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# SIG COMBIBLOC Q3 2019 TRADING STATEMENT

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CEO ROLF STANGL  
CFO SAMUEL SIGRIST

Q3 2019 TRADING STATEMENT 29 OCTOBER 2019



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In this presentation, we utilise certain alternative performance measures, including EBITDA, adjusted EBITDA, core revenue and adjusted net income that in each case are not recognized under International Financial Reporting Standards (“IFRS”). These 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. They may not be comparable to other similarly titled measures of other companies and are not measurements under IFRS or other generally accepted accounting principles, nor should they be considered as substitutes for the information contained in the financial statements included in this presentation.

EBITDA, a measure used by our management to measure operating performance, is defined as profit (loss) before net finance expense, income tax

expense, depreciation of property, plant and equipment and right-of-use assets, and amortisation of intangible assets.

Adjusted EBITDA is defined as EBITDA adjusted to exclude certain non-cash transactions and items of a significant or unusual nature including, but not limited to, transaction- and acquisition-related costs, restructuring costs, unrealised gains or losses on derivatives, gains or losses on the sale of non-strategic assets, asset impairments and write-downs and share of profit or loss of joint ventures, net of cash distributed in the form of dividends.

Adjusted net income is defined as profit or loss adjusted to exclude certain items of significant or unusual nature, including, but not limited to, the non-cash foreign exchange impact of non-functional currency loans, amortization of transaction costs, the net change in fair value of financing-related derivatives, purchase price allocation depreciation and amortization, adjustments made to reconcile EBITDA to adjusted EBITDA and the estimated tax impact of the foregoing adjustments.

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 and adjusted net income identically, the presentation of these non-IFRS performance measures may not be comparable to other similarly titled measures in other companies.

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, refer to the SIG Interim Report.

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

# Q3 2019 FINANCIAL HIGHLIGHTS

SUSTAINED MOMENTUM  
IN APAC AND AMERICAS

**TOTAL  
REVENUE UP  
+9.1%**

UP

**+6.1%**

AT CONSTANT  
CURRENCY

**CORE  
REVENUE UP  
+9.5%**

UP

**+6.5%**

AT CONSTANT  
CURRENCY

**ALL REGIONS  
CONTRIBUTING  
TO GROWTH**

**ADJUSTED  
EBITDA  
MARGIN  
27.7%**

(Q3 2018:  
27.5%)

**SIGNIFICANT  
IMPROVEMENT  
IN ADJUSTED  
NET INCOME:**

DEBT REDUC-  
TION AND  
LOWER FINAN-  
CING COSTS  
POST-IPO

# 9 MONTHS 2019 FINANCIAL HIGHLIGHTS

FULL YEAR GUIDANCE  
MAINTAINED

**TOTAL  
REVENUE UP**

**+6.5%**

UP

**+4.4%**

AT CONSTANT  
CURRENCY

**CORE  
REVENUE UP**

**+7.8%**

UP

**+5.6%**

AT CONSTANT  
CURRENCY

**CORE REVENUE**

**€ 1,236M**

(9M 2018:  
€ 1,146M)

**ADJUSTED  
EBITDA  
MARGIN**

**26.4%**

(9M 2018:  
26.5%)

**ADJUSTED NET  
INCOME:**

**€134M**

(9M 2018:  
€ 75M)

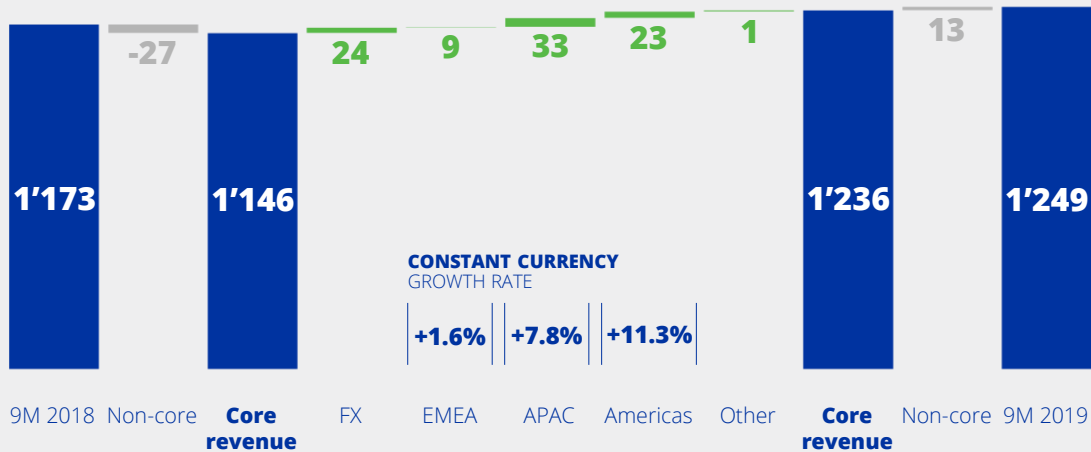
# REVENUE EVOLUTION

## 9 MONTHS AND Q3

CONTINUING STRONG PERFORMANCE  
IN GROWTH MARKETS

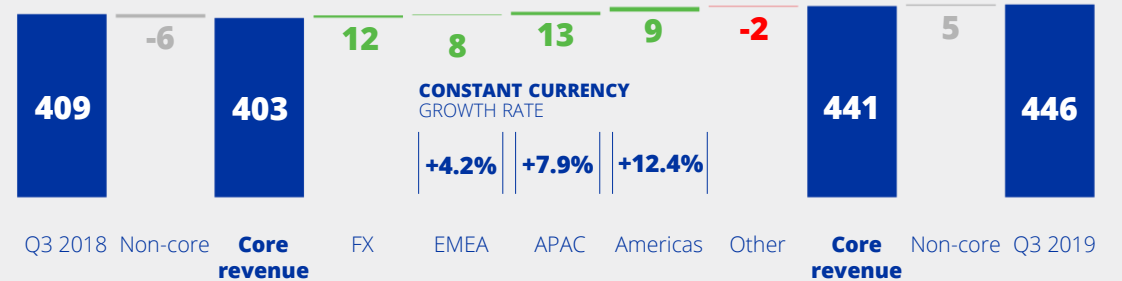
### 9M 2019

€MILLION



### Q3 2019

€MILLION



### Q3 HIGHLIGHTS

- Appreciation of major currencies against the Euro
- Improved Middle East performance

Core revenue represents revenue to external customers and excludes sales of folding box board to third parties  
Differences due to rounding

- APAC: favourable market trends, new fillers ramping up
- Americas: demand in Mexico robust, good US performance

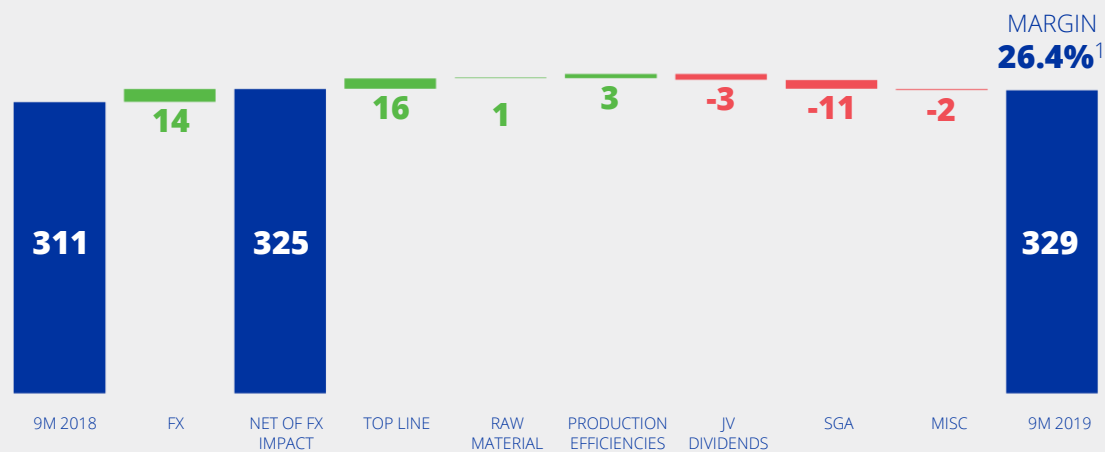
# ADJUSTED EBITDA EVOLUTION

## 9 MONTHS AND Q3

TOP LINE CONTRIBUTION  
HIGHER IN Q3

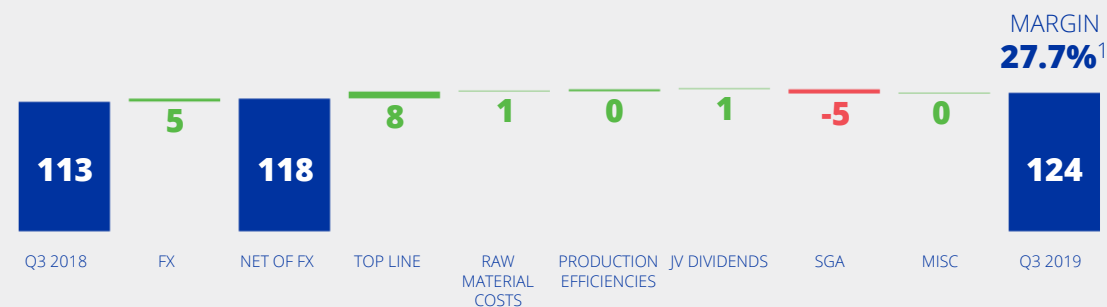
### 9M 2019

€MILLION



### Q3 2019

€MILLION



### Q3 HIGHLIGHTS

- Strong contribution from top line growth
- Raw material costs: lower spot prices for polymers and aluminium

- Middle East joint venture dividend slightly higher owing to strong cash flow generation
- SGA includes investments in growth and innovation, costs of being a listed company

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

# ADJUSTED NET INCOME

## SIGNIFICANT INCREASE

**BENEFIT OF LOWER  
FINANCING COSTS**

€million	9M 2019	9M 2018
<b>PROFIT / (LOSS) FOR THE PERIOD</b>	<b>52</b>	<b>(8)</b>
Financing costs and exchange rate impacts	(3)	(20)
PPA depreciation and amortisation	103	105
Adjustments to EBITDA	8	16
Of which:		
Share of profit or loss of joint ventures, net of dividends distributed	3	12
Unrealised gains/losses on derivatives	(1)	(14)
Transaction-related costs	3	12
Tax effect on above items	(25)	(19)
Adjusted effective tax rate	28.3%	36.9%
<b>ADJUSTED NET INCOME</b>	<b>134</b>	<b>75</b>

Differences due to rounding

# FULL YEAR GUIDANCE

TARGETS  
MAINTAINED

**STRONGER THAN EXPECTED**  
TOP LINE PERFORMANCE IN  
FIRST NINE MONTHS

**Q4 BASE OF COMPARISON**  
HIGHER THAN Q3  
LOWER IMPACT FROM YEAR  
END RALLY EXPECTED

**FY CORE REVENUE GROWTH**  
WITHIN 4 -6% RANGE AT  
CONSTANT CURRENCY

**ADJUSTED EBITDA GROWTH**  
SIMILAR TO H1 (ASSUMING NO  
MATERIAL FX CHANGES)

**FY ADJUSTED EBITDA**  
MARGIN WITHIN 27% -28%  
RANGE



# SUMMARY

## RESILIENT GROWTH

CONTINUING  
TRACK RECORD

### TOP LINE PERFORMANCE

DEMONSTRATES CONTINUING  
SUCCESS OF GROWTH  
STRATEGY

**RESILIENT END MARKETS**  
AND RAZOR-RAZORBLADE  
BUSINESS MODEL

**ASIA PACIFIC** SHOWING  
ONGOING GROWTH IN LIQUID  
DAIRY

**BEST-IN-CLASS** NEW  
PRODUCTION CAPACITY

**DIFFERENTIATED  
TECHNOLOGY** AND  
CONTINUOUS INNOVATION



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# THANK YOU

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