# **Amcor Overview**

November 2023



### **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," "target," "project," "may," "could," "would," "approximately," "possible," "will," "should," "intend," "plan," "anticipate," "commit," "estimate," "project," "may," "could," "would," "approximately," "possible," "will," "should," "intend," "plan," "anticipate," "commit," "estimate," "potential," "ambitions," "outlook," or "continue," the negative of these words, other terms of similar meaning, or the use of furner at seased on the current expectations of the management of Amcor and are qualified by the inherent risks and uncertainties surrounding future expectations of the events expressed or implied in any forward-looking statements will actually occur. Risks and uncertainties that could cause actual results to differ from expectations include, but are not limited to: changes in consumer demand patterns and customer requirements; the loss of key customers, a reduction in production requirements of key customers, as including the Russia-Ukraine conflict and inflation; impact of operating internationally; price fluctuations or shortages in the availability of raw materials, energy, and other inputs; disruptions to production, supply, and commercial risks, including counterparty credit risks, which may be exacerbated in times of economic volatility; pandemics, epidemics, or other disease outbreaks; an inability to attract and retain our global executive management team and our skilled workforce; costs and liabilities related to environment, health, and safety ("EHS") laws and regulations as well as changes in the global cilimate; labor disputes and an inability to renew collective systems; rising interest rates; a significant write-down of goodwill and/or other intangible assets; a failure to maintain an effective system of internal contr

#### Presentation of non-GAAP information

Included in this release are measures of financial performance that are not calculated in accordance with U.S. GAAP. These measures include adjusted EBITDA and EBITDA (calculated as earnings before interest and tax), adjusted net income, adjusted earnings per share, adjusted free cash flow and net debt. In arriving at these non-GAAP measures, we exclude items that either have a non-recurring impact on the income statemanile 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 perminase. While not all inclusive, examples of these items include: excluded from non-GAAP adjusted financial measures. 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 restructuring plans;
- material sales and earnings from disposed or ceased operations and any associated profit or loss on sale of businesses or subsidiaries;
- changes in the fair value of economic hedging instruments on commercial paper:
- significant pension settlements:
- 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 combination;
- gains or losses on significant property and divestitures and significant property and other impairments, net of insurance recovery;
- certain regulatory and legal matters:
- impacts from hyperinflation accounting; and
- impacts related to the Russia-Ukraine conflict.

Amoor also evaluates performance on a comparable constant currency basis, which measures financial results assuming constant foreign currency exchange rates used for translation based on the average rates in effect for the comparable prior year period. In order to compute comparable constant currency results, we multiply or divide, as appropriate, current-year U.S. dollar results by the current year average foreign exchange rates and then multiply or divide, as appropriate, those amounts by the prior-year average foreign exchange rates. We then adjust for other items affecting comparability. While not all inclusive, examples of items affecting comparability include the difference between sales or earnings in the current period and the prior period related to disposed or ceased operations. Comparable constant currency net sales performance also excludes the impact from passing through movements in raw material costs.

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 believes that these non-GAAP measures are useful to enable investors to perform comparisons of current and historical performance of the Company. For each of these non-GAAP financial measures, a reconciliation to the most directly comparable U.S. GAAP financial measure has been provided herein. These non-GAAP financial measures should not be construed as an alternative to results determined in a contract of the company provides guidance on a non-GAAP basis as we are unable to predict with reasonable certainty the ultimate outcome and timing of certain significant forward-looking items without unreasonable effort. These items include but are not limited to the impact of foreign exchange translation, restructuring program costs, asset impairments, possible gains and losses on the sale of assets, and certain tax related events. These items are uncertain, depend on various factors, and could have a material impact on U.S. GAAP enringings and cash flow measures for the guidance period.

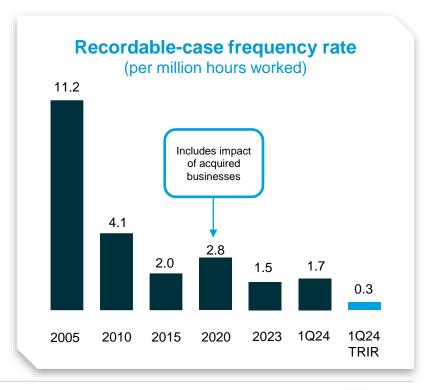


# Safety

### Guided by our values. Our number one priority



- Industry leading safety performance
- 65% of sites injury free for >12 months





# Strong foundation for growth & value creation



Global leader in primary packaging for consumer staples and healthcare with a strong track record



Consistent growth from priority categories, emerging markets and innovation



Strong cash flow and balance sheet provide ongoing capacity to invest



Increasing investment for growth and building momentum



Compelling and growing dividend with current yield ~5%

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



### **Table of Contents**

- 1 Company Overview
- 2 Strategy
- 3 Shareholder Value Creation
- 4 Sustainability at Amcor
- 5 1Q24 Financial Results



# Global leader in consumer packaging

- Founded in Australia in 1860.
- NYSE (AMCR) and ASX (AMC) listed
- ~\$13.1bn market cap
- FY23 sales of ~\$14.7bn & Adjusted EBITDA of \$2.0 bn
- 218 locations, 41,000 employees, 41 countries









Consistent Growth



Strong Cash Flow & Balance Sheet



**Increasing Investment** 

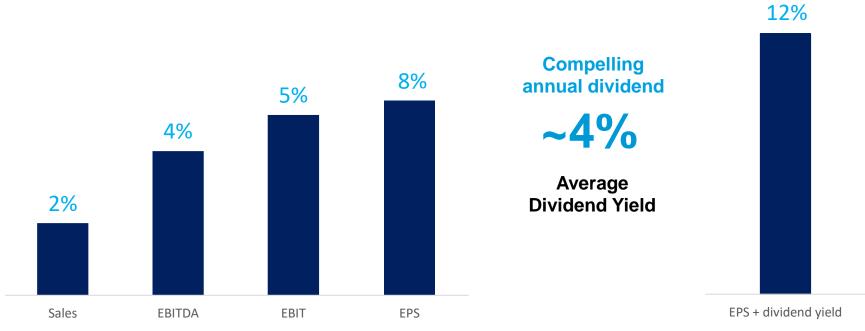


**Growing Dividend** 



# Proven track record of financial performance

Strong operating performance and total annual value delivered for shareholders



Average annual comparable constant currency growth (FY14-FY23)



### **Innovation Leader**



3,700+

patents, registered designs and trademarks

~\$100M

in annual R&D investment

# Industry sustainability

expertise

A GLOBAL LEADER WITH UNIQUE CAPABILITIES, SCALE AND REACH





# Strong investment grade balance sheet



Investment

grade credit rating

Balance sheet	September 2023
Net debt (\$ billion)	6.6
Fixed:Floating debt (%)	70:30
Average LT debt duration (years)	5
Undrawn committed facilities (\$ billion)	1.0
Leverage: Net debt / LTM EBITDA (x)	3.3
Average cost of debt (%)	4.2



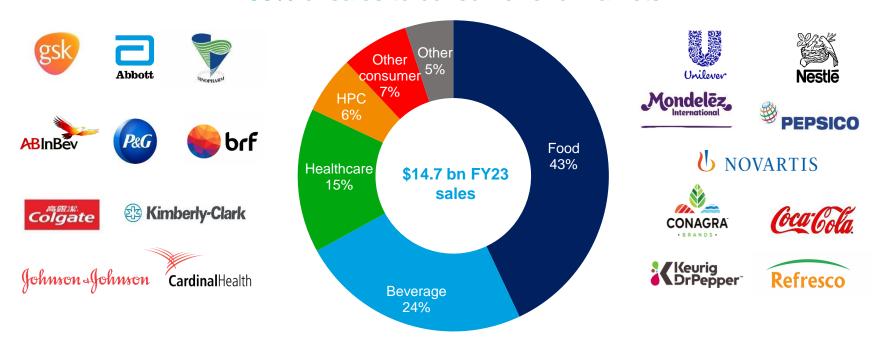


Rolling Rolling CY2024 CY2025 CY2026 CY2027 CY2028 CY2029 CY2030 CY2031 CY2032 CY2033 USCP ECP



# Consumer packaging for food, beverage and healthcare

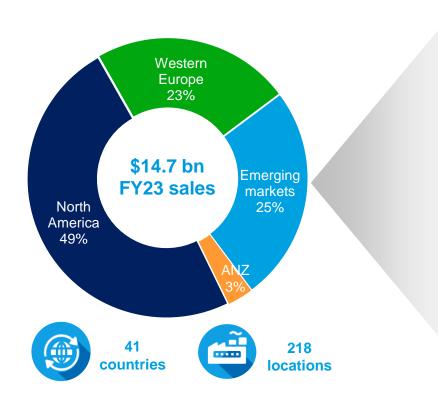
#### >95% of sales to consumer end markets



Every second of every day, an estimated 10,000 people come into contact with an Amcor product



# Global reach, balanced geographically and scale in EMs







# Amcor Rigid Packaging segment overview

Comprehensive footprint in strategic locations across the Americas region



Plants	Countries	Employees
52	11	~5,000

FY23 Adjusted EBIT - \$265 million





## Rigid Packaging materials, design, barrier and lightweighting leader

### Design

Consumer research, concept design, rapid prototyping



#### **Barrier**

Multi layer barrier for oxygen sensitive products opening new markets



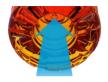
### Lightweighting



PowerFlex™



PowerStrap™



PowerPost™

Key competitive advantage through next generation lightweighting technologies. Delivers cost savings and design freedom

#### **Materials**

~16% of all resin converted was **PCR**, in FY23. Up 60% in the last 2 years. September 2023 run rate of 20%

100% PCR

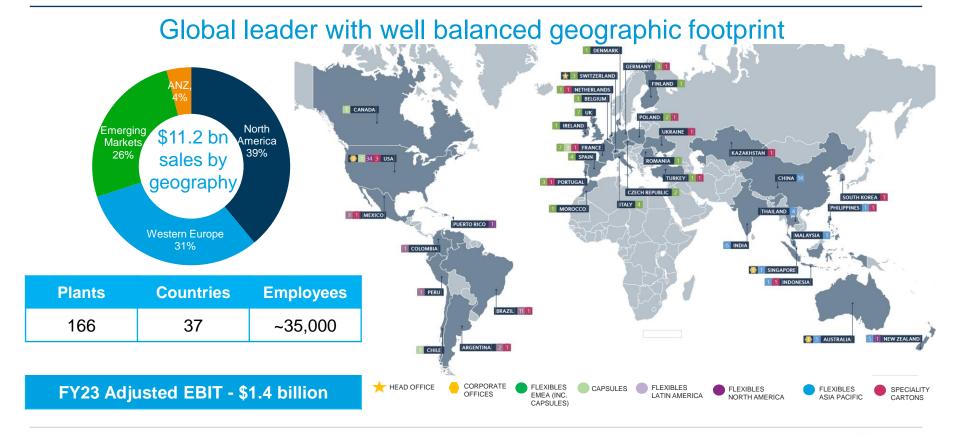
100% PCR







# Amcor Flexibles segment overview





# Flexible packaging































# Flexible Packaging industry leading innovation platforms



Recycle Ready Polyethylene



Segments: Pet Food, Culinary, HPC



Recycle Ready Retortable film



Segments: Pet Food, Ready meals, Liquid



**PVC** free Recycle Ready Blister



**Am**Fiber™ Paper based solutions



Segments: Snacks & Confectionery, Pet Food, **Proteins** 



### **Table of Contents**

- 1 Company Overview
- 2 Strategy
- 3 Shareholder Value Creation
- 4 Sustainability at Amcor
- 5 1Q24 Financial Results



# **Amcor Strategy**

#### **Our businesses**

**FOCUSED & COMPLEMENTARY PORTFOLIO:** 



THE AMCOR WAY:

### Our winning aspiration

WINNING FOR INVESTORS, CUSTOMERS,







RIGID **PACKAGING** 



**SPECIALTY CARTONS** 



**CLOSURES** 





Excellence







Innovation



Cash and **Capital Discipline** 

**EMPLOYEES, AND THE ENVIRONMENT:** 



THE leading global packaging company



## Portfolio today - Focused with leadership and scale



FLEXIBLE PACKAGING 68% FY23 sales



RIGID PACKAING 22% FY23 sales



SPECIALTY CARTONS 7% FY23 sales



CLOSURES 3% FY23 sales

#### **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



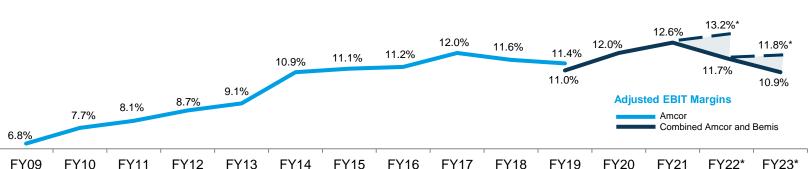
# Amcor Strategy – Differentiated capabilities



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



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



FY23\* & FY22\* exclude 90bps & 150bps dilution respectively related to an increase in sales revenue of \$1.1bn & \$1.6bn associated with passing through higher raw material and general inflation costs



Talent



Commercial Excellence



Operational Leadership



Innovation



Cash and Capital Discipline



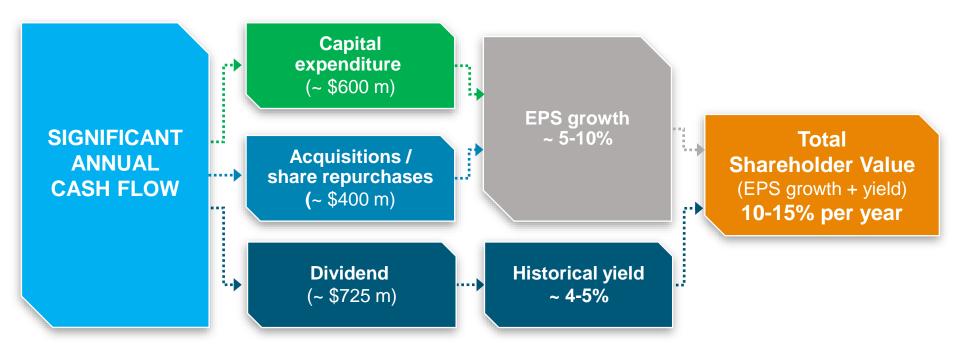
### **Table of Contents**

- 1 Company Overview
- 2 Strategy
- **Shareholder Value Creation**
- 4 Sustainability at Amcor
- 5 1Q24 Financial Results



### Amcor Shareholder Value Creation Model

Substantial cash flow funds multiple drivers of value for shareholders





# Investing in multiple drivers of sustainable organic growth

# **Priority Categories**

>\$4 bn sales in higher growth, higher value categories:







Healthcare

Protein

Hot-fill beverage





Premium Coffee

Pet food

Historic MSD volume growth drives mix improvement and margin expansion

# **Emerging Markets**

>\$3 bn Emerging Markets sales across 25 countries:









Historic MSD volume growth across Emerging Markets portfolio

#### **Innovation**

Driving value through differentiated packaging:











~\$100m invested every year in our industry leading R&D capabilities

### More sustainable packaging

To preserve food and healthcare products, protect consumers and promote brands



# Increasing investments for organic growth

### Capitalizing on high quality growth opportunities



### Increasing capex to 4-5% of sales



# Priority categories: Competitive advantage and leadership



### Common category features:

Large addressable markets (>\$1bn each)

Higher margins

Above average growth rates

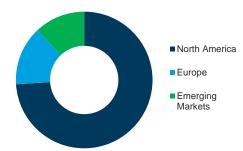
Significant investment opportunities

MSD growth → Mix improvement → Margin expansion



# Priority category focus: protein packaging

~\$1.2bn global sales in this attractive, high value market













Amcor's differentiated value proposition addresses requirements for specialized, more sophisticated and sustainable solutions



Comprehensive product portfolio for fresh and processed meat



Extensive global footprint



Category focused sales and business development teams



Wholly owned equipment offering, providing total system solution

### Amcor Moda Packaging Solutions

- New Zealand based Moda Systems acquired in May 2023
- Leading manufacturer of state-of-the-art automated protein packaging machines
- Positions Amcor to offer an end-to-end packaging solution including primary packaging, equipment and technical service





### Global healthcare packaging leader – Medical and Pharmaceutical

>\$2bn sales Global footprint, global scale

26 sites globally Europe

Globally recognised products and technology platforms across Flexible and Rigid Packaging











Emerging Markets North America

Global customers







Medtronic







### Substantial opportunities to grow our healthcare business

Leveraging global footprint, product and technology platforms with best in class capabilities

Large, Growing Market

Multi-billion dollar global addressable market

Growing at MSD rates

### Global leverage





Leveraging North American expertise to localise thermoforming for medical packaging in Europe

Commissioned state of the art greenfield plant in Singapore

#### M&A





Acquisition of MDK adds coating capabilities and medical paper-based packaging solutions. Enhances leading position in Asia Pacific medical device packaging segment















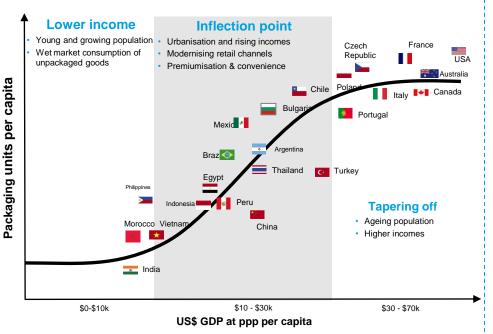






# Emerging Markets: Long history of profitable growth

#### **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



# Balanced capital allocation



>30 acquisitions since 2010

Significant M&A pipeline across all Amcor business



# Value creating M&A

### Long history of successful execution and a deep pipeline of opportunities

Effective M&A model

Strategy led

Financial discipline

Ample capacity

### **Value Creating Acquisitions to supplement organic growth**





Phoenix Flexibles – expanding capacity in Indian market





MDK - Medical packaging business in China





Flexible packaging plant in Czech Republic









Moda Systems Machinery &
automation
solutions for the
fresh meat
category



Corporate
Venturing and
Open Innovation









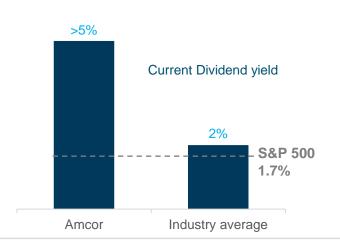




# Compelling cash returns to shareholders

### \$1.2 billion cash returns in Fiscal 2023

- \$431 million to repurchase ~3% of outstanding shares
- Industry leading dividend increased to 49 cents per share



# ~\$1.9bn share repurchases since FY20

~11% of total shares outstanding

Member of the S&P 500 **Dividend Aristocrats** 



### **Table of Contents**

- Company Overview
- 2 Strategy
- 3 Shareholder Value Creation
- 4 Sustainability at Amcor
- 5 1Q24 Financial Results



# Leading the industry on sustainability

**Industry Leading Aspirations** 

**Net Zero** 

GHG emissions by 2050

100%

Product portfolio to be recyclable, reusable or compostable by 2025

30%

Use of recycled content by 2030

20%

Reduction in waste-to-disposal by 2025\*

100%

Sites with water management plan (long-term goal to continue to improve water use efficiency)

Transparent risk management and performance metrics











# Making further progress toward our sustainability goals

### Amcor's commitment to sustainability starts with our own operations









10%

FY23 annual reduction in absolute emissions

22

Sites achieved 100% renewable electricity use 100%

Sites with a water management plan

143

Sites with zero waste to disposal certification



### 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

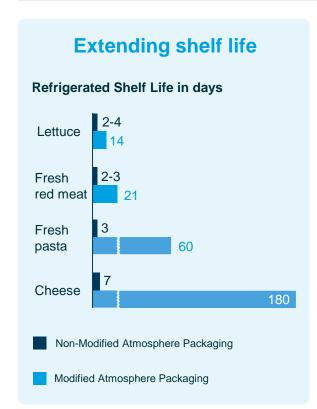
To innovate and develop new products

To collaborate with stakeholders

To inform the debate



### There will always be a role for packaging



#### Reducing food waste

30% of food is wasted globally

	Alternative pkg, % product waste	Plastic pkg, % product waste	Grams of CO₂ Saved	
Steak	34%	18%	2,100	
Cheese	5%	0.1%	41	
Bread	11%	1%	148	
Cress	42%	3%	186	

#### **Protecting the environment**

Food waste accounts for

8%

of global GHG emissions





### Responsible Packaging is the answer

#### **Responsible Packaging takes:**



Packaging design



Waste management infrastructure



**Consumer** participation







Amcor is uniquely positioned with scale, resources and capabilities

Our greatest opportunity for growth and differentiation



#### Responsible Packaging: Design that considers the full product lifecycle

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

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



## Making further progress toward our sustainability goals

#### **Responsible Packaging:**



**Packaging design** 



Waste management infrastructure



**Consumer** participation

% Designed to be recycled

Rigid Packaging

95%

**Specialty Cartons** 

100%

Flexible Packaging

28%

**89%** +33% vs 2019

■ Current Sales

Trial-ready alternatives

PrimeSeal™ Eco-Tite® Recycle-Ready Shrink Bag



100% recycled PET wine bottle



Annual increase in recycled content used

>3x

Increase in recycled content used since 2019



### Growing demand for differentiated, sustainable product platforms



## AMFIBER™









### Recognition for progress against our sustainability agenda







2023 winner in Food, Health & Personal Care and Medical and Pharmaceutical categories



5 Consecutive Years identified as a leader in responsible packaging and ESG topics









#### **Table of Contents**

- 1 Company Overview
- 2 Strategy
- 3 Shareholder Value Creation
- 4 Sustainability at Amcor
- 5 1Q24 Financial Results



### First quarter result in line with expectations

#### Executing well amid a challenging demand environment

Net sales

-6% vs pcp

\$3,443m

**EBIT** 

-5% vs pcp

\$358m

**EPS** 

-10% vs pcp

**15.6** cents

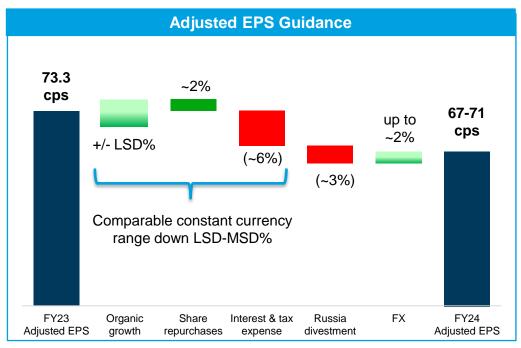
- Free cash flow ahead of last year
- Managing the controllables to deliver ongoing benefits
  - Pricing to cover inflation
  - Cost reductions
  - Normalizing working capital

Increased cash returns to shareholders

Quarterly dividend increased to 12.5 cents per share and \$30 million share repurchases



#### Fiscal 2024 guidance reaffirmed at 1Q24



- FY24 Adjusted EPS assumptions include:
  - In 1H24 comparable constant currency adjusted EPS expected to be down HSD-LDD% and in 2H24 up MSD%
  - Estimated net interest expense of \$320 to \$340 million (pre-tax)
  - 1H24 impact related to the sale of three plants in Russia in December 2022
  - Current foreign exchange rates prevail for the balance of fiscal 2024
- Adjusted Free Cash Flow of approximately \$850 to \$950 million
- ~\$70 million of share repurchases, related to program announced in fiscal 2023

Amcor's guidance contemplates a range of factors which create a higher degree of uncertainty and additional complexity when estimating future financial results. Refer to slide 2 for further information. Reconciliations of the fiscal 2024 projected non-GAAP measures are not included herein because the individual components are not known with certainty as individual financial statements for fiscal 2024 have not been completed.













#### Reconciliations of non-GAAP financial measures

	Three Months Ended September 30, 2022			Three Months Ended September 30, 2023				
(A = 200 - )	FRITRA	FDIT	Net	EPS (Diluted US	EDITO 4	FDIT	Net	EPS (Diluted US
(\$ million)	EBITDA	EBIT	Income	cents)(1)	EBITDA	EBIT	Income	cents)(1)
Net income attributable to Amcor	232	232	232	15.5	152	152	152	10.5
Net income attributable to non-controlling interests	2	2			2	2		
Tax expense	58	58			39	39		
Interest expense, net	50	50			75	75		
Depreciation and amortization	142				142			
EBITDA, EBIT, Net income, and EPS	484	342	232	15.5	410	268	152	10.5
Impact of hyperinflation	8	8	8	0.5	17	17	17	1.2
Russia-Ukraine conflict impacts <sup>(2)</sup>	3	3	3	0.2	28	28	28	1.9
Other	(1)	(1)	(1)	(0.1)	4	4	4	0.2
Amortization of acquired intangibles <sup>(3)</sup>		40	40	2.7		41	41	2.8
Tax effect of above items			(11)	(0.7)			(16)	(1.1)
Adjusted EBITDA, EBIT, Net income and EPS	494	392	271	18.1	459	358	226	15.6
Reconciliation of adjusted growth to comparab	le constant o	currency gi	rowth					
% growth - Adjusted EBITDA, EBIT, Net income	% growth - Adjusted EBITDA, EBIT, Net income, and EPS				(7)	(9)	(17)	(14)
% items affecting comparability <sup>(4)</sup>	% items affecting comparability <sup>(4)</sup>					5	6	5
% currency impact					(2)	(1)	(2)	(1)
% comparable constant currency growth					(5)	(5)	(13)	(10)
Adjusted EBITDA	494				459			
Interest paid, net	(34)				(47)			
Income tax paid	(35)				(53)			
Purchase of property, plant and equipment and other intangible assets	(152)				(124)			
Proceeds from sales of property, plant and equipment and other intangible assets	4				4			
Movement in working capital	(666)				(459)			
Other	(11)				(7)			
Adjusted Free Cash Flow	(400)				(227)			

<sup>(1)</sup> Calculation of diluted EPS for the three months ended September 30, 2023 excludes net income attributable to shares to be repurchased under forward contracts of \$1 million and \$2 million for the three months ended September 30, 2022.



<sup>(2)</sup> Includes incremental costs and restructuring and related expenses incurred in connection with the conflict and the related sale of the Russian business.

<sup>(3)</sup> Amortization of acquired intangible assets from business combinations.

<sup>(4)</sup> Reflects the impact of disposed and ceased operations.

#### Reconciliations of non-GAAP financial measures

	Three Months Ended September 30, 2022			Three Months Ended September 30, 2023			0, 2023	
(\$ million)	Flexibles	Rigid Packaging	Other	Total	Flexibles	Rigid Packaging	Other	Total
Net income attributable to Amcor				232				152
Net income attributable to non- controlling interests				2				2
Tax expense				58				39
Interest expense, net				50				75
EBIT	311	57	(26)	342	256	40	(28)	268
Impact of hyperinflation	_	8	_	8	_	17	_	17
Russia-Ukraine conflict impacts <sup>(1)</sup>	3	_	_	3	24	4	_	28
Other	_	_	(1)	(1)	2	_	2	4
Amortization of acquired intangibles <sup>(2)</sup>	39	1	_	40	40	1	_	41
Adjusted EBIT	353	66	(27)	392	322	62	(26)	358
Adjusted EBIT / sales %	12.7 %	7.0 %		10.6 %	12.5 %	7.1 %		10.4 %
Reconciliation of adjusted growth to	comparable	constant curre	ency growth					
% growth - Adjusted EBIT					(9)	(5)		(9)
% items affecting comparability(3)					6	_	_	5
% currency impact					(2)	(1)	_	(1)
% comparable constant currency			•	·	(5)	(6)	_	(5)

<sup>(1)</sup> Includes incremental costs and restructuring and related expenses incurred in connection with the conflict and the related sale of the Russian business.

#### Reconciliation of net debt

(\$ million)	June 30, 2023	September 30, 2023
Cash and cash equivalents	(689)	(524)
Short-term debt	80	107
Current portion of long-term debt	13	11
Long-term debt, less current portion	6,653	6,979
Net debt	6,057	6,573



<sup>(2)</sup> Amortization of acquired intangible assets from business combinations.

<sup>(3)</sup> Reflects the impact of disposed and ceased operations.

# **Amcor Overview**

November 2023

