



intertape polymer group®

Annual Shareholders' Meeting

Toronto
June 3rd, 2011





SAFE HARBOR STATEMENT

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Gregory A. C. Yull

President



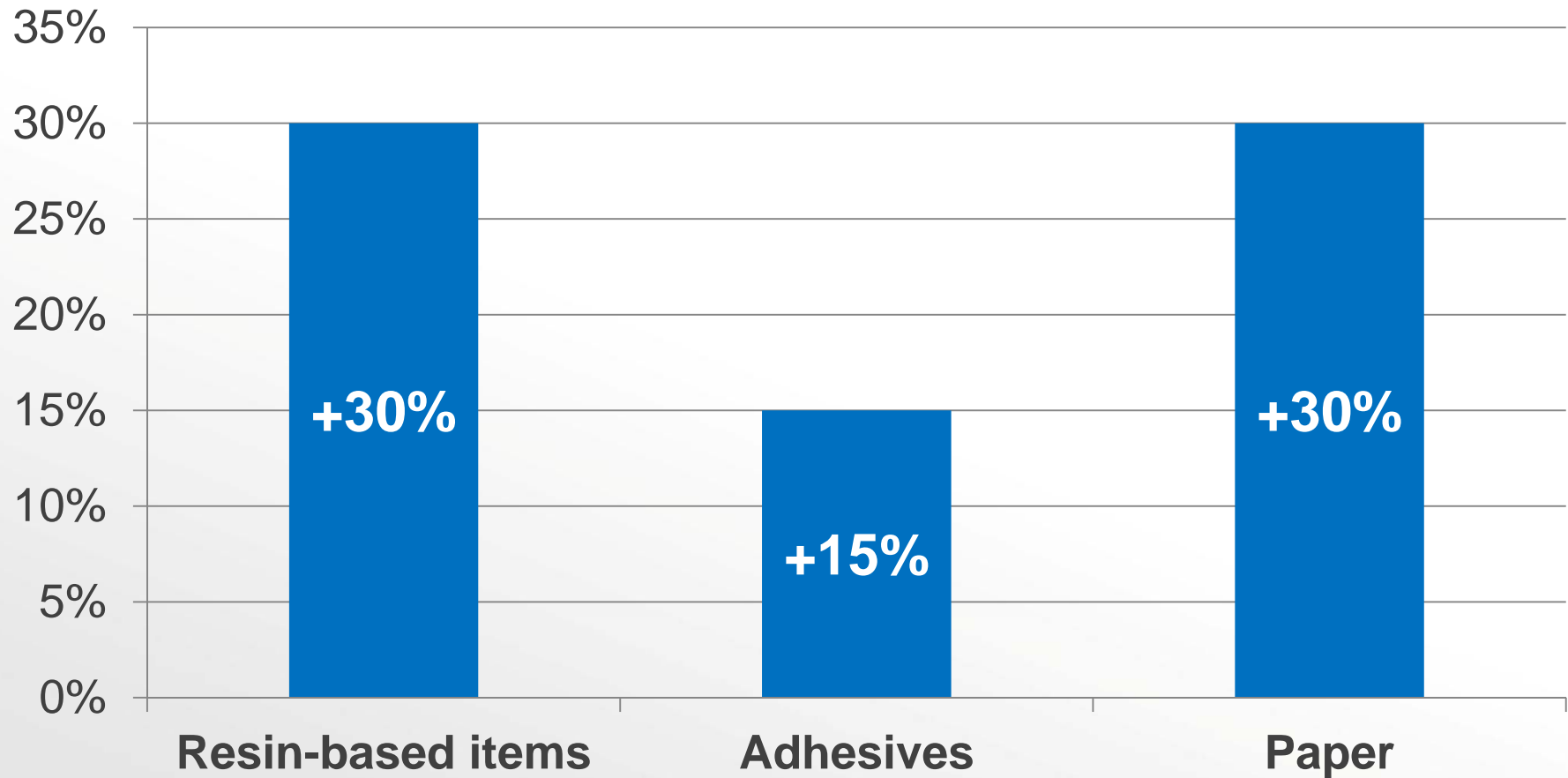
2010 – Financial Highlights

All dollar amounts are US denominated unless otherwise indicated

- Revenue increased by 17.1% to \$720.5 million
- When compared to 2009, sales volume and selling prices increased by approximately 9% and 8%, respectively
- Adjusted EBITDA was \$40.7 million compared to \$43.1 million for the prior year
- Capital expenditures decreased by 34.4% from \$13.1 million for the year 2009 to \$8.6 million
- As of December 31, 2010, cash and unused availability under the ABL totalled \$43.0 million and \$56.2 million, excluding required bond of \$13.2 million related ITI litigation



Price Increases in Key Raw Materials between 2009 and 2010





Impact on EBITDA of Higher Raw Material Between 2009 and 2010

2009



Selling – Raw Material Costs = \$40-\$50 million

2010



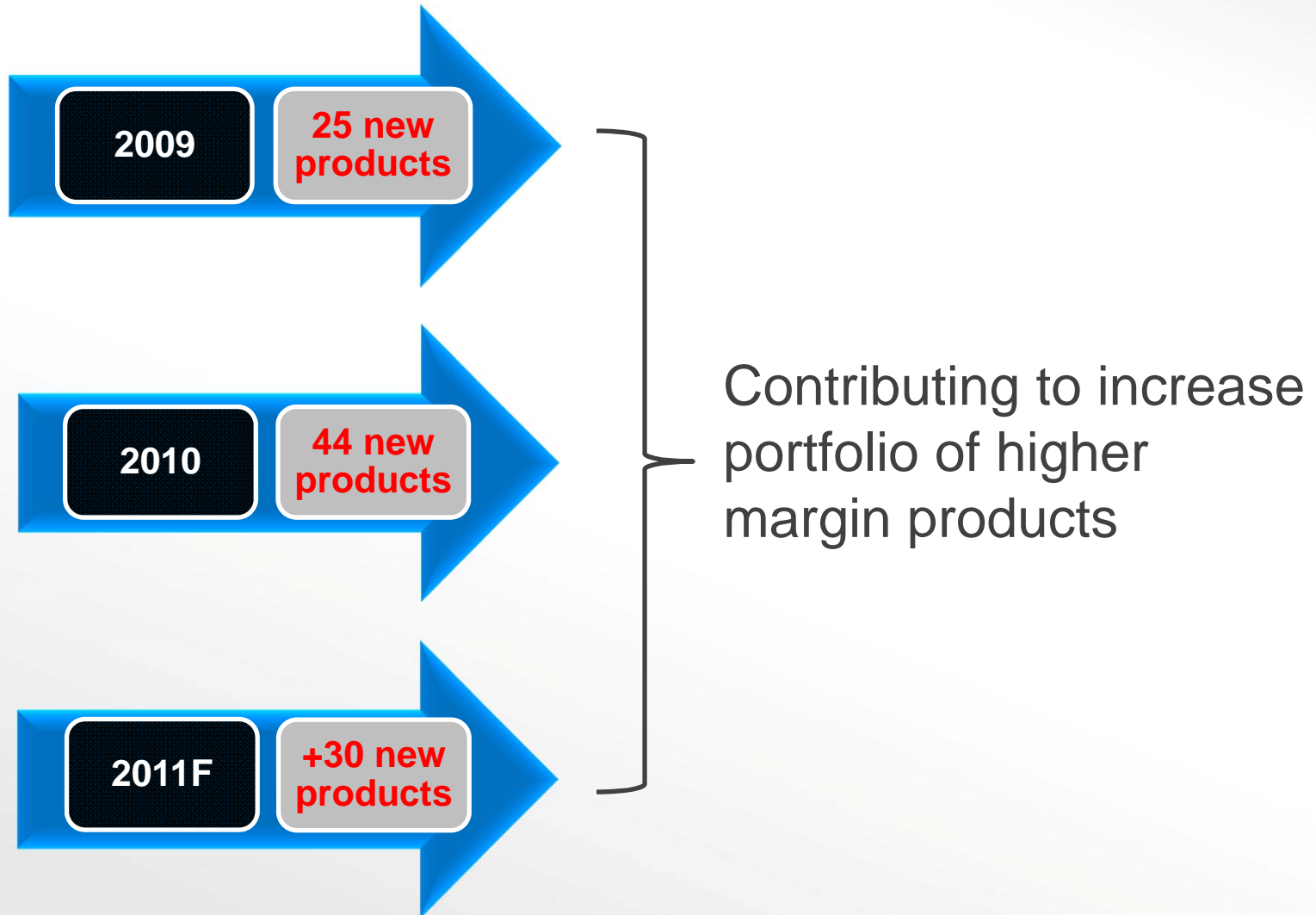


2010 – Operational Highlights

- Tapes & Films and Engineered Coated Products Divisions regrouped into one unit
- Manufacturing cost reduction programs totaled approximately \$15 million compared to approximately \$12 million in 2009
 - 2010 programs addressed: productivity improvements, waste reduction and energy conservation
- Announced closure of Brantford facility – completed by the end of June 2011
 - Annual EBITDA savings of approximately \$4.0 million



New Products





Technological Enhancements

- Implementing a new Customer Relationship Management (CRM) Solution
 - To improve targeting, tracking and penetration process of strategic end users, industries and markets
- Pricing optimization software
 - Facilitate administration of pricing – alignment to market pricing
 - Provides very sophisticated pricing tools that can lead to the implementation of price increases



2011 Q1 Results

in millions US \$	Q1-2011	Q1-2010	Change %
Revenue	\$192.6	\$173.1	11.3%
Gross profit	23.8	20.6	15.5%
EBITDA	11.8	8.6	37.2%
Operating profit	4.0	0.2	
Net loss	(0.0)	(4.8)	
EPS	(0.00)	(0.08)	

- As of March 31, 2011, cash and unused availability under its ABL totalling \$48.8 million



Long-Term Gross Margin Goal

Three Components

- ✓ Pricing Power
- ✓ Portfolio of higher margin products
- ✓ Reduce manufacturing costs and leverage capacity

18%-19%





Pricing Power

- Input raw material costs remain extremely volatile
- In current environment, visibility on raw material costs are limited
- Pricing environment is improving
- Implemented additional price increases of between 8%-12%
Mid-May following price increases of the same magnitude in
Mid-February 2011





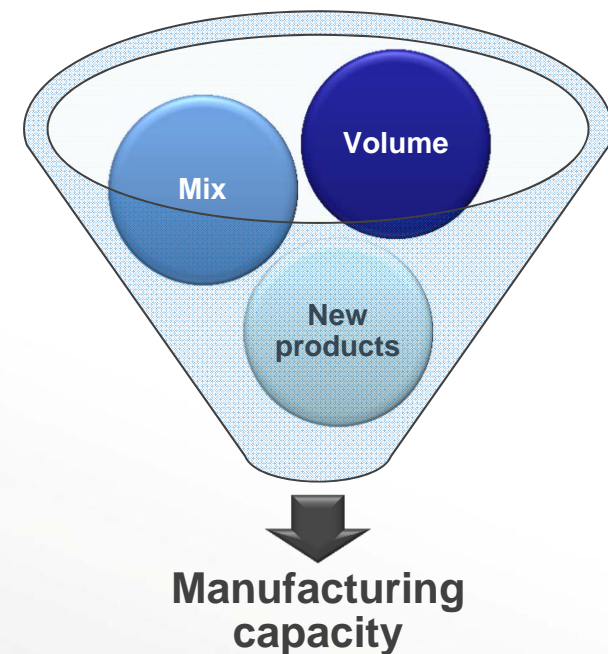
Portfolio of Higher Margin Products

- Combines new products and existing products with higher margins
- Sales and marketing emphasis on this group of products – alignment of compensation
- This portfolio of products as whole is growing at a faster rate than other group of ITP products
- Gradually increasing as a percentage of total revenue
- Expect to launch over 30 new products in 2011



Reduce Manufacturing Costs and Leverage Capacity

- Anticipate manufacturing cost reductions in the \$15 to \$18 million range :
 - Material – reducing waste and lower cost raw material substitutions
 - Productivity
 - Energy saving measures
- Manage our manufacturing capacity available in relation with:
 - Volume
 - Mix
 - New products





Outlook – 2011

- Improved pricing environment
- Further benefits of CRM and pricing optimization solutions
- Continued focus on profitable operations, products and customers
- Ramp-up of CAPEX programs - \$15 and \$18 million range
- Debt reduction focus
- Manufacturing cost reductions in the \$15 to \$18 million range
- Increased contribution of higher margin products
- Improved EBITDA when compared to 2010



Thank You

Question and answer period