
SIG COMBIBLOC Q3 2020 TRADING STATEMENT

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27 OCTOBER 2020



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Adjusted EBITDA and adjusted net income are not performance measures under IFRS, are not measures of financial condition, liquidity or profitability and should not be considered as alternatives to profit (loss) for the period, operating profit or any other performance measures determined or derived in accordance with IFRS or operating cash flows determined in accordance with IFRS.

Additionally, adjusted EBITDA is not intended to be a measure of free cash flow for management’s discretionary use, as it does not take into account certain items such as interest and principal payments on our indebtedness, working capital needs and tax payments. We believe that the inclusion of adjusted EBITDA and adjusted net income in this presentation is appropriate to provide additional information to investors about our operating performance to provide a measure of operating results unaffected by differences in capital structures, capital investment cycles and ages of related assets among otherwise comparable companies. Because not all companies calculate adjusted EBITDA, core revenue, adjusted net income and other alternative performance measures in this presentation identically, they may not be comparable to other similarly titled measures in other companies.

For definitions of alternative performance measures and their related reconciliations that are not included in this presentation, please refer to the following link: www.sig.biz/investors/en/performance/key-figures

Some financial information in this presentation has been rounded and, as a result, the figures shown as totals in this presentation may vary slightly from the exact arithmetic aggregation of the figures that precede them

Please note that combismile is currently not available in Germany, Great Britain, France, Italy and Japan.

Q3 2020 FINANCIAL HIGHLIGHTS

CORE REVENUE

€438.6

MILLION

+4.5%

AT CONSTANT CURRENCY

-0.6%

REPORTED

ADJUSTED EBITDA

€133.6

MILLION

(Q3 2019: €123.8 MILLION)

+7.9%

REPORTED

ADJUSTED EBITDA MARGIN

30.2%

(Q3 2019: 27.7%)

ADJUSTED NET INCOME

€77.4M

(Q3 2019: €53.8 MILLION)

FREE CASH FLOW

€96.4M

(Q3 2019: €77.8 MILLION)

Q3 2020 PERFORMANCE HIGHLIGHTS

EMEA AND AMERICAS
DRIVE GROWTH

EUROPE:

STOCK DEPLETION ACROSS SUPPLY CHAIN WITH CUSTOMER PRODUCTION REMAINING HIGH

ASIA PACIFIC:

SIGNS OF IMPROVEMENT IN **CHINA**
COVID-19 AFFECTING CONSUMPTION IN **SE ASIA**

EXPANDED FOOTPRINT IN BRAZIL DRIVES GROWTH

STRONG MILK DEMAND IN **MEXICO**

BROAD GEOGRAPHIC PRESENCE SUPPORTING GROWTH

INCREASE IN **ADJUSTED EBITDA MARGIN**

DESPITE FX HEADWIND AND DILUTION FROM ACQUISITION OF VISY

SIGNIFICANT FREE CASH FLOW GENERATION

9 MONTHS 2020 FINANCIAL HIGHLIGHTS

FULL YEAR GUIDANCE
MAINTAINED

CORE REVENUE

€1,288

MILLION

+7.2%

AT CONSTANT CURRENCY

+4.3%

REPORTED

ADJUSTED EBITDA

€349.3

MILLION
(9M 2019:
€329.3 MILLION)

+6.1%

REPORTED

ADJUSTED EBITDA MARGIN

26.8%

(9M 2019:
26.4%)

28.2%

EXCLUDING
NEGATIVE FX
IMPACT

ADJUSTED NET INCOME

€157.0M

(9M 2019:
€134.3 MILLION)

FREE CASH FLOW

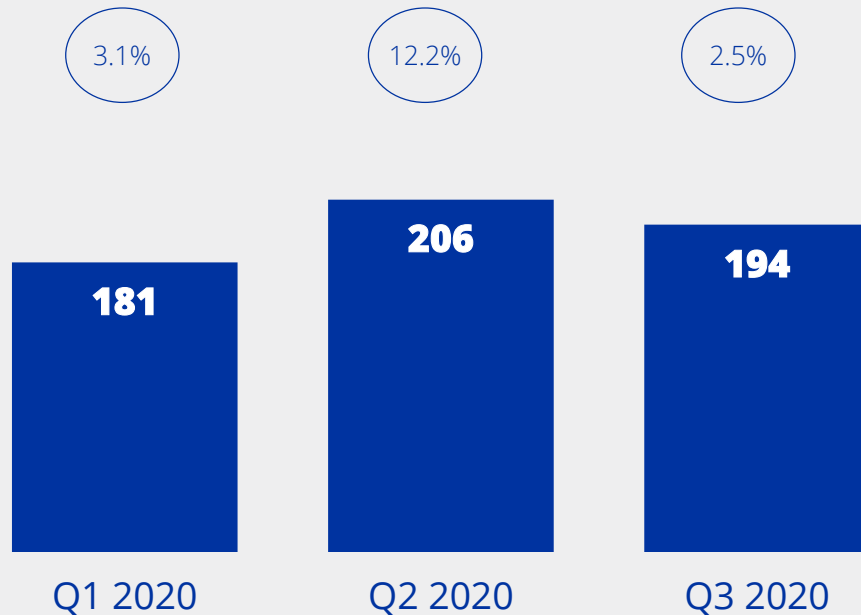
€124.5M

(9M 2019:
€114.6 MILLION)

EMEA CORE REVENUE

DEVELOPMENT BY QUARTER

CONSTANT CURRENCY
YOY GROWTH
€MILLION



Q1: STOCKBUILDING BY CONSUMERS
IN MARCH

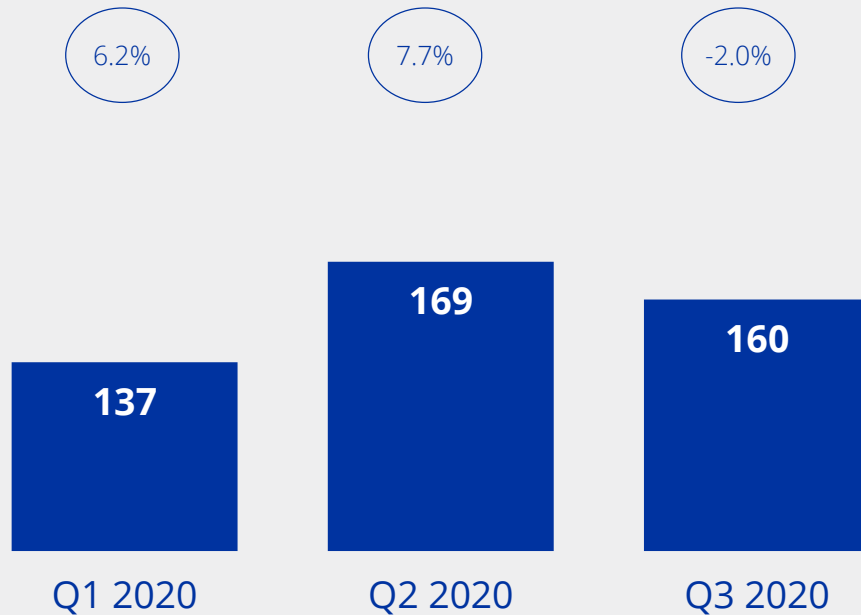
Q2: HIGH AT HOME CONSUMPTION
STOCKBUILDING ACROSS THE SUPPLY CHAIN

Q3: STOCK DEPLETION
CUSTOMER PURCHASES ACCELERATED IN
SEPTEMBER AS PRODUCTION REMAINED HIGH

APAC CORE REVENUE

DEVELOPMENT BY QUARTER

CONSTANT CURRENCY
YOY GROWTH
€MILLION



Q1: LOCKDOWNS IN CHINA

SALES SUPPORTED BY CUSTOMER STOCKBUILDING

Q2: LOCKDOWNS IN SE ASIA

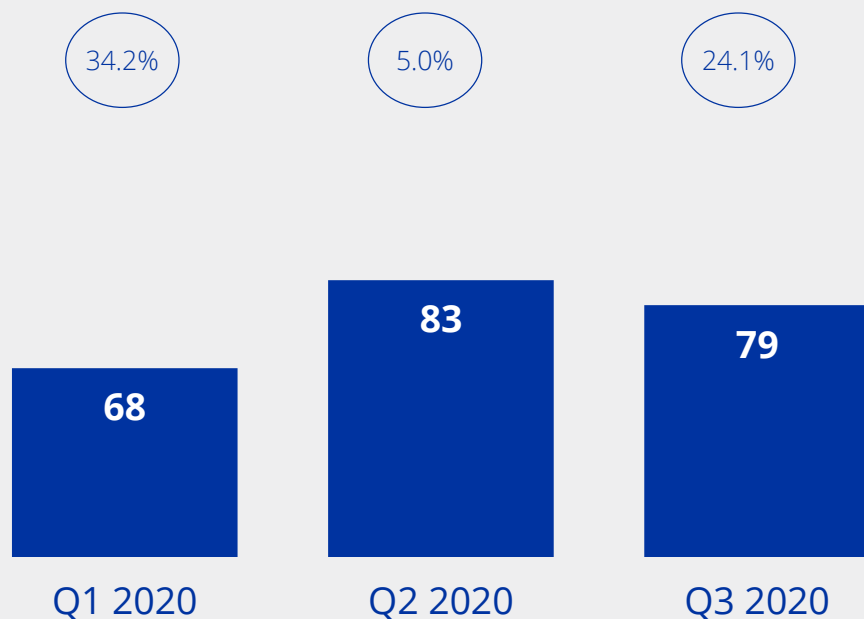
ON-THE-GO CONSUMPTION REDUCED;
STOCKBUILDING BY CUSTOMERS IN SE ASIA

Q3: ONGOING RESTRICTIONS IN SE ASIA

UPTURN IN CHINA OFFSET BY COVID-19 RELATED WEAKNESS IN SE ASIA

AMERICAS CORE REVENUE DEVELOPMENT BY QUARTER

CONSTANT CURRENCY
YOY GROWTH
€MILLION



Q1: LOW BASE OF COMPARISON

NEW FILLER PLACEMENTS IN BRAZIL

Q2: BUSINESS GROWTH CONTINUED

NEGATIVE IMPACT FROM
COVID-19 IN THE US, NOTABLY FOODSERVICE
STOCKBUILDING IN MEXICO

Q3: HIGH AT HOME MILK CONSUMPTION

IN LATIN AMERICA; WELFARE PAYMENTS IN
BRAZIL

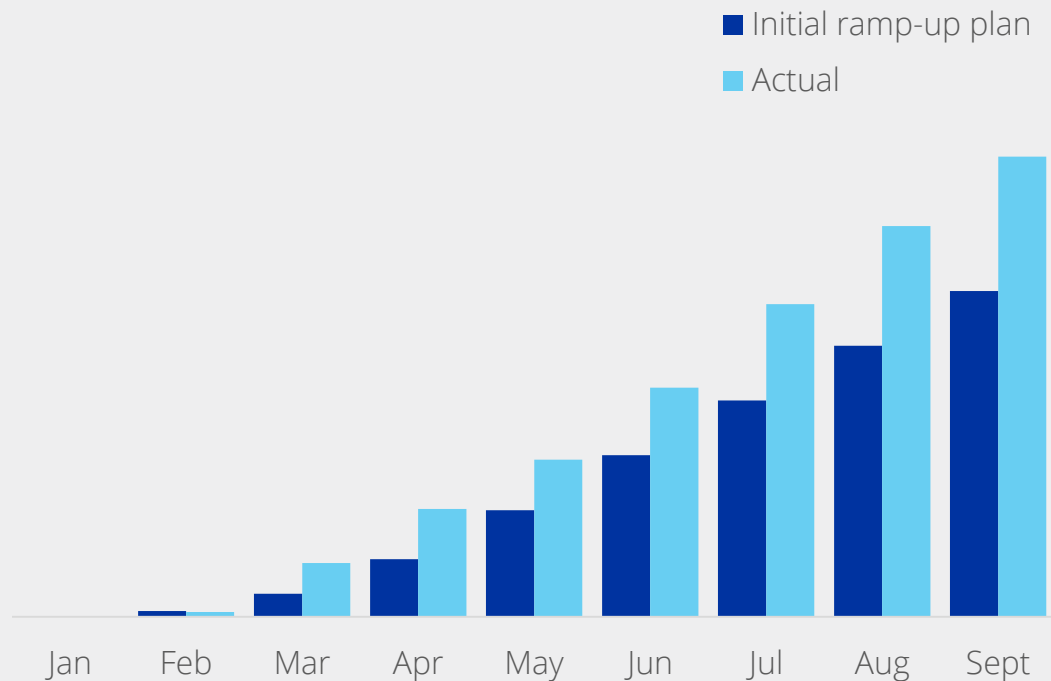
FILLER RAMP-UPS IN BRAZIL

BRAZIL: NEW CUSTOMER WINS

FILLER PLACEMENTS WITH SHEFA AND LIDER

ACCELERATED VOLUME DEVELOPMENT

cumulative volume
mUnits



RECORD INSTALLATION TIME!

9 FILLING LINES
IN 8 MONTHS



5/9 FILLERS RE-USED

OF WHICH 3
OVERHAULED
IN BRAZIL



AVERAGE EFFICIENCY RATES ABOVE CONTRACT



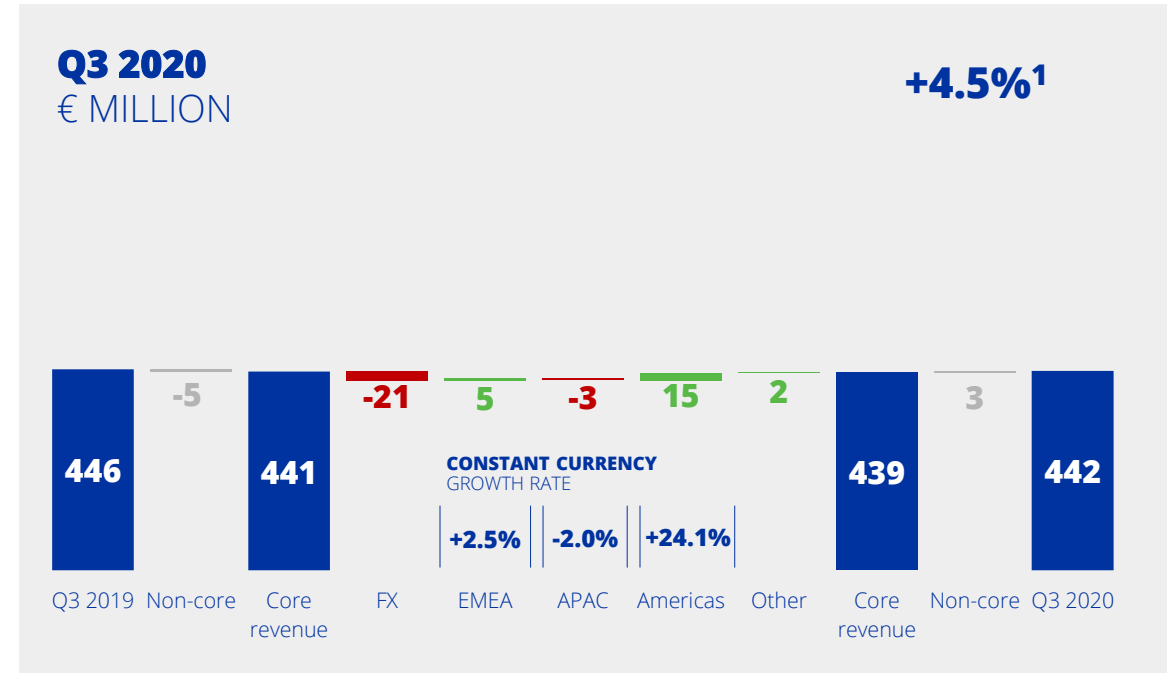
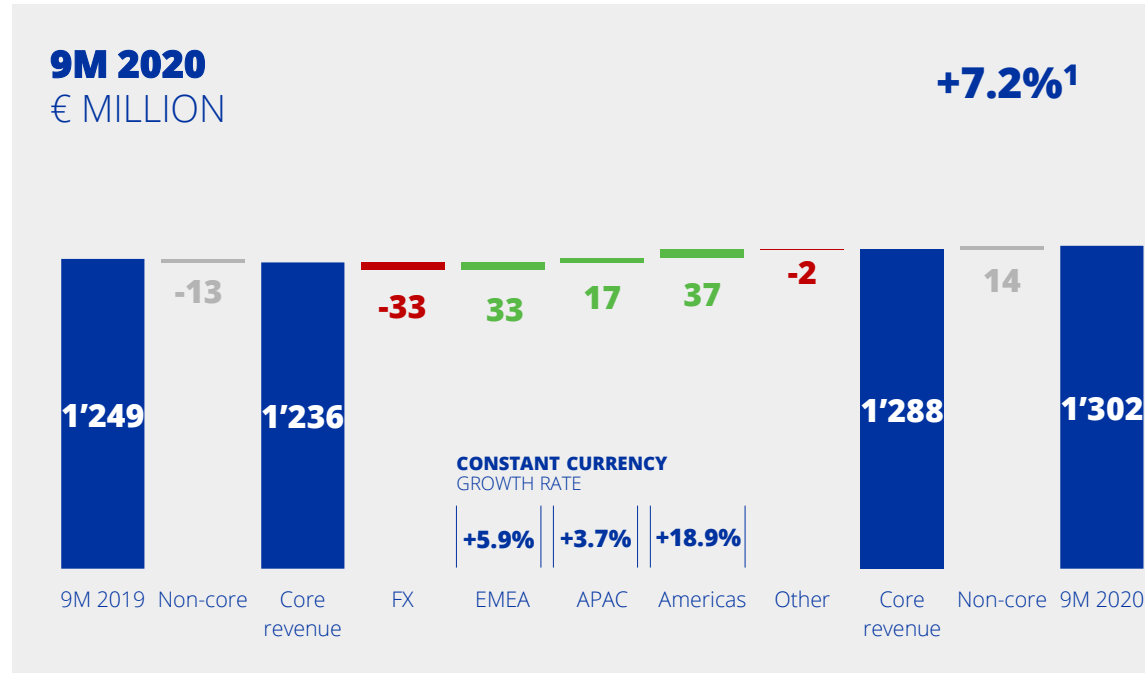
WASTE RATES BELOW CONTRACT



REVENUE EVOLUTION

9 MONTHS AND Q3

BROAD GEOGRAPHIC PRESENCE
SUPPORTING GROWTH



HIGHLIGHTS

- All regions contributed to growth in first 9 months
- Negative impact from currencies notably in the Americas

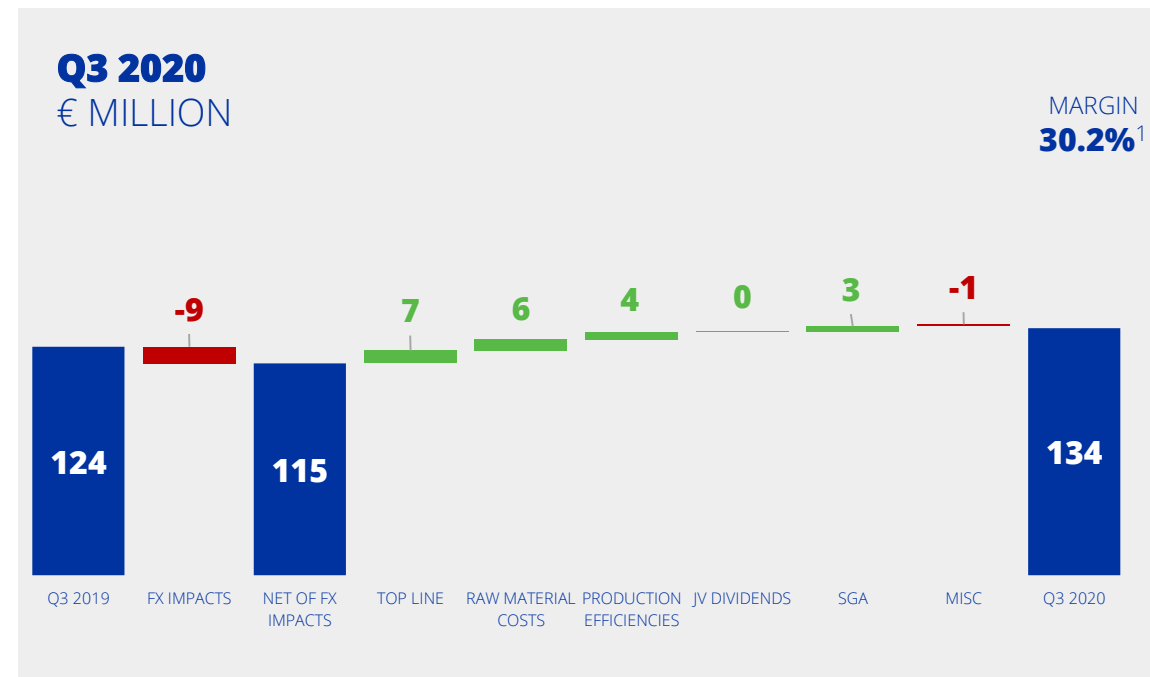
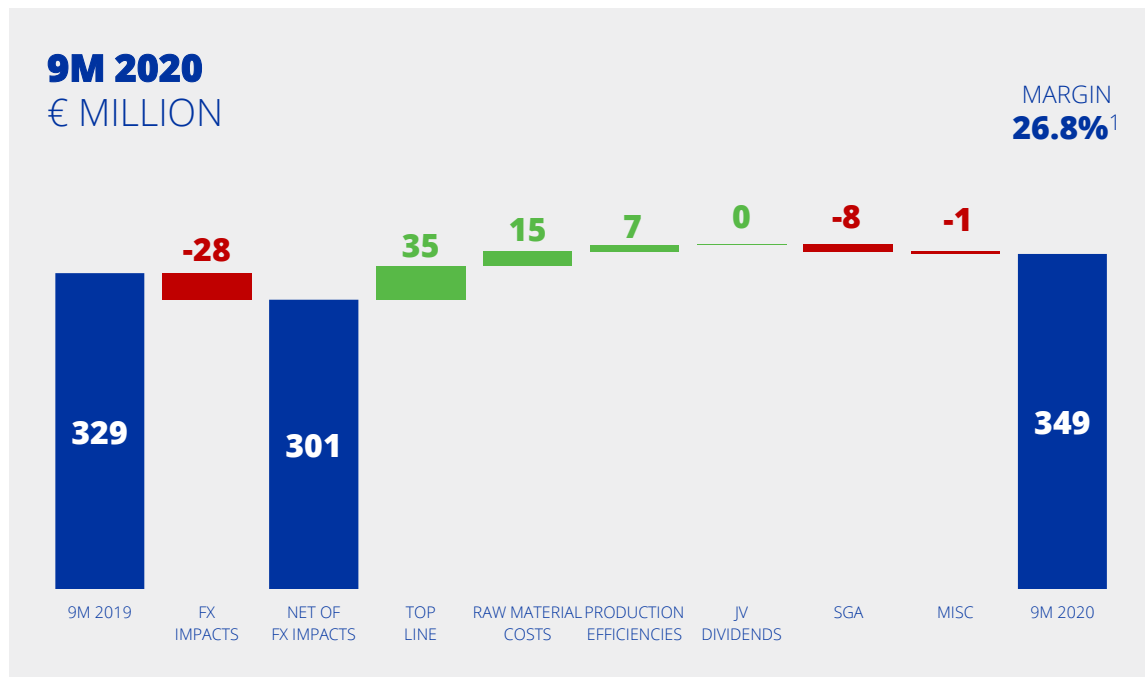
- APAC: China upturn offset by COVID-19 related weakness in SE Asia
- Americas: robust demand in Brazil and Mexico

(1) Core revenue growth at constant currency. Core revenue represents revenue to external customers and excludes sales of folding box board to third parties - Differences due to rounding

ADJUSTED EBITDA EVOLUTION

9 MONTHS AND Q3

OPERATING PERFORMANCE
MORE THAN OFFSETS FX IMPACT



HIGHLIGHTS

- Adjusted EBITDA up 6.1% for first 9 months: up 15.9% ex FX impacts
- Strong contribution from top line growth

(1) Adjusted EBITDA as % of total revenue
Differences due to rounding

- Raw materials: lower polymer and aluminium costs
- Lower SGA costs in Q3: R&D phasing, cost savings

CURRENCY UPDATE

VOLATILITY MITIGATED
BY HEDGING

EUR/BRL EXCHANGE RATE

9M 2020



EUR/THB EXCHANGE RATE

9M 2020



EUR/USD EXCHANGE RATE

9M 2020



- 9 month currency impact reflects mark-to-market revaluations at end-March
- Key currencies weak against the Euro in Q3; USD is invoicing currency in a number of markets
- Hedging programme working effectively

ADJUSTED NET INCOME SIGNIFICANT INCREASE

LOWER TAX RATE

€ MILLION	9M 2020	9M 2019
PROFIT FOR THE PERIOD	56	52
Financing costs and exchange rate impacts	42	(3)
PPA depreciation and amortisation	95	103
Adjustments to EBITDA	(2)	8
Of which:		
Share of profit or loss of joint ventures, net of dividends distributed	1	3
Unrealised gains/losses on derivatives	(9)	(1)
Transaction-related costs	1	3
Tax effect on above items	(34)	(25)
Adjusted effective tax rate	24.1%	28.3%
ADJUSTED NET INCOME	157	134

Differences due to rounding

FREE CASH FLOW AND CAPITAL EXPENDITURE

WORKING CAPITAL
WELL CONTROLLED

€ MILLION	9M 2020	9M 2019
NET CASH FROM OPERATING ACTIVITIES	262	242
Dividends received from joint ventures	12	12
Acquisition of PP&E and intangible assets	(140)	(133)
Payment of lease liabilities	(10)	(7)
FREE CASH FLOW	124	115
PROPERTY, PLANT & EQUIPMENT	47	36
GROSS FILLER CAPEX	93	97
UPFRONT CASH	(30)	(49)
NET FILLER CAPEX	63	48
TOTAL NET CAPEX	109	84
OPERATING NET WORKING CAPITAL	(88)	(25)

Differences due to rounding

PROGRESS ON DELEVERAGING ALONGSIDE MAJOR CAPEX PROJECT

REFINANCING
IN JUNE 2020

€ MILLION	9M 2020	9M 2019	FY 2019
CASH¹	249	154	261
TERM LOANS	550	1'569	1'561
NOTES ISSUES	1'000	-	-
LEASE LIABILITIES	74	48	54
NET TOTAL DEBT	1'375	1'462	1'353
TOTAL NET LEVERAGE RATIO	2.7x	3.0x	2.8x

(1) Includes restricted cash
Differences due to rounding

FINANCIAL GUIDANCE

**SIGNIFICANT CASH FLOW
GENERATION**

FY 2020E

CORE REVENUE GROWTH	4 - 6% (CONSTANT CURRENCY)
ADJ. EBITDA MARGIN	27 - 28%
EFFECTIVE TAX RATE	28 - 29%¹
NET CAPEX (% REVENUE)	8 - 10%
DIVIDEND PAYOUT	50 - 60% OF ADJUSTED NET INCOME²

Lower end of range

Continuing COVID-19 uncertainty

This presentation includes mid-term goals that are forward-looking, are subject to significant business, economic, regulatory and competitive uncertainties and contingencies, many of which are beyond the control of the Company and its management and are based upon assumptions with respect to future decisions which are subject to change. Actual results will vary, and those variations may be material. Nothing in this presentation should be regarded as a representation by any person that these goals will be achieved, and the Company undertakes no duty to update its goals.

Note: Guidance assumes constant currency; adjusted EBITDA margin and net capex percentage based on total revenue

(1) Represents management's estimated adjusted effective tax rate

(2) Dividend based on prior year adjusted net income and based on planned payout ratio

Mid-term

CORE REVENUE GROWTH	4 - 6% (CONSTANT CURRENCY)
ADJ. EBITDA MARGIN	~29%
EFFECTIVE TAX RATE	28 - 29%¹
NET CAPEX (% REVENUE)	8 - 10%
DIVIDEND PAYOUT	50 - 60% OF ADJUSTED NET INCOME²
NET LEVERAGE	TOWARDS ~2X

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THANK
YOU
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27 OCTOBER 2020

