# 2021 Fourth Quarter & Full Year Earnings 2022 Outlook

"Deep Dive" on SEE Automation 3 Year Plan

Ted Doheny, President & CEO Chris Stephens, SVP & CFO Lori Chaitman, VP Investor Relations

February 17, 2022 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 (including the operating models), 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.

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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 17, 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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## Q4 & 2021 Financial Results

Solid SEE Operating Engine performance against inflation, supply & COVID disruptions

## Q4 2021

Net Sales \$1.5B; +14%, +16% organic

Adj. EBITDA \$330M; +18%

Adj. EPS \$1.12; +26%

## **FY 2021**

Net Sales \$5.5B; +13%, +12% organic

Adj. EBITDA \$1.13B; +8%

Adj. EPS \$3.55; +11%

Free Cash Flow \$497M vs. \$556M in 2020

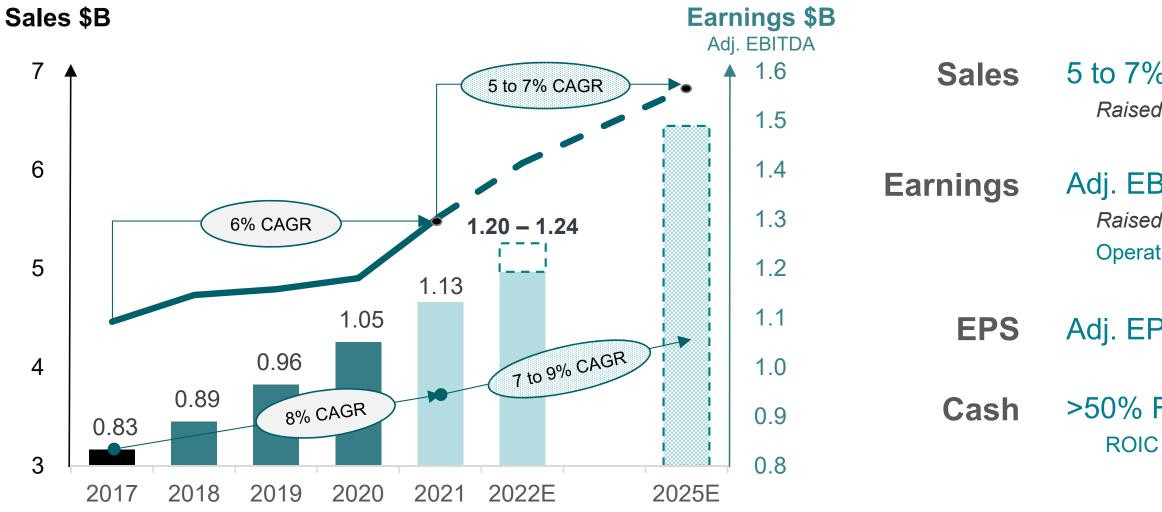
Additional after-tax proceeds of \$65M<sup>1</sup> from Reflectix portfolio divestiture

# SEE Operating Engine Performing from Innovate to Solve



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

Zero Harm, People + Digital Culture, SEE Automation & Sustainability creating an inimitable competitive advantage



## **SEE Operating Model**

Reflecting Increased Growth Targets for Automation, Digital & Sustainability



5 to 7% growth Raised from 3 to 5% growth

#### Adj. EBITDA 7 to 9% growth

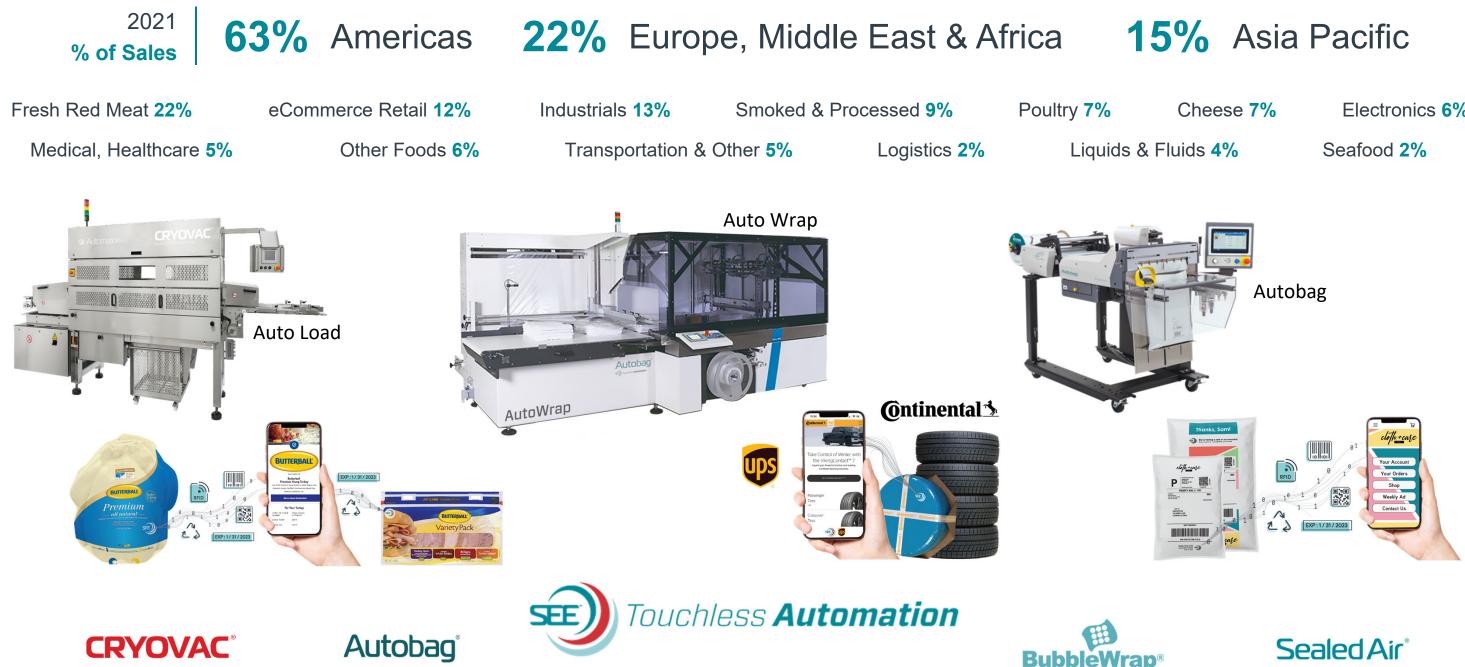
Raised from 5 to 7% growth Operating Leverage<sup>1</sup> >30%

Adj. EPS >10% growth

>50% FCF conversion<sup>2</sup> ROIC > WACC

## **SEE Solutions for Critical Packaging Challenges**

Market driven solutions: SEE Automation, digital and sustainability powering global growth





#### Electronics 6%

# **SEE Automation:** Equipment & Systems • Service • Materials

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

Customer savings & productivity gains to drive payback < 3 years Digitally connecting to 100K+ equipment installed base 3x+ Solutions Multiple through High-Performance materials & service Accelerating Innovation while improving EBITDA margin Invest to double equipment production capacity over the next 3 Years



# **Solving for Customer Savings & Challenges**

Best Solutions • Right Price • Make them Sustainable





# **SEE Automation Creating < 3 Yr. Customer Payback**

ated packaging br

Minimize waste, Maximize productivity, Digitally enhance Customer's Brand

#### **Sustainability**



RENEWABLE MATERIALS

Labor Productivity Flawless Quality



**Auto Load** 

Touchless Labor Productivity Waste reduction





**Digital printing** Block chain- track & trace Smart packaging Brand enhancement



CRYOVAC

#### State of Art **Vision Systems**



Reject

Touchless Line speed Waste reduction

Flawless Quality Traceability Process efficiency

SEE)

Accept



#### **Auto Vac**

Touchless



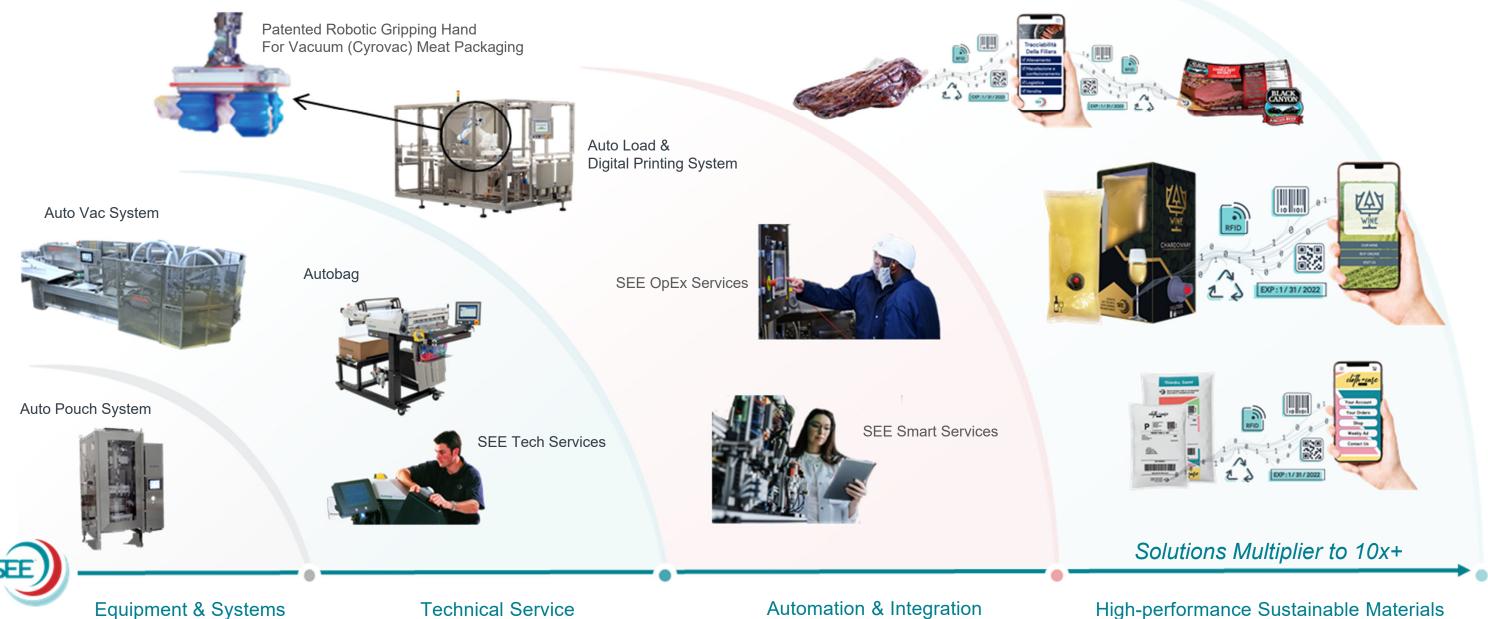






# **SEE Automation Solutions Multiplier**

High-performance materials, Smart services and digital creating an inimitable packaging experience





## SEE Automation, Digital & Sustainability Fueling Earnings Growth

SEE portfolio<sup>1</sup>: ~15% fiber-based, ~20% recycled/renewable content, ~50% designed for recyclability/reusability

### **Environmental Goals**

Net Zero Carbon (CO2) Emissions<sup>2</sup> by 2040 Zero waste by 2030<sup>3</sup> GHG, water & energy intensity improvements 2021E Reductions: 14%, 5%, 8% respectively

## **2025 Sustainability Pledge**

100% of solutions designed for recyclability or reusability 50% recycled or renewable content Collaborate to enable development of recycling infrastructure

# **Best Solutions, Right Price, Make them Sustainable**

Eliminate Waste  $\rightarrow$  Simplify the Process  $\rightarrow$  Zero Harm  $\rightarrow$  Digital & Touchless Automation

SEE Operations --- SEE) Touchless Automation -- Customer Operations ------ Consumer Store/Home

**SEE Touchless Operations** 

#### Auto... Load, Bag & Digital Print

Automated Protein System



| PLASTIC".--



Digital Printing

<sup>2</sup> Across SEE operations (Scopes 1 & 2)

ALLIANCE TO END PLASTIC WASTE

<sup>3</sup> Zero waste to landfill and incineration from SEE manufacturing operations

CLOSED LOOP partner







## Q4 & FY 2021 YoY Sales Performance

		Seg	ments		Regions
(\$M)	SEE	Food	Protective	Americas*	EMEA
Q4 2021 Sales	\$1,532	\$877	\$655	\$987	\$321
As Reported Change	14%	16%	12%	18%	11%
Constant Dollar Change	15%	17%	13%	19%	13%
% of Sales	100%	57%	43%	64%	21%
FY 2021 Sales	\$5,534	\$3,113	\$2,421	\$3,522	\$1,200
As Reported Change	13%	10%	17%	12%	16%
Constant Dollar Change	11%	9%	15%	13%	12%
% of Sales	100%	56%	44%	63%	22%

## **Strong Growth Execution Despite Supply Challenges**

\* Americas includes North and South America



#### Asia Pacific

# \$223

### 3%

#### 4%

#### 15%

#### \$812

### 10%

### 6%

#### 15%



## **YoY Sales Trends**

Q4 '21 growth across all regions

	2020	Growth %						Growth %						Volume %						
	2021		As Reported						Constant Dollar						Excluding Acquisitions					
		<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	-	2	9	13	16	10	-	-	6	12	17	9	-	-	4	6	6	4	
Pro	tective	8	17	24	14	12	17	7	14	20	13	13	15	7	13	15	4	1	8	
	SEE	3	8	15	14	14	13	3	6	11	13	15	11	3	5	9	5	4	6	
An	nericas	1	3	13	14	18	12	4	4	13	14	19	13	4	3	9	3	3	4	
	EMEA	5	14	26	15	11	16	1	7	16	13	13	12	-	7	15	10	9	10	
	APAC	9	23	9	9	3	10	4	12	-	6	4	6	4	13	(2)	6	2	5	
	SEE	3	8	15	14	14	13	3	6	11	13	15	11	3	5	9	5	4	6	

**Q4 Volume Growth Driven by Food & Automation** 

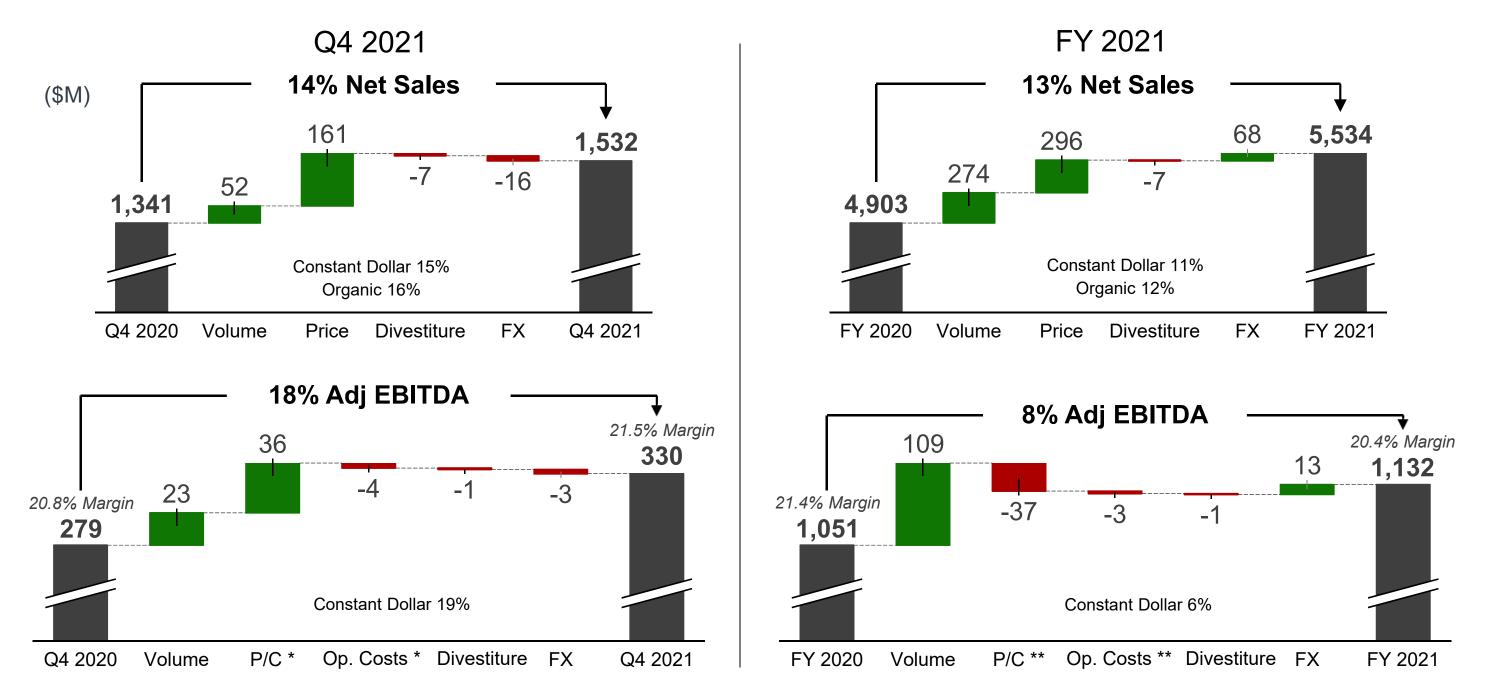


### **Price %** Excluding Acquisitions

<u>Q4</u>	<u>Q1</u>	<u>Q2</u>	<u>Q3</u>	<u>Q4</u>	<u>FY</u>
-	1	1	7	11	5
(1)	1	5	10	13	8
-	1	3	8	12	6
(1)	1	3	11	17	8
1	-	1	4	5	3
-	(1)	1	1	3	1
-	1	3	8	12	6

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

Top line growth & productivity gains despite inflation, supply & COVID disruptions



\* Q4 Reinvent SEE benefits \$21M: \$1M Price Cost Spread (P/C); \$20M Operating Costs, including \$3M Restructuring Savings \*\* FY 2021 Reinvent SEE benefits \$64M: \$4M Price Cost Spread (P/C); \$60M Operating Costs, including \$19M Restructuring Savings



# **Reinvent SEE: Solid Foundation for SEE Operating Engine**

Growth workstream accelerating innovation & penetrating adjacent markets

(\$M)	<u>'18 &amp; '19</u>	<u>2020</u>	<u>2021</u>			(Ad
Total YoY Benefits	172	118	64	Reinventing how we innovate to solve	170	
P/C Spread YoY Benefits	37	14	4	Logistics rate improvement Strategic value capture Non-market price movements Procurement savings	172	11
Total Op. Costs YoY Benefits	135	104	60	SG&A efficiency and savings on indirect spend Manufacturing network efficiencies	Reinve (\$M)	ent
Op. Costs YoY Benefits	64	71	41	Yield improvements and gauge optimization Material substitution & alternate raw material	91	
Restructuring YoY Savings	71	33	19	Delayering & simplifying organization		74

'18 & '19

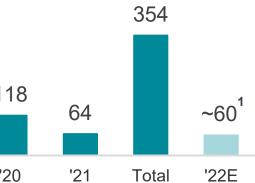
# SEE Operating Engine: Productivity Gains in 2022 & Beyond

<sup>1</sup> Approximately one-third of the \$60M is related to Reinvent SEE initiatives, with the remaining two-third coming from our SEE Operating Engine <sup>2</sup> Six-month extension of Reinvent SEE program relates to 2021 carry-over and one-time costs associated with SEE's continued digital transformation

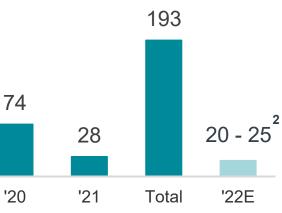




#### **Reinvent SEE Benefits** Adj EBITDA, \$M)



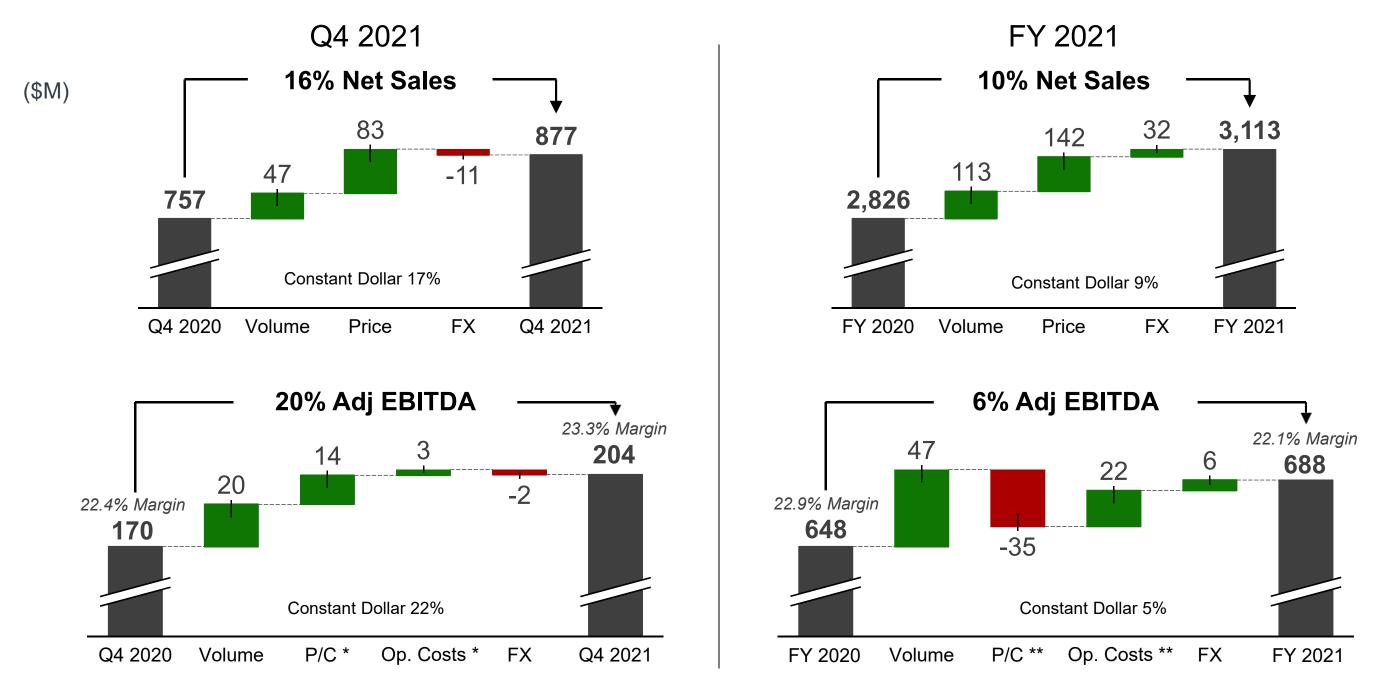
#### nt SEE Cash Payments





# Food Net Sales & Adjusted EBITDA

Growth in Foodservice & Retail, strong demand for Automation

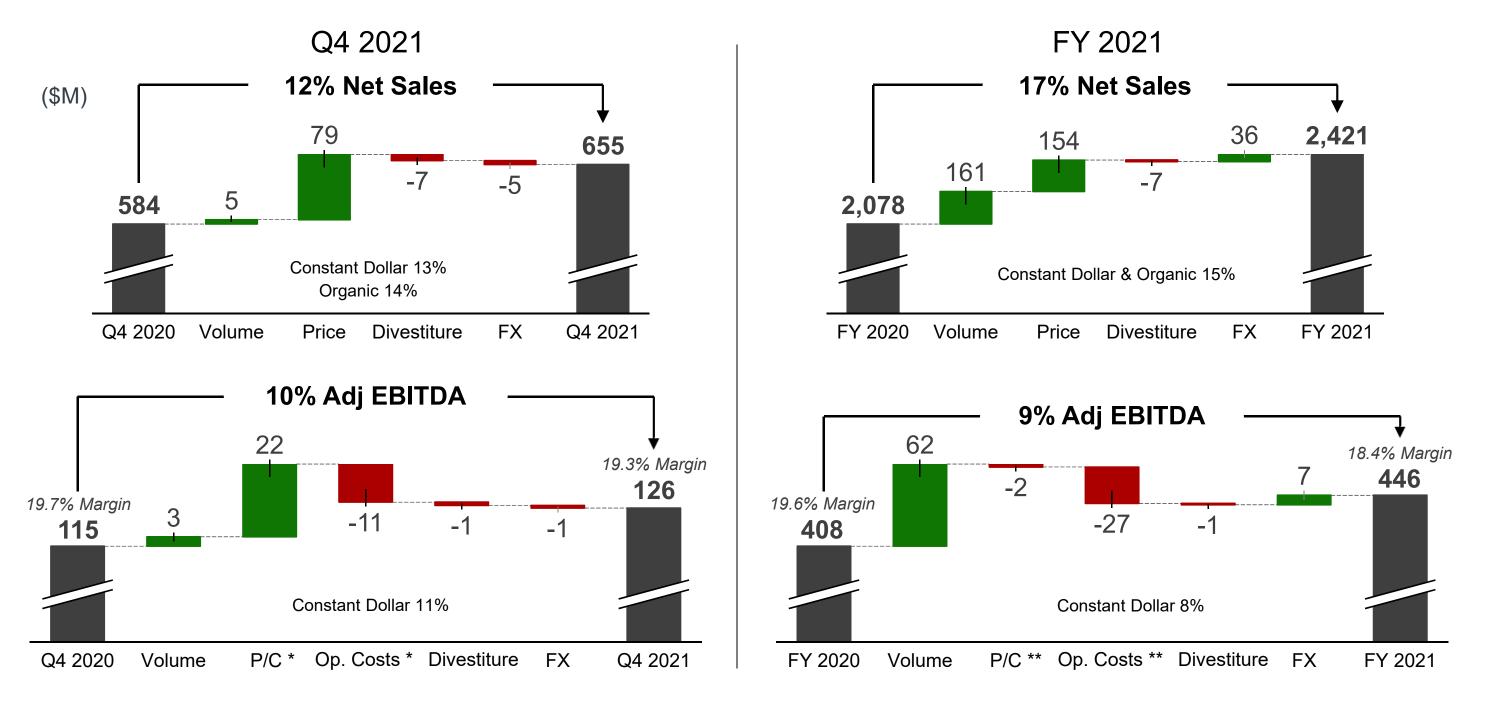


\* Q4 Reinvent SEE benefits \$19M: \$1M Price Cost Spread (P/C); \$18M Operating Costs, including \$2M Restructuring Savings \*\* FY 2021 Reinvent SEE benefits \$50M: \$2M Price Cost Spread (P/C); \$48M Operating Costs, including \$9M Restructuring Savings



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

Strong demand for Automation continues



\* Q4 Reinvent SEE benefits \$3M: \$2M Operating Costs, including \$1M Restructuring Savings

\*\* FY 2021 Reinvent SEE benefits \$14M: \$2M Price Cost Spread (P/C); \$13M Operating Costs, including \$10M Restructuring Savings



## **Free Cash Flow**

### Twelve Months Ended Dec 31,

(\$M)	2021	2020
Adjusted EBITDA	1,132	1,051
Interest payments, net of interest income	(168)	(178)
Income tax payments, net of refunds	(113)	(102)
Reinvent SEE, restructuring & assoc. payments	(28)	(74)
Change in trade working capital, net <sup>1</sup>	(55)	14
Change in other assets/liabilities	(58)	26
Cash flow provided by operating activities	710	737
Capital expenditures	(213)	(181)
Free Cash Flow	497	556

# 2022 Free Cash Flow Outlook \$510 to \$550M



# **Purpose Driven Capital Allocation to Create Economic Value**

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

Accelerate SEE Touchless Automation, equipment & service Smart packaging and digital printing, eCommerce Expand position in attractive markets & geographies Portfolio realignment, proactive management

### **SEE Ventures ... Entrepreneurial Mindset**

Disruptive technologies & business models to Innovate faster Advancing sustainable & circular solutions ~\$40M capital deployed since 2018, creating value

### 2021 Capital Expenditures \$213M

SEE Touchless Automation, digital, sustainability Investing ~25% in circularity & net-zero carbon emission goals ~40% growth ~45% maintenance ~15% cost/productivity

# **Returning Capital to Shareholders 2021 Net Leverage, FCF Conversion**

Net Debt / Adj EBITDA FCF Conversion<sup>1</sup>

### 2021 Dividend

Cash dividend \$116M or \$0.76 per share Dividend payout ratio<sup>2</sup> 21%

### Share Repurchase

Repurchased 7.9M shares for \$403M in 2021 \$896M remaining under current authorization

# **ROIC<sup>3</sup>** > Cost of Capital, Fueling SEE Operating Engine for EVA





#### 2.8x

44%

# 2022 Outlook

## **Net Sales** \$5.8 to 6.0B

Up 5 to 8% FX Impact  $\sim$ (2%) M&A Impact, net<sup>1</sup> (\$33M) Organic up 7 to 11%

# Adj. EBITDA \$1.20 to \$1.24B

Up 6 to 10%

FX Impact  $\sim$ (2%)

Margin ~21%

# Adj. EPS \$3.95 to \$4.15

Up 11 to 17%

D&A ~\$245M

Int Exp, Net ~\$155M

Adj Tax Rate ~26%



## **Outlook Range**

- Inflationary pressures continue
- Supply disruptions persist

- + Strength of equipment & systems sales
- Acceleration of public venues re-opening
- SEE Operating Engine outperforms

	2021	Results	
\$5.5B	\$1.13B	\$3.55	\$497M
Up 13%	Up 8%	Up 11%	Capex \$213N
FX Impact 1%	FX Impact 1%	D&A \$232M	Cash Taxes \$11 Restructuring \$2
Organic up 12%	Margin 20.4%	Int Exp, Net \$176M Adj Tax Rate 26.2%	Nesiruciuning \$2

<sup>1</sup> Includes Reflectix divestiture completed Nov 2021 (Protective segment), partially offset by FoxPak acquisition completed Feb 2022 (Food segment) <sup>2</sup>Cash tax payments reflects earnings growth, unfavorable impact of previous U.S. tax reform, and a \$17M tax payment on Reflectix gain



## **Free Cash Flow** \$510 to \$550M

Capex \$240 to \$260M Cash Taxes<sup>2</sup> \$205 to \$215M Restructuring \$20 to \$25M

М 13M 28M



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



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# Appendix

U.S. GAAP Summary & Reconciliations

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

Zero Harm, automation, digital, and sustainability to create economic value

## **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 Activist mindset capital allocation to maximize value for shareholders and society

## **People + Digital: SEE Caring High-performance 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

## **Platforms: Best Solutions, right price, make them sustainable**

Leading solutions: equipment & systems · service · high-performance materials · automation SEE Touchless Automation<sup>™</sup>: "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"

## **S**ustainability: Make our world better than we find it

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











| PLASTIC<sup>®</sup> | ENERGY







#### **Operating Engine**

## SealedAir.com

#### Ventures

#### CLOSED SENSE. foxpak

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

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

	Three	Months Ende	ed Dece	mber 31,	Year Ended December 31,					
	2021		2	020	2	021	2020			
(\$M, except tax rate and per share data)										
Net Sales	\$	1,531.5	\$	1,340.9	\$	5,533.8	\$	4,903.2		
Pre-tax Earnings from Continuing Operations		247.0		184.9		716.2		626.2		
Net Earnings from Continuing Operations		169.0		137.5		491.2		484.1		
EPS from Continuing Operations (Diluted)	\$	1.12	\$	0.88	\$	3.22	\$	3.10		
Effective Tax Rate		31.6%		25.6%		31.4%		22.7%		
Operating Cash Flow	\$	332.2	\$	326.8	\$	709.7	\$	737.0		

		Thi	ree Month	ns Enc	ded D	ecember 37	1,		Year Ended December 31,							
		2021				2020			20	21	2020					
(\$M, except per share data)	Net E	arnings	Diluted	EPS	Net	Earnings	Dilut	ed EPS	Net Earnings	Diluted EPS	Ne	t Earnings	Dilut	ed EPS		
U.S. GAAP net earnings and diluted EPS from cont. operations	\$	169.0	<b>\$</b>	1.12	\$	137.5	\$	0.88	\$ 491.2	\$ 3.22	\$	484.1	\$	3.10		
Special Items <sup>(1)</sup>		(1.1)	((	0.01)		2.1		0.01	49.6	0.33		14.3		0.09		
Non-U.S. GAAP Adjusted net earnings and adjusted diluted EPS	\$	167.9	\$	1.12	\$	139.6	\$	0.89	\$ 540.8	<u>\$ 3.55</u>	<u>\$</u>	498.4	\$	3.19		
Weighted average number of common shares outstanding - Diluted			15	50.3				156.0		152.4				156.0		

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

#### Q4 '21 Net Debt / Adjusted EBITDA

(\$M)	
Non-U.S. GAAP Total Company Adj EBITDA	\$ 1,132
Total Debt	\$ 3,708
Less: cash and cash equivalents	 (561)
Net Debt	\$ 3,147
Net Debt / Adjusted EBITDA	 2.8



## **ROIC Calculation Year Ended December 31, 2021**

Year ended Dec 31, 2021

(\$M, except tax rate data)

Less	Adjusted EBITI s: Depreciation a	DA (Non-GAAP) and Amortization		
	•	Operating Profit		
-	Adjusted Tax Ra Tax on Adjusted <b>sted Operating</b>	Operating Profit	(235)	<sup>1</sup> Adjusted Tax Rate of
	Q4 '20	Q4 '21	Avg: '20 & '21	U.S. GAAF inco Pre-tax impac
Book value of Equity (Total Stockholders' (Deficit) Equity	173	249	211	Non-U.S. GAAP Ad before incon
Current and Long-Term Debt and Operating Leases <sup>2</sup>	3,838	3,774	3,806	U.S. GAAP Inco T
Other Long-Term Liabilities (Deferred taxes; Other non-current liabilities)	759	709	734	Tax impact Adjusted Incor
Less: Non-Operating Assets (Cash/equivalents; Marketable Securities; Current Assets Held for Sale)	(549)	(562)	<u>(556)</u>	U.S. GAAP Effective Non-U.S. GAAP Adjustee
Total Capital	4,221	4,170	4,195	<sup>2</sup> Short-term borrowin (Current and non-cur
Returned on Invested Capital			16%	Lease Liabilities (Cur



#### Rate calculated as follows:

GAAP Earnings before income tax provision	\$ 247.0
impact of Special items	(19.4)
AP Adjusted Earnings income tax provision	227.6
P Income tax provision Tax Special Items impact of Special Items Non-U.S. GAAP d Income Tax Provision	78.0 (8.9) (9.4) <b>59.7</b>
ffective income tax rate djusted income tax rate	31.6% 26.2%
rowings, Long-term [ n-current); and Opera	

(Current and Non-current)

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

### **Historical Performance**

	Three Months Ended Dec. 31				Year Ended Dec. 31,									
		2021		2020	2021		2020		2019		2018		4	2017
(\$M, except tax rate and per share data) Net Sales	\$	1,531.5	\$	1,340.9	\$	5,533.8	\$	4,903.2	\$	4,791.1	\$	4,732.7	\$	4,461.6
Pre-tax Earnings from Continuing Operations		247.0		184.9		716.2		626.2		370.3		457.8		393.3
Net Earnings from Cont. Ops.		169.0		137.5		491.2		484.1		293.7		150.3		62.8
EPS from Cont. Ops. (Diluted)	\$	1.12	\$	0.88	\$	3.22	\$	3.10	\$	1.89	\$	0.94	\$	0.33
Effective Tax Rate		31.6%		25.6%		31.4%		22.7%		20.7%		67.2%		84.0%
Operating Cash Flow	\$	332.2	\$	326.8	\$	709.7	\$	737.0	\$	511.1	\$	428.0	\$	424.4
U.S. GAAP Net earnings from Cont. Ops.	\$	169.0	\$	137.5	\$	491.2	\$	484.1	\$	293.7	\$	150.3	\$	62.8
Interest expense, net		40.2		43.7		167.8		174.4		184.1		177.9		184.2
Income tax provision		78.0		47.4		225.0		142.1		76.6		307.5		330.5
Depreciation and amortization, net of adjustments		61.9		55.4		232.2		216.5		184.5		159.0		158.3
Special items														
Restructuring charges		10.0		(0.7)		14.5		11.0		41.9		47.8		12.1
Other restructuring associated costs		1.0		4.5		16.5		19.5		60.3		15.8		14.3
FX loss on high inflationary economies		0.7		1.5		3.6		4.7		4.6		2.5		-
Loss on debt redemption and refinancing activities		3.9		-		18.6		-		16.1		1.9		-
Increase in fair value of equity investments		-		(15.1)		(6.6)		(15.1)		-		-		-
Impairment of debt security		8.0		-		8.0		-		-		-		-
Novipax settlement agreement		-		-		-		-		59.0		-		-
Acquisitions and divestitures charges		0.7		2.0		2.6		7.1		14.9		34.2		84.1
Gain on sale of Reflectix		(45.3)		-		(45.3)		-		-		-		-
Other Special Items		1.6		2.5		3.5		6.8		29.1		(7.4)		(13.0)
Pre-tax impact of Special Items		(19.4)		(5.3)		15.4		34.0		225.9		94.8		97.5
Non-U.S. GAAP Adj EBITDA from Cont. Ops.	\$	329.7	\$	278.7	\$	1,131.6	\$	1,051.1	\$	964.8	\$	889.5	\$	833.3



## **Components of Change in Net Sales by Segment & Region** Q4 2021

)Z I				Three N	Ionths End	ed Decembe	er 31,				
(\$M)	Food			Protective			Total Company				
2020 Net Sales	\$ 757	.4	56.5%	\$	583.5	43.5%	\$ 1,340	).9	100.0	%	
Price	82	.8	11.0%		78.5	13.4%	161	1.3	12.0	%	
Volume <sup>1</sup>	47.2		6.2%	5.1		0.9%	52	52.3		3.9%	
Total organic change (non-U.S. GAAP)	130	.0	17.2%		83.6	14.3%	213	3.6	15.9	%	
Divestiture			-%	(7.4)		(1.2)%	(7.4)		(0.5)%		
Total constant dollar change (non-U.S. GAAP)	130.0		17.2%	76.2		13.1%	206	206.2		15.4%	
Foreign currency translation	(10.9)		(1.5)%	(4.7)		(0.8)%	(15.6)		(1.2)%		
Total change (U.S. GAAP)	119.1		15.7%	71.5		12.3%	190	190.6		14.2%	
2021 Net Sales	\$ 876.5		57.2%	\$ 655.0		42.8%	<b>\$ 1,53</b> ′	1.5	100.0%		
	Three Months Ended December 31,										
(\$M)	Americas			EMEA		APAC			Total		
2020 Net Sales	\$ 833.9	62.2%	\$	290.5	21.7%	\$ 216.5	5 16.1%	\$	1,340.9	100.0%	
Price	142.0	17.0%		13.7	4.7%	5.6	6 2.6%		161.3	12.0%	
Volume <sup>1</sup>	 23.8	2.9%		24.8	8.5%	3.7	1.7%		52.3	3.9%	
Total organic change (non-U.S. GAAP)	165.8	19.9%		38.5	13.2%	9.3	3 4.3%		213.6	15.9%	
Divestiture	 (7.4)	(0.9)%			-%	<u></u>			(7.4)	(0.5)%	
Total constant dollar change (non-U.S. GAAP) Foreign currency translation	 158.4 (5.3)	19.0% (0.6)%		38.5 (7.7)	13.2% (2.6)%	9.3 (2.6)	4.3% (1.2)%		206.2 (15.6)	15.4% (1.2)%	
Total change (U.S. GAAP)	 <u>153.1</u>	18.4%	-	<b>30.8</b>	10.6%	<u>(2.0)</u> 6.7	3.1%		<u>190.6</u>	<u>14.2%</u>	
2021 Net Sales	\$ 987.0	64.4%		321.3	21.0%		14.6%	\$	1,531.5	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



