
SIG GROUP: OCTAVIAN CONFERENCE 2023

CREATING VALUE WITH PACKAGING
SOLUTIONS FOR A MORE SUSTAINABLE
WORLD

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JANUARY 2023

14 JANUARY 2023

OCTAVIAN INVESTOR CONFERENCE

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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.



—
**THE WORLD NEEDS
MORE SAFE FOOD**





—
THE WORLD MUST
REDUCE CARBON





—
THE WORLD MUST
REDUCE PLASTIC



—
PACKAGING CAN
BE PART OF THE SOLUTION



SIG PACKAGING IS PART OF THE SOLUTION



Long-life shelf-stable protection

Lowest-carbon choice

Best package-to-product ratio

Designed for circularity



SIG IS A LEADING PROVIDER OF PACKAGING SOLUTIONS FOR A MORE SUSTAINABLE WORLD

Well-positioned & strengthened system offering

Strong profile & capabilities

Expanding global footprint





Best-in-class ESG profile, focus on circularity & lowest impact packaging




Proprietary, fast and flexible filling technology, most versatile pack offer + proven lowest TCO



31
Production sites




49
Sales & Service locations



Well-established global service network + Digital service solution offering



Industry partner with strong solution orientation & product development capabilities



~2,400
Number of fillers¹ in the field



2,671
Pro-forma revenue 2021² (€M)

1 = Global market position **2** = China market position

¹Fillers include fillers and pouch makers ²SIG reported 2021 revenue (MEA for 10 months only), Evergreen Asia and Scholle IPN unaudited USD 2021 revenue translated to EUR at a rate of 1.183 EUR/USD

Aseptic carton filler = ~1,300
Pouch/bag-in-box filler = ~730
Chilled carton filler = ~380



ATTRACTIVE END MARKETS IN LIQUID FOOD & BEVERAGE PACKAGING

Mega trends driving resilient and consistent growth

-  Population growth, urbanisation & rising disposable incomes drive demand for packaged & branded products
-  Recyclability & footprint closely monitored by regulators and consumers
-  Stricter focus on food safety, health & quality
-  Acceleration of rigid to flexible conversion and increased use of mono materials
-  Expansion of food service demand in emerging markets
-  Trend to convenient on-the-go portion sizes

Global food & beverages packaging market



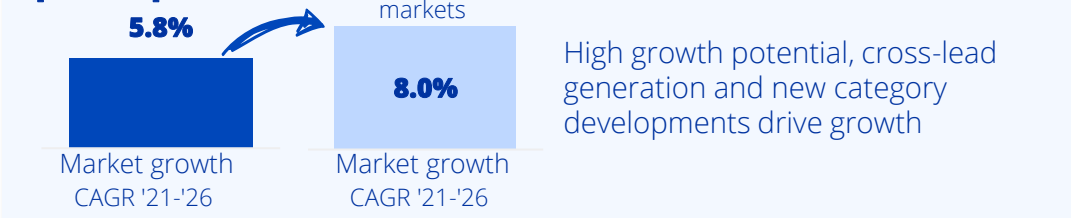
Aseptic carton packaging



Bag-in-box



Spouted pouch

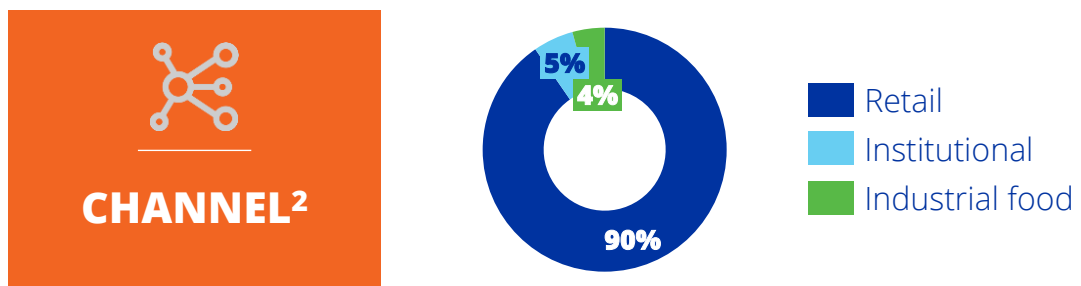
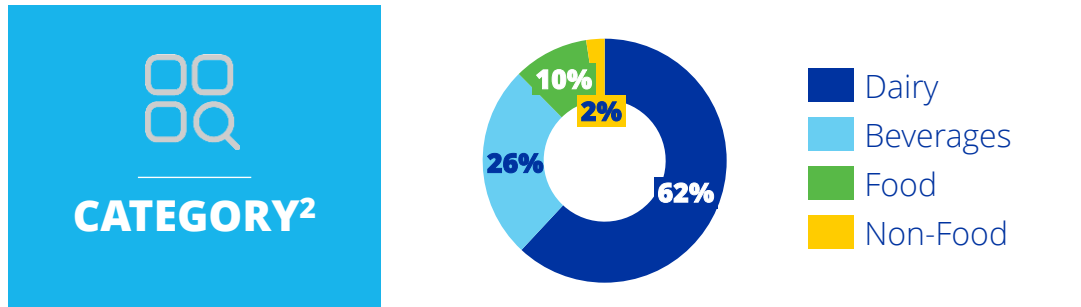
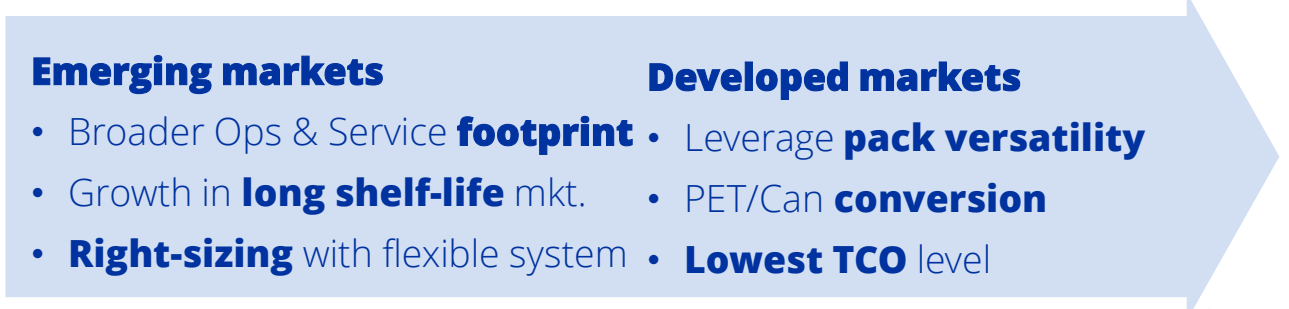
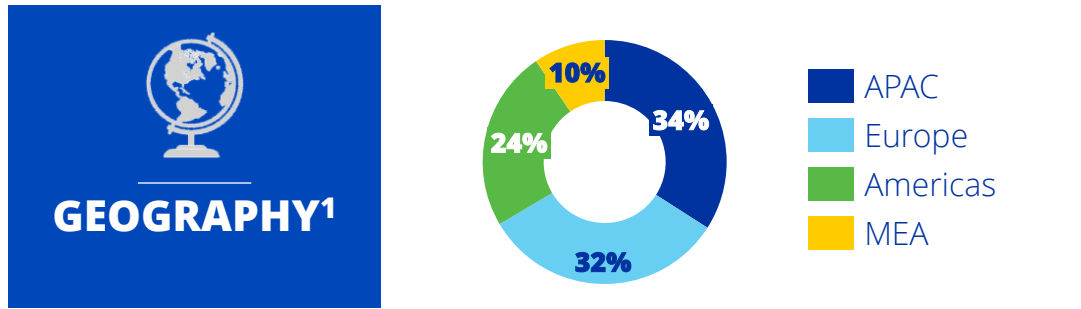


MULTI-FACETED GROWTH STRATEGY

ALONG GEOGRAPHIES, CATEGORIES & CHANNELS

Proforma revenue breakdown 2021

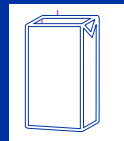
Growth drivers



¹SIG 2021 revenue as if the acquisition of the MEA joint ventures occurred on 1 January 2021, Scholle IPN and Evergreen revenue for 2021 (unaudited) ²SIG 2021 revenue, Evergreen Asia forecasted 2021 revenue (unaudited) and Scholle IPN October – September revenue (unaudited)

CROSS SELLING WITH EXPANDED PORTFOLIO

EARLY WIN EXAMPLES

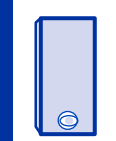


Aseptic carton win with BiB's largest Brazilian customer

Categories Culinary/Nutritional LD¹

Success factors Volume flexibility
Product flexibility (viscosities)

Solution 1 line producing 390M cartons over contract period

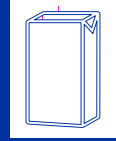


BiB gain with joint customer, displacing competitor

Categories Ice cream mix (LD)

Success factors Output speed
Superior aseptic performance
Single supplier for all equipment

Solution 2 lines producing 35M 10L bags over contract period



Chilled carton win with existing aseptic carton customer

Categories Whipping Cream LD (chilled)

Success factors Moving to a sustainable packaging solution
Technical excellence
SIG's strong relationship with customer

Solution 1 line producing 28M cartons over contract period

¹Liquid dairy
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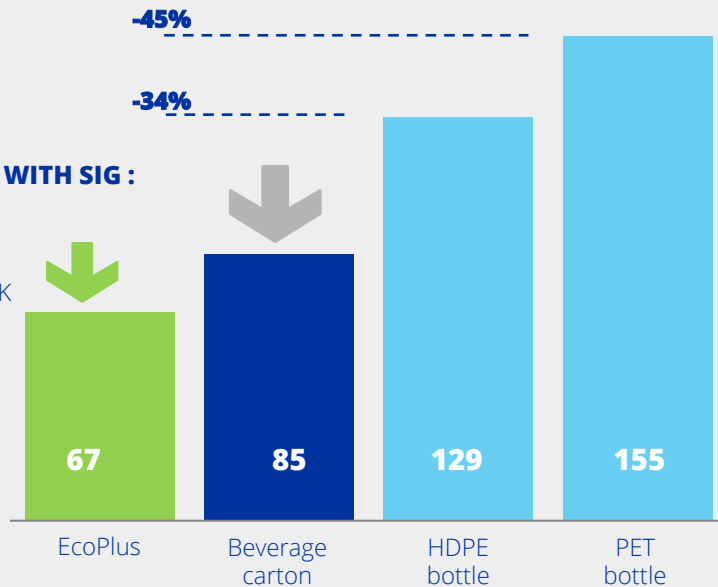
OUR PRODUCT OFFERING HAS THE LOWEST CARBON FOOTPRINT

Liquid dairy¹

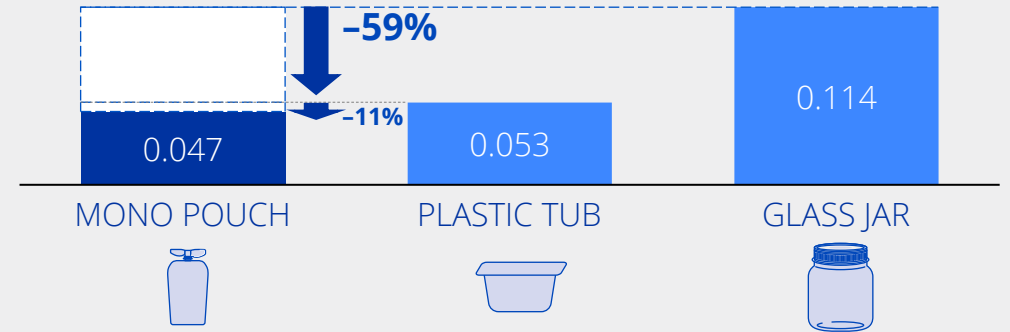
kg CO₂ equivalent per packaging required for 1,000L UHT milk

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

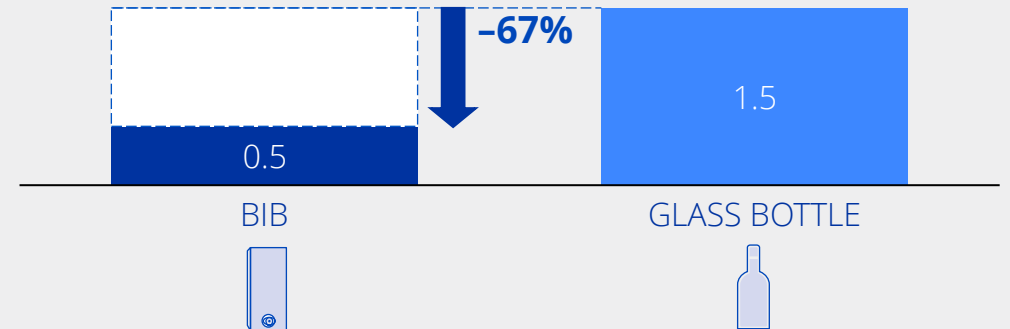
EcoPlus alu-free structure and/or SIGNATURE PACK plant-based plastics



Baby food: Kg CO₂ equivalent per packaging required for 4 oz²



Wine: Kg CO₂ equivalent per packaging required for 3 liters³



¹LCA analysis, European average (EU27)/IFEU Institute Heidelberg using ISO 14040 international standard

Source: all data analysis performed by ifeu ²Scholle IPNpe mono-material pouch vs. tub w/ foil seal & glass jar w/ metal lid ³Scholle IPN 3L flextap bag-in-box vs. typical wine bottle with aluminium hood & natural cork

SETTING NEW STANDARDS AND GOING WAY BEYOND GOOD WITH ALU-FREE

World's first
with no aluminium
foil (aseptic carton)



2017



World's first
aseptic carton 100%
linked to forest-based
materials

World's first
aseptic carton with all
main raw materials
from responsible sources



World's first
paper straw for
aseptic carton packs

World's first
aseptic carton with
polymers 100%
linked to recycled
plastics



World's first
full-barrier aseptic
carton with no
aluminium foil

Cost parity of alu-free
cartons with standard alu
structures



Aseptic carton made
with **90% fibre
content** ready to go
into the paper recycling
stream

"The Perfect Pack"



WWF SWITZERLAND PARTNERSHIP

TOGETHER SUPPORTING THRIVING FORESTS

- **SIG continues to lead the carton industry in sustainability**
 - 1st carton producer to purchase only FSC-certified paperboard
 - Helping customers cater to growing consumer demand for more sustainable packaging
- **This partnership** is integral **to achieving Forest+ ambitions** of our Way Beyond Good strategy:
 - First flagship project: improved forest management of 100,000 hectares and restoration of a further 750 hectares of forest in Mexico that serve as critical habitat for the jaguar and surrounding communities
- **SIG being chosen as a partner reflects** our leadership in sustainability, our Way Beyond Good strategy and our FSC commitments and achievements



Together
supporting
thriving
forests



HOW WE CREATE VALUE FROM OUR ENLARGED PLATFORM

1

ATTRACTIVE INDUSTRY AND END-MARKETS

Global Leadership – Strong #2 in aseptic carton & spouted pouch, #1 in BiB¹
Resilient and **growing** end-markets

2

WINNING BUSINESS MODEL ENABLING GROWTH

Leader in **sustainable** packaging innovation
Multi-faceted **growth strategy** along geographies, categories & channels
Consumer-centric innovation enabled by proprietary technology
Solutions selling approach coupled with customer partnership model
Systems based business model enabling long-term customer relationships

3

STRONG FINANCIAL PROFILE

Above market growth and **best-in-class margins**
Strong **recurring** cash flows

4

... WITH OUR CORPORATE SUSTAINABILITY AMBITION FOCUSED ON NET POSITIVE

5

... DELIVERED BY A DIVERSE GLOBAL LEADERSHIP TEAM WITH PROVEN TRACK RECORD

A close-up photograph of a hand holding a small globe of the Earth. The hand is painted with vibrant colors: the fingers and palm are a deep blue, while the back of the hand and wrist are a bright green. The globe is held gently, with the fingers wrapped around it. The background is plain white.

THANK YOU.