

Mondi South Africa

Chairman & CEO: Andrew Thompson

18 June 2003

Current Position

Competitive advantages

Relevant markets

Capacities

Financial Performance

Key uncertainties and future growth

MONDI SA'S CURRENT POSITION

- **Businesses managed in three integrated value chains serving export and domestic markets**
 - **Eucalyptus fibre and woodfree papers**
 - **Packaging**
 - **Mechanical papers**

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MONDI SA'S COMPETITIVE ADVANTAGES

- **Established sustainable low cost pulpwood plantations**
- **Economies of scale and sharp productivity focus**
- **\$2 million per year forestry research, pursuing higher fibre yield**
- **Logistics planning**

MONDI SA'S COMPETITIVE ADVANTAGES

- **World class facilities at Richards Bay and Durban**
- **Scale, energy costs, established skilled workforce**
- **Provide platform for uncoated woodfree paper business**

MONDI SA'S COMPETITIVE ADVANTAGES

- **Integrated corrugated packaging**
- **Leader in SA corrugated market**
- **Whitetop kraftliner from Richards Bay globally competitive in cost and quality**

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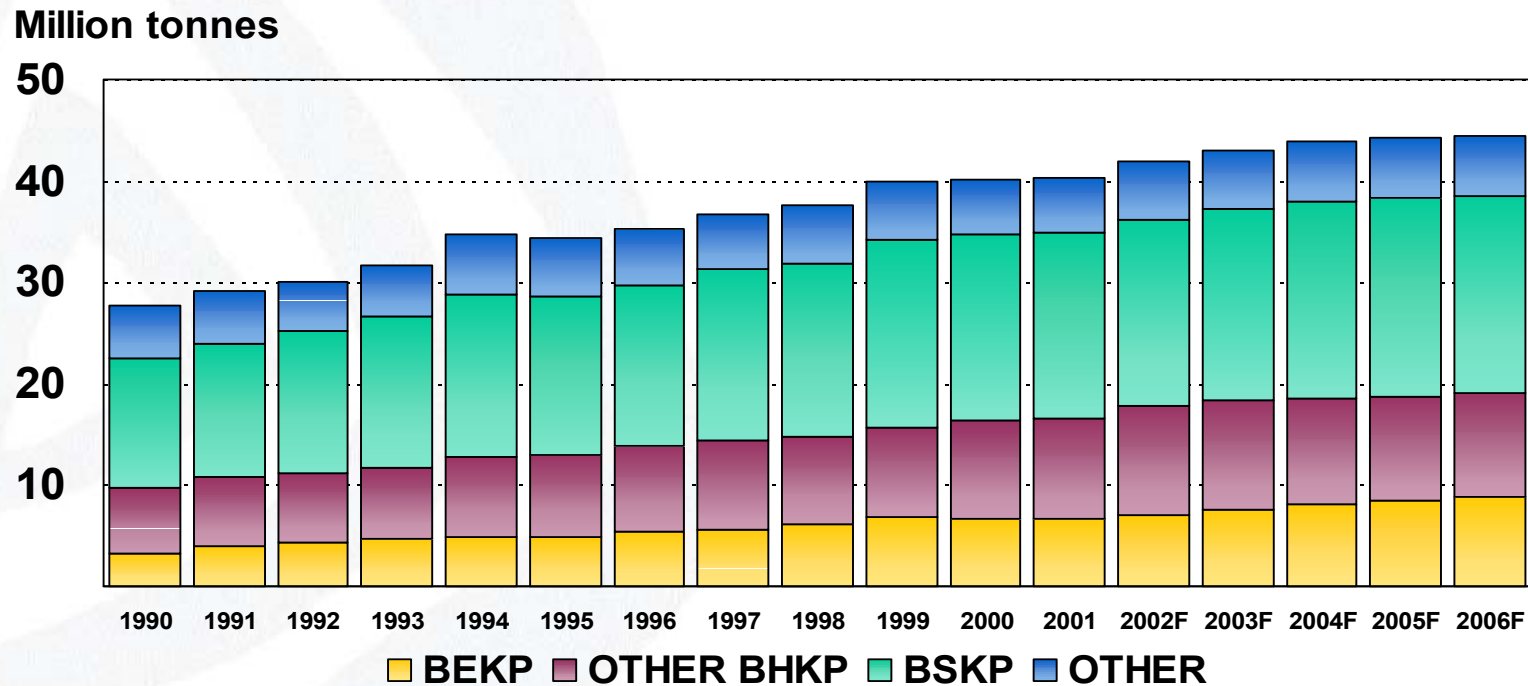
Key uncertainties and future growth

RELEVANT MARKETS FOR MONDI SA

- **BEKP**
- **Uncoated woodfree papers – Europe and SA**
- **Whitetop kraftliner in Europe**
- **Domestic cartonboard, corrugated packaging and publications papers**

MARKET PULP DEMAND

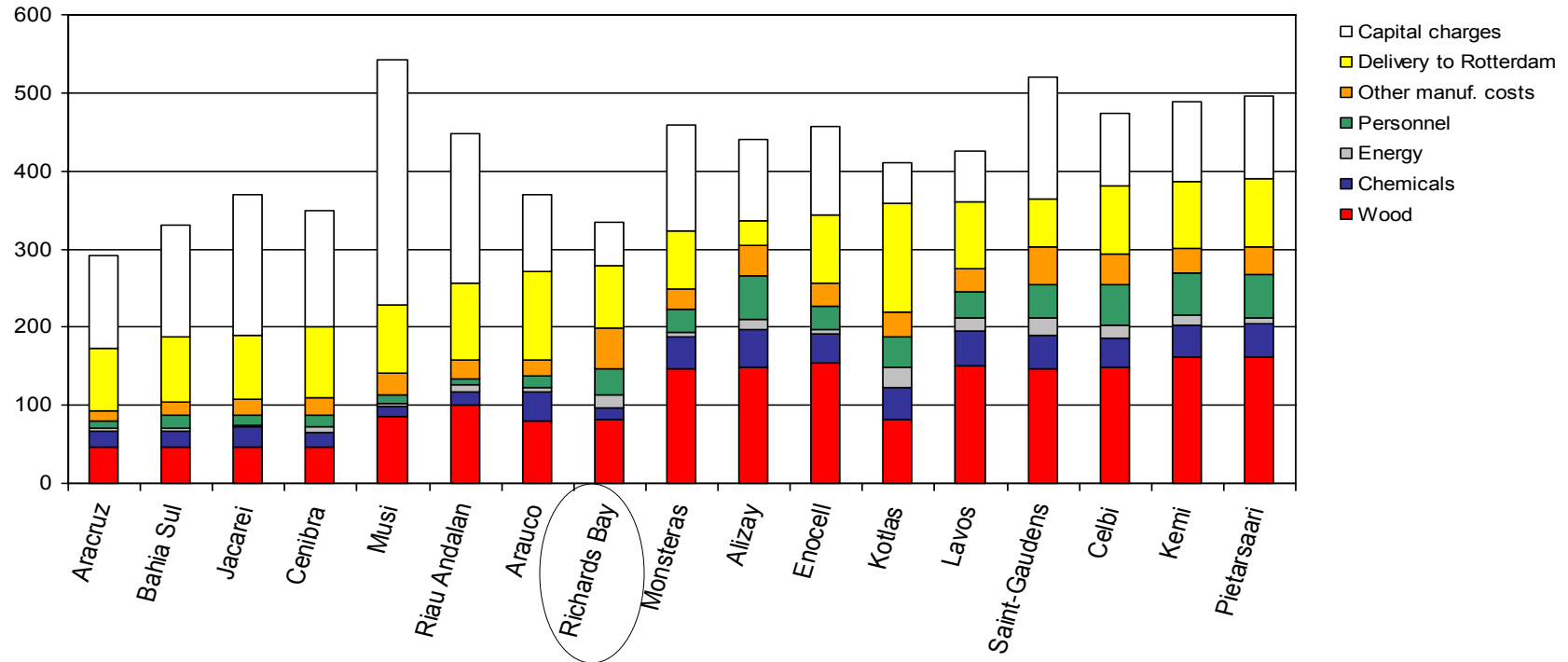
Projected Growth 2002 - 2006 : 1% p.a
 Projected BEKP Growth 2002 - 2006 : 4% p.a.



Source: Hawkins Wright

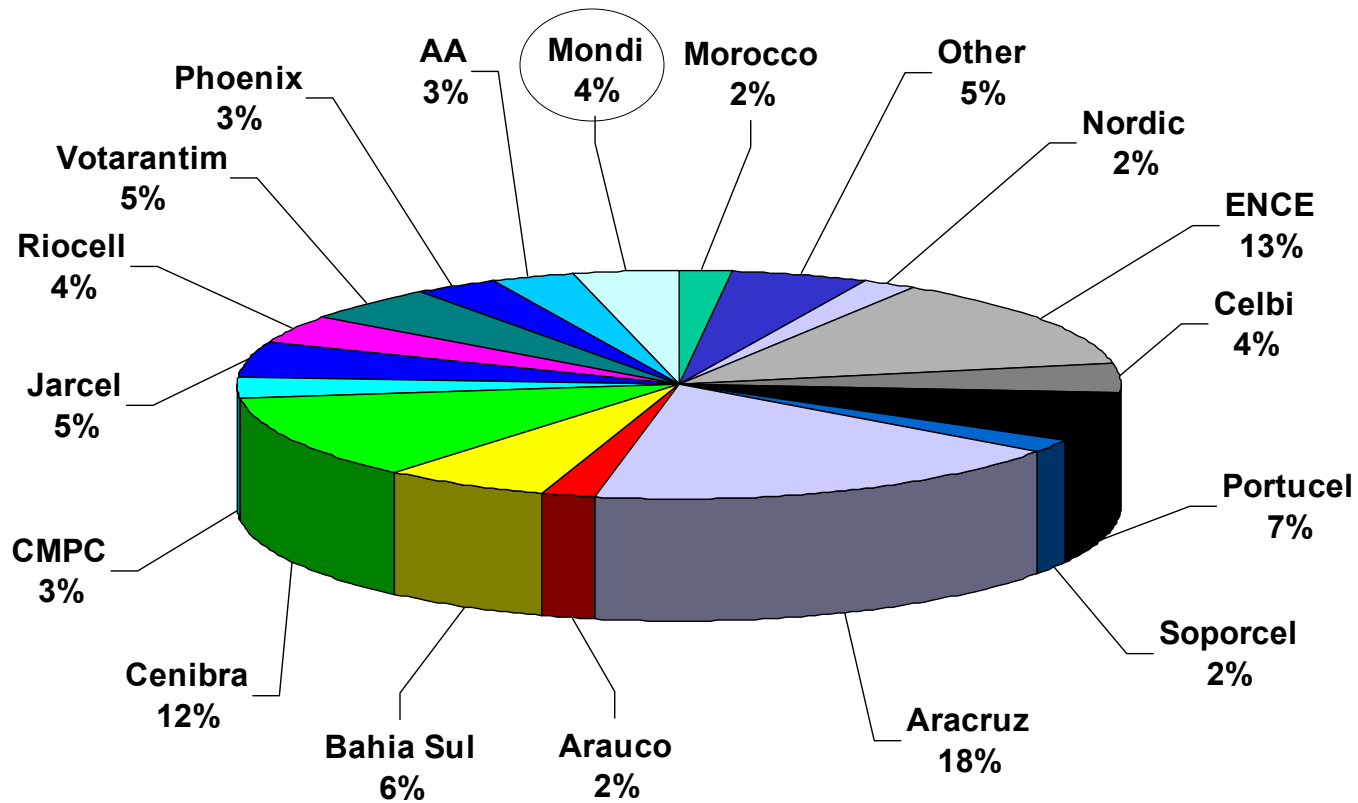
BKP PULP COST CURVE

Q1/2003



Source: JP

BEKP SUPPLIERS



BEKP 2002 - Capacity : 7140mt

Source: Hawkins Wright – Nov 2002

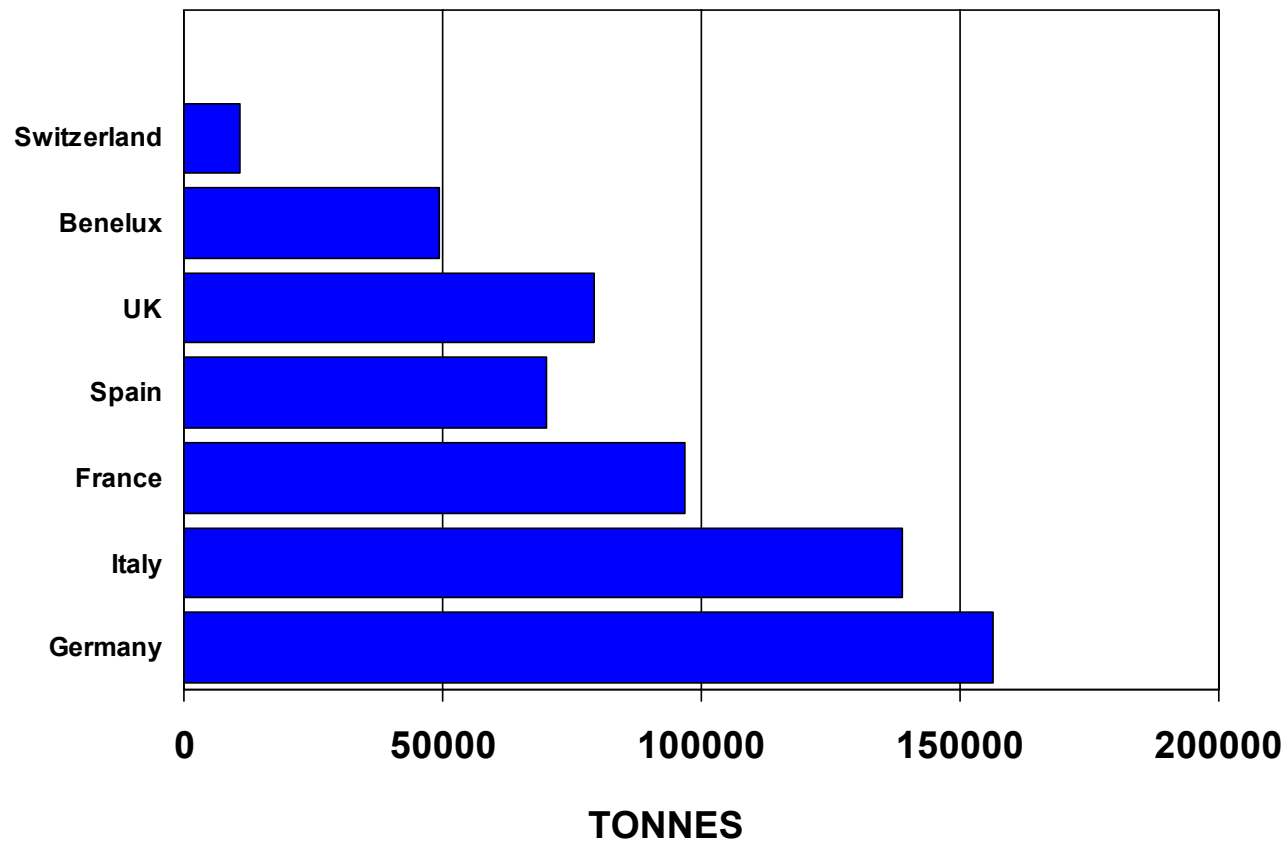
SA UNCOATED WOODFREE MARKET

- **SA market some 290 000 tonnes**
- **Cut sheet market 130 000 tonnes**
- **Volume growth has been 8% per year**

MONDI IN THE SA WOODFREE PAPER MARKET

- **Largest market share**
- **Brand leader in Rotatrim**
- **Technologically superior**
- **Own distribution via Paperlink**

EUROPEAN WHITETOP KRAFTLINER DEMAND

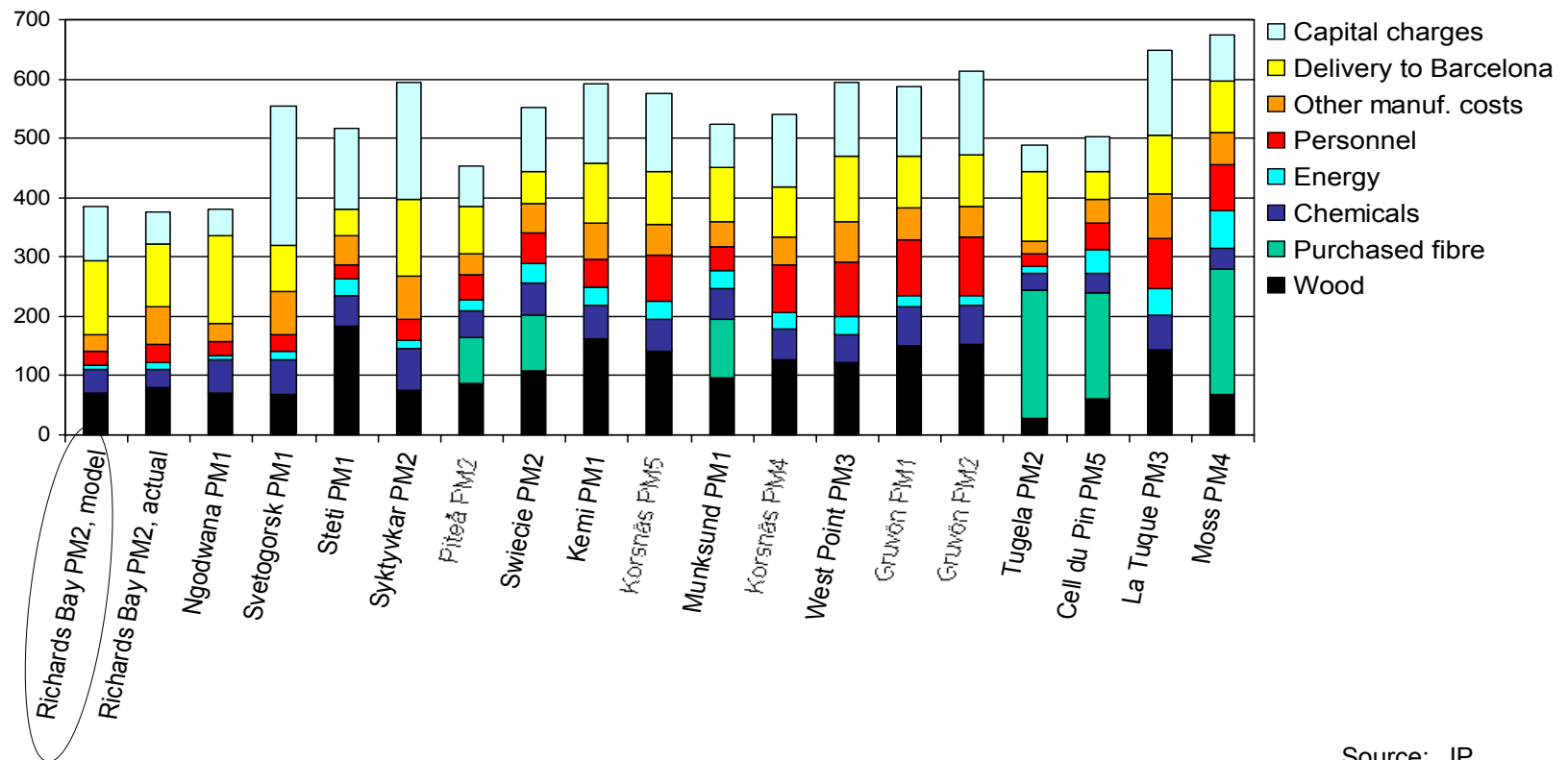


◦ **Total market 900 000 tonnes**

Source: ECO Report January 2003

WHITETOP LINER COST CURVE

USD/t



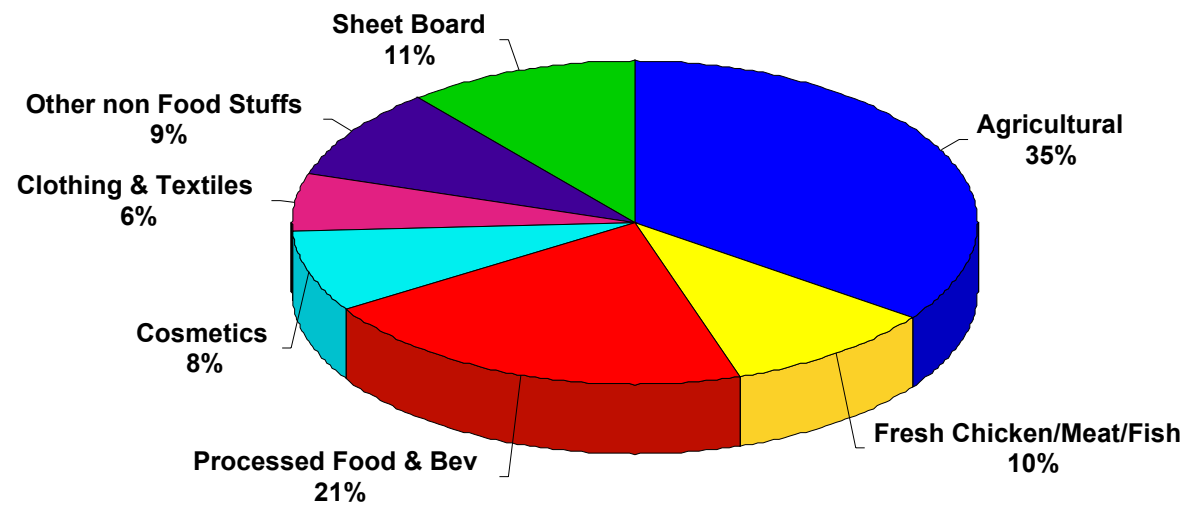
Source: JP

MONDI SALES OF BAYWHITE IN WESTERN EUROPE

- **Up 13% in 2002 to 123 000 tonnes**
- **Market share reached 17%**
- **Spain the largest market with 36 000 tons of sales**
- **Good growth also in Italy, Germany, UK and Benelux**

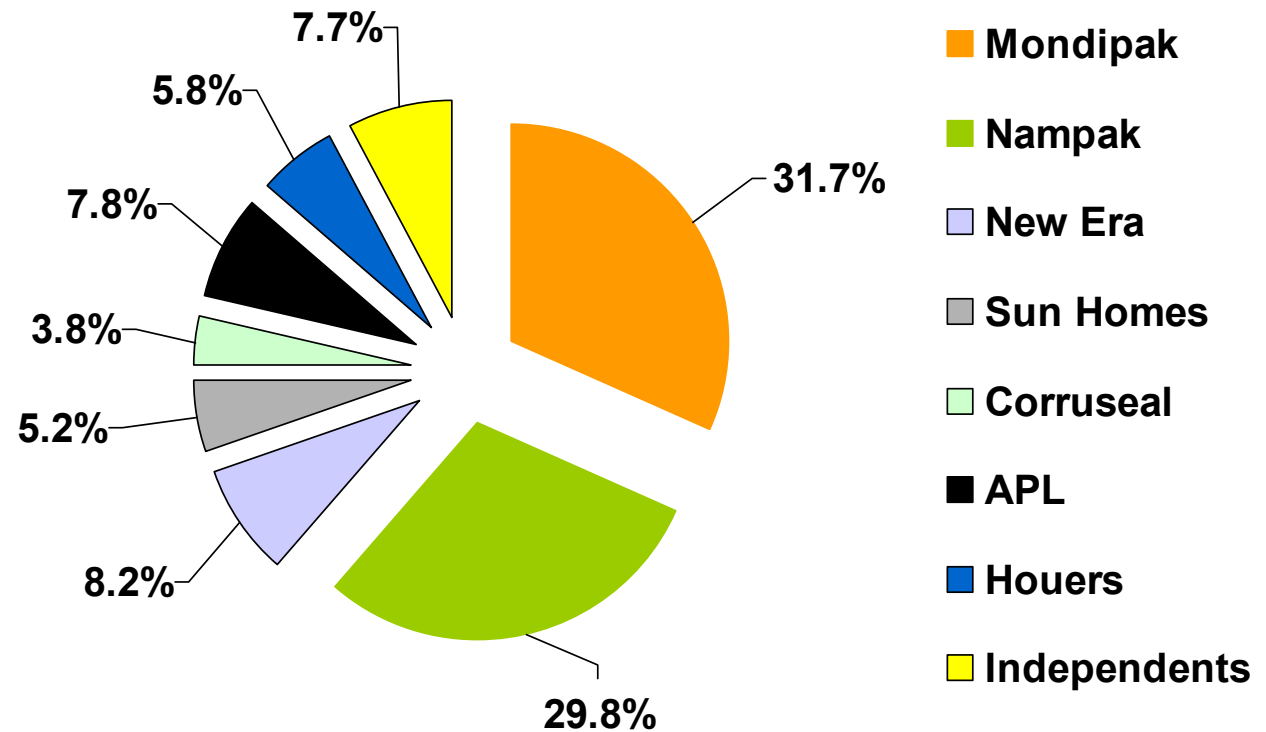


SA CORRUGATED MARKET



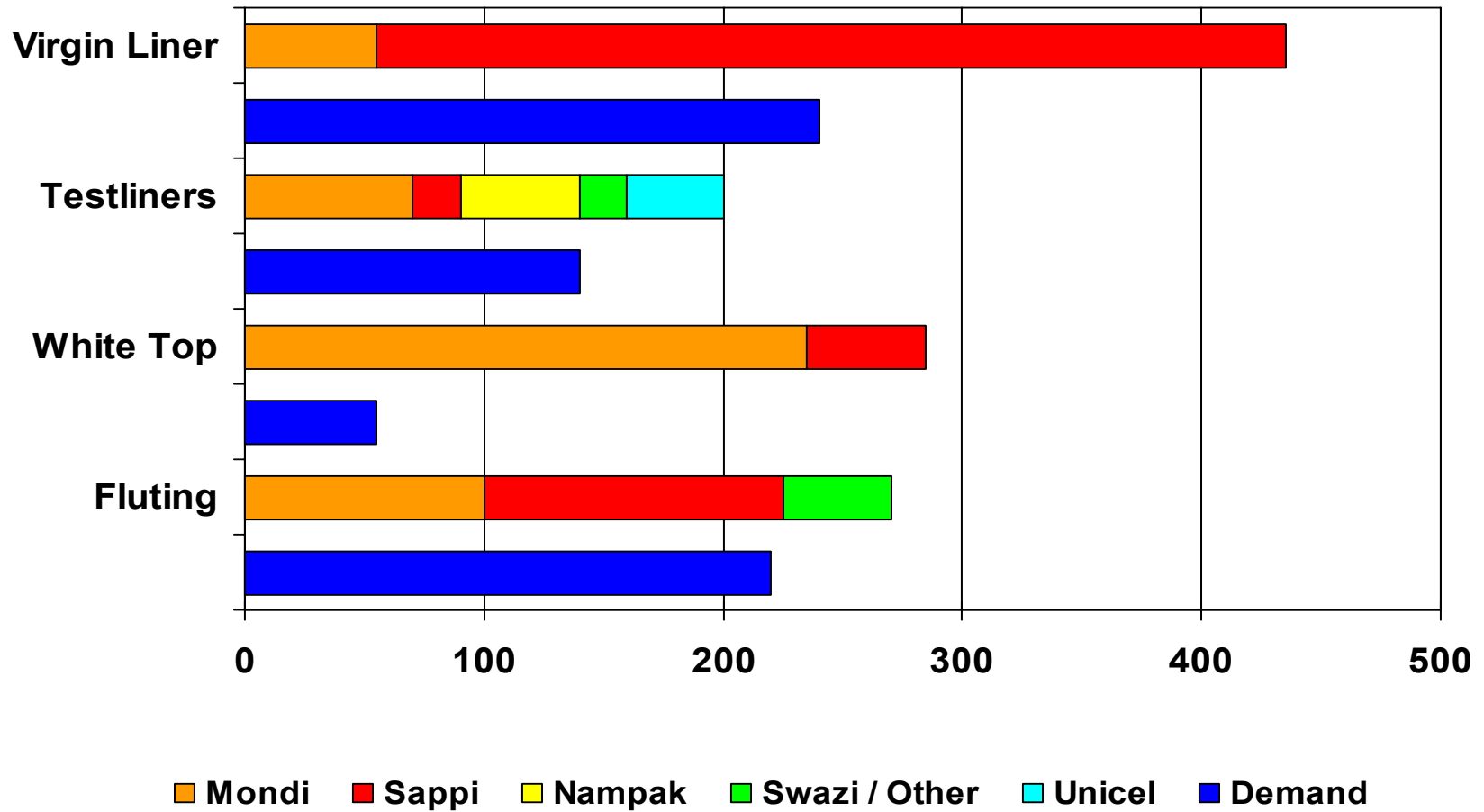
- Total market 571 110 tonnes
- Industrial packaging growth has slowed to less than GDP
- Fruit exports have provided a boost

SA CORRUGATED MARKET IN 2002



Total Market 571 110 tonnes

SA CCM CAPACITY VS DEMAND



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MONDI SA CAPACITIES

BEKP	440 000 tonnes
UKP	135 000 tonnes
WTKLB	225 000 tonnes
Brown liner	125 000 tonnes
Fluting	100 000 tonnes
Corrugated Board	400 million m²
Woodfree papers	270 000 tonnes
Cut Paper Converting	262 000 tonnes

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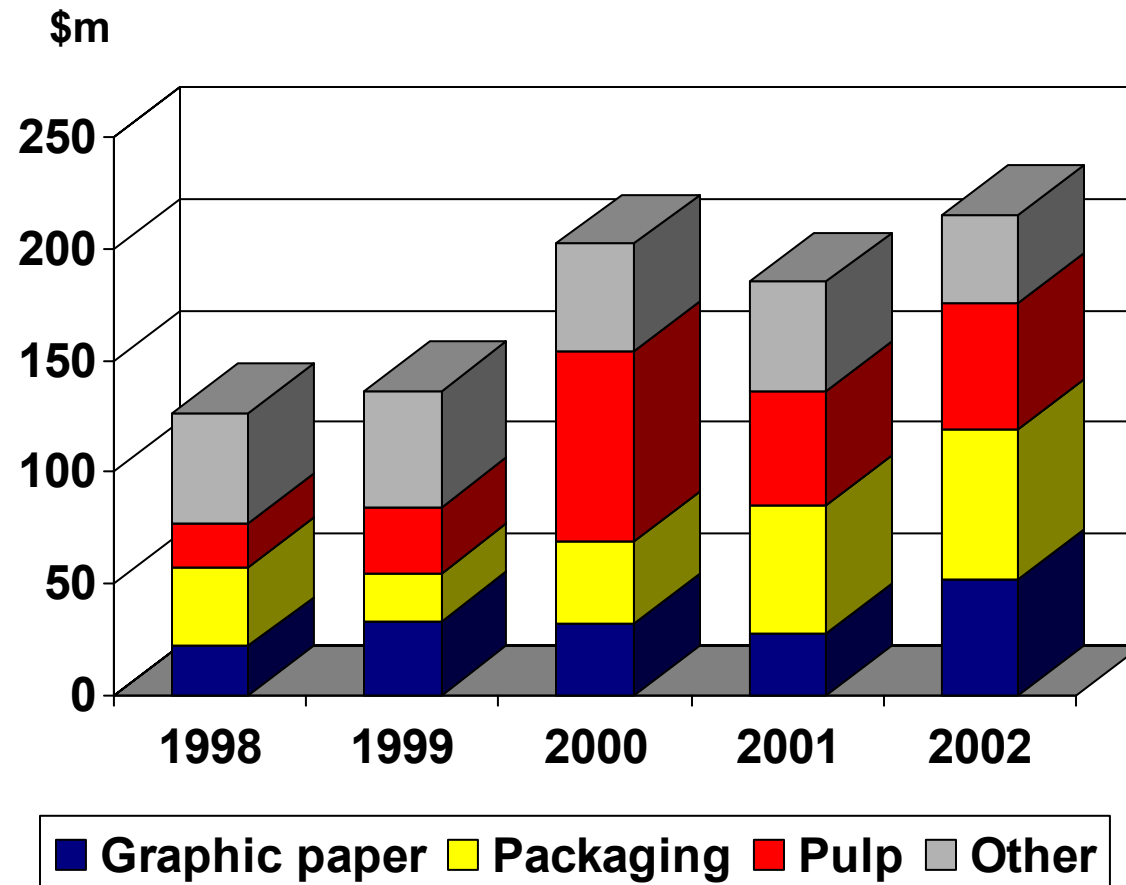
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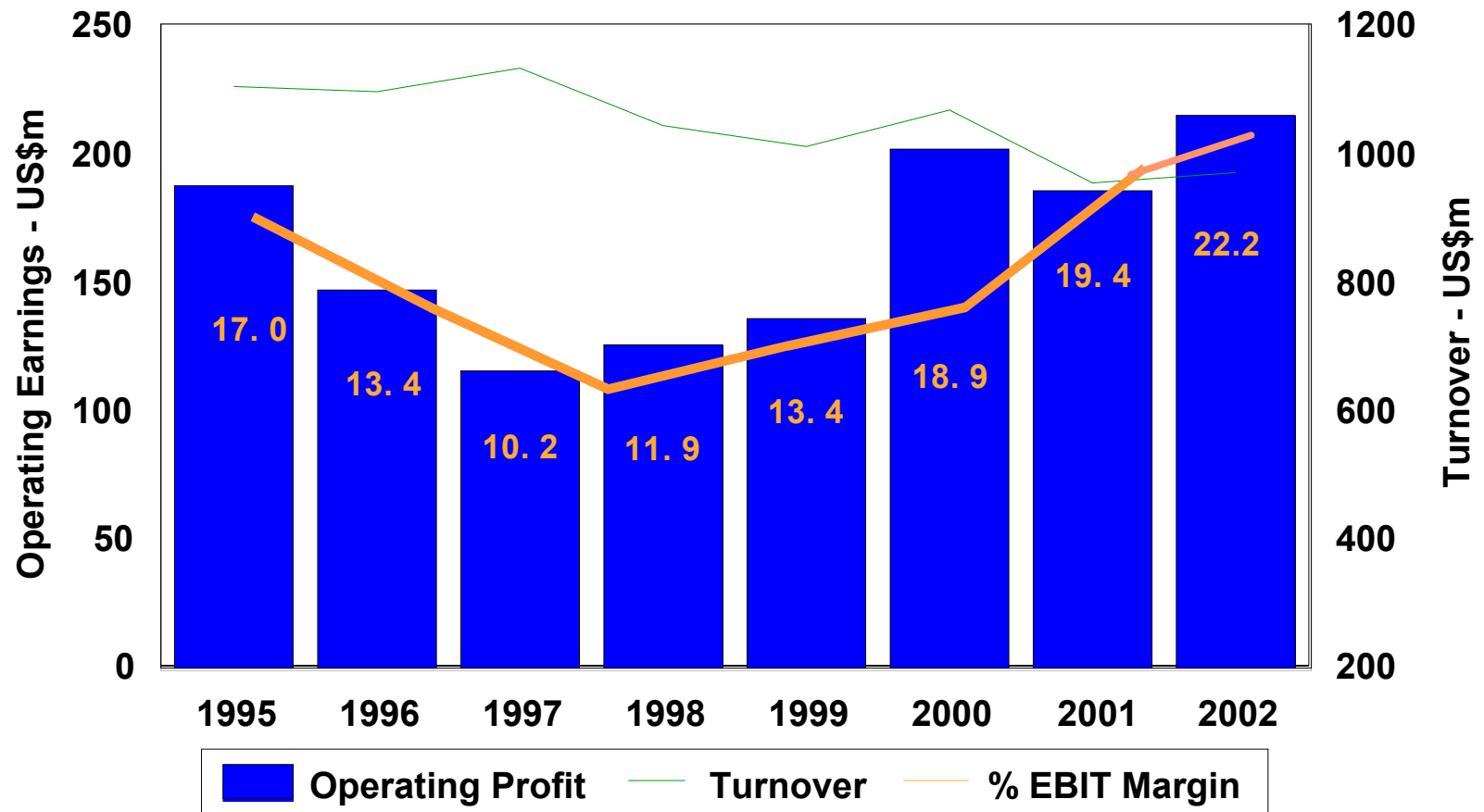
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MONDI SA OPERATING PROFIT TREND



MONDI SA FIVE YEAR EBIT MARGIN TREND



COST REDUCTIONS

US\$m	1998	1999	2000	2001	2002	Total
South Africa	13	27	24	10	10	84

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KEYS FOR THE FUTURE

- **South African inflation**
 - **currently 9%**
 - **target 6%**

- **R/\$ exchange rate**
 - **60% of revenues; 80% of costs in Rand**

- **SA economic performance**
 - **2003 GDP growth projected at 2.0%**

KEYS FOR THE FUTURE

- **Export projects**
 - **RB720**
 - **woodfree paper**
 - **packaging papers**
- **Empowerment**
- **Further efficiency gains**

SUMMARY

- **Highly competitive, sustainable FSC plantation base**
- **Low cost BEKP and uncoated woodfree paper production**
- **Leading global cost position for whitetop liner**
- **Substantial local and export market positions**
- **Record on expansionary capex and efficiency gains**