



Schoeller Allibert

Investor Presentation Q1 2021

Disclaimer

- THIS REPORT (THE "REPORT") IS FOR INFORMATIONAL PURPOSES ONLY AND IS NOT AN OFFER OR SOLICITATION OF AN OFFER TO BUY OR SELL SECURITIES. BY READING THIS REPORT, ATTENDING ANY PRESENTATION OF THIS REPORT (THE "PRESENTATION") AND/OR READING ANY SLIDES USED FOR ANY SUCH PRESENTATION (THE "PRESENTATION SLIDES") YOU AGREE TO BE BOUND AS FOLLOWS:
- The information contained in this Report, any Presentation and/or any Presentation Slides (the "Information") has not been subject to any independent audit or review. A portion of the Information, including all market data and trend information, is based on estimates or expectations of Schoeller Packaging B.V. (together with its subsidiaries and affiliates, the "Group"), prepared by us based on certain assumptions, or by third party sources. We have not independently verified such data or sought to verify that the data remains accurate as of the date of this Report, any Presentation and/or any Presentation Slides. There can be no assurance that these estimates or expectations are or will prove to be accurate.
- In addition, past performance of the Group is not indicative of future performance. The future performance of the Group will depend on numerous factors which are subject to uncertainty. Furthermore, the Information contained in this report is subject to change without notice. No representation or warranty, express or implied, is made as to the fairness, accuracy, reasonableness or completeness of the information contained herein and no reliance should be placed on it.
- Certain statements contained in this Report, any Presentation and/or any Presentation Slides that are not statements of historical fact, including, without limitation, any statements preceded by, followed by or including the words "targets," "believes," "expects," "aims," "intends," "may," "anticipates," "would," "could" or similar expressions or the negative thereof, constitute forward-looking statements, notwithstanding that such statements are not specifically identified. In addition, certain statements may be contained in press releases and in oral and written statements made by or with the Group's approval that are not statements of historical fact and constitute forward-looking statements. Examples of forward-looking statements include, but are not limited to: (i) statements about the benefits of any contemplated offering of securities, including future financial and operating results; (ii) statements of strategic objectives, business prospects, future financial condition, budgets, projected levels of production, projected costs and project levels of revenues and profits of the Group or its management or boards of directors; (iii) statements of future economic performance; and (iv) statements of assumptions underlying such statements.
- By their nature, forward-looking statements involve risk and uncertainty and may, and often do, differ materially from actual results. Any forward-looking statement speaks only as of the date on which it is made and reflects the Group's current view with respect to future events. Forward-looking statements are not guarantees of future performance, and the actual results, performance, achievements or industry results of the Group's operations, results of operations, financial position and the development of the markets and the industry in which the Groups operates or is likely to operate may differ materially from those described in, or suggested by, the forward-looking statements contained in this Report, any Presentation and/or any Presentation Slides. New factors will emerge in the future, and it is not possible for the Group to predict which factors they will be. In addition, we cannot assess the impact of each factor on the Group's business or the extent to which any factor, or combination of factors, may cause actual results to differ materially from those described in any forward-looking statements.
- The Group presents financial information herein that is prepared in accordance with IFRS and may present any other generally accepted accounting principles, such as EBITDA, Adjusted EBITDA and other financial measures. These non-IFRS financial measures, as defined by the Group, may not be comparable to similarly-titled measures as presented by other companies, nor should they be considered as an alternative to the historical financial results or other indicators of the performance based on IFRS.
- We or our affiliates may, at any time and from time to time, seek to retire or purchase our outstanding debt through cash purchases and/or exchanges for equity or debt, in open-market purchases, privately negotiated transactions or otherwise. Such repurchases or exchanges, if any, will be upon such terms and at such prices as we may determine, and will depend on prevailing market conditions, our liquidity requirements, contractual restrictions and other factors. The amounts involved may be material.





Schoeller Allibert



Introduction



Today's Presenters



Ludo Gielen
CEO



Hans Kerkhoven
CFO





Schoeller Allibert



Q1 Highlights



Highlights Q1 2021

Sales Performance

- Revenue of € 128.3m, + € 7.4m (+ 6.1%) above Q1 LY

EBITDA Development

- EBITDA of € 16.0m, + € 3.9m (+ 32.2%) versus Q1 LY
- EBITDA margin improved to 12.4% from 10.0% in Q1 2020

Cash flow

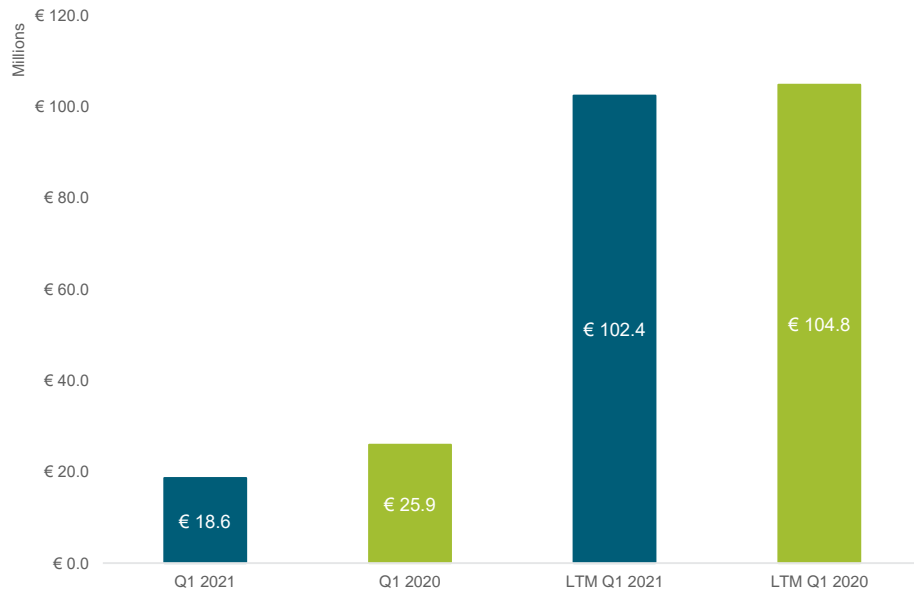
- Adjusted free cash flow € 0.8m, + € 5.3m above Q1 LY and Net Cash Flow of - € 7.5m, + € 3.7m improvement over Q1 2020

Covid-19 Impact

- Our results demonstrated recovery given the economic circumstances with an increase in both revenue and EBITDA
- All our factories were operating well, with a limited number of Covid cases



New Product Sales

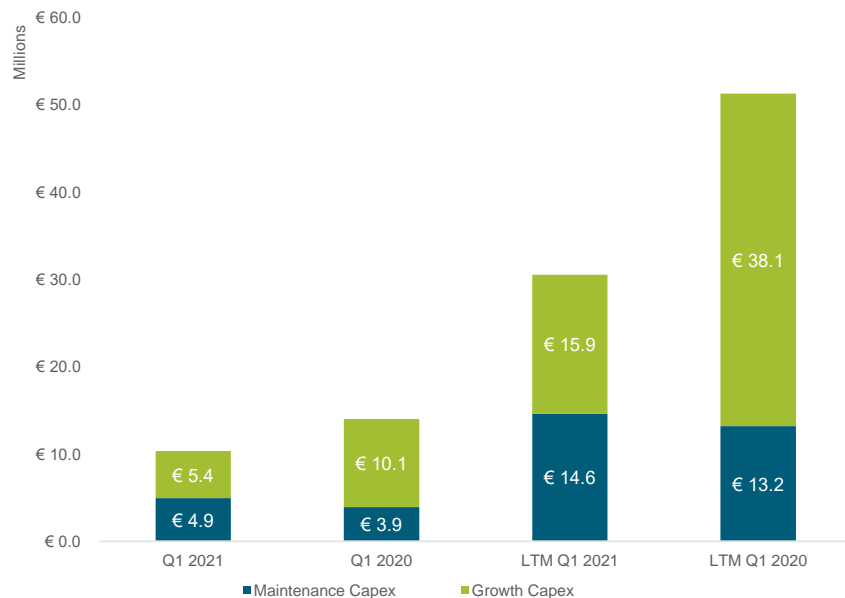


- New product sales in Q1 were € 18.6m, - € 7.3m (- 28.2%) below Q1 LY as a result of:
 - - € 3.8m: Big 3 and Agrimax orders shifted to Q2
 - - € 2.1m: Q1 2015 projects no longer qualifying as New Products¹
 - - € 1.1m: Completed beverage projects not entirely offset by new projects
- Q1 2021 LTM new product sales were € 102.4m, - € 2.4m (- 2.3%) decrease from Q1 2020 LTM, largely from lower agriculture sales offset by higher beverage and system integrator sales

¹ Product revenues are included in new product sales if these products were introduced to the market less than 6 years ago on the reporting date



Capital Expenditure



- Growth capex was € 5.4m in Q1 2021, - € 4.7m (- 46.5%) compared to Q1 2020 as we prioritized projects with the best returns
- Main growth investments in Q1 2021 were made in automation and welding for Big 3 (€ 3.1m)
- Maintenance capital expenditure increased to € 4.9m, + € 1.0m (+ 26%) compared to Q1 2020 resulting from factory modernization in France (+ € 1.8m)





Schoeller Allibert



Financial Results



Sales Performance Q1 2021

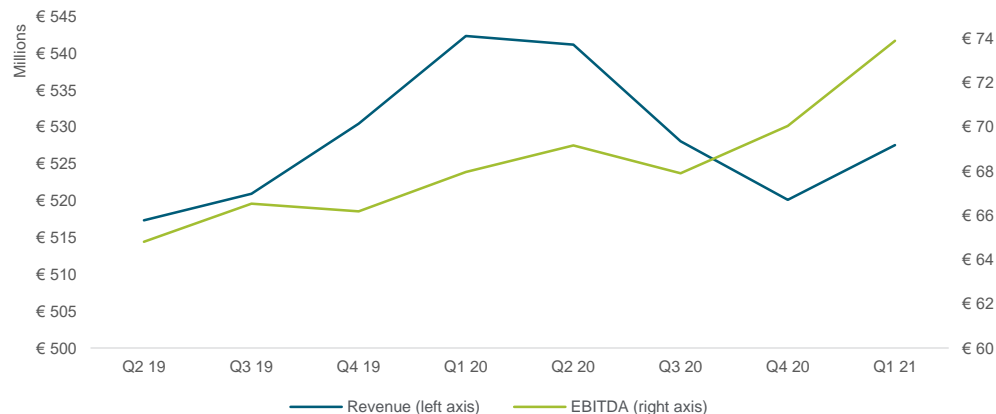
- Revenue increased by € 7.4m (+ 6.1%) versus Q1 LY to € 128.3m in a Covid-19 economic climate
 - Strong performance in US pooling offset by lower EU pooling revenues as orders have shifted from this quarter to next quarter(s)
 - European automotive sales were in line with Q1 LY, still experiencing Covid-19 impacts, where automotive factories are back in operation but with reduced output
 - European beverage sales were lower compared to Q1 LY following the completion of some larger projects
 - Good revenue performance in the agriculture, food and retail markets and stable revenue in other segments
 - Declines in Europe and growth in USA and other non-European markets



Q1 2021 Financial Performance

in € million	Q1 2021	Q1 2020	2021 YTD	2020 YTD
Revenue	128.3	120.9	128.3	120.9
% growth y-o-y	6.1%	10.9%	6.1%	10.9%
EBITDA	16.0	12.1	16.0	12.1
% sales	12.4%	10.0%	12.4%	10.0%

12 Month's rolling Consolidated Revenue and EBITDA



- Q1 2021 Revenue increased to € 128.3m, + € 7.4m (+ 6.1%) above Q1 2020
- Q1 EBITDA increased to € 16.0m, + € 3.9m (+ 32.2%) mainly driven by:
 - Increased revenue and mix effects
 - Operational efficiencies
- LTM EBITDA improved to € 73.9m



Cash Flow

in € million	Q1 2021	Q1 2020
Adjusted EBITDA	16.0	12.1
Change in Working Capital	-4.9	-2.6
Operating Cash Flow	11.1	9.5
Capital expenditures - Maintenance	-4.9	-3.9
Free Cash Flow	6.2	5.6
Capital expenditures - Growth	-5.4	-10.1
Adjusted Free Cash Flow	0.8	-4.5
Interest	-1.1	-0.9
Taxes	-0.4	-0.3
New finance leases	0.1	0.0
Finance Lease repayments	-1.5	-1.3
Operating Lease repayments	-2.9	-2.5
Debt repayment and proceeds	-0.4	0.0
Recurring Net Cash Flow	-5.4	-9.5
Adjusting items	-1.4	-0.9
Other/Related parties	-0.7	-0.8
Net Cash Flow	-7.5	-11.2

- Q1 2021 Adjusted free cash flow of € 0.8m, + € 5.3m improvement versus Q1 2020 driven by higher EBITDA and lower capex
- Net Cash Flow was negative in Q1 2021 at - € 7.5m, an improvement of + € 3.7m compared to Q1 2020
- Strong focus to improve cash further



Debt and liquidity overview

in € million	Q1 2021	2020 FY
6.375% Senior Secured Indebtedness	250.0	250.0
Finance Leases	20.7	21.8
IFRS 16 impact	30.3	28.6
Total lease obligation	51.0	50.4
Bank Loans	22.9	23.6
Total Debt	323.9	324.0
RCF Drawings (limit € 30m) ¹	-	-
Cash at bank and in hand	-26.5	-33.5
Net Cash	-26.5	-33.5
Total Net Debt	297.4	290.5
Leverage ratio	4.0x	4.1x
Total Liquidity Headroom	108.8	116.1

- Long term stable senior debt structure in place
- Headroom of € 108.8m comprising of € 53.3m of cash at bank and RCF² and € 55.5m under the Brookfield facility
- Leverage ratio improved to 4.0x
- Non-recourse factoring was at € 35.5m for Q1 2021 versus € 52.3 by end 2020

² Out of the € 30m, € 3m is to be used for contingent liabilities only





Schoeller Allibert



Conclusion & Outlook



Conclusion And Current Trading Update

- Q1 2021 Revenue increased to € 128.3m (+ 6.1%) and EBITDA increased to € 16.0m (+ 32.2%) versus Q1 2020
- Q1 2021 Operating Cash Flow improved to € 11.1m (+ 16.8%) compared to Q1 2020
- Recovery of the order book started in Q3 last year and has continued over the course of Q1 2021
- Resin supply limitations and price increases started in December 2020, causing a more volatile market. Material price increases are passed on to customers as much as possible. These trends are expected to continue through Q2.
- Uncertainty around Covid-19 has reduced but developments are monitored closely by management





Schoeller Allibert

Q&A

Schoeller Allibert At A Glance

Business Overview

- ~20% market share in Europe
- >1,000 products, the broadest portfolio in the industry
- >10,000 customers
- >15 years of long-term client relationships (top 10) driving recurring revenue
- Sustainability** focus and substitution of one-way packaging
- New Markets** opened by waste reduction, growing logistics & warehouse automation
- 100% Regrind** of returned containers for new products
- 13 production plants able to serve many geographies
- ~32 R&D staff supporting project pipeline and revenues

Product Range



34%



Pooling Services



16%



Industrial Manufacturing



7%



Automotive



14%



Beverage



10%



Retail



8%



Food & Food Processing



5%



Agriculture



6%



Traders

Source: company information
³ based on 2020 revenue information, excludes rental business and activities by Schoeller Allibert International GmbH

Revenue Diversification By End-Market³



Appendix: Operating Result To Adjusted EBITDA Bridge

in € million	Q1 2021	Q1 2020	2021 YTD	2020 YTD
Operating result	4.9	2.2	4.9	2.2
Depreciation	9.1	8.2	9.1	8.2
Amortization	0.5	0.5	0.5	0.5
Management Fees	0.0	0.3	0.0	0.3
Adjusting Items	1.4	0.9	1.4	0.9
Adjusted EBITDA	16.0	12.1	16.0	12.1



Appendix: 2019 – 2020 Revenue Restatement

Revenue restated 2019 in € million

	Q1	Q2	Q3	Q4	2019 FY
Revenue previously reported	109.0	135.9	136.5	155.2	536.6
Adjustment - Agent vs Principle	-	-	-3.0	-3.2	-6.2
Adjusted Revenue	109.0	135.9	133.5	152.0	530.4

Revenue restated 2020 in € million

	Q1	Q2	Q3	Q4	2020 FY
Revenue previously reported	122.0	136.0	126.0		
Adjustment - Agent vs Principle	-1.0	-1.3	-5.6	-	-8.0
Adjusted Revenue	121.0	134.7	120.4	144.1	520.1

- Revenue figures are restated following a re-measurement of principal versus agent accounting for a customer contract. In 2020, a customer contract has been re-assessed and contrary to prior year when it was treated under the assumption that the Group is a principal, it has been deemed that the Group acts as an agent under IFRS 15 guidance. The impact on 2019 revenue and raw materials and consumables used is EUR 6.2 million with no profit impact.
- The tables above provide a reconciliation between quarterly and FY 2019 and 2020 revenues

