Star Conference
London October 1st, 2013

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 IN PILLS

PRODUCER

of essential
primary and secondary
packaging materials.

GREEN

The environment benefits
of recycled paper process
throughout CO_2 Emissions
reduction, energy
consumption savings and
forestry safeguard.

PACKAGING VALUE

Good preservation as
well as Brand Image

Carton Board: Production & Sales Circuit

Recycled paper Collectors

Cartonboard Producer

Consumers

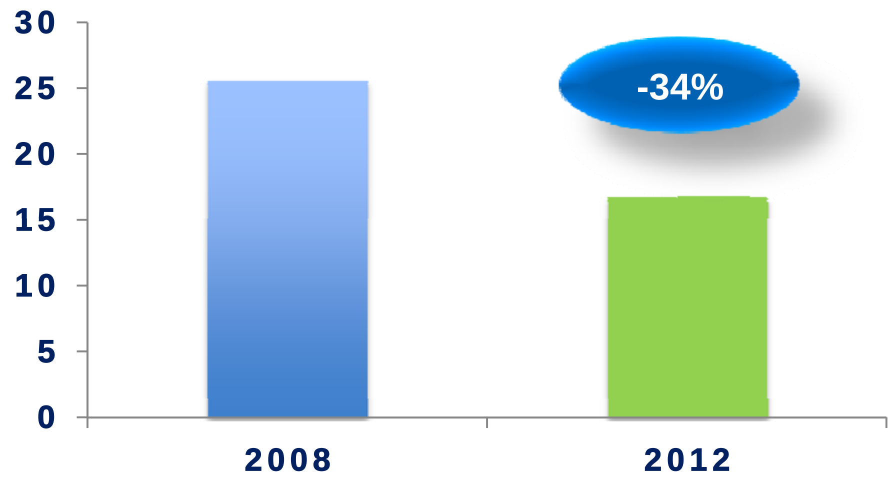
Converters

Distributors

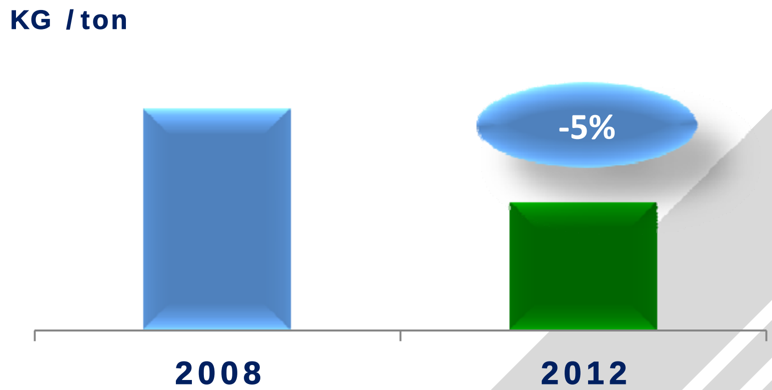
Note : Brands are representative copies.

Continuous reduction in energy, water consumption and CO2 emissions.

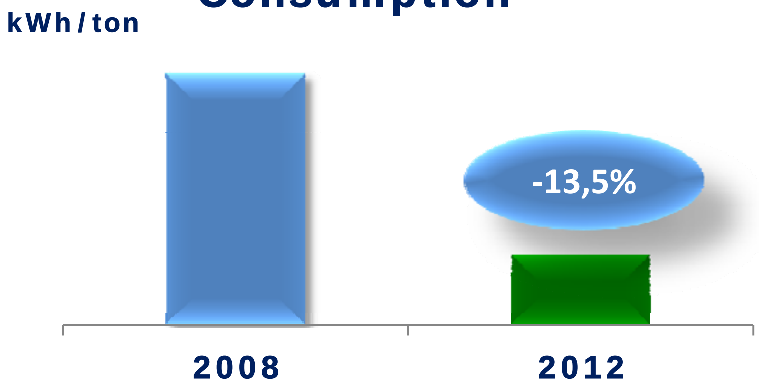
Water consumptions (m3/ton)



Relative CO2 Emissions

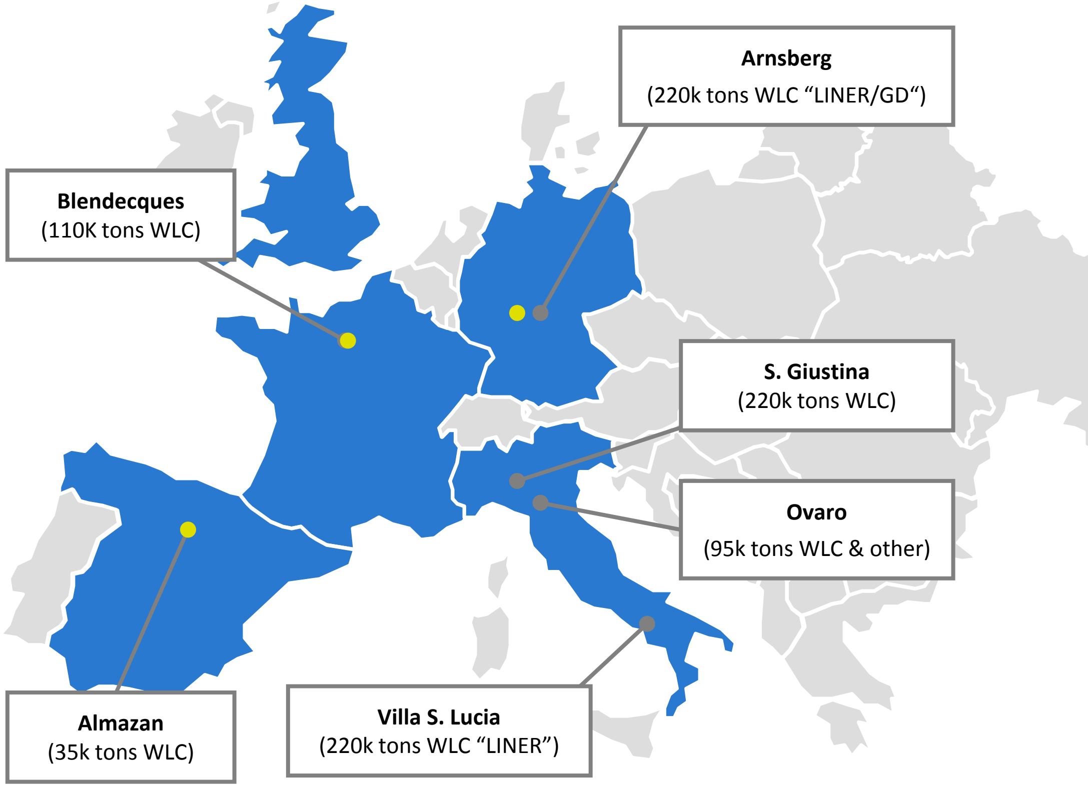


Relative Energy Consumption



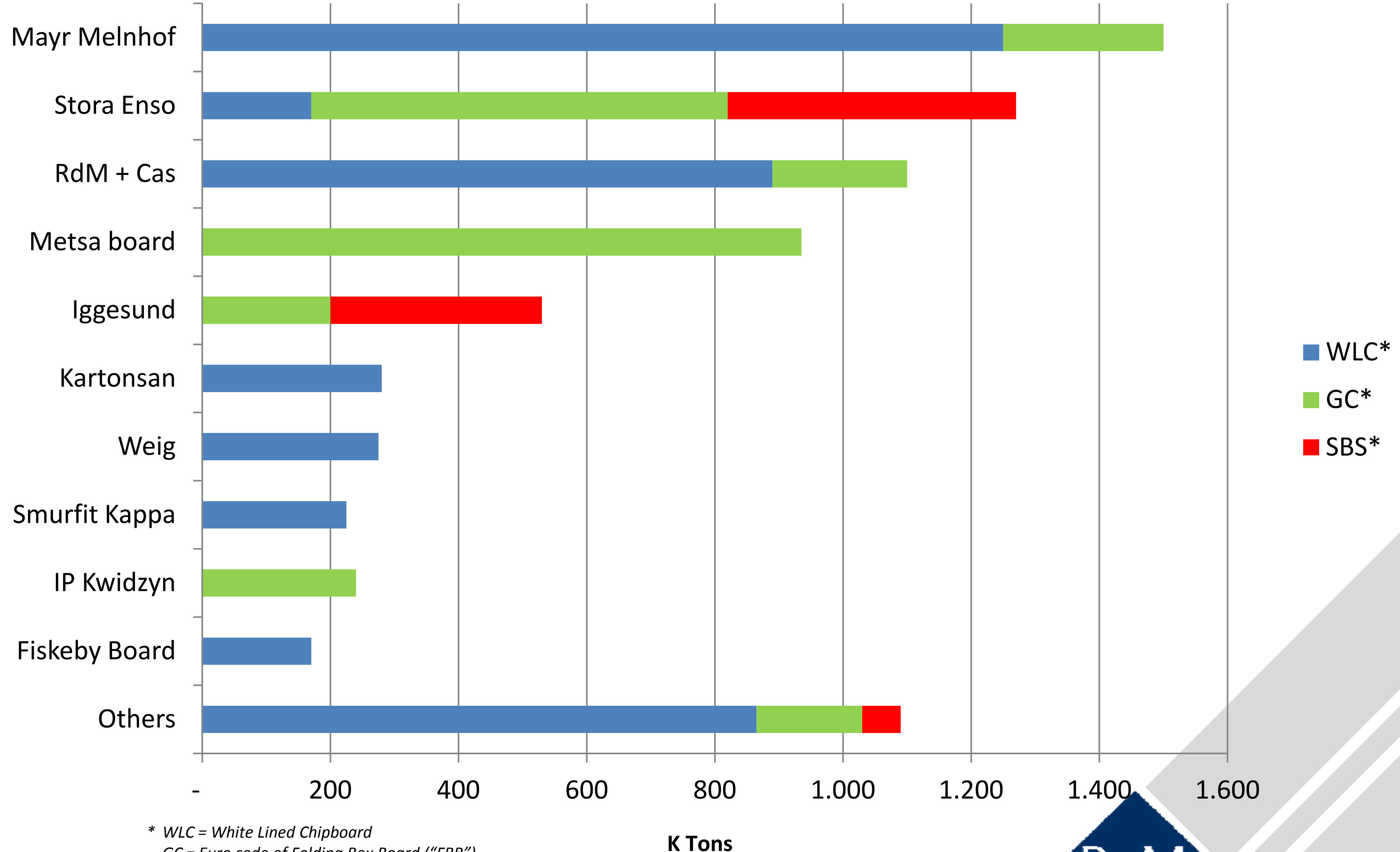
RdM has a W. European footprint, the second biggest European recycled cartonbord producer

- Production is located in Western Europe, through 6 mills with a total installed capacity of ~900k tonnes
- 60% of the installed capacity is in Italy and only in White Lined Chipboard (“WLC”)
- Arnsberg, S. Giustina and Villa S. Lucia are the main assets[1] of the Company’s machines portfolio, with above average machine capacity and modern technical status, recognized as top-class European facilities. The other three mills are serving specific geographical and product markets.



3 Sheeting centres:
- Wednesbury (UK)
- Magenta (Italy)
- Llica de Vall (Spain)

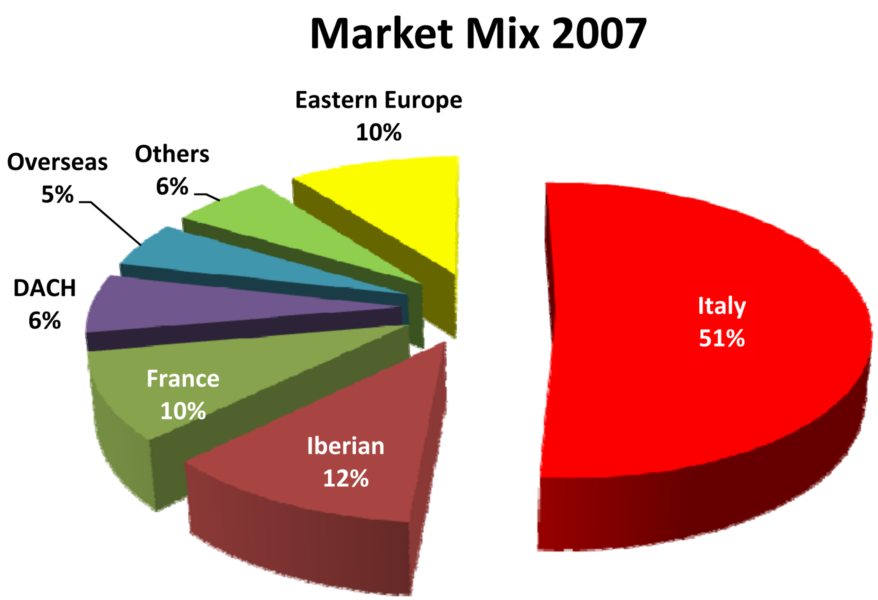
Key European producers

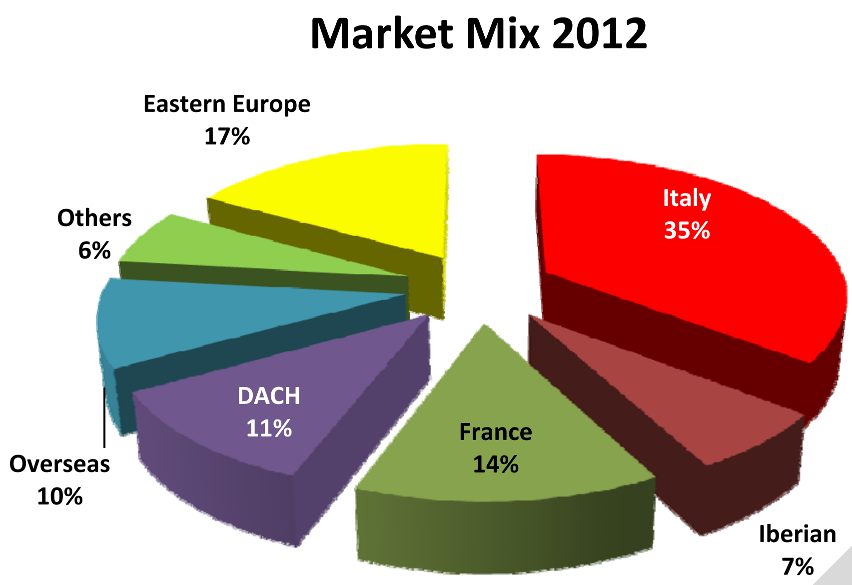


** WLC = White Lined Chipboard*
GC = Euro code of Folding Box Board ("FBB")
SBS = Solid Bleached Sulfate

Source: PPI, Poyry, public info, RdM Group

Market Mix Improvement

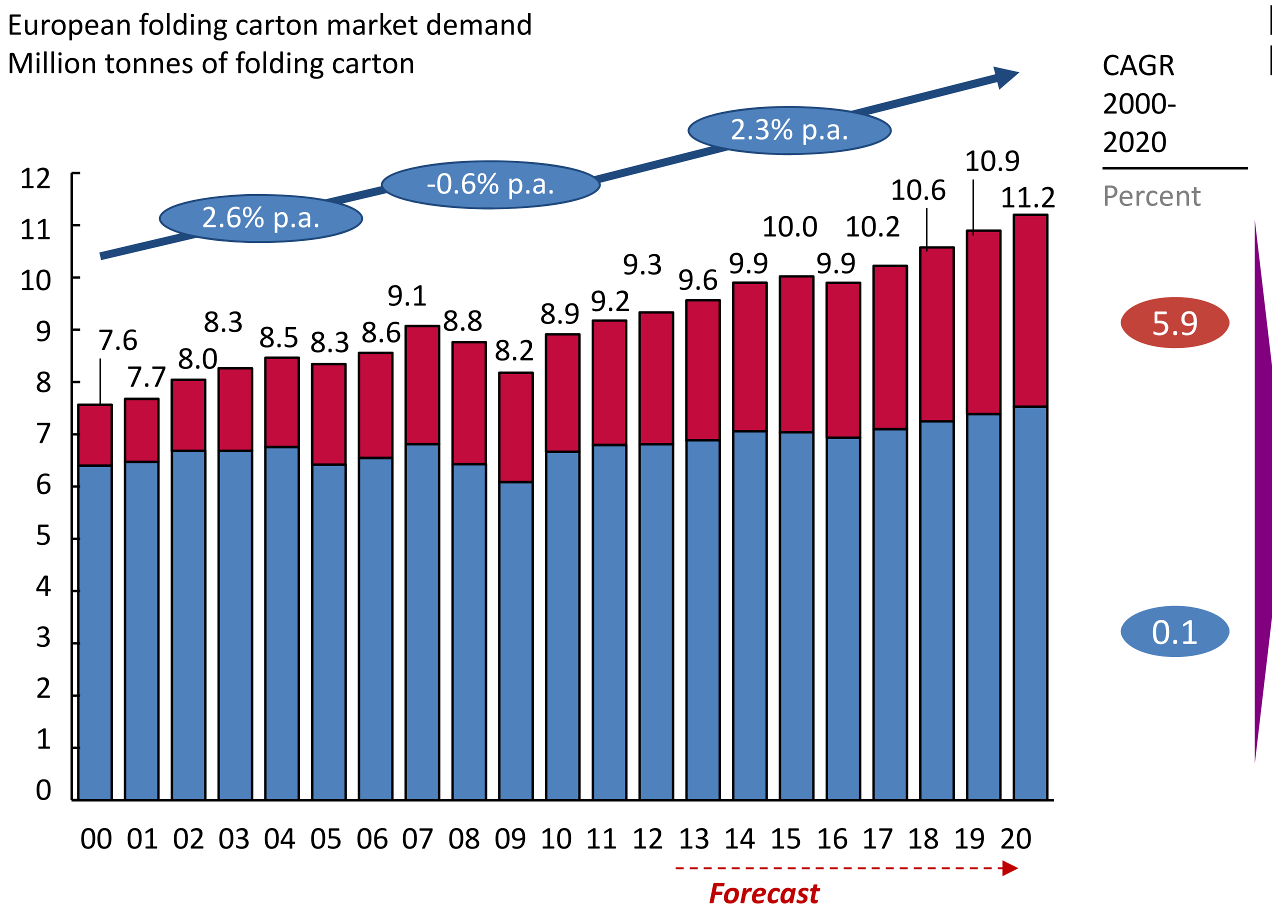




From Italian Company ❯❯❯❯❯❯❯❯❯❯❯ ***European Group***

DACH: Germany, austria, Switzerland

Demand trends

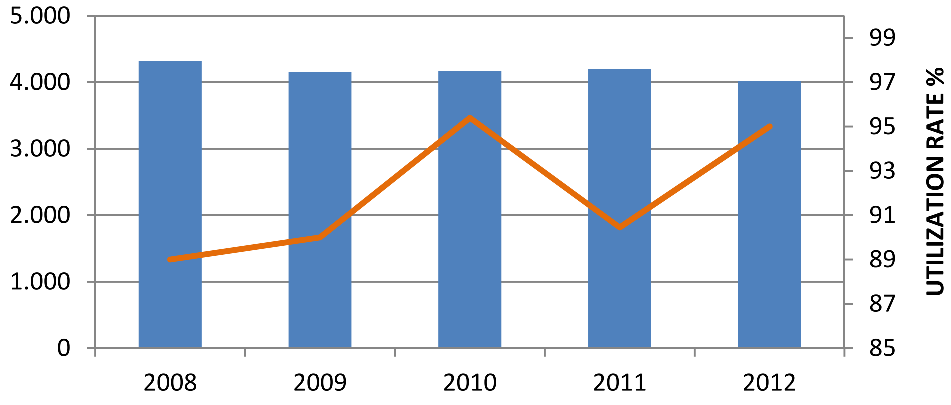


- Demand contracted during 2007-2009, but mainly in Western Europe
- Demand is gradually expected to recover from 2010 onwards with strongest growth in Eastern Europe
- During 2013-2020, demand will grow approx 2.3% per year

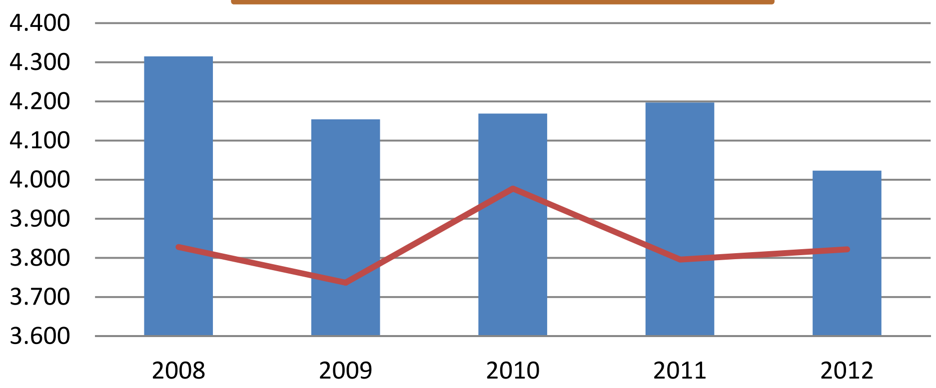
Source: RISI, European Paper Packaging Forecast - 15-Year (June 2011); European Paper Packaging Annual Historical Data (November 2010)

Recycled: Updates on the industry utilization Rate

WLC - UTILIZATION RATE TREND



WLC CAPACITY VS PRODUCTION TREND



Source: company's estimate

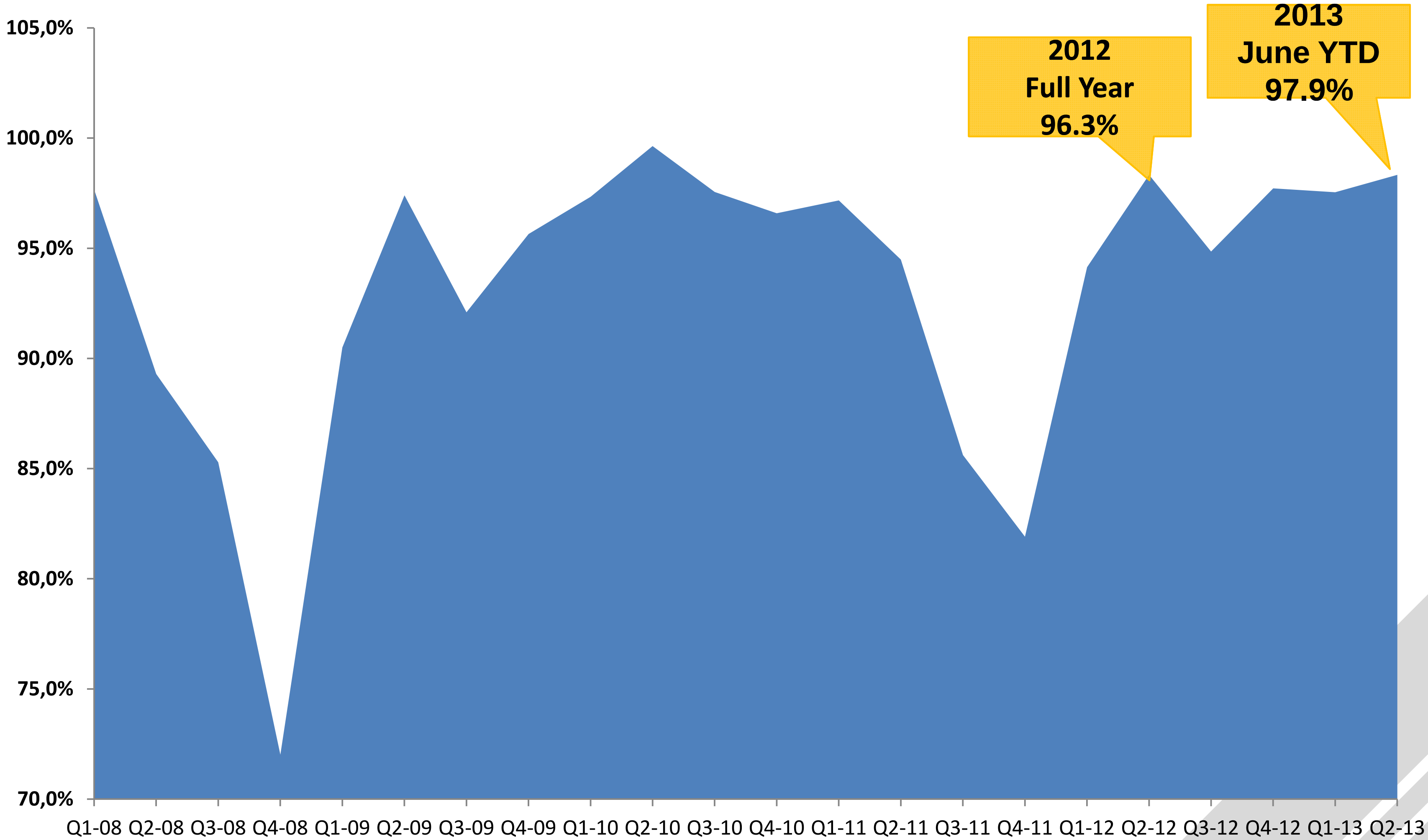
…WLC capacity has decreased by 7 % since 2008 while consumption has decreased only by 2 % (including outside Europe export)

.. In 2012 WLC production Capacity decreased by 174kt (-4,1%).

… Saleable WLC Production slightly increased by 26kt (+ 0,7%)

…. As a result, in 2012, Capacity utilization increased by 5 percentage points to 95%.

RDM Operating Rate per Quarter – all Mills



2008 ➞ 2013 : business turnaround

TARGETS ACHIEVED 2008 -2012

- ✓Rationalization of production capacity from 10 Board machines to 7 by keeping the same production capacity
- ✓Implemetation of a Paneuropean direct sales Network.
- ✓Positioning of the assets in the first quartile of cost curve with equipment’s modernization capex (more than 90 M€ of capex in 5 years)
- ✓12 millions € of Fixed cost saving program achieved

1H 2013 update

First half 2013:

In a still depressed macro-economic scenario Reno de Medici closed 1H 2013 with a small consolidated profit

The European demand for White Lined Chipboard slightly increased (+1.8%) vs 1H 2012, but Q2-2013 shows a more positive trend (+3%) vs prior quarter

Mills have been working at full production capacity and a satisfactory order backlog allowed efficient production planning

In Q2 Reno de Medici has increased sales prices to restore margins, that had been eroded since the second half of 2012. The effect of sales price increase will be visible only in Q3-2013

Moderately positive trend of recycled fibers prices, the expected price increase has not yet materialized

Gas and coal prices went down. Reno de Medici recorded important savings compared to 2012 arising from the new contracts in force for 2013

Substantially stable Net Financial Position (€ 87.9m vs € 86.3m at Dec. 31, 2012)

Outlook for the rest of 2013:

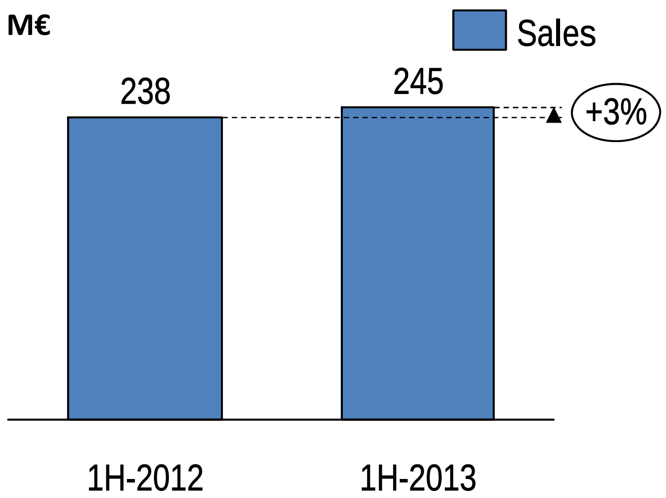
Global economic scenario still very uncertain, recovery expected for late 2013 - beginning of 2014

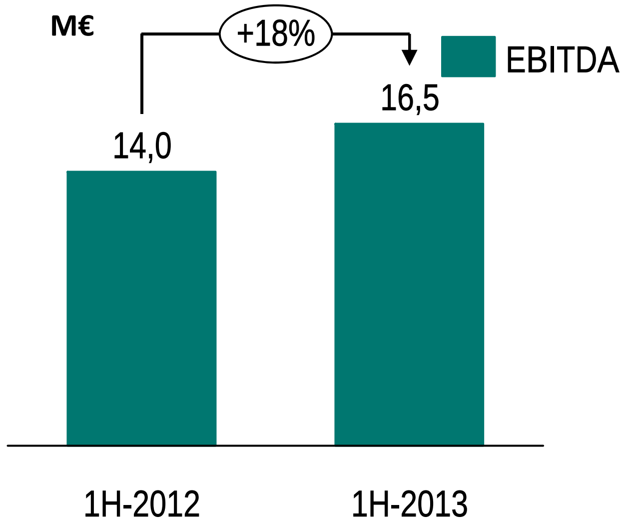
Order-inflow should remain satisfactory, revenues and margins will benefit from price increase

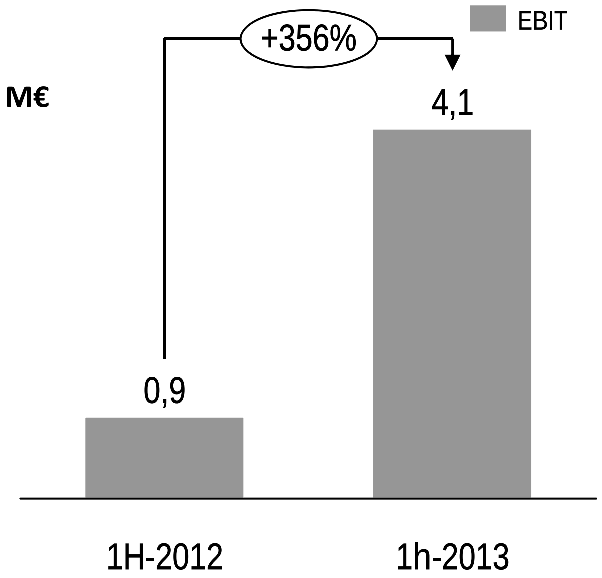
Fibers costs might increase slightly

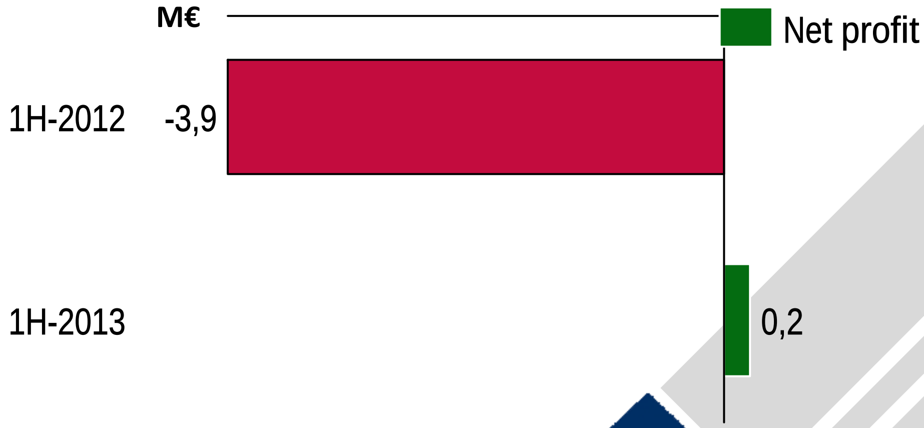
Energy prices expected to remain stable, but lower than in the same period last year

Key figures : semester comparison 1H2013/1H2012

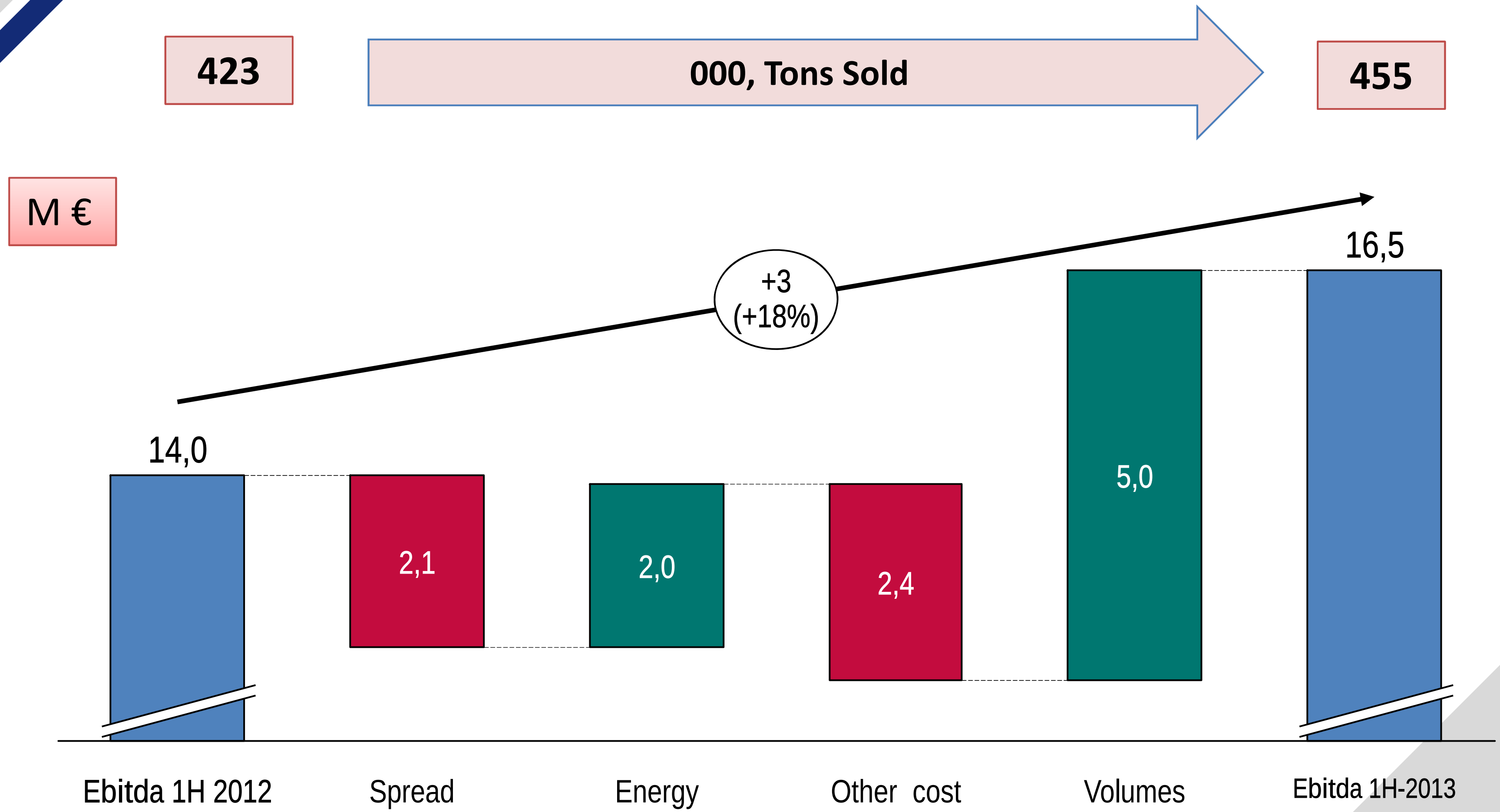






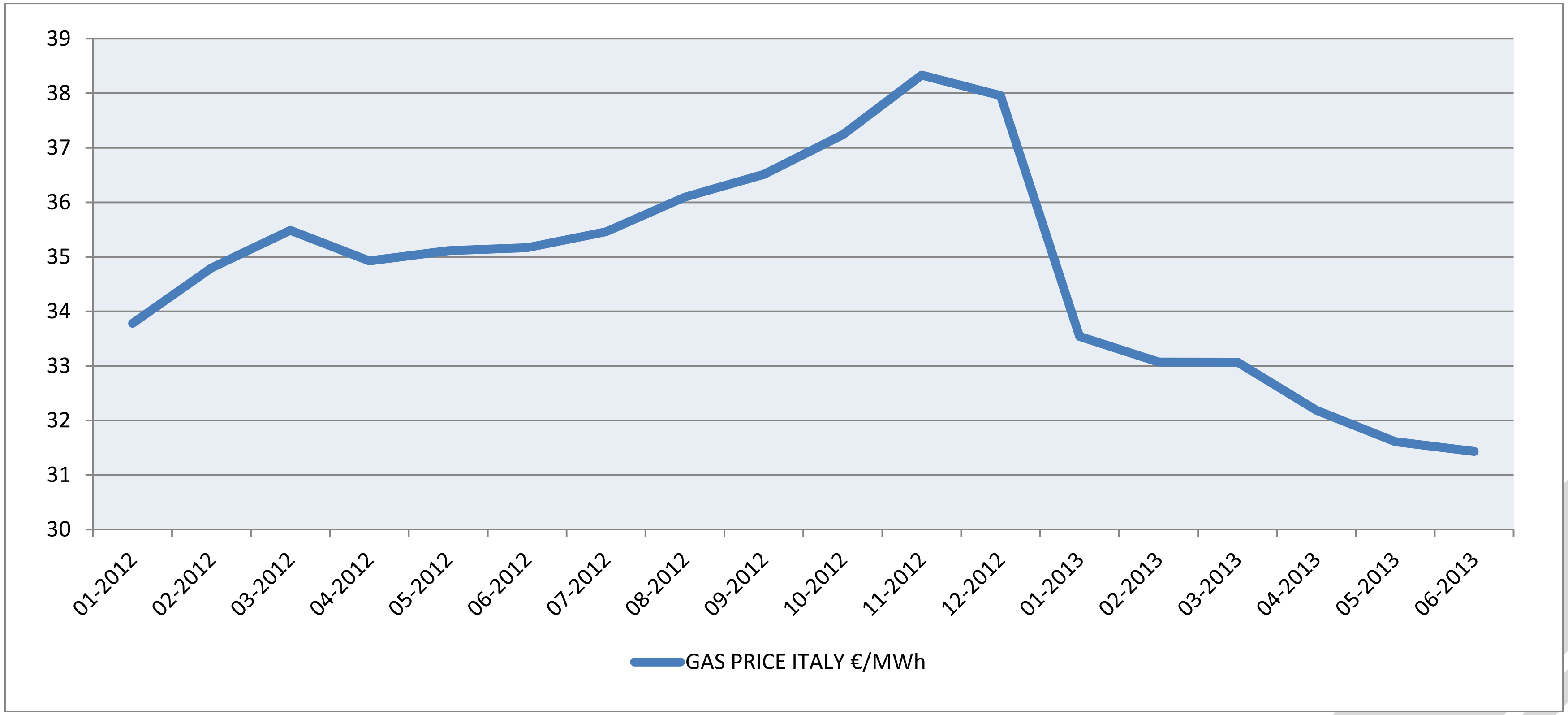


Variation 1H2012- 1H2013



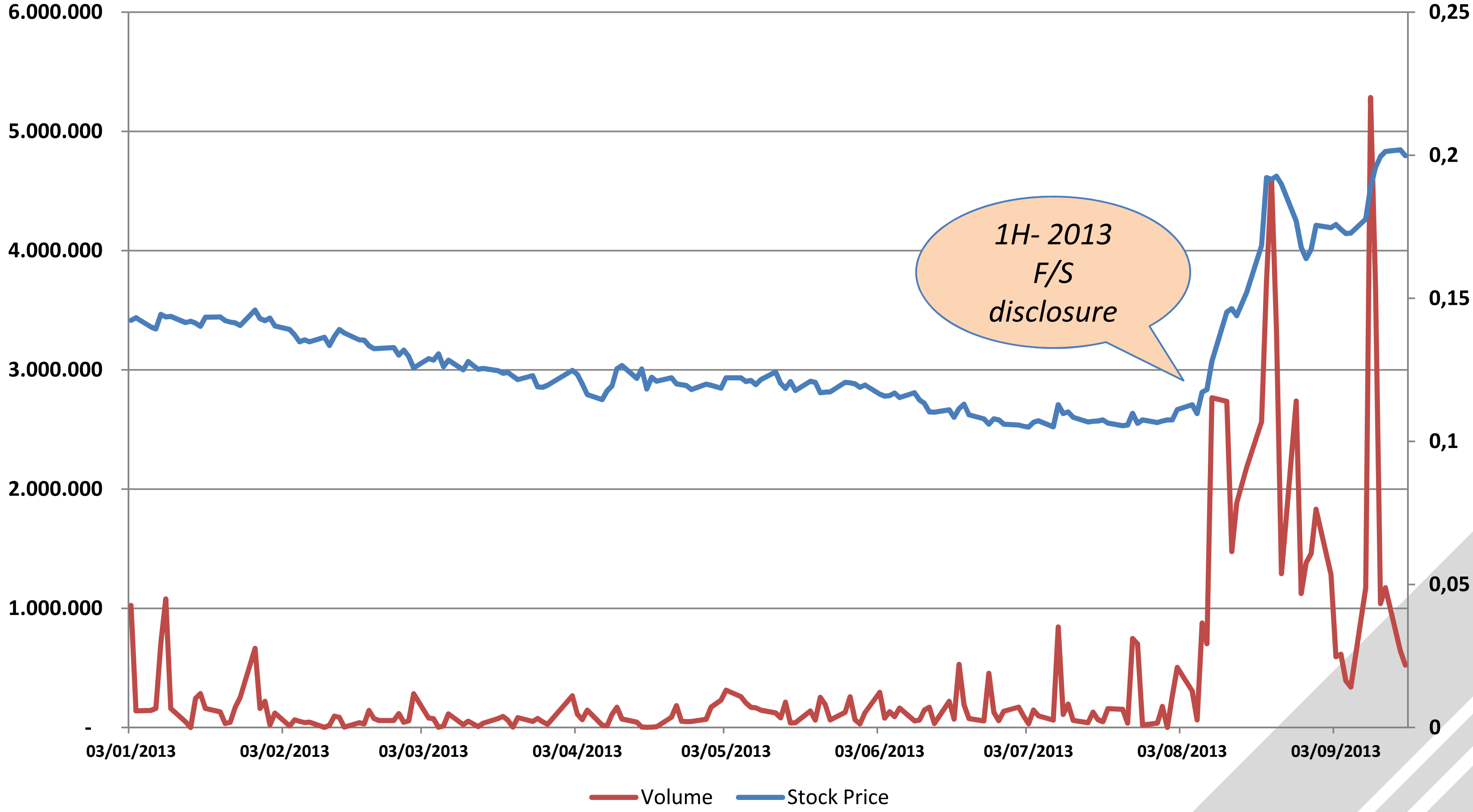
•Spread: sales price minus raw material prices
•Other cost includes : variables and fixed

After more than 2 years of very high prices , the gas price in Italia are going down

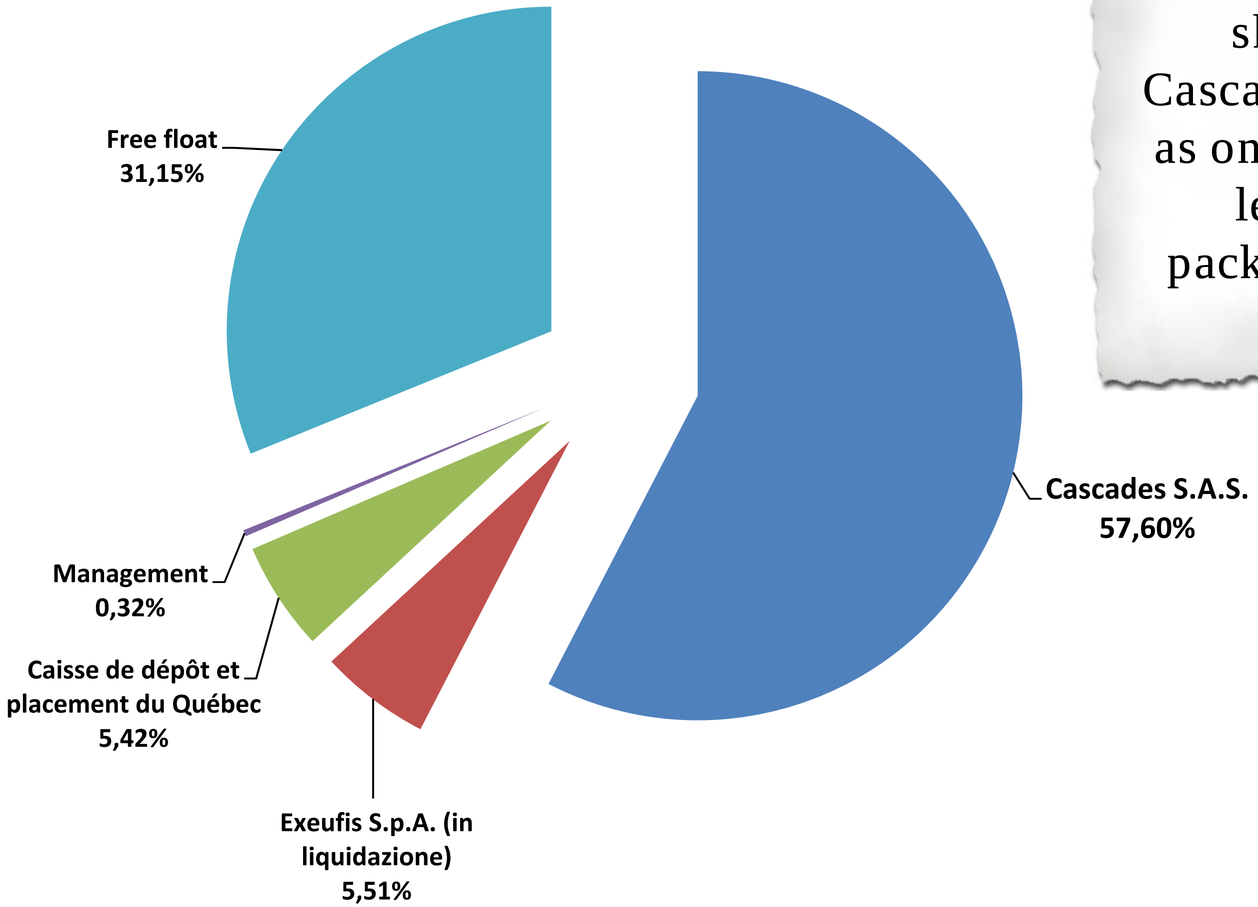


Source: company data

RM.MI: since August increase of average volume t reach more than 1 million shares per day



Shareholders base



Stronger position of shareholders Cascades ,considered as one of the biggest leader in the packaging industry

Key historical figures

€ million	2008	2009	2010	2011	2012	1H 2012	1H 2013
Tons sold	889	864	946	878	834	423	455
Revenues from Sales	451.1	428.1	503.1	507.1	466.3	237.5	244.8
Adjusted EBITDA	18.8	34.7	41.6	34.1	32.9	16.4	17.4
Non-rec. & shut-down mills	21.2 (*)	(2.4)	(1.6)	(4.1)	(5.9)	(2.4)	(0.9)
EBITDA	40.0	32.3	40.0	30.0	27.0	14.0	16.5
EBITDA margin	*8.9%*	*7.5%*	*8.0%*	*5.9%*	*5.8%*	5.9%	6.7%
Net Result	0.6	(6.6)	2.0	(1.7)	(12.2)	(3.9)	0.2
Net Invested Capital	289.8	285.7	263.0	239.9	223.0	233.4	224.9
Net Equity	161.2	154.8	156.5	153.3	136.7	148.9	137.0
Net Financial Position	128.6	130.9	106.5	86.6	86.3	84.5	87.9
Net Working Capital	87.7	82.0	75.7	47.9	41.9	50.5	51.8
Leverage Ratio (**)	6.8x	3.8x	2.6x	2.5x	2.6x	5.2x	5.1x
Interest Cover Ratio (**) (***)	2.3x	6.2x	9.6x	7.8x	7.9x	7.1x	8.7x
Gearing Ratio	79.7%	84.5%	68.0%	56.5%	63.1%	56.7%	64.2%
Headcount	1,716	1,618	1,595	1,502	1,430	1,460	1,419
Active Mills	7	7	7	6	6	6	6

(*) Badwill generated by the business combination with Cascades
(**) Calculated on Adjusted-EBITDA.
(***) Interest include bank interests and factoring costs

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