
SIG GROUP

MAY 2022

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STIFEL SWISS EQUITIES CONFERENCE



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In this presentation, we utilise certain alternative performance measures, including but not limited to core revenue, 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, the change in our calculation methodology for constant currency and a definition of like-for-like growth rates 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

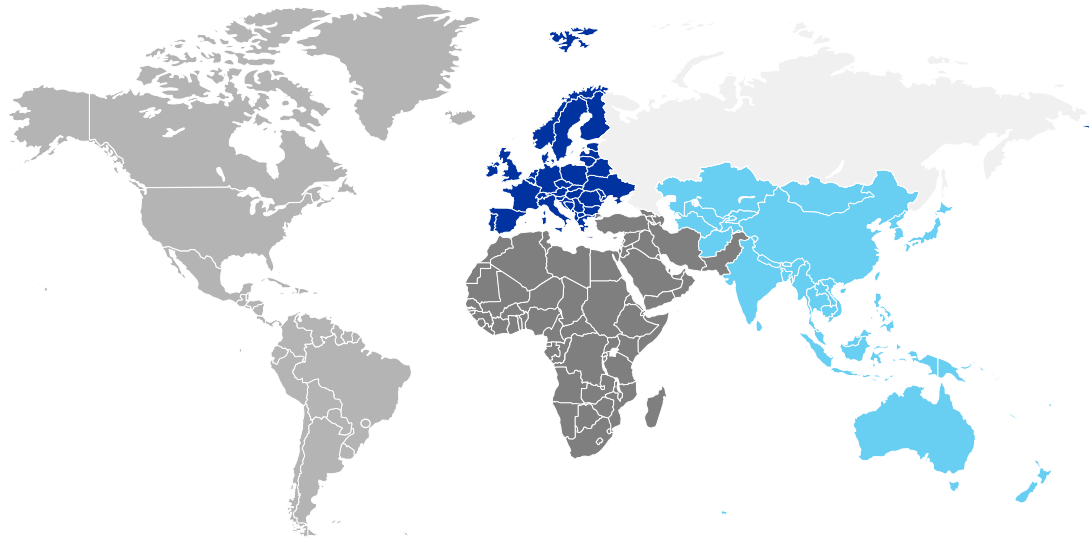


INTRODUCTION



LEADING SYSTEMS AND SOLUTIONS PROVIDER FOR ASEPTIC PACKAGING

GLOBAL FOOTPRINT WITH INTEGRATED SUPPLY CHAINS



Americas	18%	Europe	35%	MEA	14%	APAC	33%
Installed filler base	169	Installed filler base	456	Installed filler base	239	Installed filler base	431

¹Share of global aseptic liquid dairy, non-carbonated soft drinks & aseptic/retort liquid food carton supply in core geographies excl. Japan, India, Peru, Argentina, Chile in 2020

Note: Financials and other statistics as of December 31, 2021 unless noted otherwise.

#2 system provider globally in resilient, growing end-markets

Razor/razor-blade business model with long-term customer relationships

1,295 fillers in the field

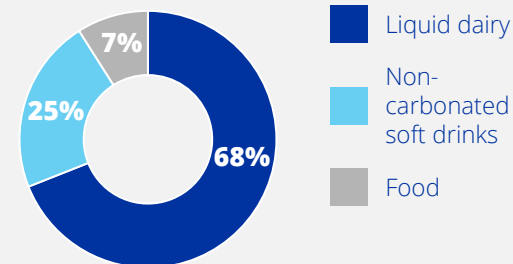
Core revenue €2.0bn

Adj. EBITDA margin 27.7%

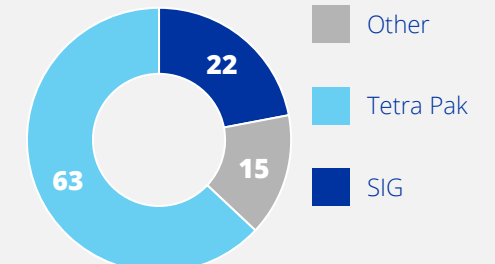
Post-tax ROCE 31.0%

Track record of growth and margin expansion

End-markets



Aseptic carton share¹ (volume)



ASEPTIC CARTON POSITIONED FOR GROWTH

RELIABLE, PROTECTIVE & SUSTAINABLE MEDIUM

TRENDS UNDERPINNING GROWTH



Population growth



Rising disposable incomes



Convenience & urbanisation



Affordability & cash outlay



Food safety, health & quality focus



Higher demand for packaged & branded products



Increasing focus on sustainability

RESILIENT PACKAGING SYSTEM



Retains nutrients & vitamins



No preservatives



Allows ambient storage & distribution



Long shelf life & convenience



Sustainable inputs



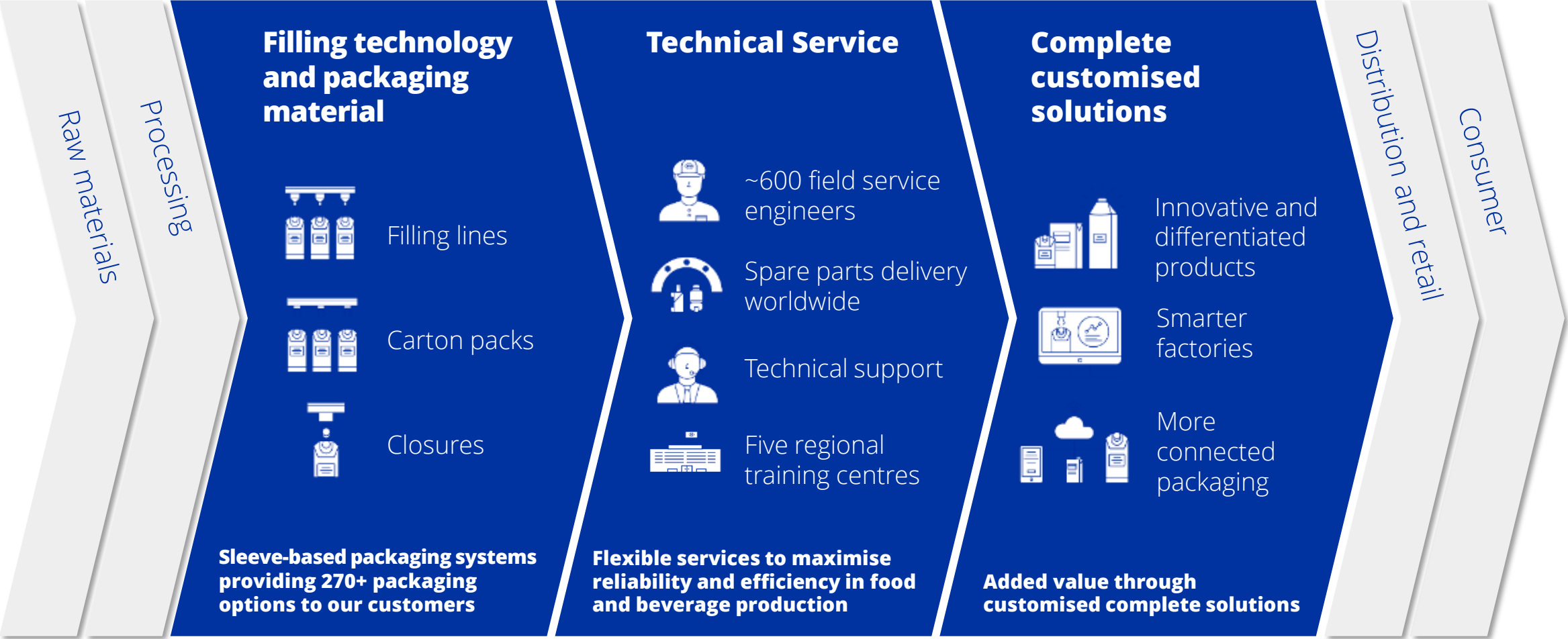
Low carbon footprint vs. alternatives



Resilient end market demand for entry level packaged food

SIG IN THE FOOD AND BEVERAGE VALUE CHAIN

RAZOR / RAZOR BLADE: HIGH SWITCHING COSTS



RAZOR-RAZORBLADE BUSINESS MODEL FOSTERS LONG-TERM CUSTOMER PARTNERSHIPS



TOP 10 CUSTOMERS

CUSTOMER	% OF 2020A SLEEVES REVENUE	LENGTH OF RELATIONSHIP
1	8%	>20 YEARS
2	5%	>15 YEARS
3	4%	>35 YEARS
4	4%	>40 YEARS
5	3%	>35 YEARS
6	3%	>40 YEARS
7	2%	>40 YEARS
8	2%	>10 YEARS
9	2%	>20 YEARS
10	2%	>40 YEARS

ANNUAL CUSTOMER RETENTION RATE OF ~99%

TOTAL 35% >30 YEARS ON AVERAGE

Note: 2020 data





SUSTAINABILITY



SUSTAINABLE BY NATURE

SIG ASEPTIC CARTON PACKAGING

RENEWABLE

Beverage cartons are made on average with 75% paperboard, a renewable material.

RESPONSIBLE

100% of the paperboard used to manufacture our cartons is procured as FSC™ certified

FULLY RECYCLABLE

In 2019, 51%¹ of beverage cartons in the EU were recycled. Notable examples: Germany: 76%² France: 56%³

RESOURCE EFFICIENT

Through continuous innovation, the beverage carton industry has reduced the amount of materials used compared to 20 years ago.

LOWEST CARBON FOOTPRINT

Our cartons perform best compared to other packaging alternatives as proven by independent Life Cycle Assessments.⁴

¹ In 2019, 51% of beverage cartons in the EU were recycled.

² Reported by FKN (FachverbandKartonverpackungenfürflüssigeNahrungsmittel e.V.).

³ Reported by ACE (Alliance Carton Europe).

⁴ Independent Life Cycle Assessments conducted by IFEU Institute Heidelberg based on ISO 14040.

SUSTAINABLE IN SOURCING + INNOVATION

SOURCING

PAPERBOARD FROM RESPONSIBLY MANAGED FORESTS
POLYMERS FROM RENEWABLE FEEDSTOCKS
ALUMINIUM FROM RESPONSIBLE SUPPLY CHAINS

SIG BEVERAGE CARTON PRODUCTION & INNOVATION

Average
75%
 paperboard

21%
 polymers

4%
 aluminium

SIG leading material stewardship with FSC™-sourced wood fibers.

First in certified forest-based and certified recycled plastics.

First with ASI-certified aluminium and exclusive to offer aluminium-free structures.

REFLECTED IN ESG SCORES & INITIATIVES

MSCI ESG RATINGS: CCC | B | BB | BBB | A | **AA** | AAA

LEADING RESPONSIBLE SOURCING
 For all primary materials

DRIVING THE USE OF RENEWABLE MATERIALS
 Unique packaging innovation

CONTINUED BEST-IN-CLASS PROGRESSION
 Scope 1 and 2 Greenhouse base emissions reduced by 58% since 2016



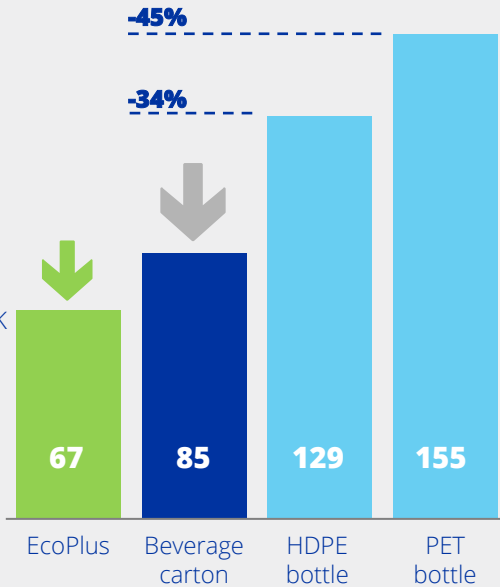
LOWEST CARBON FOOTPRINT: CARTONS WIN EVERY TIME IN END-TO-END ANALYSIS

LIQUID DAIRY

kg CO₂ equivalent per packaging required for 1,000L UHT milk

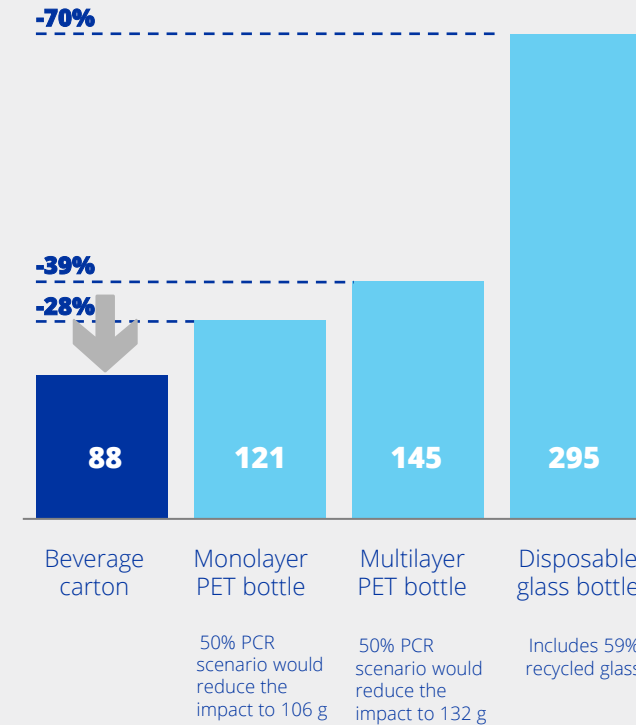
**GO BEYOND
(25-75% LESS)
WITH SIG :**

EcoPlus alu-free structure and/or SIGNATURE PACK plant-based plastics



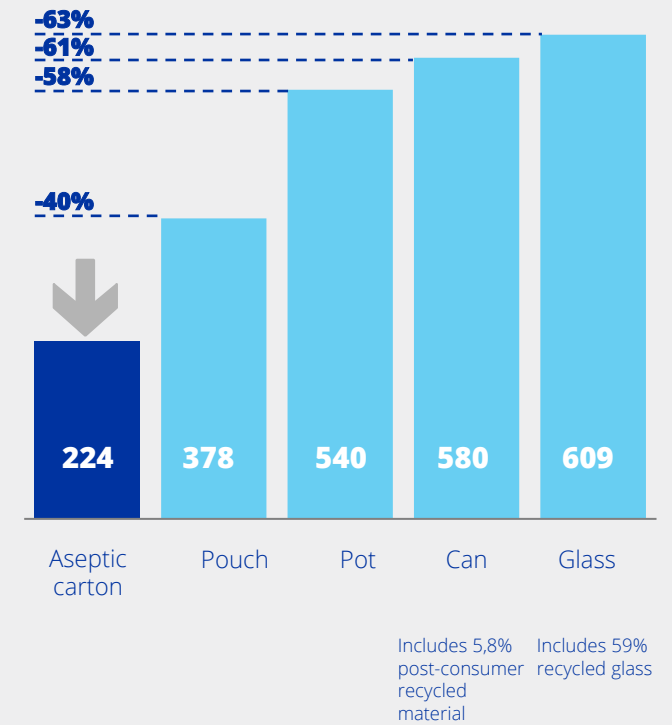
NON-CARBONATED SOFT DRINKS

kg CO₂ equivalent per packaging required for 1,000L non-carbonated soft drinks



FOOD

kg CO₂ equivalent per packaging required for 1,000L food



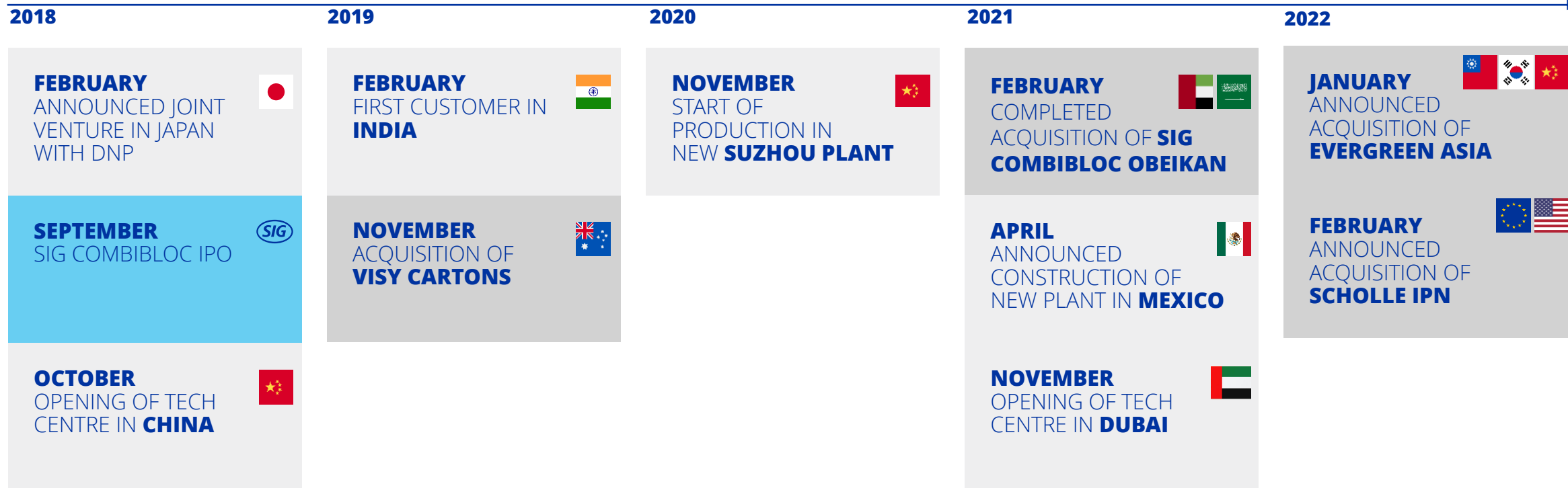
LCA analysis, European average (EU27)/IFEU Institute Heidelberg using ISO 14040 international standard



RECENT ACQUISITIONS



EXPANDING OUR GLOBAL FOOTPRINT THROUGH INVESTMENT AND ACQUISITIONS



EVERGREEN ASIA

ADDS UNIQUE GROWTH OPPORTUNITY IN CHINA

KEY INDUSTRY AND MACRO TRENDS

DRIVING CONSISTENT
GROWTH IN CHINA

**OPPORTUNITY TO ADD
FRESH PACKAGING
CAPABILITIES** TO SIG'S
ASEPTIC PLATFORM IN ASIA

**REVENUE OPPORTUNITY
FROM INCREASING
SHARE OF WALLET** WITH
EXISTING KEY CUSTOMERS

ACCESS TO REGIONAL / CITY DAIRIES

INCREASINGLY INVESTING
IN FRESH PACKAGING

**LEVERAGE SIG
CORE TECHNICAL
COMPETENCES** TO
DRIVE INNOVATION IN
FRESH MARKET

SIGNIFICANT SYNERGIES
THROUGH COMMERCIAL
OPPORTUNITIES AND COST
OPTIMISATION

➤ 2021 revenue: € 135 million – 5% of combined group revenue

SCHOLLE IPN

BROADENS ORGANIC GROWTH PLATFORM

SIMILARITIES

RESILIENT FOOD AND BEVERAGE END MARKETS

NON-DISCRETIONARY PRODUCTS

HIGH BARRIERS TO ENTRY

ASEPTIC TECHNOLOGY, PROPRIETARY FITMENTS

STRONG BUSINESS MODEL

TOP 10 AVERAGE CUSTOMER RELATIONSHIPS > 30 YEARS

LEADER IN SUSTAINABILITY

STRONG SUSTAINABLE PACKAGING SOLUTION IN MONO-MATERIAL

COMPLEMENTARITIES

PORTFOLIO EXPANSION

BAG-IN-BOX, SPOUTED POUCH

GEOGRAPHIC EXPANSION

US AND EMERGING MARKETS

CATEGORY DIVERSIFICATION

INDUSTRIAL, INSTITUTIONAL (FOODSERVICE) AND RETAIL

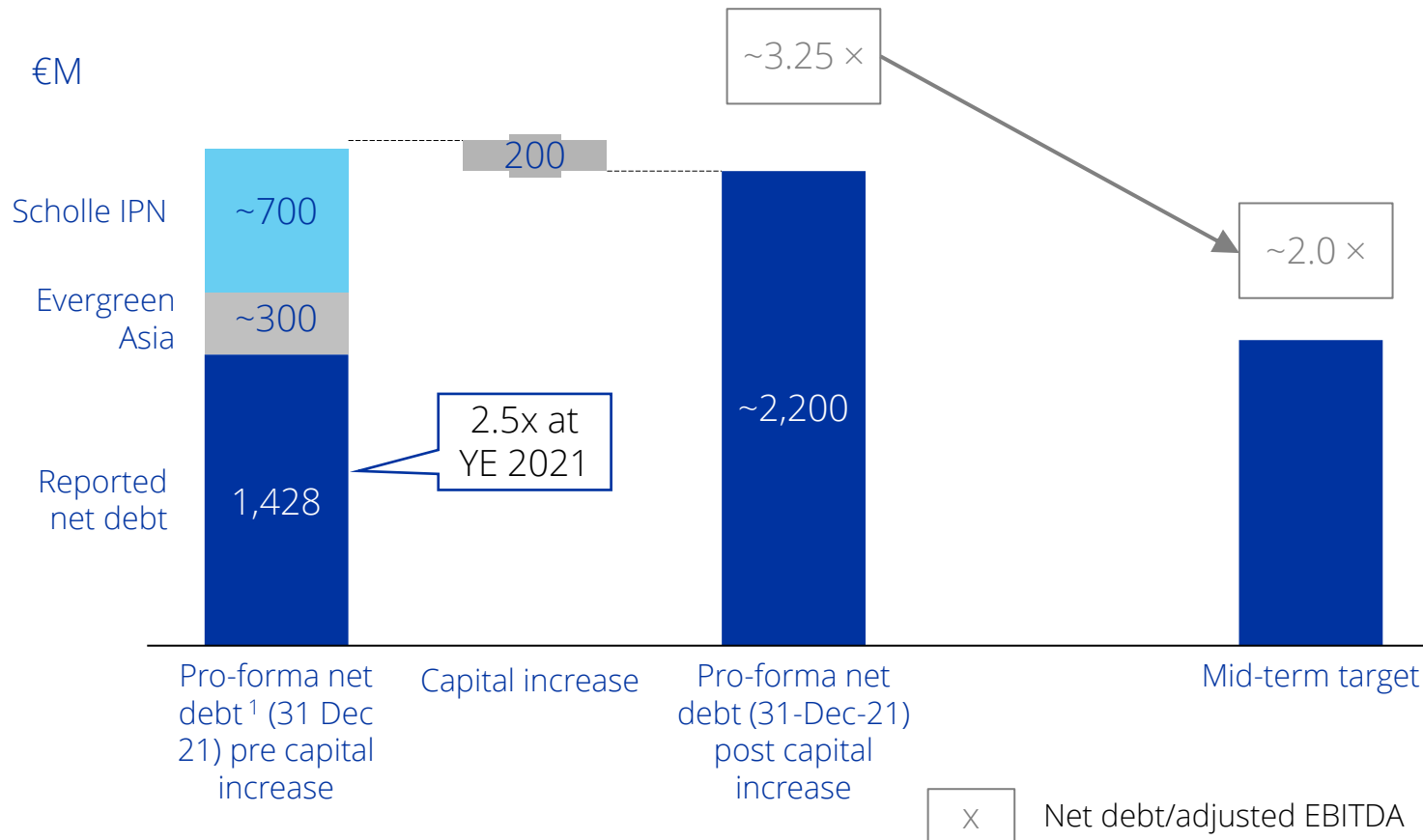
TECHNOLOGY

BARRIER FILM CAPABILITIES AND HIGH SPEED ASEPTIC TECHNOLOGY

➤ 2021 revenue: € 474 million – 18% of combined group revenue

BALANCED FINANCING STRUCTURE

MAINTAINING MID-TERM LEVERAGE TOWARDS $\sim 2\times$



- **Deleveraging track record:** 0.25x p.a. since IPO while making acquisitions in MEA and Australia
- **Balance sheet** remains strong due to equity issued to seller and in ABB
- **Leverage:**
 - Increase to IPO level of $\sim 3.25\times$ from $2.5\times$ at year end 2021
 - Cash generation of combined entity will enable leverage reduction to $\sim 2.5\times$ by year end 2024
 - Mid-term leverage target remains towards $\sim 2\times$
- **Stable ratings confirmed:**
 - S&P: BBB- stable
 - Moody's: Ba1 stable



RECENT FINANCIAL PERFORMANCE



FIRST QUARTER 2022 HIGHLIGHTS

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

RETURN TO NORMAL SEASONALITY

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)

REGIONAL HIGHLIGHTS

FIRST QUARTER 2022

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

2022 FINANCIAL GUIDANCE

UNCHANGED

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

MID-TERM FINANCIAL GUIDANCE

CONTINUED BEST-IN-CLASS FINANCIAL METRICS

Revenue growth (constant currency)	4-6%	GDP growth compounder, with improved resilience through the acquisition of Scholle IPN
Adj. EBITDA margin	Above 27%	Best-in-class margins with expansion potential, supported by substantial cost synergies
Net CAPEX (% revenue)	7-9%	Enhanced cash conversion by adding capex efficient business models
Dividend payout ratio (of adjusted net income)	50-60%	Attractive payout policy with progressive dividend growth
Net leverage	Towards ~ 2x	Clear path to deleveraging through combined cash generation potential, around 2.5x by year end 2024

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THANK
YOU
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MAY 2022

