

# **CLSA Investors Forum**

#### Ron Delia Managing Director & CEO

September 2018



#### Disclaimer

#### Cautionary Statement Regarding Forward-Looking Statements

This communication contains certain statements that are "forward-looking statements" within the meaning of Section 27A of the Securities Act of 1933. as amended (the "Securities Act"), and Section 21E of the Securities Exchange Act of 1934, as amended, Amcor Limited ("Amcor"), its subsidiary Arctic Jersey Limited ("New Amcor") and Bemis Company, Inc. ("Bemis") have identified some of these forward-looking statements with words like "believe," "may," "could," "would." "might." "possible." "will." "should." "expect," "intend," "plan," "anticipate," "estimate." "potential." "outlook" or "continue." the negative of these words. other terms of similar meaning or the use of future dates. Forward-looking statements in this communication include. without limitation, statements about the anticipated benefits of the contemplated transactions, including future financial and operating results and expected synergies and cost savings related to the contemplated transactions, the plans, objectives, expectations and intentions of Amcor, New Amcor or Bemis and the

expected timing of the completion of the contemplated transactions. Such statements are based on the current expectations of the management of Amcor or Bemis, as applicable, are qualified by the inherent risks and uncertainties. surrounding future expectations generally. and actual results could differ materially from those currently anticipated due to a number of risks and uncertainties. None of Amcor. New Amcor or Bemis, or any of their respective directors, executive officers or advisors, provide any representation, assurance or guarantee that the occurrence of the events expressed or implied in any forwardlooking statements will actually occur. Risks and uncertainties that could cause results to differ from expectations include. but are not limited to: uncertainties as to the timing of the contemplated transactions: uncertainties as to the approval of the transactions by Bemis' and Amcor's shareholders, as required in connection with the contemplated transactions; the possibility that a competing proposal will be made; the possibility that the closing conditions to the contemplated transactions may not be

satisfied or waived, including that a governmental entity may prohibit, delay or refuse to grant a necessary approval: the effects of disruption caused by the announcement of the contemplated transactions or the performance of the parties' obligations under the transaction agreement making it more difficult to maintain relationships with employees. customers. vendors and other business partners: the risk that shareholder litigation in connection with the contemplated transactions may affect the timing or occurrence of the contemplated transactions or result in significant costs of defense, indemnification and liability: uncertainties as to the availability and terms of refinancing for the existing indebtedness of Amcor or Bemis in connection with the contemplated transactions: uncertainties as to whether and when New Amcor may be listed in the US S&P 500 index and the S&P / ASX 200 index: uncertainties as to whether. when and in what amounts future dividend payments may be made by Amcor, Bemis or New Amcor; other business effects, including the effects of industry, economic or political conditions outside of the control of the parties to the contemplated transactions: transaction costs: actual or contingent liabilities: disruptions to the financial or capital markets; other risks and uncertainties discussed in Amcor's disclosures to the Australian Securities Exchange ("ASX"), including the "2017 Principal Risks" section of Amcor's Annual Report 2017: and other risks and uncertainties discussed in Bemis' filings with the U.S. Securities and Exchange Commission (the "SEC"), including the "Risk Factors" section of Bemis' annual report on Form 10-K for the fiscal year ended December 31, 2017, You can obtain copies of Amcor's disclosures to the ASX for free at ASX's website (www.asx.com.au).



NOTE: Throughout this document all outlook and guidance comments relate to Amcor on a stand-alone basis and therefore exclude any impact from the Bemis transaction announced on 6 August 2018. Subject to closing conditions, the transaction is targeted to close in the first quarter of calendar year 2019.

### **Disclaimer continued**

#### Cautionary Statement Regarding Forward-Looking Statements cont.

You can obtain copies of Bemis' filings with the SEC for free at the SEC's website (www.sec.gov). Forward-looking statements included herein are made only as of the date hereof and none of Amcor, New Amcor or Bemis undertakes any obligation to update any forward-looking statements, or any other information in this communication, as a result of new information, future developments or otherwise, or to correct any inaccuracies or omissions in them which become apparent, except as expressly required by law. All forward-looking statements in this communication are qualified in their entirety by this cautionary statement.

#### Legal Disclosures

#### No Offer or Solicitation

This communication is not intended to and does not constitute an offer to sell or the solicitation of an offer to subscribe for or buy or an invitation to purchase or subscribe for any securities or the solicitation of any vote or approval in any jurisdiction, nor shall there be any sale, issuance or transfer of securities in any jurisdiction in contravention of applicable law. No offer of securities will be made except by means of a prospectus meeting the requirements of Section 10 of the Securities Act.

#### Important Additional Information Will Be Filed with the SEC

In connection with the contemplated transactions, New Amcor intends to file a registration statement on Form S-4 with the SEC that will include a joint proxy statement of Bemis and prospectus of New Amcor. The ioint proxy statement/prospectus will also be sent or given to Bernis shareholders and will contain important information about the contemplated transactions. Shareholders are urged to read the joint proxy statement/prospectus and other relevant documents filed or to be filed with the SEC carefully when they become available because they will contain important information about Bemis, Amcor, New Amcor, the contemplated transactions and related matters. Investors and shareholders will be able to obtain free copies of the joint proxy statement/prospectus (when available) and other documents filed with the SEC by Bemis, Amcor and New Amcor through the SEC's website (www.sec.gov).

#### Participants in the Solicitation

Bemis, Amcor, New Amcor and their respective directors and executive officers may be deemed to be participants in the solicitation of proxies from Bemis shareholders in connection with the contemplated transactions. Information about Bemis' directors and executive officers is set forth in its proxy statement for its 2018 Annual Meeting of Shareholders and its annual report on Form 10-K for the fiscal year ended December 31, 2017, which may be obtained for free at the SEC's website (www.sec.gov). Information about Amcor's directors and executive officers is set forth in its Annual Report 2017, which may be obtained for free at ASX's website (www.asx.com.au). Additional information regarding the interests of participants in the solicitation of proxies in connection with the contemplated transactions will be included in the joint proxy statement/prospectus that New Amcor intends to file with the SEC

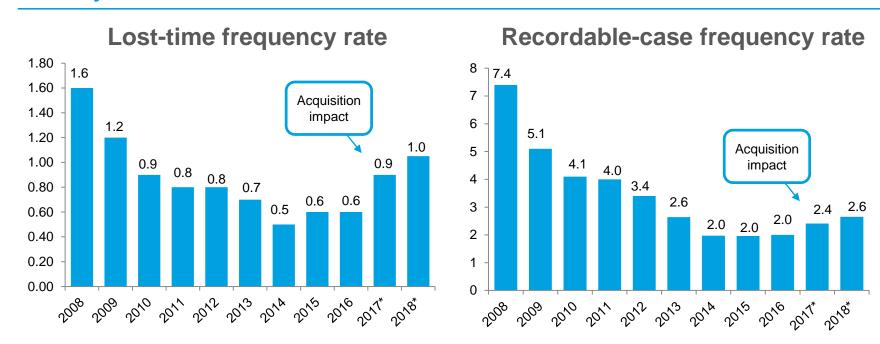
#### **Non-IFRS** information

Results shown refer to underlying results unless otherwise indicated. Underlying earnings is defined and reconciled on slide 40.

Certain non-IFRS financial information has been presented within this presentation. This information is presented to assist in making appropriate comparisons with prior periods and to assess the operating performance of the business. Amcor uses these measures to assess the performance of the business and believes that the information is useful to investors. Non-IFRS information, including underlying earnings and average funds employed have not been audited but have been extracted from Amcor's annual financial report.



Safety



#### Committed to our goal of 'no injuries'



2008 to 2012 data includes the demerged Orora business. Total rates for 2015 and onwards includes acquired businesses from the first day of ownership. \*The increase in the frequency rates between 2016 and 2017 reflects the inclusion of the Alusa and Sonoco acquisitions





Amcor: High Performing and Uniquely Positioned



FY18 Result and FY19 Outlook



Clear Strategy and Significant Growth Potential

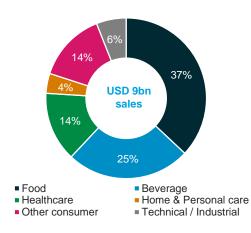


Bemis transaction: Substantial Value Creation Opportunity



#### Amcor overview

- Founded in Australia in 1860s
- USD 9bn sales, AUD 17bn market cap, ASX listed
- Global leader: flexible and rigid plastic consumer packaging
- ~195 plants, ~33,000 employees, 40+ countries



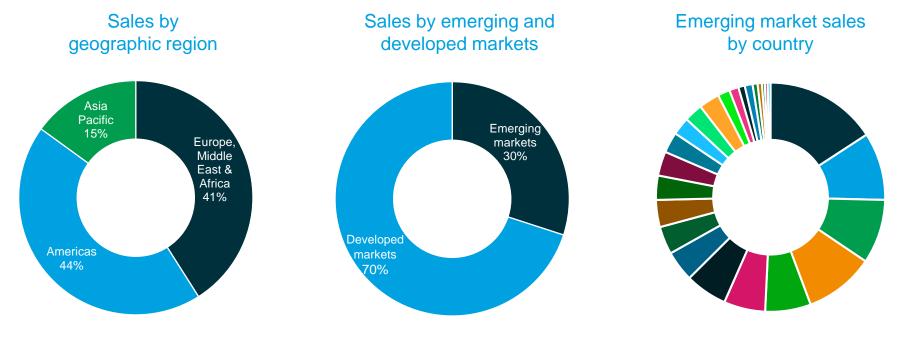


# Focused portfolio of high value packaging for consumer staples





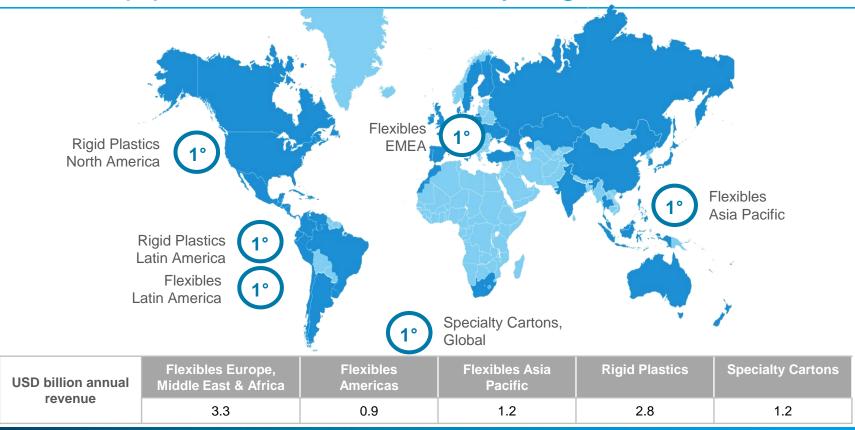
# Geographic diversification, global reach AND local presence



Clobal plant natwork	Europe, Middle East & Africa	Americas	Asia Pacific	
Global plant network	65	88	37	

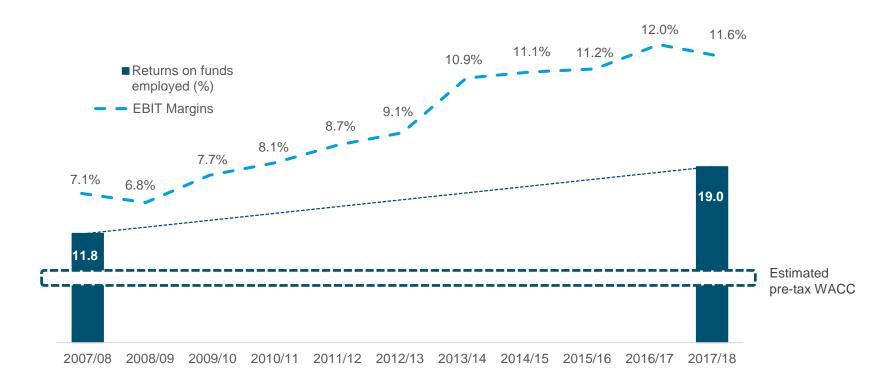


#### Leadership positions and scale in key segments



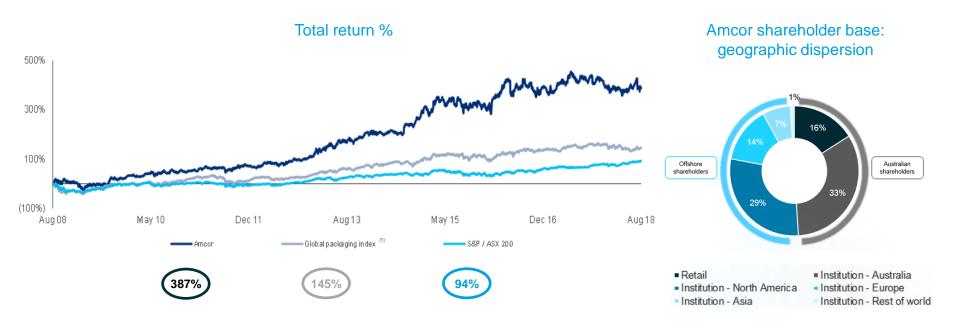


# Strong financial metrics and consistent margin improvement





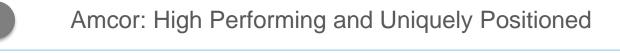
### Strong total returns for shareholders





Notes: Citi, IRESS, FactSet. Market data as at 31 July 2018. Global packaging index represents a weighted index comprising: Aptar Group, Ball Corp, Bemis, Berry Plastics, Crown Holdings, Graphic Packaging, Huhtamäki, Mayr Melnhof Karton, Owens Illinois, RPC Group, Sealed Air, Silgan, Sonoco and WestRock. Amcor share register analysis as at 7 August 2018







FY18 Result and FY19 Outlook



- Clear Strategy and Significant Growth Potential
- Bemis transaction: Substantial Value Creation Opportunity



# FY2018 full year result<sup>(1)</sup>

USD million	Jun 17	Jun 18	<b>∆ %</b>	Constant Currency ∆%
Sales revenue	9,101.0	9,319.1	2.4	(0.6)
PBIT	1,088.2	1,085.5	(0.2)	(3.3)
PBIT margin (%)	12.0	11.6		
РАТ	701.2	724.0	3.3	(0.2)
EPS (US cents)	60.6	62.6	3.3	(0.2)
Free cash flow	245.3	194.1		
Return on funds employed (%)	20.4	19.0		
Dividend (US cents)	43.0	45.0	4.7	

- PAT and EPS in line with last year in constant currency terms
  - Flexibles: USD 43m total impact from normal time lag in recovering higher raw material costs
  - Rigid Plastics: weak beverage volumes in North America on adverse customer and product mix
  - Outstanding cost performance across the business
  - Ongoing net benefit from US tax reform
- Solid cash flow and balance sheet
  - Free cash flow of USD 194 million
  - Net debt / PBITDA 2.7 times
- Full year dividend up 5% to 45.0 US cents per share

#### Constant currency earnings in line with last year Encouraging indications entering the 2018/19 financial year



(1) Throughout this document, all references to June 18 are to statutory earnings and references to June 17 are to underlying earnings unless otherwise indicated Underlying earnings for June 17 are defined and reconciled on slide 40.

# FY2019 outlook<sup>(1)</sup>

- Encouraging signs heading into the 2019 financial year
  - Modest improvement in volumes in the North America beverage segment
  - Earnings headwinds have started to slow in some regions from the lag in passing on higher raw material costs
  - Emerging markets growth of 4% in H2
- Expect the Rigid Plastics and Flexibles businesses to deliver solid PBIT growth in constant currency terms<sup>(2)</sup>
  - Modest organic growth
  - Benefits from restructuring initiatives, including USD 5-10 million from new Rigid Plastics initiatives (total benefits of USD 15-20 million by end of FY2020)
  - Benefits from recently acquired businesses, net of cost to achieve synergies

#### Expect constant currency earnings growth in the 2019 financial year Long-term growth potential remains substantial



 Throughout this document, all references to June 18 are to statutory earnings and references to June 17 are to underlying earnings unless otherwise indicated. Underlying earnings for June 17 are defined and reconciled on slide 40. Growth rates are on a constant currency basis.
 Refer Amcor full year results news release dated 21 August 2018, available at <u>www.amcor.com</u> for full outlook statements.







### Amcor strategy

Our businesses

FOCUSED PORTFOLIO:

FLEXIBLE **RIGID PLASTIC** SPECIALTY **CLOSURES** PACKAGING CONTAINERS CARTONS 0 Talent Operational Innovation Cash and Commercial Excellence Leadership **Capital Discipline** 

Our differentiated capabilities

THE AMCOR WAY:

#### **Our winning aspiration**

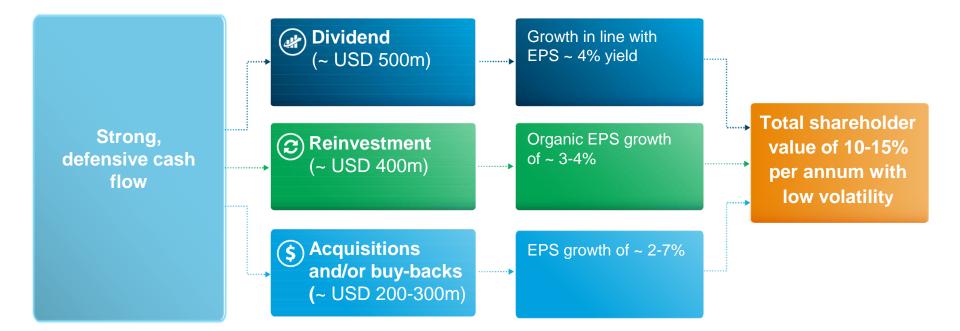
WINNING FOR CUSTOMERS, EMPLOYEES, INVESTORS AND THE ENVIRONMENT:



THE leading global packaging company



#### Amcor shareholder value creation model





### Sustainability: leading by example





Develop all our packaging to be recyclable or reusable by 2025

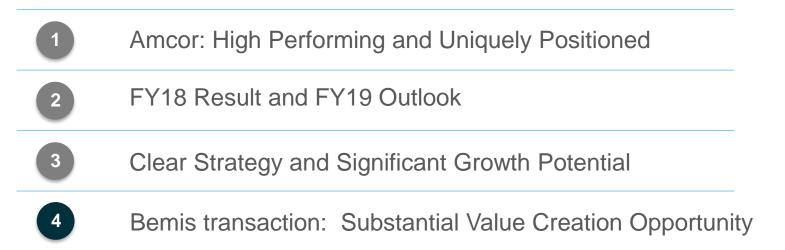
Significantly increase our use of recycled materials in our packaging













Amcor and Bemis combination to create the global leader in consumer packaging

...Stronger value proposition for customers, employees and the environment

...Substantial value creation for all shareholders

... Two proud histories, one great future



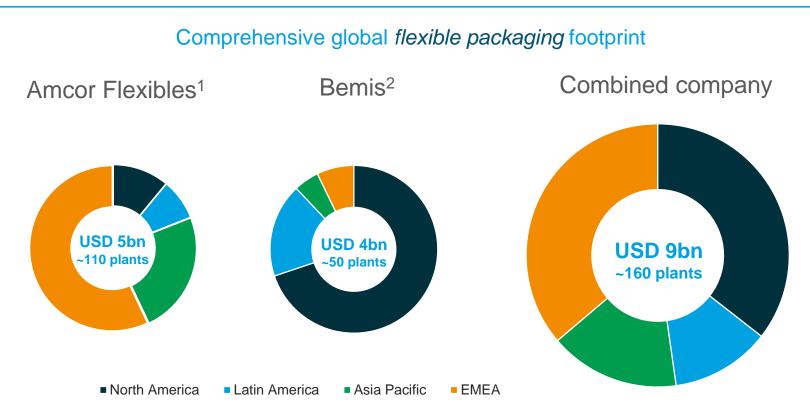
### Strategic rationale

Stronger value proposition for customers, employees and the environment





# The global leader in flexible packaging

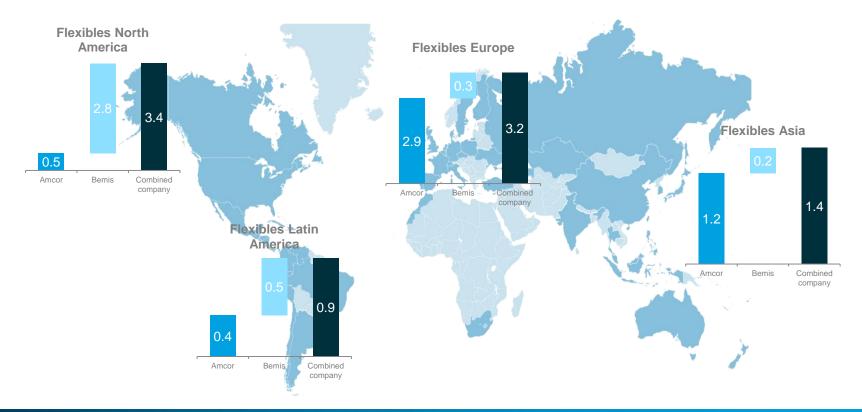




Based on CY17 revenues, excluding specialty cartons Amcor management estimates based on Bemis CY17 revenues

### Leadership positions and scale in all key regions

Flexible packaging





#### Best-in-class capabilities...greater differentiation...global platform

Amcor brings:

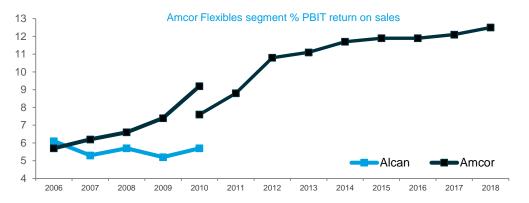
- Track record of growth through acquisition
- Strong relationships with Global Key Accounts

Capabilities deployed consistently across Amcor that enable our businesses to win.

Operational

Leadership

- Long history of profitable emerging markets participation
- The Amcor Way: Differentiated capabilities to drive competitive advantage and financial impact



#### ...evolving over time...contributing to the bottom line





The Amcor Way

Commercial Excellence

/aluePlus

Talent

#### Best-in-class capabilities...greater differentiation...global platform

#### **Bemis brings:**

• Material science and technology

**Barrier films** 

metallized sealant film

- R&D resources and infrastructure, incl. Innovation Centre ٠
- Strong relationships with key customers ٠

Liquiflex<sup>®</sup> Advance<sup>TV</sup>

Long history of profitable participation in attractive segments ٠



Meat & Cheese



- Meat & cheese
- Dairv & liquids
- Specialty food & meals
- Other food
- Beverage wraps
- Other non-food

#### Global growth drivers

- Rising protein consumption
- Longer shelf life -> higher barrier requirements
- On-going conversion from glass and metal
- Greater packaging functionality - higher performance materials



Curwood<sup>8</sup>

barrier bag

#### **Bemis Innovation Centre**







#### Substantial value creation for all shareholders

Compelling transaction metrics Stronger financial profile going forward

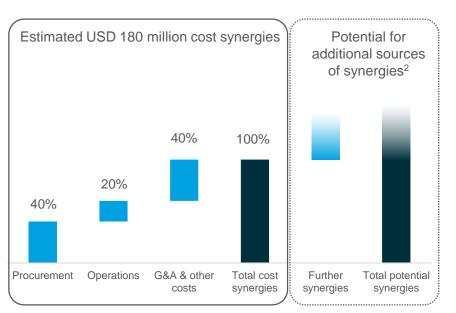
Greater liquidity for investors

Cash and tax free



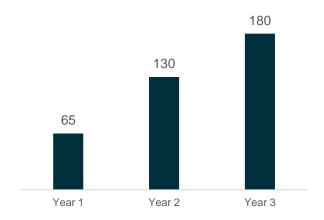
# Significant cost synergy benefits

#### Substantial cost synergy opportunity of USD 180 million p.a. (4-5% of Bemis sales)<sup>1</sup>



#### Estimated synergies

#### Estimated synergy realisation (USD m)

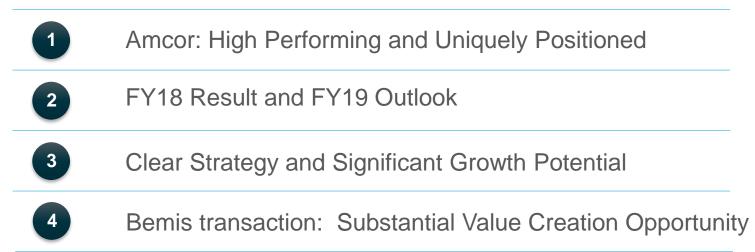


Estimated cost to implement of USD 150 million<sup>3</sup> expected to be funded by capex and working capital synergies



I. Incremental to Bernis' "Agility" improvement plan
 Any additional synergies would be additive to the transaction metrics
 Estimated costs expected to be incurred in years 1 and 2









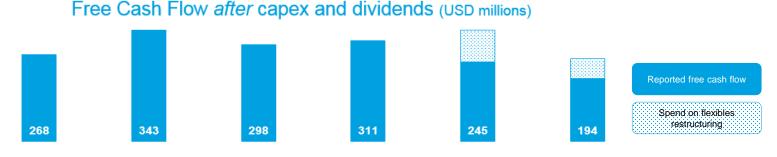
# **CLSA Investors Forum**

#### Ron Delia Managing Director & CEO

Appendix slides



# Strong financial metrics and consistent margin improvement



 57.3
 56.2
 55.8
 57.7
 60.6
 62.6

 FY13
 FY14
 FY15
 FY16
 FY17
 FY18

#### Constant currency EPS growth





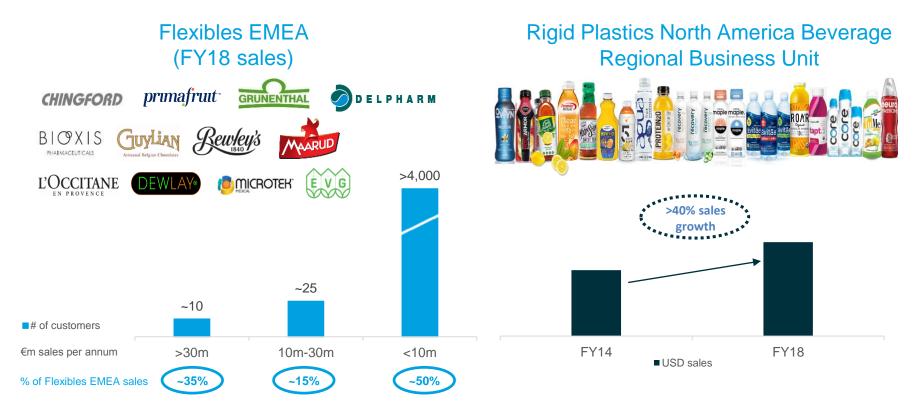






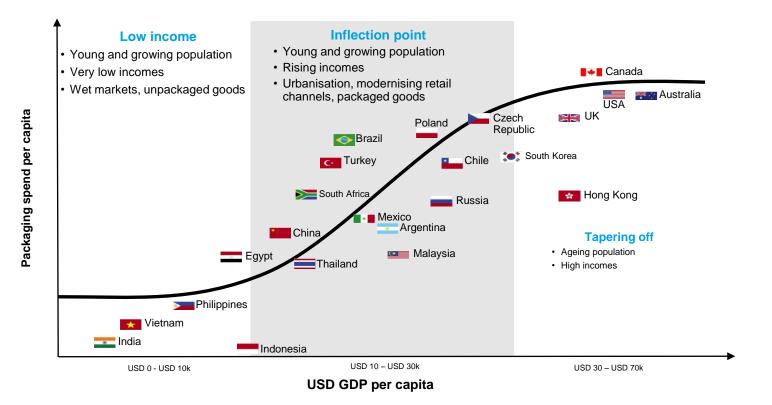


# Customer relationships: winning with big and small brands



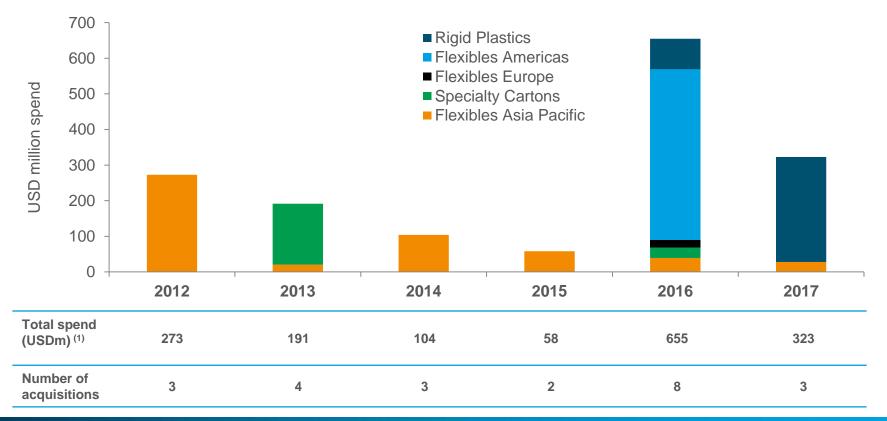


### Emerging markets: packaging spend growth





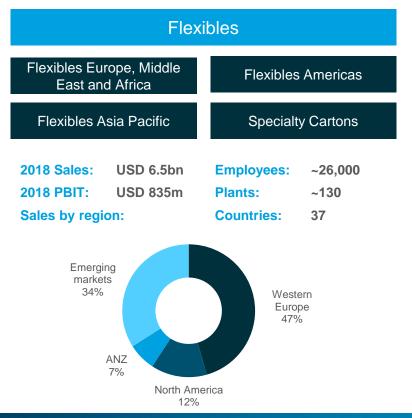
# Track record of growth by acquisition in all businesses





(1) Spend based on announced cost. Note: Periods shown are full financial years.

### Amcor reporting segment overview

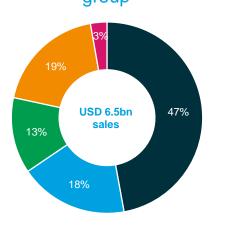


Rigids						
North America Beverage	Latin America					
Bericap NA (JV)	North America Specialty Containers					
2018 Sales: USD 2.8bn 2018 PBIT: USD 312m Sales by region:	Employees: ~7,000 Plants: ~60 Countries: 12					
Emerging markets 19%	North America 81%					



#### Amcor Flexibles overview

Sales by business group



- Flexibles EMEA
- Flexibles Americas
- Capsules



- FoodBeverage
- Foil & Industrial
- HealthcareHome & Personal careOther

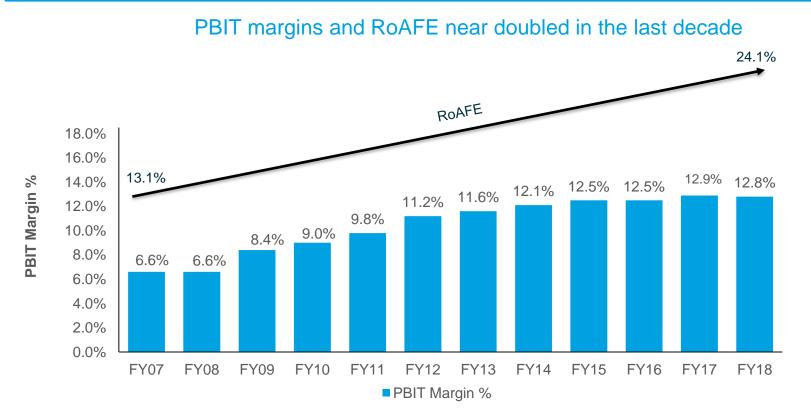




Flexibles Asia Pacific

Specialty Cartons

#### Amcor Flexibles historical growth





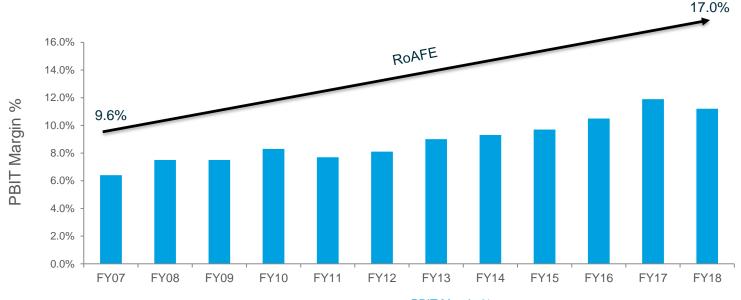
### Amcor Rigid Plastics overview





#### Amcor Rigid Plastics historical growth

PBIT margins and RoAFE near doubled in the last decade



■ PBIT Margin %



### Amcor and Bemis combination: Strategic rationale

#### Stronger value proposition for customers, employees and the environment

Comprehensive global footprint	Unique, truly global flexible packaging supplier Comprehensive flexible packaging footprint across all key regions, including larger, more balanced & profitable emerging markets business ~US\$3.5 billion sales in ~30 emerging markets
Greater scale to better serve customers in every region	Increased economies of scale Leadership positions in all key regions Greater size and resources
Increased exposure to attractive end markets & product segments	Enhanced growth profile from greater global participation in protein and healthcare packaging, leveraging innovative technologies in barrier films and foils Opportunities to extend participation globally
Best-in-class operating and innovation capabilities	Greater differentiation from deploying proven, industry-leading commercial, operational and R&D capabilities globally
Continued strong commitment to environmental sustainability	Enhanced capabilities behind Amcor's pledge to develop all recyclable or reusable packaging products by 2025
Greater depth of management talent	Ability to leverage the management talent of both companies Stronger combined team will create a stronger company



### Amcor and Bemis combination: Financial rationale

#### Substantial value creation for all shareholders

Compelling transaction metrics	<ul> <li>All-stock acquisition at an implied value in line with Amcor's current trading EV/PBITDA multiple, pre synergies</li> <li>USD 180 million of pre-tax annual cost synergies by the end of year 3<sup>1</sup></li> <li>Double digit proforma EPS<sup>2</sup> accretion for all shareholders<sup>3</sup></li> <li>Double digit returns in excess of Amcor's WACC</li> </ul>
Stronger financial profile going forward	<ul> <li>Revenue of more than USD 13 billion and PBITDA of USD 2.2 billion<sup>3</sup></li> <li>Combined estimated market capitalisation of USD 17 billion<sup>4</sup></li> <li>Higher margins through the delivery of cost synergies</li> <li>Potential to grow at higher rates over long term - stronger customer value proposition, complementary capabilities, increased exposures to attractive segments</li> <li>Annual free cash flow of more than USD 1 billion<sup>5</sup></li> <li>Investment grade balance sheet with immediate capacity for further investment</li> </ul>
Greater liquidity for investors	<ul> <li>Two major global listings – NYSE and ASX</li> <li>Expected inclusion in the S&amp;P500 and S&amp;P / ASX 200 indexes</li> </ul>
Cash and tax free	For all shareholders in a share for share exchange



- . Incremental to Bemis' "Agility" improvement plan . Excludes the impact of purchase accounting
- After taking into account USD 180 million pre-tax cost synergies
- . Excluding the value of capitalized synergies
  - Defined as cash from operations after capital expenditure, before dividends

### Amcor 2018 financial results

	Statuto	Statutory result Adjustments <sup>(1)</sup> Une		Adjustments <sup>(1)</sup>		derlying result	
USD million	2017	2018	2017	2018	2017	2018	
Sales revenue	9,101.0	9,319.1	-	-	9,101.0	9,319.1	
PBITDA	1,311.5	1,441.8	(135.5)	-	1,447.0	1,441.8	
- Depreciation and amortisation	(358.8)	(356.3)	-	-	(358.8)	(356.3)	
PBIT	952.7	1,085.5	(135.5)	-	1,088.2	1,085.5	
- Net finance costs	(187.0)	(204.8)	-	-	(187.0)	(204.8)	
Profit before tax	765.7	880.7	(135.5)	-	901.2	880.7	
- Income tax expense	(151.7)	(145.3)	31.3	-	(183.0)	(145.3)	
<ul> <li>Non-controlling interest</li> </ul>	(17.0)	(11.4)	-	-	(17.0)	(11.4)	
Profit after tax	597.0	724.0	(104.2)	-	701.2	724.0	
Key ratios							
PBIT margin (%)					12.0	11.6	
Return on funds employed (%)					20.4	19.0	
EPS (US cents)					60.6	62.6	
Free cash flow (USD million)					245.3	194.1	

			USD million							
Details of adjustments	Flexi EUR n		Flexi	bles	Riaid F	Plastics		ments / :her	Conso	lidated
Income statement	2017	2018	2017	2018	2017	2018	2017	2018	2017	2018
Flexibles segment restructuring	(124.4)	-	(135.5)	-	-	-	-	-	(135.5)	-
Total PBIT adjustments	(124.4)	-	(135.5)	-	-	-	-	-	(135.5)	-
Tax on adjustments	28.8	-	31.3	-	-	-	-	-	31.3	-
Total PAT adjustments	(95.6)	-	(104.2)	-	-	-	-	-	(104.2)	-



## **Non-IFRS** information

The following notes provide further details of certain non-IFRS financial measures used throughout this presentation:

**Operating cash flow** is cash flow from operating activities calculated in accordance with IFRS and extracted from Amcor's financial statements, adjusted to take into account capital expenditure and other items. This measure is reconciled to cash flow from operating activities as follows:

	2017	2018
	USD million	USD million
Operating cash flow	734.4	720.9
Capital expenditure	379.2	372.1
Proceeds on disposal of PP&E	(82.8)	(156.6)
Other items	(3.4)	0.7
Cash flow from operating activities	1,027.4	937.1

Free cash flow is operating cash flow (refer above) less dividends and other equity distributions paid during the period calculated in accordance with IFRS and extracted from Amcor's financial statements.

Movement in net debt is reconciled to the net increase in cash held calculated in accordance with IFRS and extracted from Amcor's financial statements as follows:

	2017 USD million	2018 USD million
Proceeds from borrowings	(3,959.5)	(4,519.4)
Repayment of borrowings	3,745.1	4,660.0
Net increase in cash held	57.8	(9.8)
Effects of exchange rate changes on cash and cash equivalents	(13.5)	(5.8)
Other items	(0.3)	(1.1)
Cash increase in net debt	(170.4)	123.9

