competition and the scale of the Colorpak operations contributed to a positive outcome for the group.

Highlights

Integration

- Integration project in NSW has been well executed and progressing to plan.
- Villawood site almost completely empty and all customers, staff and machinery moved to the expanded Regents Park facilities.
- Villawood property being marketed to sub lease to an alternate tenant(s). The site will be completely clear by mid March 2013.
- Victorian operations integrated the Foilmasters division into Braeside from Dandenong, and completed an extension to the adjacent property to house an expanded finished goods warehouse and become the new modern home for the Brandpack division.
- Headcount in the last 21 months as part of plant rationalisations have reduced from 820 to 690.

Highlights

Sales Revenues

- Sales revenues declined by 11% during the period relative to pcp, largely attributable to the exodus of the fast food industry from NZ, the closure of PZ Cussons in Melbourne and loss of a number of accounts that were not unexpected as part of the reset of the distressed section of the customer base contained within the CHH acquisition.
- A five year, $30 mill, contract was signed with Astra Zeneca Australia, re-affirming Colorpak's position as the Australian pharmaceutical packaging leader.
- Reduced customer concentration risk with only one customer >10% of sales.
- Paper cup division driving stronger efficiency results and has improved depth of operator training and knowledge. Volumes have increased with the warm weather and pipeline opportunities are solid.

Highlights

Profit

- EBITDA margin increased to 11.5% reflecting improved efficiencies.
- EBITDA 1.6% up on last year (*).
- NPAT 0.7% down on last year (*).
- Result not impacted by restructure, integration or acquisition costs.

(*) Excludes impact of restructuring and business combination costs in FY12

Cash flow

- Very strong cash from operations of $9.734 million.
- Capex of $2.577 million, predominantly for rationalisation of Villawood NSW operation into an expanded Regents Park NSW facility.

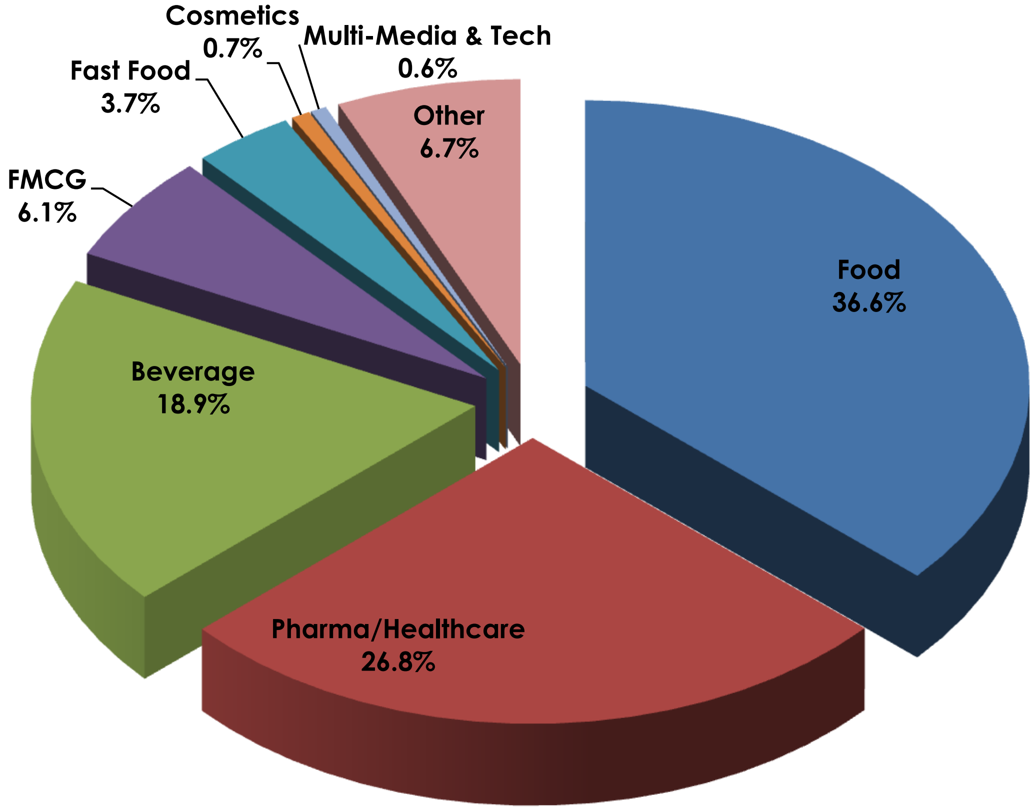
Dividends

- Interim Dividend of 1.75 cents fully franked, payable 2 April 2013.

Balance Sheet

- Net debt at December 31 2012 of $33.2 million
- Reduction in gearing (debt/debt + equity), from 34.9% in June 2012 to 32.0%.

Market Segment



Client Endorsements

AstraZeneca AUSTRALIA

colorpak

GRAPHIC PACKAGING HOLDING COMPANY

gsk GlaxoSmithKline

Pernod Ricard New Zealand

kraft foods make today delicious

Norco QUALITY SINCE 1895

aspen AUSTRALIA

INDEPENDENT Liquor

SEALORD

inova pharmaceuticals

Coca-Cola

Steggles

ego the science of healthy skin

Nestlé Good Food, Good Life

Fonterra Dairy for life

Love'em INGHAM

SCA

Hospira

Pfizer

PZ Cussons

McCain

MARS

Bell TEA COMPANY

colorpak

Outlook

Financial

- Underlying results of business continue to track well.
- Seasonality in revenues results in profit in 2nd half being lower than the 1st half.
- Expect to expand EBITDA margins as integration activities continue.
- Commitment to free cash flow and debt reduction.
- We have seen the peak of the debt cycle and bottom of the margin cycle associated with the CHH acquisition.

CAPEX

- 2013 full year expected to be around $4.5 million.
- Capital expenditure directed towards rationalisation of NSW operations, expansion of automated processes to build factory efficiencies, and adoption of emerging world class technologies.

colorpak

Outlook

Strategies & Priorities

- Continued focus on margin improvement.
- Maintenance of strong customer relationships in our partnership approach to sustainability.
- Ongoing focus for internally driven productivity and efficiency improvements.
- Innovation in products, processes and emerging technologies to expand within current and potential customer base.
- Commitment to drive free cash flow and retirement of debt.
- Paper cup pipeline development – beyond super premium ice-cream.
- Digital solution for both flexibles and cartons to adapt and grow with this emerging technology as it matures.
- Brandpack is leveraging its design and pre-press expertise deeper within the existing and potential customer base with unique offerings such as “virtual supermarket technology”.
- Keep attuned to further opportunities for industry rationalisation.

Shareholder Information

Substantial Shareholders	No. of Shares	%	Movement since Annual Report
Carton Services Pty Ltd (Commins Family)	20,814,827	25.5	5,203,707 split out to Blue Drive
Perpetual Limited	11,855,581	14.5	No Change
Blue Drive Pty Ltd	5,782,514	7.1	5,203,707 split out from Carton Services 5,203,707
Investors Mutual Limited	4,500,000	5.5	Joined register 3 Sept '12
Total for substantial shareholders	42,952,922	52.6	
All other shareholders	38,584,229	47.4	
Total Shares on issue	81,537,151	100.0	