### Morgan Stanley

Virtual 8th Annual Laguna Conference



#### **Investor Relations Company Overview – September 16, 2020**

Ted Doheny, President and CEO
Jim Sullivan, SVP & Chief Financial Officer

### 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, 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. 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 6, 2020 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.

#### Website Information - Please visit our new website Sealedair.com

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**

# Transforming Sealed Air from the best in packaging ... to a world-class company servicing global packaging

#### **Strategies**

**Create** profitable growth

**Drive** One SEE operational excellence

**Develop** a One SEE high performance culture

**Deliver** sustainable long-term value to our shareholders and society

# Tactics & Actions

Reinvent SEE from Innovate to Solve ... power of One SEE

201	9
Result	S

Jales
\$4.8B
1 % growth
4 % constant dollar

Sales

FCF conversion <sup>1</sup> 33% 15 % ROIC <sup>2</sup>

$$1-5\%$$
 growth

FCF conversion <sup>1</sup> ~ 36% ~ 15 % ROIC <sup>2</sup>

<sup>&</sup>lt;sup>1</sup> FCF Conversion Rate defined as Free Cash Flow / Adjusted EBITDA

#### Our 4P'S™ of Reinvent SEE™

Leading in crisis, ensure employee safety, business continuity, accelerate innovations for growth

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

Outperform the markets we serve

Best service, "at the table" and "On-line" with our customers, creating references ROIC > cost of capital, industry-leading operating leverage

#### **People: One SEE** High performance culture

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

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

Double innovation vitality rate, need to triple failure rate

Leading solutions partner: equipment - service - materials - automated systems "Touchless" ... SEE Automation: "doing more with less by investing and working smarter"

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

**Zero Harm**, on-time every time, productivity > inflation, **flawless quality** Eliminate waste → simplify process → remove people from harm's way → automate  $Data \rightarrow Information \rightarrow Direction \rightarrow Results$ 

#### Sustainability: In everything we do, fueling our growth

Leading packaging industry to a sustainable future

Pledged 100% recyclable or reusable, 50% average recycled content by 2025





My Sealed Air















#### SealedAir.com











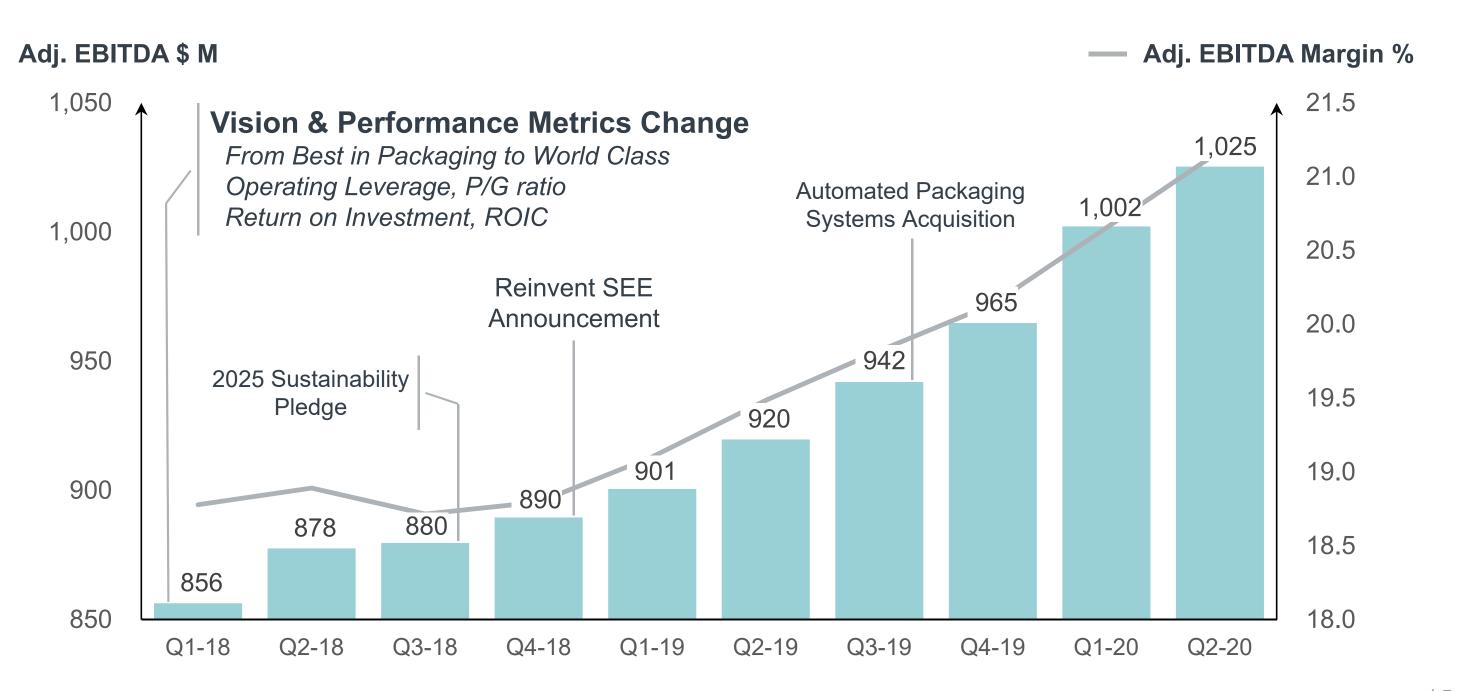


We are in business to protect, to solve critical packaging challenges, and to leave our world better than we found it

### Reinvent SEE – LTM Quarterly Earnings Performance



Growth since 2017: Sales + 8.5 %, Adjusted EBITDA + 23 %, + 250 bps margin expansion



### **Leadership Actions through COVID-19 Pandemic**



Accelerating transformation to a stronger and better company

#### **Lead through crisis**

Keep people out of harm's way Supporting peak customer demands Activated crisis management Global leadership collaboration



Thermal scanning and face protection at all SEE facilities

Autobag<sup>®</sup> **Bagging Systems** 

#### **Accelerate transformation**

Keep people out of harm's way Reinvent SEE 4P'S based playbook Innovation speed; "at the table" now online Capital allocation strategy guides decisions



Cryovac<sup>®</sup> Darfresh® On Tray



**Bubble Wrap®** brand **On-Demand Systems** 

#### Stronger post crisis

All out of harm's way Digital • SMART • Connected Flexible workplace eCommerce platform Equipment, service, materials, automated systems On track to achieve 2025 Sustainability Pledge



nart Service

SealedAir.com

Vacuum Gripping Tool Patent Pending

### SEE Solving Critical Packaging Challenges

Rapid response to pandemic with innovative, sustainable & essential packaging systems

H1 2020 Sales by End Market 64%

Protein, Foods, Fluids, Medical & Life Sciences, Pet Care 22%

Industrial, Transportation, **Electronics & Other Protective**  14%

Consumer, Retail & 3<sup>rd</sup> Party Logistics

Red Meat 23%

Poultry 8%

Cheese 7%

Seafood 2%

Medical, Life Sciences, Pet Care 4%

Industrials 11%

Retail & Consumer Goods 12%

Smoked & Processed 10%

\* Other Foods 7%

Liquids & Fluids 3%

Electronics 6%

Transportation & Other 5%

3<sup>rd</sup> Party Logistics 2%









































Cryovac® Barrier Bags

Vertical Pouch Packaging

FlexPrep®

Medical Films

**Automated Mailer Systems** 

Autobag® Bagging Systems

Instapak®

Darfresh® Vacuum Skin

Case Ready Solutions

StealthWrap®

Korrvu®

**Bubble Wrap®** On-demand

**Bubble Wrap** ® Inflatable Pouches

**Specialty Foams** 













### **Automated Solutions: Equipment System • Service • Materials**

Next phase of business model transformation, > \$5 B growth opportunity over life cycle

#### Solve Customer Needs for Automation ... savings pay for the system

Eliminate waste  $\rightarrow$  simplify processes  $\rightarrow$  remove people from harm's way  $\rightarrow$  automate Deliver savings via integrated solutions, targeting > 30% savings for systems Share value creation with customers

#### **Launch SEE Automation Brand**

SEE™ Automation • SEE™ Automation Technology • SEE™ Automation Solution Connect SEE Smart Services to systems, enhance customer process performance

#### Implement Service Models to Improve Life Cycle Value

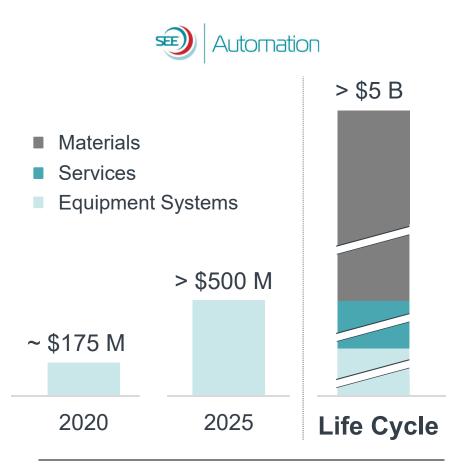
Manage existing fleet (thousands of machines), upgrade and optimize systems performance Embed SEE in customers' operation, in person and/or digitally

#### **Enhance Materials and Service Revenues via Solution Model**

Automated Solutions: Equipment System • Service • Materials High performance material enhances equipment sales ... Powerful synergy

#### Best product & system • right price • make them sustainable

Eliminate waste  $\rightarrow$  simplify the process  $\rightarrow$  remove people from harm's way  $\rightarrow$  automate



#### 3x+ Solutions Multiple over Equipment Life Cycle

Modeling life cycle at 10 years Fleet life cycle between 3 and 30 years

### **High-throughput Fulfillment Solutions**



Packaging Challenge Increase throughput in packing footwear and soft goods, reduce labor dependency

SEE Automation Solution Autobag® brand Flowrap equipment, materials and service

#### **Increased Productivity**

- > 7x pack rate improvement, 25 bags/minute
- > 145% increase of packages fulfilled per square foot
- > 65% reduction of packaging SKUs by eliminating various bag sizes

#### **Zero Harm, Touchless**

Reduced COVID-19 risks through "touchless" packaging solutions

> 85% reduction in labor dependency

#### Sustainable & Flawless

Minimizes material waste by right-sizing packaging dimensions High recycled content and recyclable via store drop-off

SEE Smart Packaging with Digital Printing Enhanced product presentation Customer branding, tracing, counterfeit protection, vision systems

#### Automation driving > 7x productivity < 2-year payback

Eliminate waste  $\rightarrow$  simplify the process  $\rightarrow$  remove people from harm's way  $\rightarrow$  automate







### Cryovac® Customized Protein Solutions



Packaging Challenge Improve efficiency by reducing complexity, reprocessing, materials waste & labor dependency SEE Automation Solution Patented robotics and vision systems, Cryovac® materials and SEE Smart Service

#### **Increased Productivity**

- > 30% cost savings from continuous flow system
- ~ 10% increase in capacity utilization
- > 80% improvement in inventory velocity

#### **Zero Harm, Touchless**

COVID-19 accelerating "touchless" automation, removing people from harm's way

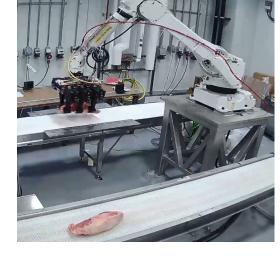
> 70% reduction in labor dependency

#### Sustainable & Flawless

Reduce food waste, reprocessing and materials waste

> 50% reduction in defects

SEE Smart Packaging with Digital Printing Enhanced product presentation customer branding, tracing, counterfeit protection, vision systems





Automation driving > 30% operational savings with < 3-year payback

Eliminate waste  $\rightarrow$  simplify the process  $\rightarrow$  remove people from harm's way  $\rightarrow$  automate

### Sustainability: Source of Differentiation & Competitive Advantage

**Renewable Materials** 



Best products & systems, right price and make them sustainable

#### **High Performance**



Cryovac® brand **Chlorine Free Barrier Bags** 30% lighter, designed for recycling

Cryovac® brand

Automatio

#### **Waste Reduction**



 $\mathbf{Cryovac}^{\mathbb{R}}$  brand  $\mathbf{FlexPrep}^{\mathsf{TM}}$ 2-5% yield improvement, reducing food waste by >20%



Sealed Air® brand **Paper Systems** recycled content, 100% curbside recyclable



**Darfresh**® Zero film-scrap and 30 - 40% less film usage, Post consumer recyclable tray



Sealed Air® brand Korrvu<sup>®</sup> retention packaging Size optimization, minimal waste 100% curbside recyclable



**Cryovac®** brand Darfresh® with Plant-based Rollstock ~ 90% renewable/recycled content

#### **Recycled Content**



**Autobag®** brand EarthAware® Air Pillows Inflatables System 90%+ recycled content



**Integrated Fabrication** >80% waste reduction 100% recycled content

#### Weight & Freight Savings





Autobag® brand Stealthwrap® **Automated Film System** Up to 60% cube reduction, 95% lighter than boxes





**Autobag®** brand Bagging System Size optimization, minimal waste 100% recyclable via Store Drop-Off

**Bubble Wrap® brand On-Demand Inflatable Cushioning** 

Up to 90% space savings, 97% less truckloads

### Sustainability: Source of Differentiation & Competitive Advantage



One SEE strategy aligned with environmental goals to facilitate plastics circularity & Zero Harm

### **Our 2025 Sustainability Pledge**

#### Invest in Innovation

Design and advance packaging solutions to be 100% recyclable or reusable; expect to deliver ~ 50% recyclable or reusable solutions by end of 2023

#### **Eliminate Plastic Waste**

Target 50% average recycled content across all packaging solutions, of which 60% is post-consumer recycled content

#### Collaboration

Lead collaborations with partners worldwide to increase recycling and reuse rates

### **Innovation for Sustainability**

#### **Materials**

What packaging is made of Post consumer plastics Plant-based plastics Fiber-based materials

#### Design

How packaging is put together Simplified multilayer films Recyclable film structures Recycled / renewable content

#### Recovery

How packaging is recovered Expanded collection types Chemical recycling Reusable packaging loops

#### **Education**

How consumers participate Recyclability labels Resin identification codes Digital information

### Sustainability: SEE Operational Processes



Minimizing waste & carbon footprint in our operations reduces costs & risk

### 25% Resource Intensity Reduction

Achieved goal two-years ahead of schedule 1

- ✓ Greenhouse gas emissions reduced by ~ 44%
- ✓ Energy intensity reduced by > 30%
- ✓ Water intensity reduced by > 35%

#### **Waste Diversion**

Diverted nearly 80% of waste from landfills <sup>1</sup>

> 50% facilities achieving 100% waste diversion

#### **Zero Harm**

TRIR  $^2$  down  $\sim 10\%$  since 2018

~ 70% facilities achieving zero harm

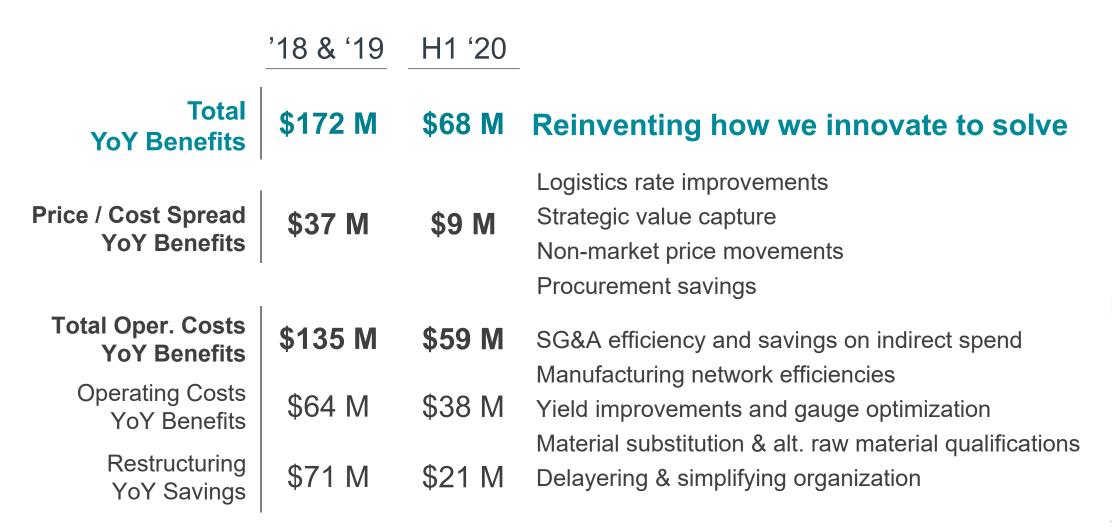
Eliminate waste  $\rightarrow$  simplify the process  $\rightarrow$  remove people from harm's way  $\rightarrow$  automate

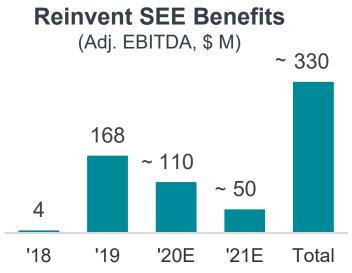
<sup>&</sup>lt;sup>1</sup> GHG Emissions, Energy, Water and Waste internal metrics are measured over the period of 2012 to 2019

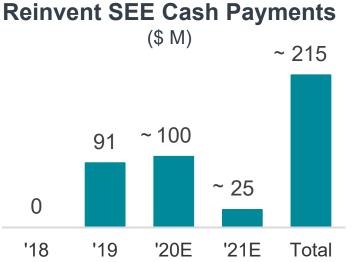
### Reinvent SEE Creating Structural Change



New growth workstream to accelerate innovation and penetrate adjacent markets







SEE Operational Excellence engine driving profitable growth above inflation

### Strengthening our Balance Sheet



Well positioned to grow business through pandemic environment

#### Q2 2020 Proforma Net Debt / LTM Adjusted EBITDA\* 3.4x

Priority is to continue to de-lever the balance sheet

#### \$1.34B of liquidity available, including:

Cash \$290M, undrawn, committed credit facilities \$1.05B

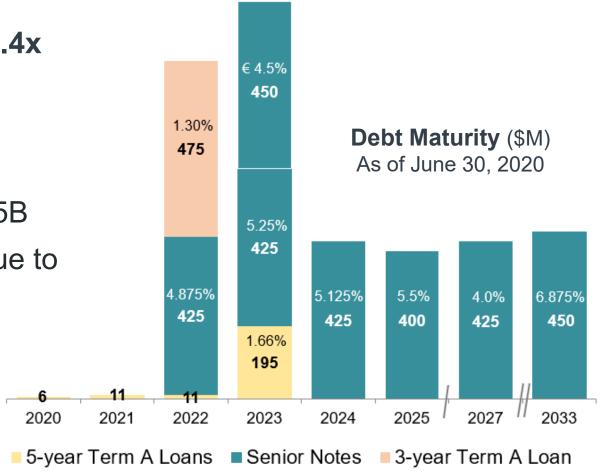
Maximum leverage covenant in credit facility 5.0x due to

APS acquisition, returns to 4.5x Q4 2020

Q2 2020 covenant leverage ~ 2.9x

#### No debt maturities until August 2022

Weighted average cost of debt 4.5%



Strong liquidity and maturity profile provide financial flexibility

### Capital Allocation Strategy



Driving automation, sustainability and SEE Operational Excellence through the crisis

#### **Investing in:**

#### Attractive markets, disruptive products & technologies

Automated Packaging Systems acquisition completed in 2019

Platforms for automation (equipment), service and digital printing

Convert rigids to sustainable flexibles, fluids & liquids packaging

**ESG & Sustainable solutions** 

eCommerce technologies

#### 2020E Capital expenditures \$175 M - \$190 M

Investing in breakthrough processes, innovation & automation

~ 45% growth, ~ 40% maintenance, ~ 15% cost productivity

#### **Returning Capital to Shareholders:**

#### **Reducing Net Leverage**

2020 Net Debt / Adj. EBITDA Target < 3.5x

Q2 2020 Net Debt / Adj. EBITDA 1

3.4x

FCF Conversion Rate <sup>2</sup> Long-Term Target > 40%

#### **Dividends**

H1 2020 cash dividend \$51M or \$0.32 per share

#### **Share Repurchase**

Repurchased 1.56 M shares for \$67 M in 2019

\$708 M remaining under current authorization

Maintaining dividend at current level; Opportunistic share repurchases in context of overall deleveraging





## Appendix

Q2 2020 Earnings Conference Call Supplement (Unaudited Results) U.S. GAAP Summary & Reconciliations



### 2020 Second Quarter Earnings

August 6, 2020 Conference Call Supplement (Unaudited Results)

Ted Doheny, President & CEO Jim Sullivan, SVP & CFO Lori Chaitman, VP Investor Relations

### **Q2 2020 YoY Financial Results**



Accelerating our Reinvent SEE transformation

Net Sales \$1.2B; -1% as Reported, +3% constant dollar

Adjusted EBITDA \$260M; +10% as Reported, +13% constant dollar

Adjusted EPS \$0.76; -5% (higher YoY tax rate)

**H1 Free Cash Flow** \$129M vs \$75M in H1 2019

Solid Q2 & H1 performance, re-issuing 2020 guidance

### **SEE Solving Critical Packaging Challenges**



Rapid response to global pandemic with innovative, sustainable & essential packaging

Sales by End Market*	64%  Protein, Foods, Fluids,  Medical & Life Sciences, Pet Care	22% Industrial, Transportation, Electronics & Other Protective	14% Consumer, Retail & 3 <sup>rd</sup> Party Logistics
Positive Impact	Retail packaged proteins fresh & frozen, produce, pantry items, meal kits & pet care  Medical supplies, pharmaceuticals, personal protective equipment	Consumer electronics for e-Learning, remote working, home theater & gaming	eCommerce to support stay- at-home environment
Negative Impact	Food service, restaurant industry, & meat plant disruption	Industrial & general manufacturing slowdown	Non-essential retail & labor shortages
H1 2020	Net positive	Net negative	Net positive

> 75% end markets essential or support stay-at-home environment

### **Q2 2020 YoY Regional Sales Performance**



Favorable constant dollar growth across all regions

	* North America	Europe, Middle East & Africa	Asia Pacific	South America
As Reported % Change	1 %	- 3 %	1 %	- 15 %
Constant Dollar % Change	2 %	0.3 %	4 %	18 %
% of Sales	60 %	21 %	15 %	4 %

Q2 2020 Net Sales: \$1.2 B

As Reported % Change: - 1 %

Constant Dollar % Change: + 3 %

#### **YoY Sales Trends**



Q2 volume better than expected due to strength in food retail and e-Commerce

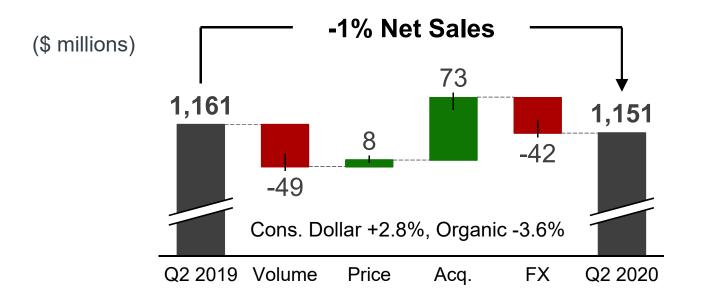
2019			wth Repo	(%) rted				wth	<b>(%)</b> Dollar					(%) quisitio					(%) cquisiti	ons
2020	<u>Q2</u>	<u>Q3</u>	<u>Q4</u>	<u>Q1</u>	<u>Q2</u>	<u>Q2</u>	<u>Q3</u>	<u>Q4</u>	<u>Q1</u>	<u>Q2</u>	<u>Q2</u>	<u>Q3</u>	<u>Q4</u>	<u>Q1</u>	<u>Q2</u>	<u>Q2</u>	<u>Q3</u>	<u>Q4</u>	<u>Q1</u>	<u>Q2</u>
Food	(0.3)	0.3	(2)	2	(5)	4	3	1	5	(0.3)	2	2	(0.4)	5	(2)	1	0.4	(0.1)	(0.2)	1
Protective	2	7	10	12	6	4	8	11	13	8	(3)	(5)	(4)	(2)	(8)	1	0.4	0.3	(1)	(1)
SEE	1	3	3	6	(1)	4	5	5	8	3	1	(1)	(2)	2	(4)	1	0.4	0.1	(0.5)	1
NA	4	4	4	9	1	4	4	3	10	2	2	(2)	(4)	3	(6)	(0.4)	(1)	(1)	(2)	(0.2)
EMEA	(6)	1	2	4	(3)	(0.3)	5	4	7	0.3	(1)	1	(1)	1	(5)	0.3	0.0	(0.4)	(0.3)	(0.3)
APAC	(4)	1	0.5	(5)	1	1	3	2	(1)	4	(4)	(0.2)	(0.1)	(2)	3	0.1	0.1	(1)	(0.3)	(0.4)
SA	2	4	9	(3)	(15)	30	21	31	24	18	5	3	12	7	(1)	25	18	18	16	19
SEE	1	3	3	6	(1)	4	5	5	8	3	1	(1)	(2)	2	(4)	1	0.4	0.1	(0.5)	1

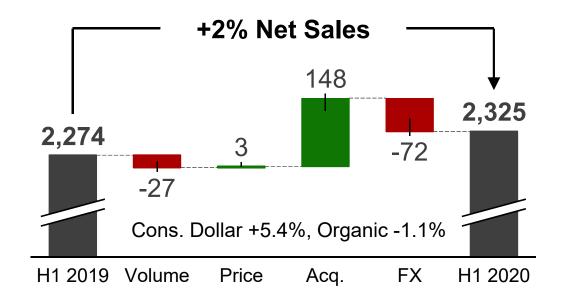
Responding quickly to markets shifting, expecting H2 2020 volume improvement vs Q2 2020

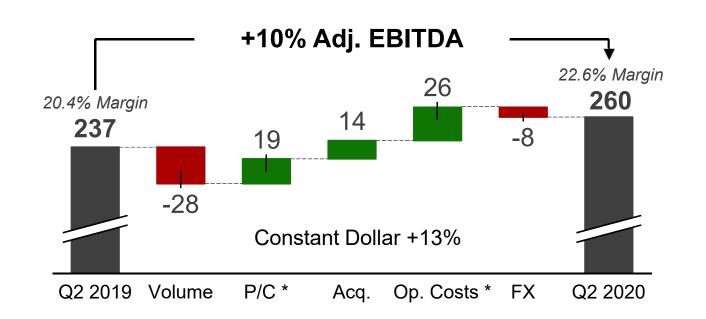
### SEE Q2 & H1 Net Sales & Adjusted EBITDA

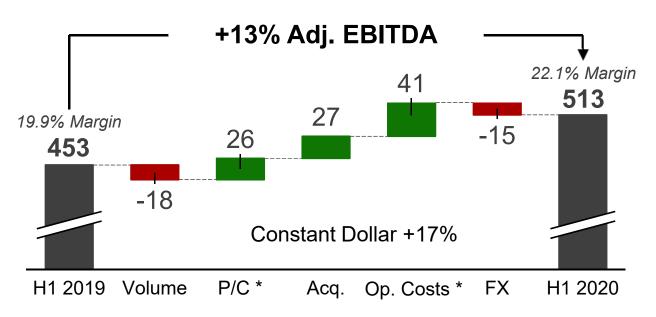


Performance driven by Reinvent SEE, acquisition and lower input costs









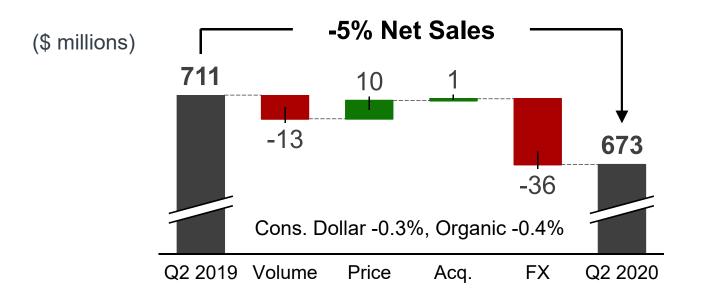
<sup>\*</sup> Q2 Reinvent SEE benefits \$38 M: \$4 M Price Cost Spread (P/C); \$34 M Operating Costs, including \$7 M Restructuring Savings

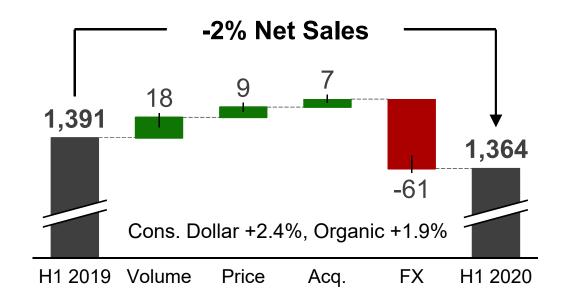
<sup>\*</sup> H1 Reinvent SEE benefits \$68 M: \$9 M Price Cost Spread (P/C); \$59 M Operating Costs, including \$21 M Restructuring Savings

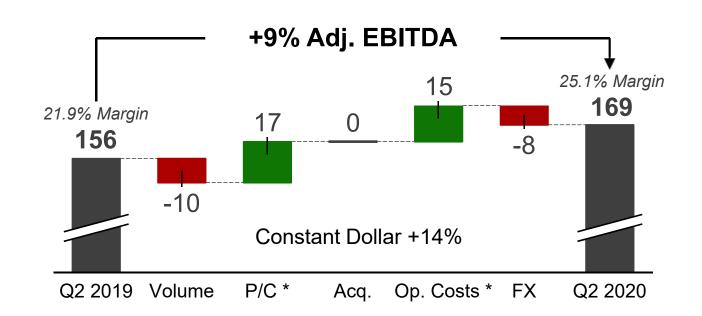
### Food Q2 & H1 Net Sales & Adjusted EBITDA

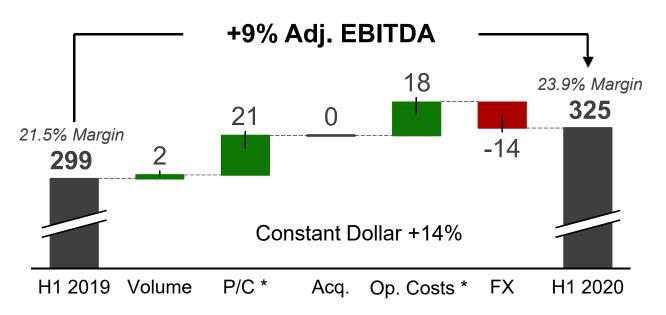


Performance driven by Reinvent SEE and favorable price/cost spread









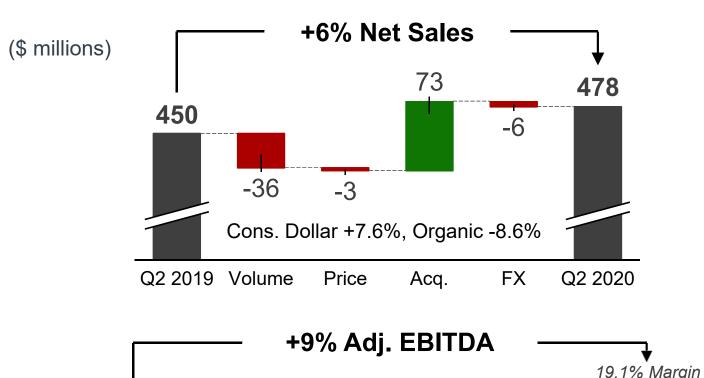
<sup>\*</sup> Q2 Reinvent SEE benefits \$27 M: \$3 M Price Cost Spread (P/C); \$24 M Operating Costs, including \$5 M Restructuring Savings

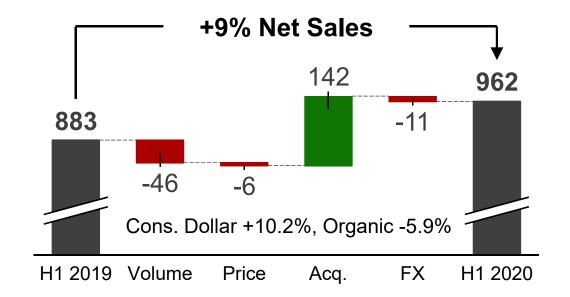
<sup>\*</sup> H1 Reinvent SEE benefits \$47 M: \$7 M Price Cost Spread (P/C); \$40 M Operating Costs, including \$13 M Restructuring Savings

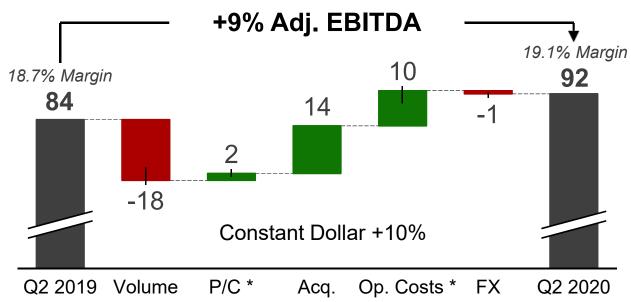
### Protective Q2 & H1 Net Sales & Adjusted EBITDA

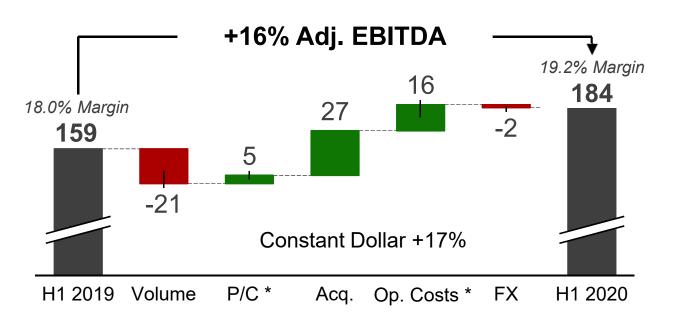


Performance driven by Reinvent SEE, acquisition and lower input costs









<sup>\*</sup> Q2 Reinvent SEE benefits \$11 M: \$1 M Price Cost Spread (P/C); \$10 M Operating Costs, including \$2 M Restructuring Savings

#### **Free Cash Flow**



YoY growth driven by higher Adjusted EBITDA

Six Months Ended June 30,

(\$ millions)	2020	2019
Adjusted EBITDA	513	453
Interest payments, net of interest income	(92)	(89)
Income tax payments	(31)	(29)
Reinvent SEE, restructuring & assoc. payments	(44)	(49)
Change in trade working capital, net *	(100)	(61)
Change in other assets/liabilities	(33)	(56)
Cash flow provided by operating activities	213	169
Capital expenditures	(84)	(94)
Free Cash Flow	129	<b>75</b>

Raising 2020 Free Cash Flow to range of \$350M to \$375M

#### 2020 Guidance



Reinvent SEE transforming from how we innovate to how we solve

#### **Net Sales**

\$4.725B - \$4.775B

As Reported (1%) to flat

Unfavorable Currency ~ (\$120M)

Acquisitions ~ \$172M

\* Automated ~ \$165M

Food \$7M

Constant Dollar 1 – 2 %

Food ~ 1 %

Protective ~ 3 %

#### Adj. EBITDA

\$1.01B - \$1.03B

As Reported 5 - 7 %

Unfavorable Currency ~ (\$25M)

\* Automated ~ \$30M

Margin ~ 21.5 %

#### Adj. EPS

2.85 - 2.95

As Reported 1 - 5 %

D&A ~ \$215M Int. Exp., Net ~ \$185M Adj. Tax Rate ~ 27 %

Diluted Shares 156M

#### Free Cash Flow

\$350M - \$375M

Capex \$175M - \$190M

Restr. Payments ~ \$100M

### Solid H1 execution gives us confidence to re-issue full year guidance



#### LTM Quarterly Earnings Performance Reconciliation

						Three	months er	nded					
(\$ millions)	Jun 30, 2017	Sep 30, 2017	Dec 31, 201	7 Mar 31, 2018	Jun 30, 2018	Sep 30, 2018	Dec 31, 2018	Mar 31, 2019	Jun 30, 2019	Sep 30, 2019	Dec 31, 2019	Mar 31, 2020	Jun 30, 2020
Net sales	1,070.3	1,131.3	1,227.8	1,131.0	1,155.2	1,186.2	1,260.3	1,112.7	1,161.0	1,218.5	1,298.9	1,173.9	1,151.2
Last twelve months net sales				4,560.4	4,645.3	4,700.2	4,732.7	4,714.4	4,720.2	4,752.5	4,791.1	4,852.3	4,842.5
U.S. GAAP Net earnings from continuing operations	29.0	62.5	25.0	(208.0)	83.3	75.6	199.4	64.3	25.5	79.5	124.4	114.5	100.3
Interest expense, net	47.7	49.1	40.8	42.0	44.5	44.8	46.6	44.9	43.2	48.5	47.5	44.4	43.3
Income tax provision (benefit)	56.4	43.7	94.0	321.5	33.5	33.4	(80.9)	30.4	12.3	22.8	11.1	32.7	44.6
Depreciation and amortization, net of adjustments	36.4	42.7	42.0	40.2	40.7	41.0	37.1	40.2	38.0	53.2	53.1	51.5	53.4
Special Items													
Restructuring charges	1.1	6.2	2.9	8.6	7.1	6.6	25.5	7.4	29.3	6.9	(1.7)	0.6	10.1
Other restructuring associated costs	5.9	2.9	1.6	2.2	(0.4)	0.7	13.3	16.7	21.3	12.8	9.5	4.0	3.8
Foreign currency exchange loss due to highly inflationary													
economies	-	-	-	-	-	(0.4)	2.9	8.0	1.3	1.3	1.2	0.9	1.2
Loss on debt redemption and refinancing activities	-	-	-	-	0.4	1.5	-	-	-	-	16.1	-	-
Charges related to the Novipax Settlement Agreement	-	-	-	-	-	-	-	-	59.0	-	-	-	-
Settlement/curtailment benefits related to retained Diversey retirement plans	, _	(13.5)	-	_	-	-	_	-	-	-	_	-	-
Gain on class-action litigation settlement	-	-	-	(12.7)	0.1	-	(2.3)	-	-	-	-	-	-
Charges related to acquisitions and divestiture activity &				, ,			, ,						
sale of property, plant and equipment	18.2	20.4	31.7	10.8	7.0	13.5	2.9	3.7	(0.5)	6.0	5.7	2.9	1.2
Other Special Items	1.6	2.8	0.3	0.2	1.3	2.2	3.8	7.4	7.3	10.1	4.3	1.7	2.0
Pre-tax impact of special items	26.8	18.8	36.5	9.1	15.5	24.1	46.1	36.0	117.7	37.1	35.1	10.1	18.3
Non-U.S. GAAP Total Company Adjusted EBITDA	196.3	216.8	238.3	204.8	217.5	218.9	248.3	215.8	236.7	241.1	271.2	253.2	259.9
Last twelve months Adjusted EBITDA				856.2	877.4	879.5	889.5	900.5	919.7	941.9	964.8	1,002.2	1,025.4
Last twelve months Adj. EBITDA Margin				18.8%	18.9%	18.7%	18.8%	19.1%	19.5%	19.8%	20.1%	<b>20.7%</b>	21.2%



#### Q2 and YTD Performance

	Т	Ended Jun. 30	),		Six Months Ended Jun. 30,					
	2020		20	19	20	20	2019			
(\$ millions, except per share data)	Net Earnings	Diluted EPS	Net Earnings	Diluted EPS	Net Earnings	Diluted EPS	Net Earnings	Diluted EPS		
U.S. GAAP net earnings and diluted EPS from continuing operations	\$ 100.3	\$ 0.64	\$ 25.5	\$ 0.16	\$ 214.8	\$ 1.38	\$ 89.8	\$ 0.58		
Special Items	18.0	0.12	99.8	0.64	16.9	0.11	127.7	0.82		
Non-U.S. GAAP Adjusted net earnings and adjusted diluted EPS from continuing operations	\$ 118.3	\$ 0.76	\$ 125.3	\$ 0.80	\$ 231.7	\$ 1.49	\$ 217.5	\$ 1.40		
Weighted average number of common shares outstanding - Diluted		155.9		155.3		155.4		155.3		
		(\$ millions)	)		Jun. 30, 2020 (unaudited)	)				
		Total debt	Total debt		\$ 3,796.2					
		Less: cash	and cash equiva	alents	(289.7)					
		Net Debt			\$ 3,506.5					



#### Q2 and YTD Performance

	Three Months	Ended Jun. 30,	Six Months I	Ended Jun. 30,
	<u>2020</u>	<u>2019</u>	<u>2020</u>	<u>2019</u>
Net Sales	\$1.2 billion	\$1.2 billion	\$2.3 billion	\$2.3 billion
Pre-tax Earnings from Continuing Operations	\$144.9 million	\$37.8 million	\$292.1 million	\$132.5 million
Net Earnings From Continuing Operations	\$100.3 million	\$25.5 million	\$214.8 million	\$89.8 million
EPS From Continuing Operations	\$0.64	\$0.16	\$1.38	\$0.58
Effective Tax Rate	30.8%	32.5%	26.5%	32.2%
Operating Cash Flow	\$172 million	\$104 million	\$213 million	\$169 million
	Three Months	Ended Jun. 30,	Six Months I	Ended Jun. 30,
(\$ millions)	<u>2020</u>	2019	<u>2020</u>	<u>2019</u>
U.S. GAAP Net earnings from continuing operations	100.3	25.5	214.8	89.8
Interest expense, net	43.3	43.2	87.7	88.1
Income tax provision	44.6	12.3	77.3	42.7
Depreciation and amortization, net of adjustments	53.4	38.0	104.9	78.2
Special items				
Restructuring charges	10.1	29.3	10.7	36.7
Other restructuring associated costs	3.8	21.3	7.8	38.0
Foreign currency exchange loss due to highly inflationary economies	1.2	1.3	2.1	2.1
Charges related to the Novipax settlement agreement	_	59.0	_	59.0
Charges (income) related to acquisition and divestiture activity	1.2	(0.5)	4.1	3.2
Other Special Items	2.0	7.3	3.7	14.7
Pre-tax impact of Special Items	18.3	<u>117.7</u>	28.4	153.7
Non-U.S. GAAP Total Company Adj EBITDA from continuing operations	259.9	236.7	513.1	452.5



#### Full Year 2019 Performance

	Year Ended Dec. 31,							
	20	19	2018					
(\$ millions, except per share data)	Net Earnings	Diluted EPS	Net Earnings	Diluted EPS				
U.S. GAAP net earnings and diluted EPS from continuing operations	\$ 293.7	\$ 1.89	\$ 150.3	\$ 0.94				
Special Items	145.0	0.93	250.6	1.56				
Non-U.S. GAAP Adjusted net earnings and adjusted diluted EPS from continuing operations	\$ 438.7	\$ 2.82	\$ 400.9	\$ 2.50				
Weighted average number of common shares outstanding - Diluted		155.2		160.2				

	Year Ended
(\$ millions)	Dec. 31, 2019
Cash flow from Operations	511.1
Capital Expenditures	189.7
Free Cash Flow	<u>321.4</u>
Adjusted EBITDA	964.8
Free Cash Flow Conversion (Free Cash Flow / Adjusted EBITDA)	33%

### **ROIC Calculation FY 2019**



				Trailing 12 Months
			Adjusted EBITDA (Non-GAAP)	\$ 965 M
			Less: Depreciation and Amortization	<u>(184 M)</u>
			Adjusted Operating Profit	781 M
			Adjusted Tax Rate (Non-GAAP)	26% *
			Tax on Adjusted Operating Profit	<u>(207 M)</u>
			Net Adjusted Operating Profit After Tax	\$ 574 M
Balance Sheet Line Items	Q4 '18	Q4 '19		Q4 '19 & Q4 '18 Average
Total stockholders' deficit	\$ (349 M)	\$ (196 M)	Book value of Equity	\$ (272 M)
Short-term borrowings; Current portion of long-term debt; Current portion of operating lease liabilities; Long-term debt, less current portion; Long-term operating lease liabilities, less current portion	3,474 M	3,906 M	Current and Long-Term Debt and Op. Leases	3,690 M
Deferred taxes; Other non-current liabilities	674 M	761 M	Other Long-Term Liabilities	717 M
Cash and Cash equivalents; Marketable Securities (within other current assets); Current assets held for sale	<u>(273 M)</u>	<u>(279 M)</u>	Less: Non-Operating Assets	<u>(276 M)</u>
	\$ 3,526	\$ 4,191	Total Capital	\$ 3,859 M
			Return on Invested Capital	15%

<sup>\*</sup> Refer to subsequent slide for reconciliation of Adjusted Tax Rate Some numbers may not recalculate or foot due to rounding

### 2019 Adjusted Tax Rate Reconciliation



	Year Ended
(\$ millions)	Dec. 31, 2019
U.S. GAAP Earnings before income tax provision	370.3
Pre-tax impact of Special Items	225.9
Non-U.S. GAAP Adjusted Earnings before income tax provision	596.2
U.S. GAAP Income tax provision	76.6
Tax Special Items	25.5
Tax impact of Special Items	55.4
Non-U.S. GAAP Adjusted Income tax provision	157.5
U.S. GAAP Effective income tax rate	20.7%
Non-U.S. GAAP Adjusted income tax rate	26.4%

<sup>\*</sup> Pro-Forma APS adjustment includes one month of incremental Adj. EBITDA contribution and adjustment for inventory step-up charge incurred in Adj. EBITDA after close

### Proforma Net Debt / Adj EBITDA



(\$ millions)

Non-U.S. GAAP Total Company Adjusted EBITDA	\$ 1.025 M
(Trailing twelve months ending June 30, 2020)	¥ 1,5=5
Net Debt	3,507 M
Net Debt / Adjusted EBITDA	3.42

Pro-Forma APS Adjustment \* \$ 10 M Non-U.S. GAAP Total Company Adjusted EBITDA with Pro-Forma APS Adjustment 1,035 M Net Debt / Proforma Adjusted EBITDA 3.39