Financial Results – Q3 2013

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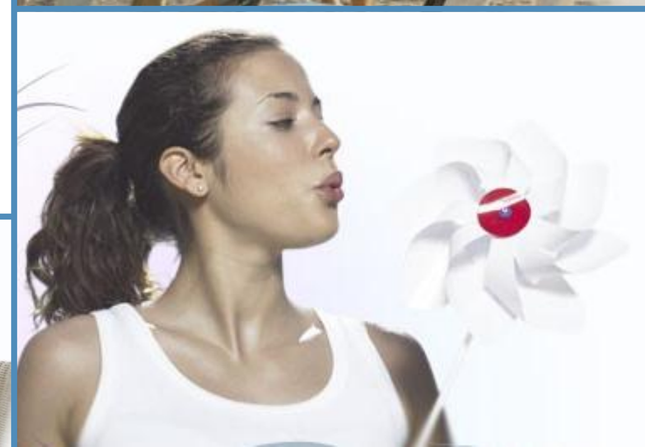

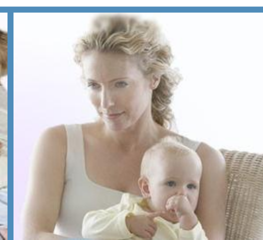

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Most of the tables are shown in € million for transparency reasons. This may give rise to rounding differences.

A small number of customers have been reclassified to a different division in 2013, in line with the account and sales management. To allow for relevant comparisons, the 2012 sales by division have been restated.

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Key Highlights

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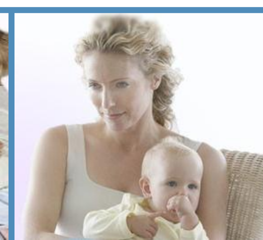
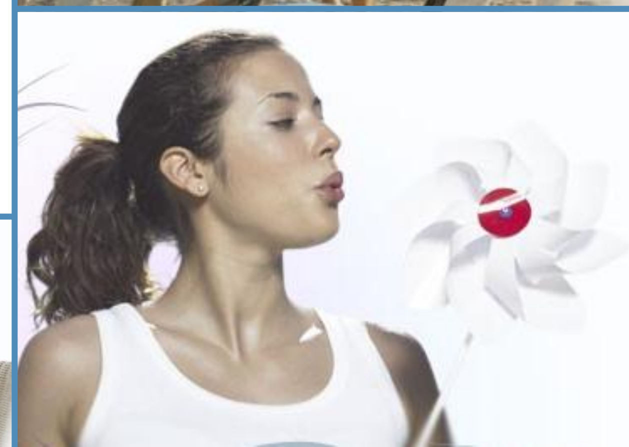

Q3 2013 Performance Consistent with Expectations



- **Reported Group Sales at €379.4 million in Q3 2013, up 18.5% versus prior year**
  - Excluding currency effects, Q3 2013 sales amounted to €392.1 million, an increase of 22.4% compared to Q3 2012
  - Serenity sales contributed to €35.8 million in the quarter, bringing Q3 2013 sales at constant currency and excluding Serenity to €356.3 million, up 11.2% year-over-year
  - 9M sales up 8.1% at constant currency and excluding Serenity
- **Adjusted EBITDA at €45.5 million for Q3 2013, an increase of 36.2% year-over-year**
  - €7.5 million of adverse currency effects for Q3 2013
  - Adjusted EBITDA at €128.5 million in 9M 2013, up 17.0% versus 9M 2012
- **FCF amounted to €21.2 million in Q3 2013, compared to €10.6 million in Q3 2012**
  - FCF for 9M 2013 at €52.0 million (versus €44.9 million for 9M 2012)
- **Net Debt amounted to €872.5 million as of September 30, 2013 and the available liquidity was €124.0 million**

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Trading Environment Sees Currency Fluctuations & Reallocation of K-C Volumes



Macro

- **Adverse currency effects continue to impact top- and bottom-line, in particular**
  - British Pound, Australian Dollar, Turkish Lira and Russian Ruble
  - Forward currency hedge contracts sealed for the period Sept. to Dec. 2013
- **Raw material price levels in line with expectations**
  - Positive impact from USD depreciation over the quarter

Market

- **Majority of outstanding contracts for K-C's branded & retailer brand product have been re-allocated, as at Q3 2013 quarter end**
  - Overall, satisfying volumes captured by Ontex
    - In particular from the ex Huggies consumers and in key countries such as the UK
    - Residual impact from gain of retailer brand contracts in Q3 2013 to phase in over Q4 2013
- **Seasonally lower trading in the summer months in MEA countries**
- **No significant changes in promotional activities by competitors and retailers**

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2013 Projects Now Either Completed or Well Underway



- **Recklinghausen machinery being successfully redeployed to other sites**
  - Full process expected to be completed by year end
- **Set-up of Pakistan plant being finalised**
- **Serenity: Satisfactory trading and synergies realisation**
  - Integration proceeding well
  - Trading in line with acquisition business plan, both from a top-line and EBITDA perspective
  - Synergies realisation on track
- **Healthcare optimisation continued into Q3**
  - Client and product portfolio rationalisation almost completed
- **Continuing to set ambitious efficiency targets**
  - Particularly focused on savings to be generated through collaboration between R&D, purchasing and manufacturing

Continuing to Roll Out Strategy to Achieve Profitable Growth

Incontinence

Emerging Markets

Branding (retailers' and local brands)

Solid foundations

Optimised Industrial Footprint	Enhanced Customer Service	Market Oriented R&D Capabilities

Group wide financial framework

- On-going approach towards efficiency improvements
- Adoption of strict financial policy in resource allocation and cash management continues

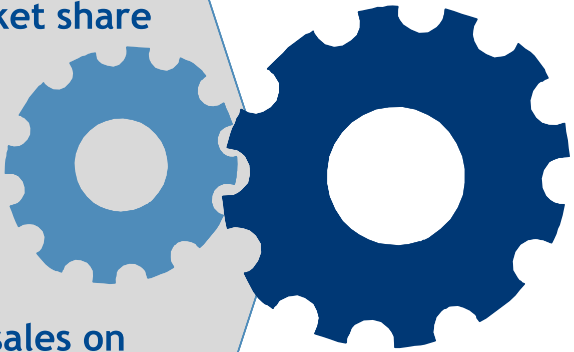
Driving Top Line Expansion Through Volume Growth and Increased Value Proposition

Capturing volume growth through:

- Presence in dynamic markets such as Incontinence and MEA (supported by favourable demographics, social and economic trends)
- Consolidation of market share post K-C exit and through the change in the competitive environment

✓ Grow with the market

✓ Capture market share



Increasing value proposition through:

- Deploying a more integrated approach with the Group's customers (Account & Category management)
- Developing increased value proposition through innovation and marketing

✓ Drive higher sales on the shelves

✓ Grow the size of the value pie and get at least our fair share

Leveraging Value of Local Brands

Focus on developing local brands in new markets allowing for better pricing	Healthcare: iD brand

- Targeted marketing and commercial initiatives, mostly "below the line"
- And within a prudent financial structure, with a strong focus on assessing the costs and associated returns/impact

New Organisational Structure Supports Strategic Ambitions

CEO

- **COO**
  - Group Manufacturing Director
  - Chief Procurement & Supply Chain Officer
  - General Manager Healthcare
  - General Manager Middle East & Africa
  - General Manager Mature Retail Markets
  - General Manager Growth Markets & Strategic Dev.
- Group R&D / Quality Director
- Group HR Director
- Group Marketing Director
- Group Sales Director
- **CFO**
  - Group Control Director
  - Group Legal Counsel
  - Group Finance & Strategy Director
  - Group ICT & Integration Director
  - Divisional Finance Directors

Enhanced operational focus through a distinct approach for Ontex's mature markets and growth markets

Reinforced supply chain to optimise the utilisation of Ontex's manufacturing plant network

New competencies in marketing and sales reporting into the CEO with focus on account management, category management and local brands championing

Increased R&D focus reporting directly into the CEO

Dotted reporting line from Finance Teams to the Group CFO

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Financials


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Trading Continues to be Encouraging over the Quarter; MEA Sales Seasonally Lower



In €m	Q3 2013	Q3 2012	% as reported	% at constant currency	% at constant currency excl. Serenity
Per division					
Retail	236.7	214.7	10.3%	13.6%	13.5%
Healthcare	103.4	67.3	53.6%	55.7%	3.0%
MEA	39.3	38.3	2.6%	13.1%	13.1%
Per product group					
Babycare	192.9	175.8	9.7%	14.7%	14.6%
Femcare	52.1	46.7	11.6%	13.4%	13.4%
Incontinence	129.2	93.3	38.5%	41.5%	4.3%
Other (Traded goods)	5.2	4.5	15.6%	20.9%	3.1%
Per geographic area					
Western Europe	266.7	215.6	23.7%	25.7%	9.2%
Eastern Europe	49.1	45.3	8.4%	12.5%	12.0%
Rest of the world	63.6	59.4	7.1%	18.1%	18.1%

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Q3 2013 Financial Highlights (1/2)



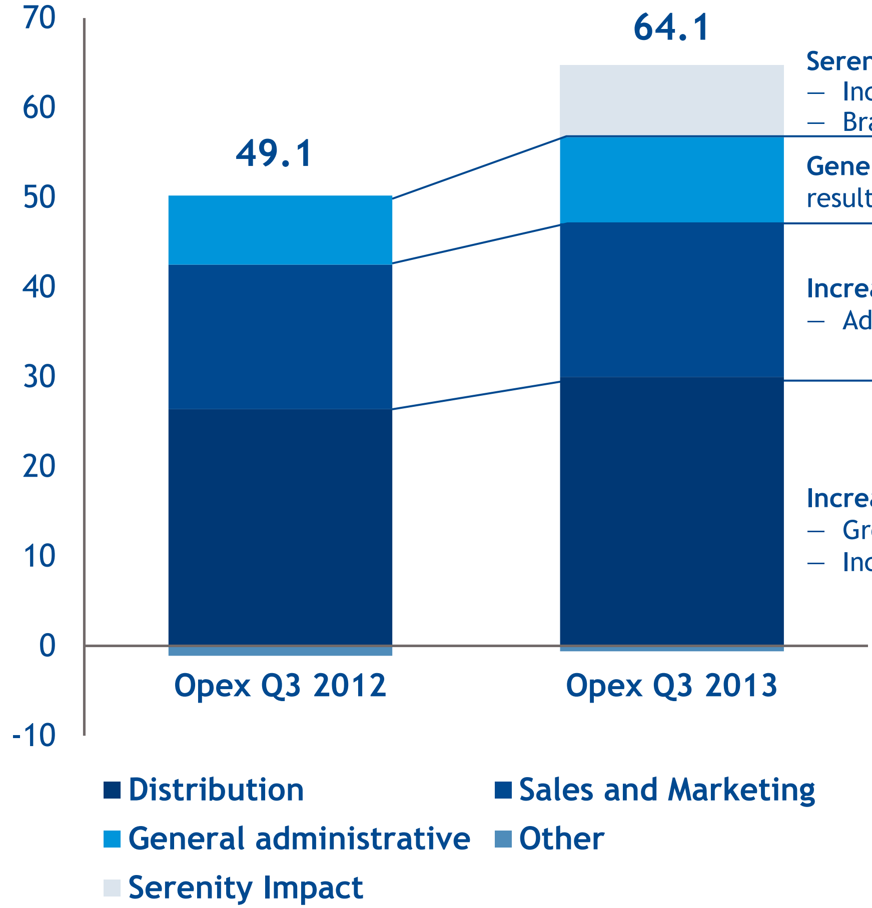
In €m	Q3 2013	Q3 2012	%
Revenues	**379.4**	**320.3**	**18.5%**
Revenues at constant currency	**392.1**	**320.3**	**22.4%**
Revenues at constant currency excl. Serenity	**356.3**	**320.3**	**11.2%**
Cost of sales	**(277.6)**	**(245.6)**	**13.0%**
Gross profit	**101.8**	**74.7**	**36.3%**
Opex[1]	**(64.1)**	**(49.1)**	**30.5%**
Adjusted EBITDA[2]	**45.5**	**33.4**	**36.2%**
Adjusted EBITDA[2] at constant currency	**53.0**	**33.4**	**58.7%**

1: *Defined as the sum of distribution expenses, sales and marketing expenses, general and administrative expenses, other operating income but excluding non-recurring expenses*

2: *For definition and reconciliation of Adjusted EBITDA please see Ontex Financial Report for Q3 2013*

Consolidation of Serenity and Change in Distribution Patterns Drive Opex Increase

In €m



Serenity "stand alone" impact:
- Incontinence products
- Branded nature of the business

General and administrative costs mainly impacted by some double costs as a result of management transition

Increase in sales and marketing associated with:
- Additional investments in marketing and investing in the sales force

Increase in distribution costs mostly driven by:
- Growth of the business
- Increase of sales to more remote countries

Q3 2013 Financial Highlights (2/2)

In €m	Q3 2013	Q3 2012	%
Adjusted EBITDA[1]	45.5	33.4	36.2%
Non recurring expenses[2]	(2.0)	(5.2)	N.M.
Reported EBITDA	43.5	28.2	54.3%
Depreciation & Amortization	(8.2)	(7.8)	5.1%
Operating profit	35.3	20.4	73.0%

1: For definition and reconciliation of Adjusted EBITDA please see Ontex Financial Report for Q3 2013

2: Non-recurring expenses excluding amortization

Serenity Integration and Higher Levels of Receivables Limit FCF Generation



In €m	Q3 2013	Q3 2012
Adjusted EBITDA	45.5	33.4
Changes in WC	(16.3)	(2.4)
Cash taxes paid	(1.2)	(0.3)
Capex	(6.8)	(20.1)
Free Cash Flow	21.2	10.6

- **WC consumption, although declining from H1 2013, remains high in Q3 2013**
  - As in Q2 2013, the major part of the working capital increase is linked to Serenity
  - Serenity working capital consumption is expected to stabilise in Q4 2013
  - Increased levels of receivables attributed to higher sales
  - Inventory levels have started to decrease
- **Capex spend totalling €33.5 million to date, with FY 2013E spend in line with earlier indications**
  - Redeployment and efficient reassembly of the Recklinghausen machinery
  - Provides necessary capacity to meet increasing demand post K-C exit
  - Last instalment of payments associated with 2011-2012 investments

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Available Liquidity & Update on Factoring



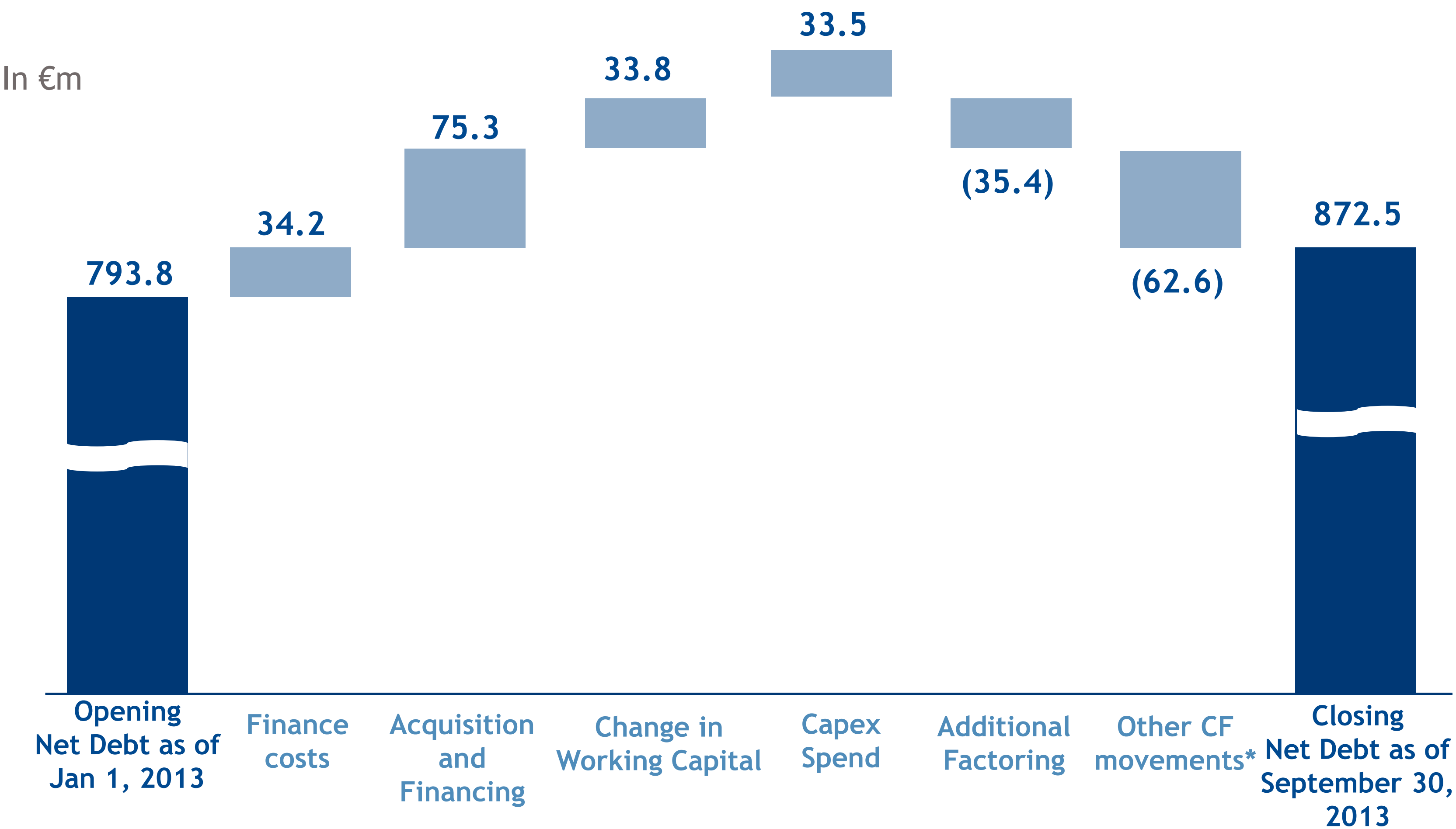
In €m	As of September 30, 2013
Cash & Cash Equivalents	69.0
Credit Lines of €75.0 (of which drawn: €20.0 million)	55.0
Available Liquidity	124.0

In €m	As of September 30, 2013
Group Factoring Lines	**175.0**
– *Amount drawn down as at Sept 30, 2013*	120.4

- **Cash and Cash Equivalents at €69.0 million as at the end of September 30, 2013, compared to €53.7 million at the end of September 30, 2012**
- **€20.0 million of the RCF repaid; €10.0 million in August and November 2013 respectively**
- **€10.0 million drawdown remains after November repayment**

- **Total factoring line of €175.0 million as of September 30, 2013**
  - Including the granted Serenity factoring line
- **€120.4 million drawn down as of September 30, 2013**

Net Debt Bridge



**Including cash taxes as well as other cash inflow and outflow related to operating and investing activities*



Progressing into Q4 2013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Continuous Assessment of External Dynamics



- **Visibility on raw materials for Q4 2013 remains good and expectations have slightly improved compared to previous indications**
  - Levels now anticipated to be more or less in line with Q3 2013
- **Entered into forward currency hedge contracts on September 13, 2013. Hedge maturing in December 31, 2013, and aimed at limiting fluctuations and volatility of:**
  - Exposures to sales in British Pound, Polish Zloty, Turkish Lira, Australian Dollar and Russian Ruble
  - Purchases in USD in Q4 2013

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Focus on Operational Execution Continues

Maximising volume and margin opportunities

Continuing to drive efficiencies

Executing on 2013 Projects

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Q&A – Q3 2013


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