



# MONDI GROUP RESULTS FOR THE YEAR ENDED 31 DECEMBER 2009

23 February 2010

# Agenda



## → Highlights

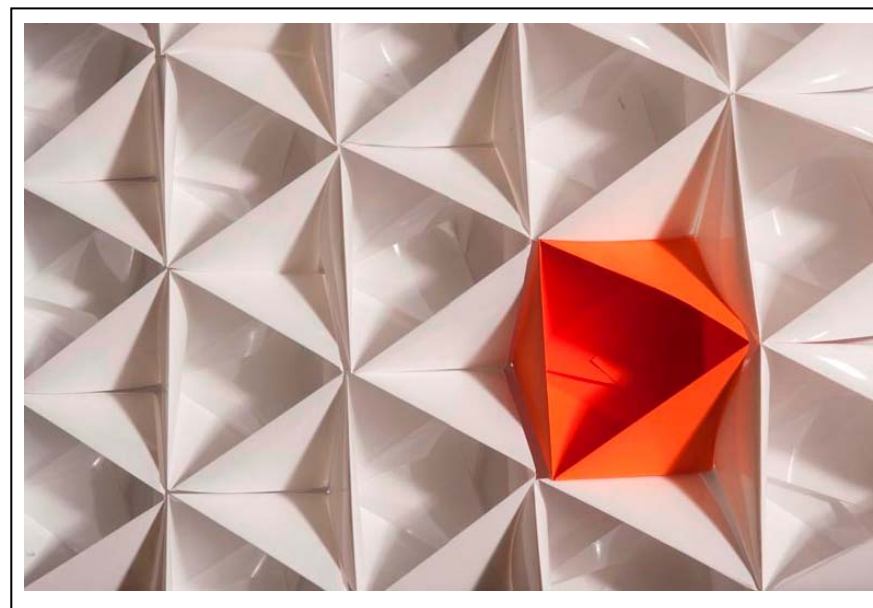
Financial overview

Operational review

Major projects

Summary

Appendices



# Key highlights

- Resilient performance in challenging circumstances
- Clear pick-up in European trading resulting in strong fourth-quarter
- Delivered annual cost savings of €251 million
- Strong cash management with net debt down at €1.52 billion, €173 million lower than 2008 year-end
- Restructuring complete
- Polish project complete and significant progress on Russian project

**Solid performance considering broader economic back-drop**

# Agenda



## Highlights

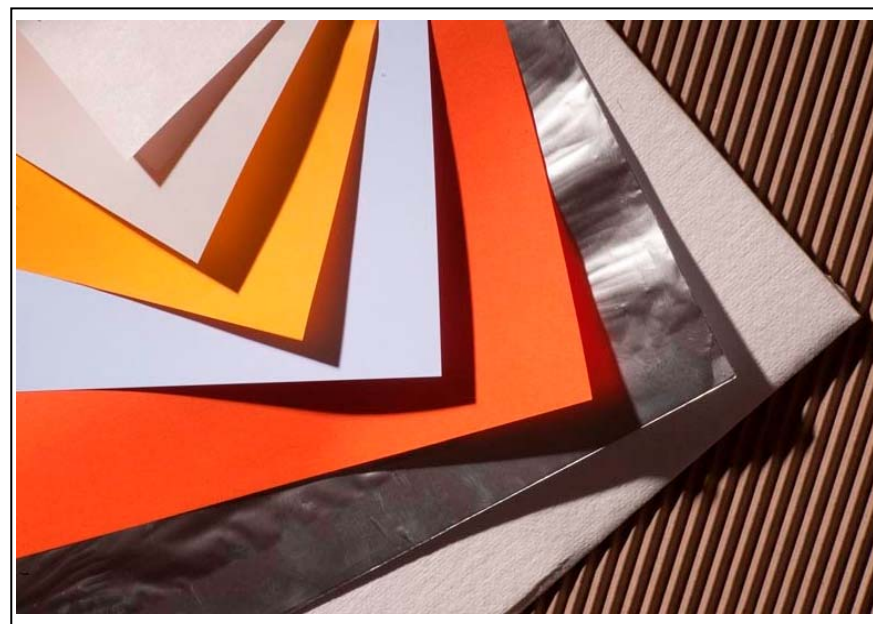
### → Financial overview

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Major projects

Summary

Appendices



# Operating financial highlights



€ Millions

	2008	2009	% Change	H2 2008	H1 2009	H2 2009
Group Revenue	6,345	5,257	(17%)	3,082	2,614	2,643
EBITDA <sup>1</sup>	814	645	(21%)	358	308	337
% Margin	12.8%	12.3%		11.6%	11.8%	12.8%
Underlying operating profit <sup>2</sup>	441	294	(33%)	178	138	156
% Margin	7.0%	5.6%		5.8%	5.3%	5.9%
Cash generated from operations	795	867	9%	485	392	475
Net debt	(1,690)	(1,517)	10%	(1,690)	(1,660)	(1,517)
Group ROCE <sup>3</sup>	9.5%	7.6%		9.5%	7.4%	7.6%

## Solid performance in challenging conditions

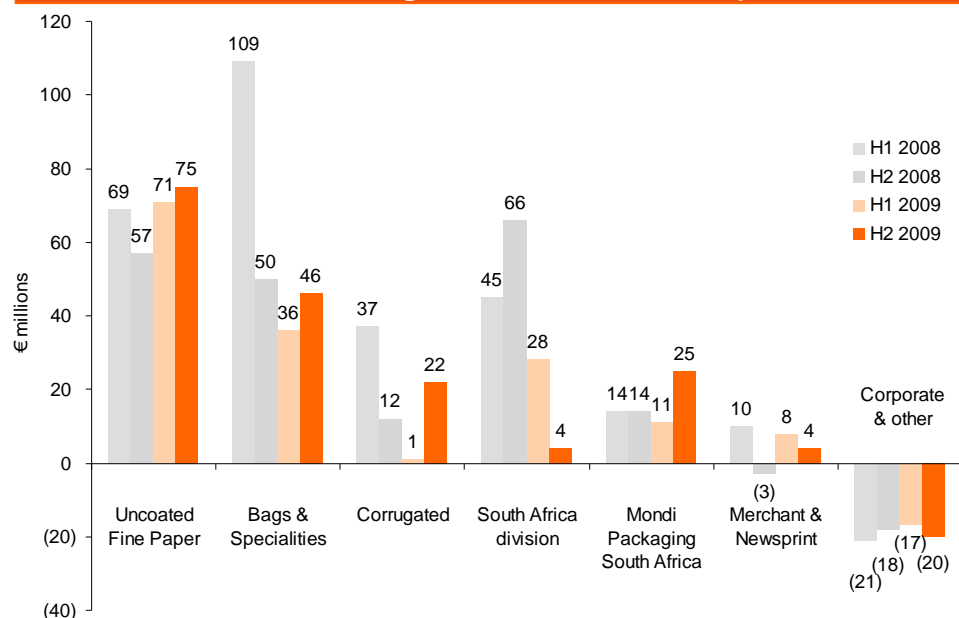
Results for the year ended 31 December 2009

Page 5

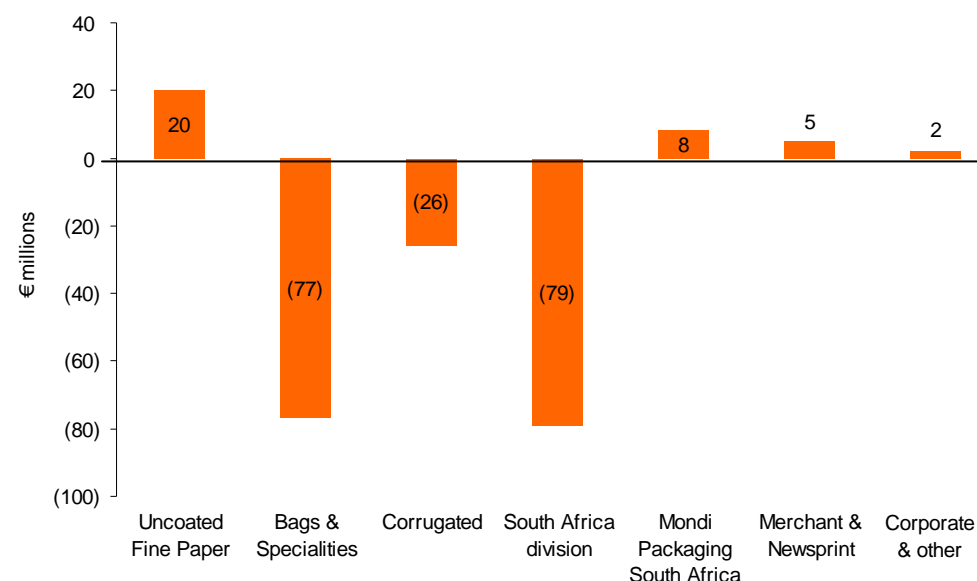
<sup>1</sup> EBITDA is operating profit of subsidiaries and joint ventures before special items, depreciation and amortisation. <sup>2</sup> Underlying operating profit is operating profit of subsidiaries and joint ventures before special items. <sup>3</sup> Group return on capital employed (ROCE) is an annualised measure based on underlying operating profit plus share of associates net earnings divided by average trading capital employed before impairments and adjusted for major capital projects not yet commissioned.

# Divisional underlying operating profits<sup>1</sup>

## Business segment results - by half



## Year-on-year variance (€147 million)



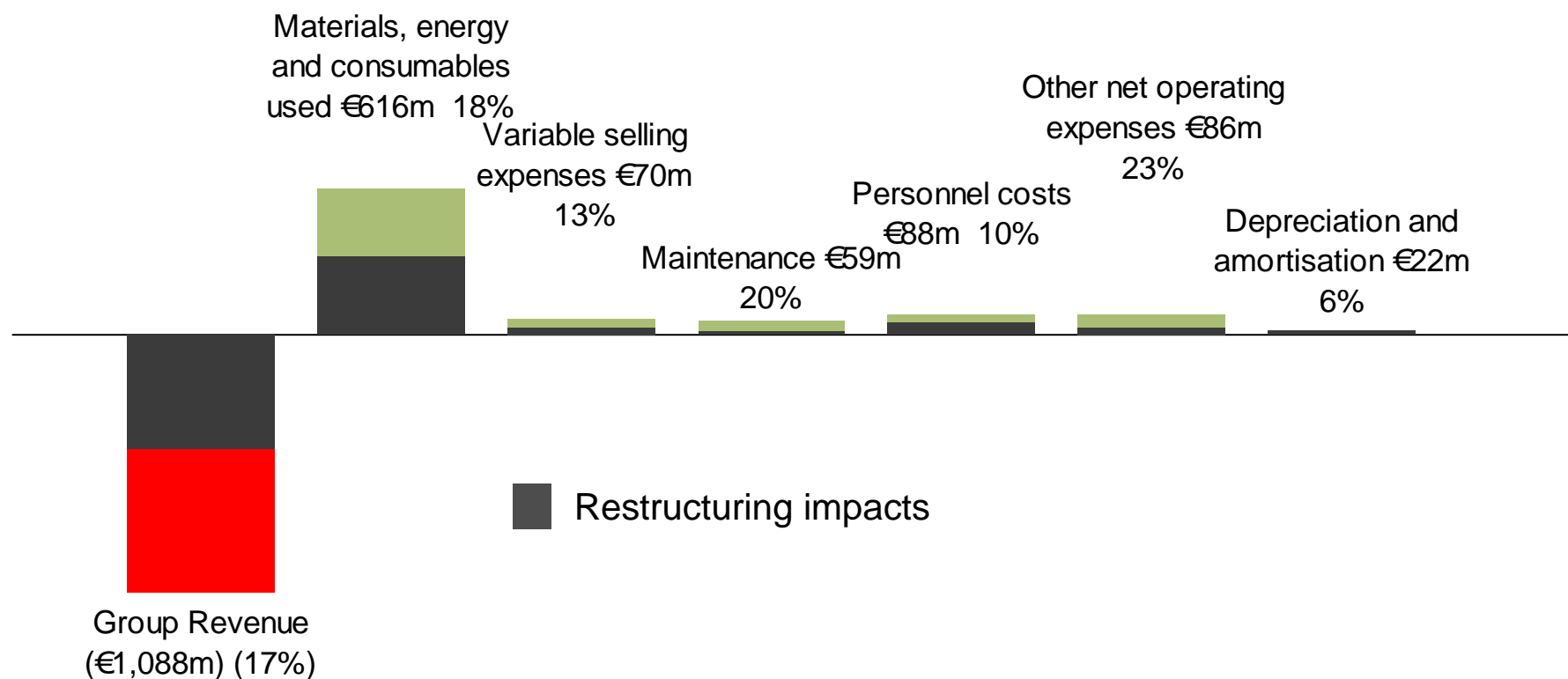
## Improved profitability in 2009 second-half

Results for the year ended 31 December 2009

<sup>1</sup> Underlying operating profit is operating profit of subsidiaries and joint ventures before special items.

# Income statement overview

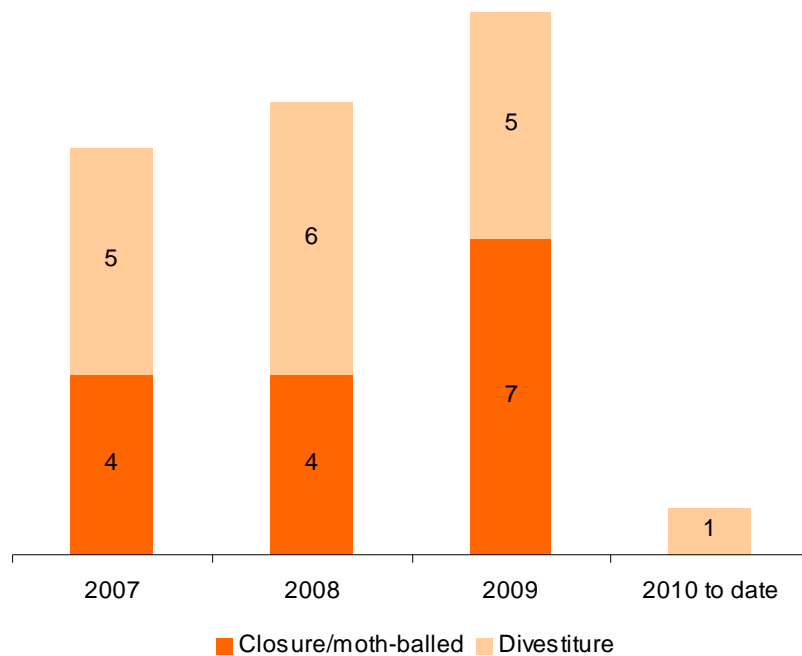
## Year-on-Year variances (€m and %)



**Strong focus on cost control mitigates revenue declines**

# Rigorous asset management...

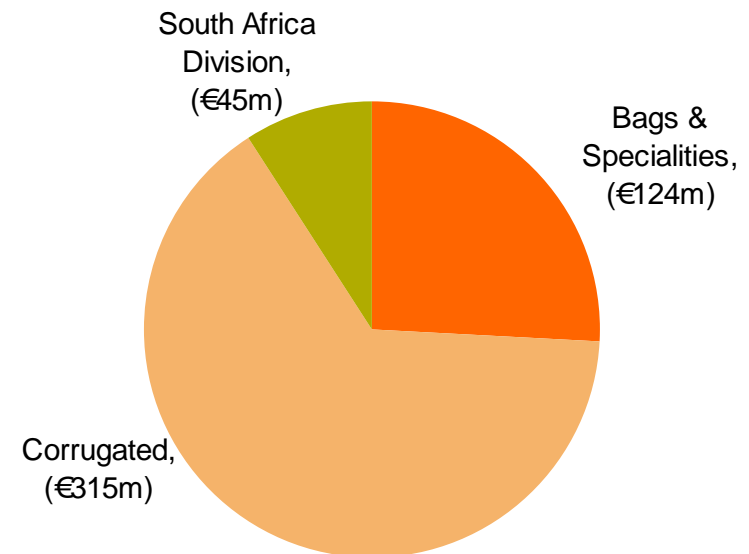
## Closures and Divestitures<sup>1</sup>



## 2009 trading impact of closures and divestitures:

- €484 million decline in segment revenue
- €107 million of fixed costs removed
- Underlying operating profit marginally up

### Revenue impact by business (€484m in total)



**Cutting back to low cost, high quality, well invested asset base**

Results for the year ended 31 December 2009

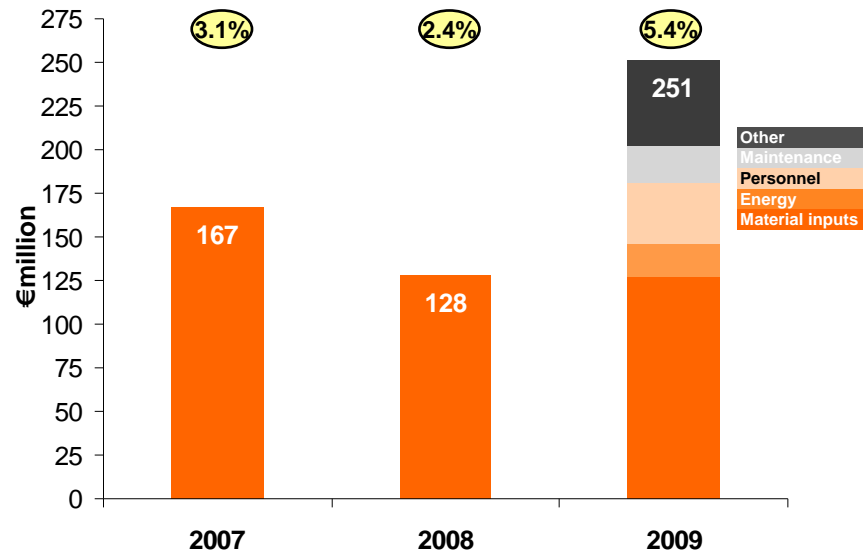
Note 1: European restructuring, excludes mothballed operation: Stambolijski.

Page 8



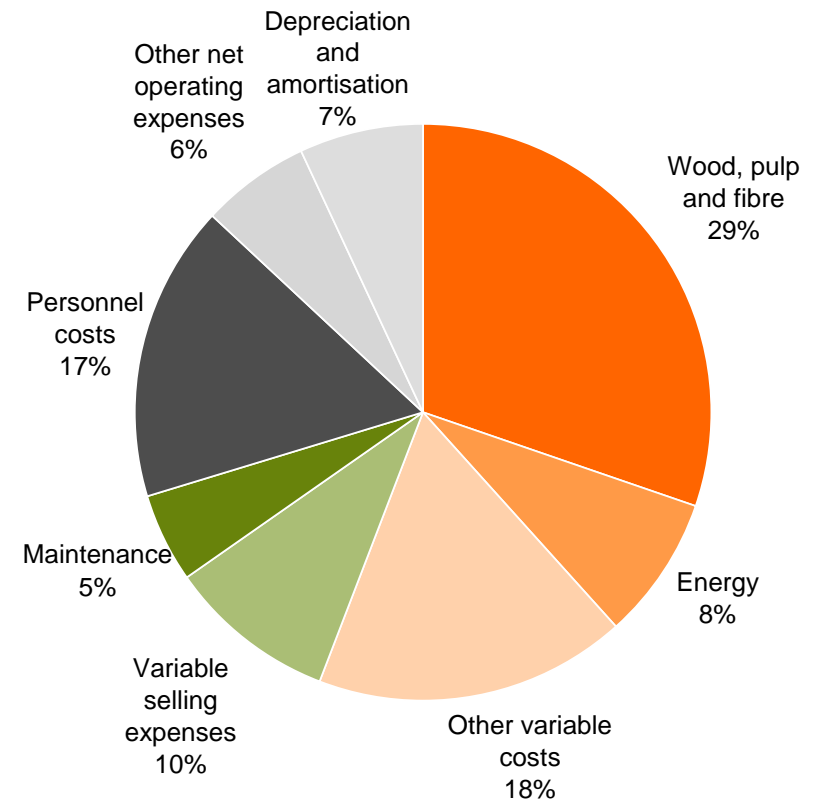
## ...and focus on cost savings

### Cost savings - €251 million



- Significantly exceeded €180 million target
- 31% of savings address fixed costs
- Fixed costs excluding depreciation only marginally up relative to revenue at 26% (2008: 25%)

### Cost structure



## Cost savings helping to offset revenue pressures

# Financial review

€ Millions

	2008	2009	% Change	H2 2008	H1 2009	H2 2009
Underlying operating profit <sup>1</sup>	441	294	(33%)	178	138	156
Net Finance Costs	(159)	(114)	28%	(104)	(58)	(56)
Associate net earnings	2	2		1	1	1
Underlying profit before tax <sup>2</sup>	284	182	(36%)	74	81	101
Tax before special items	(82)	(58)	29%	(21)	(27)	(31)
Total Minority Interest	(30)	(29)	3%	(7)	(12)	(17)
Underlying earnings	172	95	(45%)	46	42	53
Special items (after tax and minorities)	(383)	(129)	129%	(344)	(78)	(51)
Reported (loss) / profit after tax and minority interests	(211)	(33)	84%	(298)	(36)	3

**Reported results impacted by special items of €129 million**

**Results for the year ended 31 December 2009**

**Page 10**

1 Underlying operating profit is operating profit of subsidiaries and joint ventures before special items. 2 Underlying profit before tax is reported profit before tax before special items.

# Finance charges and net debt

€Millions

## Net debt

Net debt finance charges and other financial income

Net post-retirement finance costs

Foreign currency losses / (gains)

## Net finance costs

2008	2009	% Change
(1,690)	(1,517)	10%
123	104	15%
8	9	(13%)
28	1	96%
159	114	28%

H2 2008	H1 2009	H2 2009
(1,690)	(1,661)	(1,517)
70	52	52
5	4	5
29	2	(1)
104	58	56

Effective interest rate (before capitalised interest)

9.1%	9.3%
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10.6%	10.3%	8.2%
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- Strong cash management with net debt down €173 million at €1.52 billion, despite €300 million spent on major capital projects
- Higher proportion of Russian rouble debt resulting from capital expenditure drove increase in effective interest rate
- Foreign currency exposures effectively managed

## Debt under control despite major project spend

# Taxation and minorities

## Taxation

€Millions

Underlying tax charge

Tax on special items

Taxation charge

Underlying effective tax rate

	2008	2009	% Change
Underlying tax charge	82	58	(29%)
Tax on special items	(4)	(6)	(50%)
Taxation charge	78	52	(33%)

	2008	2009
Underlying effective tax rate	29%	32%

- Effective tax rate before special items of 32%, above prior year primarily due to an increase in non-recoverable tax losses as trading results declined
- Limited tax relief on special items

## Minorities

€Millions

Minority share before special items

Minority share of special items

Profit attributable to minority interests

	2008	2009	% Change
Minority share before special items	30	29	(3%)
Minority share of special items	0	1	
Profit attributable to minority interests	30	30	

- Earnings decline at Swiecie in Poland, largely offset by improved results in Turkey and Mondi Packaging South Africa

**Effective tax rate impacted by lower trading results**

# Special items

€ Millions

## Operating loss

2008	2009
(358)	(128)

● Impairments & restructuring	(133)
- By business:	
Europe & International - Uncoated Fine Paper	(2)
Europe & International - Bags & Specialities	(47)
Europe & International - Corrugated business	(49)
South Africa - Uncoated Fine Paper	(22)
Mondi Packaging South Africa	(1)
Merchant & Newsprint - Europapier	(12)
- By type:	
Goodwill impairments	(12)
Asset impairments	(78)
Closure & restructuring costs	(43)
● Retention arrangements	(3)
● Profits on insurance claim	8

€ Millions

## Non-operating loss

2008	2009
(29)	(5)

● Profit on disposals	3
● Held for sale impairments <sup>1</sup>	(8)
● Total consideration	62

**€38m cash element of operating special items (€18m spent in 2009)**

# Cash flow

€ Millions	2008	2009	% Change	H2 2008	H1 2009	H2 2009
<b>EBITDA<sup>1</sup></b>	814	645	(21%)	358	308	337
Working capital movements	27	248	819%	153	99	149
Other operating cash flow items	(46)	(26)	43%	(26)	(15)	(11)
<b>Cash generated from operations</b>	795	867	9%	485	392	475
Dividends from financial investments and associates	2	2		2	1	1
Taxes paid	(71)	(32)	55%	(44)	(18)	(14)
<b>Net cash inflow from operating activities</b>	726	837	15%	443	374	463
Capital Expenditure, excl. major projects	(376)	(222)	41%	(194)	(116)	(106)
Investment in forestry assets	(43)	(40)	7%	(21)	(20)	(20)
Proceeds on sale of fixed assets and other items	65	15	(77%)	48	6	9
	372	590	(14%)	276	244	346
Major expansionary project's expenditure	(324)	(300)	7%	(189)	(179)	(121)
Acquisitions	(49)	(2)	96%	(14)	(2)	-
Disposals	17	57	235%	15	47	10
<b>Net cash flow after investing activities</b>	16	345	2,056%	88	110	235

## Focus on cash flow optimisation

Results for the year ended 31 December 2009

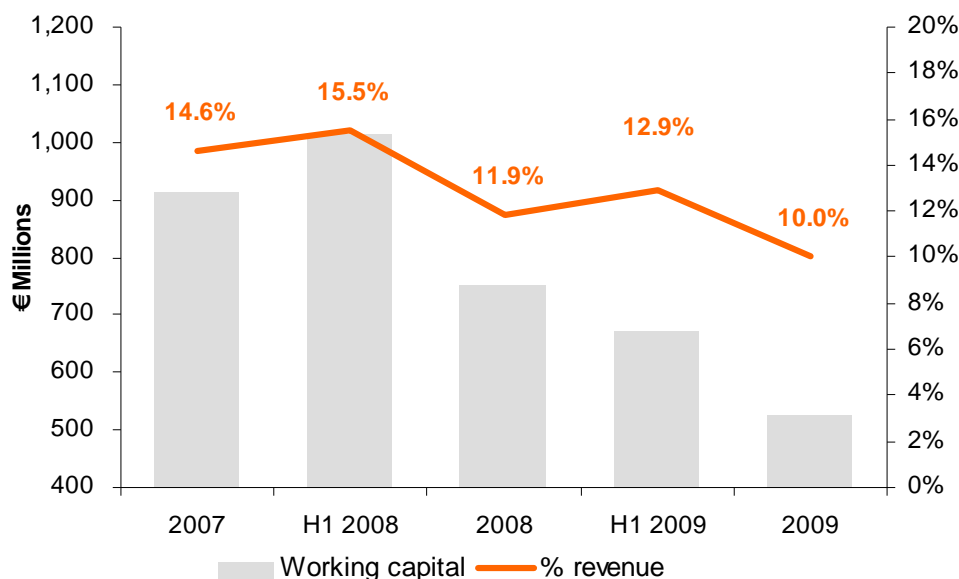
Page 14

<sup>1</sup> EBITDA is operating profit of subsidiaries and joint ventures before special items, depreciation and amortisation.

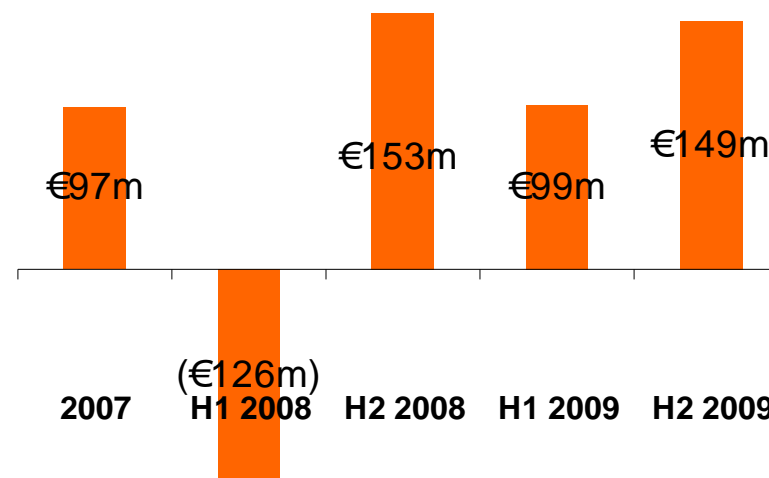
# A sharp focus on working capital has resulted in significant cash benefits



## Working capital management



## Working capital cash flows



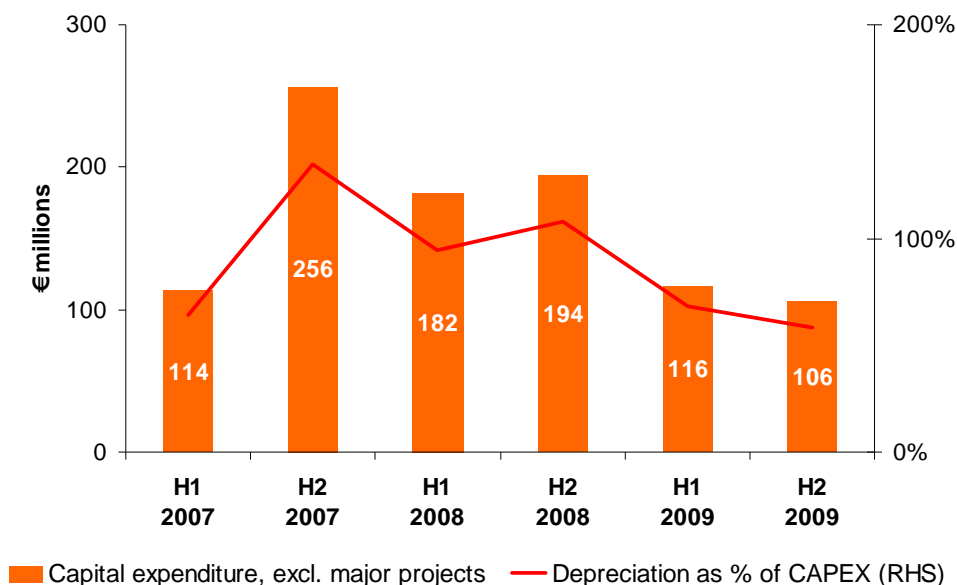
- Further €149 million working capital inflows achieved in the second-half
- SA operations impacted due to closing euro weakness versus SA rand

**€372 million inflow from working capital over past 3 years**

# Limiting capital expenditure approvals to 40% of depreciation, without compromising the asset base

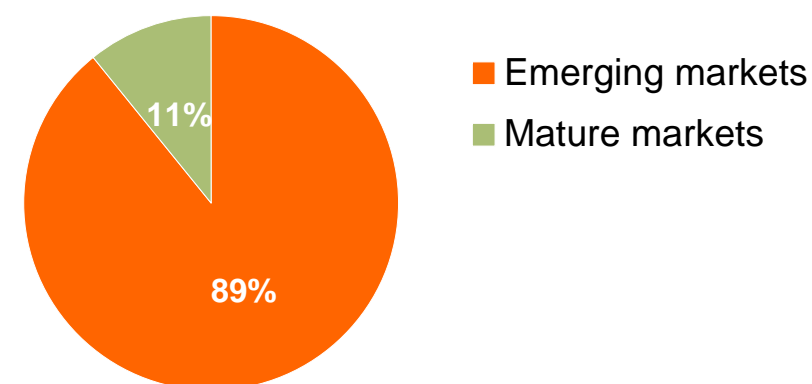


## Capital expenditure, excluding major projects



- Excluding major projects, cash spend was 63% of depreciation (2008: 101%)
- Approximately €210 million still to spend on major projects
- New approvals below 40% of depreciation since Q4 2008

## 2009 capital expenditure<sup>1</sup>



- Mondi is well invested. On completion of the Syktyvkar capex programme, major mills have seen substantial expansionary investment with just over €2 billion spent in the past ten years

## Capex outside major projects sharply reduced

Results for the year ended 31 December 2009

Page 16

<sup>1</sup> including major projects and impact of business combinations



# Adequate debt facilities available in medium-term

€ Millions

**Net debt**

**Committed facilities**

Of which undrawn

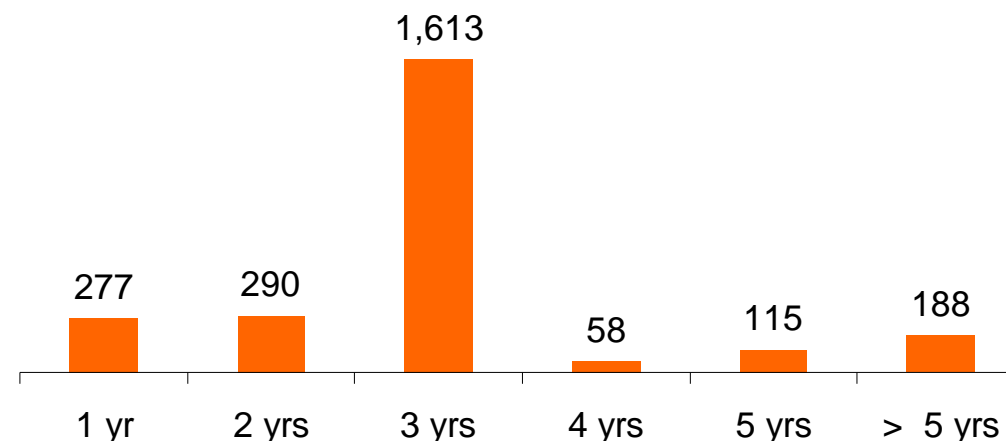
Gearing (Net debt / Trading capital employed)

Net debt / 12 month trailing EBITDA (times)

	2008	2009	% Change
Net debt	(1,690)	(1,517)	10%
Committed facilities	2,752	2,541	(8%)
Of which undrawn	1,062	990	(7%)
Gearing (Net debt / Trading capital employed)	39%	35%	
Net debt / 12 month trailing EBITDA (times)	2.1	2.4	

- Main facility is €1.55 billion syndicated revolver maturing on 21 June 2012, of which €815 million is undrawn
- Borrowings of €219 million maturing over next 12 months
- Further reductions in net debt achieved in the second-half

## Maturity profile of committed facilities (€m)



**Strong liquidity position**

# Dividends

- Final dividend of 7.0 euro cents per share proposed (9.5c for the year)
- Dividend cover of 2.0 times
- Record date 23 April 2010
- Payment date 19 May 2010

**Increased final dividend**

# Agenda



Highlights

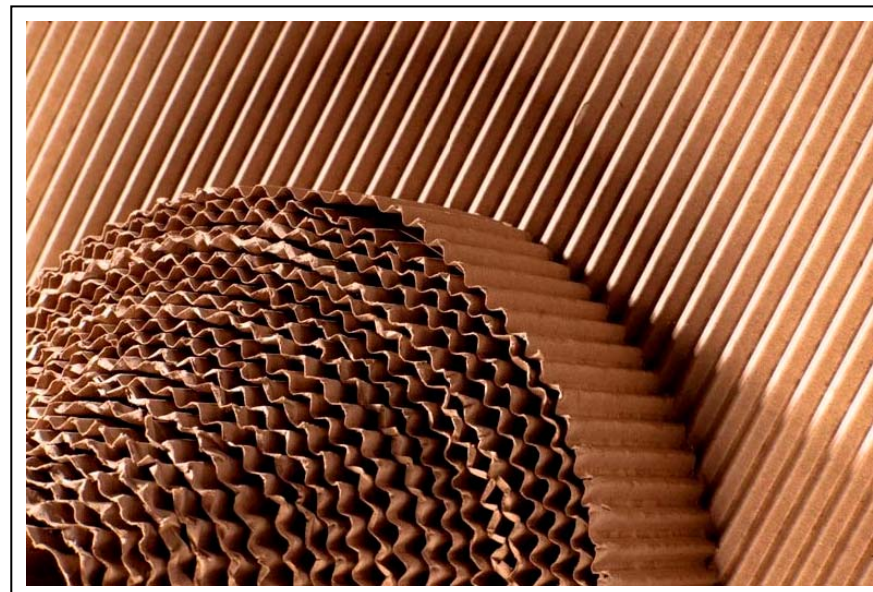
Financial overview

➔ **Operational review**

Major projects

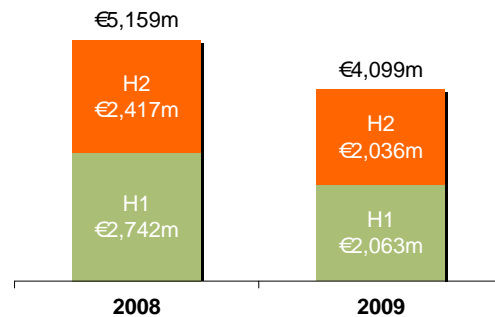
Summary

Appendices



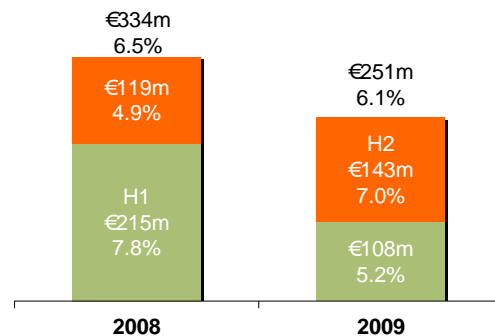
# Europe & International

## Segment Revenue



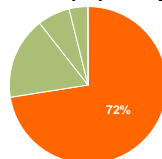
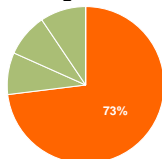
- Results significantly impacted by European slow-down
  - 21% drop in revenues
  - ~173,000 tonnes of market-related downtime taken, ~163,000 tonnes in first-half
  - Selling prices lower in all grades

## Underlying operating profit



- Some relief from lower input costs
- €205 million of cost savings delivered
- Restructuring actions helping to offset revenue pressures
  - High-cost capacity removed, mainly in Western Europe

Share of Segment revenues #    Share of Group operating assets



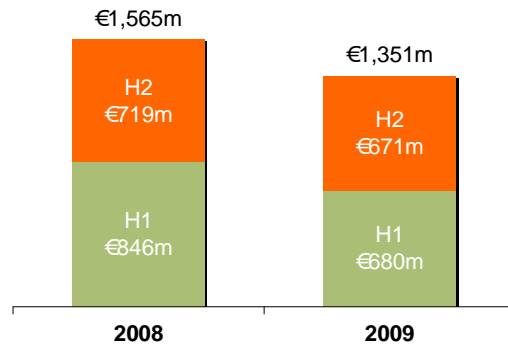
# includes inter-segment revenues

- Clear pick-up in fourth-quarter trading
- Well positioned through major projects

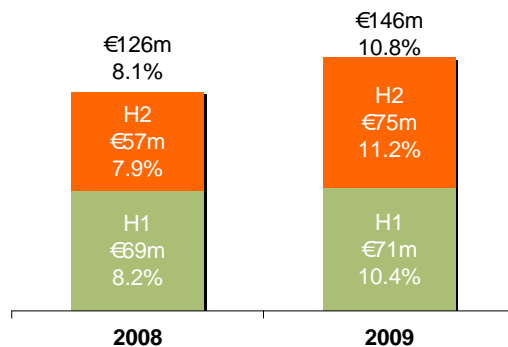
**Low cost base supporting continued profitability**

# Uncoated Fine Paper

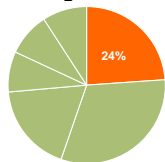
## Segment Revenue



## Underlying operating profit

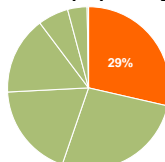


Share of Segment revenues #

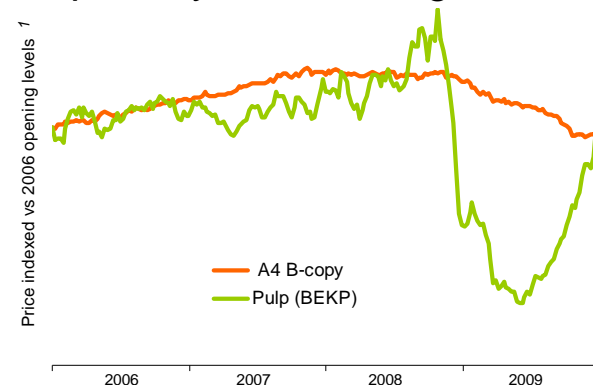


# includes inter-segment revenues

Share of Group operating assets



- Strong results in the current climate
  - Low-cost asset base
  - Cost reductions
  - Favourable market positioning
- Pricing down year-on-year
  - Russian domestic market robust
- Input cost pressures in the second-half
  - Especially at non-integrated mills



- ~40,000 tonnes market-related downtime taken
  - ~5,000 tonnes in the second-half

**Strong performance in tough market conditions**

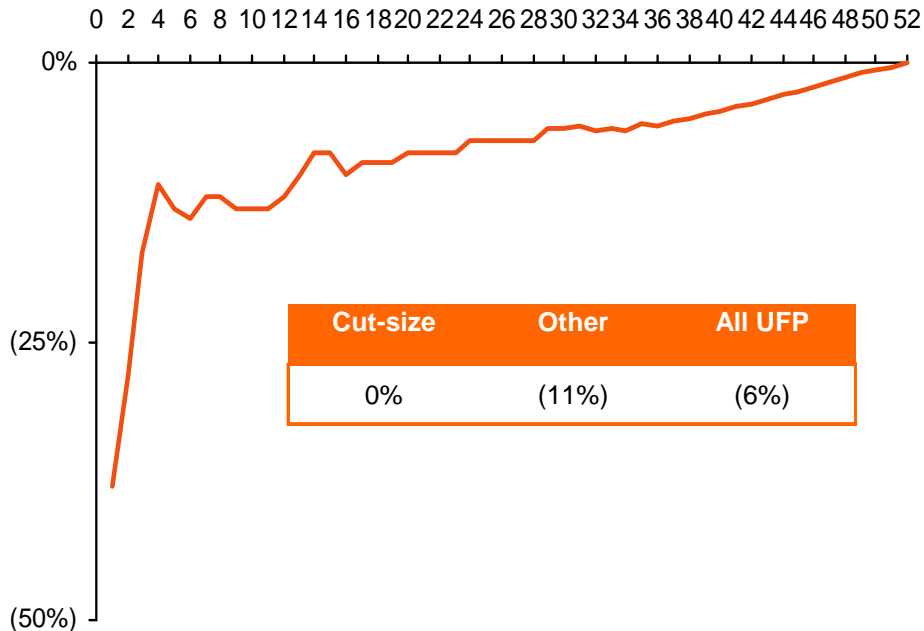
Results for the year ended 31 December 2009

(1) Source: PIX – FOEX Indexes Ltd

Page 21

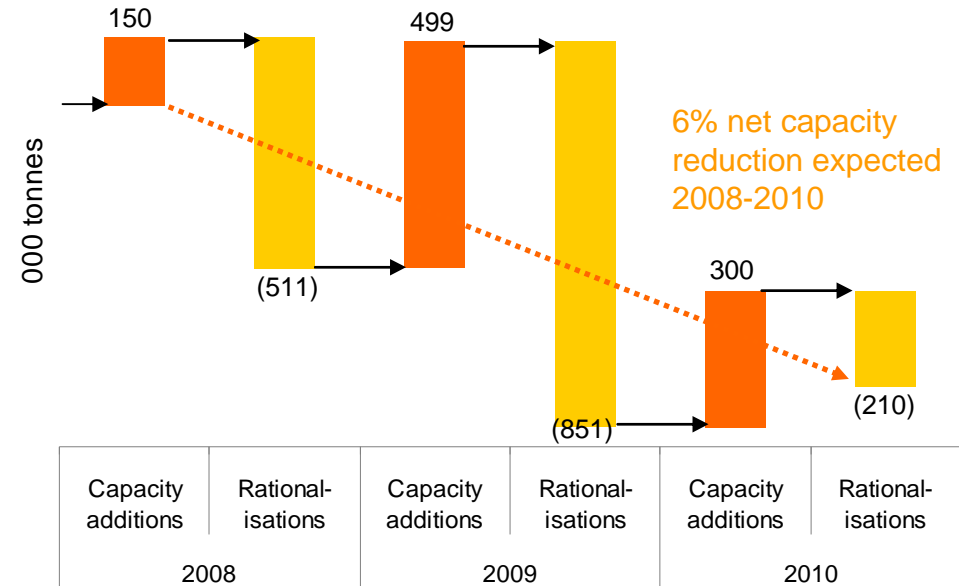
# Industry fundamentals – Uncoated Fine Paper

UFP cumulative cut-size order inflow 2009 vs. 2008 (% growth)<sup>1</sup>



- Mondi enjoys favourable emerging European markets and cut-size positioning
- Gains in market share in Russia during the year

UFP capacity developments<sup>2</sup>



- Limited price impact of new Portucel 500 ktpa capacity to date, although too soon to conclude on full impact
- ~12% capacity closures in 2008 / 2009

## High cut-size exposure and favourable market positioning

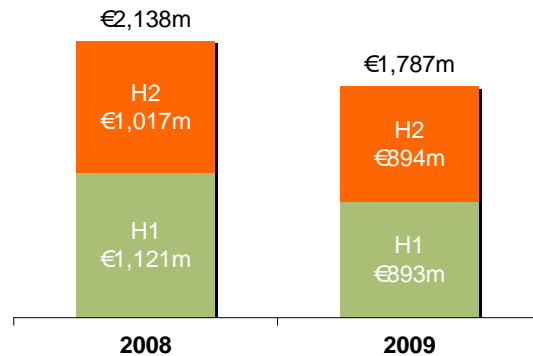
### Results for the year ended 31 December 2009

(1) Source: CEPIFINE - Cumulative orders by Western European markets to CEPI countries (Finland, Sweden, Norway, Denmark, Belgium, Netherlands, U.K, Austria, Germany, Hungary, Poland, Slovakia, Switzerland, Italy, Spain, Portugal, France);

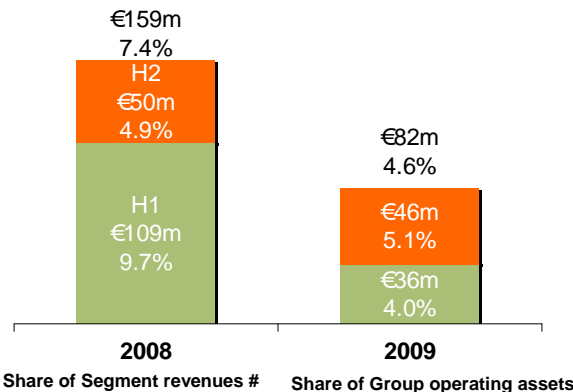
(2) Sources: RISI, press releases, analysts reports, Mondi estimates; includes rebuilds and adjusts for expected "phasing-in" over the period.

# Bags and Specialities

## Segment Revenue

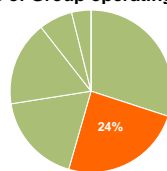
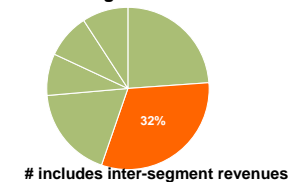


## Underlying operating profit

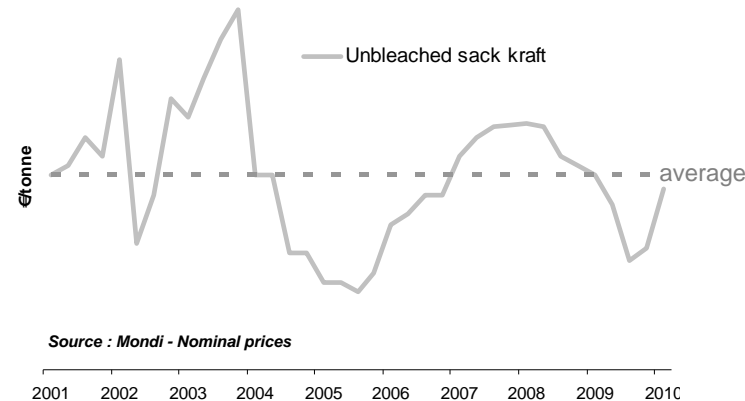


Share of Segment revenues #

Share of Group operating assets



- Volumes up on prior year, mainly in second-half
  - ~ 87,000 tonnes downtime, nearly all in first-half
- Recent paper pricing improvements to impact in new year
  - European bag outlook remains difficult – awaiting recovery in construction sector

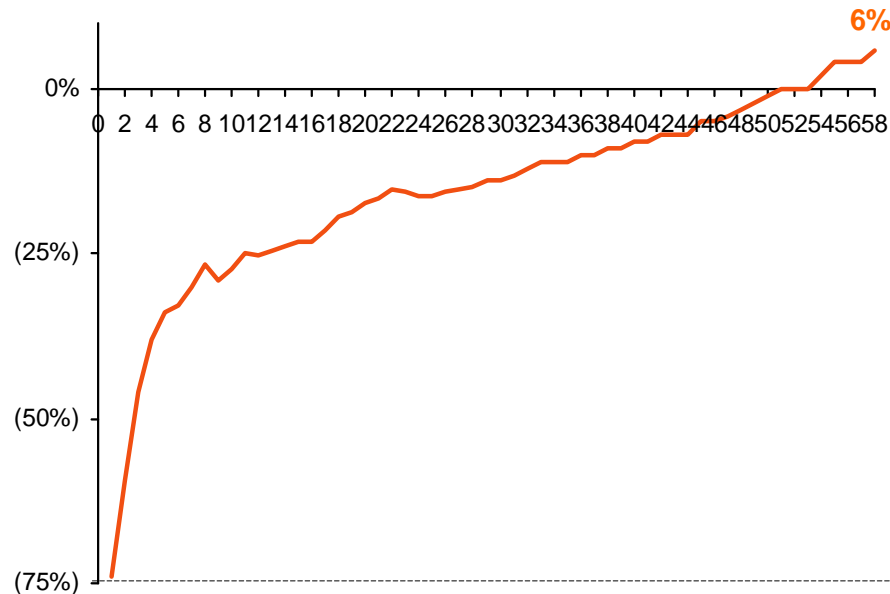


- Specialities up on back of resilient demand
  - and lower input resin costs
- Full year Kraft paper production ~840,000 tonnes
  - ~510,000 tonnes consumption by converting plants

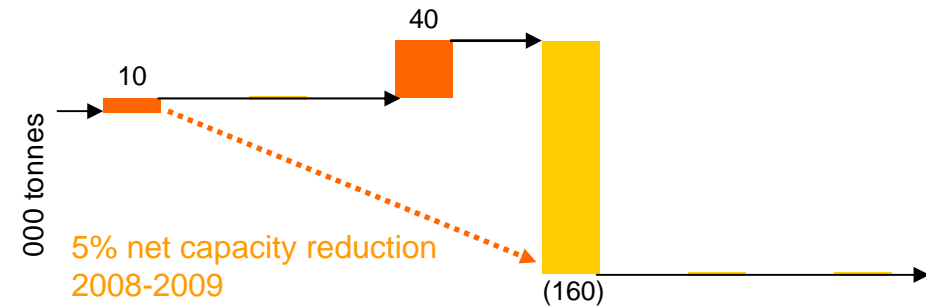
## Volumes and pricing recovering from lows

# Industry fundamentals – Kraft Paper

cumulative sack kraft paper order inflow 2009 vs. 2008 (% growth)<sup>1</sup>



Sack Kraft Paper capacity developments<sup>2</sup>



Capacity additions	Rationalisations	Capacity additions	Rationalisations	Capacity additions	Rationalisations
2008		2009		2010	

- Market stabilised following the lows reached over December 2008 – January 2009, when destocking appeared to be at it's height
- Current demand robust

- ~7% (~160ktpa) of sack kraft paper capacity closures in 2009.
- No major new capacity announcements
- Closure of Canadian capacity announced

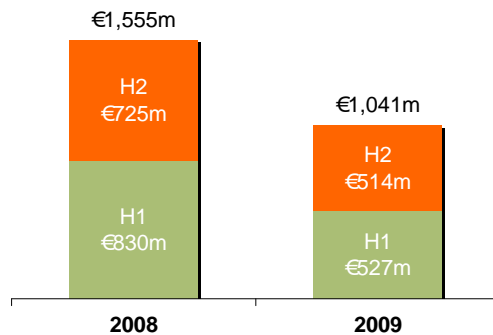
## Strong volume recovery

### Results for the year ended 31 December 2009

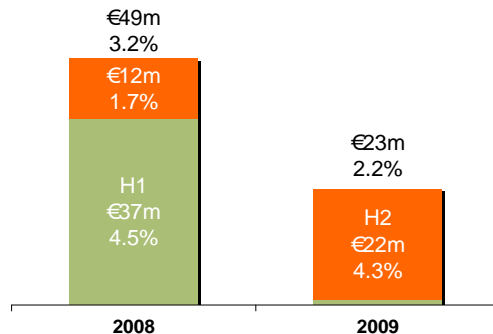


# Corrugated

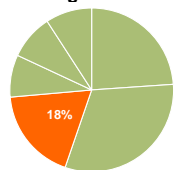
## Segment Revenue



## Underlying operating profit

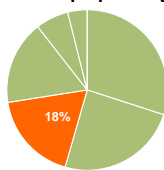


Share of Segment revenues #

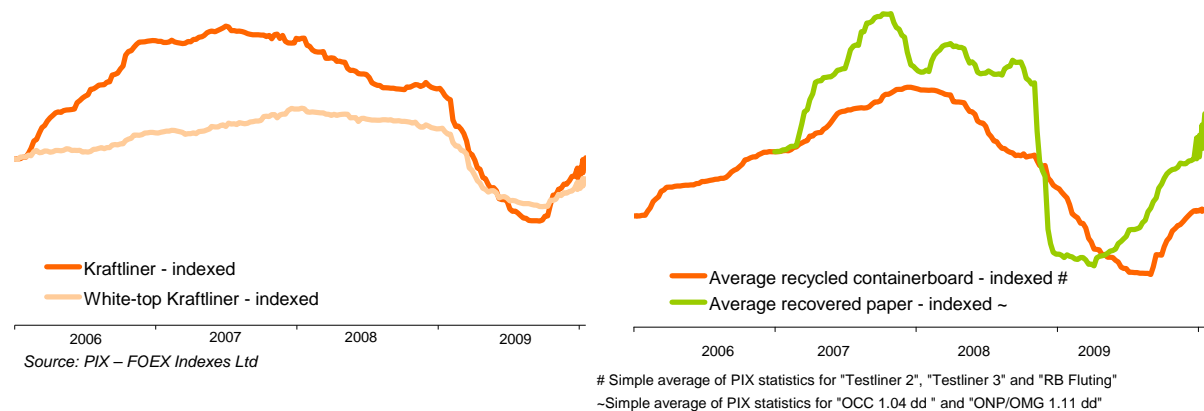


# includes inter-segment revenues

Share of Group operating assets



- Trading environment challenging
  - Weak demand and slow supply-side response
  - Clear improvement in trading in second-half, especially in fourth-quarter

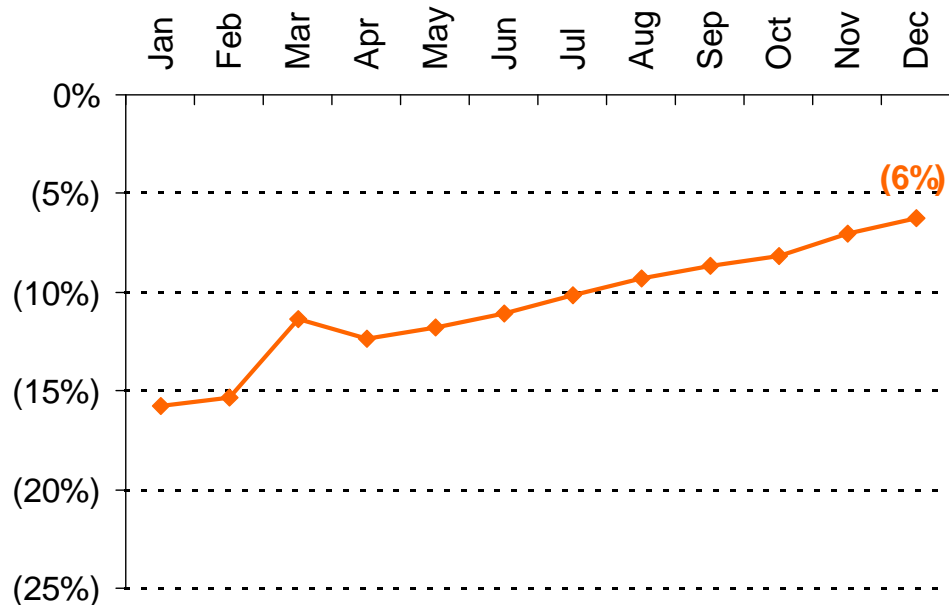


- Fourth-quarter price improvements across all grades due to
  - Input cost pressures and improved volumes
- Second-half cost benefit resulting from prior restructuring
- Swiecie's new PM well-positioned and performing ahead of plan
- 2009 Net long ~840,000 tonnes containerboard
  - ~550,000 tonnes = Virgin; ~290,000 tonnes = Recycled

## Signs of recovery after very weak start

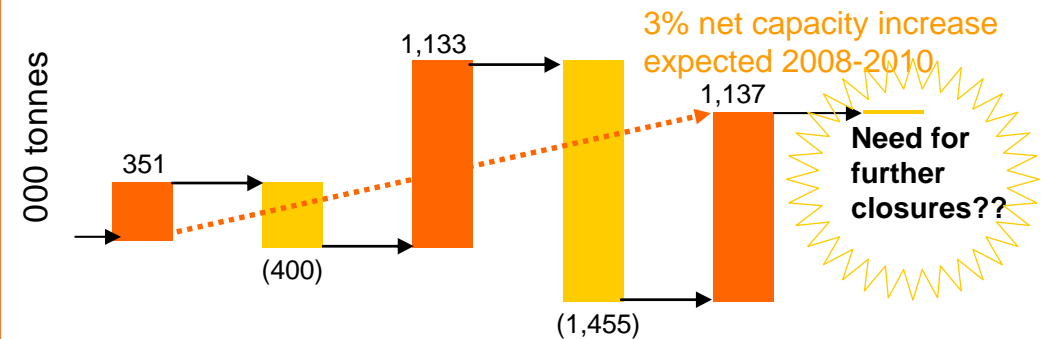
# Industry fundamentals – Corrugated

cumulative corrugated order inflow 2009 vs. 2008 (% growth)<sup>1</sup>



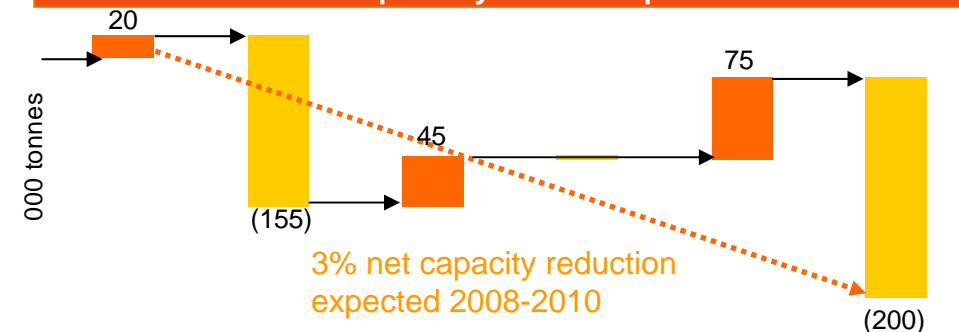
- Industry order inflows recovering from weak first quarter
- ~8% RCB capacity closures in 2008 / 9
- New testliner capacity in construction
  - Pricing impact uncertain
  - High-cost mills remain in cash loss

RCB<sup>2</sup> capacity developments<sup>4</sup>



Capacity additions	Rationalisations	Capacity additions	Rationalisations	Capacity additions	Rationalisations
2008		2009		2010	

VCB<sup>3</sup> capacity developments<sup>4</sup>



Capacity additions	Rationalisations	Capacity additions	Rationalisations	Capacity additions	Rationalisations
2008		2009		2010	

## Improving fundamentals, but more needed

Results for the year ended 31 December 2009

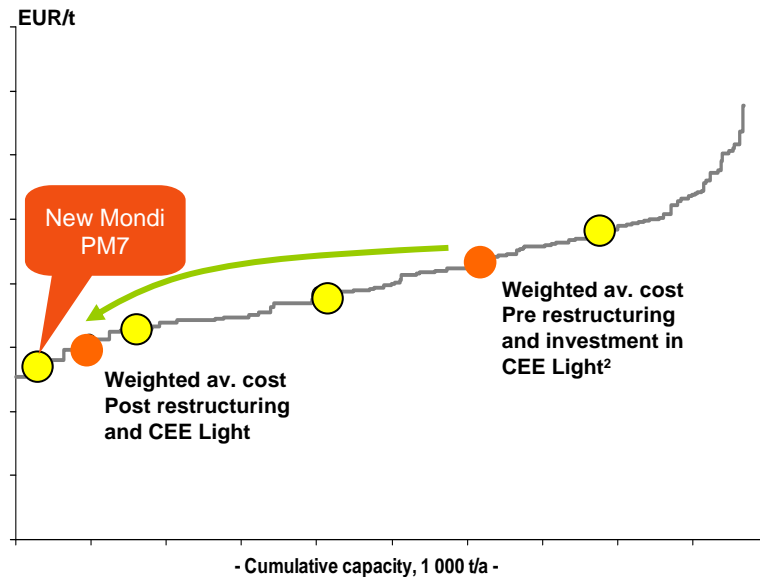
Page 26

<sup>1</sup> Source: Mondi accumulation from various European national statistics; <sup>2</sup> Testliner and waste-based fluting <sup>3</sup> Kraftliner and Semi-Chemical fluting <sup>4</sup> Sources: RISI, press releases, analysts reports, Mondi estimates; includes rebuilds and adjusts for expected "phasing-in" over the period.

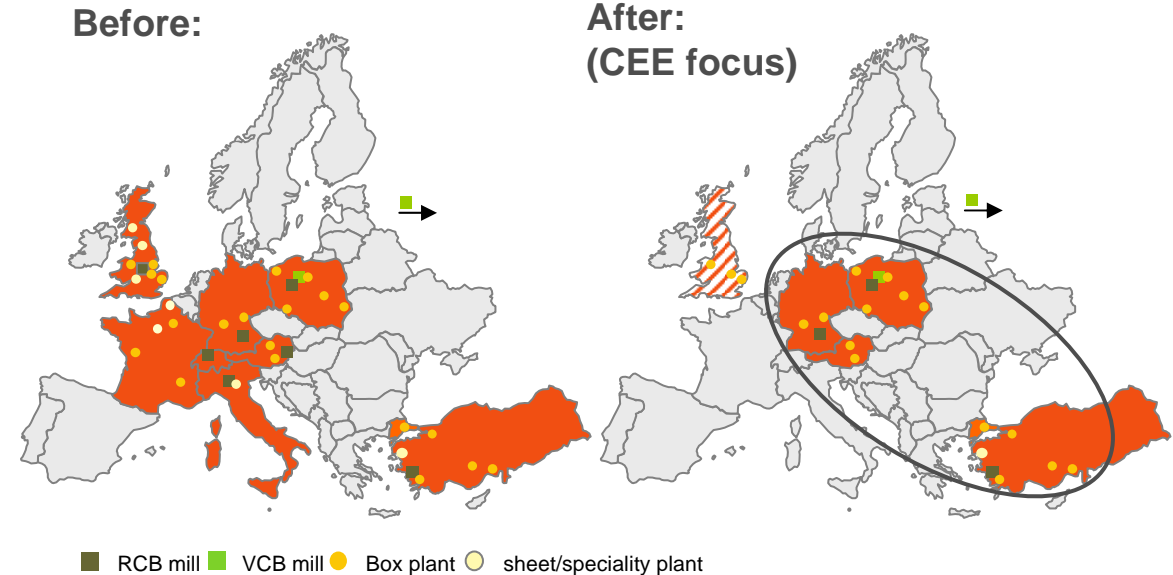
# Corrugated restructuring



## European Recycled Fluting Supply Delivered costs to Frankfurt<sup>1</sup>



## Corrugated Business EU footprint



- Closure/sale of 9 corrugated plants and 4 mills between 2008 to 2010
  - Potential divestiture UK converting operations
- Average cost position after restructuring actions and CEE light improved from third to first quartile
- Full year production ~1.8 million tonnes; ~800,000 = Virgin; ~1,000,000 = Recycled
  - ~700,000 tonnes consumed by corrugated box plants
  - Net long ~1,100,000 tonnes containerboard

## Improved cost position, refined geographic footprint

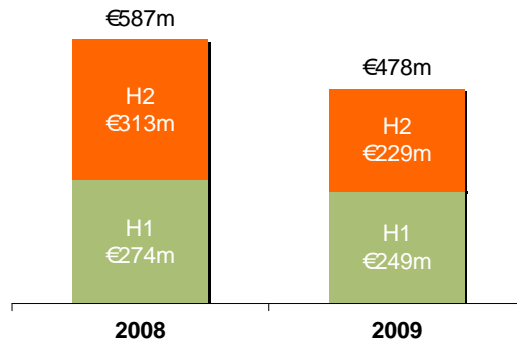
### Results for the year ended 31 December 2009

Page 27

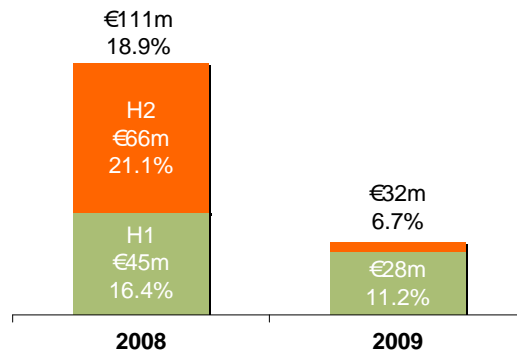
<sup>1</sup> From left to right : 1.Swiecie PM7, 2. Swiecie PM3, 3. Raubling PM7, 4.Raubling PM5. Source Pöyry Forest Industry Consulting.  
<sup>2</sup> Mondi theoretical weighted average cost position including Frohnleiten, Monza, Niedergösgen and Holcombe and excluding excluding Swiecie PM7 (CEE Light)

# South Africa Division

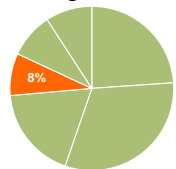
## Segment Revenue



## Underlying operating profit

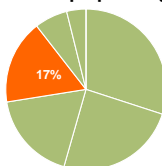


Share of Segment revenues #

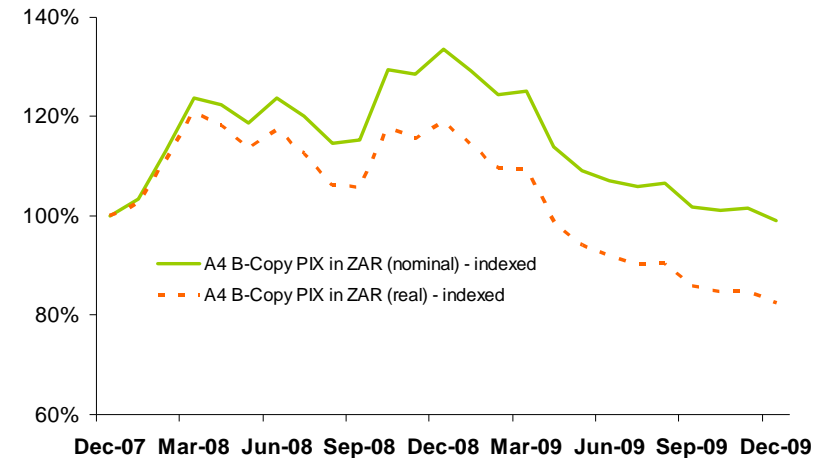


# includes inter-segment revenues

Share of Group operating assets



- Lower export margins across all grades - lower prices and a stronger South African rand



- volumes reduced across all grades, ~118,000 tonnes downtime
- ~120,000 tonnes of uncoated fine paper capacity mothballed
- containerboard impacted in second-half
- Positive export price developments in fourth-quarter in pulp and containerboard, offset by Rand strength

- Domestic uncoated fine paper prices firm – but softening volumes
- Reduced valuation gains on forestry assets
- Organisational restructuring in progress

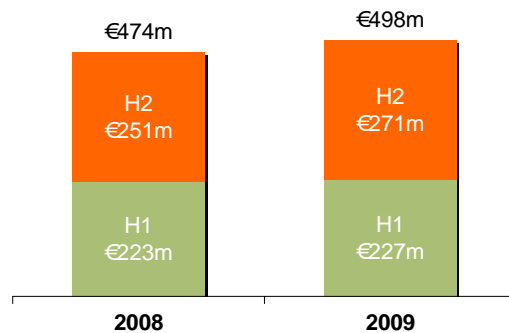
## Export focused business heavily impacted

### Results for the year ended 31 December 2009

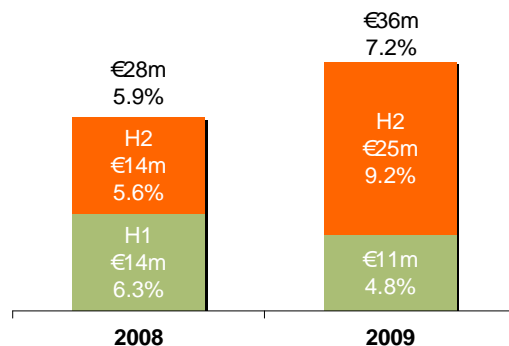
Source: PIX – FOEX Indexes Ltd translated into South African rands at monthly average exchange rate; "www.reservebank.co.za"

# Mondi Packaging South Africa

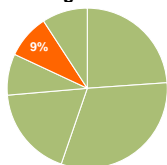
## Segment Revenue



## Underlying operating profit

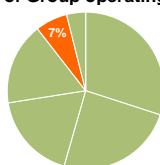


Share of Segment revenues #



# includes inter-segment revenues

Share of Group operating assets

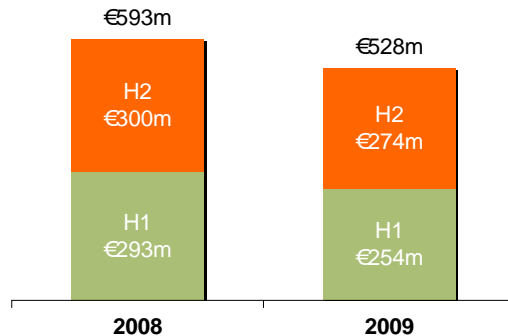


- Strong second-half across all businesses despite slow-down in local economy,
  - Able to maintain prices over the year
  - Benefits on translation into euros from South African rand strength
- Volumes soft – market-related downtime of ~58,000 tonnes taken in paper to balance inventories
- Emphasis on cost control

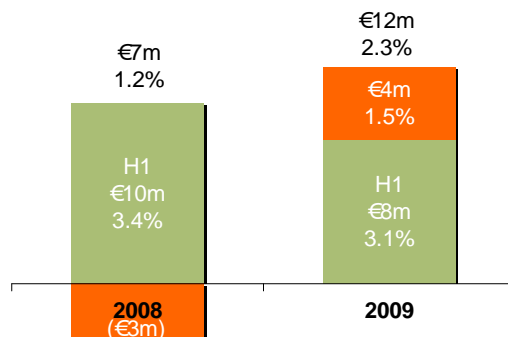
**Strong performance in difficult conditions**

# Merchant & Newsprint

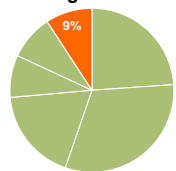
## Segment Revenue



## Underlying operating profit

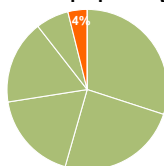


Share of Segment revenues #



# includes inter-segment revenues

Share of Group operating assets



- Aylesford pricing up around 20% on contract business, although rising input cost pressures and structurally weak European newsprint market a concern going forward
- Mondi Shanduka Newsprint (“MSN”) marginally down, due to weaker domestic demand and pricing pressures
- Europapier down on lower demand and softening margins, compounded by bad debts as smaller customers impacted by the economic crisis

**Improved Aylesford result partly offset by weaker MSN and Europapier**

# Agenda



Highlights

Financial overview

Operational review

➔ **Major projects**

Summary

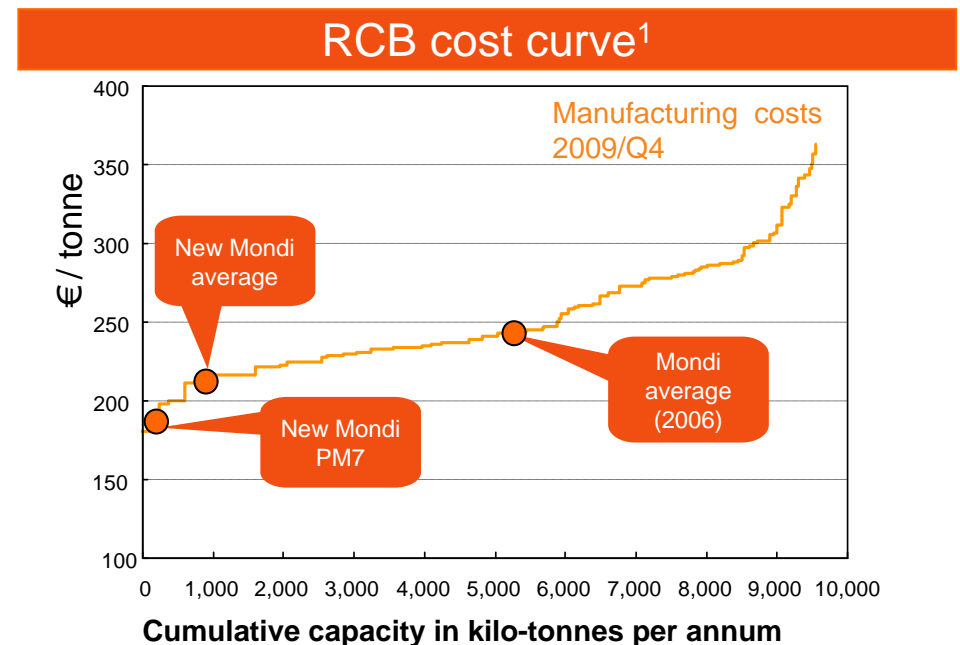
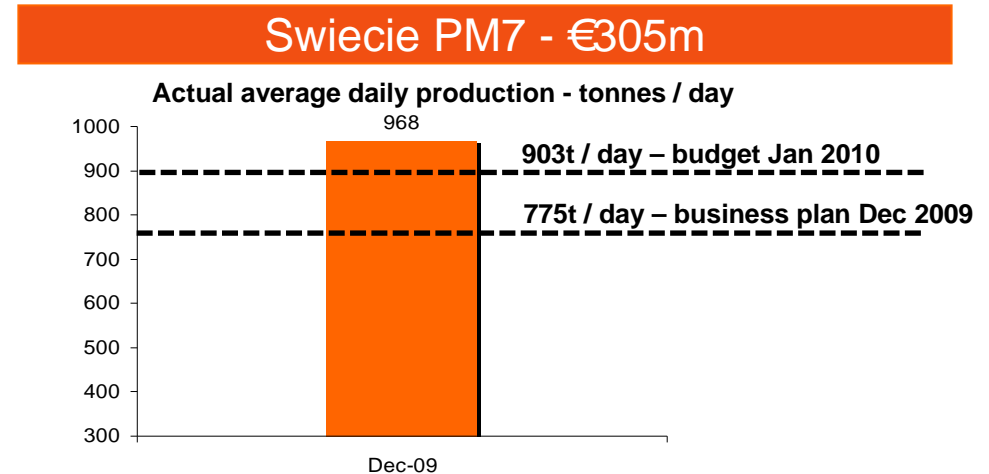
Appendices



# Operational excellence evidenced in the start-up of Swiecie's PM7



- Brown field expansion – lowest operating cost of its type :
  - ~€70m capital cost benefit
  - ~€30-€40 / tonne operating cost benefit
- Start-up ahead of schedule and capital cost around €20 million below budget
  - New converting plant commissioned
- “A” grade recycled containerboard production achieved early in September
  - currently operating well – production well ahead of business plan
- Market risk effectively managed
  - Order book position “full”
  - ~50% sold to internal box network



**Sustainably lowering cost base**

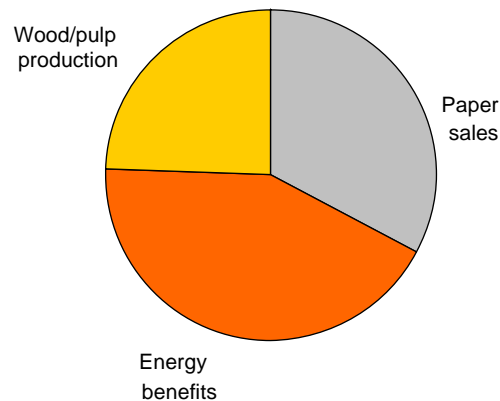


# The Syktyvkar mill modernisation will further enhance Mondi's low cost position



- 2010 second-half completion
- Small overrun expected (up to 4%), resulting in capital cost up to €545 million
- Limited market risk

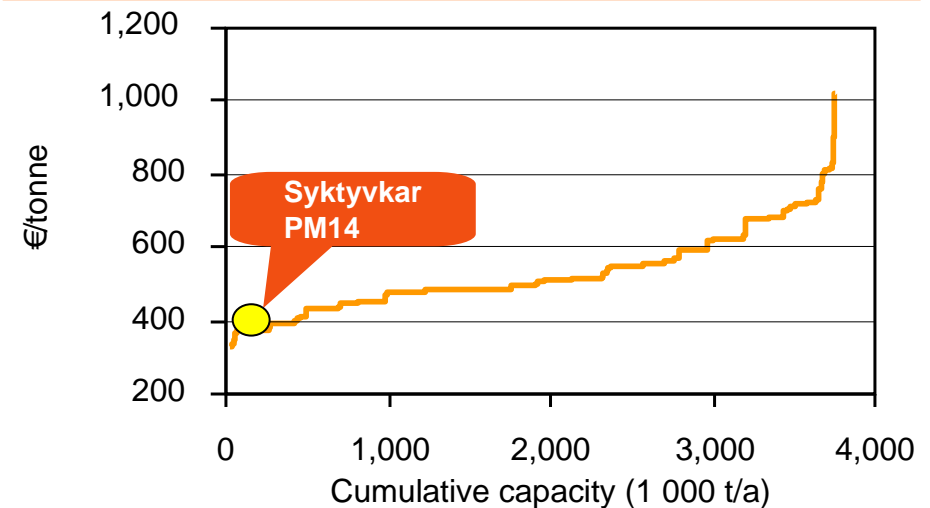
## Project returns



## Syktyvkar



## UFP (universal) cost curve<sup>1</sup>



## Sustainably lowering cost base

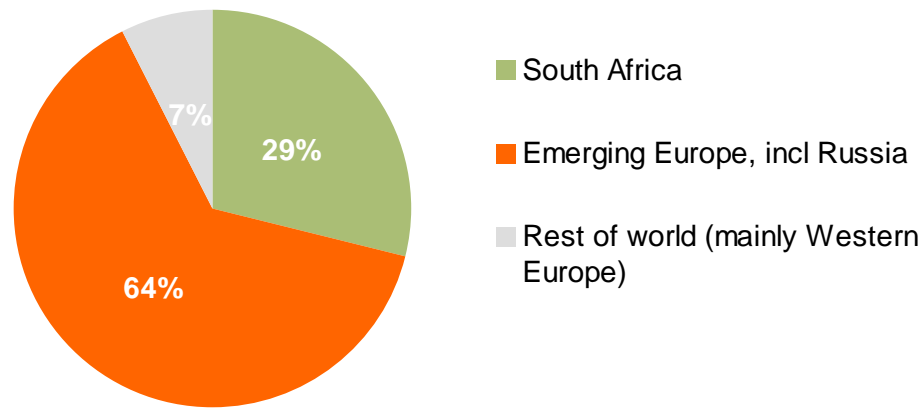
Results for the year ended 31 December 2009

<sup>1</sup> Source: Pöyry Forest Industry Consulting

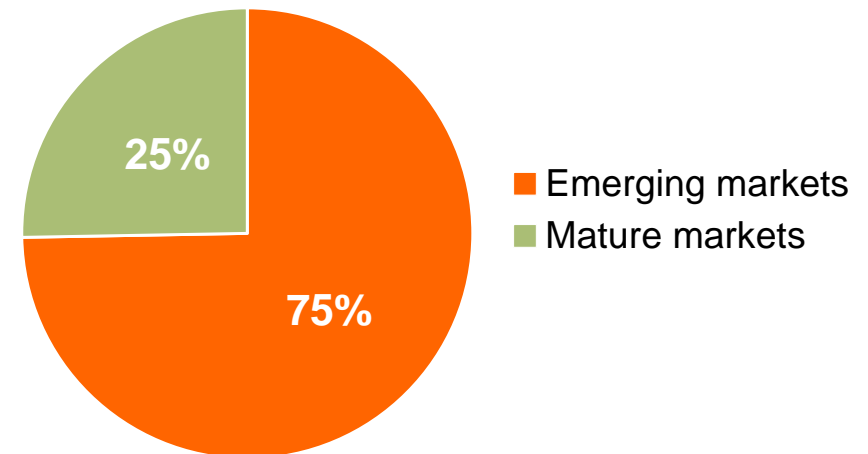
Page 33

# Major mill modernisation programme

## Expansionary capital spend 2004 to 2009<sup>1</sup>



## 2009 Net operating assets



- Coming to the end of 10 year programme of modernising its asset base
  - Almost €3 billion spent on expansionary projects
  - Most large operations now well invested – more than €2 billion spent on major mills
- Followed acquisitions in emerging Europe through turn of the century and underpins long-term emerging market strategy

**Net cash flow will benefit as capital spend declines**

# Agenda



Highlights

Financial overview

Operational review

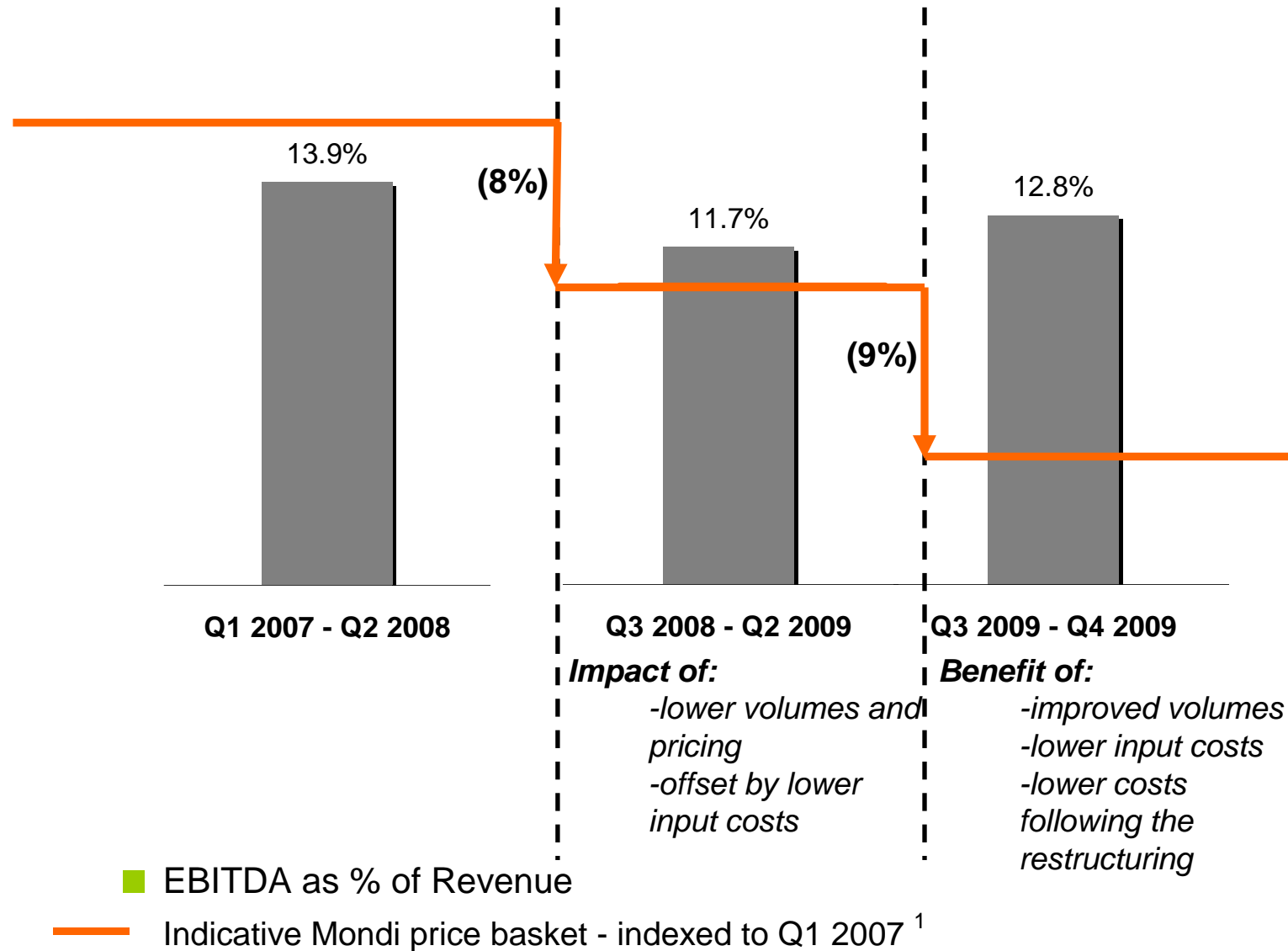
Major projects

➔ **Summary**

Appendices



# Structurally improved performance in 2009 second-half



**Structurally better positioned to benefit from upturn**

Results for the year ended 31 December 2009

Page 36

(1) Source: FOEX Indexes Ltd - "Indicative Mondi price basket uses simple average of the following specific PIX indexes (indexed versus Q1 2007) - "A4 cut-size B-copy paper", "Kraftliner 175g", "White-top kraftliner", "Testliner 2" plus Mondi's own Sack-Kraft prices

# Summary

- Resilient performance in challenging conditions / strong financial position
  - Uncoated fine paper continues to perform
  - Low-cost base supported continued profitability in downturn
  - Substantial cash inflow from operations
  - Debt under control despite major project spend – substantial headroom on committed facilities
- Focus on cash and costs helped offset revenue pressures
  - Continuous reduction in fixed cost base
  - Working capital continues to be a key focus of management
  - 2009 capex approvals below 40% of depreciation
- Restructuring initiatives enhancing the Group's overall cost competitiveness
  - ~355,000 tonnes downtime taken over the year; ~92,000 tonnes in the second-half
  - ~930,000 tonnes annual capacity of high cost paper exited in just over two years
  - 18 converting sites rationalised in 2008 / 2009
  - Largely complete
- Consolidate leading cost position in our chosen markets
  - Major projects will sustainably lower cost base

**Well positioned with low-cost, high-quality, well-invested core**



# Agenda

Highlights

Financial overview

Operational review

Major projects

Summary

➔ **Appendices**



## Three key pillars to our strategy

### Leading market positions

**Build** on leading positions in packaging and Uncoated Fine Paper (UFP), particularly in **emerging markets**

### High quality, low cost asset base

Maintain position as **lowest-cost producer** in our markets:

- Selectively investing in production capacity in lower-cost regions
- Exploiting benefits of upstream integration (including forestry)

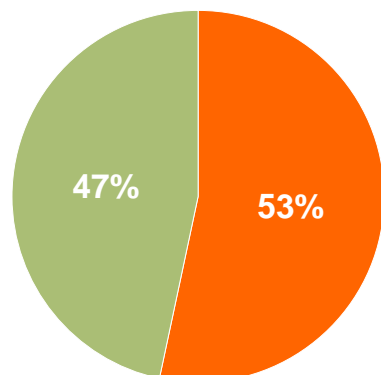
### Focus on performance

Focus on **continuous productivity improvement** and **cost reduction**, delivered through business excellence programmes and **rigorous asset management**



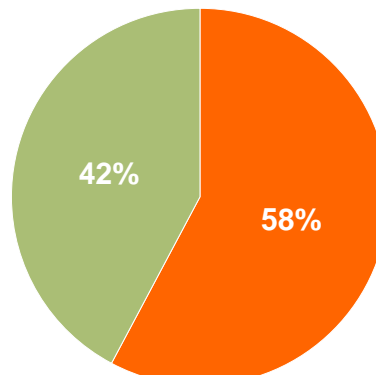
# Focus on packaging and UFP in emerging markets<sup>1</sup>

Revenue by destination



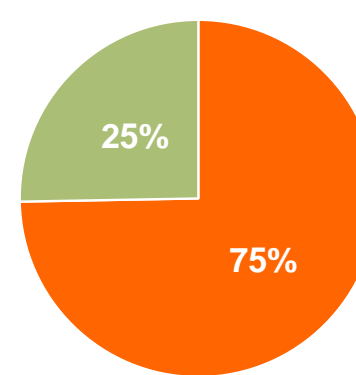
■ Emerging markets  
■ Mature markets

Revenue by origin



■ Emerging markets  
■ Mature markets

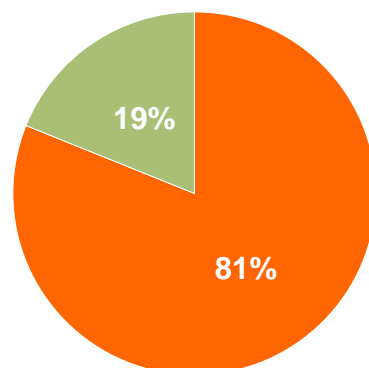
Net operating assets



■ Emerging markets  
■ Mature markets

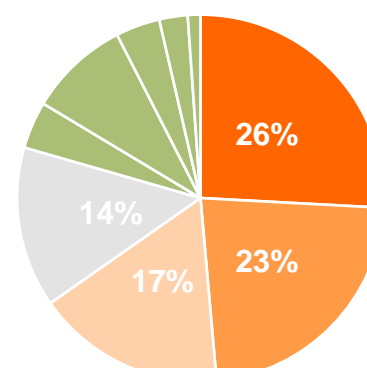
● Of which, 13% relates to Mondi's two major projects in Poland (on-stream in September 2009) and in Russia (on-stream in second-half 2010)

Virgin-based production



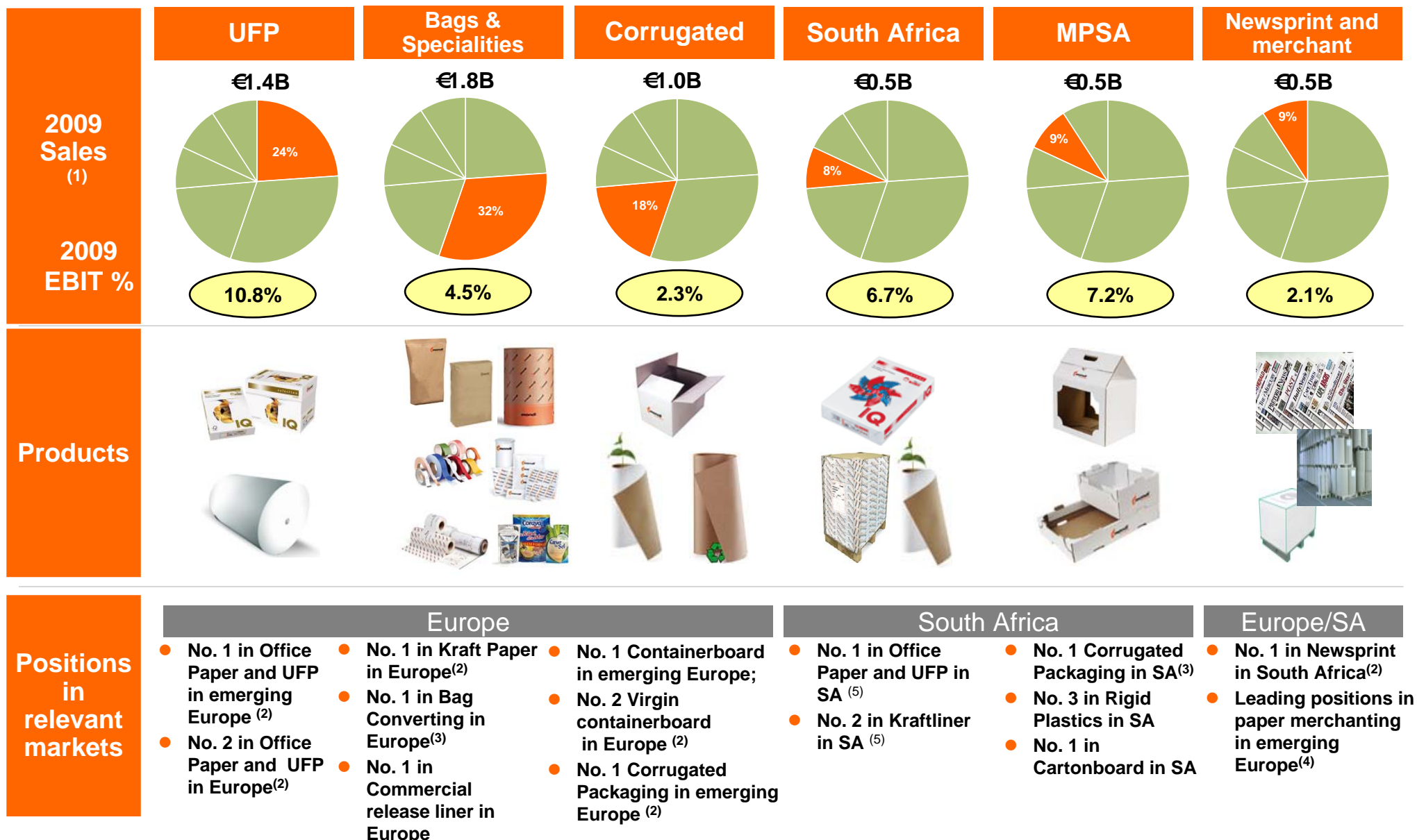
■ Emerging markets  
■ Mature markets

Revenue by product



■ Corrugated products  
■ Uncoated fine paper  
■ Kraft paper & bags  
■ Specialities  
■ Other

# Mondi at a glance



Results for the year ended 31 December 2009

(1) Segment revenues, including inter-segment revenues. EBIT % is before special items. (2) Based on production capacity. (3) Based on sales. (4) Management estimate based on sales. (5) Based on capacity. Sources: RISI, Pöyry Forest Industry Consulting, Freedonia, BMI Foodpack, PAMSA, Mondi

# Emerging market asset base leads to low cost positions across the Group's main grades...



Percentage of Mondi's Capacity in overall cost curve at Feb 2010 <sup>1</sup>				
Grade	1 <sup>st</sup> Quartile	2 <sup>nd</sup> Quartile	3 <sup>rd</sup> Quartile	4 <sup>th</sup> Quartile
Unbleached Sack Paper	27%	4%	60%	9%
NSSC Fluting	100%	-	-	-
Unbleached Kraftliner	34%	66%	-	-
White Top Kraftliner	100%	-	-	-
BHKP (Pulp) <sup>2</sup>	-	100%	-	-
Recycled fluting	77%	15%	-	8%
UFP (Universal cutsize)	33%	33%	12%	22% <sup>3</sup>

<sup>1</sup> Note: Delivered to Frankfurt

<sup>2</sup> Note: Delivered to Rotterdam

<sup>3</sup> Note: High margin specialty mill

Source: Poyry

**high quality, low cost, well invested asset base**

# Production volumes

## Europe & International

		2008	2009	% Change
Containerboard	Tonnes	1,926,828	1,768,696	(8%)
Kraft paper	Tonnes	814,187	841,378	3%
Corrugated board and boxes	m m <sup>2</sup>	2,104	1,697	(19%)
Bag converting	m units	3,536	3,303	(7%)
Coating and release liners	m m <sup>2</sup>	2,667	2,672	0%
Uncoated fine paper	Tonnes	1,452,058	1,470,381	1%
Newsprint	Tonnes	192,921	194,564	1%

## South Africa

Containerboard	Tonnes	251,944	238,915	(5%)
Uncoated fine paper	Tonnes	416,509	353,707	(15%)
Wood chips (bone dry)	Tonnes	780,932	273,526	(65%)
External hardwood pulp	Tonnes	139,235	170,391	22%

## Mondi Packaging South Africa

Packaging papers	Tonnes	388,199	367,741	(5%)
Corrugated board and boxes	m m <sup>2</sup>	381	369	(3%)

## Newsprint JVs (attributable share)

Aylesford	Tonnes	331,929	312,736	(6%)
Shanduka	Tonnes	200,540	191,035	(5%)
	Tonnes	131,389	121,701	(7%)

H2 2008	H1 2009	H2 2009
961,509	836,456	932,240
352,433	383,373	458,005
961	924	773
1,634	1,655	1,648
1,253	1,258	1,414
697,694	709,433	760,948
95,100	99,390	95,174
134,495	120,989	117,926
186,571	179,325	174,382
416,685	197,436	76,090
126,021	101,287	69,104
201,616	177,796	189,945
198	177	192
168,176	158,483	154,253
100,901	96,262	94,773
67,275	62,221	59,480

# Abridged income statement <sup>1</sup>

€Millions

	2008	2009	% Change		H2 2008	H1 2009	H2 2009
<b>Group Revenue</b>	6,345	5,257	(17%)		3,082	2,614	2,643
Materials, energy and consumables used	(3,384)	(2,768)	18%		(1,655)	(1,387)	(1,381)
Variable selling expenses	(542)	(472)	13%		(261)	(225)	(247)
<b>Gross margin</b>	2,419	2,017	(17%)		1,166	1,002	1,015
Maintenance and other indirect expenses	(300)	(241)	20%		(157)	(111)	(130)
Personnel costs	(926)	(838)	10%		(456)	(430)	(408)
Other net operating expenses	(379)	(293)	23%		(195)	(153)	(140)
<b>EBITDA</b>	814	645	(21%)		358	308	337
Depreciation and amortisation	(373)	(351)	6%		(180)	(170)	(181)
<b>Underlying operating profit</b>	441	294	(33%)		178	138	156
Net income from associates	2	2			-	1	1
Net finance charges	(159)	(114)	28%		(104)	(58)	(56)
Profit before tax	284	182	(36%)		74	81	101
Taxation charge	(82)	(58)	29%		(21)	(27)	(31)
	202	124	(39%)		53	54	70
Total Minority Interest	(30)	(29)	3%		(7)	(12)	(17)
<b>Underlying earnings</b>	172	95	(45%)		46	42	53

# Exchange rates

## Closing rates against the euro

	2008	2009	% Change
South African rand	13.07	10.67	(18%)
Pounds sterling	0.95	0.89	(7%)
Polish zloty	4.15	4.10	(1%)
Russian rouble	41.28	43.15	5%
US dollar	1.39	1.44	4%
Czech koruna	26.87	26.47	(1%)

## Average rates for the period against the euro

South African rand	12.06	11.68	(3%)
Pounds sterling	0.80	0.89	12%
Polish zloty	3.52	4.33	23%
Russian rouble	36.45	44.12	21%
US dollar	1.47	1.39	(5%)
Czech koruna	24.97	26.44	6%

H2 2008	H1 2009	H2 2009
13.07	10.89	10.67
0.95	0.85	0.89
4.15	4.45	4.10
41.28	43.88	43.15
1.39	1.41	1.44
26.87	25.88	26.47
12.40	12.25	11.10
0.82	0.89	0.89
3.54	4.47	4.18
36.29	44.08	44.17
1.41	1.33	1.46
24.73	27.13	25.75

# Integrated value chain



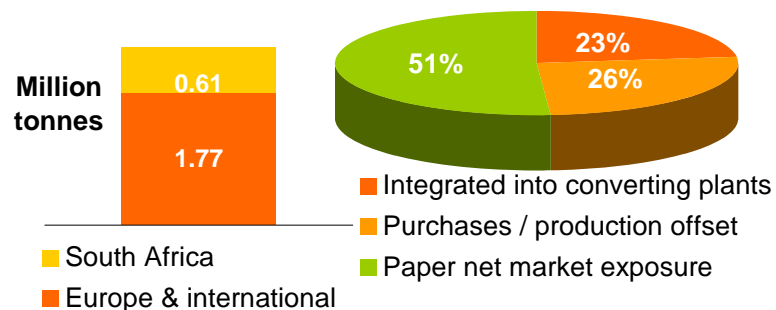
## Containerboard

2009 production = 2.4 million tonnes, of which:

Virgin containerboard = 1.1 million tonnes

Recycled containerboard = 1.3 million tonnes

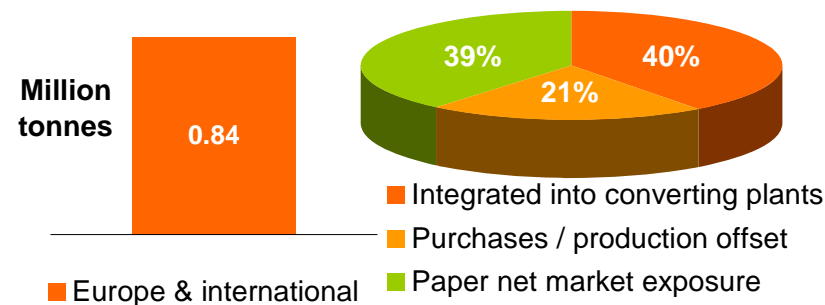
Potential self-sufficiency = 205%



## Kraft paper

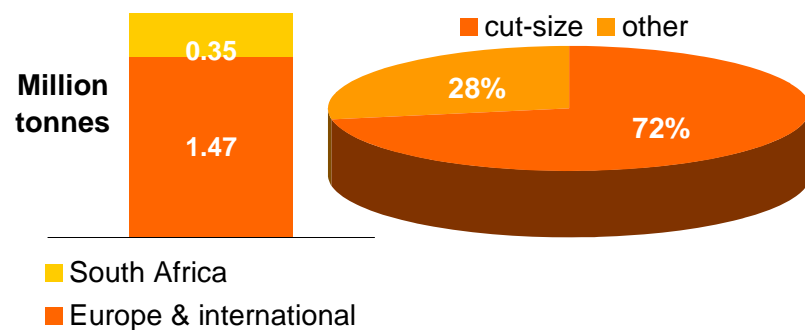
2009 production = 0.8 million tonnes

Potential self-sufficiency = 164%



## Uncoated fine paper

2009 production = 1.8 million tonnes



## Newsprint

2009 production = 0.5 million tonnes

