



Results | 9M16

2016, 27th October

Net profit growth and like-for-like EBITDA margin improvement despite lower revenue.

Selected financial data (MM €)

	3Q16	% y-o-y	% y-o-y Like-for-like ¹	9M16	% y-o-y	% y-o-y Like-for-like ¹
Revenue	180.5	-2.5%	-1.1%	537.4	-3.3%	-0.7%
Recurring ² EBITDA	48.8	-3.0%	+1.2% ✓	149.4	-4.1%	+0.8% ✓
Recurring ² EBITDA Margin	27.0%	-0.2 p.p.	+0.6 p.p. ✓	27.8%	-0.2 p.p.	+0.4 p.p. ✓
Non-recurring	-0.6	c.s.		-0.6	c.s.	
EBITDA	48.2	-5.3%		148.8	-6.3%	
EBITDA Margin	26.7%	-0.8 p.p.		27.7%	-0.9 p.p.	
EBIT	35.9	-4.9%		112.3	-5.8%	
Net profit from continuing Ops.	28.2	+6.5%	+9.7% ✓ Recurring ²	88.1	+1.8%	+4.6% ✓ Recurring ²

¹ For comparative purposes, like-for-like growth excludes the impact of the different exchange rates.

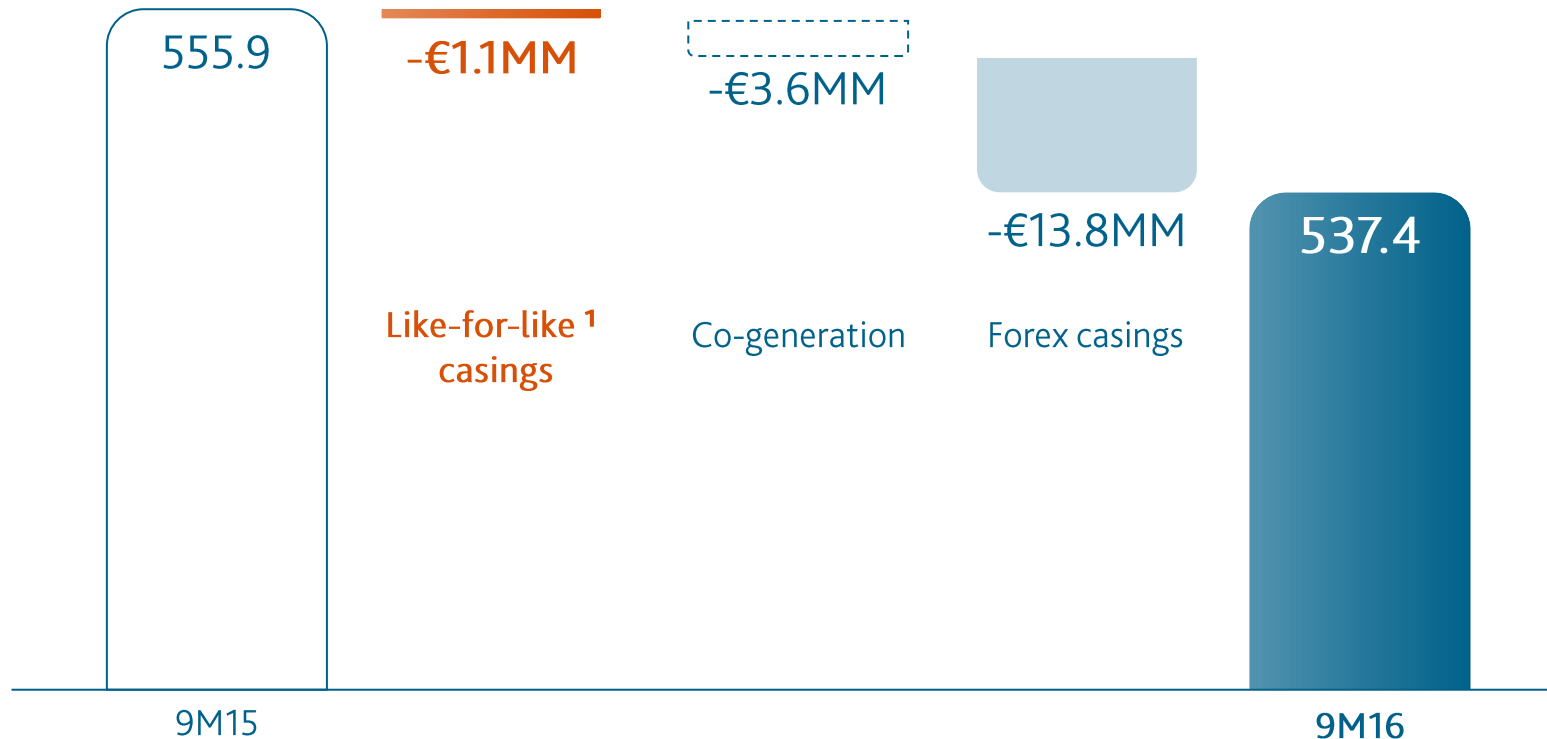
² Recurring figures exclude: 1) In 3Q16, management costs associated with the purchase of Vector companies in the USA and Europe totaling €0.6 million on operational result and €0.4 million on net profit. 2) In 2015 excludes the non-recurring impact of €3.0 million on operating profit (€0.6MM in 3Q15) and €1.5 million on net profit (€0.4MM in 3Q15) from the outsourcing of the "Hourly Employees" and "Salaried Employees" pensions in the US.

Decline on revenue mainly driven by forex weakness and lower energy prices...

Group Revenue. Growth contribution (MM€)

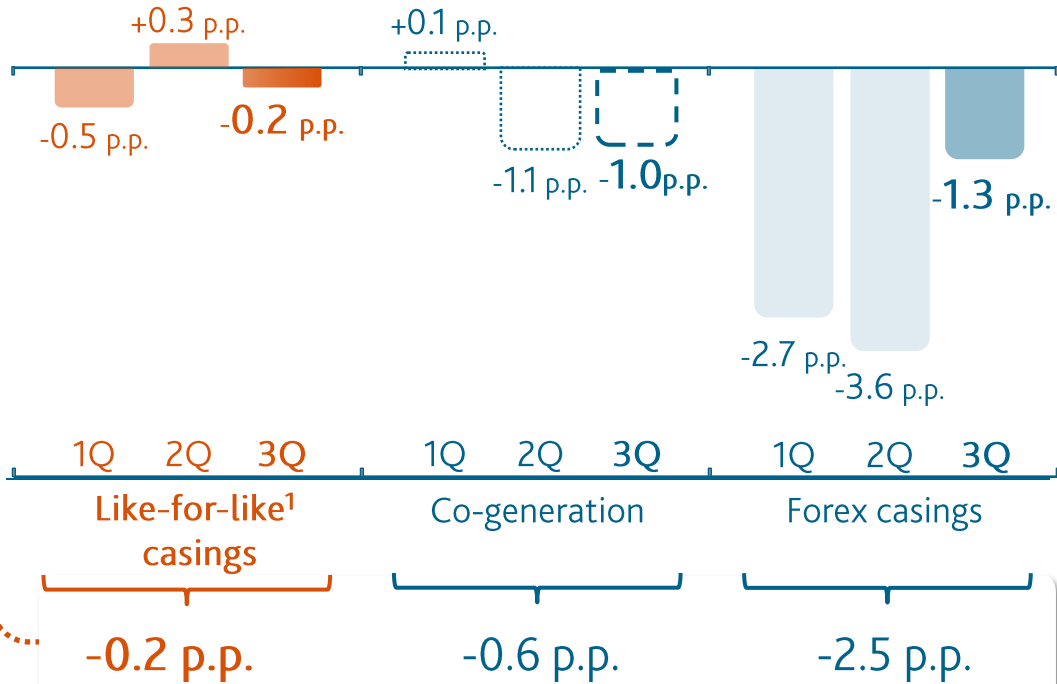
-3.3%

9M16 vs. 9M15



¹ For comparative purposes, like-for-like growth excludes the impact of the different exchange rates.

Group revenue. Quarterly growth contribution



555.9

9M15

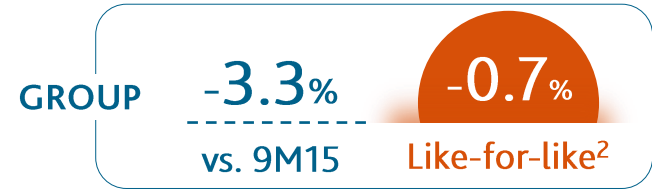
537.4

9M16

¹ For comparative purposes, like-for-like growth excludes the impact of the different exchange rates.

Good performance in North America and Europe and Asia contrast against the weakness of Brazil's backdrop.

Revenue breakdown by geographical area¹ (MM €)



EUROPE AND ASIA



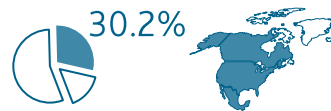
-0.5%

vs. 9M15

+0.7%

Like-for-like²

NORTH AMERICA



-1.6%

vs. 9M15

+1.9%

Like-for-like²

LATAM

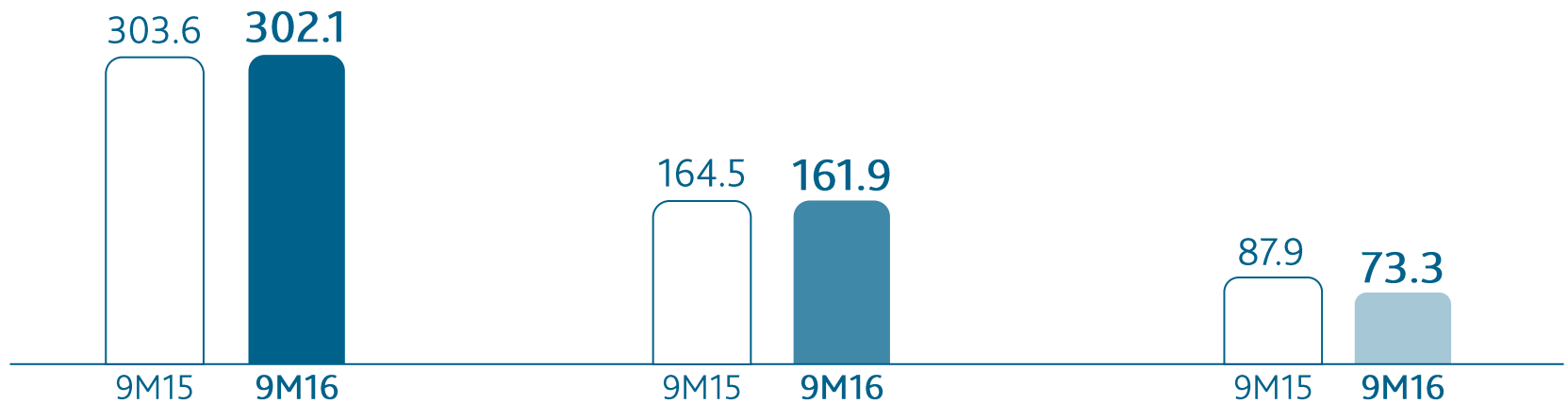


-16.6%

vs. 9M15

-10.3%

Like-for-like²

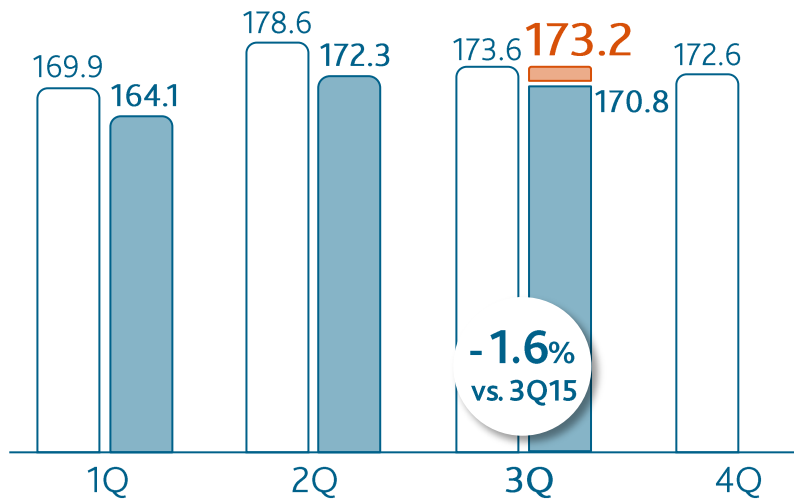


¹ Revenue per origin of sales.

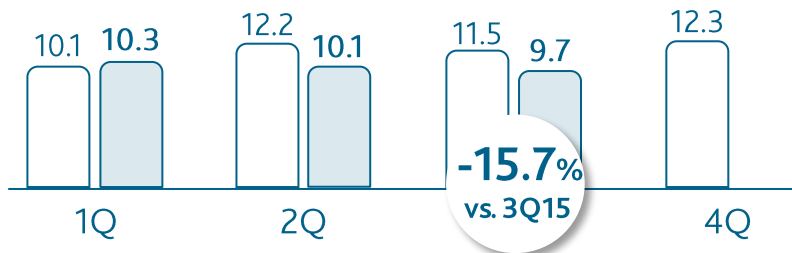
² In comparative terms, organic growth excludes the impact of the variation of different types of exchange rates.

Progressive recovering of sales in casings.

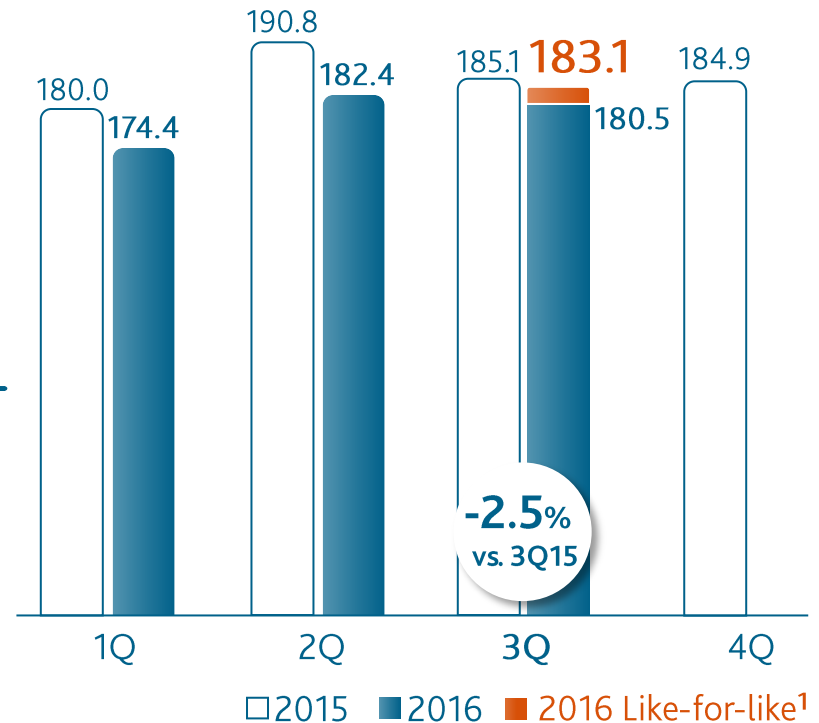
Casings sales (MM €)



Co-generation revenue (MM €)



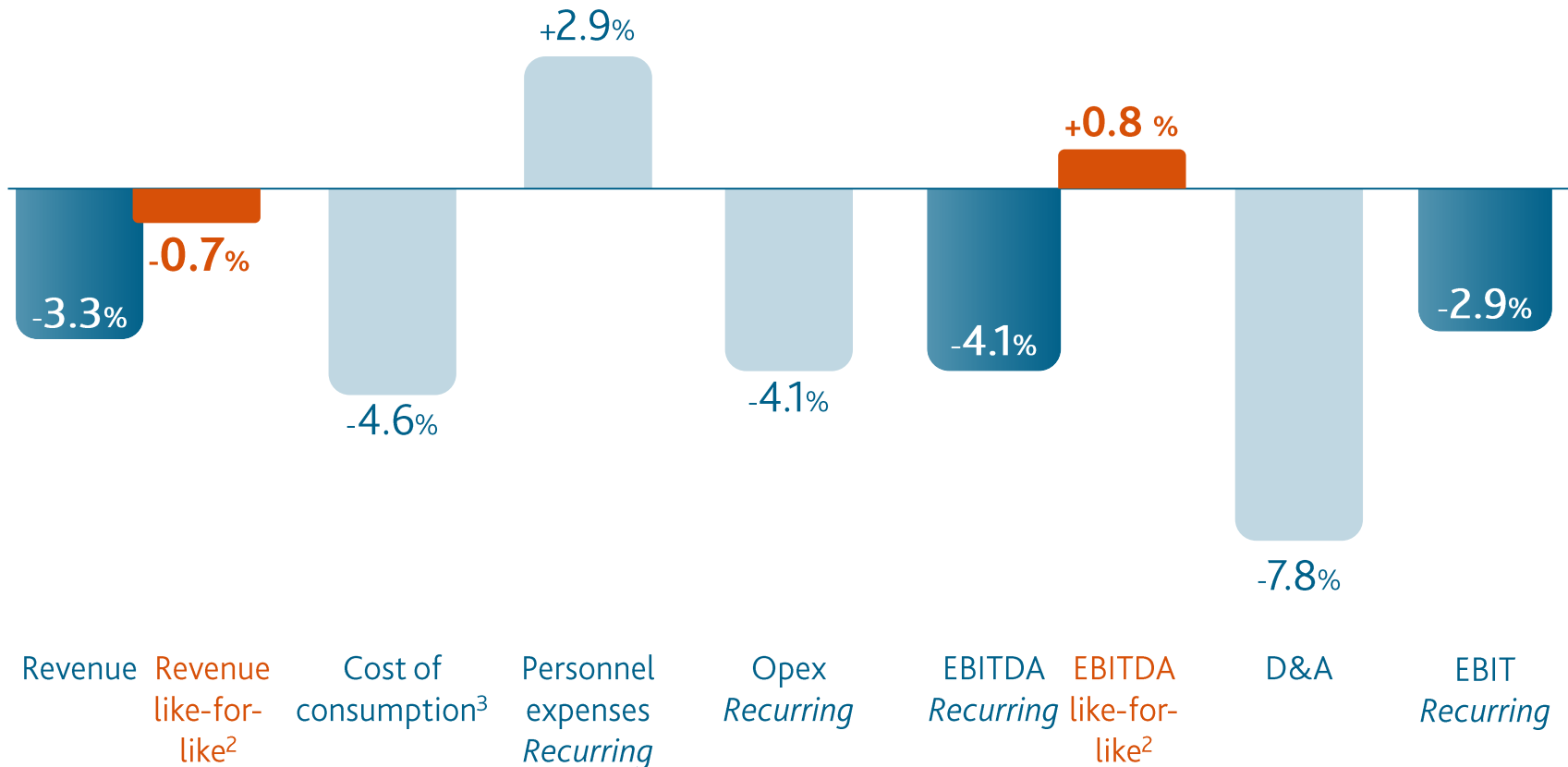
Viscofan Group revenue (MM €)



¹ For comparative purposes, like-for-like growth excludes the impact of the different exchange rates.

Operational strength and commercial discipline coupled with expansion and production improvement plans.

9M16 recurring¹. % Year-on-year change



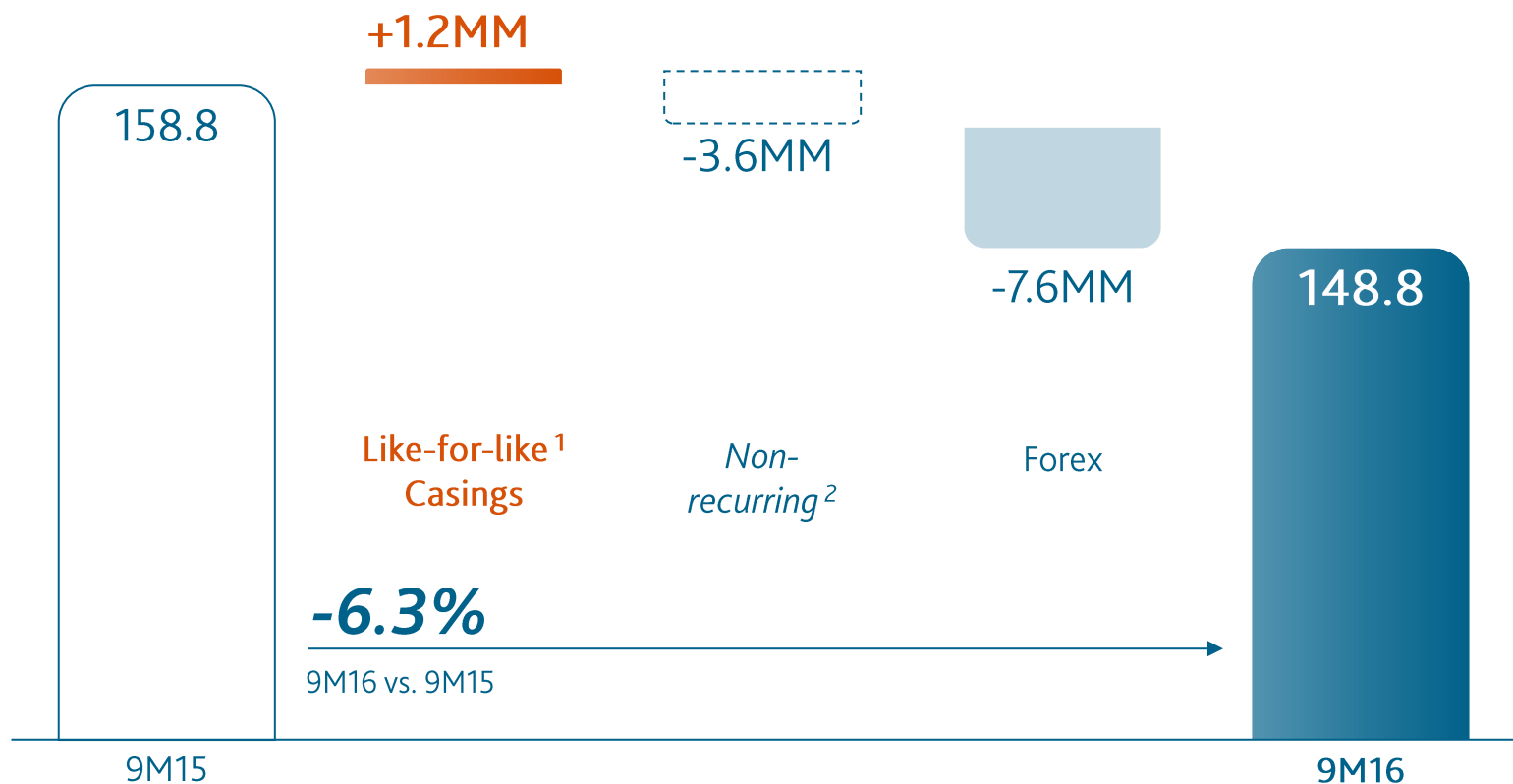
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² For comparative purposes, like-for-like growth excludes the impact of the different exchange rates.

³ Cost of consumption = Net purchases +/- Changes in inventory.

Underlying improvement that can't be seen in an environment of weak forex.

EBITDA 9M16. Growth contribution (MM€)



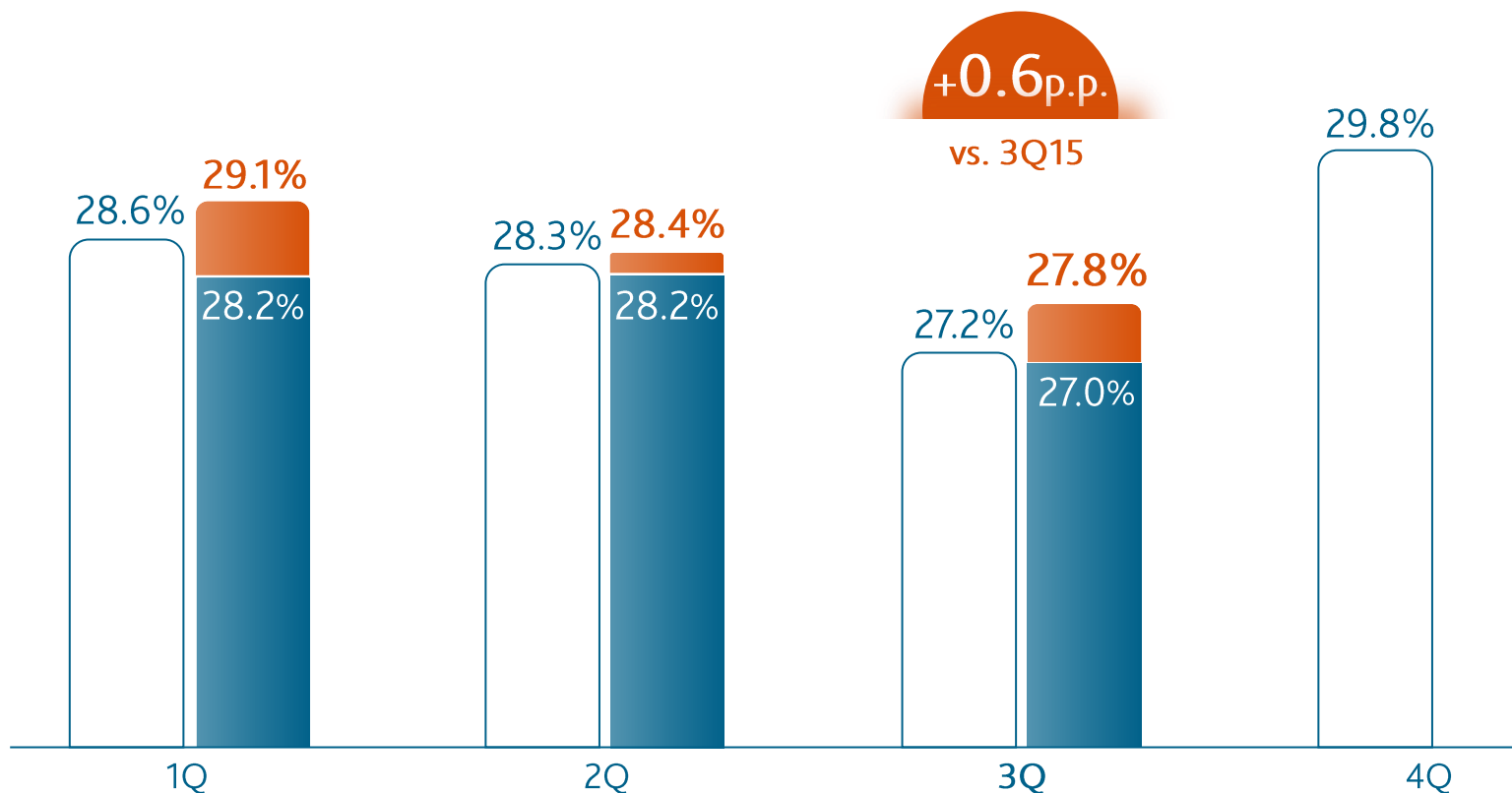
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Impressive improvement against an atypical year of weak top line performance.

Quarterly recurring¹ EBITDA margin (%)

□ 2015 ■ 2016 ■ 2016 Like-for-like²



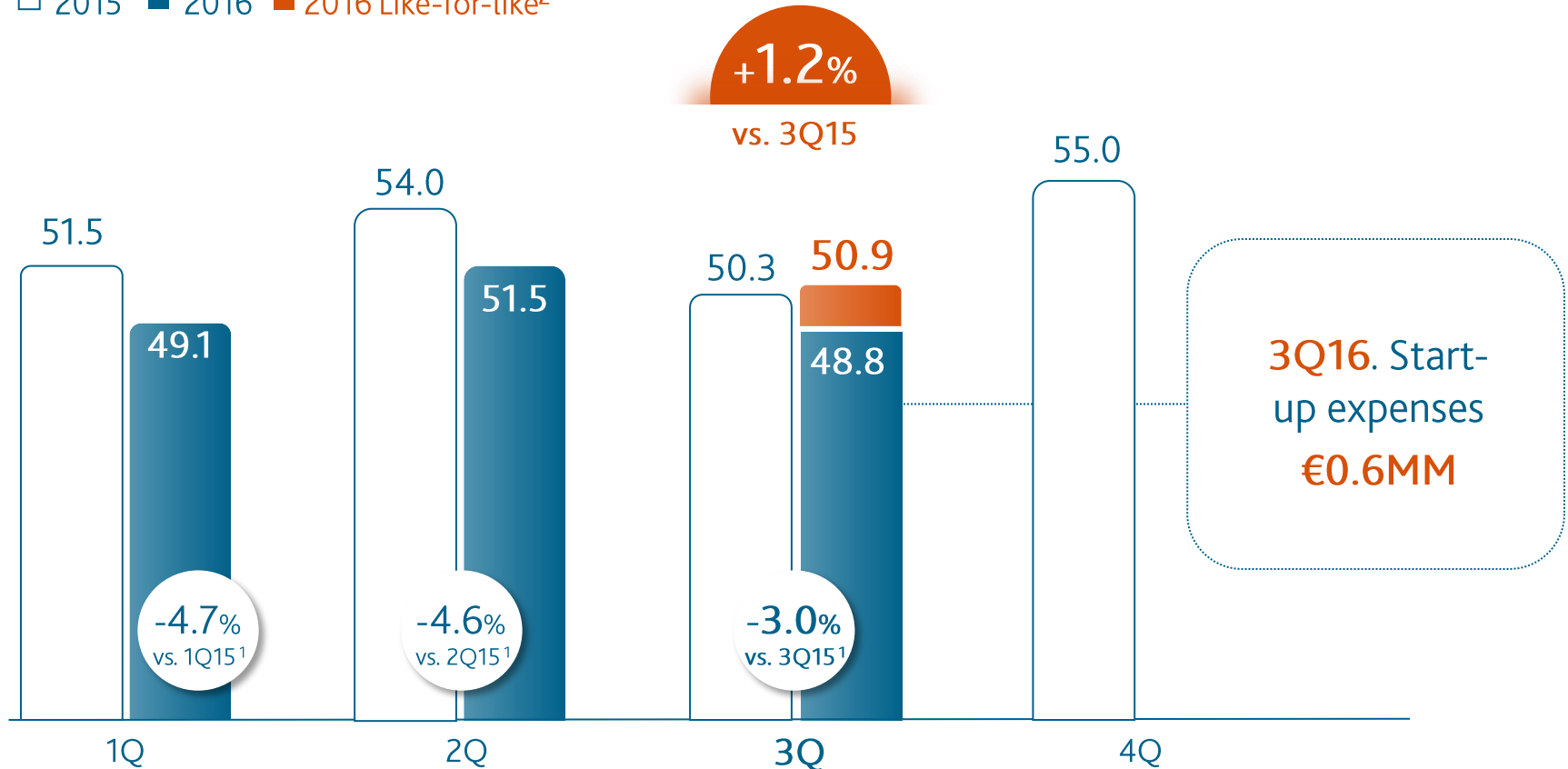
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² For comparative purposes, like-for-like growth excludes the impact of the different exchange rates.

... leading to a slight like-for-like growth in a quarter characterized by the start-up of the plastics plant in Spain and the collagen investment in Uruguay.

Quarterly recurring¹ EBITDA (MM€)

□ 2015 ■ 2016 ■ 2016 Like-for-like²

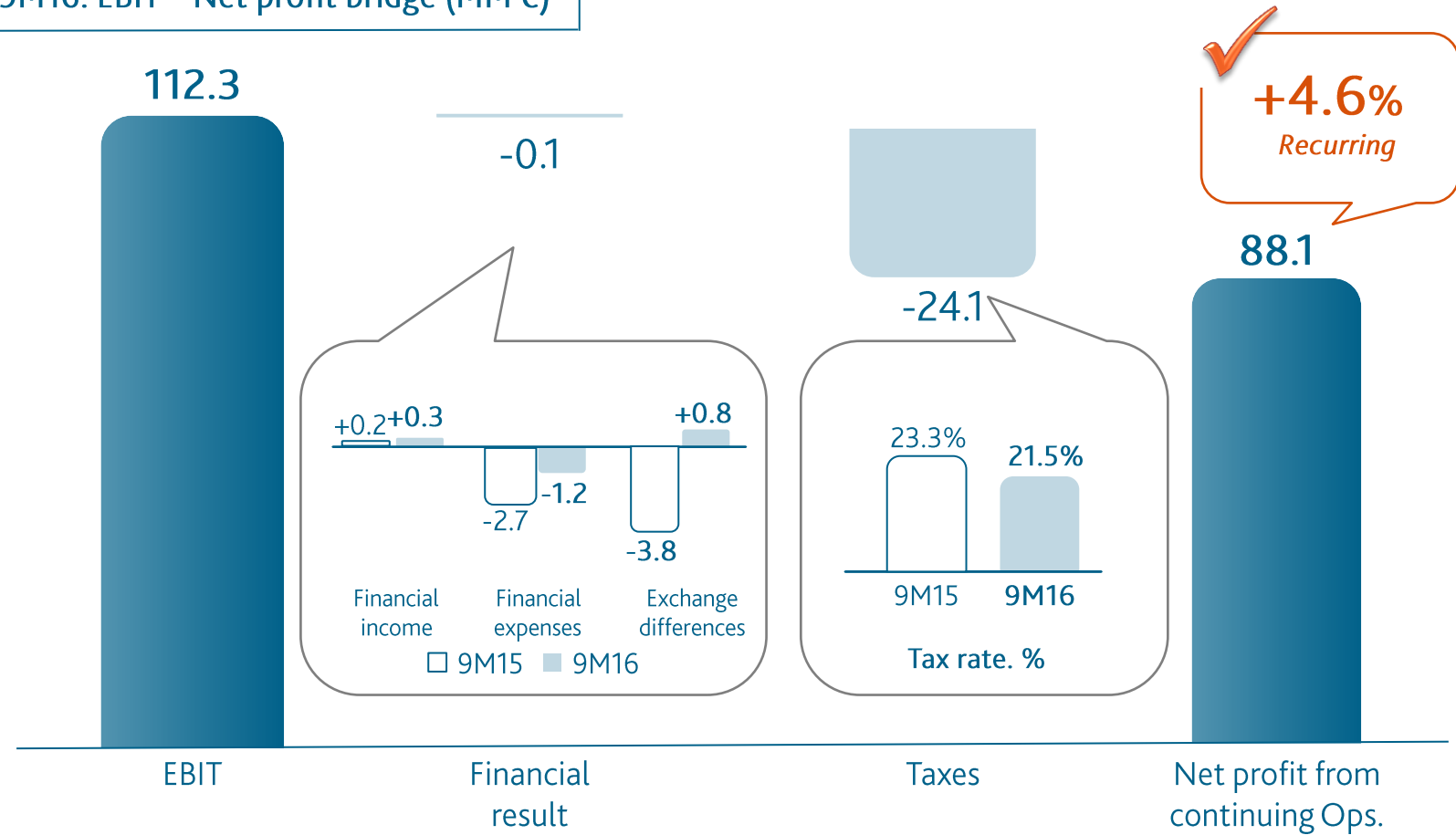


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Lower financial expenses, positive exchange differences and better tax rate contribute to positive Net profit performance.

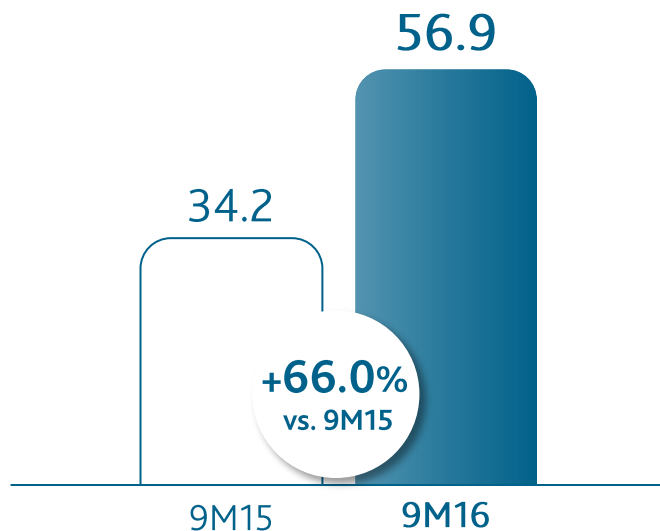
9M16. EBIT – Net profit bridge (MM €)



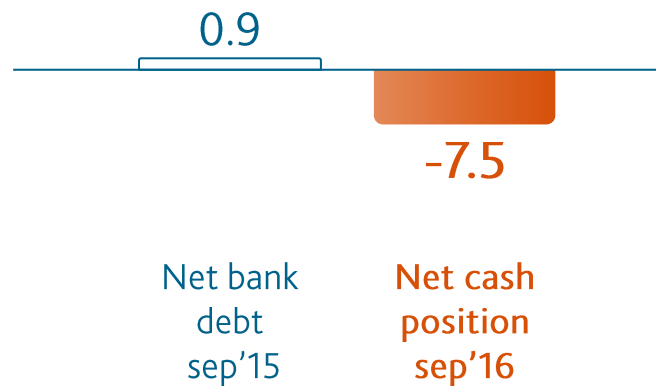
Var% 9M16 vs. 9M15	EBIT	Financial result	Taxes	Net profit from continuing Ops.
-5.8%		-99.1%	-8.6%	+1.8%

Solid operating cash flow to finance operations expansion, remunerate shareholders and to reduce debt.

CAPEX (MM €)



Net bank debt evolution¹ (MM €)



¹ Net bank debt = Long and short financial debt - cash and cash equivalents

Vector's acquisition drives up our strategy to be the benchmark in the casings sector.

VECTOR

- ✓ **Plastic casings.** Flexible materials and packaging innovative solutions
- ✓ Footprint. Plants in **the USA** and **Belgium**
- ✓ **Extensive product and customer portfolio**, with commercial presence in Europe, North America and South America.

- ✓ Revenue 16e: **30MM US\$**
- ✓ EBITDA 16e: **2.5MM US\$**
- ✓ EV/EBITDA 16e: **5.5x**
- ✓ Equity: **3.4MM US\$**
- ✓ Net financial debt: **10.3MM US\$**

Plastics footprint. *Viscofan* and *Vector*



6 plants in 6 countries

Product portfolio: *Casings, films and bags.*



To wrap-up

- ✓ North America, Europe and Asia showed positive like-for-like revenue growth compared with the sharp decline in volumes and currency in Latam.
- ✓ The combination of cost control and operational improvement projects shore up our positioning to take advantage of future expected growth in coming years.
- ✓ Carrying out capex according to plan (80 million € in the year) aiming to reinforce our leadership in the market in line with “MORE TO BE” strategy plan.
- ✓ Shareholder’s value protection with EPS growth close to double digit rate in Q3.

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Such intentions, expectations or forecasts do not constitute any guaranties of compliance and involve risks, uncertainties and other relevant factors that could cause actual developments and results to differ materially from those states in such forward-looking statements.

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