



MAYR-MELNHOF GROUP

Annual Results 2017

March 20, 2018

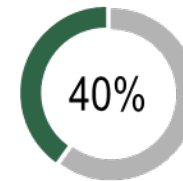
A Balanced Portfolio



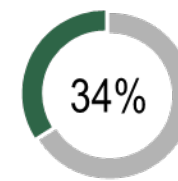
MM KARTON

World's largest producer of coated recycled fiber-based cartonboard with an important position in virgin fiber-based board

% Sales



% op. profit



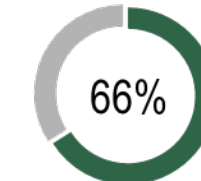
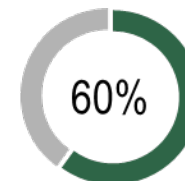
ROCE %

12.7%



MM PACKAGING

Europe's largest folding carton producer with a leading market position in several countries outside Europe



16.7%

(2017 Values)

Leading in Cartonboard based Packaging

- 44 Production Sites in 17 Countries
- 9,856 Employees



The Year 2017

- Continuation of Success Course
- Significant increase of recovered paper compensated
- Another Record Result
- Dividend increase to 3.10 EUR / share (2016: 3,00 EUR)



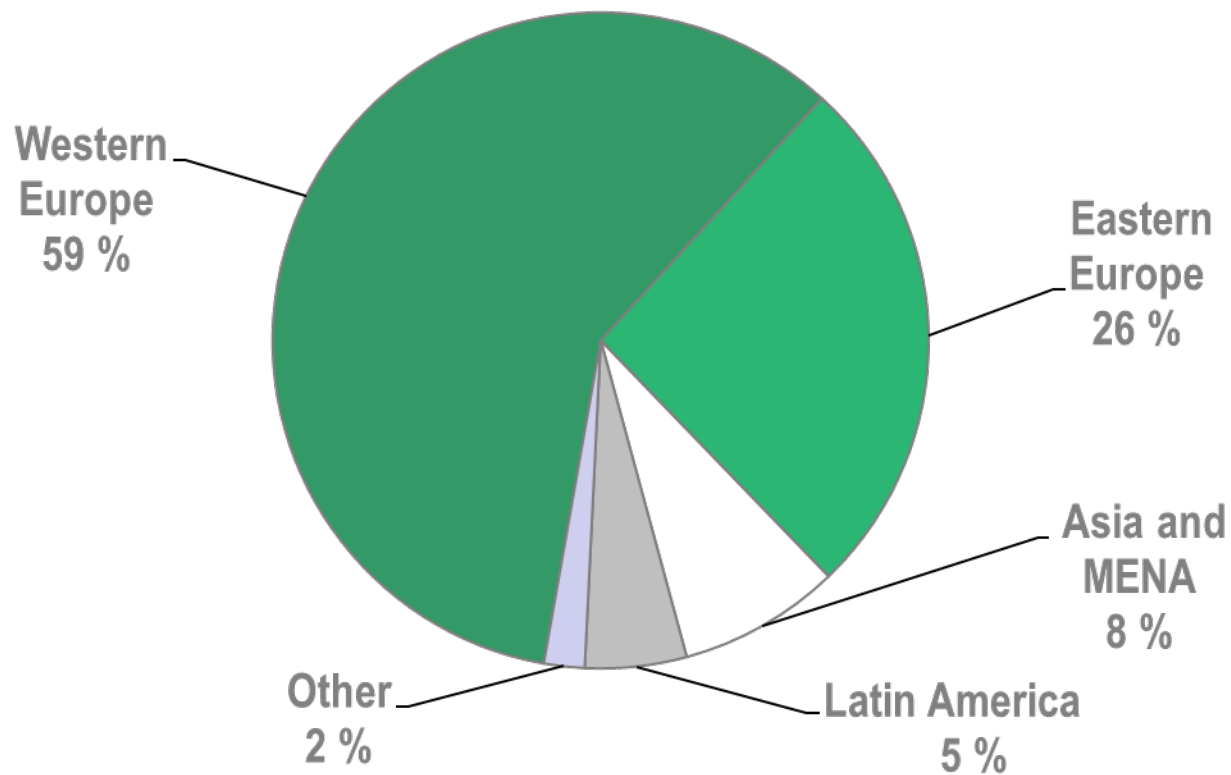
Group Results 2017



Annual Results 2017

consolidated in millions of EUR, IFRS	2017	2016	+/-
Sales	2,336.8	2,272.7	+2.8 %
Operating profit	215.0	213.7	+0.6 %
Operating margin (in %)	9.2 %	9.4 %	
Profit before tax	205.5	209.2	-1.8 %
Income tax expense	(50.5)	(55.8)	
Profit for the year	155.0	153.4	+1.0 %
Net profit margin (in %)	6.6 %	6.7 %	
Cash earnings	257.1	256.3	+0.3 %
Cash earnings margin (in %)	11.0 %	11.3 %	
Earnings per share (in EUR)	7.73	7.67	+0.8 %
Capital expenditures (CAPEX)	159.1	144.2	
Depreciation and amortization	99.7	99.1	

Sales by Destination





Consolidated Balance Sheet

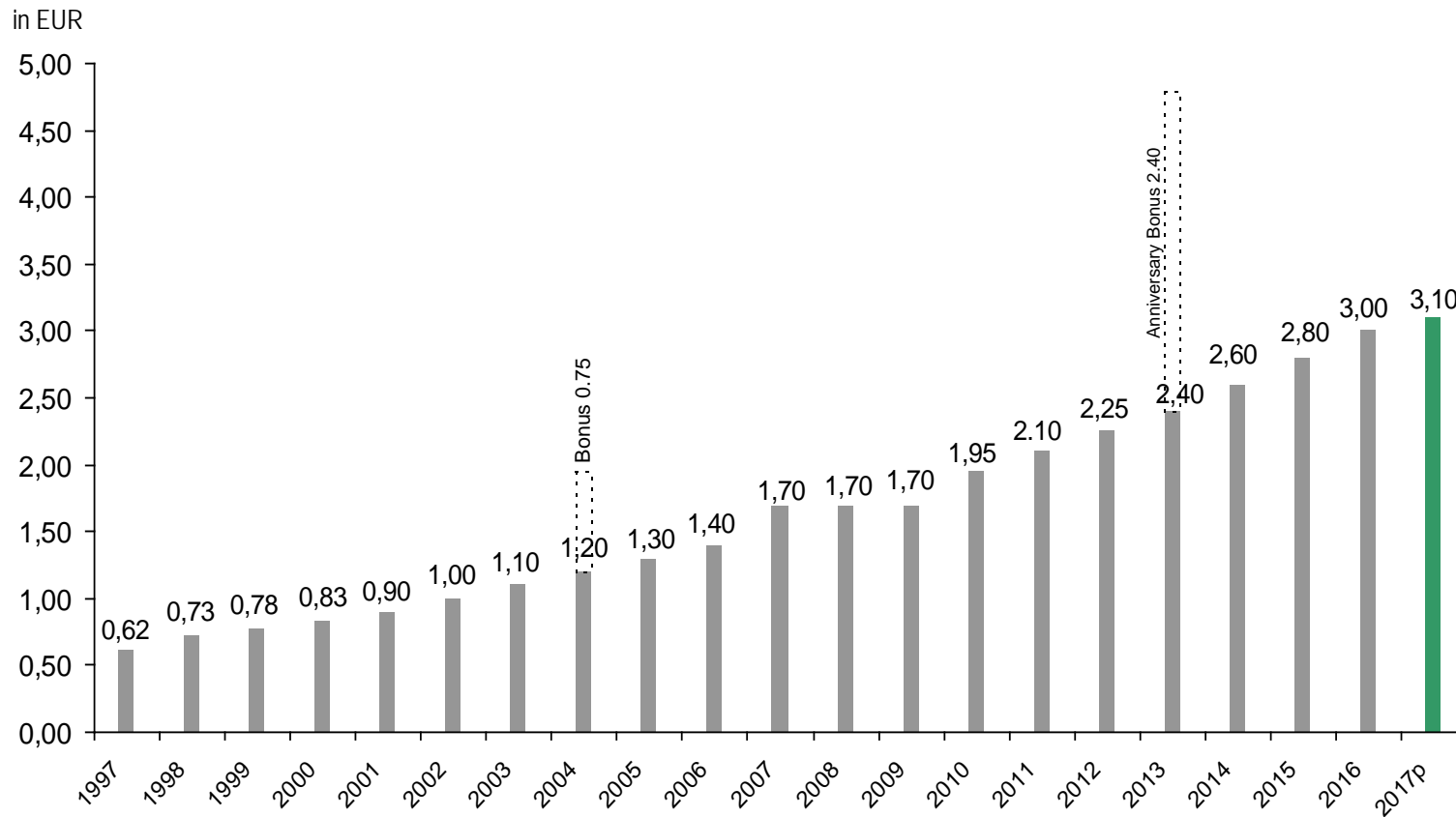
consolidated in millions of EUR, IFRS	Dec. 31, 2017	Dec. 31, 2016
Non-current assets	1,013.1	954.1
Current assets	1,000.3	1,027.8
Total assets	2,013.4	1,981.9
Equity	1,318.6	1,259.2
Liabilities	694.8	722.7
Total equity and liabilities	2,013.4	1,981.9
Total funds available to the Group	200.7	253.7
Total equity to total assets (in %)	65.5 %	63.5 %
Return on equity (in %)	12.0 %	12.8 %
Net debt	(11.8)	(7.2)



Cash flow Statement

consolidated in millions of EUR, IFRS	2017	2016
Cash flow from operating activities	217.2	219.4
Cash flow from investing activities	(154.4)	(144.6)
Cash flow from financing activities	(114.5)	(79.8)
Cash and cash equivalents beg. of the year	251.1	254.9
Net change in cash and cash equivalents	(53.2)	(3.8)
Cash and cash equivalents end of the year	197.9	251.1
Securities	2.8	2.6
Total funds available to the Group	200.7	253.7

Dividend Development



MM Karton - 2017

- Market position strengthened
 - product portfolio, with increasing share of young products
 - selective sales approach
- 98% Capacity utilization
- Increase in sales and profit



MM Karton Results 2017

in millions of EUR, IFRS	2017	2016	+ / -
Sales¹⁾	1,048.7	1,023.0	+2.5 %
Operating profit	73.5	68.1	+7.9 %
Operating margin (in %)	7.0 %	6.7 %	
Tonnage sold (in thousands of tons)	1,675	1,671	+0.2 %
Tonnage produced (in thousands of tons)	1,685	1,669	+1.0 %
Employees	2,524	2,554	
Investments	65.9	83.7	
Depreciation and amortization	42.4	40.6	

¹⁾ incl. interdivisional Sales

MM Packaging - 2017

- Focus on cost leadership and rationalization
- Pass on of cartonboard price increase
- High earnings level secured
- Expansion
 - Vietnam, Iran and Jordan – provide for further growth
 - Poland (cosmetics) – drive presence in high-value products



MM Packaging Results 2017

in millions of EUR, IFRS	2017	2016	+/-
Sales¹⁾	1,392.7	1,352.6	+3.0 %
Operating profit	141.5	145.6	-2.8 %
Operating margin (in %)	10.2 %	10.8 %	
Tonnage processed (in thousands of tons)	767	761	+0.8 %
Sheet equivalent (in millions)	2,289.9	2,240.1	+2.2 %
Employees	7,332	7,373	
Investments	93.2	60.5	
Depreciation and amortization	57.3	58.5	

¹⁾ incl. interdivisional Sales

Outlook

- Continuation of positive momentum in Europe
 - High capacity utilization
- Strong competition stays on
- Demand related cost increase must be passed on
- Target: Continuation of expansion course
- Target: Keep up earnings quality

Appendix

Annual Results 2017



MM Group – Quarterly Overview

consolidated in millions of EUR, IFRS	4Q/ 2016	1Q/ 2017	2Q/ 2017	3Q/ 2017	4Q/ 2017
Sales	558.9	584.5	565.8	598.8	587.7
EBITDA	77.2	74.8	76.1	81.3	82.1
EBITDA margin (in %)	13.8 %	12.8 %	13.4 %	13.6 %	14.0 %
Operating profit	53.5	50.6	51.5	56.8	56.1
Operating margin (in %)	9.6 %	8.7 %	9.1 %	9.5 %	9.5 %
Profit before tax	53.3	49.2	47.8	54.9	53.6
Income tax expense	(15.4)	(12.3)	(12.8)	(13.5)	(11.9)
Profit for the period	37.9	36.9	35.0	41.4	41.7
Net profit margin (in %)	6.8 %	6.3 %	6.2 %	6.9 %	7.1 %
Earnings per share (in EUR)	1.91	1.84	1.74	2.07	2.08
Cash earnings	63.8	61.9	59.2	67.3	68.7
Cash earnings margin (in %)	11.4 %	10.6 %	10.5 %	11.2 %	11.7 %



MM Karton – Quarterly Overview

in millions of EUR, IFRS	4Q/ 2016	1Q/ 2017	2Q/ 2017	3Q/ 2017	4Q/ 2017
Sales¹⁾	245.5	261.9	262.3	264.7	259.8
Operating profit	13.7	15.9	19.2	19.5	18.9
Operating margin (in %)	5.6 %	6.1 %	7.3 %	7.4 %	7.3 %
Tonnage sold (in thousands of tons)	413	426	418	422	409
Tonnage produced (in thousands of tons)	414	421	423	425	416

¹⁾ incl. interdivisional Sales



MM Packaging – Quarterly Overview

in millions of EUR, IFRS	4Q/ 2016	1Q/ 2017	2Q/ 2017	3Q/ 2017	4Q/ 2017
Sales¹⁾	339.2	344.6	330.0	362.2	355.9
Operating profit	39.8	34.7	32.3	37.3	37.2
Operating margin (in %)	11.7 %	10.1 %	9.8 %	10.3 %	10.5 %
Tonnage processed (in thousands of tons)	191	190	185	194	198
Sheet equivalent (in millions)	550.8	569.8	548.9	588.3	582.9

¹⁾ incl. interdivisional Sales