



# Alcan Investor Workshop

Toronto, October 3, 2006

Christel Bories

President and CEO – Alcan Packaging



# Forward Looking Statements

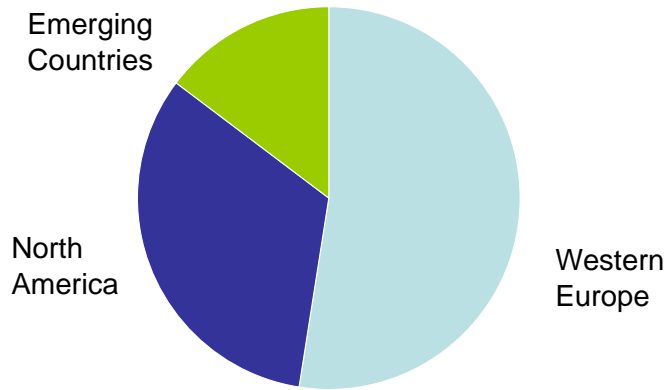


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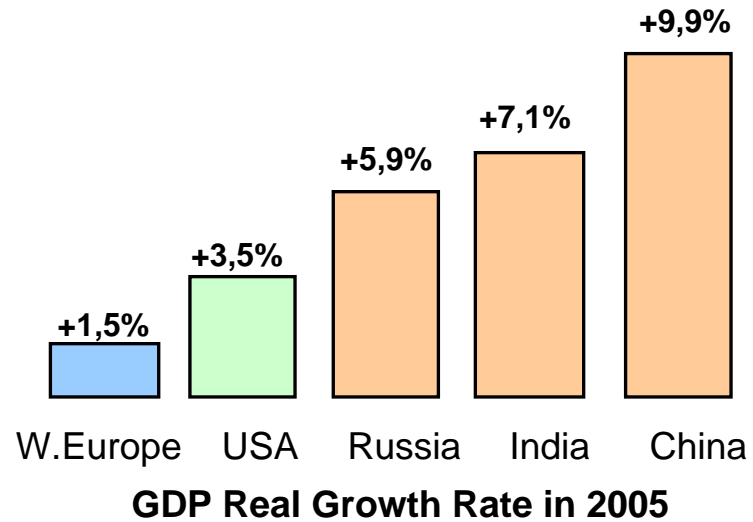
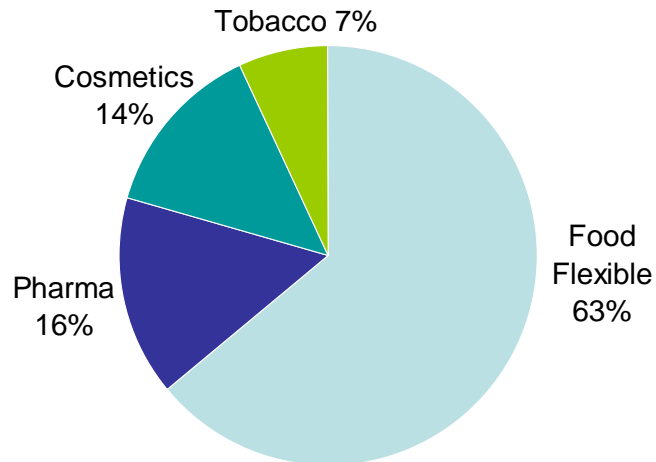
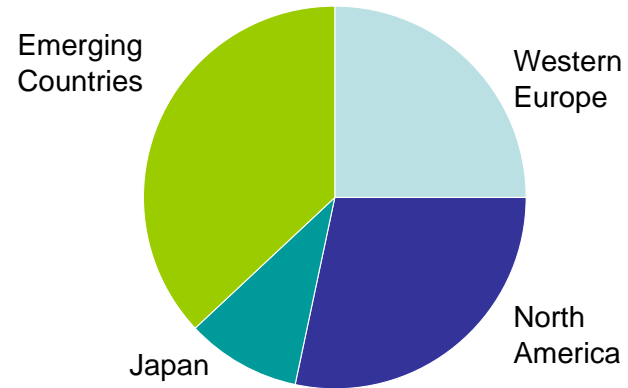
# Value-added Packaging is Our Specialty



**Alcan Packaging Sales (\$6bn)**



**Packaging Market**

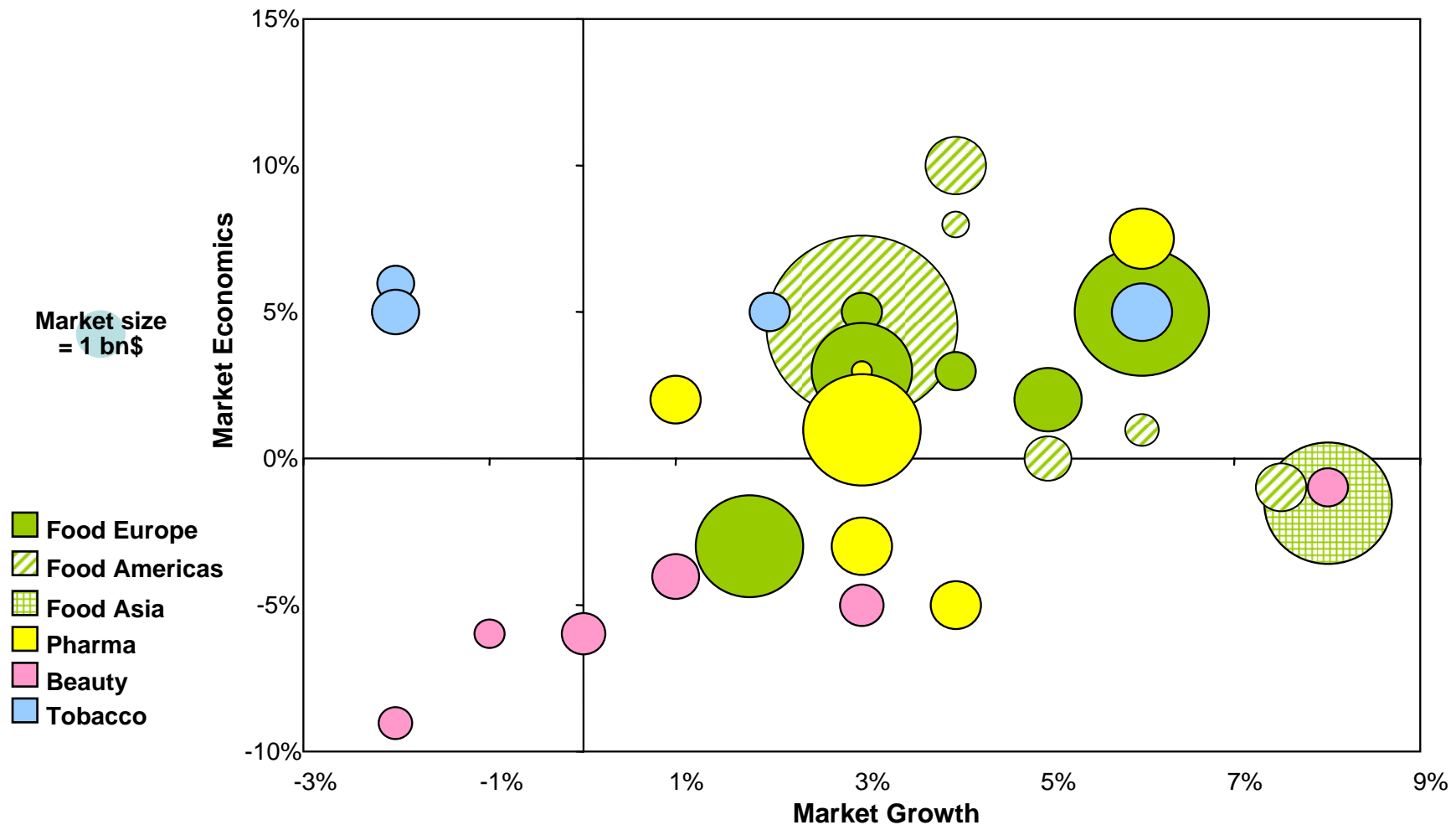


➤ Globally, Alcan is the #1 supplier to all these markets

# Business Environment & Competitive Position



We are operating in structurally growing, profitable market segments



# Alcan Packaging



During a period of intense input cost pressure and challenging market conditions, we are **successfully building a greatly improved platform** that positions us favorably for the future.

From this improved platform, we will **accelerate the pace of growth** leading to enhanced value creation going forward.

# Business Environment & Competitive Position

## Evolution of Raw Material Prices



We have experienced a dramatic rise in our raw material prices since 2004. The trend has been flatter in 2006 for resins, though not for aluminum.

### Raw material purchases

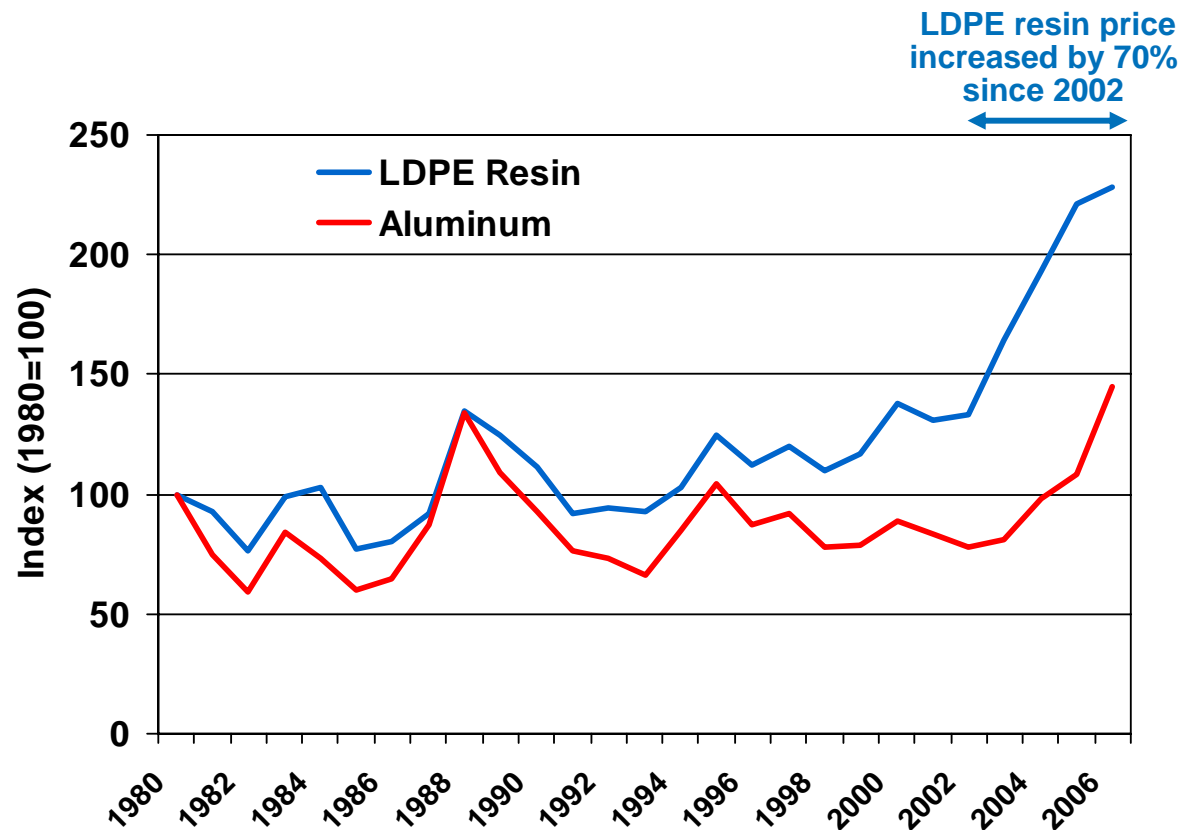
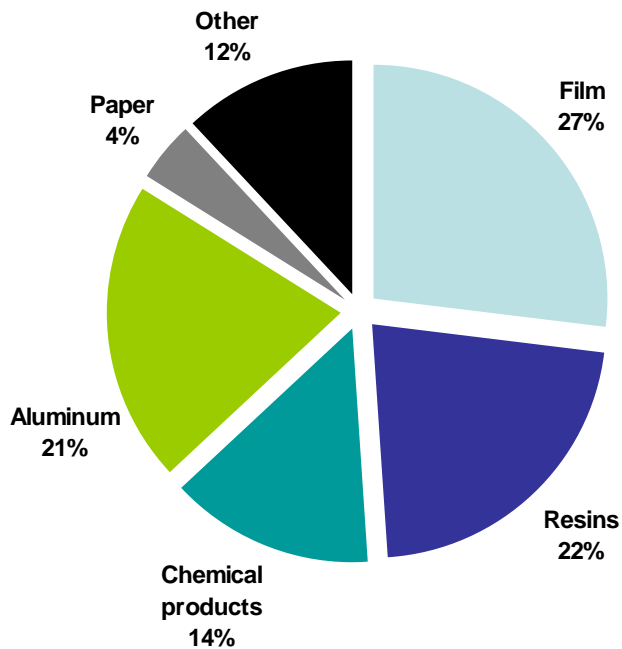


Chart based on nominal prices

# Business Environment & Competitive Position

## Effect of Cost Pressures since 2002



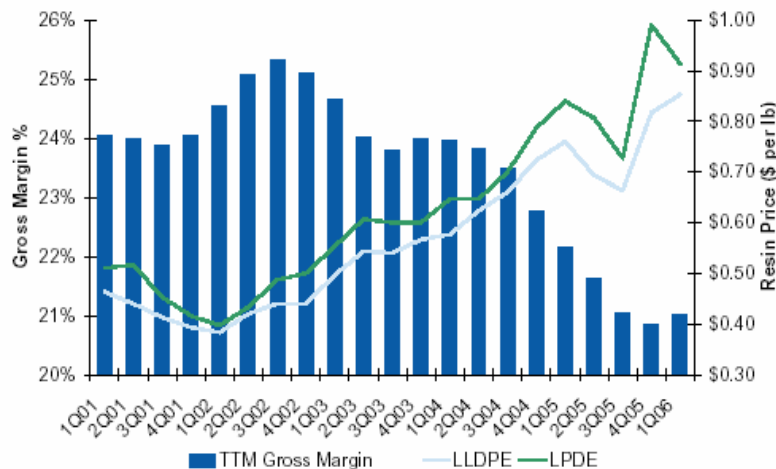
Unprecedented rise in raw material prices significantly squeezed industry margins

### NA Flexibles Industry – 2001-2005

Source: Harris Nesbitt, May 2006

#### Average TTM Gross Margin vs. Resin Pricing

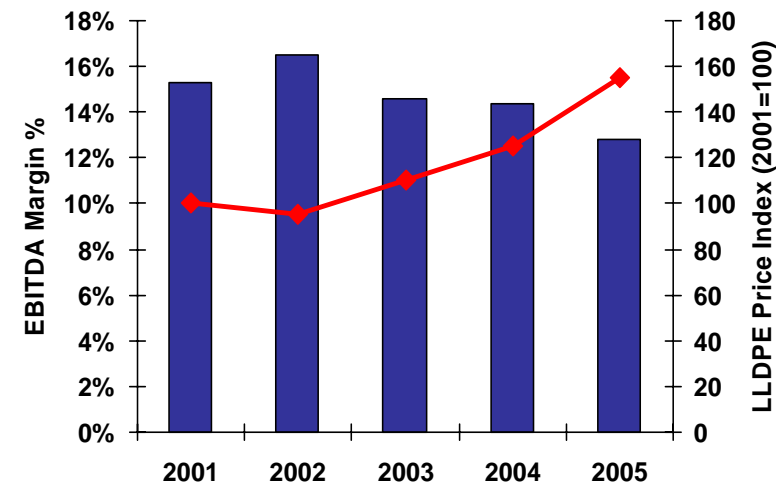
Flexible Packaging Companies



### Global Packaging Companies – 2001-2005

Bemis, Sealed Air, Winpak, Huhtamaki, Amcor, Alcan Packaging

#### EBITDA % Sales vs. LLDPE - Europe/NA Index 2001=100



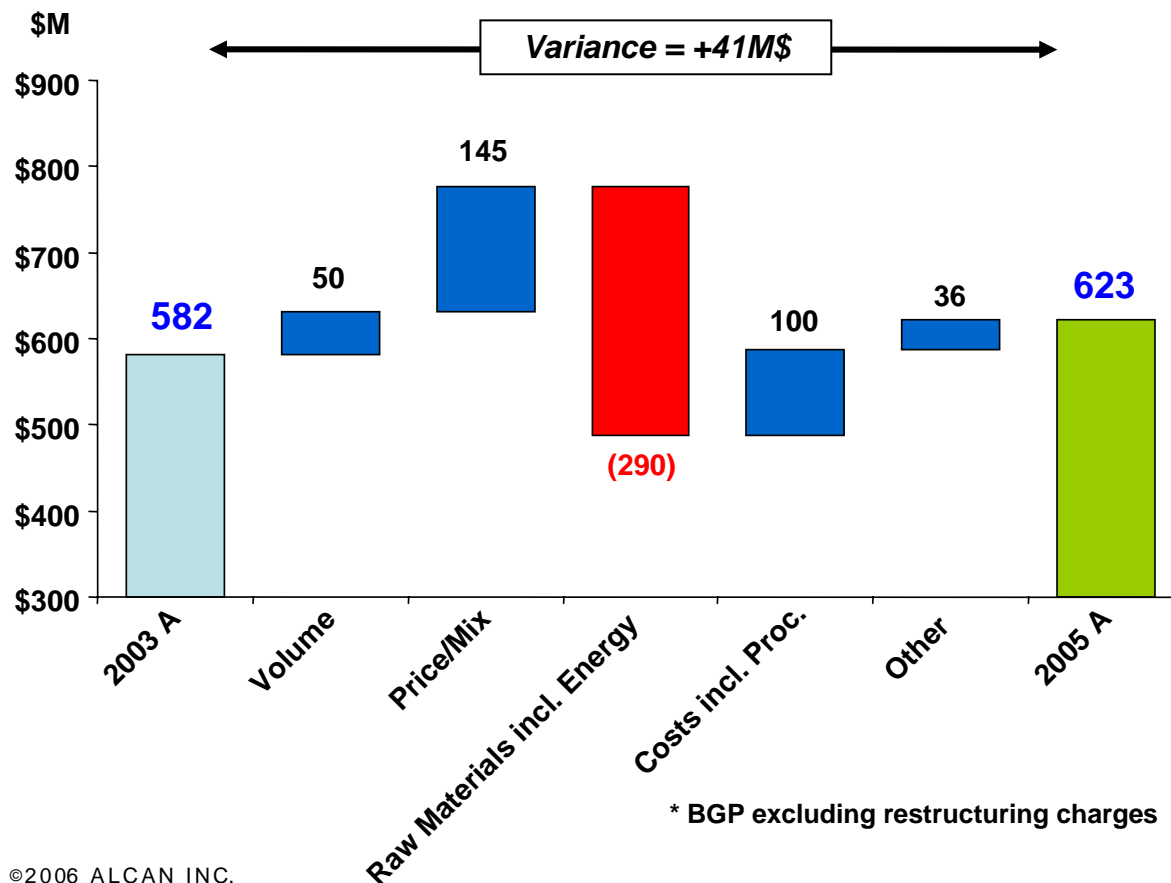
- Average EBITDA margin decline of 3.7% from the peak of 2002, and **2.2% from the more average** years of 2001 & 2003
- Weakening economic conditions, especially in Europe, have also been a significant factor contributing to declining margins over the period 2002-2005

# Business Environment & Competitive Position

## BGP Variance\*



Compared to an industry decline of 2.2%, Alcan Packaging has been successful in maintaining margins



### Comments

- > **Volume growth** achieved in a difficult and competitive business environment.
- > Successive waves of raw material and energy price increases resulting in an unprecedented **escalation of input costs**
- > Price/Mix reflecting **tough pass through policy** partly offset by competitive price erosion
- > **Large cost reductions achieved in excess of inflation** through manufacturing and fixed cost reductions as well as purchasing savings.

\* BGP excluding restructuring charges



# Strategic Progress



... Our margins have been relatively more resistant to cost pressures, due to significant progress in strategy implementation.

- Setting **Operating Excellence** as a foundation of our success
- **Rationalization** of our **portfolio**
- Focus on **growing and attractive market** segments

# Strategic Progress – Operating Excellence

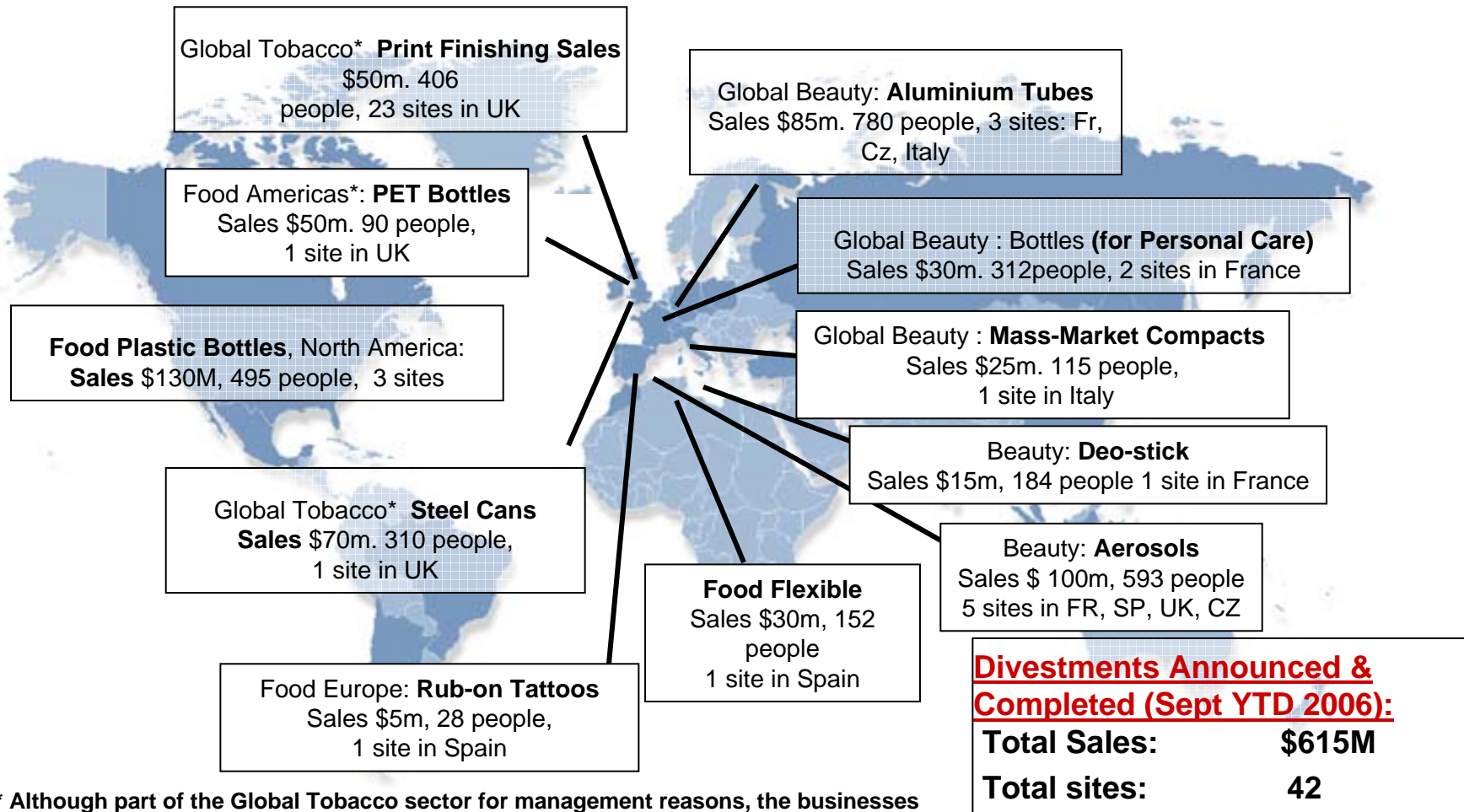


## Setting Operating Excellence as a foundation of our success

- Best in class EHS
  - 56% fewer accidents over 2 years (05 vs 03). YTD RC at 1.10 (end of H2/06)
- Fewer plants, larger operations, more specialized by product and technology
  - 40 plants less since 2004 (with fewer in Western countries and increased presence in emerging economies). Average revenue by plant increased by 15%
- Part of the business in low cost areas
  - From 12% in 04 to 17% of the sales now (06 forecast)
- New operating models in line with customer needs
  - Creation of centres of excellence: e.g. NA Flex, Labels, European Dairy, ...
- Deployment of CI as a way to leverage our size (best practice sharing)
  - Target: \$72m annual EVA savings in 2006
- Deployment of good management systems
  - Increased procurement leverage through key initiatives
    - Savings 2004-6 : \$144m
    - LCC sourcing supported by new focused teams
  - Working capital best practices being implemented
    - Days of Sales Outstanding = 13 days (-19%) reduction since start of 2004

# Strategic Progress – Portfolio Rationalization

## Exit Mature and Non-Profitable Segments



\* Although part of the Global Tobacco sector for management reasons, the businesses of Print Finishing and Steel Cans were serving almost entirely non-tobacco markets.

# Strategic Progress - Growth



... re-aligning our portfolio towards growing and attractive market segments

- Allocate our money & effort to **growing segments** where we can sustain a competitive advantage
  - Some significant progress: **5 greenfields, 7 acquisitions** and some major investments in new capacities/capabilities
  - Growing part of our sales in emerging countries
  
- **Innovate** with new business / service models
  - **New market-focused models** in Food Europe, China
  
- **Improve our product mix**
  - Margin Management initiative: “Best Practice” focus on sales performance, pricing. New skills and organization being deployed.

# Strategic Progress

## Leveraging of Key Competitive Advantages



- **Strong relationships** with most major **customers**
- Greater **purchasing leverage** / selling power due to size and scope
- **Broad footprint** allowing for capacity optimization
- Increased **flexibility** in the portfolio (multiple product offering)
- Existing **platforms in emerging economies** on which we can grow
- **Strong technical capabilities** which can be leveraged across the business
- **Ability to consolidate** the market, supported by experience and know-how regarding business integration
  - Financial strength to implement where value accretive

# Strategic Progress – Change in the Footprint



In less than 2 years, we have significantly altered our footprint

	<u>Western Countries</u>		<u>Emerging Countries</u>		
	2004	2006	2004	2006	% 06/04
Sales	\$5.3 B	\$4.9 B	\$ 0.7B	\$ 1.0 B	+43%
% of total revenues	88%	83%	12%	17%	
Number of plants	148	103 -45	32	37	+16%
Capex	262	253	58	115	+98%
Capex as % sales	5%	5%	8%	12%	+98%
Sales by plant	36	48 +33%	23	26	+13%

# Strategic Progress – Restructuring



Extensive restructuring largely complete

80% of restructuring completed

10% 20% 30% 40% 50% 60% 70% 80% 90% 100%

# Strategic Progress



A much stronger platform for future performance than 2 years ago ...

- Better focused and **better positioned portfolio**
- **Stronger industrial platform** with fewer, larger, more specialised plants
- Larger part of business in **growing areas** and robust **new project pipeline**
- Strong, expert and diversified **management**



# Alcan Packaging



During a period of intense input cost pressure and challenging market conditions, we are **successfully building a greatly improved platform** that positions us favorably for the future.

From this improved platform, we can **accelerate the pace of growth** leading to enhanced value creation going forward.

# Creating Further Value – Operational Excellence



Focus on Operational Excellence and Continuous Improvement continues to be key to achieve profitable growth in a competitive environment

Our priority going forward is to **leverage our global operations** to accelerate progress, for example;

- LCC sourcing, e-procurement
- Operational best practice sharing & lean manufacturing deployment
- Shared services and SG&A reductions
- Margin management best practice
- Technology transfers

# Creating Further Value – Organic Growth



We can derive substantial further value by accelerating organic growth ...

- **“Continuing business”** (excluding portfolio rationalisations) has been growing 4% over the past 3 years, despite adverse packaging environment.
- Numerous **success stories**, including in Western countries, for example:
  - Meat and Dairy US = + 11% pa
  - Labels NA = + 20% pa
  - Global Pharma Flexibles = + 7% pa
  - > Mexico = + 22% pa
  - > China = + 16% pa
- **New focus** on growth has fuelled our pipeline with many **new attractive projects**, some of which have already commenced:
  - Greenfields = Australia (wine caps), USA (labels and tobacco packaging), Russia (tobacco packaging and food), China (beauty)
  - Significant investments in Pharma Flexibles, in Europe and US (90MUS\$) in the past 2 years.

# Organic Growth – Examples



Alcan Global Pharmaceutical Packaging's Pharma Center in Shelbyville, Kentucky is growing at a CAGR of 12% since 2002 (double the market growth rate)



## Alcan Packaging Pharma Center

- > The leading player in the North American pharmaceutical flexible packaging market.
- > The only dedicated pharmaceutical flexible packaging facility in North America.
- > \$27.5M new investment will enable Alcan to capture growth opportunities.



*A new drug delivery system for inhalable insulin is expected to be a blockbuster product for our customer. The drug, in powder form, is packaged in complex Formpack® blisters. This package is a result of joint efforts between Alcan and the pharmaceutical company.*

# Creating Further Value – Acquisitive Growth



We can derive substantial further value by accelerating acquisitive growth; we have already identified several potentially attractive opportunities

- **Acquisitions** are important for the growth and development of our business:
  - Quicker establishment of platforms in emerging countries
    - Avoid risks from ramp up of new facilities
    - Skilled local management to accelerate new projects
    - Enhances our market knowledge and commercial opportunities
  - Grow faster in attractive western market segments, without creating overcapacity
  - Consolidation of western market & synergies
- Our focus is **mid-size companies**, specialised in market segments that are attractive to us ... and easy to integrate.
- The Companies we are targeting are **profitable companies** with BGP margins in line with our target.

# Creating Further Value



**We have proven ability to successfully integrate acquisitions which drive value**

## Mexico

- Acquisition of a strong base (120M\$ in 2003, leader in the market, profitable)
- Retained good management
- Capture local market growth (+7% p.a.)
- Develop to the next level:
  - Acquisition of a site in Northern Mexico to serve the US market (Relapasa)
  - Develop new projects with US multinationals
  - Leverage low-cost base

▶ **Sales +22% p.a.**  
**Turnover \$190m, 1350 employees**

## China

- Started with a JV (65% of shares) of a sizeable business (70 M\$ in 2003)
- Acquisition of the minority shares end of 2005
- Kept former owner as General Manager and local team
- Develop new markets:
  - New Greenfield for Beauty
  - New BU for Pharma / product transfers
  - Tobacco Market study
  - Acquisitions list under review (De Quan acquisition complete)

▶ **Sales +16% p.a.**  
**Turnover \$110m, 1200 employees**

# Financial Outlook



Despite a very difficult environment, our results are progressing

	2005 ACT	End of June 2006
Op. BGP % Margin	10.2%	10.1%
ROCE bef. P/A	7.5%	10.4%
ROCE aft. P/A	3.7%	4.9%
% Sales in LCC	16.0%	17.0%

- Margins have been impacted by:
  - input cost pressure
  - portfolio transformation costs
- Good asset management led to ROCE improvement
- Margin and ROCE will improve as input costs stabilize.
- BGP margin target remains 15%

**TARGET = + 1 pt ROCE per year**

# Summary



- The substantial consolidation and optimization work performed over the past 2 years has allowed us to **better withstand the intense cost pressures** during that period
- We have **built a stronger platform that positions us favorably for the future.**
- We can **now accelerate the pace of growth** leading to significant further value creation.



# APPENDIX

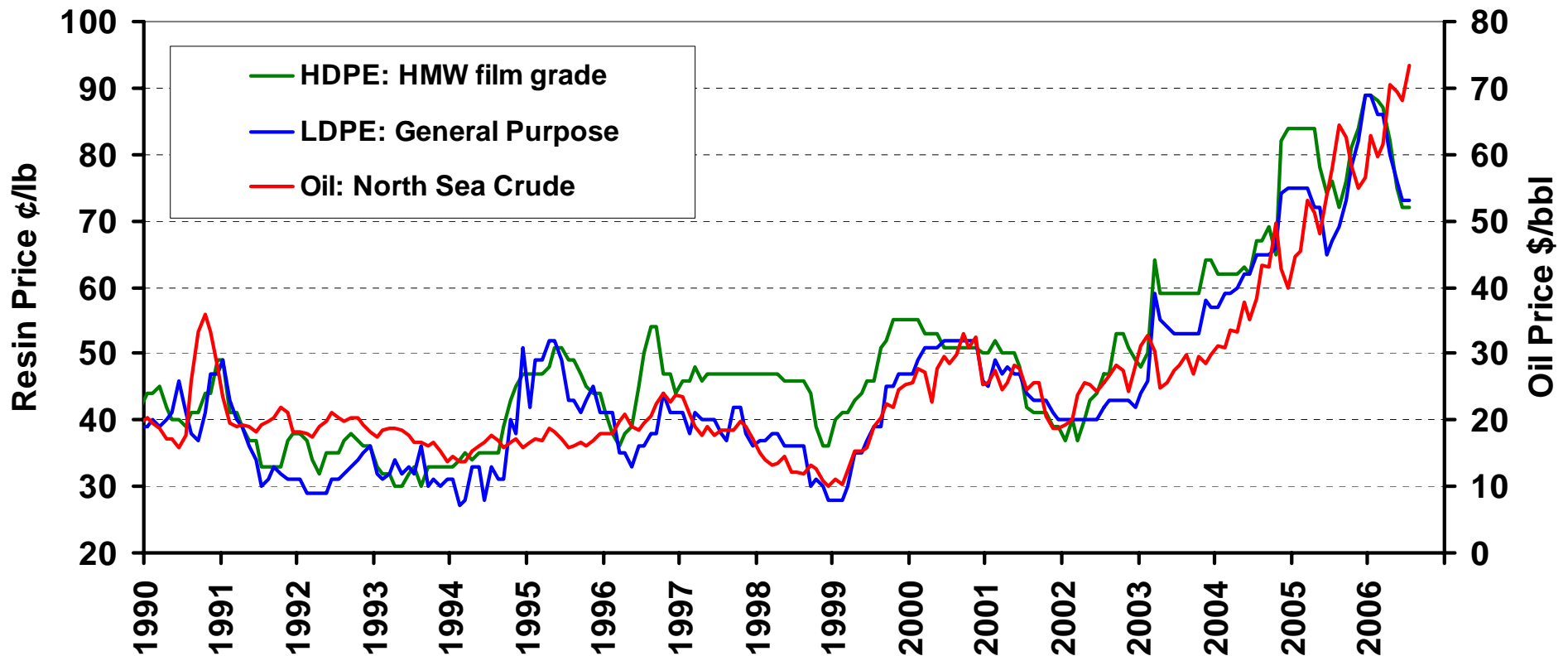
# Business Environment & Competitive Position

## Evolution of Raw Material Prices



Our resin prices are strongly correlated to oil over the medium-term

### LDPE, HDPE and Oil (WTI) Prices



# Integration/Synergy Achievements



Our margins have been relatively more resistant to cost pressures, partly due to implementation of our integration/synergy program.

## ■ Integration

- Full alignment on AIMS throughout the organization
- High degree of integration in all functional areas

## ■ Synergy Realization

- VAW Flexpak integration complete, with target synergies of **\$45M** captured
- Pechiney integration completed, with actual savings (**\$148M**) well ahead of initial target (**\$115M**)
- 7 Plants closed

# Creating Further Value



We have in place a strong, decentralized and diversified management to grow our business

