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SIG  
COMBIBLOC  
**UBS**  
**RHEINFALL**  
**TOUR**

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CEO SAMUEL SIGRIST  
CFO FRANK HERZOG

NOVEMBER 2021



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In this presentation, we utilise certain alternative performance measures including, but not limited to, EBITDA, adjusted EBITDA, core revenue, adjusted net income, adjusted earnings per share, net capital expenditure, free cash flow, ROCE and cash conversion that in each case are not recognised under 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

EBITDA is defined as profit or 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, and to include the cash impact of dividends received from joint ventures.

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, amortisation of transaction costs, the net change in fair value of financing-related derivatives, purchase price allocation ("PPA") depreciation and amortisation, adjustments made to reconcile EBITDA to adjusted EBITDA and the estimated tax impact of the foregoing adjustments. The PPA depreciation and amortisation arose due to the acquisition accounting that was performed when the Group was acquired by Onex in 2015. No adjustments are made for PPA depreciation and amortisation other than in connection with the Onex acquisition.

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.

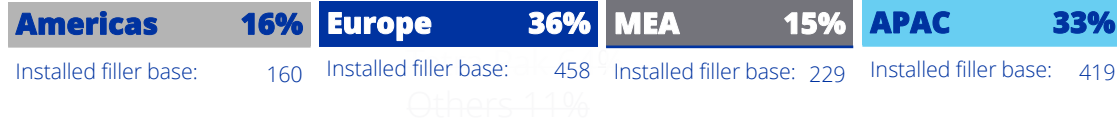
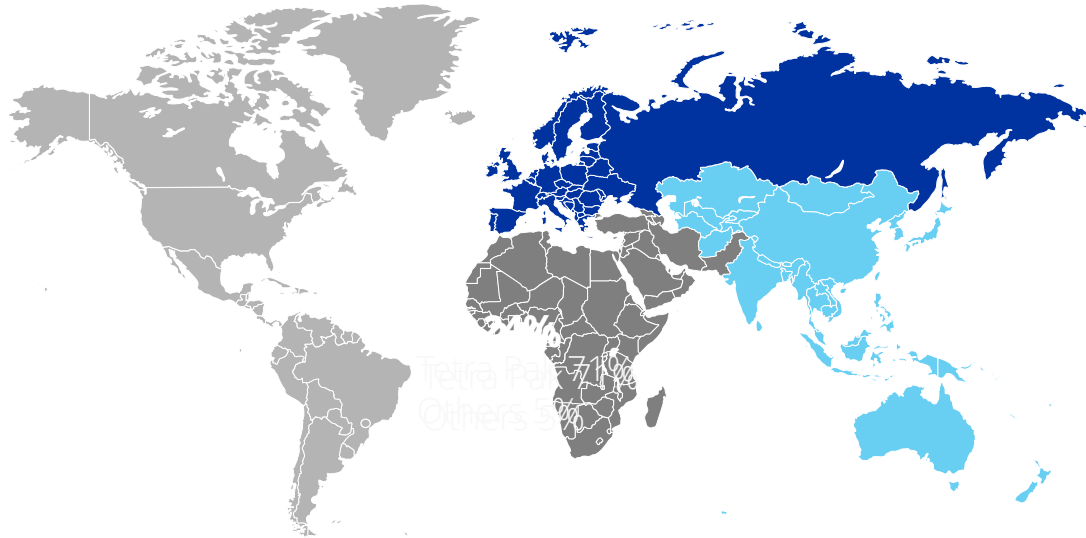
Additionally, adjusted EBITDA is not intended to be a measure of free cash flow for management's discretionary use, as it does not take into account certain items such as interest and principal payments on our indebtedness, working capital needs and tax payments. We believe that the inclusion of adjusted 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 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://reports.sig.biz/annual-report-2020/services/glossary.html>

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

# LEADING SYSTEMS & SOLUTIONS PROVIDER FOR ASEPTIC PACKAGING

## GLOBAL FOOTPRINT<sup>1</sup> WITH INTEGRATED SUPPLY CHAINS



<sup>1</sup> Pro forma core revenues following acquisition of MEA business

<sup>2</sup> Revenue 2020 incl MEA

<sup>3</sup> Share 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 2019

Note: Financials and other statistics as of December 31, 2020 unless noted otherwise.

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

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

**1,266 fillers** in the field

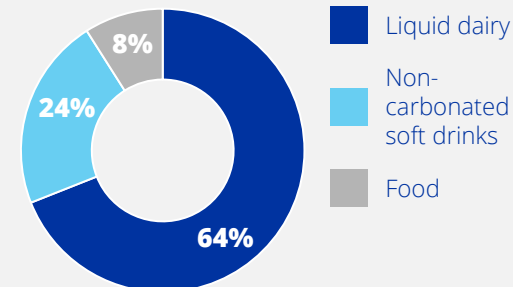
**Core revenue** €2.0bn in 2020 pro forma<sup>1</sup>

**Adj. EBITDA margin** 27.4%

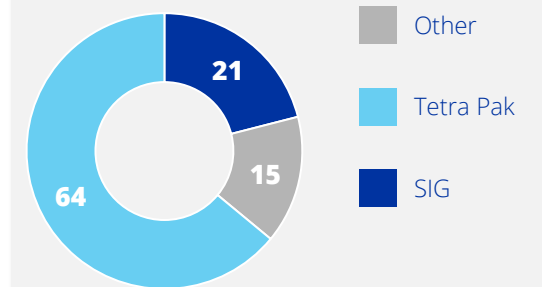
**Post-tax ROCE** 29.5%

**Track record** of growth and margin expansion

### End-markets<sup>2</sup>



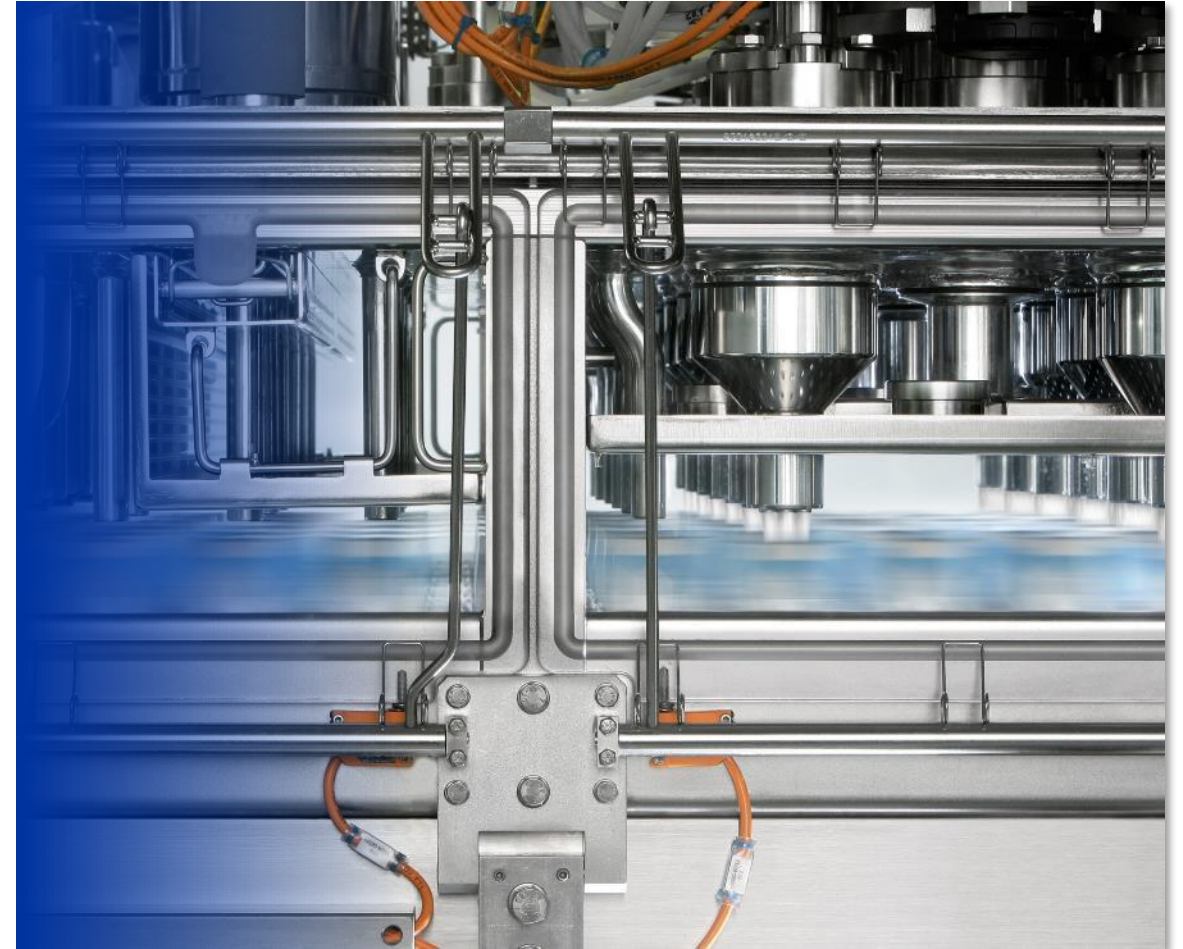
### Aseptic carton share<sup>3</sup> (volume)





# BENEFITS OF ASEPTIC CARTON PACKAGING

- RETAINS NUTRIENTS AND VITAMINS
- NO PRESERVATIVES
- ALLOWS AMBIENT STORAGE AND DISTRIBUTION
- LONG SHELF LIFE AND CONVENIENCE
- HIGH RESOURCE EFFICIENCY AND LOWEST CARBON FOOTPRINT COMPARED WITH ALTERNATIVES





# 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%<sup>1</sup> of beverage cartons in the EU were recycled. Notable examples:  
Germany: 76%<sup>2</sup>  
France: 56%<sup>3</sup>

### 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.<sup>4</sup>

<sup>1</sup> In 2019, 51% of beverage cartons in the EU were recycled.

<sup>2</sup> Reported by FKN (FachverbandKartonverpackungenfürflüssigeNahrungsmittel.V.).

<sup>3</sup> Reported by ACE (Alliance Carton Europe).

<sup>4</sup> Independent Life Cycle Assessments conducted by IFEU Institute Heidelberg based on ISO 14040.



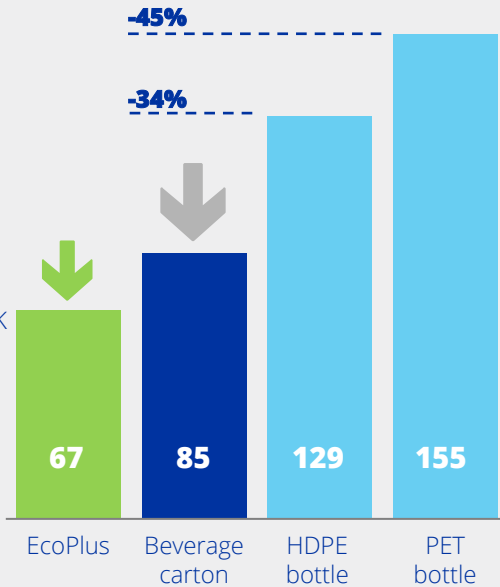
# LOWEST CARBON FOOTPRINT: CARTONS WIN EVERY TIME IN END-TO-END ANALYSIS

## LIQUID DAIRY

kg CO<sub>2</sub> equivalent per packaging required for 1,000L UHT milk

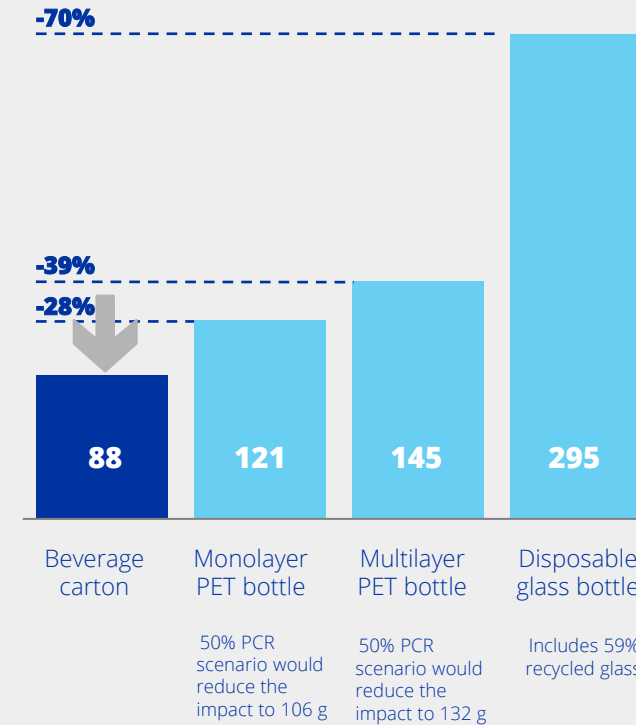
**GO BEYOND  
(25-75% LESS)  
WITH SIG :**

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



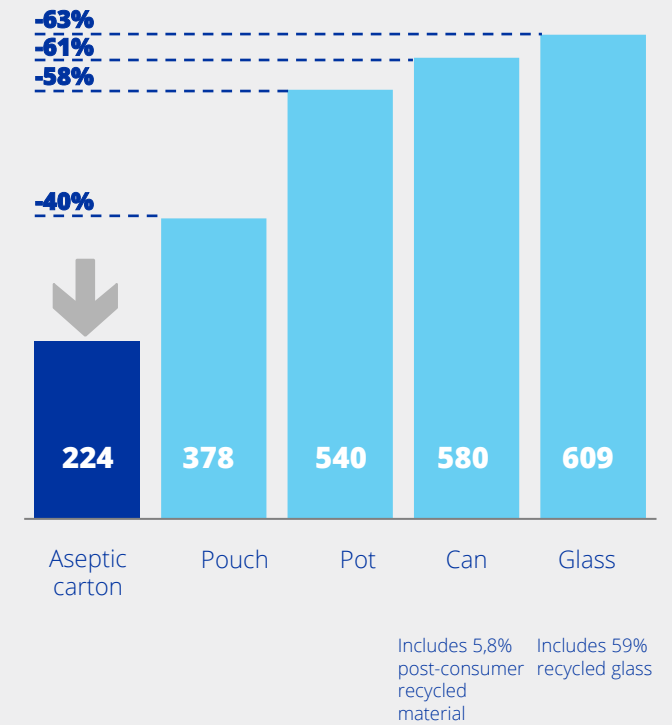
## NON-CARBONATED SOFT DRINKS

kg CO<sub>2</sub> equivalent per packaging required for 1,000L non-carbonated soft drinks



## FOOD

kg CO<sub>2</sub> equivalent per packaging required for 1,000L food



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

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# SUSTAINABLE INNOVATION

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# NEXT LEVEL SUSTAINABLE INNOVATION IN ASEPTIC CARTON



**1st linked to 100% forest based materials**



**1st alu-free**



**1st with recycled polymers**





# SUSTAINABILITY OF CARTONS DRIVES NEW LAUNCHES

## VOLVIC FLAVOURED WATERS IN COMBISMILE



## WINS FOR SIGNATURE FULL BARRIER PACKAGING

Intermarché 100% pure juice



# SUSTAINABILITY OF CARTONS DRIVES NEW LAUNCHES

**FIRST LAUNCH OF SIGNATURE  
PACKAGING IN EASTERN  
EUROPE**

**EUROMILK SWITCHING FROM  
PET TO CARTON FOR  
KUKKONIA MILK**



**LAUNCH OF COMBISMILE  
IN JAPAN WITH COSMO FOODS  
COPACKER OF BEVERAGES IN  
PLASTIC PACKAGING  
WILL INSTALL HIGH SPEED  
FILLER WITH DRINKSPUS  
TECHNOLOGY**





# QUALITY

IN A SERVICE OR  
PRODUCT IS NOT WHAT  
YOU PUT INTO IT.

IT IS WHAT THE  
CUSTOMER GETS OUT  
OF IT.

PETER DRUCKER



On-the-go breakfast  
milk with healthy cereals



Premiumise  
juices through real fruit inclusions



New consumption  
occasions with drinkable snacks



## CONSUMER LED INNOVATION: WE THINK CONSUMERS

Target new consumers  
with rich protein drinks



Deliver nutritious soups  
with food particulates



Add perceptible value:  
Tomato passata with real tomato chunks



**Innovation process** starts with observation of consumer behaviour, pain points and needs

**Testing and prototyping** in two established test centres in Europe and China

**Co-development** of beverage products with customers in our test filling centres

**Test trials** with consumers in supermarkets



# EXPANDING OUR LEADING R&D CAPABILITY

## THREE-FACETED TESTING AT THREE REGIONAL TECH CENTRES

### WE TEST

Innovative structures, new shapes, product formulations and product safety

1

### OUR CUSTOMERS CAN TEST

Upstream, downstream, product formulations and filling feasibility

2

### WE LET CONSUMERS TEST

Innovative recipes and new ingredients

3

## THREE TECH CENTRES

### LINNICH



### CHINA



### DUBAI

(inaugurated Nov 2021)



ASIA TECH CENTRE  
OPENED FEB 2019



NEW PILOT PLANT OPENING AT  
EUROPE TECH CENTRE IN 2022

# SIG NEO: WORLD'S FASTEST FILLING MACHINE FOR FAMILY SIZED PACKS

## UP TO 18,000 LITRE PACKS PER HOUR

50% higher output with similar footprint.

Four volume options

## IMPROVED OPERATING COST

50% higher output with similar footprint.  
Lower consumption of utilities and consumables.

## IMPROVED SUSTAINABILITY

25% lower greenhouse emissions / filled pack.

Water consumption reduced by more than 60%.

## AUTOMATIC CLEANING

Without any manual operation

## EXCELLENT USABILITY

Easy-to-use operating system and new user interface.





# COMBIVITA - LIVE IT UP!

## UNIQUE AND CONVENIENT

### TRUTWIST CLOSURE

Brand new closure from SIG, tailor-made for combivita.

### EXTRA SIDE PANELS IN THE FRONT

For brand communication



### SLANTED TOP

Easy pouring until the last drop.

### ENHANCED FUNCTIONALITY

Easy grip, convenient handling for all age groups.

### INCREASED DIFFERENTIATION

Stand out from the crowd on retail shelves.

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# SUSTAINABLE BUSINESS

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NOVEMBER 2021





# CONTRIBUTING TO A CIRCULAR ECONOMY

## SOURCING INNOVATION AND COLLECTION + RECYCLING

### SOURCING:

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

### SIG BEVERAGE CARTON PRODUCTION & INNOVATION

Average	SIG leading material stewardship with FSC™-sourced wood fibers.
<b>75%</b>	
paperboard	
<b>21%</b>	First in certified forest-based and certified recycled plastics.
polymers	
<b>4%</b>	First with ASI-certified aluminum and exclusive to offer aluminum-free structures.
aluminum	

CONSUMPTION

RE-USE



beverage cartons  
**100%**  
 designed for recycling

**51%**  
 beverage cartons recycled (2019) in EU<sup>1</sup>,  
 rate increasing

#### LEADING RESPONSIBLE SOURCING

For all primary materials

#### DRIVING THE USE OF RENEWABLE MATERIALS

Unique packaging innovation

#### ENSURING PACKAGING IS RECYCLED

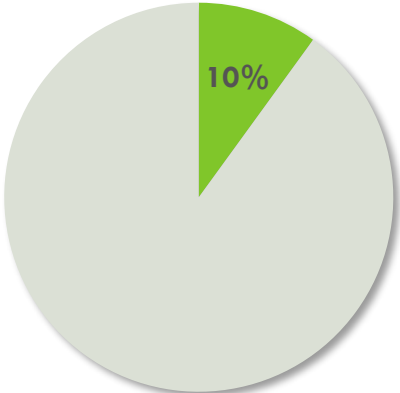
Efficient collection is the base for effective recycling

<sup>1</sup> The Alliance for Beverage Cartons and the Environment (ACE)

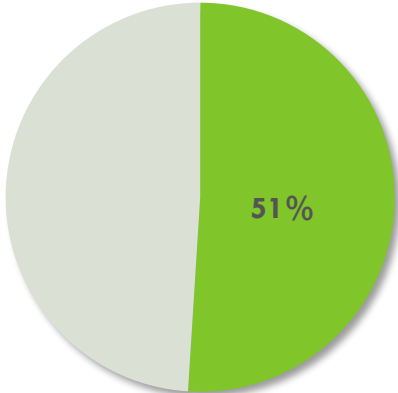
# INDUSTRY COMMITMENTS BY 2030

## 90% EU CARTONS COLLECTED, 70% RECYCLED

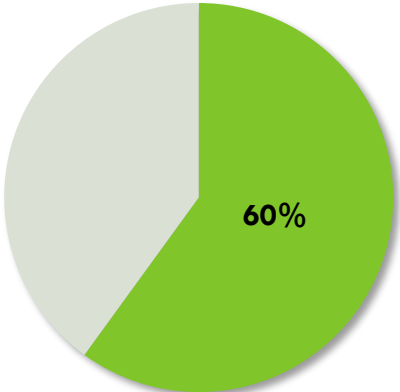
EU beverage carton recycling rate



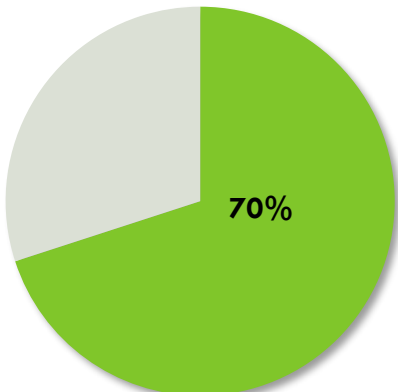
1994



2019



2025



2030





# NEW RECYCLING INITIATIVES OUTSIDE EUROPE

>50% OF CARTONS  
RECYCLED IN EUROPE



## AUSTRALIA

NEW FACILITY TO  
TURN BEVERAGE  
CARTONS INTO  
HIGH  
PERFORMANCE  
BUILDING  
MATERIALS

INDUSTRY INITIATIVE  
WITH STATE AND  
GOVERNMENT  
FUNDING



## INDONESIA

CARTON  
COLLECTION AT  
SCHOOLS, WASTE  
BANKS AND  
SUPERMARKETS

PARTNERSHIP WITH  
DUITIN TO RECYCLE  
CARTONS SORTED  
IN THE HOME



# CLIMATE: GREENHOUSE GAS REDUCTION TARGETS



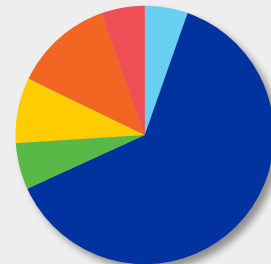
SIG COMMITS TO **REDUCE SCOPE 1 AND 2 GHG EMISSIONS 60% BY 2030** FROM A 2016 BASE-YEAR

SIG COMMITS TO **REDUCE GHG EMISSIONS PER LITER PACKED 25% BY 2030**, FROM A 2016 BASE-YEAR<sup>3</sup>

APPROVED BY SBTI TO BE **IN LINE WITH LATEST CLIMATE SCIENCE TO LIMIT GLOBAL WARMING TO 1.5°C ABOVE PRE-INDUSTRIAL LEVELS**

## ANNUAL EMISSIONS 2020 (TOTAL)

SCOPE 1,2,3 (1563 KT)  
- ALL CATEGORIES

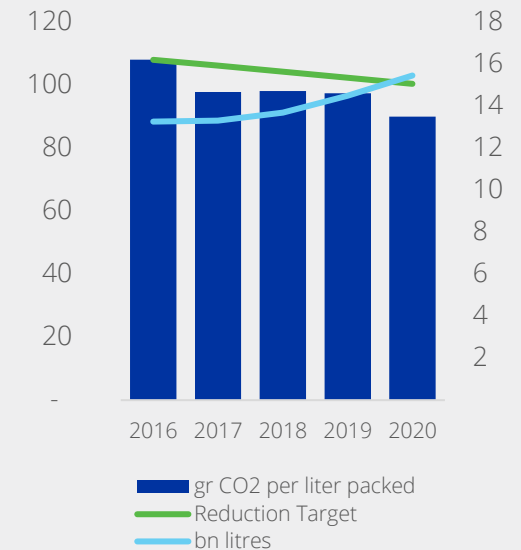


- Direct CO2 Emissions (SBT)
- Purchased goods and services (SBT)
- Upstream transportation and distribution
- Use of sold products (SBT)
- End-of-life treatment of sold products (SBT)
- Other

## SCOPE 1,2 (KTCO2)



## GR CO2 PER LITRE PACKED



**SCOPE 1 AND SCOPE 2 GREENHOUSE GAS EMISSIONS REDUCED BY 58% SINCE 2016: ZERO SCOPE 2 EMISSIONS**

1. Preliminary results. 2. Target covers the three most material Scope 3 categories: purchased goods and services, use of our products (filling machines) and end of life treatment (cartons). 3. Target includes Scope 1, Scope 2 & Scope 3 emissions from Purchased Goods and Services, Use of Sold Products, and End of Life Treatment.

# NEW ASIA PACIFIC PLANT

## HIGHEST ENVIRONMENTAL STANDARDS



### NEW ASIA PACIFIC PLANT CONSTRUCTED IN 2020

AT SUZHOU  
INDUSTRIAL PARK IN  
CHINA

### 8 BILLION PACKS PRODUCTION CAPACITY BY 2024

120K SQUARE METRES

### LOWEST POSSIBLE CARBON EMISSIONS

**PHOTOVOLTAIC ROOF  
PANELS** CAN PROVIDE  
1.5M KWh OF SOLAR  
ENERGY

**COLLECTED RAINWATER**  
TREATED AND REUSED TO  
SAVE ~28K TONNES OF  
TAP WATER pa

**ENERGY SAVING**  
LIGHTING DEVICES AND  
SYSTEMS

**LEED GOLD**  
CERTIFICATION



# RESPONSIBILITY

AN INTEGRAL PART OF OUR BUSINESS STRATEGY



2020

MSCI  
ESG RATINGS

AA

CCC B BB BBB A AA AAA



**SUSTAINALYTICS**  
13.4



asi Aluminium Stewardship Initiative

## EXTENSIVE THIRD PARTY VALIDATION

Operations:

- All plants SEDEX/SMETA audited  
ISO9001:2015, ISO14001:2015; ISO 50001:2018 (EU)

Supply chain certification:

- Responsible forestry: using FSC™ certified mills since 2009
- Responsible aluminium: ASI
- Renewable polymer feedstocks: ISCC+



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Q3 2021  
**FINANCIAL  
PERFORMANCE**

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NOVEMBER 2021



# Q3 2021 HIGHLIGHTS

**FULL YEAR GUIDANCE**  
MAINTAINED

## **SOLID REVENUE GROWTH**

AFTER STRONG FIRST HALF

## **COVID 19 EFFECTS CONTINUE:**

POSITIVE IN EUROPE AND  
AMERICAS, NEGATIVE IN APAC AND  
MIDDLE EAST AFRICA

**ENERGY, SUPPLY CHAIN AND  
LOGISTICS CHALLENGES**  
EFFECTIVELY MANAGED

## **INITIATING PRICE INCREASES**

TO OFFSET HIGHER COSTS

## **STRONG CASH FLOW**

GENERATION

## **MOODY'S UPGRADE**

FROM Ba2 to Ba1

S&P AT BBB- SINCE MARCH 2020

# Q3 2021 KEY FIGURES

**STRONG CASH FLOW  
GENERATION**

CORE REVENUE  
**€506.7** MILLION

**+14.7%**

AT CONSTANT  
CURRENCY

UP

**+15.5%**

REPORTED

CORE  
REVENUE UP LIKE-  
FOR-LIKE <sup>(1)</sup>

**+4.2%** AT

CONSTANT  
CURRENCY

ADJUSTED EBITDA

**€137.1**

MILLION

(Q3 2020:  
€133.6m)

ADJUSTED EBITDA  
MARGIN

**27.1%**

(Q3 2020: 30.2%)

ADJUSTED NET  
INCOME

**€60.6**

MILLION

(Q3 2020: €77.4m)

FREE CASH FLOW

**€116.7**

MILLION

(Q3 2020: €96.4m)

<sup>(1)</sup> Like-for-like core revenue growth is based on the inclusion of Middle East JV revenue from the end of February and the elimination of SIG third party sales to the JV



# 9 MONTHS 2021

## KEY FIGURES

MEA BUSINESS CONSOLIDATED  
FOR SEVEN MONTHS

CORE REVENUE  
**€1,457.6** MILLION

**+15.1%**

AT CONSTANT  
CURRENCY

UP

**+13.1%**

REPORTED

CORE  
REVENUE UP LIKE-  
FOR-LIKE <sup>(1)</sup>

**+7.1%** AT

CONSTANT  
CURRENCY

ADJUSTED EBITDA

**€401.2**

MILLION

(9M 2020:  
€349.3m)

ADJUSTED EBITDA  
MARGIN

**27.2%**

(9M 2020: 26.8%)

ADJUSTED NET  
INCOME

**€170.2**

MILLION

(9M 2020:  
€157.0m)

FREE CASH FLOW

**€141.7**

MILLION

(9M 2020: €124.5m)

<sup>(1)</sup> Like-for-like core revenue growth is based on the inclusion of Middle East JV revenue from the end of February and the elimination of SIG third party sales to the JV

# CORE REVENUE GROWTH BY REGION AT CONSTANT CURRENCY

COVID IMPACTS  
POSITIVE AND NEGATIVE

## EUROPE

Q3 2021 <sup>(1)</sup>	9M 2021 <sup>(1)</sup>
3.0%	1.7%

- At home consumption remains high
- Changes in working patterns may be favourable longer term
- Consistent above market growth
- Hochwald fillers to come onstream in 2022

## MIDDLE EAST & AFRICA

Q3 2021 <sup>(1)</sup>	7M 2021 <sup>(2)</sup>
(18.9%)	(7.1)%

- Q3 decline largely due to large orders placed in Q3 2020
- COVID 19 affected consumption over the summer
- Year to date performance also affected by drought in South Africa

<sup>(1)</sup> Like- for-like

<sup>(2)</sup> March to September

# CORE REVENUE GROWTH BY REGION

## AT CONSTANT CURRENCY

YEAR END RALLIES  
EXPECTED TO BE LOW

### ASIA PACIFIC

Q3 2021 <sup>(1)</sup>	9M 2021 <sup>(1)</sup>
9.5%	10.4%

- Demand for white milk in China remains solid
- Solid Q3 in SE Asia despite continuing restrictions; some customers building safety stocks
- New fillers ramping up in Korea and Taiwan
- Year end rally likely to be subdued

### AMERICAS

Q3 2021	9M 2021
18.6%	24.8%

- High at home consumption in Brazil and Mexico but now starting to fade
- Continuing food service recovery in USA
- Strong Q4 base of comparison
- Year end rally likely to be subdued: more balanced quarterly performance in absolute terms

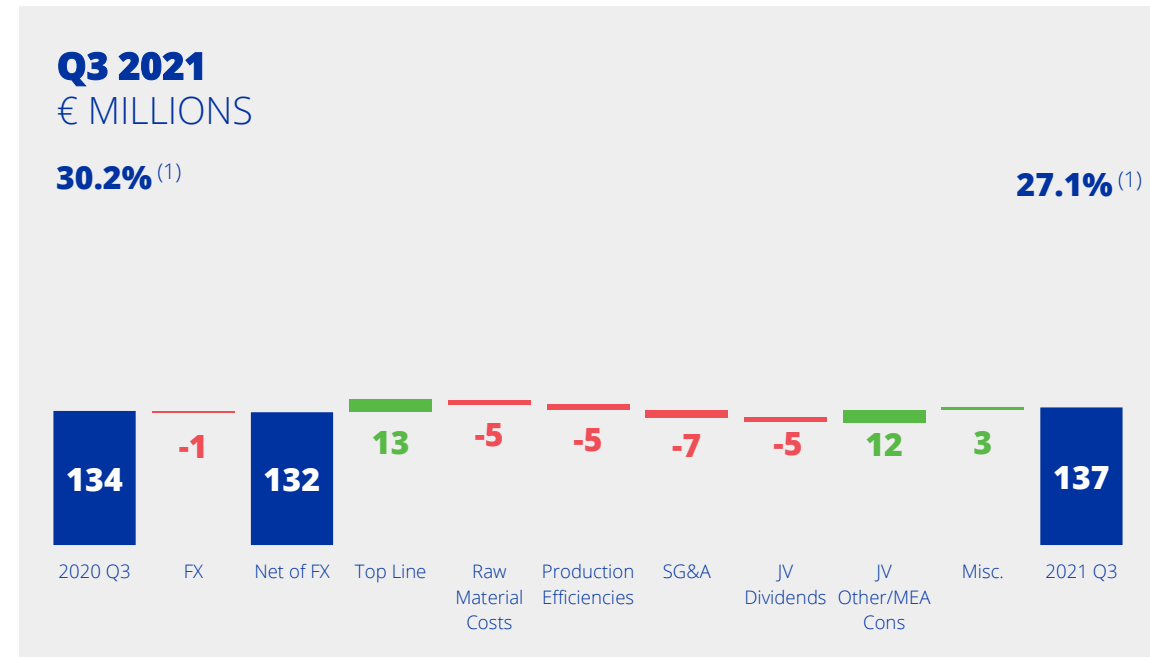
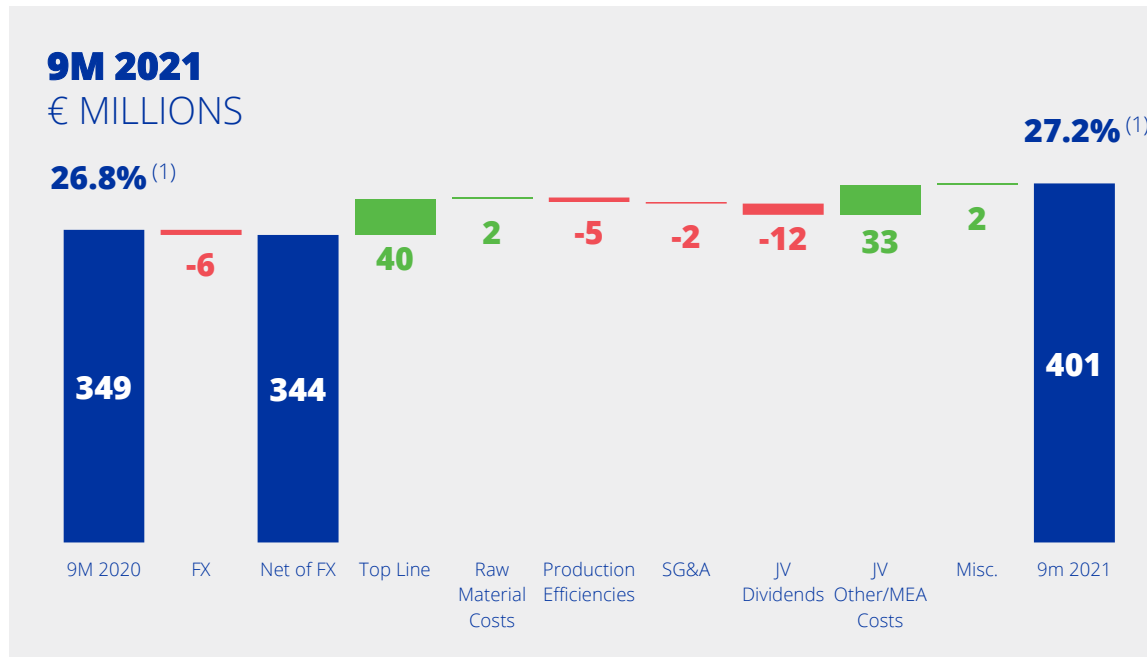
<sup>(1)</sup> Like-for-like



# ADJUSTED EBITDA EVOLUTION

## 9 MONTHS AND Q3

MARGIN SEASONALITY  
LESS MARKED IN 2021



- Topline is the main driver of EBITDA growth
- Raw materials starting to have a negative impact on EBITDA in Q3
- Full year impact expected to be broadly neutral despite ongoing high spot prices for aluminium and polymers

- Production efficiencies include higher freight and energy costs
- SG&A increase due to resumption of growth investments, major R&D projects and phasing out of COVID-related cost measures

<sup>(1)</sup> Adjusted EBITDA as % of total revenue. Differences due to rounding.

# MANAGING SUPPLY CHAINS AND AN INFLATIONARY ENVIRONMENT

## SUPPLY CHAINS

WELL DIVERSIFIED SUPPLIER  
BASE

RESILIENT LOCAL SUPPLY  
CHAINS AND EFFECTIVE  
LOGISTICS MANAGEMENT

## RAW MATERIALS

MULTI-YEAR LIQUID PAPER  
BOARD CONTRACTS ENSURE  
SECURITY OF SUPPLY AND  
PROVIDE PROTECTION  
AGAINST INFLATIONARY  
PRESSURES

HEDGING POLICY IN PLACE  
FOR ALUMINIUM AND  
POLYMERS

## PRICING

INITIATING PRICE INCREASES  
TO OFFSET HIGHER COSTS

PERSISTENT INFLATION:  
STAGED PRICE MOVES  
RATHER THAN A SINGLE STEP

PRICE NEGOTIATIONS ALSO  
TAKE INTO ACCOUNT VALUE  
DELIVERED TO THE  
CUSTOMER AND  
COMPETITIVE ENVIRONMENT

# ADJUSTED NET INCOME

## FIRST NINE MONTHS

€million	9M 2021	9M 2020
<b>PROFIT FOR THE PERIOD</b>	<b>128</b>	<b>56</b>
Financing costs and exchange rate impacts and net effect of early repayment of secured term loans	(6)	42
Onex acquisition PPA depreciation and amortisation	78	95
Other	(2)	-
Adjustments to EBITDA:	(12)	(2)
<i>Of which:</i>		
Acquisition-related adjustments (gain on pre-existing interest in joint ventures and fair value adjustments on inventories)	(38)	-
Restructuring costs, net of reversals (including Whakatane Mill and closure of Australian manufacturing operations)	23	4
Loss on sale of Whakatane Mill	12	-
Unrealised gain on derivatives (primarily commodity hedges)	(17)	(9)
Tax effect on above items	(16)	(34)
<b>ADJUSTED NET INCOME</b>	<b>170</b>	<b>157</b>

Differences due to rounding

# CAPITAL EXPENDITURE

INCREASING INVESTMENT  
IN FILLERS

€million	9M 2021	9M 2020	2020A
<b>PROPERTY, PLANT &amp; EQUIPMENT</b>	<b>50</b>	<b>47</b>	<b>77</b>
<b>GROSS FILLER CAPEX</b>	<b>121</b>	<b>93</b>	<b>122</b>
<b>UPFRONT CASH</b>	<b>(67)</b>	<b>(30)</b>	<b>(54)</b>
<b>NET FILLER CAPEX</b>	<b>55</b>	<b>63</b>	<b>68</b>
<b>TOTAL NET CAPEX</b>	<b>105</b>	<b>109</b>	<b>145</b>
<b>TOTAL NET CAPEX AS % REVENUE</b>	<b>7.1%</b>	<b>8.4%</b>	<b>8.0%</b>

Differences due to rounding



# LEVERAGE

**STABLE LEVERAGE YOY**  
AFTER FINANCING ACQUISITION

€million	9M 2021	9M 2020	2020A
<b>CASH <sup>(1)</sup></b>	<b>228</b>	<b>249</b>	<b>355</b>
<b>TERM LOANS</b>	<b>550</b>	<b>550</b>	<b>550</b>
<b>CREDIT FACILITY</b>	<b>50</b>	<b>-</b>	<b>-</b>
<b>NOTES ISSUES</b>	<b>1'000</b>	<b>1'000</b>	<b>1'000</b>
<b>LEASE LIABILITIES</b>	<b>181</b>	<b>74</b>	<b>147</b>
<b>NET TOTAL DEBT</b>	<b>1'553</b>	<b>1'375</b>	<b>1'342</b>
<b>TOTAL NET LEVERAGE RATIO <sup>(2)</sup></b>	<b>2.7x</b>	<b>2.7x</b>	<b>2.7x</b>

<sup>(1)</sup> Includes restricted cash

<sup>(2)</sup> Net total debt divided by LTM adjusted EBITDA. 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  
Differences due to rounding

# FINANCIAL GUIDANCE

**FULL YEAR GUIDANCE  
MAINTAINED**

## FY 2021E

<b>CORE REVENUE GROWTH</b>	<b>4 - 6% (CONSTANT CURRENCY)</b>
<b>ADJ. EBITDA MARGIN</b>	<b>27 - 28%</b>
<b>EFFECTIVE TAX RATE</b>	<b>27 - 28%<sup>(1)</sup></b>
<b>NET CAPEX (% REVENUE)</b>	<b>8 - 10%</b>
<b>DIVIDEND PAYOUT</b>	<b>50 - 60% OF ADJUSTED NET INCOME<sup>(2)</sup></b>

## MID-TERM

<b>CORE REVENUE GROWTH</b>	<b>4 - 6% (CONSTANT CURRENCY)</b>
<b>ADJ. EBITDA MARGIN</b>	<b>~29%</b>
<b>EFFECTIVE TAX RATE</b>	<b>27 - 29%<sup>(1)</sup></b>
<b>NET CAPEX (% REVENUE)</b>	<b>8 - 10%</b>
<b>DIVIDEND PAYOUT</b>	<b>50 - 60% OF ADJUSTED NET INCOME<sup>(2)</sup></b>
<b>NET LEVERAGE</b>	<b>TOWARDS ~2X</b>

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

<sup>(1)</sup> Represents management's estimated adjusted effective tax rate

<sup>(2)</sup> Dividend based on prior year adjusted net income and based on planned payout ratio

—  
THANK  
YOU  
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NOVEMBER 2021

