



Investor Update

Third Quarter 2007 Review

Friday, November 9, 2007

Disclaimer

Any forward-looking statements contained in this presentation involve risks, uncertainties and assumptions and should not be taken as guarantees of future performance. Actual results could vary materially from those anticipated in forward-looking statements.

Statement of Earnings

Third Quarter Ended September 30th
(Millions of Cdn \$)



	<u>2007</u>	<u>2006</u>	<u>Change</u>	<u>Excluding currency translation & divestiture</u>
1) Sales	<u>\$ 331.9</u>	<u>\$ 293.5</u>	+13.1%	+15%
Income before undernoted items	53.9	46.6	+15.7%	
Depreciation and amortization	<u>21.1</u>	<u>18.1</u>		
Operating income	32.8	28.5	+15.1%	
Interest expense, net	<u>6.2</u>	<u>5.3</u>		
	26.6	23.2	+14.7%	
Restructuring & other items - net gain (loss)	<u>1.2</u>	<u>(3.7)</u>		
Earnings before income taxes	27.8	19.5	+42.6%	
2) Income taxes	<u>4.0</u>	<u>5.9</u>		
Net earnings	<u>\$ 23.8</u>	<u>\$ 13.6</u>	+75.0%	
3) <i>Tax rate before restructuring & other items and favourable tax adjustments</i>	<u>24.4%</u>	<u>27.4%</u>		

Comparatives impacted by acquisition – Label ITW (Jan/07) and by disposal – Label Houten (Oct/06)

- 1) Sales, excluding currency translation and a divestiture, were up 15% due to organic growth and acquisition
- 2) Restructuring in 2007 was a recovery of \$1.2 million (\$0.8 million after tax) for the Container Division and the 2006 item was primarily a currency exchange loss on a repatriation of capital from a foreign operation
- 3) 2007 included favourable income tax adjustments of \$2.9 million due to corporate tax rate reductions in Germany and the utilization of a previous tax loss recognized in Mexico

Statement of Earnings

Nine Months Ended September 30th
(Millions of Cdn \$)



	<u>2007</u>	<u>2006</u>	<u>Change</u>	<u>Excluding currency translation & divestitures</u>
1) Sales	<u>\$ 1,062.2</u>	<u>\$ 903.3</u>	+17.6%	+16%
Income before undernoted items	184.4	151.3	+21.9%	
Depreciation and amortization	<u>63.4</u>	<u>54.7</u>		
Operating income	121.0	96.6	+25.3%	
Interest expense, net	<u>19.3</u>	<u>16.2</u>		
	101.7	80.4	+26.5%	
2) Restructuring & other items - net gain/(loss)	<u>0.9</u>	<u>(4.3)</u>		
Earnings before income taxes	102.6	76.1	+34.8%	
3) Income taxes	<u>20.0</u>	<u>23.8</u>		
Net earnings	<u>\$ 82.6</u>	<u>\$ 52.3</u>	+57.9%	
3) <i>Tax rate before restructuring & other items and favourable tax adjustments</i>	<u>27.5%</u>	<u>26.7%</u>		

Comparatives impacted by acquisitions – Label ITW (Jan/07), Label Prodesmaq (Jan/06); and by disposals – CCL Dispensing (Feb/06), Label Houten (Oct/06)

- 1) Sales, excluding currency translation and divestitures, were up 16% due to organic growth & acquisitions
- 2) 2007 restructuring & other items relate to Container business recovery of restructuring costs of \$0.2 million (\$0.2 million after tax) and a gain on sale of non-operational land of \$0.7 million (\$0.9 million after tax)
- 3) 2007 included favourable tax adjustments of \$7.9 million consisting of tax settlements in subsidiaries, reduced corporate tax rates and the utilization of previous tax losses

Earnings per Class B Share

Periods Ended September 30th



	Third Quarter			YTD		
	<u>2007</u>	<u>2006</u>	<u>change</u>	<u>2007</u>	<u>2006</u>	<u>change</u>
Net earnings	<u>\$0.74</u>	<u>\$ 0.43</u>	+72%	<u>\$2.56</u>	<u>\$ 1.63</u>	+57%
Diluted earnings	<u>\$0.71</u>	<u>\$ 0.41</u>	+73%	<u>\$2.47</u>	<u>\$ 1.58</u>	+56%
Net gain (loss) from restructuring & other items and favourable tax adjustments	<u>\$0.12</u>	<u>\$(0.10)</u>		<u>\$0.28</u>	<u>\$(0.16)</u>	



Currency Translation:

2006 – U.S. dollar averaged \$1.13 vs. \$1.21 in 2005 for the year (down 6%) and euro was \$1.42 vs. \$1.51 the previous year (also down 6%)

2007 – U.S. dollar averaged \$1.05 vs. \$1.12 in 2006 for the quarter (down 7%) and euro was \$1.44 vs. \$1.43 same quarter last year (up 1%)

	<u>As Reported</u>				
	3Q07 Act	07YTD Act	2006 Act	2005 Act	2004 Act
	vs. 3Q06 Act	vs. 06YTD Act	vs. 2005 Act	vs. 2004 Act	vs. 2003 Act
<u>Impact of Currency on E.P.S.</u>					
Currency translation	\$0.00	\$ (0.05)	\$ 0.15	\$ 0.11	\$ 0.05
Currency transactions	\$ 0.02	\$ 0.05	\$ 0.07	\$ 0.09	\$ 0.27
Total Negative (Positive) Impact	\$ 0.02	\$ NIL	\$ 0.22	\$ 0.20	\$ 0.32



<u>Potential Impact</u>	2006 Year Average	3Q07 Rate	% Change 3Q07 from 2006 Average	Nov 7/07 Rate	% Change from 2006 Average
U.S. dollar	\$ 1.13	\$ 1.05	(7%)	\$ 0.92	(19%)
Euro	\$ 1.42	\$ 1.44	+1%	\$ 1.34	(6%)

- **Reduced EPS by \$0.02 in 3Q07 vs. 3Q06**

Note:

U.S. operations accounted for 32% of sales so far in 2007 compared to 53% in 2004 prior to the sale of North American Custom Manufacturing in May 2005. Including sales by Penetang Container, Canada to U.S. customers, U.S. sales would have been 39% and excluding Colep CCL U.S. sales would have been 44% in 2007.

European sales accounted for 49% of sales so far in 2007 versus 24% in 2004. Excluding ColepCCL sales, Europe would have represented 40% in 2007.

Canadian sales accounted for 10% of sales so far in 2007 versus 21% in 2004. Excluding sales of Penetang to U.S. customers, Canada would have been 3%.

Balance Sheet (selected items)

As At September 30th

(Millions of Cdn \$, except Book Value per Share)



	<u>2007</u>	<u>2006</u>	<u>Change</u>
Net working capital (receivables, inventory, prepaids, payables and accruals)	\$ <u>60.3</u>	\$ <u>47.6</u>	+26.7%
Property, plant & equipment (net)	\$ <u>651.9</u>	\$ <u>562.3</u>	+15.9%
Intangible assets & goodwill	\$ <u>451.4</u>	\$ <u>428.6</u>	+5.3%
Total assets	\$ <u>1,558.7</u>	\$ <u>1,445.3</u>	+7.8%
Net debt (net of cash and cash equivalents)	\$ <u>404.9</u>	\$ <u>324.0</u>	+25.0%
Shareholders' equity	\$ <u>669.0</u>	\$ <u>608.6</u>	+9.9%
Book value per B share	\$ <u>20.73</u>	\$ <u>18.90</u>	+9.7%
Total shares outstanding (<i>in millions</i>)	<u>32.8</u>	<u>32.6</u>	+0.6%

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- As at Sept. 30th: U.S. dollar 11% weaker than last year compared to Canadian dollar; euro flat with Canadian dollar a year ago
 - ITW sleeve acquisition added \$16 million of net working capital and \$106 million of net debt

Debt Summary

As At September 30th
(Millions of Cdn \$)



	<u>2007</u>	<u>2006</u>	<u>Increase</u> <u>(Decrease)</u>
Bank advances	\$ 10.9	\$ 9.5	\$ 1.4
Long-term debt - senior notes (2007 - US\$326.8 MM, 2006 - US\$336.2 MM)	325.1	375.8	(50.7)
Long-term debt - all other	144.7	41.4	103.3
Total debt	480.7	426.7	54.0
Cash and cash equivalents	(75.8)	(102.7)	26.9
Net debt	<u>\$ 404.9</u>	<u>\$ 324.0</u>	<u>\$ 80.9</u>
Net debt to total capitalization	<u>37.7%</u>	<u>34.7%</u>	

- Net debt includes CCL's share of ColepCCL JV's net debt (2007 - \$28.4 million) and impacted by ITW acquisition (\$106 million)
- Other long-term debt up by \$103.3 million due primarily to new bank line to acquire ITW sleeve business and increase in Colep CCL debt
- Compared to Sep/06, net debt has decreased by \$12.1 million due to currency translation
- Net debt to total capitalization: Jun/07 - 38.4%, Mar/07 - 40.0%, Dec/06 - 32.7%
- Repayment made on 1997 senior notes - US\$9.4 million paid Sep/07. Other than the annual US\$9.4 million repayment, no other repayments of senior notes or new bank line until 2010

Cash Flow Highlights

Nine Months Ended September 30th

(Millions of Cdn \$)



	<u>2007</u>	<u>2006</u>
<u>Inflows:</u>		
Net earnings <i>(incl. restructuring & other items)</i>	\$ 82.6	\$ 52.3
Depreciation and amortization	63.4	54.7
Stock-based compensation	2.9	1.7
Restructuring & other items, net of tax	(0.2)	6.6
Other <i>(incl. proceeds on disposal of property, plant & equipment)</i>	(0.2)	13.6
Gross Cash Inflow	<u>148.5</u>	<u>128.9</u>
<u>Outflows:</u>		
1) Net increase in non-cash operating working capital	31.0	34.6
Additions to property, plant & equipment	113.4	95.4
Future income taxes	3.3	(0.6)
Dividends	11.6	10.3
Gross Cash Outflow	<u>159.3</u>	<u>139.7</u>
Net Cash Outflow - Normalized	<u>(10.8)</u>	<u>(10.8)</u>
Business acquisitions including net debt assumed	(105.6)	(62.2)
Proceeds on business disposals	-	24.4
Purchase of shares held in trust	(4.5)	-
Issuance of shares	2.7	1.1
Net Cash Outflow	<u>(118.2)</u>	<u>(47.5)</u>
Non-cash item:		
Translation of foreign denominated debt, mainly U.S. dollars	30.5	5.9
Increase in Net Debt	<u>\$ (87.7)</u>	<u>\$ (41.6)</u>

1) Working Capital Days: 17 days in 2007 & 15 days in 2006

Capital Spending Highlights

Nine Months Ended September 30th, 2007

(Millions of Cdn \$)



<u>Divisions</u>	<u>Capital Spending</u>	<u>Depreciation</u>	<u>Difference</u>
Label	\$ 89.1	\$ 39.0	\$ 50.1
Container	7.3	8.5	(1.2)
Tube	6.7	5.2	1.5
ColepCCL	10.2	4.8	5.4
Corporate	0.1	0.1	-
	<u>\$ 113.4</u>	<u>\$ 57.6</u>	<u>\$ 55.8</u>

* excludes amortization of intangibles and other assets

Major Investment Projects (over \$1 million)

Label Division	\$ 6.0	Mexico (plant relocation)
	5.1	Memphis, Tennessee (plant relocation)
Container Division	2.5	Downpayment for production line in Mexico
Tube Division	6.1	Integrated tube line in U.S. and new tube plant in Brazil
	36.5	Other major capacity expansions / equipment
	<u>\$ 56.2</u>	TOTAL MAJOR SPENDING

Income From Operations
 Third Quarter Ended September 30th
 (Millions of Cdn \$)



	<u>2007</u>	<u>2006</u>	<u>Change</u>
Label	\$ 28.6	\$ 21.7	+31.8%
Container	2.9	1.9	+52.6%
Tube	(0.4)	1.4	
ColepCCL	<u>4.6</u>	<u>5.0</u>	(8.0%)
	35.7	30.0	+19.0%
Corporate expense	<u>(2.9)</u>	<u>(1.5)</u>	+93.3%
Operating income	32.8	28.5	+15.1%
Interest expense (net)	<u>6.2</u>	<u>5.3</u>	+17.0%
Earnings before restructuring & other items and income taxes	26.6	23.2	+14.7%
Restructuring & other items - net gain (loss)	<u>1.2</u>	<u>(3.7)</u>	
Earnings before income taxes	<u>\$ 27.8</u>	<u>\$ 19.5</u>	+42.6%

Income From Operations
 Nine Months Ended September 30th
 (Millions of Cdn \$)



	<u>2007</u>	<u>2006</u>	<u>Change</u>
Label	\$ 98.0	\$ 74.1	+32.3%
Container	14.9	13.8	+8.0%
Tube	1.2	3.9	(69.2%)
ColepCCL	<u>14.3</u>	<u>13.0</u>	+10.0%
	128.4	104.8	+22.5%
Corporate expense	<u>(7.4)</u>	<u>(8.2)</u>	(9.8%)
Operating income	121.0	96.6	+25.3%
Interest expense (net)	<u>19.3</u>	<u>16.2</u>	+19.1%
Earnings before restructuring & other items and income taxes	101.7	80.4	+26.5%
Restructuring & other items - net gain (loss)	<u>0.9</u>	<u>(4.3)</u>	
Earnings before income taxes	<u>\$ 102.6</u>	<u>\$ 76.1</u>	+34.8%



	<u>2007</u>	<u>2006</u>	<u>Change</u>	<u>Excl. currency translation</u>
1) Sales	<u>\$ 57.0</u>	<u>\$ 46.9</u>	21.5%	+20.5%
Operating income	<u>\$ 4.6</u>	<u>\$ 5.0</u>	(8.0%)	
Return on sales	<u>8.1%</u>	<u>10.7%</u>		
EBITDA	<u>\$ 6.6</u>	<u>\$ 6.6</u>	0.0%	
% of Sales	<u>11.6%</u>	<u>14.1%</u>		

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- 1) ColepCCL sales were up for the quarter compared to last year's results due to a continuation of strong markets in Europe and Eastern Europe for Colep CCL's products and the positive effect of currency translation (euro up 1%)
 - New order levels continue to be firm and sales are expected to grow in the final quarter of the year
 - Operating income lower than last year as lower margins were realized due to product mix and additional expenses, including outsourcing, were incurred to service the substantially higher sales level; currency translation was modestly positive



	<u>2007</u>	<u>2006</u>	<u>Change</u>	<u>Excl. currency translation</u>
Sales	<u>\$ 167.6</u>	<u>\$ 130.6</u>	28.3%	+21.7%
Operating income	<u>\$ 14.3</u>	<u>\$ 13.0</u>	10.0%	
Return on sales	<u>8.5%</u>	<u>10.0%</u>		
EBITDA	<u>\$ 20.1</u>	<u>\$ 18.3</u>	9.8%	
% of Sales	<u>12.0%</u>	<u>14.0%</u>		

- On October 4th, announced sale of CCL's 40% interest to the majority owner based in Portugal
- CCL will receive approximately \$135 million in cash with 50% payable on closing (targeting November 20th) and the balance in February 2008
- Colep CCL will retain all of its net debt upon closing (approximately \$28 million)
- CCL's proportional share of ColepCCL's sales in 2006 were \$182.7 million with an EBITDA contribution of \$25.5 million

Label

Third Quarter Ended September 30th
(Millions of Cdn \$)



	<u>2007</u>	<u>2006</u>	<u>Change</u>	<u>Excl. currency translation & divestiture</u>
1) Sales	<u>\$ 222.9</u>	<u>\$ 188.1</u>	+18.5%	+18.0%
Operating income	<u>\$ 28.6</u>	<u>\$ 21.7</u>	+31.8%	
Return on sales	<u>12.8%</u>	<u>11.5%</u>		
EBITDA	<u>\$ 43.2</u>	<u>\$ 33.5</u>	+29.0%	
% of Sales	<u>19.4%</u>	<u>17.8%</u>		

- 1) Sales growth of 19% in the third quarter mainly due to the ITW acquisition and organic growth totaling 18%, further improved by currency translation net of a disposition of 1%
- Sales in Personal Care North America were down slightly as customers experienced a softer U.S. market and a reduction in new product launches, compared to a very strong 3Q06; this was more than offset by increased volumes in shrink sleeves and in-mould labels for home care products and beverage labels for international customers
 - Sales for the total Specialty business in North America were well below last year as there was a relatively soft promotional label market, compared to a strong 2006, partially offset by good growth in agricultural chemical labels
 - Healthcare sales in North America were up slightly due chiefly to the strength in expanded content labels
 - U.S. sales in total were slightly ahead of last year in local currency
 - Considerable growth in the Beverage business in Europe and good growth in Personal Care driven by Central and Eastern Europe demand
 - Sales in the European Healthcare & Specialty businesses were strong and the businesses remain very profitable
 - Battery business experienced good growth in the U.S. and China, but less revenue in China than expected due to a customer delay in transferring volume from Europe; European battery sales were flat
 - Thailand was substantially ahead of last year and the Guangzhou China operation moved into profitability in 3Q
 - Latin America continued to show strong sales growth in Brazil and Mexico with improvements in operating income due to volume growth and operating efficiencies and the recently acquired ITW sleeve business
 - Operating income negatively impacted by plant moving costs of \$0.5 million in Memphis, Mexico and Paris
 - Overall, ITW business continued to perform above its recent history and management's expectations
 - Return on sales for the quarter continued to exceed our internal targets and last year's level
 - Customer orders continue to be reasonably firm

Label

Nine Months Ended September 30th
(Millions of Cdn \$)



	<u>2007</u>	<u>2006</u>	<u>Change</u>	<u>Excl. currency translation & divestiture</u>
Sales	<u>\$ 706.4</u>	<u>\$ 584.7</u>	+20.8%	+19.2%
Operating income	<u>\$ 98.0</u>	<u>\$ 74.1</u>	+32.3%	
Return on sales	<u>13.9%</u>	<u>12.7%</u>		
EBITDA	<u>\$ 141.5</u>	<u>\$ 110.0</u>	+28.6%	
% of Sales	<u>20.0%</u>	<u>18.8%</u>		

Container

Third Quarter Ended September 30th
(Millions of Cdn \$)



	<u>2007</u>	<u>2006</u>	<u>Change</u>	<u>Excl. currency translation</u>
1) Sales	<u>\$ 40.2</u>	<u>\$ 41.5</u>	(3.1%)	+1.0%
Operating income	<u>\$ 2.9</u>	<u>\$ 1.9</u>	52.6%	
Return on sales	<u>7.2%</u>	<u>4.6%</u>		
EBITDA	<u>\$ 5.7</u>	<u>\$ 4.6</u>	23.9%	
% of Sales	<u>14.2%</u>	<u>11.1%</u>		

- 1) Sales were down 3% for the quarter compared to 2006 due to currency translation, otherwise up 1%
- The Division experienced a modest sales increase before currency translation as management has been able to pass on higher aluminum costs to its key customers and has benefited from the strong demand for aluminum aerosol containers with bag-in-can technology
 - Despite significant price increases in the last year, the aluminum container continues to be in demand
 - Personal Care volume in the aerosol format was below prior year due to volume losses from predatory competitive pricing and customer uncertainty concerning consumer demand in the U.S. market
 - Although beverage volume has been below the third quarter of 2006, there has been sequential improvement from the second quarter and two new customers utilizing the package
 - Mexican aerosol container sales volumes were substantially higher in the third quarter compared to last year; the growth by our global customers located in Mexico provides further justification for the seventh and eighth new aluminum container lines to be installed in the new plant in Guanajuato, Mexico for start-up in mid 2008
 - Penetanguishene, Ontario operation's profit margins were affected by the foreign exchange rate impact on U.S. currency transactions and negatively impacted income in the third quarter by \$1.1 million compared to 2006

Container

Nine Months Ended September 30th
(Millions of Cdn \$)



	<u>2007</u>	<u>2006</u>	<u>Change</u>	<u>Excl. currency translation</u>
Sales	<u>\$ 142.4</u>	<u>\$ 134.2</u>	6.1%	+7.6%
Operating income	<u>\$ 14.9</u>	<u>\$ 13.8</u>	8.0%	
Return on sales	<u>10.5%</u>	<u>10.3%</u>		
EBITDA	<u>\$ 23.4</u>	<u>\$ 21.6</u>	8.3%	
% of Sales	<u>16.4%</u>	<u>16.1%</u>		

Tube

Third Quarter Ended September 30th
(Millions of Cdn \$)



	<u>2007</u>	<u>2006</u>	<u>Change</u>	<u>Excl. currency translation</u>
1) Sales	<u>\$ 11.8</u>	<u>\$ 17.0</u>	(30.6%)	(25.3%)
Operating income	<u>\$ (0.4)</u>	<u>\$ 1.4</u>		
Return on sales	<u>-3.4%</u>	<u>8.2%</u>		
EBITDA	<u>\$ 1.2</u>	<u>\$ 3.2</u>	(62.5%)	
% of Sales	<u>10.2%</u>	<u>18.8%</u>		

- 1) Sales were down 25% for the quarter compared to 2006 excluding foreign currency translation and divestiture
- Tube sales were substantially lower due to the slowing economy in the U.S. and the impact it has had on consumer spending, customers' inventory levels and the related marketing plans of our personal care customers for cosmetic and skin care products; sales orders have picked up in October but this positive trend is not firmly established
 - Operating income decreased in the quarter due to the downturn in sales and new orders with the current level of fixed overhead to support the business negatively impacting margins
 - Equipment has been ordered for the new operations in Mexico and Brazil which are targeted to start up in late 2008

Tube

Nine Months Ended September 30th
(Millions of Cdn \$)



	<u>2007</u>	<u>2006</u>	<u>Change</u>	<u>Excl. currency translation & divestiture</u>
Sales	<u>\$ 45.8</u>	<u>\$ 53.8</u>	(14.9%)	(10.0%)
Operating income	<u>\$ 1.2</u>	<u>\$ 3.9</u>	(69.2%)	
Return on sales	<u>2.6%</u>	<u>7.2%</u>		
EBITDA	<u>\$ 6.4</u>	<u>\$ 9.3</u>	(31.2%)	
% of Sales	<u>14.0%</u>	<u>17.3%</u>		
