

# Factsheet

as at 31 March 2025



## About Nampak

Nampak is evolving into a focused metals packaging business. With manufacturing facilities in South Africa and Angola, we supply trusted products and excellent service to a broad range of customers.

We are a publicly owned entity whose shares have been listed on the Johannesburg Stock Exchange for 56 years.






Our business going forward will be focused on producing aluminium and tinsplate cans. In South Africa and Angola, we are the largest manufacturer of beverage cans.

We have substantial positions in other metal packaging in South Africa and are the only producer of two-piece tinsplate cans and aluminium monobloc aerosol cans in our home market. We are the sole manufacturer of beverage cans in Angola.

We promote the recyclability of our products and continue to reduce the weight of our products and, in so doing, their environmental impact.

Nampak has been positioned to be a high-quality, market-leading business with distinctive capabilities, operating in a defensive market segment with sustainable growth characteristics, underpinned by a blue-chip customer base.

## Strategy

Strategic themes	What do we mean?
 <b>Revenue growth management</b>	<ul style="list-style-type: none"> <li>▶ Metals focus</li> <li>▶ Trade terms strategy</li> <li>▶ Optimal price, volume, margin and mix (PVM)</li> <li>▶ Leverage substrate growth</li> <li>▶ Invest for growth</li> <li>▶ SKU rationalisation – 15% targeted reduction across operations</li> <li>▶ Bolt-on capability – new product innovation and growth</li> </ul>
 <b>Strategic customer management</b>	<ul style="list-style-type: none"> <li>▶ Market share growth</li> <li>▶ Innovation and category thought leadership (collaborating with clients)</li> <li>▶ Service excellence</li> <li>▶ R&amp;D technological advantage</li> </ul>
 <b>Cost fixation and manufacturing efficiencies</b>	<ul style="list-style-type: none"> <li>▶ Limit all discretionary spending</li> <li>▶ Structural changes to manufacturing architecture</li> <li>▶ Efficiency extraction (manufacturing, working capital, logistics, IT)</li> </ul>
 <b>Performance anatomy</b>	<ul style="list-style-type: none"> <li>▶ Customer obsession</li> <li>▶ Act like owners</li> <li>▶ Simplify inside, differentiate outside</li> <li>▶ Bias for action</li> <li>▶ Frugality</li> </ul>
 <b>Nampak brand proposition</b>	<ul style="list-style-type: none"> <li>▶ Credible and trusted customer partnerships</li> <li>▶ Purveyor of highest quality offerings</li> <li>▶ Sustained earnings growth and ROIC &gt; WACC</li> <li>▶ Employer of choice</li> </ul>

## Investment thesis for ONE Nampak

<p><b>1</b></p> <p><b>A strong investment case</b></p> <ul style="list-style-type: none"> <li>▶ Industry-leading returns</li> <li>▶ Market-share leadership</li> <li>▶ Distinctive capabilities</li> <li>▶ Margin superiority</li> <li>▶ Above-average market growth</li> <li>▶ Operating leverage</li> <li>▶ Structurally sound balance sheet</li> </ul>	<p><b>2</b></p> <p><b>Our right to win</b></p> <ul style="list-style-type: none"> <li>▶ Focused portfolio</li> <li>▶ Technological advantage</li> <li>▶ Scale</li> <li>▶ Customer spread/global client base</li> <li>▶ Long-standing and proven relationships with suppliers and customers</li> <li>▶ Capital intensity/barriers to entry</li> <li>▶ Rightsized balance sheet</li> <li>▶ Cash generative</li> <li>▶ Management depth</li> </ul>
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ONE Nampak is being created for cultural cohesion with technical, manufacturing and customer-facing competencies

## Financial performance (half year ended 31 March)

Rm	1H25	1H24	1H23	CAGR (%)
Revenue	5 671	5 093	4 794	9
Trading profit	764	626	157	121
Trading profit margin (%)	13.5	12.3	3.3	
EBITDA	1 093	1 021	221	123
EBITDA margin (%)	19.3	20.0	4.6	
Operating profit/(loss)	952	887	(706)	>100
Operating margin (%)	16.8	17.4	(14.7)	

## Beverage

### Beverage cans and ends offering

#### Plant locations

- ▶ South Africa: Johannesburg and Pretoria
- ▶ Angola: Luanda

#### Products

- ▶ Beverage cans and ends
- ▶ Products and sizes

#### Markets

- ▶ Alcoholic beverages, carbonated soft drinks, fruit juices, energy drinks, wine, vegetable juice and iced teas

#### Complementary services

- ▶ Technical support through the Customer Technical Services (CTS)
- ▶ Internal technical support to production facilities – BevTech

Product	Size
Standard	330ml, 355ml, 400ml, 440ml and 500ml
Slimline	200ml and 250ml
Ultra Sleek	410ml
Slender (Sleek)	300ml
Ends	200 and 202 diameter



## Diversified

### South Africa

#### Plant locations

- ▶ South Africa: Vanderbijlpark, Durban, Paarl and Epping in Cape Town

#### Products

- ▶ Two and three-piece food, aerosols, polish and metal closures

#### Markets

- ▶ Food, personal care, polish, home care and wine and spirits

Vegetables category supported by consumer requirement for low cost protein

Only manufacturer of rectangular cans in South Africa

- ▶ Brand owners access RoA markets with cans filled in SA

Product	Size
Food cans	<ul style="list-style-type: none"> <li>▶ 2-piece/3-piece food cans</li> <li>▶ Food components</li> <li>▶ Aluminium peel-off ends</li> </ul>
Diversified cans	<ul style="list-style-type: none"> <li>▶ Monobloc aluminium aerosols</li> <li>▶ Tinsplate plain, lacquered and decorated aerosol cans</li> <li>▶ Shoe polish cans</li> </ul>



Source: Management analysis

## Financial highlights\*

	Beverage South Africa	Diversified	Beverage Angola	Group total
Revenue contribution (Rm)	<b>3 410</b>	<b>1 674</b>	<b>512</b>	<b>5 671</b>
Operating profit contribution (Rm)	<b>451</b>	<b>215</b>	<b>127</b>	<b>952</b>
Operating margin contribution (%)	<b>13.2</b>	<b>12.8</b>	<b>24.8</b>	
Group revenue contribution (%)	<b>60</b>	<b>30</b>	<b>9</b>	
Group operating profit contribution (%)	<b>47</b>	<b>23</b>	<b>13</b>	

\* Corporate not separately disclosed

## Investor relations contact

**Teboho Lempe**  
Group Investor Relations Manager

E [teboho.lempe@nampak.com](mailto:teboho.lempe@nampak.com)  
T +27 11 719 6300

[nampak.com](http://nampak.com)