

Star Conference 2012

Milan, March 28 th, 2012

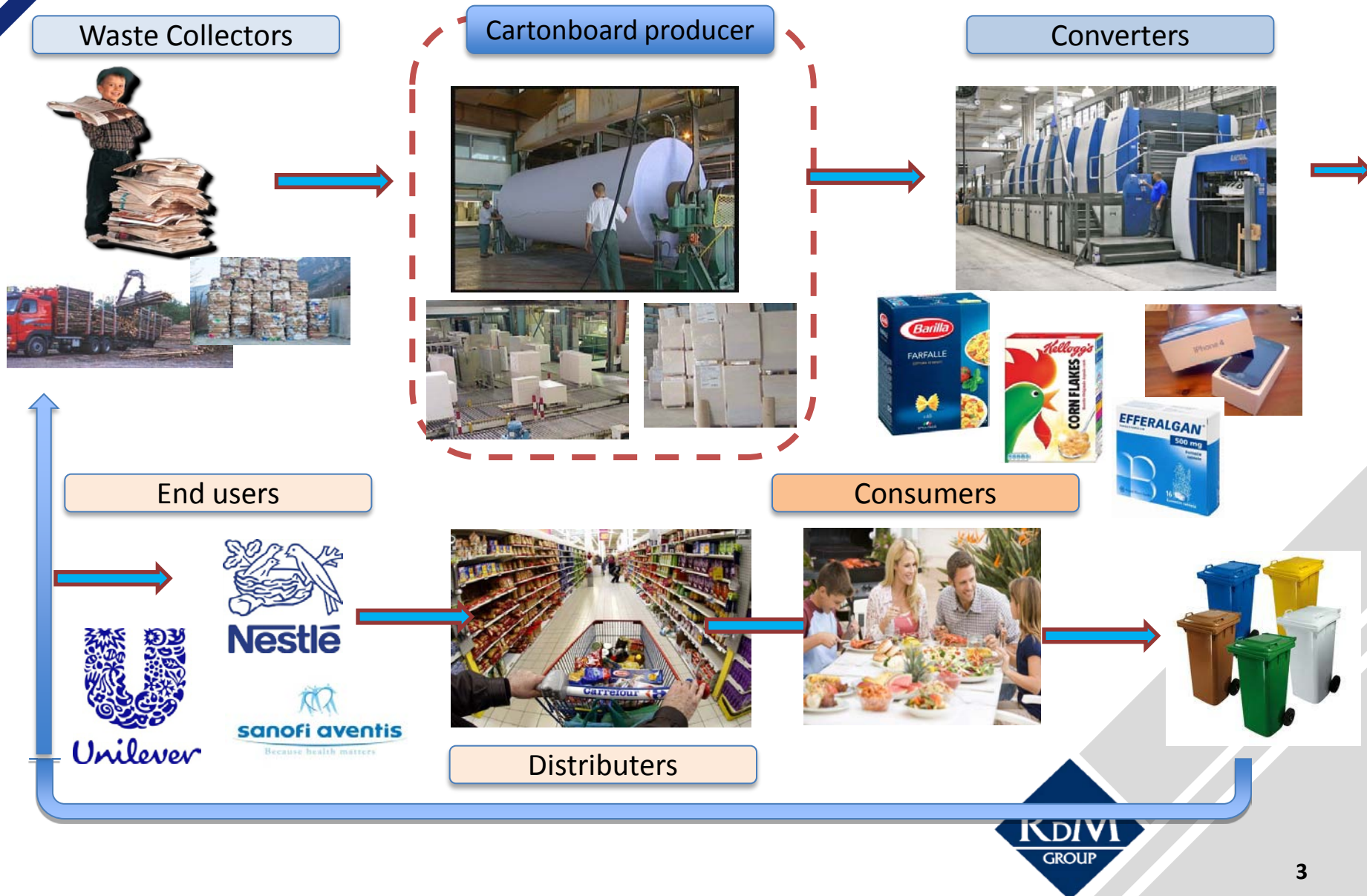
RenoDeMedici



Statement Disclaimer

Certain statements in this presentation, including statements regarding target results and performance, are forward-looking statements based on current analyses and/or assumptions. The accuracy of such statements is subject to a number of risks, uncertainties and assumptions that may cause actual results to differ materially from those projected, including, but not limited to, the effect of general economic conditions, decreases in demand for the Company's products, increases in raw material and energy costs, changes in the relative values of certain currencies, fluctuations in selling prices, adverse changes in general market and industry conditions and other factors.

RDM Business Loop



RDM Highlights

Our business

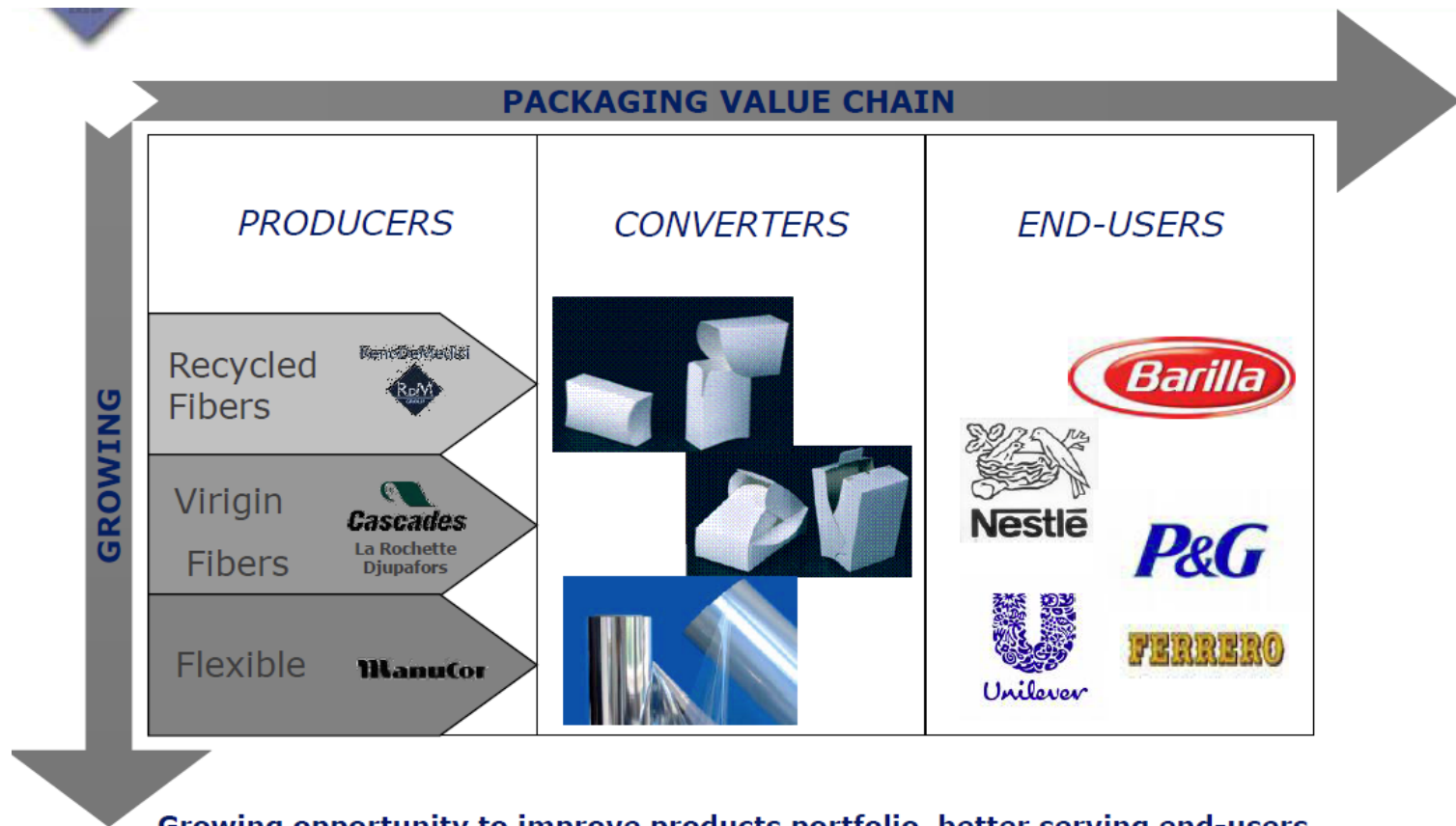
Market leadership:

- ♦ Leading Italian and second-ranked European producer of recycled cartonboard.

Production:

- ♦ Pan European assets base i.e . Italy, Spain, France and Germany.
- ♦ Wide production range meeting almost all packaging and graphic applications.
- ♦ Sheeting and distribution centers to meet high demanding customer service requirements.
- ♦ To further strengthen our environmental sustainable credo and behavior;
- ♦ To be recognized as the best partner in the whole consumer packaging supply chain.
- ♦ To achieve a return on capital in line with the best peers.

Our values



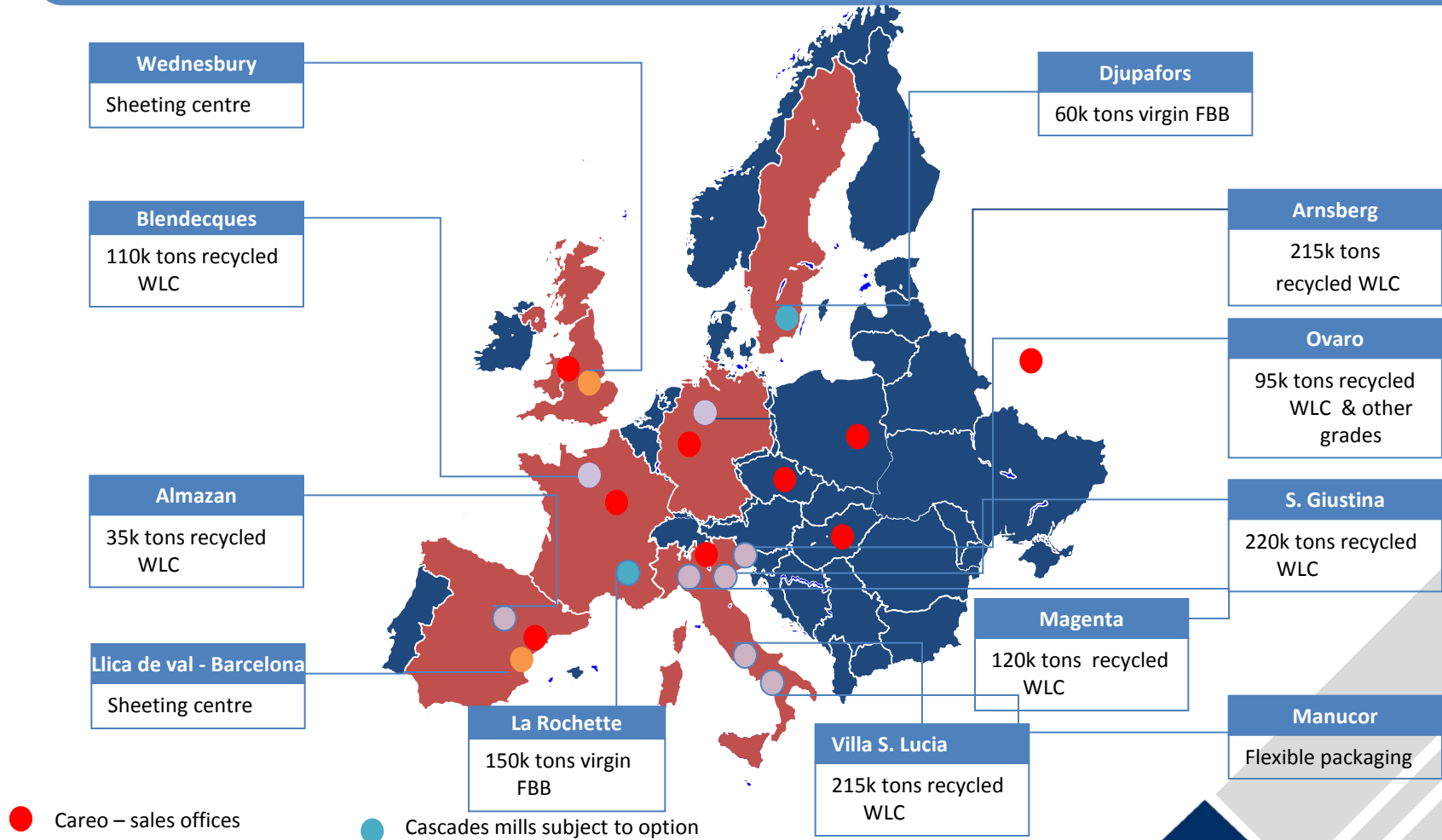
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MANUCOR

Widespread Geographic Assets Portfolio

2nd largest European cartonboard player







Widespread sales network



Achievements 2008 - 2011

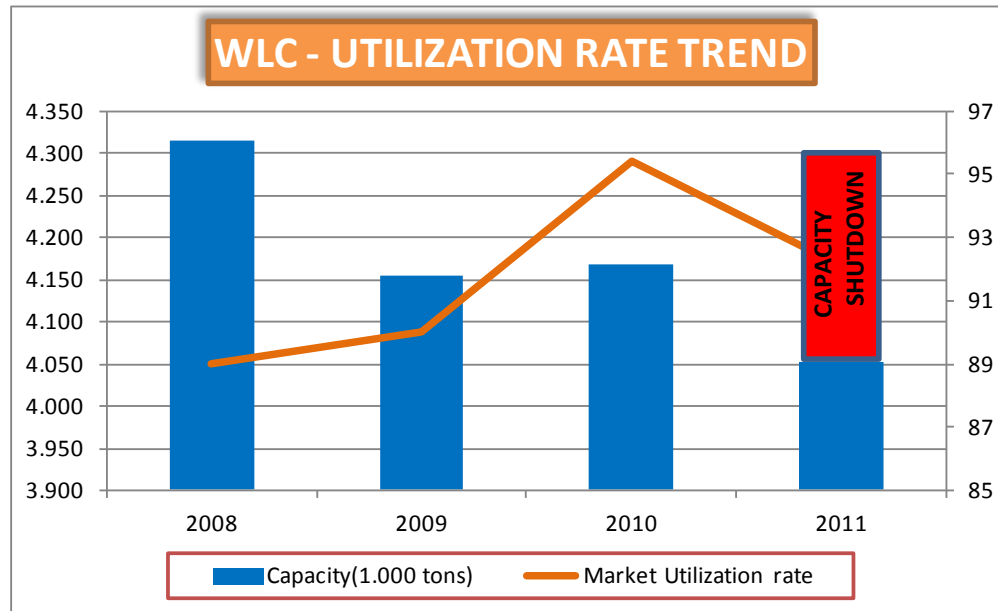
Before the 2008 merger, Rdm and Cascades recycled mills were individually too small to compete truly at European level and too big for local markets. The quest for benefits were to reduce the costs and increase proximity to customers all over Europe, through:

- Rationalization of production capacity, focusing on the best mills 
- Sales volume and market optimization 
- Restructuring of Sales Organization for recycled and virgin (CAREO) 
- Debt Reduction 

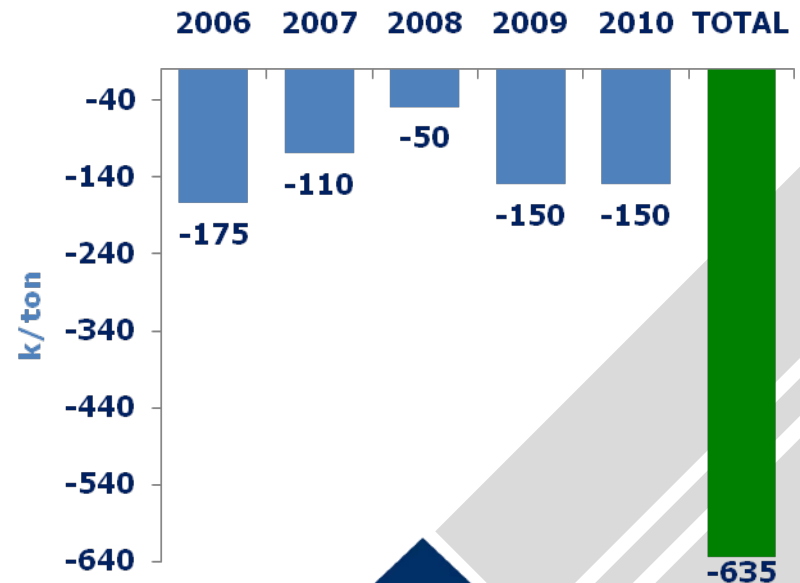
Market environment: supply

- Operating rates in European cartonboard industry have been relatively low during the past decade and have resulted in several cartonboard machine shut downs.
- Majority of overcapacity shut-down cartonboard machines occurred either in FBB and WLC markets, which grades have had the biggest overcapacity.

EUROPEAN CAPACITY UTILIZATION
(000s TONS)



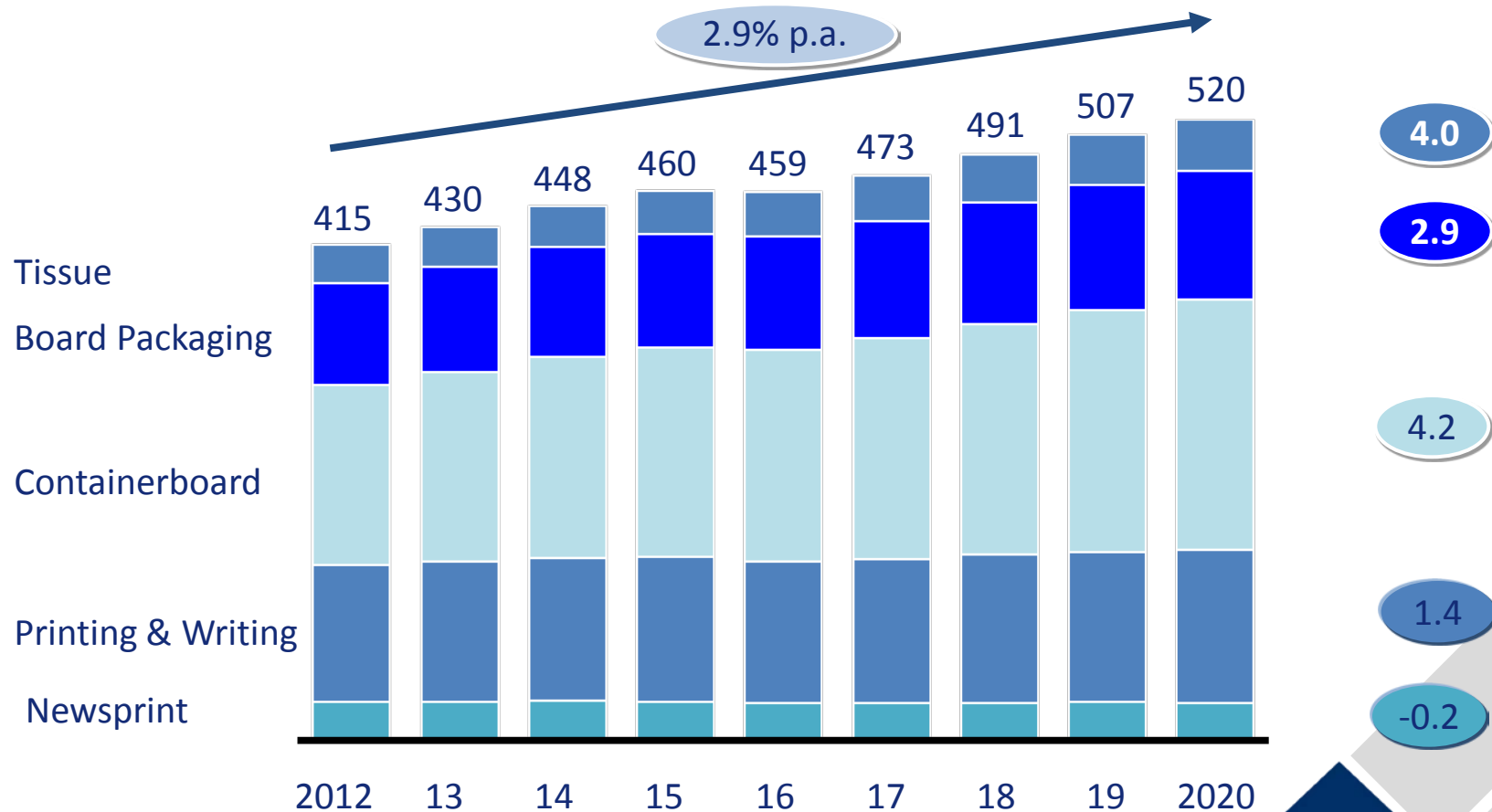
EUROPEAN CAPACITY REDUCTION
(000s TONS)



Paper and paperboard production is expected to grow by ~ 3% per annum till 2020, and board packaging is in line with this trend

Paper and paperboard production by grade
Worldwide, Million tonnes

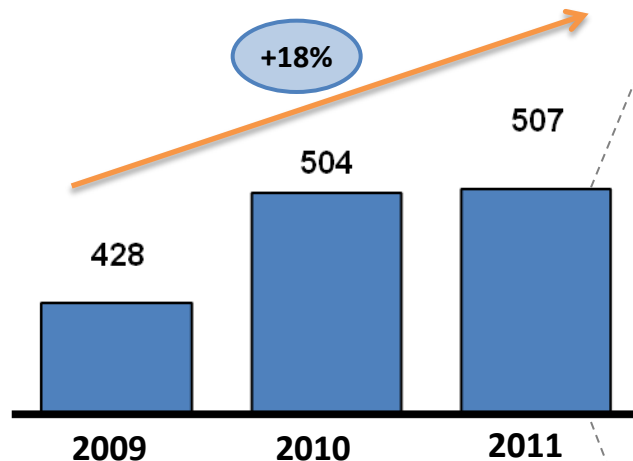
2012 - 20 CAGR
Percent



RDM 2nd largest European player in cartonboard

Key financial data

Revenues, Mln euro



EBITDA Mln euro

31

40

30*

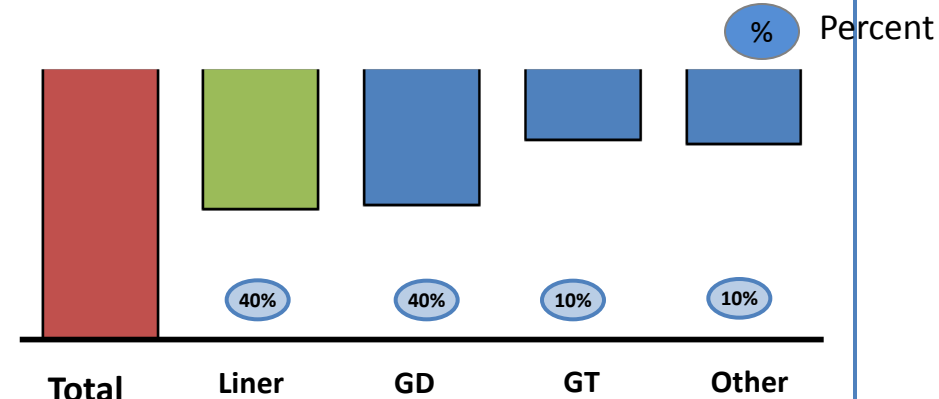
EBITDA Margins

7%

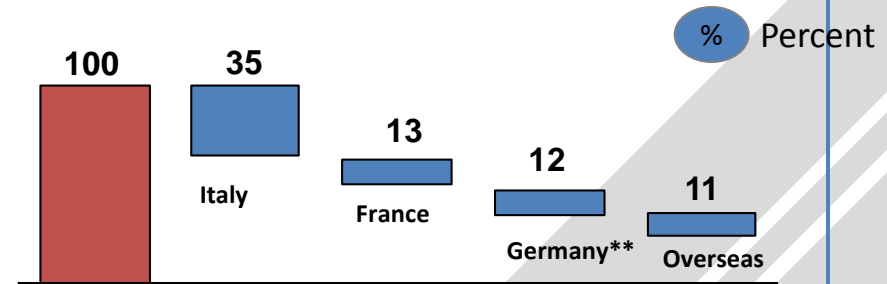
8%

6%

Sales split by product



By country



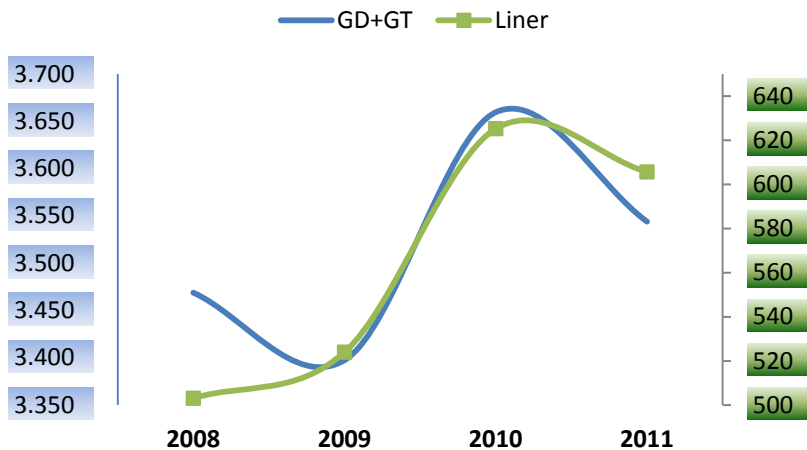
* Included discontinued operation

** German sales include Austria and Switzerland

RDM market environmental

WLC market consumption trend

Liner demand has grown by **20 %** since 2008 (mostly related to corrugated board industry)

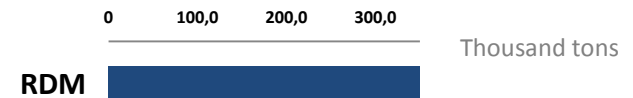


GD/GT has demand has grown by **2%** since 2008 correlated to GDP (mostly related to food industry)

Big players

Limited market to 3 big players

WLC- Liner



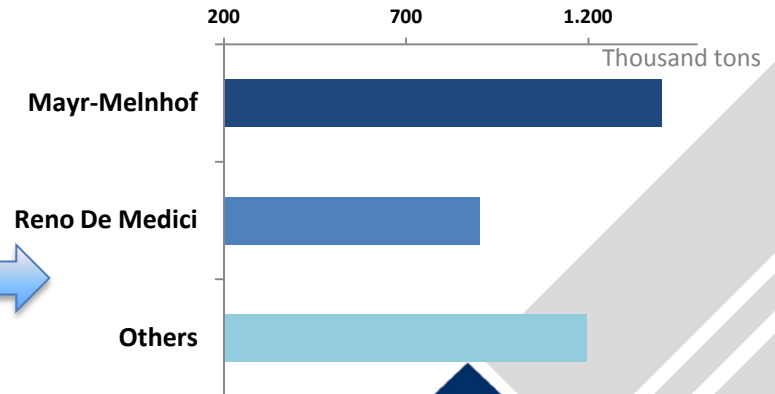
Mayr-Melnhof

Buchman

Others

Overcapacity due to fragmented market

WLC- GD-GT



Mayr-Melnhof

Reno De Medici

Others



2011 Results Highlights

KEY RESULTS year 2011 vs year 2010

Eur 000s	2011	2010
Revenues	507.1	503.6
EBITDA	30.0*	40.0
EBITDA %	6%	8%
EBIT	2.1	12.0
Net result	(2.8)	2.0
Net Financial Position (cash)/	86.6	106.5
Tons sold (000s)	878	946

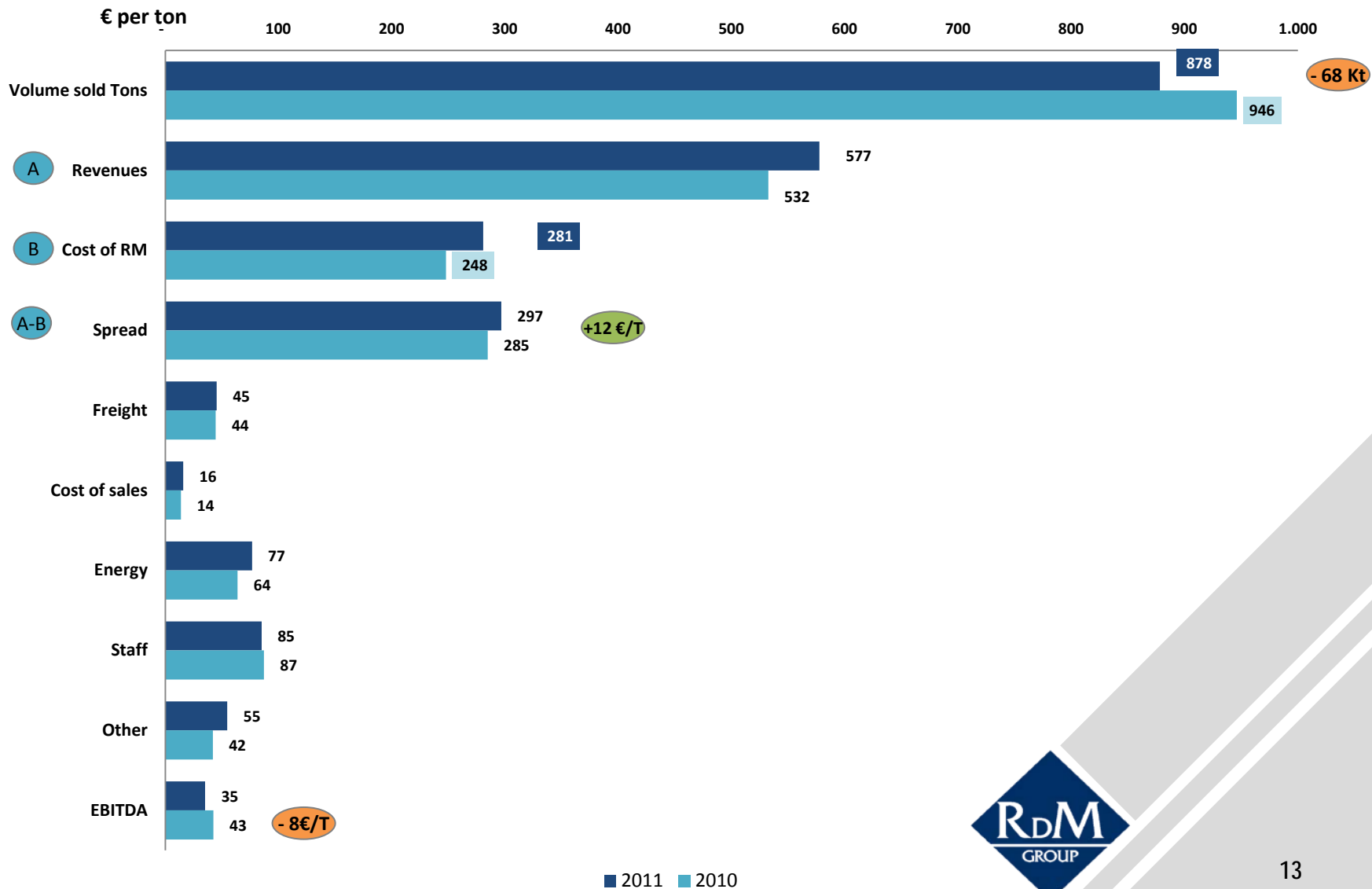
- Sales up 7 %
- EBITDA down 25 %
- Net debt down by € 20 ml
- Tonnes sold down 7 %

Comments & Outlook

- Decline of results due entirely to the third and the fourth quarter drop of demand, temporary stoppage of all the Company's plants has affected negatively the results.
- Pulp prices show a slight decline in the end of 2011 but this trend has been not confirmed yet as valid for 2012.
- The stock level of the industry has been reduced following 2011 destocking then we are expecting a slightly impact on the order inflow for beginning 2012, even if it is very difficult to predict 2012 results but it will mostly depends on the general economy trends.

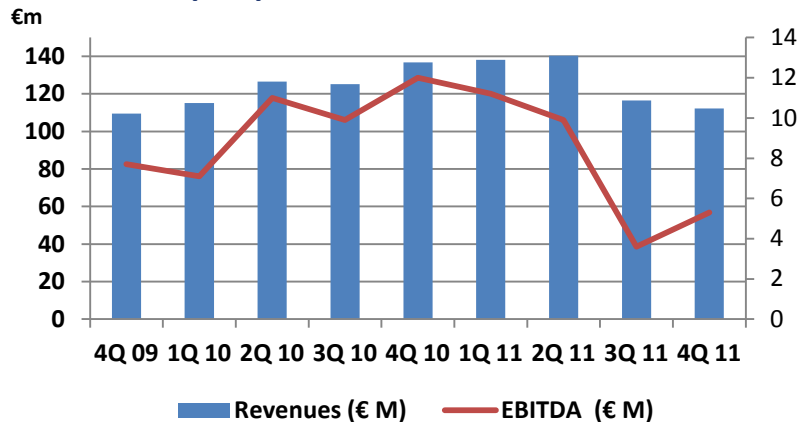


2011 Results has been negatively impacted by European Macro Economic crisis

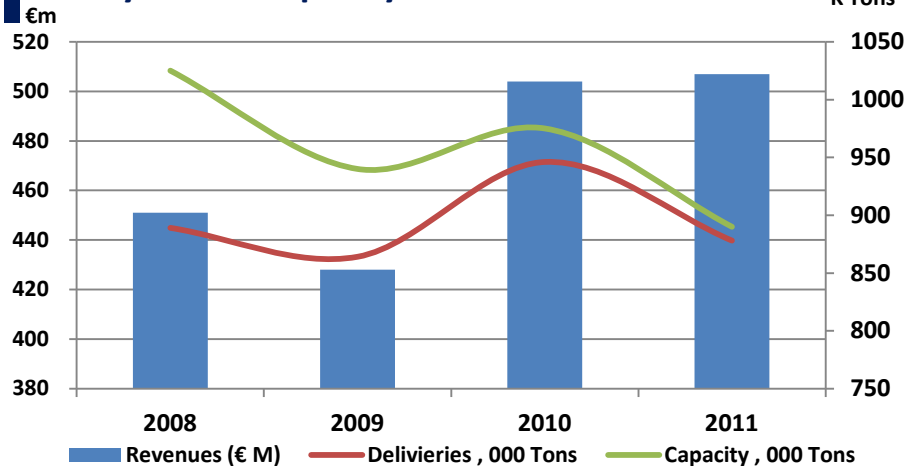


RDM growing revenues with a low debt level

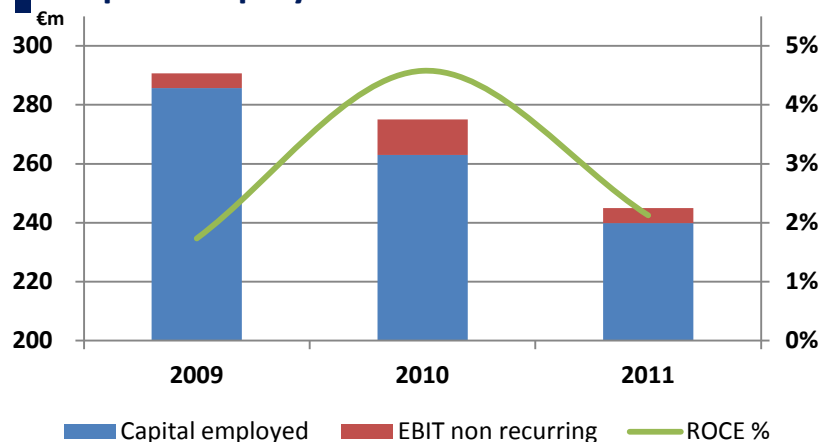
Revenues (M€) & EBITDA trend



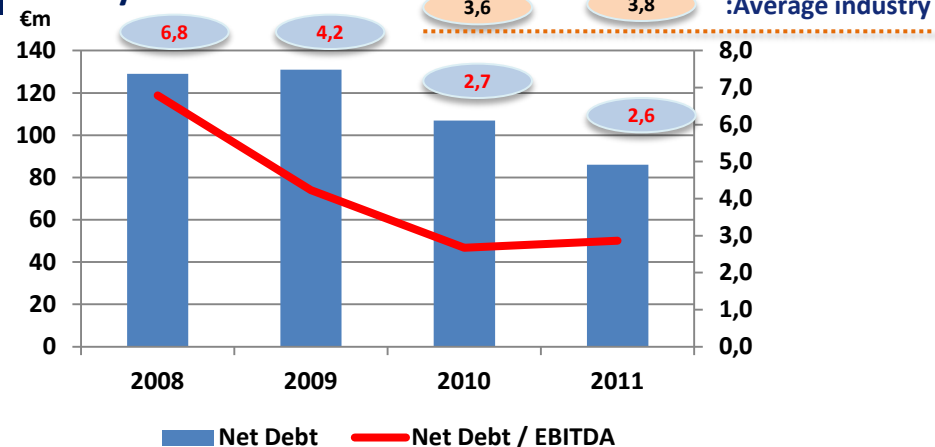
Yearly basis : Capacity vs deliveries



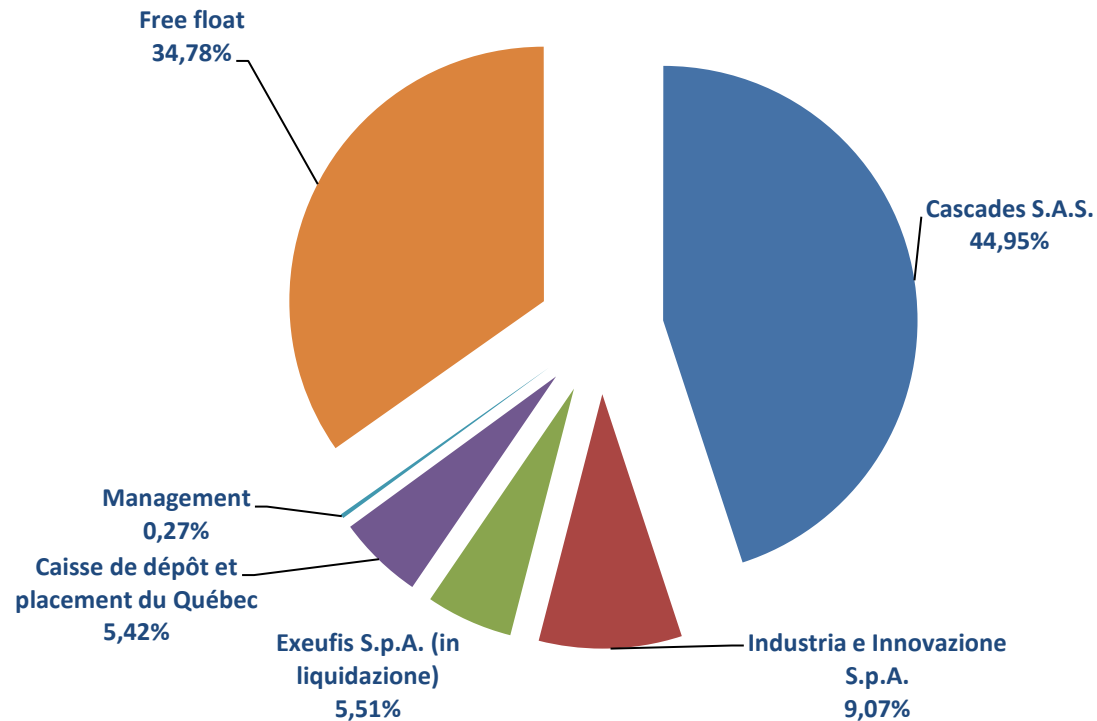
Capital employed return



Yearly basis:



Shareholders base



Note: In August 2010 Industria e Innovazione SpA signed a put&call agreement with Cascades related to its stake in RDM.

Estimated at March 2012



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