# INVESTOR BRIEFING SEPTEMBER 29, 2020 amcor



#### **Disclaimers**

#### Cautionary Statement Regarding Forward-Looking Statements

This document contains certain statements that are "forward-looking statements" within the meaning of the safe harbor provisions of the U.S. Private Securities Litigation Reform Act of 1995. Forward-looking statements are generally identified with words like "believe," "expect," "intend," "plan," "anticipate," "expective difference or advisors, provide are qualified by the inherent risks and uncertainties surrounding future expectations generally. Actual results could differ materially from those currently anticipated due to a number of risks and uncertainties. None of Amoror or any of its respective officers or advisors, provide are qualified by the inherent risks and uncertainties. None of Amoror or any of its respective officers or advisors, provide are qualified by the inherent risks and uncertainties. None of Amoror or any of its respective officers or advisors, provide are qualified by the inherent risks and uncertainties. None of Amoror or any of its respective officers or advisors, provide are qualified by the inherent risks and uncertainties. None of Amoror or any of its respective officers or advisors, provide and uncertainties. None of Amoror or any of its respective officers or advisors, provide and uncertainties. None of Amoror or any of its respective officers or advisors, provide on the course of the uncertainties. None of Amoror or any of its respective officers or advisors, provide on the course of the uncertainties. None of the course of the uncertainties and operations include to the course of the uncertainties. All the provides of the uncertainties and the course of the uncertainties and the course of the uncertainties. All the uncertainties and the course of the uncertainties and the uncertainties and the uncertainties and the uncertainties. T

#### Basis of Preparation of Supplemental Unaudited Adjusted Pro Forma Financial Information

The fiscal 2019 unaudited adjusted pro forma financial information includes adjustments for (1) and (a) includes adjustments for (1) and (a) includes adjustments for (1) and (a) include pro Forma Financial Information includes adjustments for (1) and (a) include adjustments for (1) and (a) include pro Forma Financial Information includes adjustments for (1) and (a) include policy alignment, (2) elimination of the effect of events that are directly attributable to the combination (a,g. one-time transaction, adjustment) (a) elimination of the effect of consummated and identifiable divestitures agreed to with certain regulatory agencies as a condition of approval for the area with characterism and identifiable divestitures agreed to with certain regulatory agencies as a condition of approval for the effect of events that are or growth synergies that Amor may achieve as a result of the transaction, future costs to combine the operations of Amor and Bemis or the costs necessary to achieve any cost or growth synergies. The Supplemental Unaudited Adjusted Pro Forma Financial Information has been presented for informational purposes only and is not necessarily indicative of the future operating results of Amor. The Supplemental Unaudited Adjusted Pro Forma Financial Information has been presented for informational information in Amor's Registration Statement or prom a financial information in an Amor's Registration Statement or Form S-4 filed March 25, 2019 with the SEC (the Agusted Pro Forma Statements), which provides the pro forma financial information required by Article 11 of Regulation S-K Por instance, the Supplemental Unaudited Adjusted Pro Forma Statements), which provides the proforma financial information in one-time transaction costs, the Supplemental Unaudited Adjusted Pro Forma Financial Information and the combination required by Article 11 of Regulation S-K Por Instance, the Supplemental Unaudited Adjusted Pro Forma Financial Information has not been adjusted to give effect to pro forma evaluation and c

#### Presentation of non-GAAP financial information

Included in this release are measures of financial performance that are not calculated in accordance with U.S. GAAP. These measures include adjusted EBIT (calculated as earnings before interest and tax), adjusted net income, adjusted earnings per share, adjusted free cash flow before dividends, adjusted cash flow after dividends, net debt and the Supplemental Unaudited Combined Financial Information including adjusted earnings before interest, tax, amortization and depreciation, adjusted earnings before interest and tax, and adjusted earnings per share and any ratios related thereto. In arriving at these non-GAAP measures, we exclude items that either have a non-recurring impact on the income statement or which, in the judgment of our management, are items that, either as a result of their nature or size, could, were they not singled out, potentially cause investors to extrapolate future performance from an improper base. While not all inclusive, examples of these items include:

• material restructuring programs, including associated costs such as employee severance, pension and related benefits, impairment of property and equipment and other assets, accelerated depreciation, termination payments for contracts and leases, contractual obligations and any other qualifying costs related to the restructuring plan;

- earnings from discontinued operations and any associated profit on sale of businesses or subsidiaries:
- · consummated and identifiable divestitures agreed to with certain regulatory agencies as a condition of approval for Amcor's acquisition of Bemis;
- · impairments in goodwill and equity method investments;
- material acquisition compensation and transaction costs such as due diligence expenses, professional and legal fees and integration costs;
- material purchase accounting adjustments for inventory;
- amortization of acquired intangible assets from business combinations:
- · impact of economic net investment hedging activities not qualifying for hedge accounting;
- · payments or settlements related to legal claims; and
- · impacts from hyperinflation accounting.

Management has used and uses these measures internally for planning, forecasting and evaluating the performance of the company's reporting segments and certain of the measures are used as a component of Amcor's board of directors' measurement of Amcor's performance for incentive compensation purposes. Amcor also evaluates performance on a constant currency basis, which measures financial results assuming constant foreign currency exchange rates used for translation based on the rates in effect for the companable prior-year average foreign exchange rates and then multiply or divide, as appropriate, those amounts by the performance are such as the transportance are used for translation based on the rates in effect for the companable prior-year average foreign exchange rates and then multiply or divide, as appropriate, those amounts by the prior-year average foreign exchange rates and then multiply or divide, as appropriate, those amounts by the performance when the prior-year average foreign exchange rates and then multiply or divide, as appropriate, those amounts by the prior-year average foreign exchange rates and then multiply or divide, as appropriate, those amounts by the prior-year average foreign exchange rates and then multiply or divide, as appropriate, those amounts by the prior-year average foreign exchange rates and then multiply or divide, as appropriate, those amounts by the prior-year average foreign exchange rates and then multiply or divide, as appropriate, those amounts by the prior-year average foreign exchange rates and then multiply or divide, as appropriate, those amounts by the prior-year average foreign exchange rates and then multiply or divide, as appropriate, those are unasted as a set of a set





INVESTOR BRIEFING

SEPTEMBER 29, 2020



Tracey Whitehead
Senior Vice President, Investor Relations

- Joined Amcor in 2009
- Appointed to current position in 2016
- Former Amcor positions:
  - VP, Investor Relations (2009-2016)
- Australian Investor Relations Association Board of Directors
- Prior experiences include BHP
- Bachelor of Business from Monash University



Ron Delia
Chief Executive Officer

- Joined Amcor in 2005
- Appointed to current position in 2015
- Former Amcor positions:
  - EVP Finance & Chief Financial Officer (2011–2015)
  - VP & GM, Amcor Rigid Packaging Latin America (2008–2011)
  - EVP Corporate Operations (2005–2008)
- Prior experiences include McKinsey and American National Can Co.
- Bachelor of Science from Fairfield University, and an MBA from Harvard Business School



**David Clark**Vice President, Sustainability

- Joined Amcor in 2004
- Appointed to current position in 2018
- Currently Chairman of the Plastic Recycling Corporation of California and Vice Chair of The Recycling Partnership.
- Former Amcor positions:
  - VP, Safety Environment and Sustainability (2012-2018)
  - Director of Safety and Sustainability, Amcor Rigid Packaging (2004-2012)
  - GM, Amcor Recycling (2004-2005)
  - Prior experiences include GSI Lumonics and SVS Laser Systems
- Bachelor of Science from University of Michigan and an MBA from Pepperdine University





Eric Roegner
President, Amcor Rigid Packaging

- Joined Amcor in 2018
- Appointed to current position in 2018
- Prior experiences include executive level roles with ALCOA/Arconic (2006-2018), McKinsey (1994-2006, Partner from 2000)
- Bachelor in Aerospace & Mechanical Engineering from Princeton University, and an MBA from Case Western Reserve University



Carmen Becker VP & GM, NA Specialty Containers

- Joined Amcor in 2020
- Appointed to current position in 2020
- Prior experiences include Tetra Pak (1999-2001), Rain Bird (1997-1998), General Motors (1995-1996), and The Timken Company (1989-1994)
- Bachelor of Science from Carnegie Mellon University, a Master of Science from Case Western Reserve University, and an MBA from the University of Notre Dame



Peter Konieczny
Chief Commercial Officer

- Joined Amcor in 2010
- Appointed to current position in 2020
- Former Amcor positions:
  - President, Amcor Flexibles Europe Middle East & Africa (2015–2020)
  - President, Amcor Speciality Cartons (2010-2015)
- Prior experiences include McKinsey, Preussag and Silgan White Cap
- Engineering degree from the University of Hanover, a Master of Science from Purdue University, and an MBA from INSEAD





Bill Jackson Chief Technology Officer, Global Flexibles

- Joined Amcor in 2019
- Appointed to current position in 2019
- Former VP and Chief Technology Officer with Bemis (2013 – 2019)
- Prior experiences include Bemis, Dow, and General Electric
- Bachelor of Arts from College of Wooster, and a Master of Science and a Doctor of Philosophy from Stanford University



Fred Stephan
President, Flexibles North America

- Joined Amcor in 2019
- Appointed to current position in 2019
- Former President, North America with Bemis (2017–2019)
- Prior experiences include General Electric 1988-2004 and Berkshire Hathaway 2004-2017
- Bachelor of Electrical Engineering from Purdue University



Michael Zacka
President, Flexibles EMEA

- Joined Amcor in 2017
- Appointed to current position in 2020
- Former Amcor positions:
  - Chief Commercial Officer (2017–2020)
  - President, Amcor Flexibles Asia Pacific (2018-2019)
- Prior experiences include extensive experience in global packaging and FMCG industry holding various executive roles with Tetra Pak
- Bachelor of Business from Griffith University





Xin She VP & GM, Flexibles China

- Joined Amcor in 2018
- Appointed to current position in 2018
- Prior experiences include 16 years experience at Tetra Pak and Fonterra New Zealand
- Masters in Chemical Engineering from University of Canterbury and an MBA from the University of Michigan



Ruben Melara
VP & GM, Flexibles Brazil

- Joined Amcor in 2009
- Appointed to current position in 2019
- Former Amcor positions:
  - GM Rigid Packaging Brazil (2012–2019)
  - GM Amcor Rigid Packaging Central America & Caribbean (2009–2012)
- Prior experiences include Kimberly Clark and SABMiller
- Bachelor of Science from Georgia Tech, and an MBA from the University Francisco Marroquin





## Welcome

Tracey Whitehead

SVP & Head of Investor Relations

INVESTOR
BRIEFING
SEPTEMBER 29, 2020

## Objectives for today

Provide an overview of Amcor

Clearly outline our investment case

Introduce some of our management team

#### 1 Why Invest in Amcor?

Ron Delia, Chief Executive Officer

2 Sustainability

David Clark, VP Sustainability

3 Amcor Rigid Packaging

Eric Roegner, President Rigid Packaging Carmen Becker, VP & GM, NA Specialty Containers

**Q&A Session #1** 

4 Amcor Flexibles

**Peter Konieczny**, Chief Commercial Officer **Fred Stephan**, President Flexibles NA **Xin She**, VP & GM Flexibles China

Bill Jackson, CTO Global Flexibles
Michael Zacka, President Flexibles EMEA
Ruben Melara, VP & GM Flexibles Brazil

**Q&A Session #2** 

5 Closing Remarks

Ron Delia, Chief Executive Officer

## Agenda





# Why Invest in Amcor?

Ron Delia

**Chief Executive Officer** 

INVESTOR BRIEFING

SEPTEMBER 29, 2020

## Safety

#### **Amcor Values**









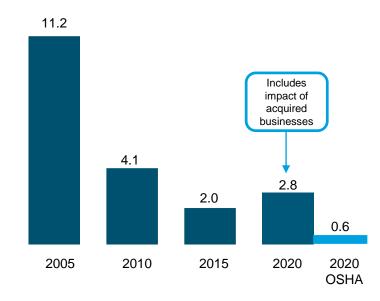


Safety

# Committed to our goal of No Injuries

#### Recordable-case frequency rate

(per million hours worked)





## Why invest in Amcor?



Global industry leader with proven track record and clear strategy



Consistent growth from consumer and healthcare end markets



Attractive and growing dividend with current yield >4%



Strong balance sheet, substantial capacity to invest and many growth opportunities



Momentum building - organic growth plus synergies

**EPS** growth + Dividend yield = 10-15% per year



## Global leader in consumer packaging

- Founded in Australia in 1860
- NYSE (AMCR) and ASX (AMC) listed
- \$17.3 bn market cap, \$12.5 bn sales,
   \$1.9 bn EBITDA
- ~230 locations, ~47,000 employees, >40 countries









Consistent Growth



**Attractive Dividend** 



Financial Strength & Capacity to Invest



Momentum **Building** 



## Strong track record of financial performance

2010 - 2020 >20 +8% +15% +6% **YEARS** +4.6% Investment **Adjusted Average TSR Adjusted** grade credit **Dividend Yield EBITDA EPS CAGR CAGR** (6% DPS CAGR) rating CAGR



## Consumer packaging for food, beverage and healthcare

## >95% of sales to consumer end markets

#### **Consistent growth**









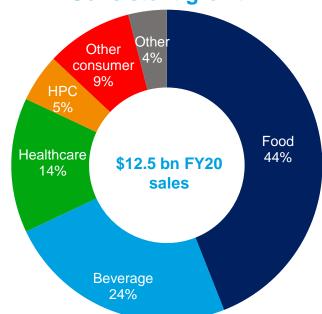




























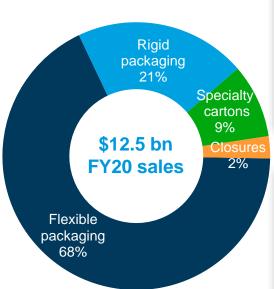




## Four primary packaging product segments





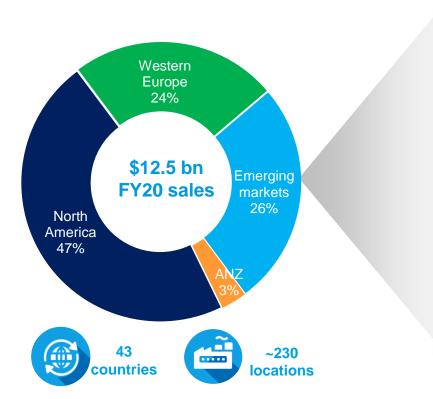








## Global reach, balanced geographically and scale in EMs







## **Amcor Strategy**

#### **Our businesses**

**FOCUSED & COMPLEMENTARY PORTFOLIO:** 



THE AMCOR WAY:

#### Our winning aspiration



**PACKAGING** 







**RIGID PACKAGING** 

**SPECIALTY CARTONS** 

**CLOSURES** 





Excellence



Leadership





Innovation

Cash and **Capital Discipline** 

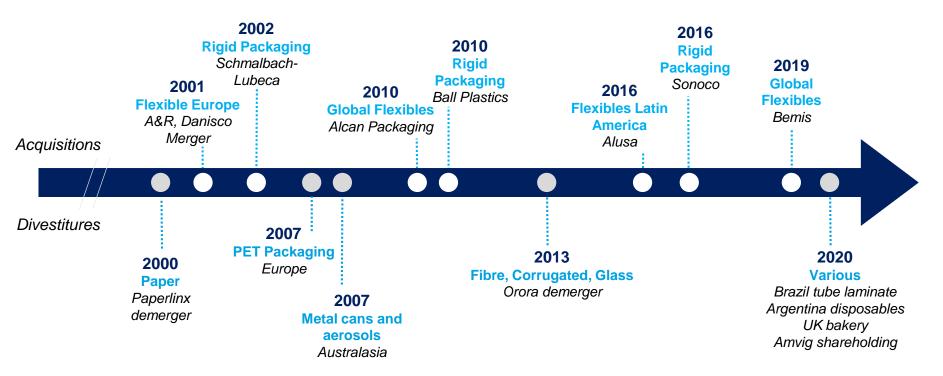
WINNING FOR INVESTORS, CUSTOMERS, **EMPLOYEES, AND THE ENVIRONMENT:** 





## Portfolio evolution – Active management and optimization

Focus on maximising shareholder value and meeting evolving consumer needs





#### Portfolio today - Focused with leadership and scale









SPECIALTY CARTONS

**CLOSURES** 

#### **Common Characteristics**

Primary Packaging

Consumer Packaging

Industry Structure
Innovation

Attractive Relative Growth

#### **Multiple Paths to Winning**

Market Leadership

Scale Positions

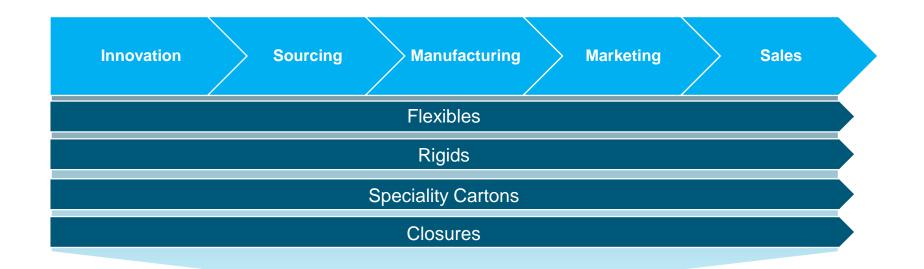
Differentiation

#### Market leadership and scale positions

- #1 Global Flexible Healthcare Packaging
- #1 Flexible Packaging North America
- #1 Rigid Packaging North America
- #1 Flexible Packaging Latin America
- #1 Rigid Packaging Latin America
- #1 Flexible Packaging Europe
- #1 Flexible Packaging Asia Pacific
- #1 Global Specialty Cartons



## Portfolio today – Complementary and generating synergies



Talent, capability, cost and growth synergies



## Amcor Strategy – Differentiated capabilities

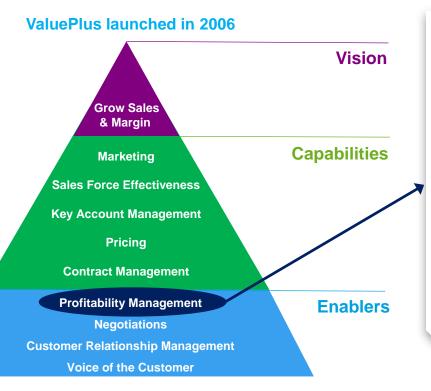


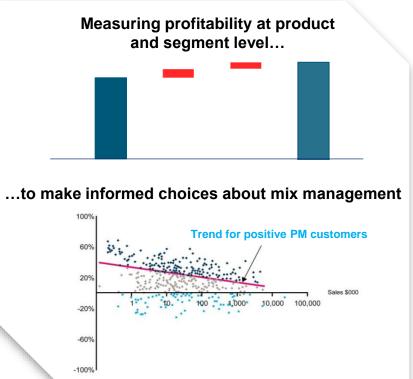
Capabilities deployed consistently across Amcor creating competitive advantages that enable our businesses to win



## The Amcor Way: Commercial Excellence

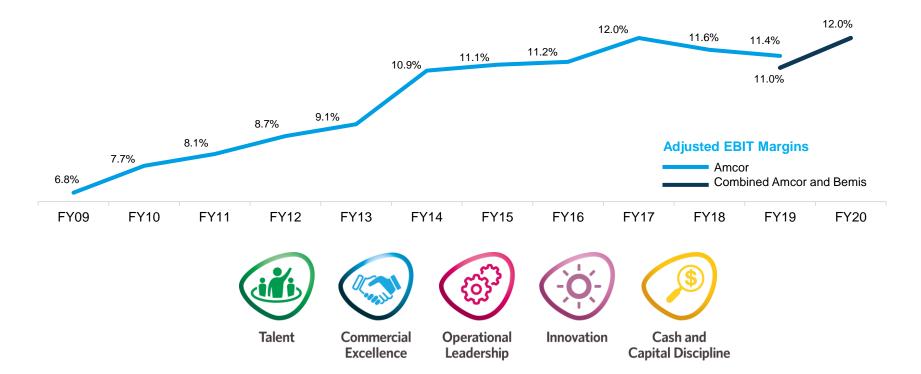








#### The Amcor Way: Driving competitive advantage and financial impact





## **Amcor Strategy**

#### **Our businesses**

**FOCUSED & COMPLEMENTARY PORTFOLIO:** 



THE AMCOR WAY:

#### Our winning aspiration

WINNING FOR INVESTORS, CUSTOMERS, **EMPLOYEES, AND THE ENVIRONMENT:** 









**FLEXIBLE PACKAGING** 

**RIGID PACKAGING** 

**SPECIALTY CARTONS** 

**CLOSURES** 











Excellence

Leadership

Innovation

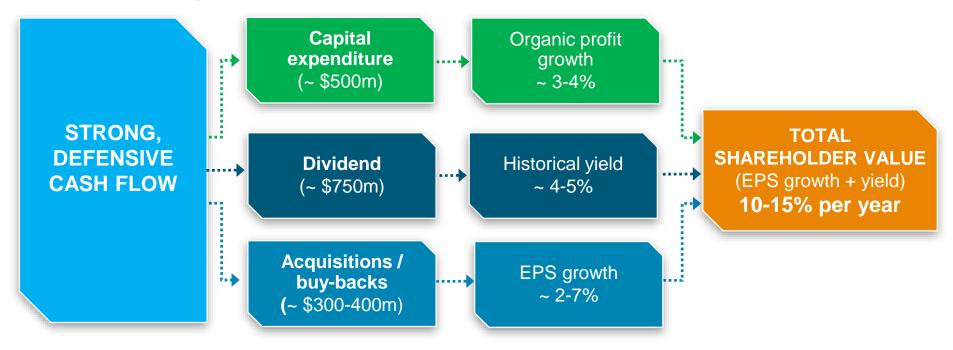
Cash and **Capital Discipline** 

THE leading global packaging company



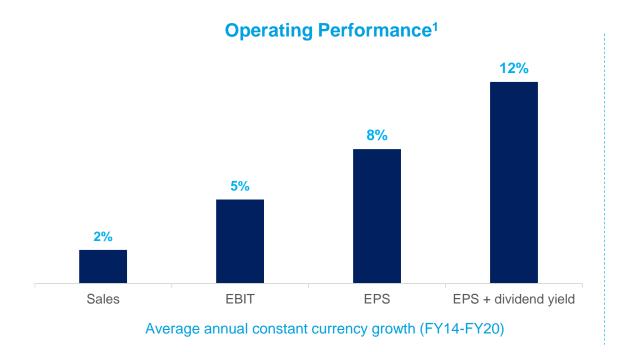
#### Amcor Shareholder Value Creation Model

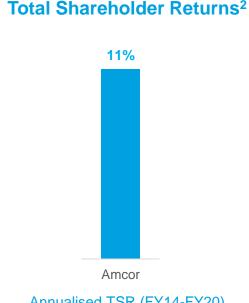
Strong cash flow funds multiple drivers of value for shareholders





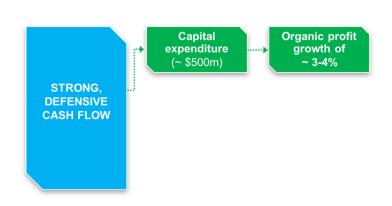
#### Strong operating performance and shareholder returns







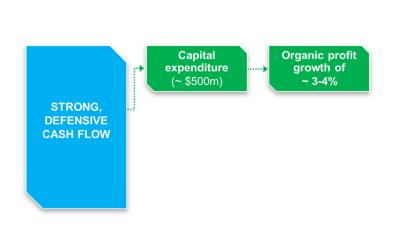
## Multiple levers drive organic profit growth







## Multiple levers drive organic profit growth

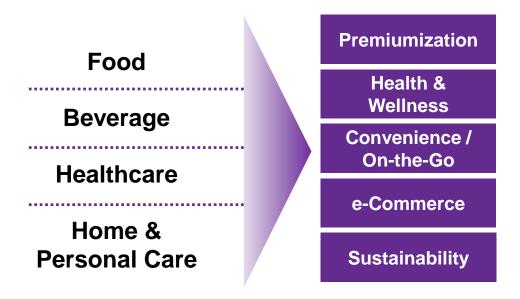






#### Consistent growth from consumer and healthcare segments





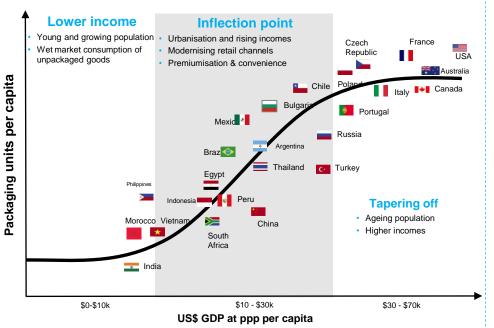
- Developed markets growth LSD
- Emerging markets growth MSD



## Long history of profitable growth in emerging markets



#### **Emerging market packaging growth drivers**



#### **Amcor emerging market key success factors**



Experienced, profit focused local leadership



Trusted product safety and stewardship



Access to world class innovation capabilities



Extensive footprint enabling global partnerships



Balance sheet to support customer growth



#### Proactive mix management End segments, Products, Customers

## Proactive mix management

#### **Ongoing migration toward more advantaged segments**



- Multiple mix drivers
- Informed choices on topline
- Blended outcome contributes to margin expansion



#### Global leader in healthcare – Medical and Pharma packaging



#### **Approaching \$2bn sales across Flexibles and Rigid Packaging**



















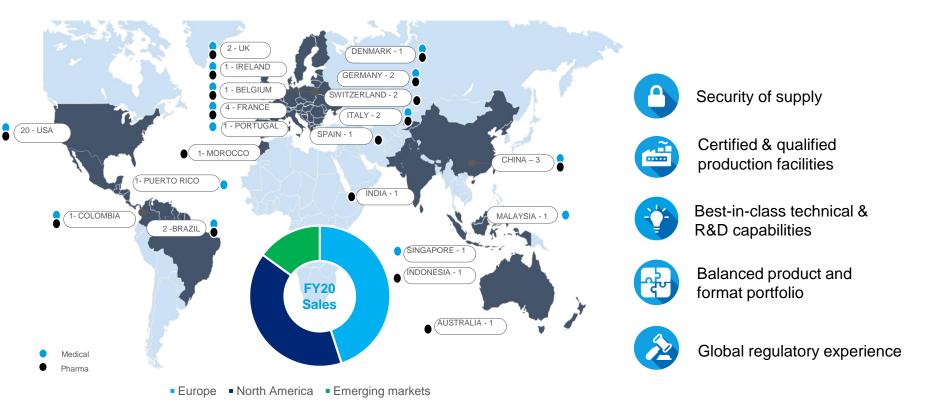






## Global healthcare footprint with scale in every region





## Highly regarded innovation capabilities

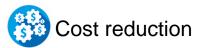


#### Innovation agenda driven by consumer needs











Recognition





Shelf Life



Convenience





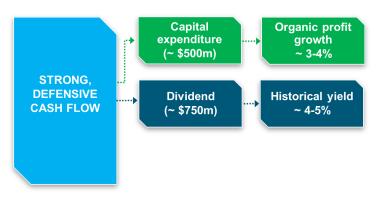


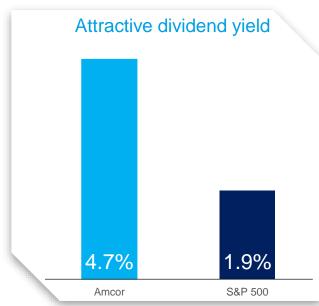




### Compelling dividend

#### Attractive yield and history of dividend growth





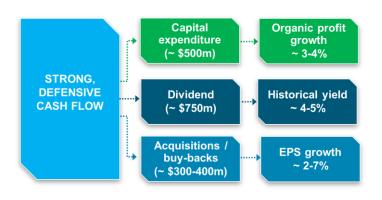


Member of the S&P500 Dividend Aristocrats



**INVESTOR BRIEFING** 

### Balanced capital allocation





>30 acquisitions since 2010

Significant M&A pipeline

across all

Amcor business



# Bemis acquisition – delivering financial and strategic benefits

#### **Enhancing financial performance**

Cost synergies: FY20 \$80m delivered; FY21 \$50-\$70m expected; \$180m total expected by FY22

First year integration and synergies well ahead of expectations

FY20 Cost Synergies

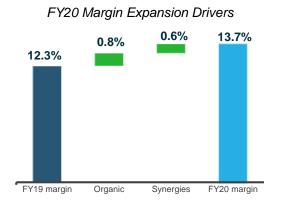
18 80

65 (3)

Outperformance

Delivered

Contributing to Flexibles organic margin expansion and RoAFE >15%



#### **Delivering strategic benefits**

High quality, well invested business



Global footprint & scale



**Attractive segments** 



Talent and capabilities



**Commitment to sustainability** 



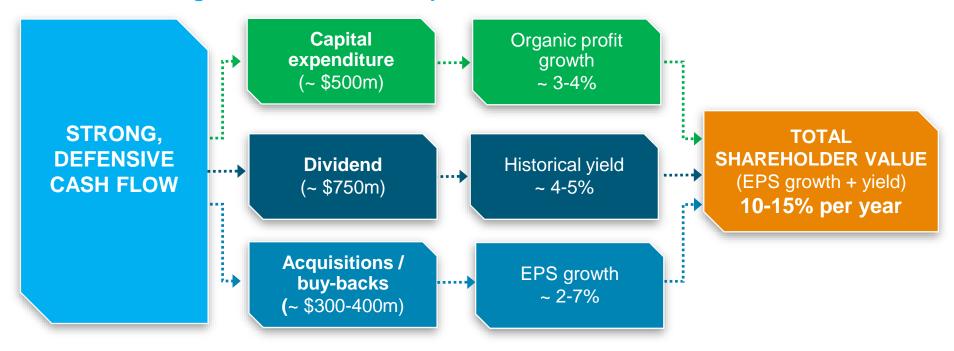
Initial

expectations

FX

### Amcor Shareholder Value Creation Model

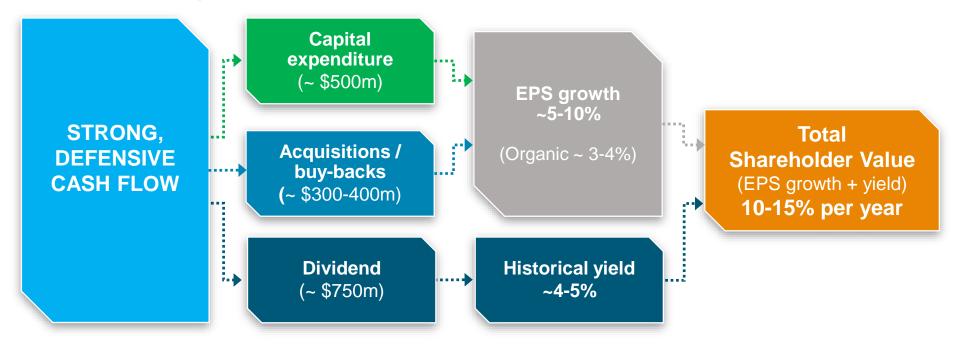
Strong cash flow funds multiple drivers of value for shareholders





### Amcor Shareholder Value Creation Model

Strong cash flow funds multiple drivers of value for shareholders





### Why invest in Amcor?



Global industry leader with proven track record and clear strategy



Consistent growth from consumer and healthcare end markets



Attractive and growing dividend with current yield >4%



Strong balance sheet, substantial capacity to invest and many growth opportunities



Momentum building - organic growth plus synergies

**EPS** growth + Dividend yield = 10-15% per year





# Sustainability

**David Clark** 

Vice President, Sustainability

INVESTOR BRIEFING

**SEPTEMBER 29, 2020** 

# Sustainability at Amcor

Part of our winning aspiration and our best opportunity for differentiation and growth



Develop all our packaging to be recyclable or reusable by 2025

Significantly increase our use of recycled materials in our packaging

Work with others to drive consistently greater worldwide recycling of packaging

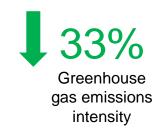


### Amcor's comprehensive sustainability strategy

#### **EnviroAction – sustainable operations**

**Progress since 2006** 





100%

Of sites have water management plans

#### **Recognized externally**













### Amcor's "Points of View" on packaging sustainability



There will always be a role for packaging

To Preserve food and healthcare products

To Protect consumers

To Promote brands



Requirements of packaging are increasing: end of life solutions / waste reduction are critical



Responsible packaging is the answer



Amcor is uniquely positioned and taking action to lead the way

# Consumers want packaging to be:

- Cost effective
- Convenient
- · Easy to use
- · Great looking

#### **AND**

More sustainable, leading to LESS WASTE

### Achieving less waste takes:

- Packaging design
- Waste management infrastructure
- 3. Consumer participation

To innovate and develop new products

To collaborate with stakeholders

To inform the debate



# Amcor offers a full range of more sustainable packaging options





### Responsible packaging is the answer

**Achieving less waste takes:** 













Amcor is uniquely positioned as industry leader with Scale, Resources and Capabilities



# Packaging design that considers the full product lifecycle

#### Substrate choice and product design greatly affect environmental impact

|                    | <b>Greenhouse gas emissions</b><br>(Kg-CO <sub>2</sub> equivalent)<br>'000 | Current recycling rate | Ability to use recycled content in packaging | Packaging made with 100% recycled content today |
|--------------------|--|------------------------|--|---|
| Flexible packaging | 5  | 0-35%                  | Yes  | No  |
| PET bottle         | 7  | 0-98%                  | Yes  | Yes   |
| Composite carton   | 6  | 0-70%                  | Yes  | No  |
| Aluminium can      | 27   | 0-97%                  | Yes  | No  |
| Glass<br>bottle    | 26   | 0-98%                  | Yes  | No  |



# Defining what makes packaging recyclable

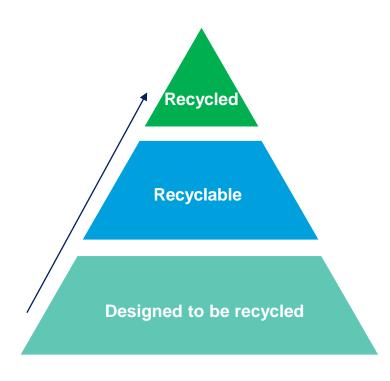




Developing packaging to be recyclable is <u>NOT</u> about multilayer vs monolayer



# Smart packaging design aligns materials and recycling streams







#### Packaging design

# Collaborating to develop global and regional standards for package recycling









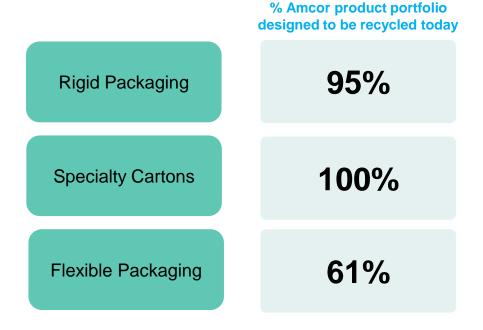








# Amcor on track for fully recyclable or reusable portfolio by 2025

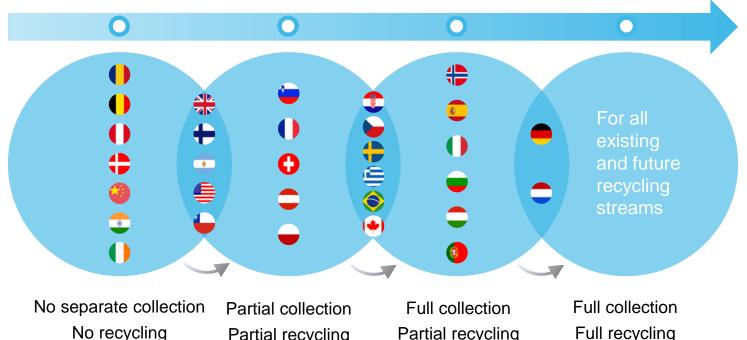


Amcor innovation agenda will get our portfolio to 100%



# Recycling systems for flexible packaging are rapidly developing

Multiple examples exist in practice and progress continues



Partial recycling

Partial recycling

Full recycling





# Actively partnering to accelerate change in waste management

#### Amcor's goals

- · Support recycling infrastructure
- Educate policy and funding models
- Demonstrate practical solutions
- Increase demand for PCR























# A partnership example in practice: MRFF

- Amcor is a founding member of The Materials Recovery for the Future (MRFF) - A research collaborative committed to creating recycling solutions.
- MRFF led a pilot project to collect flexible packaging in a single-stream curbside recycling program in Pennsylvania, USA.







## Actively informing and educating the public















# Sustainability at Amcor

Part of our winning aspiration and our best opportunity for differentiation and growth



Develop all our packaging to be recyclable or reusable by 2025

Significantly increase our use of recycled materials in our packaging

Work with others to drive consistently greater worldwide recycling of packaging





# Rigid Packaging

Eric Roegner

President, Amcor Rigid Packaging

Carmen Becker

Vice President & General Manager, North America Specialty Containers

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SEPTEMBER 29, 2020

### Amcor Rigid Packaging segment overview

#### Comprehensive footprint in strategic locations across the Americas region



| Plants | Countries | Employees |
|--------|-----------|-----------|
| ~50    | 11        | ~6,000    |

FY20 Adjusted EBIT - \$290 million











### Strong value proposition and diversified customer base

#### **Amcor value proposition**



Scale player



Diversified technologies



Innovation leader



Advantaged plant network

### Comp













#### **Select customers**























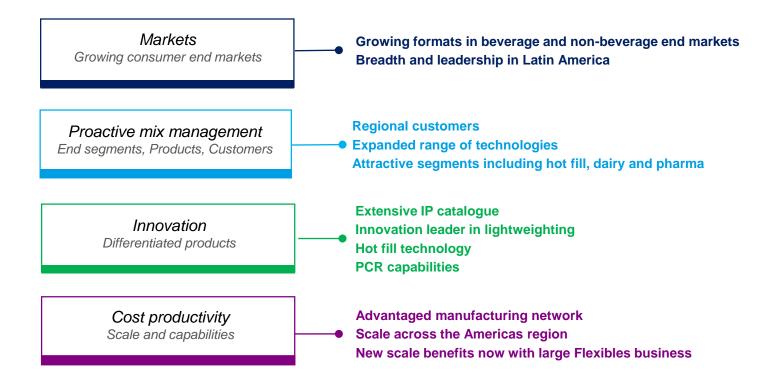








### Amcor Rigid Packaging – Multiple levers drive organic profit growth





# North America - Advantaged manufacturing network

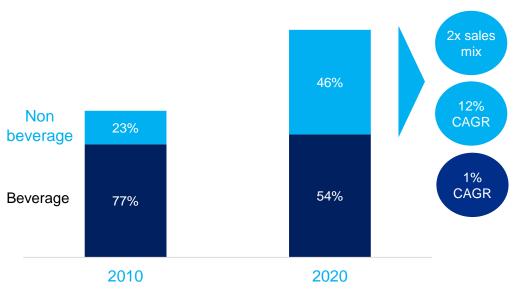




# North America – Significant diversification over the last 10 years

#### Balanced business mix enabled by expanded technology offering





#### **Expansion of key technologies and materials**

#### 2010

#### **Technologies**

- Injection molding
- Injection stretch blow molding
- Extrusion blow molding

#### 2020 – additions to 2010

#### **Technologies**

- Micro injection molding
- Decorating
- In mold labelling
- Compression blow form
- Modular molding
- Thin wall injection
- Assembly

#### **Materials**

PFT

#### **Materials**

- PE
- PP
- COEX



# North America – Positioned for growth in all segments





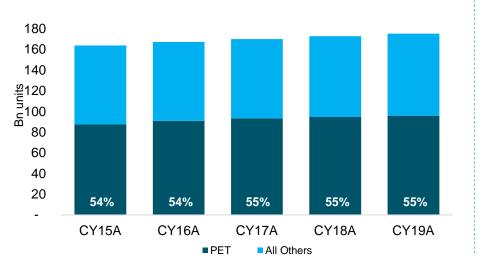
### North America – Beverage market growing in PET format

#### PET continues to grow overall....

North America beverage units by pack format

CY15-19 4-Yr CAGR

LRB: +1.9% PET: +2.3%



#### ....with continual new product launches

#### Recent new products or package conversions



Powerade Ultra January '20



Monster Hydro Super Sport March '20



Creative Roots July '20



Tazo Tea

Conversion to PET January '20



Zen WTR

100% ocean bound plastic June '20



Gatorade Juiced May '20



# Most Sustainable Package



#### **Key attributes of PET**

- 100% recyclable essentially infinite
- 100% PCR¹ possible and happening today
- Unbreakable, transparent, re-closable, hygienic
- Lighter weight lower GHG



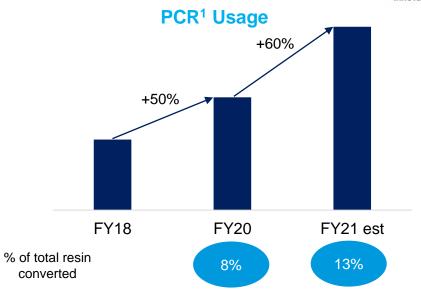
Conversion to 100% PCR



Bio based materials



Glass conversion



#### >200k tonnes

less virgin resin used p.a. by 2025

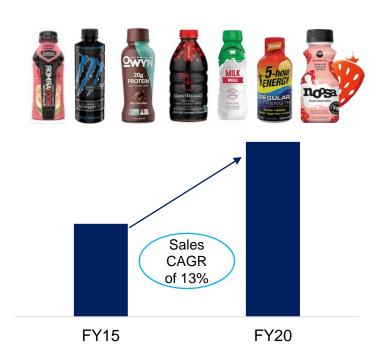
#### >1 million tonnes

recycled resin demand created through 2025



### North America - Strong growth with regional customers

#### A focused approach to servicing growing regional customer base



#### Amcor's unique value proposition



Dedicated commercial resources



Speed to market



Access to world class innovation



Focused on growth segments



Small volume production platform



### Focus segment: North America pharma



### Growing segments with significant opportunities to differentiate through innovation

# Amcor's differentiated value proposition



Regulatory expertise



Speed to market



**Supply continuity** 



Focus on growing categories

# Focus on growing segments

- Ophthalmic
- Nutraceuticals
- Diagnostics
- Animal Health













### Focus segment: Dairy, Dairy Alternatives & Meal Replacement

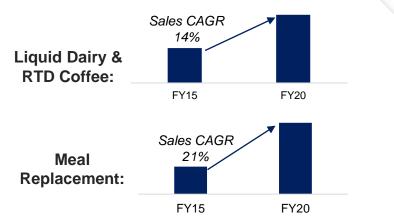
Well positioned in the growing single serve, innovative, value add segment

#### Strong product portfolio

- Brands repositioning products to expanded usage occasions and alternative benefits
- Growth in new, innovative premium products enabled by innovative packaging designs



#### **Strong top-line growth**



#### **Amcor's differentiated value proposition**



Complete packaging solution



Sustainability and innovation



Most capable PCR converter



Material conversions



### Industry leading innovation & technology



#### What we have

2

**Innovation Centers** 

170

**Patent Families** 

>200

Product launches in FY20

13

Industry awards in the past three years

- Scale to support strategic innovation
- Best in class product development to support local design and launch

#### What we do

- Package design and engineering
- Barrier capability
- Lightweighting
- Increased use of PCR





### World class R&D and innovation capabilities







## Innovation leader - Hot fill

#### Well positioned as technology leader in growing hot fill segments

#### **Hot fill products**

- Filled at <185 degrees Fahrenheit and capped</li>
- Required to withstand heat and absorb vacuum as the liquid cools without deforming



## Complex technologies to achieve both vacuum absorption and weight reduction

 > 60 patent families - vacuum absorption, weight reduction, design freedom, and PCR inclusion

#### Base



#### Performance sides









#### Amcor's differentiated value proposition



Strategic supplier to leading brands



Manufacturing network



Technology leader

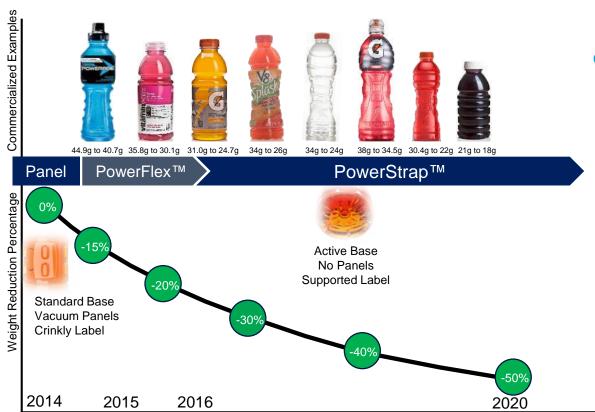


Focus on growing categories



## Innovation Leader – Hot fill





Key competitive advantage delivering cost savings and design freedom

Next generation technology nearing commercialization to enable higher levels of PCR





## Amcor Rigid Packaging – Key messages

- 1. Market leader in the Americas region
- 2. Diversified business aligned with the most attractive growth segments
- 3. World class R&D infrastructure and capabilities
- 4. Comprehensive and strategically advantaged footprint
- 5. Well positioned to capitalise on growth opportunities





Q&A

Ron Delia

**Chief Executive Officer** 

**David Clark** 

Vice President, Sustainability

Eric Roegner

President, Amcor Rigid Packaging

Carmen Becker

Vice President & General Manager, North America Specialty Containers

INVESTOR BRIEFING

**SEPTEMBER 29. 2020** 



# 5 minute break

INVESTOR BRIEFING

SEPTEMBER 29, 2020



# **Amcor Flexibles**

Peter Konieczny

**Chief Commercial Officer** 

INVESTOR BRIEFING

**SEPTEMBER 29. 2020** 

## Amcor Flexibles – Key messages

- 1. The only player with a truly global footprint
- 2. Leadership and scale in every region
- 3. Leading in differentiated and growing segments
- 4. World class R&D infrastructure and capabilities
- 5. Multiple sources of organic and acquisition growth



## Amcor Flexibles – Segment overview

## Global leader with well balanced geographic footprint





## Global Leader in Specialty Cartons

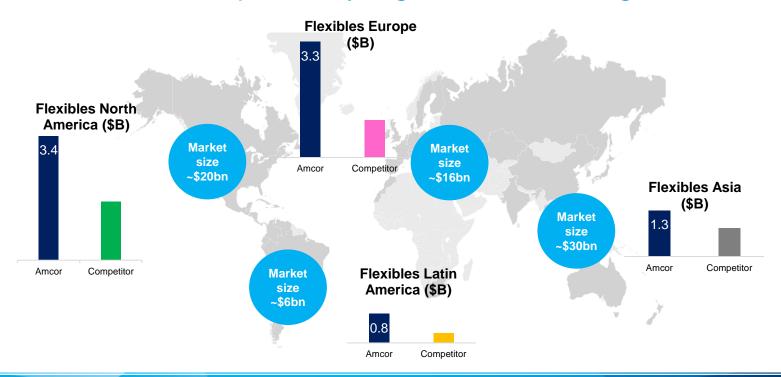




**SEPTEMBER 29, 2020** 

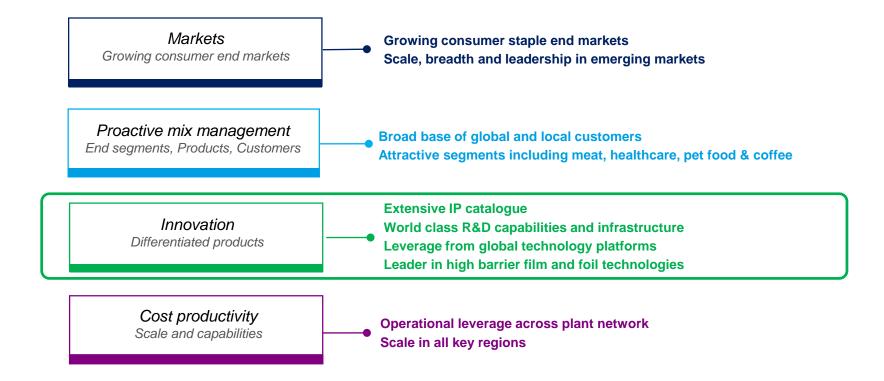
## Amcor Flexibles – Global footprint with scale in every region

## Leadership in every region with room to grow





## Amcor Flexibles – Multiple levers drive organic profit growth







# Amcor Global Flexibles R&D

Bill Jackson

Chief Technology Officer, Global Flexibles

INVESTOR BRIEFING

**SEPTEMBER 29. 2020** 

## Global Flexibles Research & Development Overview



#### **What We Have**

4

Innovation centers across key regions

>350

Patent families growing

~50

Industry awards in last 3 years







#### What We Do

Global technology platforms

 Application development and commercialization capabilities

Design expertise

EMEA Business
Development and
Advanced
Technology
Latam Asia

- Pilot production facilities
- Customer and consumer testing and validation capabilities



## Developing packaging for market success



Working with customers to develop differentiated package designs

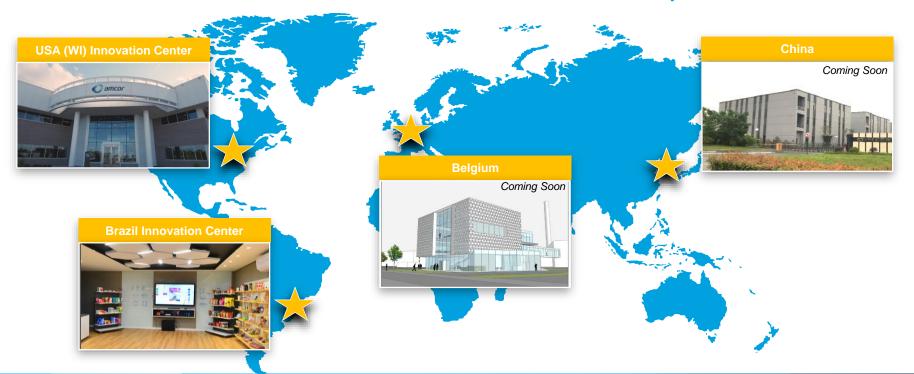




## Expanding our global innovation center network



Global scale enables us to extend our network into Europe and Asia





## Innovating to deliver responsible packaging

Full range of responsible flexible packaging options available today

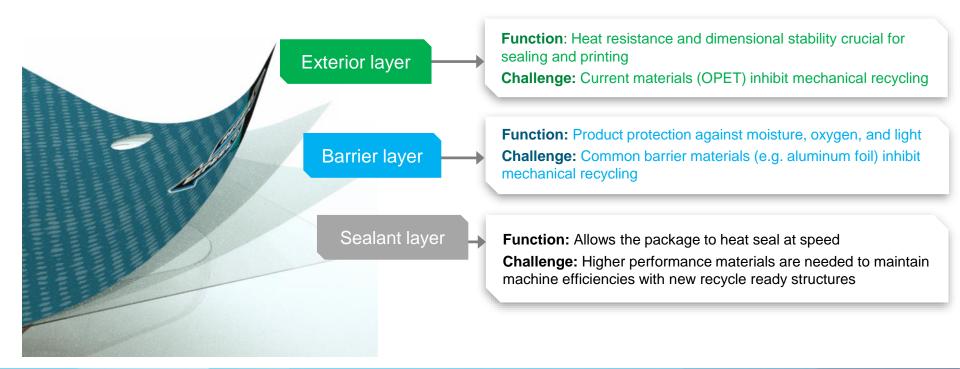
Recycle ready **Aluminum Paper Paperly**  amcor
 Compostable Bio based materials

Global technology platforms will enable us to achieve our goal of 100%

Designed to be recycled 95% Rigid Packaging 100% **Specialty Cartons** 61% Flexible Packaging

## The challenges of design for recycling



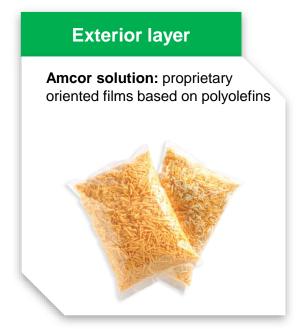




## Global technology platforms are delivering solutions



#### Differentiated, high performing AND designed to be recycled solutions









# Amcor Flexibles North America

Fred Stephan

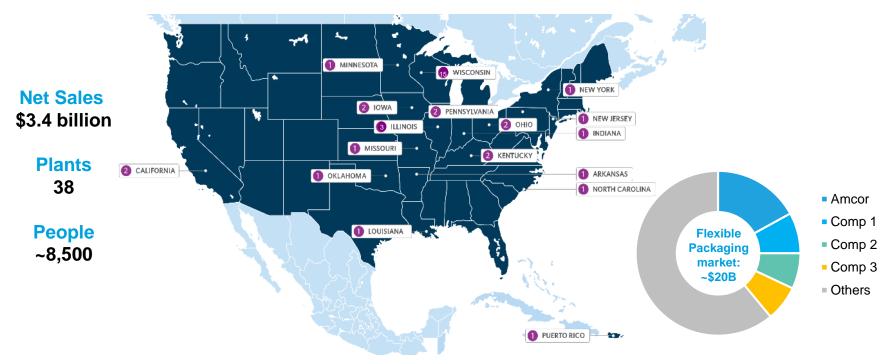
President

INVESTOR BRIEFING

**SEPTEMBER 29. 2020** 

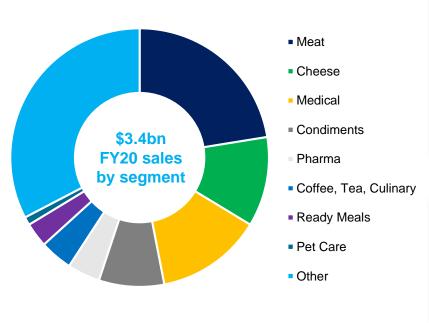
### Amcor Flexibles North America overview

#### Market leader with broad plant network





## Leading in differentiated and growing segments

















**Select Customers** 

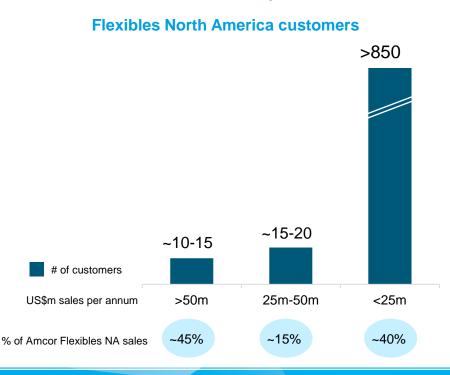






## Success with large and small customers

#### Capabilities to service a broad customer base



#### Large accounts

- Broad penetration
- Enabled by portfolio depth, scale
- Unique global supply capabilities

#### Small to medium customer accounts

- Growing small business portfolio
- Enabled by standard specification portfolio, focused sales team & resources

















## Leader in high barrier meat packaging



#### Amcor's leading position in North America leverageable globally

#### **Drivers of growth in protein segment**

Protein diet

- Premiumization
- On-the-go consumption

- Snacking
- Freshness & shelf life
- Retail case-ready formats
- Transition to packaged meat consumption in EMs

#### Amcor's differentiated value proposition





Best-in-class R&D capabilities



Partnerships with customers of all sizes



Solutions to facilitate automation

#### Global leverage opportunity



## **Product Portfolio**





## Automating fresh meat packaging







## Leader in high barrier cheese packaging



#### **Opportunity Driving Dynamics**

## Consumer Trends Protein spacking

Protein snacking Meal replacement

#### **Retailer Needs**

Product differentiation Private label growth

#### **Customer Demands**

Product differentiation Format flexibility

# Amcor's differentiated value proposition



Packaging design to enable diverse consumer usage occasions



Partnerships with small and large customers



Best-in-class expertise and R&D capabilities



Outstanding runnability at customer plants



## Leader in medical packaging



#### Well established position in North America and strong offering for customers

#### **Attractive, growing segments**

- Injection systems
- Cardiovascular

Diagnostics

Sterile fluids



#### **Amcor's differentiated value proposition**





Global footprint, local mindset



Best-in-class R&D capabilities



Sustainable solutions





## Innovation leader in North America





















# Amcor Flexibles Europe, Middle East & Africa

Michael Zacka

President, Amcor Flexibles Europe, Middle East & Africa

INVESTOR BRIEFING

**SEPTEMBER 29. 2020** 

## Amcor Flexibles Europe, Middle East & Africa overview

#### Market leader with an extensive regional footprint

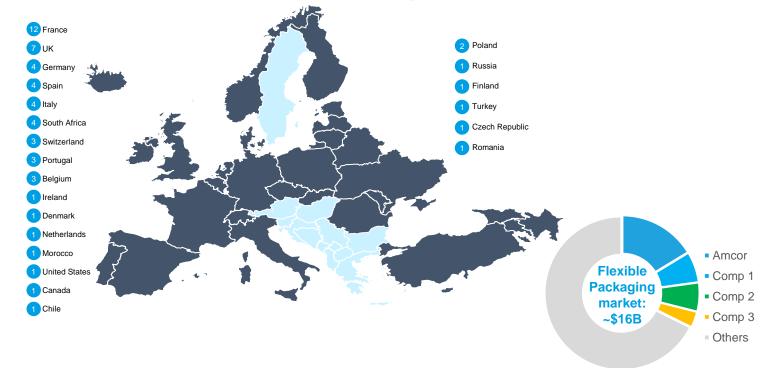


**Plants** 58

**Countries** 22

People ~12,000

**SEPTEMBER 29. 2020** 

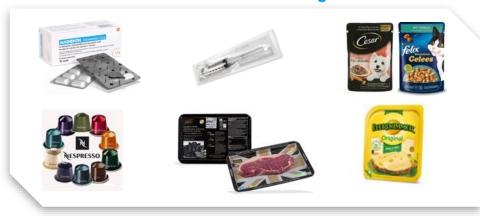




## Leading in differentiated and growing segments



#### **Broad Product Offering**



#### **Select Customers**























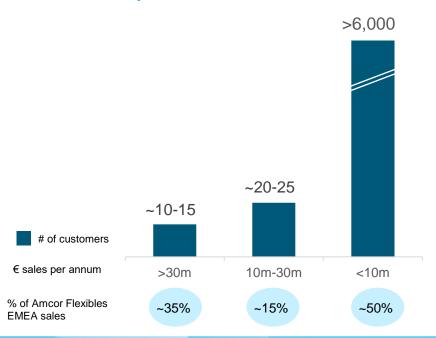




## Success with large and small customers

#### Capabilities to service a broad customer base

#### Flexibles Europe, Middle East & Africa customers



#### Large customers

- Enabled by portfolio breadth and extensive footprint
- Ability to leverage unique global supply capabilities

#### Small customers

- Enabled by extensive footprint & our agility
- Focused sales team & innovative packaging portfolio















## Leader in pharmaceutical packaging



#### Strong position in a high value segment with attractive growth rates

#### Attractive, growing segment

- Ageing population
- Compliance complexity
- Intellectual property

- Brand protection
- Patient adherence and dosage





#### Amcor's differentiated value proposition



Strong partnerships



**Regulatory expertise** 



Innovation leader in foil technology



Sustainable solutions





## Leader in pet food packaging

#### Attractive segment and opportunities to leverage portfolio globally

#### Attractive, growing segment

- Premiumization
- E-commerce growth

Resealability

Easy opening and emptying





#### **Amcor's differentiated value proposition**



Strong partnerships



**Broad product range** 



**Strategic locations** 



Sustainable solutions





## Leader in coffee systems and premium coffee packaging

#### Strong customer relationships and strategically located footprint

#### Attractive, growing segment

- Premiumization
- Convenience
- At home consumption Aluminium recyclability

#### **Investing in growth**





#### **Amcor's differentiated value proposition**



Strong partnerships



**Actively investing** 



Innovation leader in foil technology



Sustainable solutions





## Innovation leader in Europe



**Pet Care** 

**Snacks & Confectionery** 



**Dairy** 

Coffee

Healthcare



























# Amcor Flexibles Asia Pacific

Michael Zacka

President, Amcor Flexibles Europe, Middle East & Africa

Xin She

Vice President & General Manager, China

INVESTOR BRIEFING

**SEPTEMBER 29. 2020** 

#### Amcor Flexibles Asia Pacific overview

#### The leading flexible packaging producer with the broadest regional coverage

Net Sales \$1.3 billion

> Plants 40

Countries 9

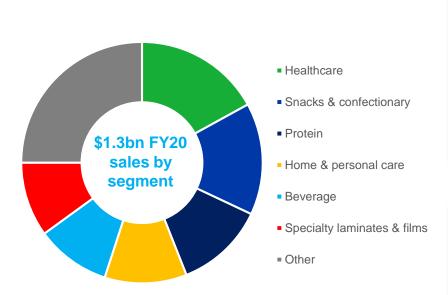
**People** ~8,000

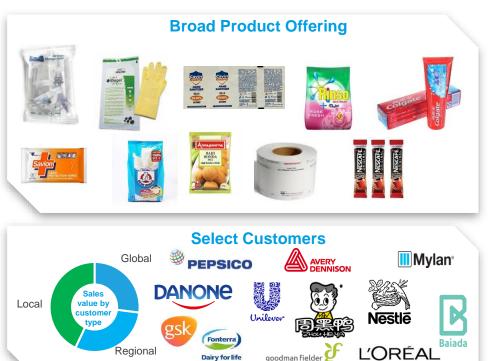






### Leading in differentiated and growing segments





Dairy for life

goodman fielder

Regional



### Customer partnerships in high growth markets

#### **Amcor Value Proposition – dedicated investments and shared innovation agenda**



Amcor Flexibles Philippines
Commissioned October 2016



Amcor Flexibles India
Commissioned December 2018



Amcor Flexibles Singapore
Commissioned March 2020







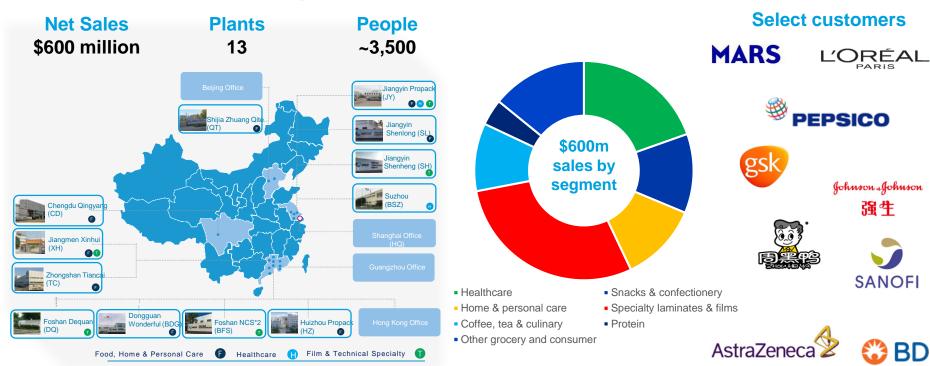






#### Focus: China

#### Largest player and with national footprint





#### Focus: China

#### Well positioned in a large market with exciting growth opportunities



























#### Focus: China

#### Significant focus on local customers and supporting multinationals





































### Amcor Flexibles Latin America

Peter Konieczny

Chief Commercial Officer

Ruben Melara
Vice President & General Manager, Brazil

INVESTOR
BRIEFING
SEPTEMBER 29, 2020

#### Amcor Flexibles Latin America

#### The leading flexible packaging producer in Latin America with the broadest coverage

**Net Sales** 

\$0.8 billion

Plants 20

Countries

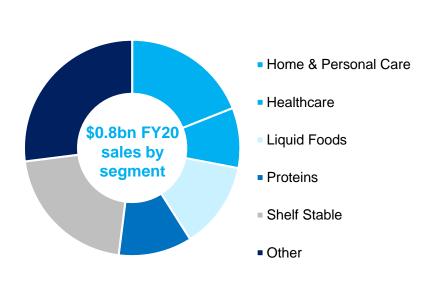
**People** ~6,500







### Leading in differentiated and growing segments









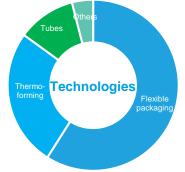
#### Focus: Brazil

#### Leading supplier of flexibles and thermoforming with national footprint

**Net Sales Plants** People \$0.4 billion 12 ~3,100







#### **Leading customers**

























#### Focus: Brazil

#### Gaining momentum in a large scale market and well positioned for further growth

- Profitable business and gaining momentum
- Significantly improved cost structure
- Simplified portfolio
- Solid base to grow in healthcare, protein and pet care
- Investments in strengthening customer partnerships















#### Focus: Brazil



#### Unique customer value proposition driving growth







**Multinationals** 



P&G laundry



IML technology for margarine tubs



Resealable printed lid for Proteins



Ready-meals flowpack







Predilecta Sacciali "mason jar" shape: Material conversion glass to flexible pouch





Q&A

Ron Delia

**Chief Executive Officer** 

**David Clark** 

Vice President, Sustainability

Peter Konieczny

**Chief Commercial Officer** 

Bill Jackson

**Chief Technology Officer** 

Fred Stephan

President, Amcor Flexibles North America

Michael Zacka

President, Amcor Flexibles Europe, Middle East & Africa

Xin She

Vice President & General Manager, Greater China

Ruben Melara

Vice President & General Manager, Brazil

INVESTOR
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SEPTEMBER 29, 2020



## Closing Remarks

Ron Delia

**Chief Executive Officer** 

INVESTOR BRIEFING

**SEPTEMBER 29, 2020** 

### Why invest in Amcor?



Global industry leader with proven track record and clear strategy



Consistent growth from consumer and healthcare end markets



Attractive and growing dividend with current yield >4%



Strong balance sheet, substantial capacity to invest and many growth opportunities



Momentum building - organic growth plus synergies

**EPS** growth + Dividend yield = 10-15% per year





### Appendix slides

INVESTOR BRIEFING

SEPTEMBER 29, 2020

#### Reconciliations of non-GAAP financial measures

Reconciliation of adjusted Earnings before interest, tax, depreciation and amortization (EBITDA), Earnings before interest and tax (EBIT), Net income and Earnings per share (EPS)

|  | Twelve Months Ended June 30, 2019 |       |               |                                 | Twelve Months Ended June 30, 2020 |       |               |                                 |
|--|-----------------------------------|-------|---------------|---------------------------------|-----------------------------------|-------|---------------|---------------------------------|
| (\$ million)   | EBITDA                            | EBIT  | Net<br>Income | EPS<br>(Diluted<br>US<br>cents) | EBITDA                            | EBIT  | Net<br>Income | EPS<br>(Diluted<br>US<br>cents) |
| Net income attributable to Amcor                         | 430                               | 430   | 430           | 36.3                            | 612                               | 612   | 612           | 38.2                            |
| Net income attributable to non-controlling interests     | 7                                 | 7     |               |                                 | 4                                 | 4     |               |                                 |
| (Income) loss from discontinued operations               | (1)                               | (1)   | (1)           | _                               | 8                                 | 8     | 8             | 0.5                             |
| Tax expense  | 172                               | 172   |               |                                 | 187                               | 187   |               |                                 |
| Interest expense, net                                    | 191                               | 191   |               |                                 | 185                               | 185   |               |                                 |
| Depreciation and amortization                            | 350                               |       |               |                                 | 607                               |       |               |                                 |
| EBITDA, EBIT, Net income and EPS                         | 1,149                             | 799   | 430           | 36.3                            | 1,603                             | 996   | 620           | 38.7                            |
| Material restructuring and related costs                 | 64                                | 64    | 64            | 5.4                             | 106                               | 106   | 102           | 6.3                             |
| Impairment in equity method investments                  | 14                                | 14    | 14            | 1.2                             | 26                                | 26    | 26            | 1.6                             |
| Net investment hedge not qualifying for hedge accounting | (1)                               | (1)   | (1)           | (0.1)                           | _                                 | _     | _             | _                               |
| Material transaction and other costs <sup>(1)</sup>      | 143                               | 143   | 143           | 12.1                            | 146                               | 146   | 146           | 9.1                             |
| Material impact of hyperinflation                        | 30                                | 30    | 30            | 2.6                             | 28                                | 28    | 28            | 1.7                             |
| Net legal settlements                                    | (5)                               | (5)   | (5)           | (0.4)                           | _                                 | _     | _             | _                               |
| Pension settlements                                      | _                                 | _     | _             | _                               | 5                                 | 5     | 5             | 0.3                             |
| Amortization of acquired intangibles <sup>(2)</sup>      |                                   | 31    | 31            | 2.6                             |                                   | 191   | 191           | 11.9                            |
| Tax effect of above items                                |                                   |       | 23            | 2.0                             |                                   |       | (89)          | (5.6)                           |
| Adjusted EBITDA, EBIT, Net income and EPS                | 1,394                             | 1,075 | 729           | 61.6                            | 1,913                             | 1,497 | 1,028         | 64.2                            |
| Pro Forma Adjustments <sup>(3)</sup>                     | 485                               | 357   | 218           | (3.4)                           | _                                 | _     | _             | _                               |
| Adjusted Pro Forma EBITDA, EBIT, Net income and EPS      | 1,879                             | 1,433 | 947           | 58.2                            | 1,913                             | 1,497 | 1,028         | 64.2                            |

<sup>(1)</sup> Includes costs associated with the Bemis acquisition. The twelve months ended June 30, 2020 and 2019 includes \$58 million and \$16 million respectively of acquisition related inventory fair value step-up costs.

<sup>(2)</sup> The twelve months ended June 30, 2020 and 2019 includes \$26 million and \$5 million respectively of sales backlog amortization related to the Bemis acquisition.





#### Reconciliations of non-GAAP financial measures

Reconciliation of adjusted EBIT by reporting segment

|   | Twell     | ve Months End      | ed June 30, 2        | 2019   | Twelve Months Ended June 30, 2020 |                    |          |        |
|---|-----------|--------------------|----------------------|--------|-----------------------------------|--------------------|----------|--------|
| (\$ million)  | Flexibles | Rigid<br>Packaging | Other <sup>(1)</sup> | Total  | Flexibles                         | Rigid<br>Packaging | Other(1) | Total  |
| Net income attributable to<br>Amcor                         |           |                    |                      | 430    |                                   |                    |          | 612    |
| Net income attributable to non-<br>controlling interests    |           |                    |                      | 7      |                                   |                    |          | 4      |
| (Income) loss from discontinued operations                  |           |                    |                      | (1)    |                                   |                    |          | 8      |
| Tax expense   |           |                    |                      | 172    |                                   |                    |          | 187    |
| Interest expense, net                                       |           |                    |                      | 191    |                                   |                    |          | 185    |
| EBIT  | 816       | 209                | (226)                | 799    | 1,008                             | 217                | (229)    | 996    |
| Material restructuring and related<br>costs                 | _         | 64                 | _                    | 64     | 63                                | 38                 | 5        | 106    |
| Impairment in equity method<br>investments                  | _         | _                  | 14                   | 14     | _                                 | _                  | 26       | 26     |
| Net investment hedge not<br>qualifying for hedge accounting | _         | _                  | (1)                  | (1)    | _                                 | _                  | _        | _      |
| Material transaction and other costs <sup>(2)</sup>         | (13)      | 3                  | 153                  | 143    | 78                                | 3                  | 66       | 146    |
| Material impact of hyperinflation                           | 4         | 27                 | _                    | 31     | _                                 | 28                 | _        | 28     |
| Net legal settlement  | _         | _                  | (5)                  | (5)    | _                                 | _                  | _        | _      |
| Pension settlement  | _         | _                  | _                    | _      | _                                 | _                  | 5        | 5      |
| Amortization of acquired<br>intangibles <sup>(3)</sup>      | 26        | 5                  | _                    | 31     | 186                               | 5                  | _        | 191    |
| Adjusted EBIT   | 833       | 308                | (66)                 | 1,076  | 1,335                             | 290                | (128)    | 1,497  |
| Pro Forma Adjustments <sup>(4)</sup>                        | 406       | _                  | (49)                 | 357    | _                                 | _                  | _        | _      |
| Adjusted Pro Forma EBIT                                     | 1,239     | 308                | (114)                | 1,433  | 1,335                             | 290                | (128)    | 1,497  |
| Adjusted Pro Forma EBIT /<br>sales %                        | 12.3 %    | 10.7 %             |                      | 11.0 % | 13.7 %                            | 10.7 %             |          | 12.0 % |
| Average funds employed <sup>(5)</sup>                       | 9,439     | 1,766              |                      |        | 8,860                             | 1,782              |          |        |
| Adjusted Pro Forma EBIT /<br>average funds employed %       | 13.1 %    | 17.5 %             |                      | 12.9 % | 15.1 %                            | 16.3 %             |          | 14.0 % |

<sup>(1)</sup> Other includes equity in income (loss) of affiliated companies, net of tax and general corporate expenses.



**INVESTOR BRIEFING** 

<sup>(2)</sup> Includes costs associated with the Bemis acquisition. The twelve months ended June 30, 2020 and 2019 includes \$58 million and \$16 million respectively of acquisition related inventory fair value step-up costs.

<sup>(3)</sup> The twelve months ended June 30, 2020 and 2019 includes \$26 million and \$5 million respectively of sales backlog amortization related to the Bemis acquisition

<sup>(4)</sup> Includes Bemis and remedy adjustments.

# INVESTOR BRIEFING SEPTEMBER 29, 2020 amcor

