

# Second Quarter 2014

July 30, 2014
Earnings Conference Call Supplement (Unaudited Results)

# Safe Harbor and Regulation G Statement

This presentation contains "forward-looking statements" within the meaning of the Private Securities Litigation Reform Act of 1995. Forward-looking statements can be identified by such words as "anticipates," "believes," "plan," "assumes," "could," "estimates," "expects," "intends," "may," "plans to," "will" and similar expressions. These statements reflect our beliefs and expectations as to future events and trends affecting our business, our consolidated financial position and our results of operations. Examples of these forward-looking statements include expectations regarding our anticipated effective income tax rate, the potential cash tax benefits associated with the W. R. Grace & Co. Settlement agreement (as defined in the Company's Annual Report on Form 10-K), potential volume, revenue and operating growth for future periods, expectations and assumptions associated with our restructuring programs, availability and pricing of raw materials, success of our growth initiatives, economic conditions, and the success of pricing actions. A variety of factors may cause actual results to differ materially from these expectations, including general domestic and international economic and political conditions, changes in our raw material and energy costs, credit ratings, the success of restructuring plans, currency translation and devaluation effects, the competitive environment, the effects of animal and food-related health issues, environmental matters, and regulatory actions and legal matters. For more extensive information, see "Risk Factors" and "Cautionary Notice Regarding Forward-Looking Statements," which appear in our most recent Annual Report on Form 10-K, as filed with the Securities and Exchange Commission, and as revised and updated by our Quarterly Reports on Form 10-Q and Current Reports on Form 8-K. While we may elect to update these forward-looking statements at some point in the future, we specifically disclaim any obligation to do so, whether as a result of new information, future events, or otherwise.

Our management uses non-U.S. GAAP financial measures to evaluate the Company's performance, which exclude items we consider unusual or special items. We believe the use of such financial measures and information may be useful to investors. We believe that the use of non-U.S. GAAP measures helps investors to gain a better understanding of core operating results and future prospects, consistent with how management measures and forecasts the Company's performance, especially when comparing such results to previous periods or forecasts. Please see Sealed Air's July 30, 2014 earnings press release for important information about the use of non-U.S. GAAP financial measures relevant to this presentation, including applicable reconciliations to U.S. GAAP financial measures.

### SECOND QUARTER 2014

# Key Takeaways



### **Business Highlights**

- Raising 2014 outlook for Net Sales, Adjusted EBITDA, Adjusted EPS & Free Cash Flow.
- Share repurchase of \$130M or approximately 3.9M shares.
- Refinanced credit facilities will result in estimated annualized interest expense savings of \$15M.
- Announced relocation of global headquarters to Charlotte, North Carolina bringing three division headquarters, R&D and corporate offices into single location.

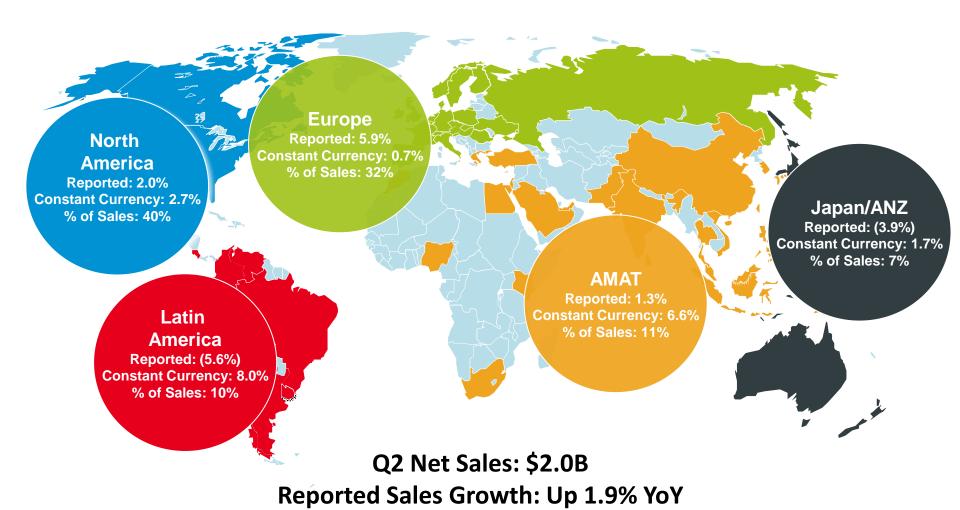
### **Quarterly Highlights**

- Constant currency net sales growth of 3% year-over-year (YoY) with growth in all divisions and regions. Developing regions (26% of net sales) increased 8% YoY primarily driven by 13% growth in China.
- Favorable product price/mix across all divisions. Adjusted gross profit margin increased 50 basis points with margin expansion in Food Care & Product Care.
- Adjusted EBITDA increased 8% to \$284M or 14.4% of net sales as compared to second quarter 2013 Adjusted EBITDA of \$262M or 13.5% of net sales.

### **SECOND QUARTER 2014**

# YoY Regional Sales Performance





**Constant Currency: Up 3.0% YoY** 

<sup>\*</sup> Constant currency refers to unit volume and price/mix performance and excludes the impact of currency translation

# YoY Price/Mix & Volume Trends



Product Price/Mix (% Change)			
By Division	Q2 2014		
Food Care	4.6%		
Diversey Care	1.9%		
Product Care	3.0%		
Total Company	3.4%		
By Region	Q2 2014		
North America	3.6%		
Europe	(0.1%)		
Latin America	14.3%		
l			
AMAT	1.7%		
JANZ	1.7% 3.9%		

Volume (% Change)			
By Division	Q2 2014		
Food Care	(0.9%)		
Diversey Care	0.8%		
Product Care	0.2%		
Total Company (0.4%)			
By Region	Q2 2014		
North America	(0.9%)		
Europe	0.8%		
Latin America	(6.3%)		
AMAT	4.9%		
JANZ	(2.2%)		
Total Company	(0.4%)		

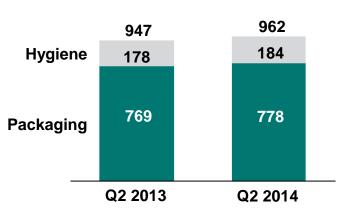
Constant Dollar Sales (% Change)			
By Division	Q2 2014		
Food Care	3.7%		
Diversey Care	2.7%		
Product Care	3.2%		
Total Company	3.0%		
By Region	Q2 2014		
North America	2.7%		
North America Europe	2.7% 0.7%		
	,		
Europe	0.7%		
Europe Latin America	0.7% 8.0%		

Constant currency sales growth in every division and every region.

## **Food Care**







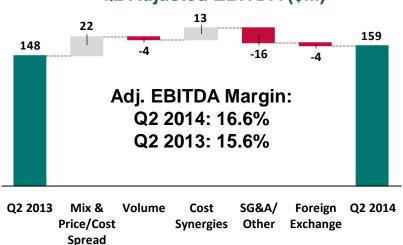
Constant Currency Net Sales Growth: 3.7%

### 

H1 2013

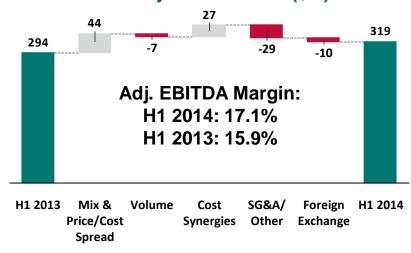
Constant Currency Net Sales Growth: 3.8%

### Q2 Adjusted EBITDA (\$M)



### H1 Adjusted EBITDA (\$M)

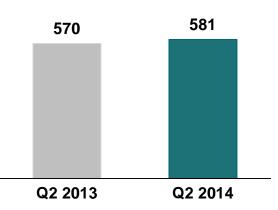
H1 2014



# **Diversey Care**





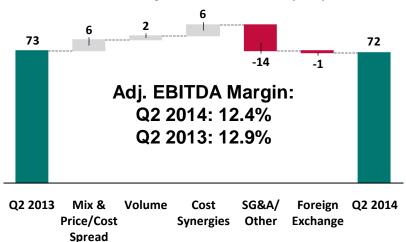


Constant Currency Net Sales Growth: 2.7%

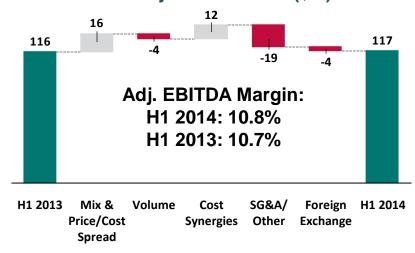
# H1 Net Sales (\$M) 1,083 1,086 H1 2013 H1 2014

Constant Currency Net Sales Growth: 1.9%

### Q2 Adjusted EBITDA (\$M)



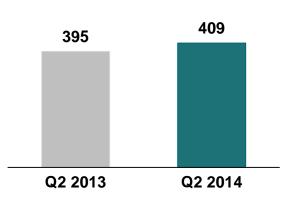
### H1 Adjusted EBITDA (\$M)



## **Product Care**





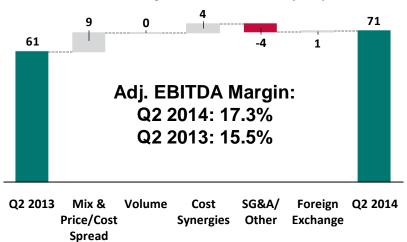


Constant Currency Net Sales Growth: 3.2%

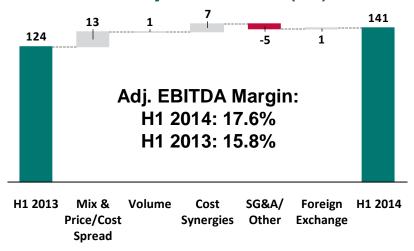
# H1 Net Sales (\$M) 782 803 H1 2013 H1 2014

Constant Currency Net Sales Growth: 2.9%

### Q2 Adjusted EBITDA (\$M)



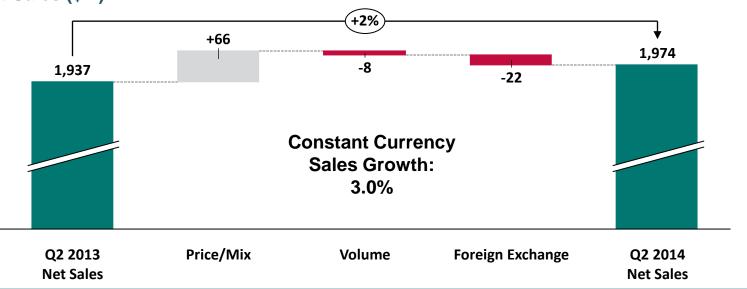
### H1 Adjusted EBITDA (\$M)



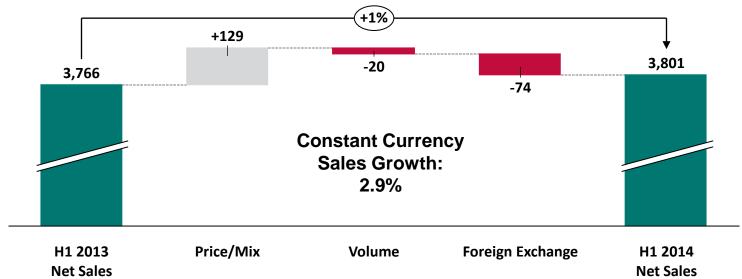
# Q2 & H1 2014 Net Sales Bridge





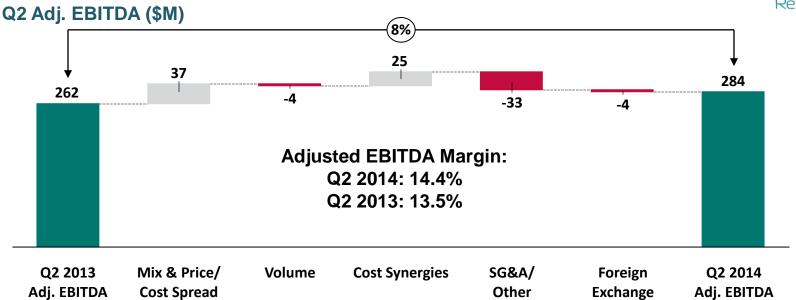


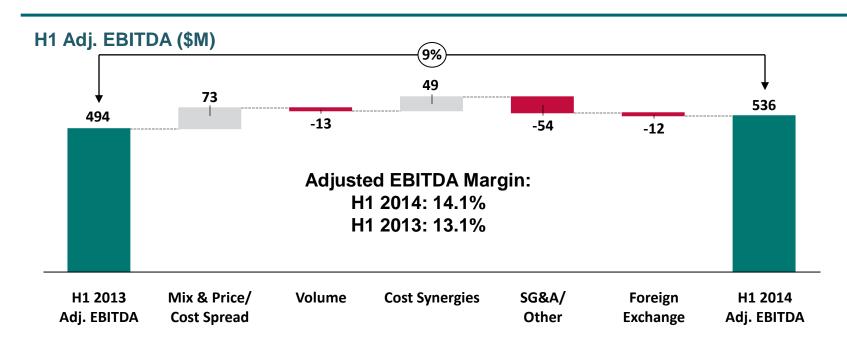
### H1 Net Sales (\$M)



# Q2 & H1 2014 Adj. EBITDA Bridge







# Free Cash Flow



(\$ in millions)	Six Month June	
Free Cash Flow	2013	2014
Adjusted Net Earnings	\$124	\$162
Depreciation and Amortization	161	164
Interest Payments, excluding Settlement Agreement interest	(142)	(146)
Settlement Agreement, Related Interest (Payment)	24	(930)
Restructuring Payments	(45)	(50)
Tax Payments	(56)	(41)
SARs Payments	(28)	(17)
Net Change in Working Capital *	(101)	(87)
Other Assets & Liabilities	122	182
Cash Flow Used in Operations	\$60	(\$762)
Capital Expenditures	(51)	(55)
Free Cash Flow	\$9	(\$817)
Free Cash Flow Before Settlement Payment	\$9	\$112

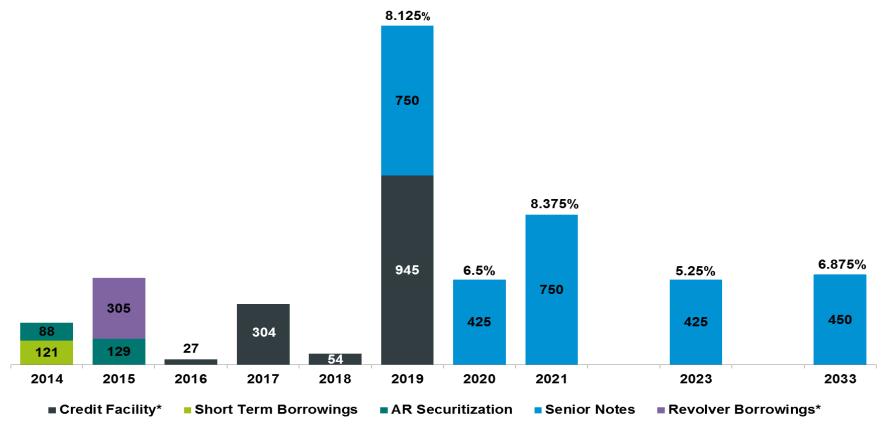
(\$ in millions)  Free Cash Flow Before  Settlement Payment				
Six Months Ended June 30				
H1 2013	H1 2014			
	\$112			
<b>\$9</b>				

<sup>\*</sup> Includes changes in trade receivables, net, inventories and accounts payable.

# Pro Forma Debt Maturity Schedule\*



(\$ in millions)



### 2014

- Funded W. R. Grace & Co. Settlement on February 3, 2014 with \$555 million of accumulated cash and cash equivalents and \$375 million from committed credit facilities
- Repaid 12% \$150M Senior Notes on February 14, 2014
- Refinanced credit facility on July 25, 2014. Please see Form 8-K filed on July 30, 2014 for more details.

<sup>\*</sup> As of June 30, 2014, pro forma to reflect scheduled maturities under Amended and Restated Credit Facility dated as of July 25, 2014.

Credit Facility revolver matures in July 2019, but borrowings are classified as a current liability because of the Company's intent and ability to repay within the next 12 months.

# RAISING GUIDANCE FOR SALES, EBITDA, EPS & FCF 2014 Financial Outlook



	2014 Outlook	
	As of July 30, 2014	Prior
Net Sales	\$7.75B	\$7.70B
(Unfavorable) FX Impact	Approx. (1%)	More than (2%)
Adjusted EBITDA	\$1.085B - \$1.095B	\$1.050B - \$1.070B
Interest Expense	\$285M	\$295M
D&A	\$315M	\$315M
Anticipated Tax Rate	27%	27%
Adjusted EPS	\$1.65 - \$1.70	\$1.50 - \$1.60
Free Cash Flow	Approx. \$485M	Approx. \$425M
Сарех	\$150M	\$170M
Restructuring Costs	\$135M	\$150M
Interest Payments	\$273M	\$280M



Q&A

Earnings Conference Call Second Quarter 2014