



# **Investor Field Trip**

Charlotte NC - SEE Headquarters & Innovation Center: Automation, Digital, Sustainability Packaging Solutions Simpsonville SC - World's Largest Food Packaging Plant: Digital, Touchless, SEE Operational Excellence

# **SEE Journey to World Class, 4P'S** SM

September 28-29<sup>th</sup>, 2022

**Investor Relations Contact:** 

Brian Sullivan, Executive Director Assistant Treasurer & Investor Relations

# Safe Harbor and Regulation G Statement

#### **Forward-looking Statements**

This presentation contains "forward-looking statements" within the meaning of the safe harbor provisions of the Private Securities Litigation Reform Act of 1995. 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, the SEE Operating Model growth targets, expectations regarding the results of restructuring and other programs, expectations regarding the results of business strategies and transformations, 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. 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. For information about some of those risks and uncertainties, see the "Risk Factors" section appearing in our most recent Annual Report on Form 10-K, and as revised and updated by our Quarterly Reports on Form 10-Q and Current Reports on Form 8-K. Any forward-looking statement speaks only as of the date on which it is made, and we undertake no obligation to publicly update such statement.

#### Non-U.S. GAAP Financial Measures

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 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, 2022 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. Values in this presentation are approximate due to rounding. Additionally, the individual components of bridges or the individual quarterly components presented in the current or prior quarter earnings presentation may not sum to the full year amount due to rounding.

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#### Vision:

To become a world-class, digitally-driven company automating sustainable packaging solutions.

#### Purpose:

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













# Our 4P'S<sup>™</sup> of Reinventing SEE<sup>™</sup>

Automation + Digital + Sustainability creating significant EVA for our stakeholders

## People + Digital: SEE Caring High-performance Growth Culture

Power of operating as One SEE driving productivity, swarming challenges and opportunities Value creation drives rewards; talent strategies to develop, retain and attract the best and brightest Leadership for diversity, equity and inclusion (DEI); environmental, social, governance (ESG) excellence

#### Performance: World-class

Outperform the markets we serve with our SEE Operating Engine

Best service, "at the table" and "On-line" with our customers, creating references

Purpose driven capital allocation to maximize value for shareholders and society

### Platforms: Best Solutions, Right Price, Make Them Sustainable

Leading solutions: equipment & systems · service · high-performance materials · automation

SEE Automation™: "doing more with less by investing and working smarter"

Significant customer savings driving paybacks less than three years

## **Processes: SEE Operating Engine**

Zero Harm, on-time every time, productivity > inflation, flawless quality

Eliminate waste → simplify process → remove people from harm's way → automate "touchless"

Data → Information → Direction → Results ... "you get what you measure"

### Sustainability: Make Our World Better Than We Find It

SEE Net Positive Circular Ecosystem driving environmental, social and governance (ESG) excellence

Pledge 100% recyclable or reusable, 50% recycled or renewable content by 2025

SEE leading industry with net-zero carbon emissions goal by 2040



































# SEE Automation + Digital + Sustainability growing faster than markets



SEE Solutions Design with < 3 Year Customer Payback



Q2 2022 % of Sales

67% Americas 20% Europe, Middle East & Africa

13% Asia Pacific

~5% Digital

Red Meat 22%

eComm Retail 11%

Industrials 13%

Smoked & Processed 9%

Poultry 7%

Cheese 7%

Other Food 6%

Electronic 6%

Liquid & Fluids 4%

Transportation 5%

Logistics 3%

Seafood 2%

Medical, Life science 5%



Automation Auto Load - Auto Vac™



#### Auto Pouch + prismig ™



#### **Liquid & Fluids**

> 1.5B Cryovac barrier bags/pouches > 30% sales growth 1



Autobag®

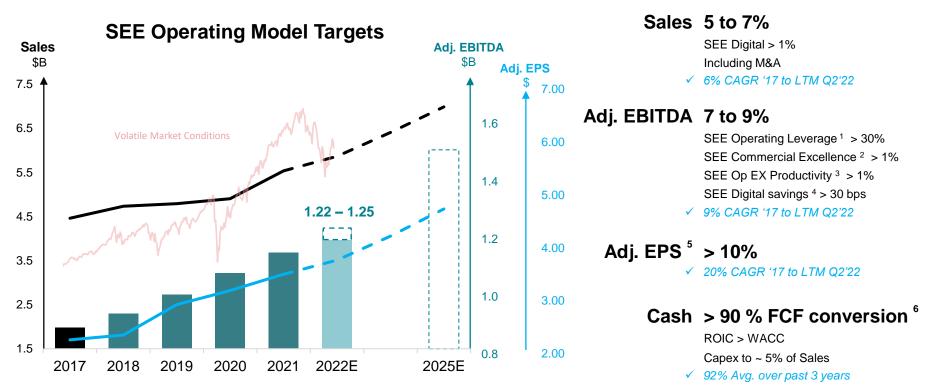




## **SEE Operating Model ... Accelerating to World-Class**



SEE Automation + Digital + Sustainability creating competitive advantage



<sup>&</sup>lt;sup>1</sup> Operating Leverage (Earnings / Growth) = YoY change in Earnings / YoY change in Sales

<sup>&</sup>lt;sup>2</sup> Adj. EBITDA contribution from volume growth and net price realization, as % of Sales. Net Price Realization defined as Total Price less Total Cost Inflation

SEE Op EX Productivity expressed as % of Total Cost excl. D&A
SEE Digital savings > 30 bps of sales by 2025, included in Productivity metric

<sup>&</sup>lt;sup>5</sup> Adj. EPS calculated using diluted weighted average number of shares outstanding G FCF Conversion: Free Cash Flow / Adj Net Earnings





# **SEE** Automation

Susan Yang, VP SEE Automation Finance Leader and Treasurer

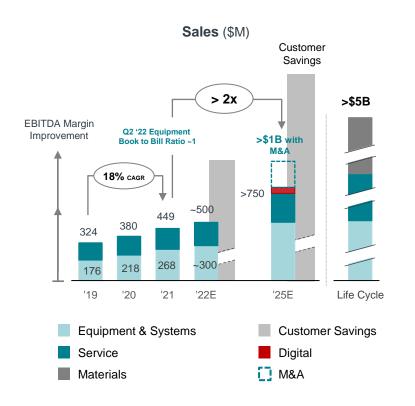
SEE Automation + Digital + Sustainability creating competitive advantage



# **SEE Automation:** Equipment & Systems + Service + Materials + Digital



Solutions multiplier creating revenue opportunity over life cycle \$5B+





Driven by customer savings with < 3-year payback

Full system solutions creating significant growth

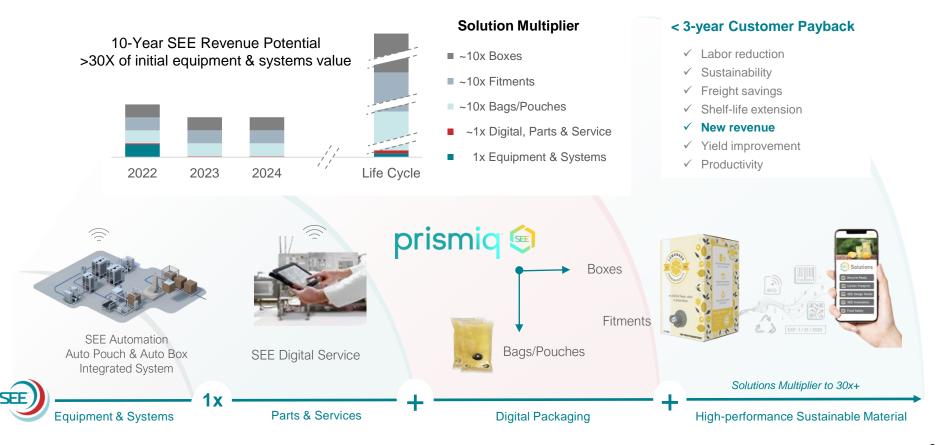
- > \$1B automation revenue by 2025
- 3~10x+ Solution multiplier over equipment life cycle

SEE Op Ex Productivity connecting to customers

## **SEE Automation: Solutions Multiplier Delivering < 3 Year Customer Payback**



Example of Bag-in-a-box liquid solutions producing > 30X sales multiplier



## **SEE Automation Powering through Supply Chain Challenges**



Capacity expansion, alternative sourcing, equipment redesign and new product innovation ...

### **Automation demand remains strong**

YTD Bookings continue to outpace revenue

### H1 revenue up 6% despite supply challenges

Investing to double SEE production capacity in the next 3 years

Partner to double supply capacity

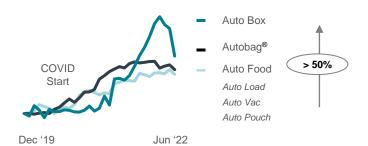
Proactive parts and components sourcing

Re-engineer equipment design to replace hard-to-source components

Innovate to bring new automation solutions

#### **Key Equipment Platforms Bookings Trend**

FY Dec 2019 to LTM Jun 2022







# People + Digital

Jannick Thomsen - VP, Chief People & Digital Officer Joe Lambert - VP Global Digital Solutions

SEE Automation + Digital + Sustainability creating competitive advantage



# Why are we so Excited about our Digital Transformation?



What does Digital mean to SEE?

How is digital driving efficiencies? What is prismiq and how is it different from your other brands?

What does it mean when we say we are putting the company on the internet?

How are you monetizing digital?

Why is digital printing transformational to SEE?

# What Digital Means to SEE: New Market Growth and Operating Efficiencies



Accelerate Annual Volume Growth by >1%, Expand Adjusted EBITDA with >40% Operating Leverage

We create **customer-first experiences** that seamlessly blend people-led and digital interactions to increase speed, efficiency and drive growth



## Unlocks \$10B+ New TAM

Revenue Growt	h	Cost Efficiency
	Process Digitization & Optimization	
	Solution Delivery & Digital Product Management	
	Digital Strategy, New Business Models, Experience Design & Success Measurement	

# prismiq Connected Solutions Create New Revenue Opportunities



\$9B+ new market opportunities created by bringing digital value to packaging

\$2B+ Market<sup>2</sup> **12% CAGR** 



#### **Digital Printing**

New print capabilities with improved service levels to drive new customer. acquisition and expanded printed packaging offerings

### **Connected Packaging**

Powerful digital marketing tool to capture new advertising and promotion revenue streams



\$6B+ Market<sup>1</sup> **10% CAGR** 

\$1B+ Market<sup>3</sup> **7% CAGR** 

### **Design Services**

Reach new customers and markets with online design for custom packaging solutions









# SEE a Sustainable Company

Sergio Pupkin, SVP & Chief Growth and Strategy Officer Myra Foster, Executive Director, Sustainability Strategy

SEE Automation + Digital + Sustainability creating competitive advantage



# **Purpose Driven... SEE Net Positive Circular Ecosystem**



SEE Solutions' economic, environmental, social benefits...exceeding investments



**Customer Benefits** 

**Delivers Performance** 

Make the world better than we find it

**Societal Benefits** 

**Improves Quality of Life** 

# **SEE Net Positive Circular Ecosystem**



Best solutions, at the right price, make them sustainable

# Eliminate Waste o Simplify the Process o Zero Harm o Automation

2025 SEE portfolio target¹ >20% fiber-based, 50% recycled/renewable content, 100% designed for recyclability/reusability

Net Zero Carbon (CO<sub>2</sub>) Emissions² by 2040; Waste Diversion by 2030³



# Purpose Driven... SEE Blueprint for a Net Positive Circular Ecosystem



SEE Solutions solve customer challenges, drive circularity and reduce GHG emissions

-	2023	2024	2025
Recyclable/Reusable Solutions	Select product portfolios	Designed for all portfolios	100% solutions recycle ready or reusable
Recycled/Renewable Content Solutions	Select product portfolios	Offer in all product portfolios	Average 50% across all portfolios
Circular Value Chain Solutions	Demonstrate for select portfolios	Scale for multiple portfolios	Broad introduction of new models
GHG Emissions Solutions	Transparent customer LCA reporting	Customer sustainability value analyses	Mitigate customer GHG emissions

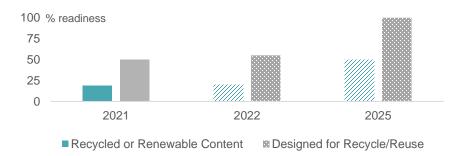
# SEE: a Sustainability Company Making our World Better than we find it



Our goals and progress for sustainable solutions and responsible production

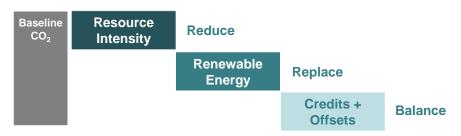
#### **Evolving our Solution Portfolio to Meet Our Sustainability Goals**

2025 Sustainability and Materials Pledge for SEE Solutions



#### Mitigating Climate Change By Decarbonizing Our Operations

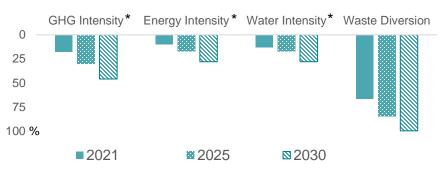
Our Path to Net Zero Scopes 1 and 2 CO<sub>2</sub> Emissions by 2040



Net Zero CO<sub>2</sub> Emissions by 2040

#### **Delivering Operational Excellence on a Global Scale**

2025/2030 Targets for Increasing Efficiency and Reducing Waste





Renewable energy at SEE's Madera California facility providing 98% of the electricity





# SEE Operational Excellence

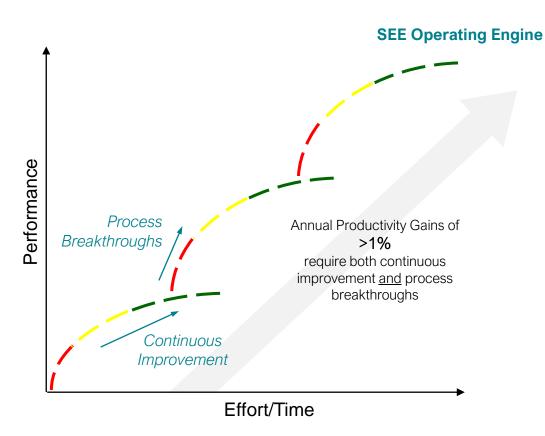
Emile Chammas, SVP & Chief Operating Officer Patrick Carr, VP Global Engineering, Digital Print, EHS



## SEE OpEx and SEE Automation Drive >1% Productivity Improvement



**Touch Time Analysis** → Eliminate Waste → Simplify the Process → Zero Harm → Digital + Touchless Automation





Breakthrough technologies, automation and digital transforming our processes

Ecosystem of connected machines and people from our facilities to our customers

Analytics to proactively improve our process





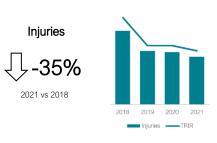
Culture of continuous improvement in our DNA

## **SEE Operating Engine Results**

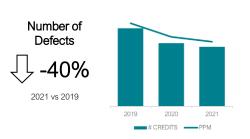


Continuous drive towards world class results despite inflation and disruptions

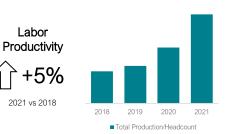
**Zero Harm** 



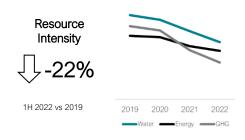
**Flawless Quality** 



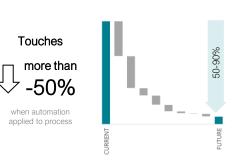
**Eliminate Waste** 



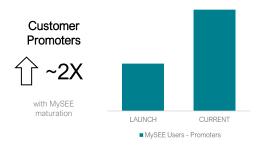
#### **Sustainability**



#### **Touchless**



#### **Every Customer a Reference**





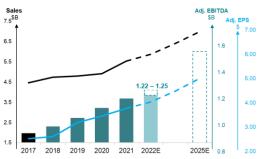




# **Capital Allocation**

Chris Stephens, SVP & Chief Financial Officer Susan Yang, VP SEE Automation Finance Leader and Treasurer





## Purpose Driven Capital Allocation Fueling SEE Operating Engine



Creating Economic Value Add (EVA) for our stakeholders, SEE ROIC Best in Class

## **Invest & Acquire to Accelerate Growth**

Accelerate SEE Automation, equipment & services Digital packaging and printing, eCommerce Expand positions in fluids, automation, digital, sustainability & geographies Portfolio realignment, proactive management

#### Innovation and SEE Ventures

Disruptive technology & entrepreneurial business models to Innovate faster Advancing sustainable & circular solutions

### 2022 Capital Expenditures Outlook ~\$250M

SEE Touchless Automation, digital, sustainability Investing ~25% in circularity & net-zero carbon emission goals ~10% in Touchless Automation & ~9% in Digital

~45% growth ~45% maintenance ~10% cost/productivity Increasing CAPEX ~5% for growth

### **Returning Capital to Shareholders**

### **Net Leverage, FCF Conversion**

Q2'22 Net Debt / Adj EBITDA 2.8x 2022 FCF Conversion<sup>1</sup> Outlook ~85 to 88%

#### Dividend

Q2'22 Cash dividend \$29M or \$0.20 per share Dividend payout ratio<sup>2</sup> ~19%

### **Share Repurchase**

Repurchased 3.9M shares for \$250M YTD June 30, 2022 \$646M remaining under current authorization

# **SEE Operating Engine Fueling Growth Acceleration**



Strong earnings power generates cash, liquidity and >\$4B dry powder

### Q2'22 Net Debt / LTM Adj. EBITDA ~2.8x

### High quality, non-investment grade

Ample access to capital markets

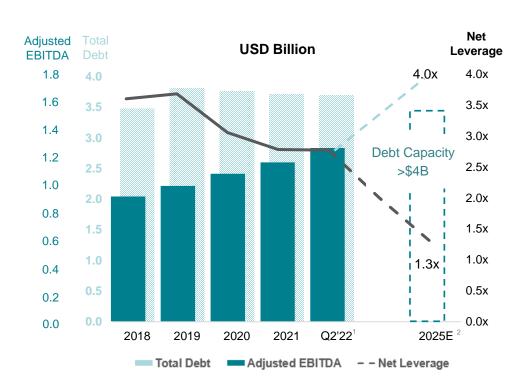
Stable leverage

### **Balanced maturity profile**

Next maturity September 2023

#### \$1.4B of liquidity available

Cash \$281M, undrawn credit facilities \$1.13B





# Appendix

U.S. GAAP Summary & Reconciliations

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

# **SE**

## Historical performance

	T	hree Months	Ended	d Jun. 30,			Year Ended Dec. 31,						
		2022	2 2021		2021		2020		2019		2019 2018		 2017
(\$M, except tax rate and per share data)  Net Sales	\$	1,418.0	\$	1,328.5	\$	5,533.8	\$	4,903.2	\$	4,791.1	\$	4,732.7	\$ 4,461.6
Pre-tax Earnings from Continuing Operations		157.1		154.4		716.2		626.2		370.3		457.8	393.3
Net Earnings from Cont. Ops.		114.4		108.6		491.2		484.1		293.7		150.3	62.8
EPS from Cont. Ops. (Diluted)	\$	0.77	\$	0.71	\$	3.22	\$	3.10	\$	1.89	\$	0.94	\$ 0.33
Effective Tax Rate		27.2%		29.7%		31.4%		22.7%		20.7%		67.2%	84.0%
Operating Cash Flow	\$	212.9	\$	199.5	\$	709.7	\$	737.0	\$	511.1	\$	428.0	\$ 424.4
U.S. GAAP Net earnings from Cont. Ops.	\$	114.4	\$	108.6	\$	491.2	\$	484.1	\$	293.7	\$	150.3	\$ 62.8
Interest expense, net		39.5		42.1		167.8		174.4		184.1		177.9	184.2
Income tax provision		42.7		45.8		225.0		142.1		76.6		307.5	330.5
Depreciation and amortization, net of adjustments		56.4		58.2		232.2		216.5		184.5		159.0	158.3
Special Items													
Restructuring charges		3.5		2.1		14.5		11.0		41.9		47.8	12.1
Other restructuring associated costs		3.8		4.8		16.5		19.5		60.3		15.8	14.3
FX loss on high inflationary economies		2.7		0.6		3.6		4.7		4.6		2.5	-
Loss on debt redemption and refinancing activities		10.5		-		18.6		-		16.1		1.9	-
Increase in fair value of equity investments		-		-		(6.6)		(15.1)		-		-	-
Impairment of equity investment / debt security		16.1		-		8.0		-		-		-	-
Novipax settlement agreement		-		-		-		-		59.0		-	-
Acquisitions and divestitures charges		(0.2)		0.8		2.6		7.1		14.9		34.2	84.1
Gain on sale of Reflectix		-		-		(45.3)		-		-		-	-
Other Special Items		4.0		0.1		3.5		6.8		29.1		(7.4)	 (13.0)
Pre-tax impact of Special Items		40.4		8.4		15.4		34.0		225.9		94.8	 97.5
Non-U.S. GAAP Adj EBITDA from Cont. Ops.	\$	293.4	\$	263.1	\$	1,131.6	\$	1,051.1	\$	964.8	\$	889.5	\$ 833.3

# LTM Adjusted EBITDA and Adjusted Tax Rate



			Three Months Ended		
(\$M)	Jun. 30, 2022	Mar. 31, 2022	Dec. 31, 2021	Sept. 30, 2021	Jun. 30, 2021
U.S. GAAP Net earnings from continuing operations	114.4	149.6	169.0	107.8	108.6
Interest expense, net	39.5	38.9	40.2	42.4	42.1
Income tax provision	42.7	59.4	78.0	46.6	45.8
Depreciation and amortization Special Items:	56.4	63.2	61.9	55.2	58.2
Restructuring charges	3.5	0.5	10.0	2.4	2.1
Other restructuring associated costs	3.8	3.1	1.0	5.4	4.8
Foreign currency exchange loss due to high inflationary economies	2.7	1.0	0.7	0.9	0.6
Loss on debt redemption and refinancing cost	10.5	0.7	3.9	14.7	-
Decrease (Increase) in fair value of equity investment	-	15.5	-	(6.6)	-
Impairment of debt/equity investments	16.1	-	8.0	-	-
Gain on sale of Reflectix	=	=	(45.3)	=	=
Charges related to acquisition and divestiture activity	(0.2)	(0.9)	0.7	0.8	0.8
Other Special Items	4.0	(4.1)	1.6	1.0	0.1
Pre-tax impact of Special Items	40.4	15.8	(19.4)	18.6	8.4
Non-U.S. GAAP Total Company Adjusted EBITDA	293.4	326.9	329.7	270.6	263.1
Last twelve months Adjusted EBITDA	1,220.6	1,190.3	1,131.6	1,080.6	1,069.3
U.S. GAAP Earnings before income tax provision	157.1	209.0	247.0	154.4	154.4
Pre-tax impact of Special items	40.4	15.8	(19.4)	18.6	8.4
Non-U.S. GAAP Adjusted Earnings before income tax provision	197.5	224.8	227.6	173.0	162.8
U.S. GAAP Income tax provision	42.7	59.4	78.0	46.6	45.8
Tax Special Items	(3.1)	(6.7)	(8.9)	(7.5)	(6.4)
Tax impact of Special Items	9.2	4.0	(9.4)	4.0	2.2
Non-U.S. GAAP Adjusted Income Tax Provision	48.8	56.7	59.7	43.1	41.6
U.S. GAAP Effective income tax rate	27.2%	28.4%	31.6%	30.2%	29.7%
Non-U.S. GAAP Adjusted income tax rate	24.7%	25.2%	26.2%	24.9%	25.6% © 202

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



	Three Months Ended June 30,					Six Months E	ıne 30,	
	2022			2021		2022		2021
(\$M, except tax rate and per share data)						<u> </u>		
Net Sales	\$	1,418.0	\$	1,328.5	\$	2,835.6	\$	2,595.6
Pre-tax Earnings from Continuing Operations		157.1		154.4		366.1		314.8
Net Earnings from Continuing Operations		114.4		108.6		264.0		214.4
EPS from Continuing Operations (Diluted)	\$	0.77	\$	0.71	\$	1.78	\$	1.39
Effective Tax Rate		27.2%		29.7%		27.9%		31.9%
Operating Cash Flow	\$	164.5	\$	119.6	\$	212.9	\$	199.5

	Three Months Ended June 30,								Six Months Ended June 30,							
	2022					2021					2022			2021		
(\$M, except per share data)	Net Earnings		Net Earnings Diluted EPS		Net	Net Earnings Diluted EPS		Net Earnings		Earnings Diluted EPS		Net Earnings		Diluted EPS		
U.S. GAAP net earnings and diluted EPS from cont. operations	\$	114.4	\$	0.77	\$	108.6	\$	0.71	\$	264.0	\$	1.78	\$	214.4	\$	1.39
Special Items		34.3		0.23		12.6		0.08		52.9		0.36		28.6		0.19
Non-U.S. GAAP Adj net earnings and adj diluted EPS(1)	\$	148.7	\$	1.01	\$	121.2	\$	0.79	\$	316.9	\$	2.13	\$	243.0	\$	1.58
Weighted average common shares outstanding - Diluted				147.5				152.7				148.5				154.0

<sup>(1)</sup> Adjusted earnings per share for the three and six months ended June 30, 2022 does not sum due to rounding.

### Q2 '22 Net Debt / Adjusted FRITDA

(\$M)	
Non-U.S. GAAP Total Company Adj EBITDA (LTM)	\$ 1,221
Total Debt	\$ 3,666
Less: cash and cash equivalents	(281)
Net Debt	\$ 3,385
Net Debt / Adjusted EBITDA	 2.8

# U.S. GAAP Reconciliations – Sales, EBITDA and EPS CAGR



			ar Ended ember 31, 2017	CAGR
(In USD millions, except per share data)				
Net Sales	\$ 5,773.7	\$	4,461.6	6%
U.S. GAAP net earnings from continuing operations	540.8		62.8	
Net impact of Special Items	73.9		279.8	
Non-U.S. GAAP adjusted net earnings	614.7		342.6	
Non-U.S. GAAP adjusted EPS from continuing operations	\$ 4.11	\$	1.81	20%
Non-U.S. GAAP Consolidated Adjusted EBITDA	\$ 1,220.6	\$	833.3	9%

### **FCF Conversion**



(\$M)		Year Ende	ed Dec 31,	
-	2019	2020	2021	3 Year Average
Cash flow provided by operating activities	511.1	737.0	709.7	
Capital Expenditures	(189.7)	<u>(181.1)</u>	<u>(213.1)</u>	
Free Cash Flow	\$ 321.4	\$ 555.9	\$ 496.6	\$ 458.0
U.S. GAAP net earnings from continuing operations	293.7	484.1	491.2	
Special Items	145.0	14.3	<u>49.6</u>	
Non-U.S. GAAP adjusted net earnings from continuing operations	\$ 438.7	\$ 498.4	\$ 540.8	\$ 492.6
FCF Conversion <sup>1</sup>	73%	112%	92%	92%