\_\_\_\_\_\_

# SECURITIES AND EXCHANGE COMMISSION Washington, D.C. 20549

FORM 8-K

CURRENT REPORT
Pursuant to Section 13 or 15(d)
of the Securities Exchange Act of 1934

Date of Report (Date of earliest event reported): November 14, 2000 SEALED AIR CORPORATION (Exact Name of Registrant as Specified in its Charter) Delaware 1-12139 05-0054551

(Commission File Number) (IRS Employer (State or Other (Commission File Number) (IRS Employer Identification No.) Jurisdiction of Incorporation) Park 80 East Saddle Brook, New Jersey 07663-5291 -----(Zip Code) (Address of Principal Executive Offices) 201-791-7600 (Registrant's telephone number, including area code) Not Applicable (Former Name or Former Address, If Changed Since Last Report)

ITEM 9. Regulation FD Disclosure

The following is a presentation to be given by executives of Sealed Air Corporation ("Sealed Air" or the "Company"). This represents the Company's present outlook for its business and is, of course, subject to change. See "Forward-Looking Statements" below.

Sealed Air

\_\_\_\_\_\_

A Global Leader in Food, Protective and Specialty Packaging

COMPANY OVERVIEW

Products

Cryovac(R)brand food packaging products
Instapak(R), Bubble Wrap(R), Jiffy(TM)and other brands of protective packaging products

Business Model

Employee ownership Technology Customer focus Global operations Acquisitions Capital efficiency

Financials

LTM sales through September 30, 2000 - \$2.94 billion LTM EBITDA - \$690 million

Strategic Financial Goals

Increasing sales Improving profitability Maintaining strong cash flow Improving ROIC

## STRONG GLOBAL PRESENCE

Over 100 manufacturing facilities
Operations in 46 countries
Market, sell and service in many more
Reach 80% of the world's population
More than 15,000 employees worldwide

## GEOGRAPHIC SALES BREAKDOWN

57% North America

26% Europe

7% Latin America

6% Australia/New Zealand

4% Asia

Note: Results for the year ended December 31, 1999

## CRYOVAC BRAND FOOD PACKAGING

1999 sales of \$1.8 billion - 62% of total

Includes shrink bags, multi-layer shrink films, non-shrink films, polyethylene foam, absorbent pads, rigid plastic containers, packaging systems

Provide superior package integrity, extended product shelf

life, superior gloss and clarity

Sold for fresh meat, poultry, cheese, smoked and processed meats, fish, produce and fluid food packaging applications

## PROTECTIVE PACKAGING

1999 sales of \$1.1 billion - 38% of total

Includes air cellular cushioning, polyurethane foam, shrink and non-shrink films, protective and durable mailers, suspension and retention packaging, packaging systems

Provide superior protection from shock, vibration and abrasion during distribution and storage

Sold for packaging a tremendous variety of industrial and consumer goods representing over 400 SIC codes

## FINANCIAL OVERVIEW

See the Sealed Air Corporation Form 10-Q for the quarter ended September 30, 2000. Gross Margins have been relatively stable since the third quarter of 1996.

## MANAGERS INVEST LIKE OWNERS - BECAUSE THEY ARE

Management shares ownership with the investment community Global management team and virtually all U.S. employees are owners Entrepreneurial culture

Find innovative ways to capture value and reduce risk Spend money as if it were our own Driven to perform

Vigorous, fair competition

Ethics beyond reproach

## TECHNOLOGY DRIVES GROWTH AND PROFITABILITY

Invest approximately 2% of sales in R&D

Delivers differentiated products, measurable benefits Guarantees market leadership Generates high margins Promotes development of:

New technologies

New products

Extends product lines to address new applications

Includes food and packaging science and equipment systems technology in addition to polymer science, extrusion, chemical blends, printing

## INTENSE CUSTOMER FOCUS DELIVERS GROWTH, MARGINS, CASH FLOW

Over 1,300 sales and technical support people

Over 30 package design and applications labs

Significant resources focused on sales, service and customer support

Entire organization focused on customer needs

Consultative sales approach

Understand the customer's business Apply packaging solutions creatively

Sell the value of Sealed Air products "in-use"

## GLOBAL APPROACH LEVERAGES INVESTMENTS

Offer products and technologies in many geographic markets Provides access to greater growth potential Provides better service for customers that operate in multiple regions

## Creates a stronger competitive position

ACQUISITIONS COMPLEMENT INTERNAL GROWTH Provide an additional source of:

New products

New technology

Accelerate geographic expansion

Leverage distribution channels

Act as a catalyst for internal growth

## CAPITAL EFFICIENCY LEVERAGES GROWTH FOR ATTRACTIVE RETURNS

Capital decision making process

Rigorous evaluation of investment opportunities Use of a variety of investment methods Phased projects

Used equipment

Expense orientation

World Class Manufacturing (WCM)
Reduced cycle time
Lower inventories
Improved customer responsiveness
Improved yields
Higher quality

BUSINESS GOALS - STRATEGIC, FIVE YEARS

Sales growth

Goal: mid to high-single digit With acquisitions: double digit

Gross margin profitability

Goal: 35-37% of net sales

Continuous improvement through WCM

Commodity resin price volatility - relatively modest effect

Operating Expenses

Goal: 18% of net sales

Expense control

Organization and cost position from which to grow

**EBITDA** 

Goal: 22-24% of net sales

Free Cash

Goal: 7-10% of net sales

Invest when possible, otherwise - return to shareholders

ROIC

Continuous improvement from incremental investments and leveraging goodwill

Goal: generally 20%+

Forward-Looking Statements

Certain statements made by the Company in this Form 8-K and in future oral and written statements by management of the Company may be forward-looking. These statements include comments as to the Company's beliefs and expectations as to future events and trends affecting the Company's business, its results of operations and its financial condition, as well as goals. These forward-looking statements are based upon management's current expectations concerning future events and discuss, among other things, anticipated future performance and future business plans. Forward-looking statements are identified by such words and phrases as "expects," "intends," "believes," "will continue," "plans to," "could be," "goals" and similar expressions. Forward-looking statements are necessarily subject to uncertainties, many of which are outside the control of the Company, that could cause actual results to differ materially from such statements.

While the Company is not aware that any of the factors listed below will adversely affect the future performance of the Company, the Company recognizes that it is subject to a number of uncertainties, such as economic, business and market conditions in the geographic areas in which it conducts business, changes in the value of the euro and other foreign currencies against the U.S. dollar, the success of certain information systems projects, factors affecting the customers, industries and markets that use the Company's packaging materials and systems, the development and success of new products, the Company's success in entering new markets and acquiring and integrating new businesses, the timing of capital expenditures, competitive factors, raw material availability and pricing, changes in the Company's relationship with customers and suppliers, litigation and claims (including environmental matters) involving the Company, changes in domestic or foreign laws or regulations, or difficulties relating to the euro conversion.

## **SIGNATURES**

Pursuant to the requirements of the Securities Exchange Act of 1934, the Registrant has duly caused this report to be signed on its behalf by the undersigned, hereunto duly authorized.

SEALED AIR CORPORATION

By: /s/ William V. Hickey

Name: William V. Hickey Title: President and Chief Executive Officer

Dated: November 14, 2000