# Morgan Stanley

### 7<sup>th</sup> Annual Laguna Conference

Laguna, California September 11, 2019

### Sealed Air® NYSE: SEE

Ted Doheny, President & CEO Lori Chaitman, VP Investor Relations



# **Safe Harbor and Regulation G Statement**

This presentation contains "forward-looking statements" within the meaning of the safe harbor provisions of the Private Securities Litigation Reform Act of 1995 concerning our business, consolidated financial condition and results of operations. Forward-looking statements are subject to risks and uncertainties, many of which are outside our control, which could cause actual results to differ materially from these statements. Therefore, you should not rely on any of these forward-looking statements. Forward-looking statements can be identified by such words as "anticipate," "believe," "plan," "assume," "could," "estimate," "expect," "intend," "potential," "seek," "predict," "may," "will" and similar references to future periods. All statements other than statements of historical facts included in this presentation regarding our strategies, prospects, financial condition, operations, costs, plans and objectives are forward-looking statements. Examples of forward-looking statements include, among others, statements we make regarding expected future operating results, expectations regarding the results of restructuring and other programs, anticipated levels of capital expenditures and expectations of the effect on our financial condition of claims, litigation, environmental costs, contingent liabilities and governmental and regulatory investigations and proceedings. The following are important factors that we believe could cause actual results to differ materially from those in our forward looking statements: global economic and political conditions, currency translation and devaluation effects, changes in new material pricing and availability, competitive conditions, the success of new product offerings, consumer preferences, the effects of animal and food-related health issues, pandemics, changes in energy costs, environmental matters, the success of our restructuring activities, the success of our restructuring activities, the success of our restructuring activities, the success of our restructuring activities,

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 August 2, 2019 earnings press release and the appendix of this presentation 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. Information reconciling forward-looking U.S. GAAP measures to non-U.S. GAAP measures is not available without unreasonable effort.

#### **Website Information**

We routinely post important information for investors on our website, www.sealedair.com, in the "Investors" section. We use this website as a means of disclosing material, non-public information and for complying with our disclosure obligations under Regulation FD. Accordingly, investors should monitor the Investors section of our website, in addition to following our press releases, SEC filings, public conference calls, presentations and webcasts. The information contained on, or that may be accessed through, our website is not incorporated by reference into, and is not a part of, this document.

Vision		led Air from the best is company servicing g		g
Strategies	Create profitable grow Drive SEE operationa Develop a high perfor Deliver sustainable lo	al excellence	holders and society	
2019 Outlook	<b>Growth</b> ~ \$4.85B Net Sales 5% constant dollar Above market of 2 - 2.5%	Earnings Power \$950 – \$960M Adj. EBITDA 19.6 – 19.8% margin Top among peer set	Operating Leverage 40% + Profit / Growth ratio More than doubled from 2018 World-class leverage	R
Tactics & Actions	Reinvent SEE f	rom Innovate to Solve	with the power of	0

\* ROIC: net adj operating profit after tax / total capital



### One SEE

#### Invest capital > cost of capital

### 15% ROIC\*

# Return on Capital

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# **Reinvent SEE Delivering Double Digit Earnings Power**

Solid H1 2019 results against macro headwinds, closed APS acquisition

Sales Growth +4% constant dollar

Food +4%, increased demand for fresh proteins, both local consumption & exports Protective +3%, acquisitions & value-added eCommerce offset soft industrial Increased adoption of innovative sustainable packaging for fresh food & fulfillment markets

**Earnings Growth** Adj. EBITDA +7% as reported, +11% constant dollar

EBITDA growth driven by Reinvent SEE & operating efficiencies

Margin expanded 140 bps to 19.9%

Adjusted EPS increased 22% vs H1 2018

**APS Acquisition** completed Aug. 2019 for \$510 M on a cash and debt-free basis EV / 2018 Adj. EBITDA multiple 8x, net of 2021 run-rate synergies & tax benefits

Industry leading growth with disruptive innovations, strong earnings, driving world-class returns





# Leading Packaging Industry to Sustainable Future

Best products, right price, make them sustainable

# Our 2025 Pledge

# **100% Recyclable or Reusable** How2Recycle label to eCommerce Curbside recyclable food packaging **50%+ Recycled & Renewable Content** Darfresh<sup>®</sup> PET material > 90% post-consumer recycled content Bubble Wrap<sup>®</sup> Mailers, Fill-Air<sup>®</sup>, EarthAware<sup>®</sup> > 90% post-industrial recycled content

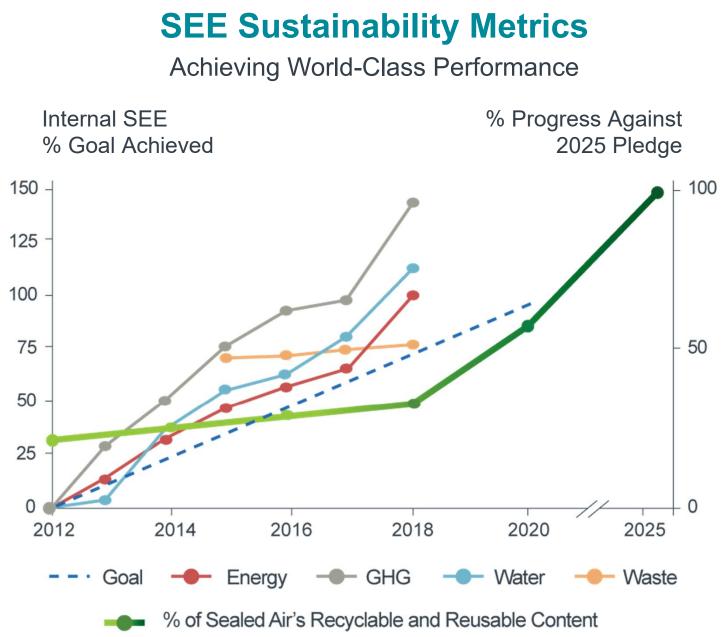
EcoPure<sup>™</sup>, Plantic<sup>™</sup>

Plant based renewable materials

#### Leading with Sustainability

**CEO-led Alliance to End Plastic Waste** 

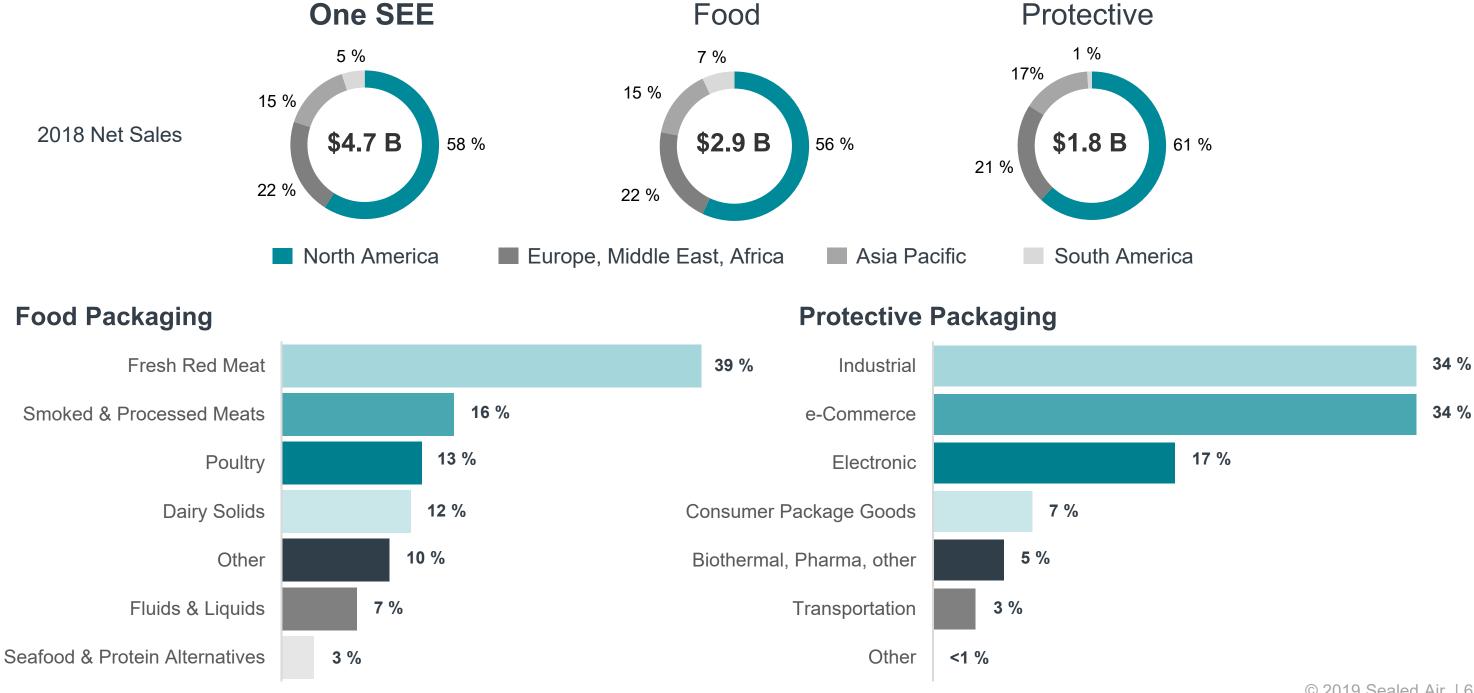
Exceeding all internal facility sustainability objectives





# **Create Value Around the World**

Expanding our industry-leading specialty packaging solutions to new markets & geographies





# **Specialty Food Packaging Solutions**

Innovative solutions — Automated equipment, services and materials



Fluids Packaging Food service rigid replacement

Our specialty food packaging solutions improve access to a safer, higher quality and more sustainable food and beverage supply chain. Businesses and brands rely on our packaging innovation and expertise to improve food safety, extend shelf life and drive operational efficiency.







# **Chamber System**







SEE Automation



#### Darfresh<sup>®</sup> 10K Fresh Seafood Packaging

# **Specialty Food Packaging Solutions**

Growth initiatives fueling above the markets we serve

### **Automated Equipment**



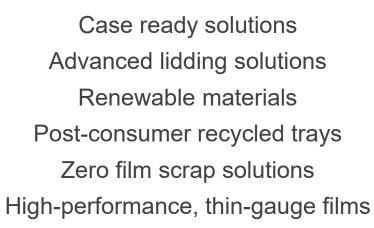
Automated Vacuum Chamber system



**SEE Smart Service** Labor shortage, increase productivity Zero-Harm, flawless quality

### **Material Innovations & Sustainable Solutions**







> \$30 B Addressable Fresh Food Packaging Market, 2019 - 2021 CAGR: 2 – 4%



#### **Adjacent Markets**

#### Fluids & liquids Foodservice / Ready Meals Fish & Seafood **Protein Alternatives**



# Unleashing Cryovac<sup>®</sup> Technology for Seafood Industry

Accelerates growth in new packaging market with disruptive innovation

### **Solving Critical Customer Challenges**

Seafood contributes to ~35% of global protein spoilage FDA regulated with stringent packaging requirements Significantly extend shelf-life to > 20 days from 3 days on ice Preserve freshness, better presentation Opportunity to simplify global logistics supply chain

### **Proprietary Technology**

Dramatically reducing carbon footprint by 50% Leak-resistant solutions Exceeds FDA oxygen permeability requirements Maintains bright red color of fresh tuna without chemical treatment SEE patented solutions

### Sealed Air Opportunity > \$1 B Packaging Market

Fastest growing protein: Salmon, Tilapia, Tuna ... > 4% CAGR globally Low packaging penetration < 40%







# **Specialty Protective Packaging Solutions**

Paper Systems

Sustainable Void-fill

SEE Automati

Innovative solutions — Automated equipment, services and materials



TempGuard<sup>®</sup> Temperature assurance for eFood



Bubble Wrap<sup>®</sup> On-Demand system

Our specialty protective packaging solutions are designed to eliminate waste and minimize product damage throughout the global supply chain. Businesses rely on our packaging innovation and expertise to reduce wasted material, energy, space, time, and labor.

Automated SidePouch® system



Instapak<sup>®</sup>

Sealed Air

#### StealthWrap<sup>®</sup>

Korrvu<sup>®</sup>



# **Specialty Protective Packaging Solutions**

Growth initiatives to fuel above market performance

### **Automated Equipment**



Fulfillment velocity, Autobag<sup>®</sup> & SidePouch<sup>®</sup> Cube optimization, I-Pack® Automated mailer, FloWrap<sup>™</sup> Eliminate corrugated box, Stealthwrap <sup>™</sup> Hospital drug dispensing, Autobag<sup>®</sup> & Robotics

**Material Innovations** & Sustainable Solutions





Recycled content materials SIOC & DIM weight packaging Renewable & biodegradable films SEE paper systems **Re-usable solutions** 

Reinvent Instapak<sup>®</sup>, 50% carbon footprint reduction

> \$20 B Addressable Protective Packaging Market, 2019 - 2021 CAGR: 1 - 3%



#### **Adjacent Markets**

### eFood ePharma I ife sciences

# **Acquisition of Automated Packaging Systems**

Accelerates growth in automated equipment, services, engineering & sustainable offerings



#### **Business Overview**

Autobag<sup>®</sup> machines, pre-opened bags roll, EarthAware<sup>®</sup> recycled film Expands presence in fulfillment, industrial, pharma & eFood 2018 total net sales of \$290 M and Adj. EBITDA of \$40 M

#### **Transaction Overview**

Closed on Aug. 1, '19. \$510 M on a cash & debt-free basis Purchase Enterprise Value of \$440 M after tax benefits Funded with new three-year LIBOR +112.5 bps \$475 M term loan ~ \$15 M run-rate productivity synergies by end of 2021

8x EV / 2018 Adj. EBITDA (net of synergies and tax benefits)

Automation driving productivity, zero-harm, flawless quality and savings



#### **2018 Sales**



Equipment 16%

Service & Parts 8%

Materials 76%



Europe 22%

Rest of World 3%

North America 75%



# **eFood Specialty Packaging**

Leverage One SEE's innovative automated equipment, services and materials for eFood

### **Fast Growing Channel**

10x faster market growth Surging online grocery sales 20% + CAGR

#### **Customer Challenges**

New regulatory frameworks Complex cold-chain requirements Food safety and quality assurance Sustainable packaging



Case Ready Packaging



# **Automated** Fulfilment

#### **Traceability** & Cold Chain Management





# Capital Allocation Strategy; Invest in Profitable Growth & Productivity

Generate strong margins, ROIC and Free Cash Flow conversion

### Investments

#### High-growth geographies, markets, products and technologies

"Automated" acquisition completed August 1, 2019

Digital platforms for customer service, automation & growth

Sustainable solutions & geographic expansion

Convert rigid container to flexible packaging

Digital printing process technology

Expanded integrated fabrication and design capabilities with acquisitions of Austin Foam in 2018 and Fagerdala in 2017

#### 2019E Capital expenditures ~ \$210 M (~ 4% of Net Sales)

Exceed our profitable growth & ROIC targets

Investing in breakthrough processes and automation

### **Return Capital to Shareholders**

#### **Share Repurchase**

Repurchased 1.56 M shares (\$67 M)

\$708 M remaining under current authorization

#### **Dividends**

2019 E Net Debt / Adj. EBITDA Ratio 3.8x

\* FCF Conversion Rate defined as Free Cash Flow / Adj. EBITDA, excluding restructuring





- from January 1, 2019 through June 30, 2019
- Cash dividend \$25M in Q2 2019 (\$0.16 per share)
  - FCF Conversion Rate\* Target ~ 40 %
  - Net Debt / Adj. EBITDA Ratio Target 3.5x 4x

# 2019 Outlook

Executing Reinvent SEE and integrating Automated Packing Systems acquisition

Fi	Adj. EPS	Adj. EBITDA	Net Sales
	\$2.70 - \$2.80	\$950 M – \$960 M	~ \$4.85 B
	D&A: ~ (\$185 M)	As Reported: 7 – 8 %	As Reported: ~ 2 %
Int. P	Int. Exp., Net: ~ (\$190 M)	Unfavorable Currency: ~ (\$25 M)	Unfavorable Currency: ~ (\$130 M)
Ta	Adj. Tax Rate: 26 %	APS: \$10 – \$12 M, including a one-time inventory	Acquisitions: \$190 M Product Care: \$180 M
Re	APS: (\$0.07) per share	purchase accounting charge of \$6 M	Food Care: \$10 M
Novi	Diluted Shares: 155 M		Constant Dollar Growth: ~ 5 % Product Care ~ 7%
APS Defe			Food Care: ~ 4 %



# Free Cash Flow ~ \$180 M

Capex: (\$210 M)

Payments, Net: (\$190 M)

ax Payments: (\$115 M)

Restructuring: (\$115 M)

vipax Settlement: (\$59 M)

ferred Incentive Comp: (\$20M)

# **The 4P'S<sup>™</sup> of Reinvent** SEE<sup>™</sup>

Increasing efficiency, unleashing growth, creating value

### **Performance: World-class**

Drive growth above markets we serve Industry leading margins with 40%+ operating leverage ROIC 15%, invest capital > cost of capital

### **People: High performance culture**

Develop, retain and attract the best and brightest Recognizing employees who save our customers the most money Power of acting as One SEE

### **Products:** Best products, right price, make them sustainable

#### **Processes: SEE Operational Excellence**

Zero Harm, on-time every time, productivity > inflation, flawless quality Eliminate waste, simplify process, automate, remove people from harm Easy to do business with, make every customer a reference

### **S**ustainability: Making our world better than we found it



My Sealed Air **SEE** Academy **SEE** Business System

CRYOVAC

**SEE** Smart Service

SealedAir.Com





### Sealed Air<sup>®</sup>



#### **SEE** OpEx

#### **SEE** Automation





#### We are in business to protect, to solve critical packaging challenges, and to leave our world better than we found it



We are in business to protect, to solve critical packaging challenges, and to leave our world better than we found it.

# Appendix



# **Q2 2019 YoY Regional Sales Performance**

Constant dollar +4%, led by growth in North America and South America

	* North America	Europe, Middle East & Africa	Asia Pacific	A
As reported % Change	4 %	- 6 %	- 4 %	
Constant Dollar % Change	4 %	- 0.3 %	1 %	
% of Sales	59 %	21 %	15 %	
	02 2019 N	et Sales: \$1.	2 B	

As reported % Change: +1% Constant Dollar % Change: +4%

\* North America includes U.S. Canada, Mexico and Central America



# South America

2 % 30 % 5 %

# H1 2019 Regional Sales Performance

Constant dollar +4%, led by growth in North America and South America

	* North America	Europe, Middle East & Africa	Asia Pacific	A
As reported % Change	3 %	- 7 %	- 4 %	-
Constant Dollar % Change	4 %	- 0.4 %	2 %	
% of Sales	59 %	21 %	15 %	
F	11 2019 N	et Sales: \$2	2.3 B	
	eported %		- 1 %	
Constant	t Dollar %	Change: -	⊦4%	

\* North America includes U.S. Canada, Mexico and Central America



## South America

- 3 %

27 %

5 %

 $\ensuremath{\textcircled{O}}$  2019 Sealed Air  $\mid$  20

# **2019 YoY Sales Trends**

North America and South America volume growth led by strength in Food Care

	As Reported Growth (%)			stant \$ vth (%)		Volume (%) Excl. Acq.	
	Q1	Q2	Q1	Q2	Q1	Q2	Q1
Food Care	(2)	(0.3)	3	4	0.4	2	3
Product Care	(0.5)	2	2	4	(4)	(3)	1
Sealed Air	(2)	1	3	4	(1)	1	2
North America	2	4	3	4	(2)	2	1
EMEA	(9)	(6)	(1)	(0.3)	(1)	(1)	1
Asia Pacific	(3)	(4)	3	1	0.3	(4)	0.1
South America	(7)	2	25	30	(0.1)	5	25
Sealed Air	(2)	1	3	4	(1)	1	2



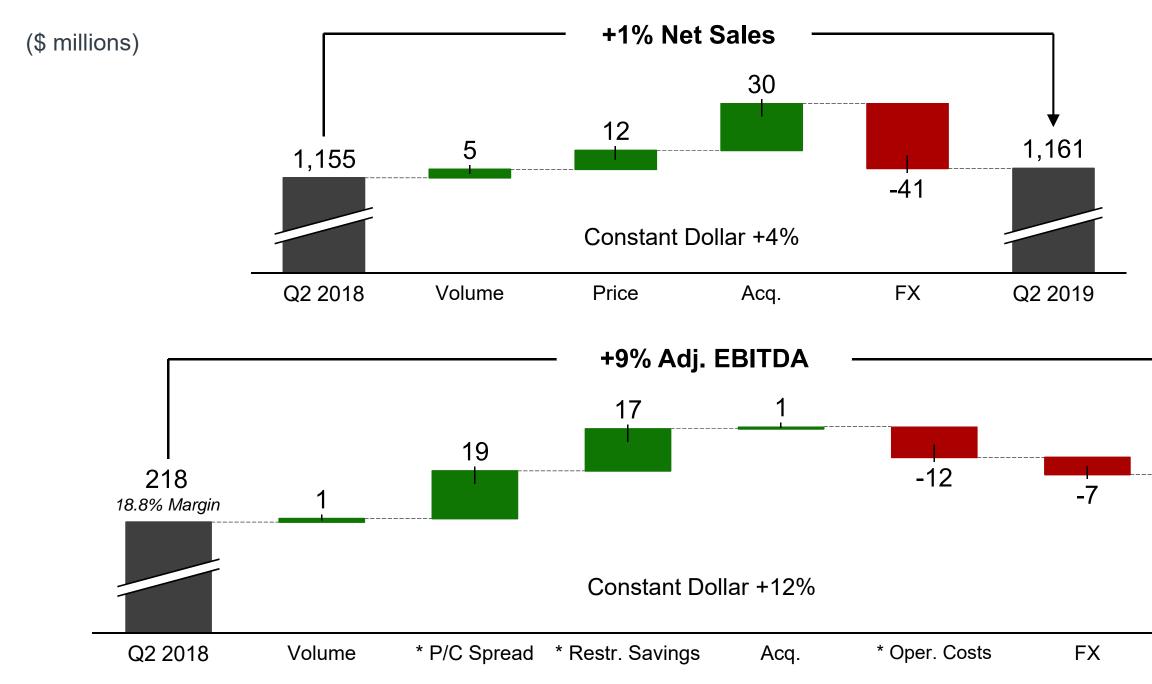
### Price (%)

- **Q2** Q1 3 1 1
  - 2 1
  - (0.4) 1 0.3 1
- 0.1 25 25

1

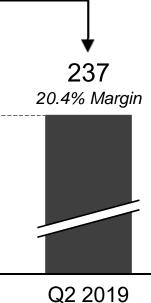
# Total Company Q2 2019 Net Sales & Adj. EBITDA

Constant dollar Adj. EBITDA up 12% on 4% sales growth



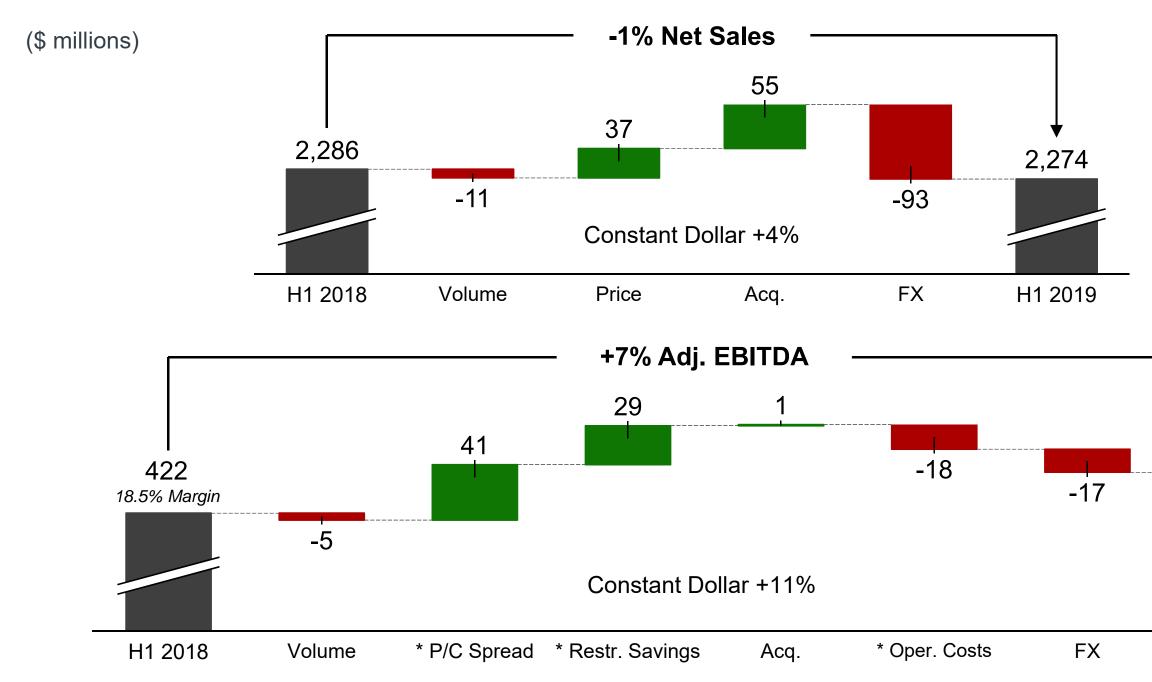
\* Reinvent SEE benefits include: \$8 M P/C Spread, \$17 M Restructuring Savings, \$27 M Operating Costs





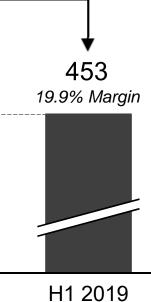
# Total Company H1 2019 Net Sales & Adj. EBITDA

Constant dollar Adj. EBITDA up 11% on 4% sales growth



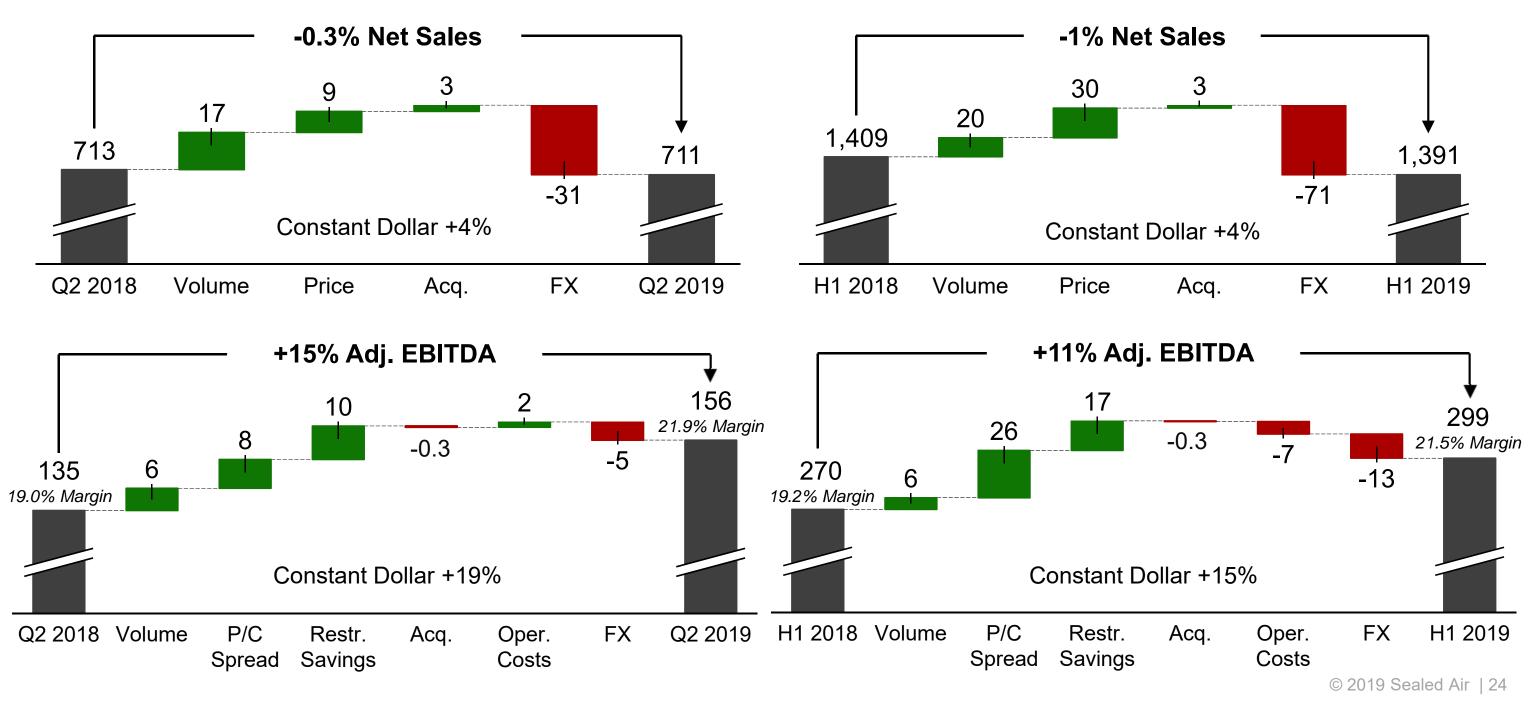
\* Reinvent SEE benefits include: \$14 M P/C Spread, \$29 M Restructuring Savings, \$32 M Operating Costs





# Food Care Q2 & H1 2019 Net Sales & Adj. EBITDA

Constant dollar Q2 Adj. EBITDA up 19% on 4% sales growth

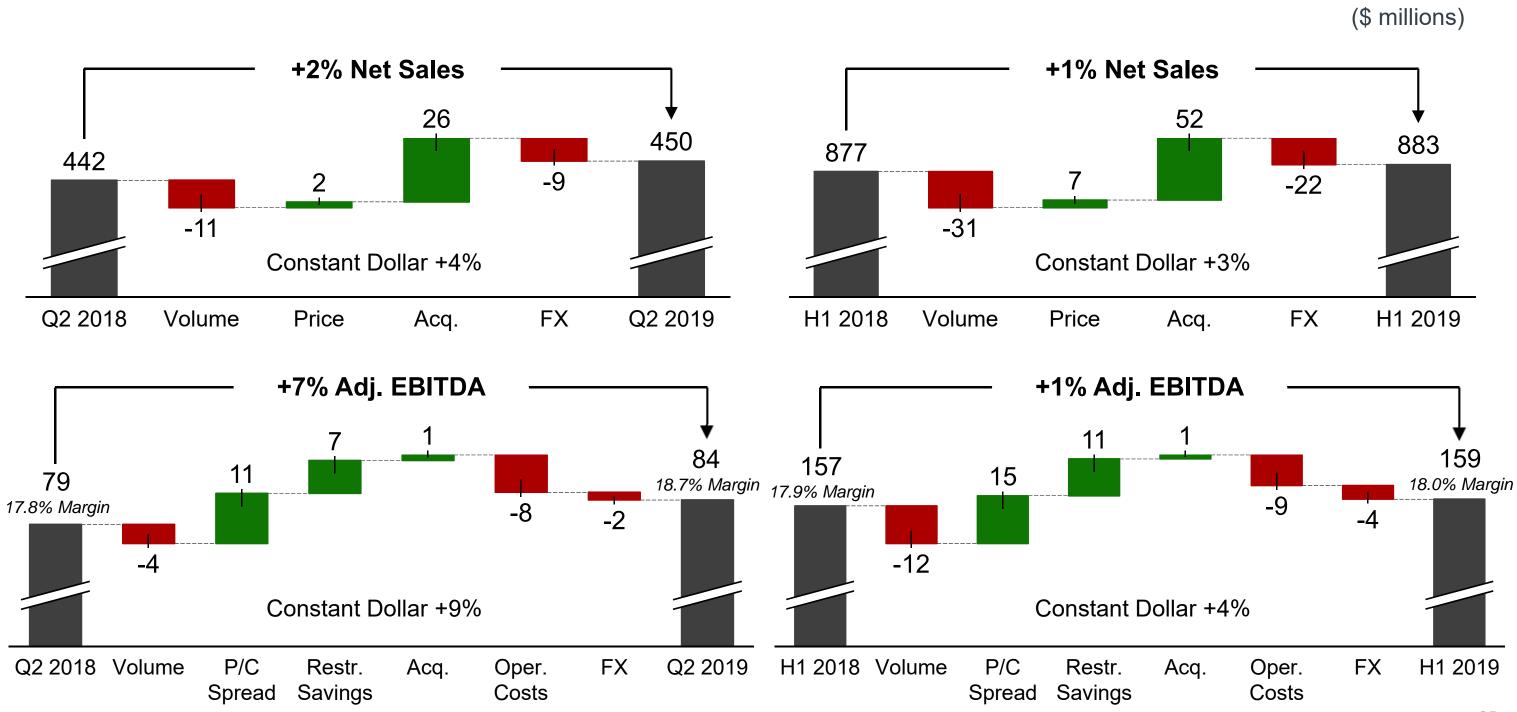






# Product Care Q2 & H1 2019 Net Sales & Adj. EBITDA

Constant dollar Q2 Adj. EBITDA up 9% on 4% sales growth





# **Free Cash Flow**

Solid H1 cash generation

(\$ millions)	Ionths En	ded June
	2019	2018
Adjusted EBITDA	453	422
Interest payments, net	(86)	(86)
Payments for Diversey and stranded costs	-	(33)
Reinvent SEE, restructuring & assoc. payments	(49)	(4)
Tax payments	(29)	(97)
Net change in working capital <sup>(1)</sup>	(63)	(58)
Other Assets/Liabilities	(57)	(107)
Cash flow provided by operations	169	37
Capital expenditures	(94)	(74)
Free Cash Flow	75	(37)

(1) Includes cash used in/provided by trade receivables, inventory, net and accounts payable



### e 30,

# **U.S. GAAP Summary & Reconciliations**

	Three Months	Ended Jun. 30,	Six Months	End
	<u>2019</u>	<u>2018</u>	<u>2019</u>	
Net Sales	\$1.2 billion	\$1.2 billion	\$2.3 billion	
Pre-tax Earnings from Continuing Operations	\$37.8 million	\$116.8 million	\$132.5 million	9
Net Earnings/(Loss) From Continuing Operations	\$25.5 million	\$83.3 million	\$89.8 million	\$(
EPS From Continuing Operations	\$0.16	\$0.52	\$0.58	,
Effective Tax Rate	32.5%	28.7%	32.2%	
Operating Cash Flow	\$104 million	\$70 million	\$169 million	
	Three Month	s Ended Jun. 30,	Six Months	End
(\$ millions)	<u>2019</u>	<u>2018</u>	<u>2019</u>	
U.S. GAAP Net earnings (loss) from continuing operations	25.5	83.3	89.8	
Interest expense, net	43.2	44.5	88.1	
Income tax provision	12.3	33.5	42.7	
Depreciation and amortization, net of adjustments Special items	38.0	40.7	78.2	
Restructuring and other charges	29.3	7.1	36.7	
Other restructuring associated costs	21.3	(0.4)	38.0	
Foreign currency exchange loss due to highly inflationary economies	1.3		2.1	
Charges related to the Novipax Settlement Agreement	59.0	_	59.0	
(Income) charges related to acquisition and divestiture activity	(0.5)	7.0	3.2	
Loss (gain) from class-action litigation settlement		0.1		
Other Special Items	7.3	1.7	14.7	
Pre-tax impact of Special Items	117.7	15.5	153.7	
Non-U.S. GAAP Total Company Adj EBITDA from continuing operations	236.7	217.5	452.5	



nded Jun. 30, <u>2018</u> \$2.3 billion \$230.3 million \$(124.7) million \$(0.77) 154.1% \$37 million

nded Jun. 30, <u>2018</u> (124.7) 86.5 355.0 80.9 15.7 1.8 ---17.8 (12.6) <u>1.9</u> <u>24.6</u> **422.3** 

# **U.S. GAAP Summary & Reconciliations**

	Three Months Ended Jun. 30, Siz			Six Months	x Months Ended Jun.		
	20	19	20	18	20	19	
(\$ millions, except per share data)	Net Earnings	Diluted EPS	Net Earnings	Diluted EPS	Net Earnings	Diluted EPS	Net (Loss)Earnir
U.S. GAAP net earnings (loss) and diluted EPS from continuing operations	\$ 25.5	\$ 0.16	\$ 83.3	\$ 0.52	\$ 89.8	\$ 0.58	\$ (124.7)
Special Items	99.8	0.64	19.1	0.12	127.7	0.82	312.5
Non-U.S. GAAP Adjusted net earnings and adjusted diluted EPS from continuing operations	\$ 125.3	\$ 0.80	\$ 102.4	\$ 0.64	\$ 217.5	\$ 1.40	\$ 187.8
Weighted average number of common shares outstanding - Diluted		155.3		160.6		155.3	

(\$ millions)	Jun. 30, 2019 (unaudited)
Total debt	\$ 3,588.6
Less: cash and cash equivalents	(222.2)
Net Debt	\$ 3,366.4



### . 30, 2018 Diluted EPS \$ (0.77) 1.92 \$ 1.15

162.5

# **ROIC Calculation**

Return on Invested Capital	16%
Total Capital	\$ 3,563 M
Less: Non-Operating Assets*	<u>(202 M)</u>
Other Long-Term Liabilities	660 M
Current and Long-Term Debt	3,462 M
Book value of Equity	\$ (357 M)
One-year average (Q2 '19 and Q2 '18)	
Net Adjusted Operating Profit After Tax	\$ 565M
Tax on Adjusted Operating Profit	<u>(199 M)</u>
Adjusted Tax Rate (Non-GAAP)	26%
Adjusted Operating Profit	764 M
Less: Depreciation and Amortization	<u>(156 M)</u>
Adjusted EBITDA (Non-GAAP)	\$ 920 M
Q2 2019 Trailing Twelve Months	

