

# Q4 & FY 2022 Earnings and 2023 Outlook

**SEE** Accelerating to High Quality Growth Company

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February 9, 2023 Conference Call Supplement (Unaudited Results)

## 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 expected benefits, synergies and accretive value resulting from the Liquibox acquisition, the SEE Operating Model grow th targets, the Reinvent SEE 2.0 grow th 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 February 9, 2023 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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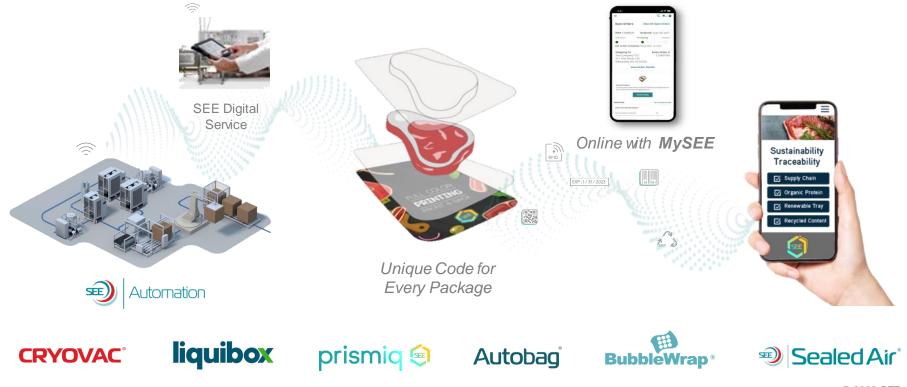
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### Vision:

To become a world class company partnering with our customers on automation, digital and sustainability packaging solutions

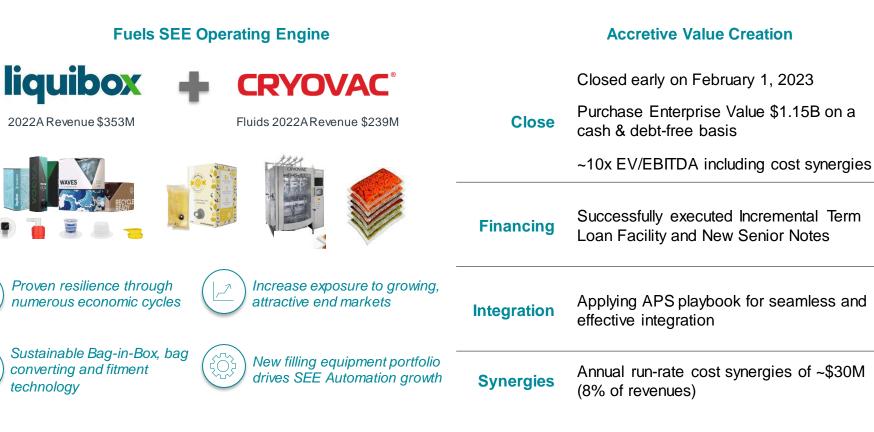
### Purpose:

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



## Liquibox Transaction Presents an Attractive Growth Business

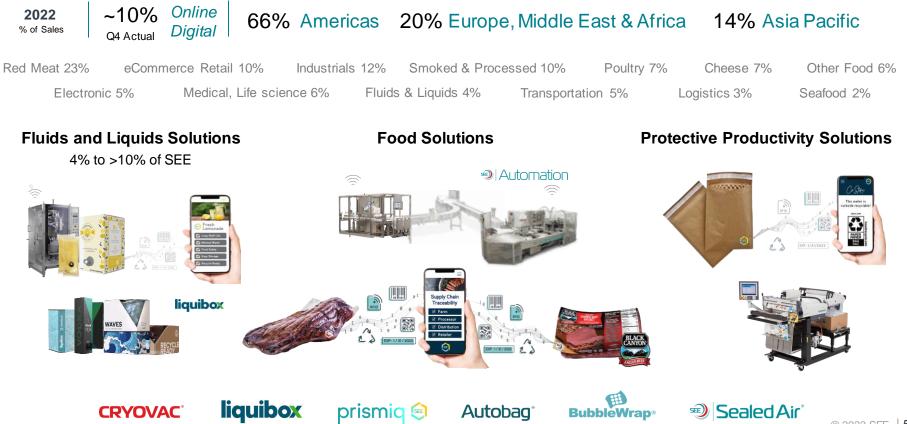
Accelerates growth of Fluids & Liquids Business, Cryovac's most profitable business unit



## SEE Automation + Digital + Sustainability Growing Faster than Markets

SEE)

SEE Solutions designed with < 3 year customer payback



### Announcing Reinvent SEE 2.0 for 2023 - 2027

Following the success of Reinvent SEE, we now advance into the next phase of our transformation

### World-Class Company

### Automation, Digital and Sustainability Solutions for Packaging

2027 Target: Sales > \$7.5B | Adj. Earnings > \$1.7B | Adj. EPS ~ \$6/share | >150bps margin expansion

### **SEE Operating Model / Engine**

Grow faster than the markets we serve

Accelerate MySEE online transformation

Simplify and digitize organizational structure, \$35-45M cost out over next 12-18 months

Accelerating Growth Platforms from product to customer first solutions approach

Automating & Digitizing Global Network with SEE Touchless Automation

Expand Fluids & Liquids vertical leveraging Cryovac® and Liquibox competitive capabilities

### **Reinvent SEE**

CAGR 2018 – 2022 : Sales 5% | Adj. Earnings 8% | Adj. EPS 18% | 270bps margin expansion

 $\checkmark$  Reset organization and performance metrics

✓ Established Growth Platforms and digital transformation

✓ Founded SEE Operating Model / Engine

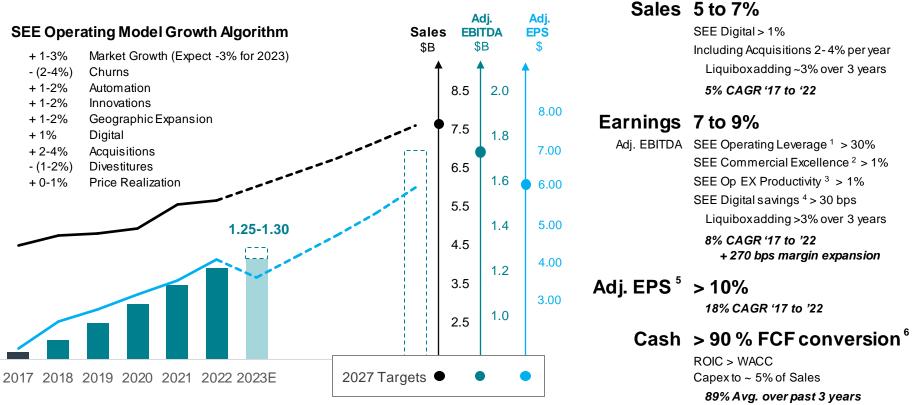
✓ Developed SEE Operational Excellence

Delivered transformational results overcoming numerous challenges

## SEE Operating Model ... Reinvent SEE 2.0 Accelerating towards World-Class



SEE Automation + Digital + Sustainability driving to ~ \$6 EPS by 2027



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

<sup>2</sup> Adj. EBITDA contribution from volume growth and net price realization, as % of Sales. Net Price Realization defined as YoY Price less inflation on Direct Material, Non-Material and Labor costs

<sup>3</sup> SEE Op EX Productivity expressed as % of Total Cost excl. D&A <sup>4</sup> SEE Digital savings > 30 bps of sales by 2025, included in Productivity metric

<sup>5</sup> Adj. EPS calculated using diluted weighted average number of shares outstanding <sup>6</sup> FCF Conversion: Free Cash Flow / Adj Net Earnings

## Q4 and FY2022 Results

SEE Operating Engine powering through adversity in 2022, stronger growth in 2023

## Q4 2022

Sales Net Sales

**\$1.41B** 

**Down (8%) as reported** Down (4%) constant currency Earnings Adj. EBITDA

## \$297M

**Down (10%) as reported** Down (7%) constant currency

### Earnings / Share Adj. EPS

## \$0.99

*Down (12%) as reported Down (7%) constant currency* 

## FY 2022

Sales Net Sales

\$5.64B

**Up 2% as reported** Up 6% constant currency Earnings Adj. EBITDA

# \$1,210M

Up 7% as reported Up 10% constant currency Earnings / Share Adj. EPS

## \$4.10

**Up 15% as reported** Up 20% constant currency **Cash** Free Cash Flow

\$376M

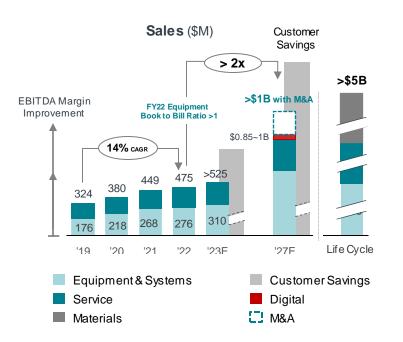
FY'21: \$497M Capex up 11%

2022 FY Sales and Earnings growth 110bps margin expansion in a challenging environment

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



Capacity expansion, automation and innovation to drive unprecedented growth



"We are moving the business to you because where you are taking the business and what that will mean for us." - Converted customer 2022 Equipment & Services at \$475M, up 10% YoY in constant dollarRecord quarter in Q4, equipment revenue up 24% YoYGaining share in protein automation with materials pull through

Strong Innovation pipeline to bring new automation solutions Automation demand remains strong Full year bookings outpace revenue

Supply shortages, though improved, continue to remain challenging Expect to deliver double digit growth, or > **\$525M** in 2023

**Expand equipment solutions** and Automation Services Broaden network of strategic partners for faster growth

Incremental fiber-based materials pull through via Auto Boxing & Liquibox

**Releasing bottlenecks** to drive growth in 2023 Investing to double capacity in the next 3 years Partner with suppliers to expand components sourcing options Re-engineer equipment design to replace hard-to-source parts

## Q4 and FY 2022 YoY Sales Performance

SEE delivered organic growth across all segments and regions in FY 2022

		Seg	ments		Regions	•
(\$M)	SEE	Food	Protective	Americas	EMEA	Asia Pacific
Q4 Sales	\$1,406	\$874	\$532	\$910	\$303	\$193
As Reported Change	(8%)	-0%	-19%	-8%	-6%	-14%
Constant Dollar Change	(4%)	4%	-15%	-7%	5%	-3%
Organic Change	(4%)	4%	-14%	-6%	4%	-3%
% of Sales	100%	62%	38%	65%	21%	14%
FY Sales	\$5,642	\$3,317	\$2,325	\$3,718	\$1,160	\$763
As Reported Change	2%	7%	-4%	6%	-3%	-6%
Constant Dollar Change	6%	11%	-0%	6%	7%	2%
Organic Change	7%	11%	1%	8%	7%	3%
% of Sales	100%	59%	41%	66%	21%	13%

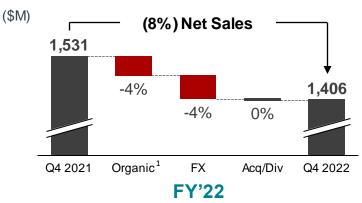


## SEE Q4 and FY 2022 Performance

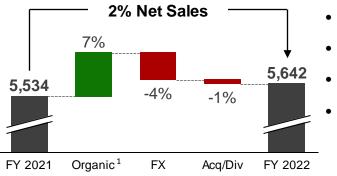
Q4'22



### Net Price Realization and Productivity driving FY 2022 margin expansion



- SEE Q4 sales impacted by FX headwinds and organic decline, down (4%)
- Q4 Adj EBITDA of \$297M, *down (10%)* as reported, *down (7%)* constant dollar
- Adj EBITDA margin of 21.1%, down (40) bps
- Net Price Realization<sup>2</sup> and productivity gain partially offset profit impact on lower volumes and FX headwinds

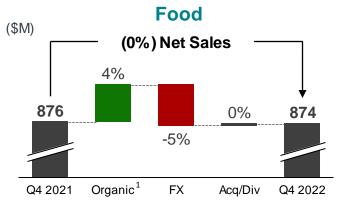


- SEE FY sales benefit from organic growth, up 7%, or 6% constant dollar
- FY Adj EBITDA of \$1,210M, up 7% as reported, up 10% constant dollar
- Adj EBITDA margin of 21.5%, up 110 bps
- Margin expansion driven by Net Price Realization<sup>2</sup> and productivity gain offsetting profit impact on lower volumes, higher operating costs and FX headwinds

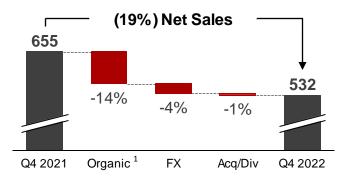
<sup>2</sup> Net Price Realization = YoY Price less inflation on Direct Material, Freight, Non-Material and Labor costs

## **Q4 2022 Segment Performance**

Net Price Realization and Productivity driving steady margin



### **Protective**



- Food Q4 sales benefit from organic growth, up 4%, positive growth across all regions
- Q4 Adj. EBITDA of \$202M, *down (1%)* as reported, *up 2%* constant dollar
- Adj. EBITDA margin of 23.1%, down (20) bps
- Net Price Realization<sup>2</sup> and productivity gain partially offset profit impact on lower volumes and FX headwinds
- Protective Q4 organic sales *down (14%)* driven by destocking and lower market demand
- Q4 Adj. EBITDA of \$102M, *down (19%)* as reported, *down (15%)* constant dollar
- Adj. EBITDA margin of 19.2%, down (10) bps
- *Margin held steady* with Net Price Realization<sup>2</sup> and lower operating costs offsetting profit impact on lower volumes and FX headwinds

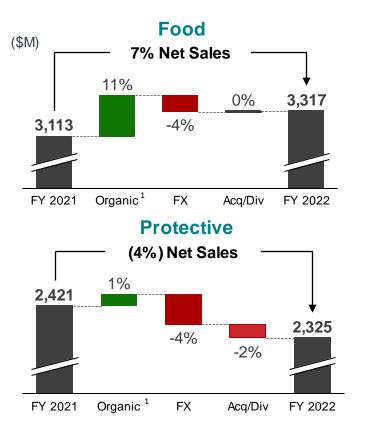
SEE

<sup>1</sup> Organic refersto changes in unit volume, mix and price

<sup>2</sup> Net Price Realization = YoY Price less inflation on Direct Material, Freight, Non-Material and Labor costs

## FY 2022 Segment Performance

Net Price Realization and Productivity driving margin expansion



- Food FY sales benefit from *strong organic growth*, *up 11%,* driven by strong performance across the global portfolio
- FY Adj. EBITDA of \$755M, up 10% as reported, up 13% constant dollar
- Adj. EBITDA margin of 22.8%, up 70 bps
- *Margin expansion* driven by Net Price Realization<sup>2</sup> and productivity offsetting profit impact on lower volumes and FX headwinds
- Protective FY organic sales growth up 1% despite end market declines and overall demand pressure
- FY Adj. EBITDA of \$466M, *up* 4% as reported, *up* 8% constant dollar
- Adj. EBITDA margin of 20.0%, up 160 bps
- *Margin expansion* driven by Net Price Realization<sup>2</sup> offsetting profit impact on lower volumes, higher operating costs and FX headwinds

## 2022 Free Cash Flow



### Investing in Capex, increase in inventory due to higher material costs and strategic stock builds

(\$M)	Twelve Months	Ended Dec 31,
	2022	2021
Adjusted EBITDA	1,210	1,132
Interest payments, net of interest income	(167)	(168)
Income tax payments, net of refunds	(192)	(113)
Reinvent SEE, restructuring & assoc. payments	(22)	(28)
Change in trade working capital, net <sup>1</sup>	(247)	(55)
Change in other assets/liabilities	31	(58)
Cash flow provided by operating activities	613	710
Capital expenditures	(237)	(213)
Free Cash Flow	/ 376	497

## Leverage inventory position to drive growth

<sup>1</sup> Includes cash from trade receivables, inventory, customer advance payments, and accounts payable net

## 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

Accretive M&A to drive 2 to 4% revenue growth Accelerate SEE Automation, equipment & services Digital packaging and printing, eCommerce Fluids & Liquids, sustainable solutions 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: \$237M

SEE Touchless Automation, digital, sustainability Investing ~25% in circularity & net-zero carbon emission goals ~9% in Touchless Automation & ~8% in Digital

#### ~45% growth ~45% maintenance ~10% cost/productivity

### **Returning Capital to Shareholders**

### Net Leverage, FCF Conversion

Q4'22 Net Debt / Adj EBITDA 2.7x 2022 FCF Conversion<sup>1</sup> 62% 2023 FCF Conversion<sup>1</sup> ~94%

### Dividend

Q4'22 Cash dividend \$29M or \$0.20 per share 2022 Cash dividend paid ~\$118M 2022 Dividend payout ratio<sup>2</sup> ~20%

### **Share Repurchase**

Repurchased 4.5M shares for \$280M YTD Dec. 30, 2022 \$616M remaining under current authorization

# **2023 Outlook – SEE Operating Engine Powering through**



H1 Challenged, H2 strong, Liquibox adding 6% for full year profitable growth

Net Sales \$5.85 to \$6.10B

Up 4% to 8% Organic down 1% to up 3% FX Impact ~(1%) Acq/Div Impact, net<sup>1</sup> ~\$350M

## Adj. EBITDA \$1.25B to \$1.30B

Up 3% to 7% FX Impact ~(1%) Margin ~21% Adj. EPS \$3.50 to \$3.80

Down 15% to 7% D&A ~\$275M Interest Exp, Net ~\$275M Adjusted Tax rate ~26% to 27%

## Free Cash Flow \$475 to \$525M

Capex ~\$260M to \$280M Cash Taxes<sup>2</sup> ~\$240M to \$250M Restructuring ~\$23M

### **Outlook Range**

- Inflationary pressures continue
- Destocking persists
- Macro-economic pressures
- Geopolitical risks

- + M&A > 6% from Liquibox
- + SEE Automation & Digital growth
- + Share gain acceleration
- + Product Innovations
- + Geographic expansion

<sup>1</sup> Includes Liquibox acquisition completed Feb 2022 (Food segment)

<sup>2</sup> Tax payments exclude the impact of the tentative agreement reached with IRS to resolve the dispute regarding the deductibility of the W. R. Grace settlement payments



# Appendix

U.S. GAAP Summary & Reconciliations

## 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  $\rightarrow$  simplify process  $\rightarrow$  remove people from harm's way  $\rightarrow$  automate "touchless" Data  $\rightarrow$  Information  $\rightarrow$  Direction  $\rightarrow$  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 Net Positive Circular Ecosystem**

Best solutions, at the right price, make them sustainable





## Liquibox Packaging Solutions Designed for a Circular Ecosystem

Leveraging innovation to drive growth and sustainability



### Liquibox's Success



↓ 48% in weight

### 2025 Goal

# 10% reduction

In total weight of tap solutions

### Recycle-ready Solutions

Offered for every product category

### Renewable or Recycled Content

For beverage, liquid food, and non-food applications

### How to recycle bag-in-box in 3 easy steps



Sustainable products in the pipeline



Liquipure<sup>®</sup> bio-based bag & fitment Liquipure® PCR bag

## **YoY Sales Trends**

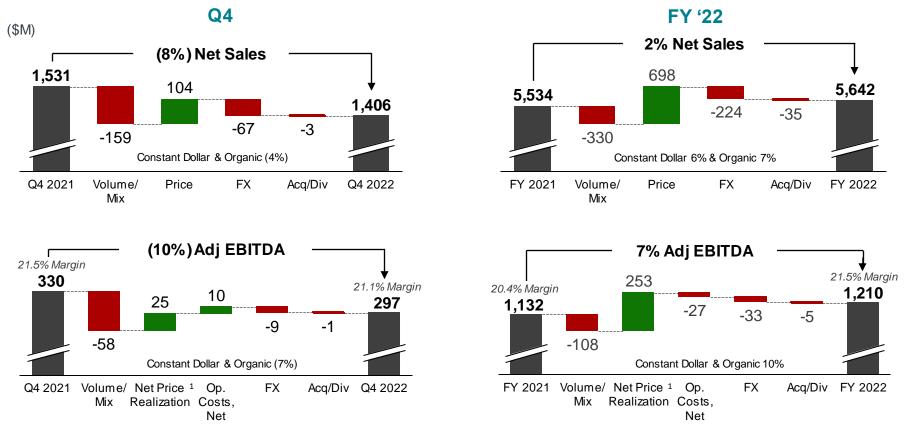
### SEE delivered constant dollar growth driven by Food mostly due to price

2021		Growth %			Growth %				,	Volume/Mix %						Price %								
2022			As R	eporte	ed			Constant Dollar				Excluding M&A						Excluding M&A						
	<u>Q4</u>	<u>Q1</u>	<u>Q2</u>	<u>Q3</u>	<u>Q4</u>	<u>FY</u>	<u>Q4</u>	<u>Q1</u>	<u>Q2</u>	<u>Q3</u>	<u>Q4</u>	<u>FY</u>	<u>Q4</u>	<u>Q1</u>	<u>Q2</u>	<u>Q3</u>	<u>Q4</u>	<u>FY</u>	<u>Q4</u>	<u>Q1</u>	<u>Q2</u>	<u>Q3</u>	<u>Q4</u>	<u>FY</u>
Food	16	15	9	4	0	7	17	18	13	9	4	11	6	2	(2)	(4)	(3)	(2)	11	17	15	13	7	13
Protective	12	8	3	(6)	(19)	(4)	13	10	7	(2)	(15)	(0)	1	(3)	(8)	(12)	(20)	(11)	13	15	17	12	6	12
SEE	14	12	7	0	(8)	2	15	15	11	5	(4)	6	4	(1)	(5)	(7)	(10)	(6)	12	16	16	13	7	13
Americas	18	18	13	3	(8)	6	19	18	13	4	(7)	6	3	(1)	(5)	(9)	(12)	(7)	17	21	20	14	5	15
EMEA	. 11	4	(4)	(6)	(6)	(3)	13	11	7	7	5	7	9	1	(6)	(6)	(7)	(5)	5	10	12	12	11	11
APAC	3	(1)	(3)	(5)	(14)	(6)	4	4	5	5	(3)	2	2	1	0	(1)	(8)	(2)	3	3	5	6	6	5
SEE	14	12	7	0	(8)	2	15	15	11	5	(4)	6	4	(1)	(5)	(7)	(10)	(6)	12	16	16	13	7	13



## **SEE Net Sales & Adjusted EBITDA**

### Net Price Realization and Productivity driving margin expansion in FY 2022

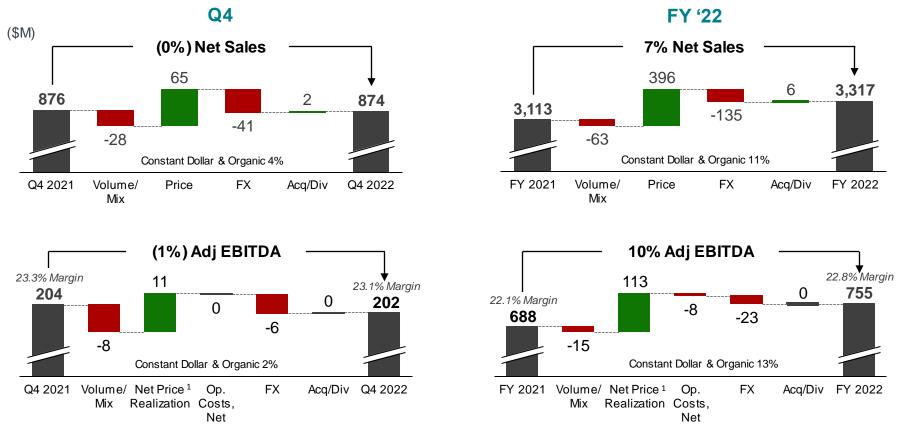


<sup>1</sup> Net Price Realization = YoY Price less Direct Material Inflation, Non-Material Inflation, and Labor Inflation



## Food Net Sales & Adjusted EBITDA

Net Price Realization and Productivity driving margin expansion in FY 2022

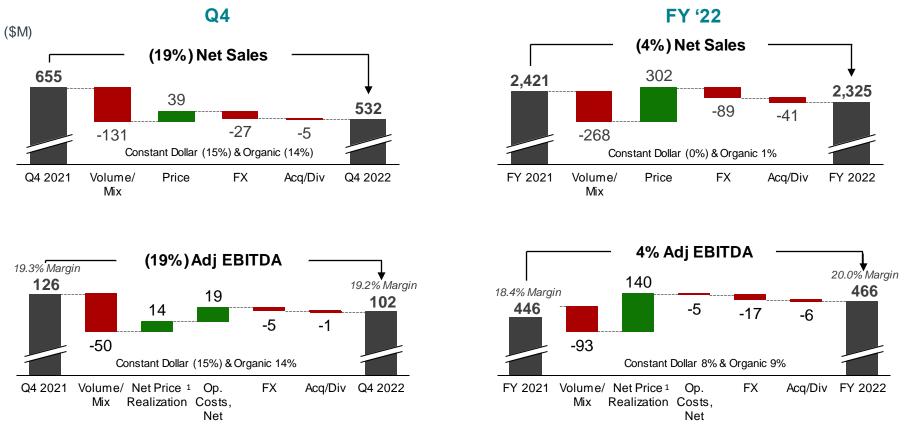


<sup>1</sup> Net Price Realization = YoY Price less Direct Material Inflation, Non-Material Inflation, and Labor Inflation

SE

## **Protective Net Sales & Adjusted EBITDA**

Net Price Realization and Productivity driving margin expansion in FY 2022

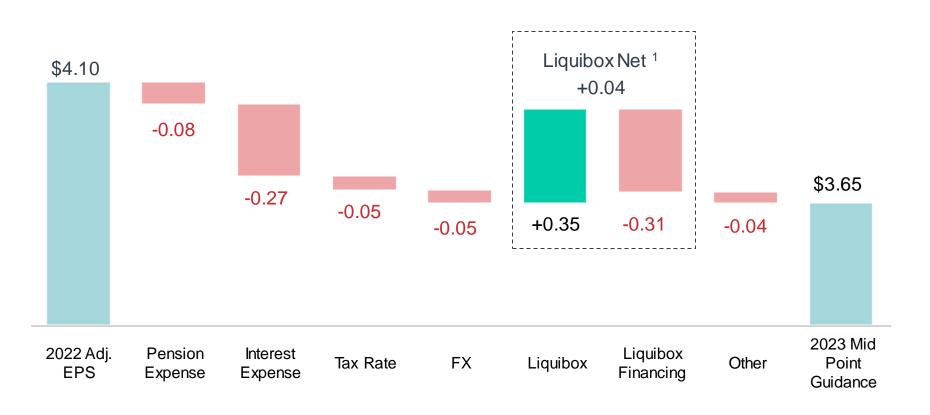


<sup>1</sup> Net Price Realization = YoY Price less Direct Material Inflation, Non-Material Inflation, and Labor Inflation

**SED** 

## 2023 Adj. EPS Guidance Walk

Lower 2023 Adj. EPS driven by non-operational items; Liquibox contributing \$0.04 per share





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



### Historical performance

	Three Months Ended Dec. 31,				Year Ended Dec. 31,										
		2022		2021	2022		2021		2020		2019		2018		
(\$M, except tax rate and per share data)															
Net Sales	\$	1,405.9	\$	1,531.5	\$	5,641.9	\$	5,533.8	\$	4,903.2	\$	4,791.1	\$ 4	4,732.7	
Pre-tax Earnings from Continuing Operations		179.2		247.0		729.3		716.2		626.2		370.3		457.8	
Net Earnings from Cont. Ops.		94.7		169.0		491.3		491.2		484.1		293.7		150.3	
EPS from Cont. Ops. (Diluted)	\$	0.65	\$	1.12	\$	3.33	\$	3.22	\$	3.10	\$	1.89	\$	0.94	
Effective Tax Rate		47.2%		31.6%		32.6%		31.4%		22.7%		20.7%		67.2%	
Operating Cash Flow	\$	292.5	\$	332.2	\$	613.3	\$	709.7	\$	737.0	\$	511.1	\$	428.0	
U.S. GAAP Net earnings from Cont. Ops.	\$	94.7	\$	169.0	\$	491.3	\$	491.2	\$	484.1	\$	293.7	\$	150.3	
Interest expense, net		43.0		40.2		162.3		167.8		174.4		184.1		177.9	
Income tax provision		84.5		78.0		238.0		225.0		142.1		76.6		307.5	
Depreciation and amortization, net of adjustments		57.8		61.9		236.8		232.2		216.5		184.5		159.0	
Special Items															
Restructuring charges		7.5		10.0		12.1		14.5		11.0		41.9		47.8	
Other restructuring associated costs		0.8		1.0		9.3		16.5		19.5		60.3		15.8	
Fx loss due to high inflationary economies		2.9		0.7		8.8		3.6		4.7		4.6		2.5	
Loss on debt redemption and refinancing activities		-		3.9		11.2		18.6		-		16.1		1.9	
Fair value (gain)/impairment loss on equity															
investments		(1.0)		-		30.6		(6.6)		(15.1)		-		-	
Impairment of debt investments		-		8.0		-		8.0		-		-		-	
Novipax settlement agreement		-		-		-		-		-		59.0		-	
Charges related to acquisition and divestiture activity		3.9		0.7		3.1		2.6		7.1		14.9		34.2	
Gain on sale of Reflectix		-		(45.3)		-		(45.3)		-		-		-	
Other Special Items		3.1		1.6		6.7		3.5		6.8		29.1		(7.4)	
Pre-tax impact of Special Items		17.2		(19.4)		81.8		15.4		34.0		225.9		94.8	
Non-U.S. GAAP AdjEBITDA from Cont. Ops.	\$	297.2	\$	329.7	\$	1,210.2	\$	1,131.6	\$	1,051.1	\$	964.8	\$	889.5	

## LTM Adjusted EBITDA and Adjusted Tax Rate

(\$M)	_Dec. 31, 2022_	Sep. 30, 2022	Three Months Ended Jun. 30, 2022	Mar. 31, 2022	Dec. 31, 2021
U.S. GAAP Net earnings from continuing operations	94.7	132.6	114.4	149.6	169.0
Interest expense, net	43.0	40.9	39.5	38.9	40.2
Income tax provision	84.5	51.4	42.7	59.4	78.0
Depreciation and amortization	57.8	59.4	56.4	63.2	61.9
Special Items:					
Restructuring charges	7.5	0.6	3.5	0.5	10.0
Other restructuring associated costs	0.8	1.6	3.8	3.1	1.0
Foreign currency exchange loss due to high inflationary economies	2.9	2.2	2.7	1.0	0.7
Loss on debt redemption and refinancing activities	-	-	10.5	0.7	3.9
Fair value (gain) / impairment loss on equity investments	(1.0)	-	16.1	15.5	-
Impairment of debt investments	-	-		-	8.0
Gain on sale of Reflectix	-	-	-	-	(45.3)
Charges related to acquisition and divestiture activity	3.9	0.3	(0.2)	(0.9)	0.7
Other Special Items	3.1	3.6	4.0	(4.1)	1.6
Pre-tax impact of Special Items	17.2	8.3	40.4	15.8	(19.4)
Non-U.S. GAAP Total Company Adjusted EBITDA	297.2	292.6	293.4	326.9	329.7
Last twelve months Adjusted EBITDA	1,210.2	1,242.7	1,220.6	1,190.3	1,131.6
U.S. GAAP Earnings before income tax provision	179.2	184.0	157.1	209.0	247.0
Pre-tax impact of Special items	17.2	8.3	40.4	15.8	(19.4)
Non-U.S. GAAP Adjusted Earnings before income tax provision	196.4	192.3	197.5	224.8	227.6
U.S. GAAP Income tax provision	84.5	51.4	42.7	59.4	78.0
Tax Special Items	(36.0)	(3.6)	(3.1)	(6.7)	(8.9)
Tax impact of Special Items	2.8	1.5	9.2	4.0	(9.4)
Non-U.S. GAAP Adjusted Income Tax Provision	51.3	49.3	48.8	56.7	59.7
U.S. GAAP Effective income tax rate	47.2%	27.9%	27.2%	28.4%	31.6%
Non-U.S. GAAP Adjusted income tax rate	26.1%	25.6%	24.7%	25.2%	26.2%

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

	Three	e Months End	ed Dec	<u>ember31,</u>	Year Ended December 31,				
		2022		2021		2022		2021	
(\$M, except tax rate and per share data)									
Net Sales	\$	1,405.9	\$	1,531.5	\$	5641.9	\$	5,533.8	
Pre-tax Earnings from Continuing Operations		179.2		247.0		729.3		716.2	
Net Earnings from Continuing Operations		94.7		169.0		491.3		491.2	
EPS from Continuing Operations (Diluted)	\$	0.65	\$	1.12	\$	3.33	\$	3.22	
Effective Tax Rate		47.2%		31.6%		32.6%		31.4%	
Operating Cash Flow	\$	292.5	\$	332.2	\$	613.3	\$	709.7	

		Three Months Ended December 31,							Year Ended December 31,							
	2022					2021			2022				2021			
(\$M, except per share data)	Net	Net Earnings [		Diluted EPS		Net Earnings		Diluted EPS		Earnings	Diluted EPS		Net Earnings		Diluted EPS	
U.S. GAAP net earnings and diluted EPS from Cont. Ops.	\$	94.7	\$	0.65	\$	169.0	\$	1.12	\$	491.3	\$	3.33	\$	491.2	\$	3.22
Special Items		50.4		0.34		(1.1)		(0.01)		113.7		0.77		49.6		0.33
Non-U.S. GAAP Adj net earnings and adj diluted EPS <sup>1</sup>	\$	145.1	\$	0.99	\$	167.9	\$	1.12	\$	605.0	\$	4.10	\$	540.8	\$	3.55
Weighted average common shares outstanding - Diluted			146.1			150.3			147.4			147.4				152.4

<sup>1</sup> Adjusted earnings per share for the three months ended December 31, 2021 does not sum due to rounding.

#### Q4 '22 Net Debt / Adjusted EBITDA

(\$M)	
Non-U.S. GAAP Total CompanyAdj EBITDA (LTM)	\$ 1,210
Total Debt	\$ 3,678
Less: cash and cash equivalents	 (456)
Net Debt	\$ 3,222
Net Debt / Adjusted EBITDA	 2.7

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

_	Dece	r Ended ember 31, 2022	Yea Dec	CAGR	
(In USD millions, except per share data)					
Net Sales	\$	5,641.9	\$	4,461.6	5%
U.S. GAAP net earnings from continuing operations		491.3		62.8	
Net impact of Special Items		113.7		279.8	
Non-U.S. GAAP adjusted net earnings		605.0		342.6	
Non-U.S. GAAP adjusted EPS from continuing operations	\$	4.10	\$	1.81	18%
Non-U.S. GAAP Consolidated Adjusted EBITDA	\$	1,210.2	\$	833.3	8%

### **FCF Conversion**

(\$M)		Year Ende	d Dec 31,	
-	2020	2021	2022	3 Year Average
Cash flow provided by operating activities	737.0	709.7	613.3	
Capital Expenditures	<u>(181.1)</u>	<u>(213.1)</u>	<u>(237.3)</u>	
Free Cash Flow	\$ 555.9	\$ 496.6	\$ 376.0	\$ 476.2
	40.4.4	401.2	401.2	
U.S. GAAP net earnings from continuing operations	484.1	491.2	491.3	
Special Items	14.3	<u>49.6</u>	<u>113.7</u>	
Non-U.S. GAAP adjusted net earnings from continuing operations	\$ 498.4	\$ 540.8	\$ 605.0	\$ 548.1
FCF Conversion <sup>1</sup>	112%	<b>92</b> %	62%	89%

## **Components of Change in Net Sales**

### By segment and region

						<u>mbe</u> r 31,							
	(\$M)		Food				Protec	tive		Total Company			
2021 N	let Sales	\$	876.5	5	7.2%	\$ 6	655.0	42	2.8% \$	5	1,535 5	100.0%	
	Price		64.7		7.4%		38.8	5	5.9%		103.5	6.8%	
	Volume <sup>1</sup>		(28.0)	(3	<u>3.2)%</u>	(1	<u>30.7)</u>	(19.	.9)%		(158.7)	(10.4)%	
Total organic (non-U.S	change GAAP)		36.7		4.2%	(9	91.9)	(14.	.0)%		(55.2)	(3.6)%	
Acquisition (Div	/estiture)		1.6		0.2%	(	(4.7)		7)%		(3.1)	(0.2)%	
Total constant dolla													
	6. gaap)		38.3		4.4%	(9	96.6)	(14.	7)%		(58.3)	(3.8)%	
Foreign currency tr			(40.9)		4. <u>7)%</u>		26.4)		1)%		(67.3)	(4.4)%	
Total change (U.S	6. GAAP)		(2.6)	()	0.3 <u>)%</u>	(12	<u>23.0)</u>	<u>(18</u>	<u>.8)%</u>		(125.6)	(8.2)%	
2022 N	et Sales	\$	873.9	6	62.2%	\$ 5	32.0	37	7.8% _	;	1,405.9	100.0%	
					Three	<u>Months En</u>	d <u>ed D</u>	ecember	31,				
(\$M)		America	S		EMEA	\		APA	С		Total		
2021 Net Sales	\$	987.0	64.4%	\$	321.3	21.0%	\$	223.2	14.6%	\$	1,531.5	100.0%	
Price		54.2	5.5%		36.8	11.4%		12.5	5.6%		103.5	6.8%	
Volume <sup>1</sup>		<u>(116.1)</u>	<u>(11.8)%</u>		(23.9)	(7.4)%		(18.7)	(8.4)%		(158.7)	(10.4)%	
Total organic change													
(non-U.S. GAAP)		(61.9)	(6.3)%		12.9	4.0%		(6.2)	(2.8)%		(55.2)	(3.6)%	
(Divestiture) Acquisition		(4.7)	(0.4)%		1.6	0.5%		_	-%		(3.1)	<u>(0.2)%</u>	
Total constant dollar change (non-													
U.S. GAAP)		(66.6)	(6.7)%		14.5	4.5%		(6.2)	(2.8)%		(58.3)	(3.8)%	
Foreign currency translation		(10.6)	<u>(1.1)%</u>		(32.5)	<u>(10.1)%</u>		(24.2)	<u>(10.8)%</u>		(67.3)	(4.4)%	
Total change (U.S. GAAP)		(77.2)	<u>(7.8)%</u>		(18.0)	<u>(5.6)%</u>		(30.4)	<u>(13.6)%</u>		(125.6)	<u>(8.2)%</u>	
2022 Net Sales	\$	909.8	64.7%	\$	303.3	21.6%	\$	192.8	13.7%	\$	1,405.9	100.0%	

<sup>1</sup> Volume includes the net impact of changes in unit volume as well as the period-to-period change in the mix of products sold