

# OUR GLOBAL ADVANTAGES



Investor Update  
Fourth Quarter Review  
February 26th, 2010

**CCL Industries Inc.**

# Disclaimer

This presentation contains forward-looking information and forward-looking statements, as defined under applicable securities laws, (hereinafter collectively referred to as "forward-looking statements") that involve a number of risks and uncertainties. Forward-looking statements include all statements that are predictive in nature or depend on future events or conditions. Forward-looking statements are typically identified by the words "believes," "expects," "anticipates," "estimates," "intends," "plans" or similar expressions. Statements regarding the operations, business, financial condition, priorities, ongoing objectives, strategies and outlook of the Company, other than statements of historical fact, are forward-looking statements. Forward-looking statements are not guarantees of future performance. They involve known and unknown risks and uncertainties relating to future events and conditions including, but not limited to, the evolving global financial crisis and its impact on the world economy and capital markets; the impact of competition; consumer confidence and spending preferences; general economic and geopolitical conditions; currency exchange rates; interest rates and credit availability; technological change; changes in government regulations; risks associated with operating and product hazards; and CCL's ability to attract and retain qualified employees. Do not unduly rely on forward-looking statements as the Company's actual results could differ materially from those anticipated in these forward-looking statements. Forward-looking statements are also based on a number of assumptions which may prove to be incorrect, including, but not limited to, assumptions about the following: global economic recovery and higher consumer spending; improved customer demand for the Company's products; continued historical growth trends, market growth in specific segments and entering into new segments; the Company's ability to provide a wide range of products to multinational customers on a global basis; the benefits of the Company's focused strategies and operational approach; the achievement of the Company's plans for improved efficiency and lower costs, including stable aluminum costs; the availability of cash and credit; fluctuations of currency exchange rates; the achievement of lower effective income tax rate; the Company's continued relations with its customers; and general business and economic conditions. Should one or more risks materialize or should any assumptions prove incorrect, then actual results could vary materially from those expressed or implied in the forward-looking statements. Further details on key risks can be found in the MD&A section of our 2008 Annual Report, particularly under Section 4: "Risks and Uncertainties". Our annual and quarterly reports can be found on-line at [www.cclind.com](http://www.cclind.com) and [www.sedar.com](http://www.sedar.com) or available upon request.

Unless noted otherwise, all amounts are expressed in millions of Canadian dollars.



# Statement of Earnings

Fourth Quarter Ended December 31<sup>st</sup>

(Millions of Cdn\$)

	<u>2009</u>	<u>2008</u>	<u>Change</u>	<u>Excluding Currency Translation</u>
Sales	\$ 289.3	\$ 291.3	(0.7%)	+7%
Operating Income	27.2	24.2	+12.4%	
Corporate Expense	(4.1)	(3.1)	+32.3%	
	23.1	21.1		
Interest expense, net	(6.5)	(7.7)	(15.6%)	
	16.6	13.4		
Goodwill impairment loss	-	(31.4)		
Restructuring & other items - net loss	(5.2)	(6.6)		
Earnings before income taxes	11.4	(24.6)		
Income taxes (Note 1)	11.5	1.1		
Net loss	<u>\$ (0.1)</u>	<u>\$ (25.7)</u>	(99.6%)	
<i>Tax rate before restructuring &amp; other items, goodwill impairment loss &amp; unfavourable tax adjustment (Note 2)</i>	<i>21.4%</i>	<i>16.6%</i>		
<i>EBITDA (a non-GAAP measure: see press release dated February 25, 2010, for definition)</i>	<i>\$ 49.0</i>	<i>\$ 44.9</i>	<i>+9.1%</i>	



Comparatives impacted by acquisitions – Eltex (December 2008) and Ferro Print (March 2009)

Note 1: The fourth quarter of 2009 includes a \$9.3 million withholding tax expense on a dividend driven by an internal debt transaction. This transaction is expected to lower the effective tax rate by approx. 3%-4% in future periods assuming the mix of income remains the same.

Note 2: Excluding a \$1.9 million benefit from Canadian tax losses in 2009, the effective tax rate is 32.8%.



# Statement of Earnings

Twelve Months Ended December 31<sup>st</sup>

(Millions of Cdn\$)

	<u>2009</u>	<u>2008</u>	<u>Change</u>	<u>Excluding Currency Translation</u>
Sales	\$ 1,199.0	\$ 1,189.0	+0.8%	(1%)
Operating Income	124.4	142.8	(12.9%)	
Corporate Expense	<u>(16.5)</u>	<u>(11.5)</u>	+43.5%	
	107.9	131.3		
Interest expense, net	<u>(29.3)</u>	<u>(23.9)</u>	+22.6%	
	78.6	107.4		
Goodwill impairment loss	-	(31.4)		
Restructuring & other items - net loss	<u>(7.3)</u>	<u>(3.1)</u>		
Earnings before income taxes	71.3	72.9		
Income taxes (Note 1)	<u>29.1</u>	<u>24.9</u>		
Net earnings	<u>\$ 42.2</u>	<u>\$ 48.0</u>	(12.1%)	
<i>Tax rate before restructuring &amp; other items, goodwill impairment loss and unfavourable tax adjustment (Note 2)</i>	<i>27.4%</i>	<i>24.2%</i>		
<i>EBITDA (a non-GAAP measure: see press release dated February 25, 2010, for definition)</i>	<i>\$207.9</i>	<i>\$216.4</i>	<i>(3.9%)</i>	

Comparatives impacted by acquisitions and divestiture – CD-Design (February 2008), Clear Image (April 2008), ABS “Bag-on-Valve” divestiture (April 2008), Eltex (December 2008) and Ferro Print (March 2009)

Note 1: 2009 includes a \$9.3 million withholding tax expense on a dividend driven by an internal debt transaction. This transaction is expected to lower the effective tax rate by approx. 3%-4% in future periods assuming the mix of income remains the same.

Note 2: Excluding a \$7.8 million benefit from Canadian tax losses in 2009, the effective tax rate is 37.3%.

February 26, 2010



# Earnings per Class B Share

Periods Ended December 31<sup>st</sup>

Per Class B Share	Fourth Quarter			Year-to-date		
	2009	2008	Change	2009	2008	change
Net earnings - Basic	<u>\$ -</u>	<u>\$ (0.80)</u>	(100.0%)	<u>\$ 1.31</u>	<u>\$ 1.50</u>	(12.7%)
Diluted earnings	<u>\$ -</u>	<u>\$ (0.80)</u>	(100.0%)	<u>\$ 1.29</u>	<u>\$ 1.46</u>	(11.6%)
Goodwill impairment loss	\$ -	\$ (0.97)		\$ -	\$ (0.97)	
Net (loss) gain from restructuring & other items and unfavourable tax adjustment	\$ (0.41)	\$ (0.18)		\$ (0.46)	\$ (0.07)	
Adjusted Basic Earnings (a non-GAAP measure - see Press Release dated February 25, 2010, for definition)	<u>\$ 0.41</u>	<u>\$ 0.35</u>	+17.1%	<u>\$ 1.77</u>	<u>\$ 2.54</u>	(30.3%)
Adjusted Basic Earnings variance (after tax) due to:						
Operating income	0.07			(0.45)		
Corporate expenses	(0.03)			(0.13)		
Interest expense	0.03			(0.12)		
Effective tax rate impact (Note 1)	<u>(0.01)</u>			<u>(0.07)</u>		
	<u>\$ 0.06</u>			<u>\$ (0.77)</u>		

Note 1: Income taxes was favourably impacted by the benefit of Canadian tax losses in 2009. (Quarter - \$1.9 million and Annual - \$7.8 million).



# Impact of Changes in Exchange Rates

Impact of Currency on E.P.S.	4Q09 Act vs. 4Q08 Act	YTD 2009 vs. YTD 2008	2008 Act vs. 2007 Act	2007 Act vs. 2006 Act
Currency translation	\$ 0.05	\$ 0.01	\$ -	\$ -
Currency transactions	\$ 0.01	\$ (0.04)	\$ 0.01	\$ 0.09
<b>Total Negative (Positive) Impact</b>	<b>\$ 0.06</b>	<b>\$ (0.03)</b>	<b>\$ 0.01</b>	<b>\$ 0.09</b>

## Drivers:

- In the quarter, the U.S. dollar declined 13% (up 7% YTD) and the euro down 2% (up 2% YTD), partially offset by the U.K pound down 9% (down 9% YTD) over the same periods in 2008.
- Currency transactions relates to Canadian Container operations selling the vast majority of its product in US\$. Currency transactions also affected by forward sales of U.S. dollar

**Based on recent exchange rates, foreign exchange will have a negative impact on EPS for 2010, shown as follows:**

Per Canadian \$	2010 Current	2009 YTD Avg	% Change
U.S. dollar	1.06	1.14	-7%
euro	1.44	1.59	-9%



# Balance Sheet (selected items)

As at December 31<sup>st</sup>

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

	<u>2009</u>	<u>2008</u>	<u>Change</u>
Net working capital (receivables, inventory, prepaids, taxes receivable, payables, accruals and taxes payable)	\$ <u>31.1</u>	\$ <u>20.9</u>	+48.8%
Property, plant & equipment (net)	\$ <u>751.6</u>	\$ <u>830.8</u>	(9.5%)
Intangible assets & goodwill	\$ <u>401.1</u>	\$ <u>426.8</u>	(6.0%)
Total assets	\$ <u>1,645.5</u>	\$ <u>1,766.7</u>	(6.9%)
Net debt (net of cash and cash equivalents)	\$ <u>347.5</u>	\$ <u>456.3</u>	(23.8%)
Shareholders' equity	\$ <u>752.8</u>	\$ <u>750.5</u>	+0.3%
Book value per share	\$ <u>23.01</u>	\$ <u>23.37</u>	(1.5%)
Total shares outstanding ( <i>in millions</i> )	<u>33.0</u>	<u>32.6</u>	+1.2%

All balance sheet items are affected by currency translation primarily due to lower US dollar & euro currency exchange rates at December 31, 2009, versus December 31, 2008.



# Debt Summary

As At December 31<sup>st</sup>

(Millions of Cdn\$)

	<u>2009</u>	<u>2008</u>	<u>Increase (Decrease)</u>
Long-term debt - senior notes (2009 - US\$ 438.1 MM, 2008 - US\$ 447.5 MM)	\$ 460.4	\$ 545.0	\$ (84.6)
Long-term debt - all other	37.7	47.6	(9.9)
Total debt	498.1	592.6	(94.5)
Cash and cash equivalents	(150.6)	(136.3)	(14.3)
Net debt	<u>\$ 347.5</u>	<u>\$ 456.3</u>	<u>\$ (108.8)</u>
Net debt to total capitalization	<u>31.6%</u>	<u>37.8%</u>	

- The following debt is scheduled for repayment in 2010 & 2011:
  - 1998 senior notes - US \$31 million @ 6.67% matures July 2010
  - 1997 senior notes - US \$9.4 million @ 6.97% in September 2010 (annual payment)
  - 2006 senior notes - US \$60 million @ 5.29% matures March 2011
  - 1997 senior notes - US \$9.4 million @ 6.97% in September 2011 (annual payment)
- Decrease in net debt due to significantly lower capital spending and favourable currency translation on U.S. dollar-denominated debt.



# Cash Flow Highlights

Twelve Months Ended December 31<sup>st</sup>

(Millions of Cdn\$)

Inflows (Outflows)

	<u>2009</u>	<u>2008</u>
Net earnings	\$ 42.2	48.0
Depreciation and amortization	100.0	85.1
Goodwill impairment loss	-	31.4
Net change in non-cash working capital (excl. ColepCCL receivable)	(1.3)	(31.6)
Capital spending on property, plant & equipment	(99.3)	(192.8)
Future income taxes	2.9	6.5
Dividends	<u>(19.0)</u>	<u>(17.5)</u>
<b>Normalized Cash Inflow (Outflow) - excl. ColepCCL receivable</b>	<b>25.5</b>	<b>(70.9)</b>
ColepCCL receivable	-	74.4
Repurchase of shares & shares held in trust	(0.2)	(22.5)
Business acquisitions & long-term investments	(5.3)	(51.4)
Proceeds minus payments from bank advances and long-term debt	(8.8)	75.6
Proceeds from property, plant and equipment & product line dispositions	4.9	13.8
All other (net)	(1.8)	20.7
<b>Increase (decrease) in cash and cash equivalents</b>	<b><u>\$ 14.3</u></b>	<b><u>\$ 39.7</u></b>



Normalized cash outflow, excluding ColepCCL receivable, improved to \$26 million inflow in 2009 from \$71 million outflow in 2008, primarily due to lower capital spending.



# Capital Spending Highlights

Twelve Months Ended December 31<sup>st</sup>, 2009

(Millions of Cdn\$)

<u>Divisions</u>	<u>Capital Spending</u>	<u>* Depreciation</u>	<u>Difference</u>
Label	\$ 91.8	\$ 69.6	\$ 22.2
Container	2.9	14.8	\$ (11.9)
Tube	4.6	8.9	\$ (4.3)
Corporate	-	0.4	\$ (0.4)
	<u>\$ 99.3</u>	<u>\$ 93.7</u>	<u>\$ 5.6</u>

\* excludes amortization of intangibles and other assets

- Almost half of the capital spending in the Label Division went into the Healthcare & Specialty business segment.
- New plants in Asia: Vietnam, China and Thailand accounted for a further 7%.
- Investments at Tube for the new Los Angeles facility, completed Q1 09. Nominal additions at Container.



# Income from Operations

Fourth Quarter Ended December 31<sup>st</sup>

(Millions of Cdn\$)

	<u>2009</u>	<u>2008</u>	<u>Change</u>
Label	\$ 30.2	\$ 27.3	+10.6%
Container	(3.8)	(1.7)	n.m.
Tube	<u>0.8</u>	<u>(1.4)</u>	n.m.
Operating income	27.2	24.2	+12.4%
Corporate expense	<u>(4.1)</u>	<u>(3.1)</u>	+32.3%
	23.1	21.1	+9.5%
Interest expense (net)	<u>(6.5)</u>	<u>(7.7)</u>	(15.6%)
Earnings before restructuring, other items and income taxes	16.6	13.4	+23.9%
Goodwill impairment, restructuring & other items - net loss	<u>(5.2)</u>	<u>(38.0)</u>	
Earnings (loss) before income taxes	<u>\$ 11.4</u>	<u>\$ (24.6)</u>	(146.3%)



# Income from Operations

Twelve Months Ended December 31<sup>st</sup>

(Millions of Cdn\$)

	<u>2009</u>	<u>2008</u>	<u>Change</u>
Label	\$ 128.4	\$ 134.3	(4.4%)
Container	(7.0)	9.3	n.m.
Tube	<u>3.0</u>	<u>(0.8)</u>	n.m.
Operating income	124.4	142.8	(12.9%)
Corporate expense	<u>(16.5)</u>	<u>(11.5)</u>	+43.5%
	107.9	131.3	(17.8%)
Interest expense (net)	<u>(29.3)</u>	<u>(23.9)</u>	+22.6%
Earnings before restructuring & other items and income tax	78.6	107.4	(26.8%)
Goodwill impairment, restructuring & other items - net loss	<u>(7.3)</u>	<u>(34.5)</u>	
Earnings before income taxes	<u>\$ 71.3</u>	<u>\$ 72.9</u>	(2.2%)



# Sales Analysis

Fourth Quarter Ended December 31<sup>st</sup>, 2009

	<u>Organic</u>	<u>FX</u>	<u>Acquisitions &amp; Disposals</u>	<u>Total</u>
Label	+5%	(6%)	+1%	+0%
Container	+9%	(16%)	-	(7%)
Tube	+15%	(15%)	-	-
CCL Consolidated	+6%	(8%)	+1%	(1%)



# Sales Analysis

Twelve Months Ended December 31<sup>st</sup>, 2009

	<u>Organic</u>	<u>FX</u>	<u>Acquisitions &amp; Disposals</u>	<u>Total</u>
Label	(1%)	+1%	+2%	+2%
Container	(12%)	+4%	(2%)	(10%)
Tube	+4%	+7%	-	+11%
CCL Consolidated	(2%)	+2%	+1%	+1%



# Label

Fourth Quarter Ended December 31<sup>st</sup>

(Millions of Cdn\$)

	<u>2009</u>	<u>2008</u>	<u>Change</u>	<u>Excluding Currency Translation</u>
Sales	\$ <u>238.2</u>	\$ <u>237.9</u>	+0.1%	+6%
Operating income	\$ <u>30.2</u>	\$ <u>27.3</u>	+10.6%	
Return on sales	<u>12.7%</u>	<u>11.5%</u>		
EBITDA	\$ <u>50.4</u>	\$ <u>45.4</u>	+11.0%	
% of Sales	<u>21.2%</u>	<u>19.1%</u>		

- Better than expected organic sales growth and favourable mix resulted in a strong performance in North America.
- Growing markets in Latin America and Asia drove continuing organic revenue and profit increases in the developing world.
- Europe improved sequentially in local currency with sales flat and profits down slightly comparatively.



# Label

Fourth quarter Ended December 31<sup>st</sup>

(Millions of Cdn\$)

## North America (39% of sales)

- Markets stabilized in the **Home and Personal Care (HPC)** sector; sales fell in US\$ but cost control & productivity more than compensated.
- Double digit growth in local currency **Healthcare & Specialty** sales (in part H1N1 related) drove better mix and profitability.
- **Sleeve** sales fell in the low beverage season, US **Battery** label business declined on share loss.
- Overall **North American** sales increased double digits organically; strong bottom line impact.



# Label

Fourth Quarter Ended December 31<sup>st</sup>

(Millions of Cdn\$)

## Europe (46% of sales)

- Sales to **HPC** customers fell slightly in local currency but profitability improved on a strong performance in Germany.
- **Healthcare & Specialty** sales dropped in local currency mid single digits; profits also fell but margins remain above average.
- Sales of **Sleeves** rose mid teens organically with increased profitability. **Battery & Beverage** markets continue to be soft with significantly reduced profits.
- Sales at **CCL Design** in the automotive sector increased organically over an unusually soft Q408; profitability improved.
- Conditions improved in Russia, nominal profit at **CCL-Kontur** JV.



# Label

Fourth Quarter Ended December 31<sup>st</sup>

(Millions of Cdn\$)

## European Restructuring Completed

- French **Beverage** label plant closed Q4 08; facility sold in Q4 09. All volume now consolidated in Germany.
- UK **HPC** label plant closed in Q4 08, exit now completed; small **Healthcare** facility closed Q4 09.
- European **HPC** business reorganized with simplified management structure and headcount reductions.
- Restructuring costs net of gains relating to the above were \$1.8 million after tax or 6 cents per share reported in restructuring & other items.



# Label

Fourth Quarter Ended December 31<sup>st</sup>

(Millions of Cdn\$)

## Latin America (8% of sales)

- Mid single digit sales growth in local currencies with increased profitability.
- **Mexico** was aided by easier comparatives (Q4 08 affected by the peso depreciation) but results improved significantly on strong sales.
- **Brazil** continued to deliver above average returns. Sales impacted by exit from unprofitable stretch sleeve product line.
- Currency picture improved in both geographies.



# Label

Fourth Quarter Ended December 31<sup>st</sup>

(Millions of Cdn\$)

## Asia (5% of sales) + AUS/ZA (<2% of sales)

- Sales in local currencies to HPC customers grew by more than one third: outstanding results in China and solid performance in ASEAN.
- **Battery & Beverage** local currency sales and profitability flat but improved sequentially.
- New green-fields in Thailand & China began trading; Vietnam delayed till Q1 10. New Tianjin facility construction is underway.
- Sales in the Wine business in **Australia** rose high single digits. Solid progress in **South Africa**.



# Label

Twelve Months Ended December 31<sup>st</sup>

(Millions of Cdn\$)

	<u>2009</u>	<u>2008</u>	<u>Change</u>	<u>Excluding Currency Translation</u>
Sales	\$ <u>989.4</u>	\$ <u>971.3</u>	+1.9%	+1%
Operating income	\$ <u>128.4</u>	\$ <u>134.3</u>	(4.4%)	
Return on sales	<u>13.0%</u>	<u>13.8%</u>		
EBITDA	\$ <u>204.3</u>	\$ <u>200.5</u>	+1.9%	
% of Sales	<u>20.6%</u>	<u>20.6%</u>		



- Record year in North America; organic sales growth up mid single digit; strong growth in the Healthcare & Specialty segment; improved second half in consumer segments.
- Lower profits and high single digit organic sales decline in **Europe**; difficult 1H08 comparatives; better second half 09. Soft Battery & Beverage segment.



# Label

Twelve Months Ended December 31<sup>st</sup>

(Millions of Cdn\$)

- High single digit growth in **Latin America** in local currencies; remains the highest return region.
- Another year of progress in **Asia**; high single digit organic growth. Returns now at average despite significant start up expenses at new facilities and a decline in the Battery segment
- Order levels **globally** have remained solid so far in Q1 2010, noticeable improvement in Europe.
- Easier comparatives for first half of 2010 compared to 2009; but FX will be a significant headwind at current rates.



# Container

Fourth Quarter Ended December 31<sup>st</sup>

(Millions of Cdn\$)

	<u>2009</u>	<u>2008</u>	<u>Change</u>	<u>Excluding Currency Translation</u>
Sales	\$ <u>34.9</u>	\$ <u>37.3</u>	(6.4%)	9%
Operating income	\$ <u>(3.8)</u>	\$ <u>(1.7)</u>	n.m.	
Return on sales	<u>(10.9%)</u>	<u>(4.6%)</u>		
EBITDA	\$ <u>(0.2)</u>	\$ <u>1.6</u>	n.m.	
% of Sales	<u>(0.6%)</u>	<u>4.3%</u>		



- Sales increase driven by Mexico; revenue declines in the US narrowed to high single digit in US\$ as Q4 order intake improved.
- Direct margins impacted by hedge losses; rising aluminum costs; the strong C\$ and pricing challenges.



# Container

Fourth Quarter Ended December 31<sup>st</sup>

(Millions of Cdn\$)

- Canadian plant losses accounted for all of the quarterly profit swing.
- Hermitage PA operation narrowed loss compared to Q4 08.
- Sales in Mexico rose significantly driven by volume at the new Guanajuato facility which made a solid profit for the quarter.



# Container

Twelve Months Ended December 31<sup>st</sup>

(Millions of Cdn\$)

	<u>2009</u>	<u>2008</u>	<u>Change</u>	<u>Excluding Currency Translation &amp; Divestiture</u>
Sales	\$ <u>139.9</u>	\$ <u>154.9</u>	(9.7%)	(12%)
Operating income	\$ <u>(7.0)</u>	\$ <u>9.3</u>	n.m.	
Return on sales	<u>(5.0%)</u>	<u>6.0%</u>		
EBITDA	\$ <u>7.8</u>	\$ <u>20.2</u>	(61.4%)	
% of Sales	<u>5.6%</u>	<u>13.0%</u>		



- Unacceptable results for the year in the North American plants, solid progress in Mexico.
- Inventory of hedge losses elapsed at end 2009 (YTD - \$7.8 million loss); scrap prices for aluminum have also hardened (YTD - \$3.3 million negative impact).
- Aluminum increased from US\$1800 to US\$2300 in Q4; many price increases taking effect during Q1 10.



# Container

Twelve Months Ended December 31<sup>st</sup>

(Millions of Cdn\$)

- 39% of 2010 volume hedged with customers; prices in the US\$1729-US\$1930 range.
- Cash flow was positive for the year, low capex.
- New management in place in the US. Many improvements underway including successful renegotiation of a multi-year Hermitage PA union contract.
- Volume continues to improve for Q1 10, but sudden rise in aluminum and FX will continue to challenge profits in Canada.



# Tube

Fourth Quarter ended December 31<sup>st</sup>

(Millions of Cdn\$)

	<u>2009</u>	<u>2008</u>	<u>Change</u>	<u>Excluding Currency Translation</u>
Sales	\$ <u>16.2</u>	\$ <u>16.1</u>	+0.6%	+15%
Operating income	\$ <u>0.8</u>	\$ <u>(1.4)</u>	n.m.	
Return on sales	<u>4.9%</u>	<u>(8.7%)</u>		
EBITDA	\$ <u>2.8</u>	\$ <u>1.0</u>	+180.0%	
% of Sales	<u>17.3%</u>	<u>6.2%</u>		

- US\$ revenue gains included strong sales of hand cleansers in tubes: H1N1 related.
- US\$ sequential & comparative profit improvement in Wilkes Barre; Los Angeles also up significantly, Q4 08 comps impacted by the LA plant move.
- Small Mexican Tube plant closed; final quarter of operations.



# Tube

Twelve Months Ended December 31<sup>st</sup>

Millions of Cdn\$)

	<u>2009</u>	<u>2008</u>	<u>Change</u>	<u>Excluding Currency Translation</u>
Sales	\$ <u>69.7</u>	\$ <u>62.8</u>	+11.0%	+4%
Operating income	\$ <u>3.0</u>	\$ <u>(0.8)</u>		
Return on sales	<u>4.3%</u>	<u>(1.3%)</u>		
EBITDA	\$ <u>11.9</u>	\$ <u>6.8</u>	+75.0%	
% of Sales	<u>17.1%</u>	<u>10.8%</u>		

- Good performance at both US plants.
- Order intake solid so far in Q1; FX headwind on translation
- Limited near term capex needs = strong cash flow prospects.

