Ontex

Q1 2016 Trading Update

May 4, 2016

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Ontex Highlights

Q1 2016 highlights

Strong growth in developing markets and integration of Grupo Mabe underway

LFL revenue growth

- Reported Group revenues of €452.4 million for Q1 2016
- Q1 reported revenue +6.4%, including Grupo Mabe as from March 1 2016
- Q1 like-for-like (LFL) revenues[1] +1.0%
- Q1 revenue at constant currency (CC) and on a pro-forma basis[2] +3.9%

Adjusted EBITDA[3] margin expansion

- Adjusted EBITDA +9.6% to €57.0 million in Q1 2016 including Grupo Mabe as from March 1 2016
  - Adverse currency impact of -€13.2 million
- Adjusted EBITDA margin up 37 bps to 12.6%, driven by efficiency gains and cost savings

Net leverage

- Net debt of €701.7 million at end of March 2016, including €104.1 million of acquisition related earn-outs subject to achievement of pre-agreed targets to be paid in 2016, 2017 and 2018
- Management estimates leverage between 2.7x and 3.0x based on LTM EBITDA including Mabe estimate
- Working Capital and Capex under control in Q1 2016; FY capex/sales incl. Mabe expected between 3.5%-4.0%

Q1 2016

LFL revenues[1] +1.0%
CC revenues[2] +3.9%

Adj. EBITDA[3] margin 12.6%

Net debt €701.7 million

Note 1: LFL revenues are defined as revenues at constant currency excluding change in perimeter or M&A
Note 2: Pro-forma assuming consolidation of Grupo Mabe for Q1 in both 2015 and 2016
Note 3: Adjusted EBITDA is a non-IFRS measure, defined as EBITDA plus non-recurring expenses and revenues excluding non-recurring depreciation and amortization and has consistently been applied throughout reporting periods. EBITDA is a non-IFRS measure, defined as earnings before net finance cost, income taxes, depreciation and amortization. Adjusted EBITDA margin is Adjusted EBITDA divided by revenue.

Trading Review

Further revenue growth

Higher volumes and strong FX headwinds

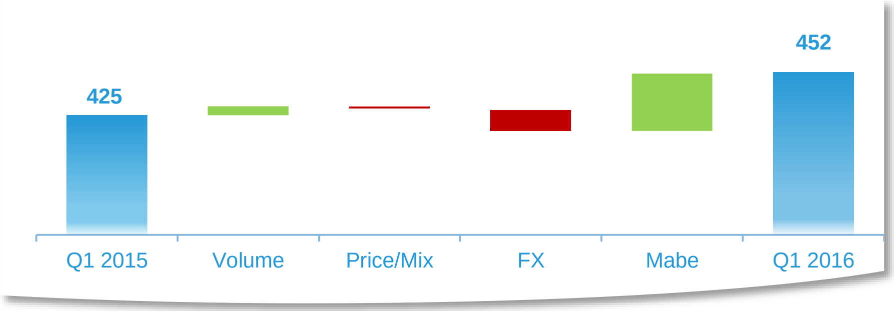
Group revenue review

- Reported revenue up +6.4% in Q1 2016, including Grupo Mabe as of March 1 2016
  - Like-for-like revenues up +1.0% in Q1 2016
  - Revenue +3.9% yoy at constant currency including Q1 Grupo Mabe in 2015 and 2016

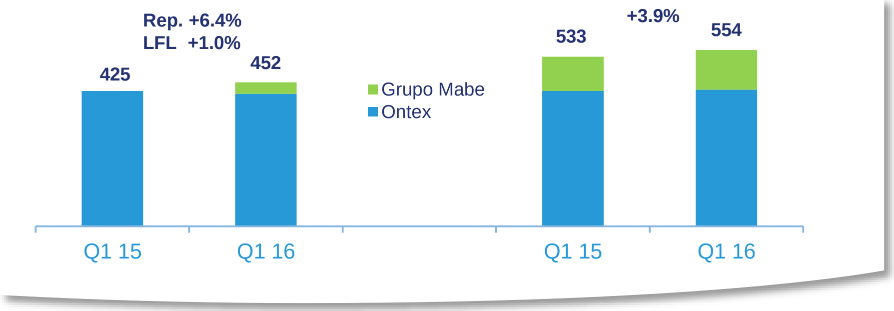
- Top line performance thanks to fast growing developing markets
  - Contribution driven by higher volumes
  - Grupo Mabe included for 1 month

- Strong FX headwinds for the first three months of 2016 amounted to €13.1 million

Sales bridge Q1 2016 (€m)



Q1 Reported and LFL (%) **Q1 Pro-forma at CC (%)**

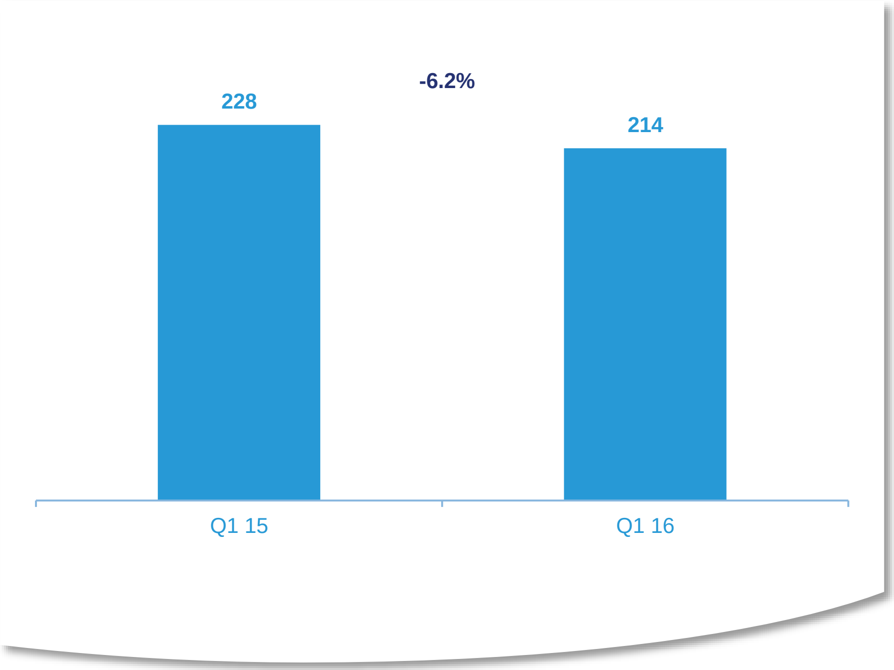


Mature market retail: 47% of Q1 reported group sales

Securing profitability with disciplined pricing approach

- Like-for-like revenue decline, in line with expectations, due to elevated price competition in Western Europe
- Q1 2016 revenue higher year-on-year (yoy) in Poland, offset by declines in the UK and France
- Continuing to pursue profitable business opportunities within the Division
- Negative currency impact largely due to the British Pound and Polish Zloty; reported revenue decline of 6.5% including €2.2 million of sales contribution from Mabe's European business

LFL Revenue (€m) and sales growth

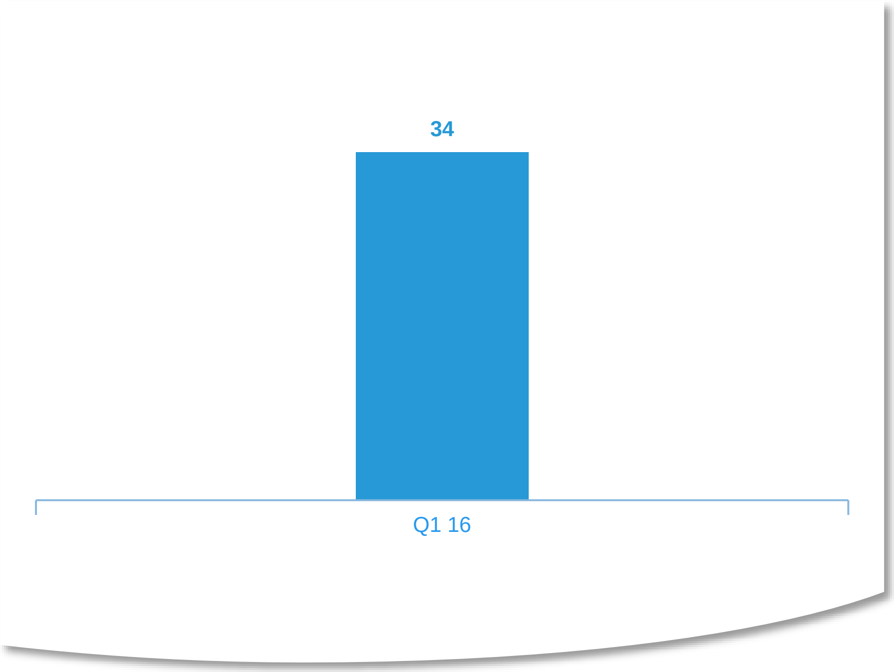


Americas retail: 8% of Q1 reported group sales

March 2016 first month of consolidation; Q1 pro-forma double digit growth at constant currency

- Post completion of Grupo Mabe acquisition, activities consolidated from March 1 under a new fifth division called “Americas Retail”.
- Business performing in line with management’s expectations at the time of the transaction
- Solid progress in Mexico in Babycare, Adult Inco and Femcare
- Pro-forma Q1 2016 revenue +16.2% yoy at constant currency
- Pro-forma revenue for Q1 2016 up 5.0% despite negative FX impact from Mexican Peso

Q1 2016 Revenue (€m)

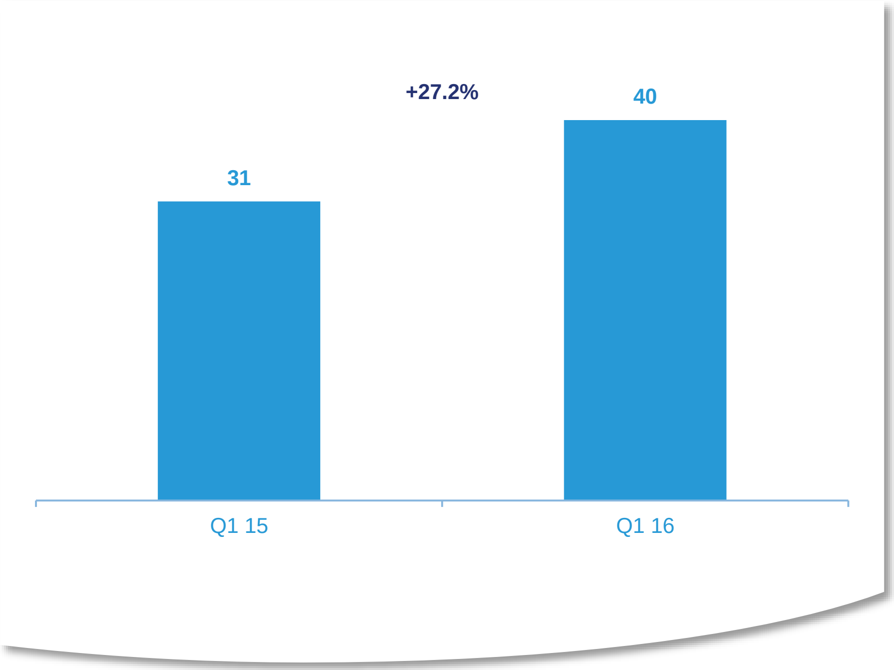


Growth markets: 8% of Q1 reported group sales

Higher volumes driving revenue growth

- Like-for-like revenues +27.2% in Q1 2016
- Q1 2016 continues to be driven by increasing volumes in most markets, especially in Russia and Central Eastern Europe
- Retailers looking to build their own brands
- In Russia, industry-wide price adjustments, implemented last year, partially offset negative FX impacts
- Negative FX impact, mainly due to the Russian Rouble; reported revenue growth of 17.9%

LFL Revenue (€m) and sales growth

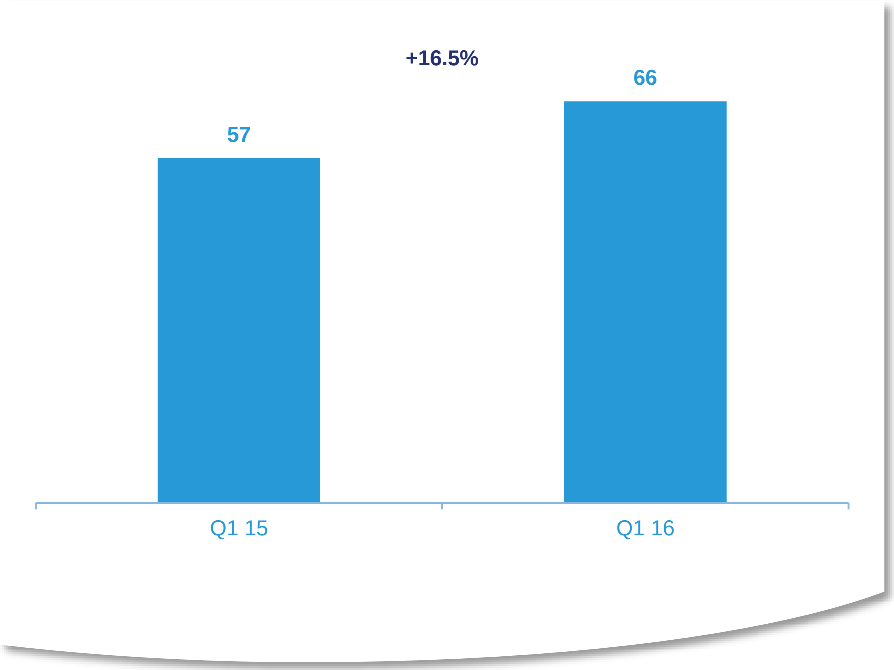


MENA: 13% of Q1 reported group sales

Ontex brands continue to grow

- Like-for-like revenues +16.5% in Q1 2016
- LFL growth was broad-based
  - Volume gains across most markets with Canbebe in Babycare and Canped in Adult Incontinence
- Further progress in strengthening our distribution network in North Africa
- Reported growth at 4.9%, due to negative FX impact from the Turkish Lira

LFL Revenue (€m) and sales growth

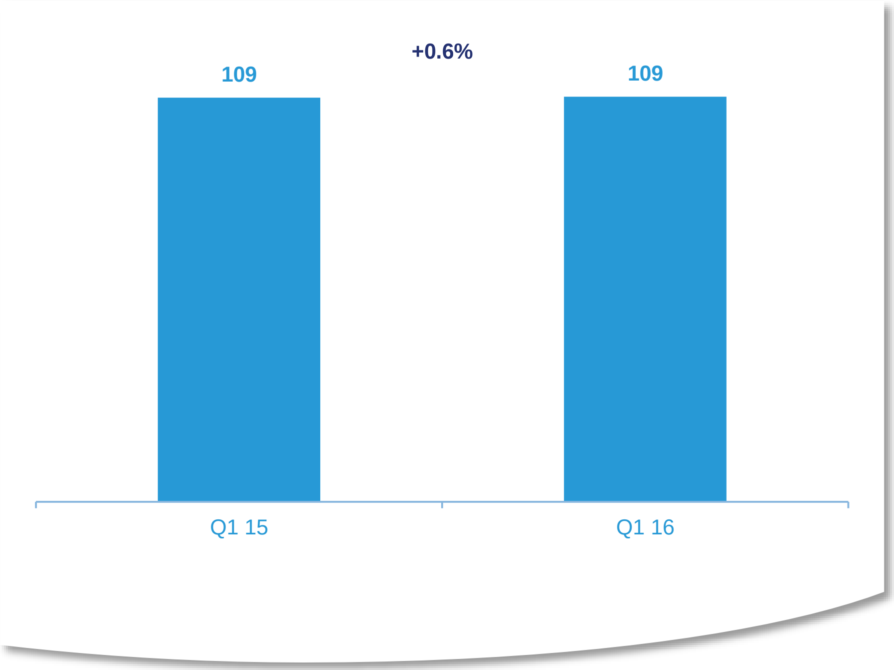


Healthcare: 24% of Q1 reported group sales

Branded volumes grew further

- Like-for-like revenues +0.6%
- Higher revenue in Italy and in the UK in home delivery, offset by lower sales in France and Germany
- Continued progress on re-grouping our 2 production sites in northern France
- Negative FX impact mostly due to the British Pound; reported revenue stable compared with Q1 2015

LFL Revenue (€m) and sales growth

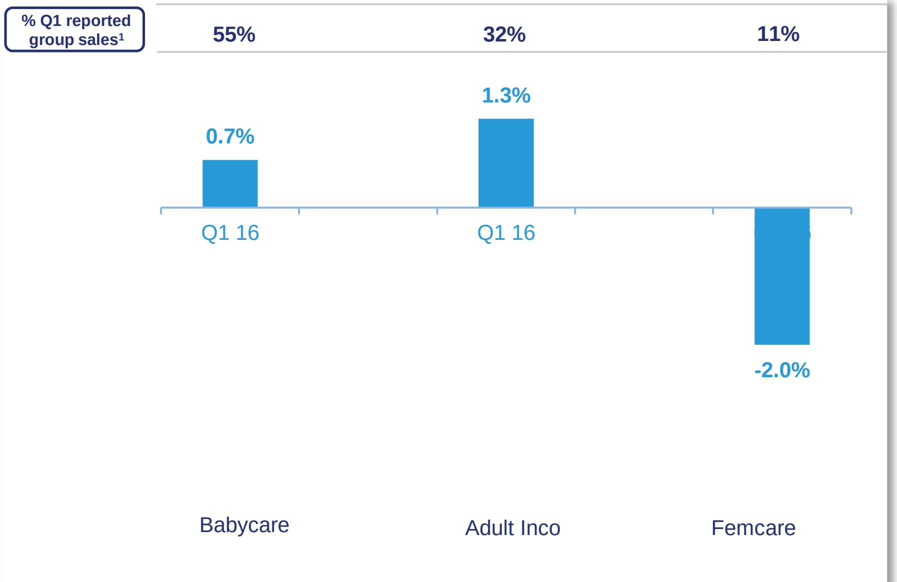


Our categories

Growth in our largest categories

- Babycare LFL revenue up 0.7%, with higher sales mostly in developing markets and lower revenue in developed markets
    - Revenue +10.4% including Mabe and a negative FX impact
- Adult Inco revenue +1.3% LFL on the back of:
    - Stable revenue in institutional channels
    - 6% growth in retail channels
    - Revenue +1.6% including Mabe and a negative FX impact
- Femcare down 2.0% for Q1 2016, in line with the change in Western European market revenue for the category
    - Revenue -0.4% including Mabe and a negative FX impact

LFL sales growth



Note 1: Category split excludes 2% of "Other"

Adjusted EBITDA margin

Expansion achieved despite significant currency headwinds

Key margin drivers

Adjusted EBITDA margin up by 37bps to 12.6% in Q1 2016

- Including Grupo Mabe as from March 1 2016
- Tailwinds from raw material costs, mainly for oil-based commodities as fluff pulp remains at historically high levels, more than offset by negative FX
- Portfolio of savings and efficiency projects supported profitability despite slower revenue growth, underscoring resilience
- Ongoing investments in sales, marketing and administrative capabilities

Negative foreign exchange impact on Adjusted EBITDA in Q1 2016

- Q1 2016: -€13.2 million due to the Turkish Lira, Russian Rouble, Polish Zloty and US Dollar

Net debt and liquidity

Net debt increased following acquisition as anticipated

- Net debt of €701.7 million, up from €405.5 million at the end December 2015, reflecting:
  - €104.1 million for acquisition related earn-outs to be paid over 2016, 2017 and 2018 subject to achievement of pre-agreed targets
  - Management estimates leverage between 2.7x and 3.0x including estimate of LTM Mabe EBITDA
- Available liquidity increased from €100.0 million to €225.0 million with the addition of a term loan C, to ensure adequate funds are available for earn-out payments

Reported net debt position and liquidity as of 31 March, 2016

Net Debt Calculation	(€m)
Gross debt	787.0
Cash & cash equivalents	(85.3)
Net debt	**701.7**

Liquidity	(€m)
Cash & cash equivalents	85.3
Revolving credit facility of €100.0m (of which drawn: €0.0m) Term Loan C of €125.0m (of which drawn: €0.0m)	225.0
Available liquidity	**310.3**

Outlook

Outlook

Based on current FX rates and outlook on commodity pricing:

- Expectations for 2016 like-for-like (LFL) growth remain unchanged
- We anticipate to see a better LFL performance in Mature Market Retail in the second half of the year, with Q2 2016 lower than the first quarter
- We expect strong LFL performances in 2016 from our expanded portfolio of business in Growth Markets, Middle East North Africa and from March 1 2016, Americas Retail
- Healthcare LFL is anticipated to continue growing slightly ahead of the stable Western European market
- We will continue to capture efficiencies, savings, and as of Q2, synergies following completion of the Mabe acquisition. Including the dilutive impact of Grupo Mabe, we expect to have a Group Adjusted EBITDA margin for FY 2016 in line with FY 2015 (12.4%) on a much larger revenue base

Q&A

Appendix

Performance overview for Q1 2016

In millions of Euro	Q1 2016	Q1 2015	*% as reported*	*% LFL*
		Per Division		
Mature markets retail	213.5	228.4	*(6.5%)*	*(6.2%)*
Americas Retail	33.8	0.0	*n.a*	*n.a*
Growth markets	36.9	31.3	*17.9%*	*27.2%*
Healthcare	108.4	108.4	*0.0%*	*0.6%*
MENA	59.8	57.0	*4.9%*	*16.5%*
		Per Category		
Babycare	250.0	226.5	*10.4%*	*0.7%*
Femcare	50.6	50.8	*(0.4%)*	*(2.0%)*
Adult incontinence	144.6	142.3	*1.6%*	*1.3%*
Other (Traded goods)	7.2	5.5	*30.9%*	*34.5%*
		Per Geographic Area		
Western Europe	259.6	280.1	*(7.3%)*	*(7.4%)*
Eastern Europe	70.5	60.8	*16.0%*	*22.4%*
Americas	36.7	2.7	*N.M*	*11.1%*
Rest of the world	85.7	81.5	*5.2%*	*13.9%*

n.a: not applicable
N.M: Not meaningful

Thank you

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