
SIG GROUP Q1 2022 TRADING STATEMENT

26 APRIL 2022

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In this presentation, we utilise certain alternative performance measures, including but not limited to EBITDA, adjusted EBITDA, adjusted EBITDA margin, net capex, adjusted net income, free cash flow and net leverage ratio that in each case are not defined in International Financial Reporting Standards (“IFRS”).

These alternative non-IFRS measures are presented as we believe that they and similar measures are widely used in the markets in which we operate as a means of evaluating a company’s operating performance and financing structure. Our definition of and method of calculating the measures stated above may not be comparable to other similarly titled measures of other companies and are not measurements under IFRS, as issued by the IASB or other generally accepted accounting principles, are not measures of financial condition, liquidity or profitability and should not be considered as an alternative to profit from operations for the period or operating cash flows determined in accordance with IFRS, nor should they be considered as substitutes for the information contained in our consolidated financial statements. You are cautioned not to place undue reliance on any alternative performance measures and ratios not defined in IFRS included in this presentation.

Alternative performance measures

For additional information about alternative performance measures used by management that are not defined in IFRS, including definitions and reconciliations to measures defined in IFRS please refer to this link: <https://www.sig.biz/investors/en/performance/definitions>

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.

FIRST QUARTER 2022 HIGHLIGHTS

SOLID QUARTER
WITH ONGOING
INVESTMENT

ONGOING STRONG PERFORMANCE

ON TOP OF
EXCEPTIONAL PRIOR
YEAR COMPARABLES

PRICE INCREASES WELL UNDERWAY

MITIGATING HIGHER
RAW MATERIAL
COSTS

CONTINUED INVESTMENT IN MANUFACTURING PRESENCE

CONSTRUCTION OF
PLANT IN MEXICO
PROGRESSING WELL

INDIA AS NEXT
STRATEGIC
INVESTMENT

INVESTMENT IN INNOVATION

STRONG CUSTOMER
DEMAND FOR NEW
MEA TECH CENTRE

EXPANSION OF
SUSTAINABLE ECO
FORMATS

ACQUISITIONS OF EVERGREEN ASIA AND SCHOLLE IPN

COMPLETIONS ON
TRACK FOR AROUND
MID YEAR

INTEGRATION TASK
FORCES ESTABLISHED

KEY FIGURES

FIRST QUARTER 2022

STRONG
PERFORMANCE

REVENUE

+6.0%

AT CONSTANT
CURRENCY

+10.1%

REPORTED

ADJUSTED
EBITDA

€ 118.7

MILLION

(Q1 2021:
€117.9 MILLION)

ADJUSTED
EBITDA MARGIN

23.9%

(Q1 2021:
26.1%)

ADJUSTED NET
INCOME

€ 40.6

MILLION

(Q1 2021:
€ 52.0 MILLION)

LEVERAGE

2.5x

(MARCH 2021:
2.7x)

STRATEGIC EVOLUTION OF SIG

INVESTING
TO DRIVE
LONG TERM
GROWTH

ACQUIRED MEA JV

EXPANDING OUR
PRESENCE IN A
HIGH-GROWTH
REGION

ACQUIRED END OF
FEB 2021

DIVESTED PAPER MILL IN NZ

FROM MAKE TO BUY

SOLD IN JUNE 2021

ACQUISITION OF EVERGREEN ASIA

EXPANSION INTO
REGIONAL FAST-
GROWING
CATEGORY

ANNOUNCED JAN
2022

ACQUISITION OF SCHOLLE IPN

BROADENING OUR
LEADERSHIP IN
SUSTAINABLE
SYSTEMS AND
SOLUTIONS

ANNOUNCED FEB
2022

FOR FULL YEAR 2022: INCREMENTAL TWO MONTHS' REVENUE FROM MEA JV ACQUISITION OFFSETS LOSS OF PAPER MILL REVENUE

TO BE REPORTED AS NON-ORGANIC GROWTH AFTER CLOSING

REGIONAL HIGHLIGHTS

FIRST QUARTER 2022

A GOOD START
IN ALL REGIONS

EUROPE

Strong base of comparison
Performed well despite a return to office working
Hochwald fillers installed in Q1 and ramp up from Q2 onwards

Q1 vs. Q1 GROWTH RATE¹: +1.0%

Excluding the impact of first time MEA JV consolidation

MEA

Further easing of Covid-19 restrictions compared to 2021
Increased volume vs. Q1 2021 following reopening of schools in H2 2021
Benefiting from contribution of new filler placements

Q1 vs. Q1 GROWTH RATE¹: +8.8%

Excluding the impact of first time MEA JV consolidation

ASIA PACIFIC

Strong momentum continued especially in Indonesia, Thailand and India
China benefited from seasonal rebound in consumption driven by Chinese New Year and ramp-up of new filler placements
Initial impact in March from new Covid-19 restrictions in China

Q1 vs. Q1 GROWTH RATE¹: +6.5%

Excluding paper mill divestment

AMERICAS

Exceptionally strong Q1 2021
Strong volume contribution from filler deployments in South America
1st filler win in Columbia
North America continued recovery of food service

Q1 vs. Q1 GROWTH RATE¹: +5.5%

¹Constant currency, comparing 3 months' 2022 with 3 months' 2021

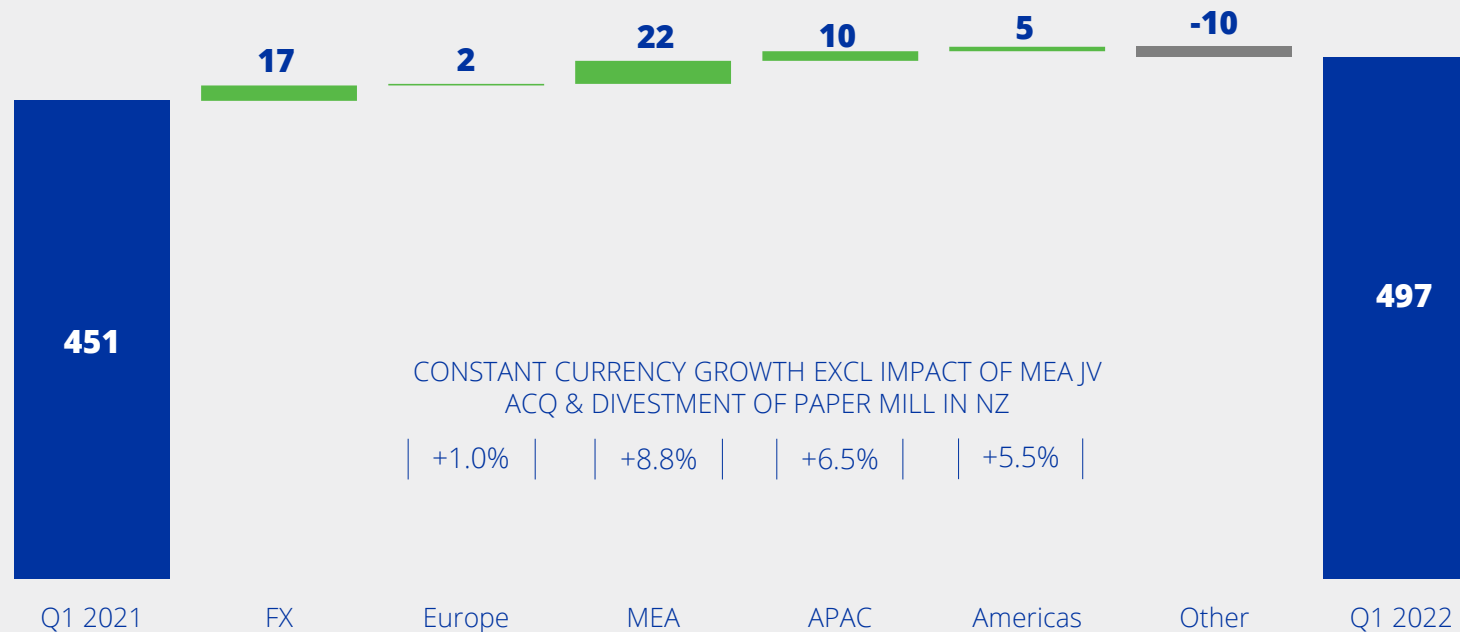
REVENUE

+6.0% CONSTANT CURRENCY GROWTH

PRICE INCREASES
COMING THROUGH

Q1 REVENUE BRIDGE

€ MILLIONS



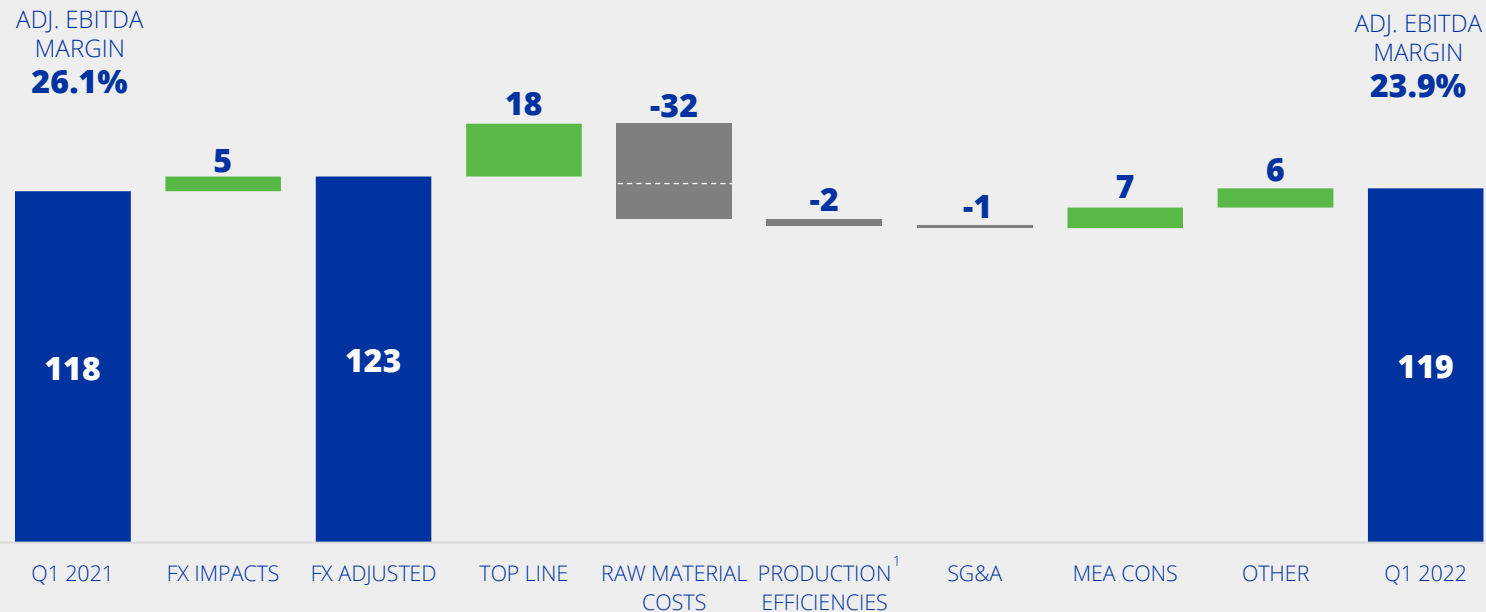
- Revenue growth of 6.0% at constant currency
- Positive currency impact mainly due to appreciation of BRL and Renminbi vs Euro
- Revenue growth reflects very strong performance in Q1 2021
- MEA benefited from additional two months' contribution following acquisition of JV at end-Feb 2021
- Other includes effect of Whakatane paper mill divestment as of June 2021

ADJUSTED EBITDA

RESILIENT EBITDA
PERFORMANCE

Q1 ADJUSTED EBITDA BRIDGE

€ MILLIONS



¹Includes freight, energy and labour costs

- Price increases well underway
- Implementation of hedging policy resulted in 60% of polymer and aluminium volumes hedged for 2022
- Unhedged raw material costs are ~5% of 2021 revenue
- ~2/3 of the raw material cost increase in Q1 relates to fixed input costs (e.g. hedging)
- ~1/3 of the raw material cost increase reflects spot prices
- Production efficiencies largely offset higher freight, energy and labour costs
- Adjusted EBITDA margin in line with historic pattern after exceptionally strong Q1 2021

FREE CASH FLOW AND LEVERAGE

REFLECTS SEASONALITY

CASH FLOW WEIGHTED
TO SECOND HALF OF YEAR

FREE CASH FLOW

€ MILLIONS	Three months ended 31 Mar 2022	Three months ended 31 Mar 2021
NET CASH FROM OPERATING ACTIVITIES	29.8	57.8
Acquisition of PP&E and intangible assets (net of disposals)	(46.0)	(58.2)
Payment of lease liabilities	(8.6)	(6.1)
FREE CASH FLOW	(24.8)	(6.5)

LEVERAGE

€ MILLIONS	31 Mar 2022	31 Mar 2021 ¹
CASH	272	255
FINANCIAL DEBT	1'550	1'650
LEASE LIABILITIES	178	181
NET DEBT	1'456	1'577
NET LEVERAGE RATIO	2.5x	2.7x

- Cash flow generation weighted to H2 in with seasonal patterns
- Higher working capital movements (higher inventory and increased rebate pay-outs after strong Q4 2021 performance)

- Year on year leverage reduction
- Reduced leverage consistently since IPO

¹ LTM adjusted EBITDA for 2021 includes the LTM adjusted EBITDA of the acquired joint ventures and SIG and deducts the dividend SIG received from the joint ventures in the LTM period

2022 FINANCIAL GUIDANCE UNCHANGED

MAINTAINING
GUIDANCE

HEADLINE REVENUE GROWTH (constant currency)	22-24%
ADJ. EBITDA MARGIN	AROUND 26%
EFFECTIVE TAX RATE	26-28%¹
NET CAPEX (% REVENUE)	7-9%
DIVIDEND PAYOUT RATIO (of adjusted net income)	50-60%

IMPACT OF UKRAINE WAR

- Expected revenue growth impact from latest tightening of sanctions against Russia: 100 – 150 bps
- Sales from Russia and Ukraine amounted to less than 2% of group revenue in 2021

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**THANK
YOU**
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26 APRIL 2022

