



Schoeller Allibert

INVESTOR PRESENTATION Q3 2021

29 October 2021

OUR TURN TO TRANSFORM

The world of smart logistics



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TODAY'S PRESENTERS



Ludo Gielen
CEO



Hans Kerkhoven
CFO

DIVERSIFIED AND RESILIENT BUSINESS

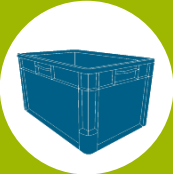
We service the market
in which clients operate.
And listen to their
requirements and needs.



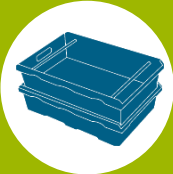
HANDHELD



FOLDABLE SMALL



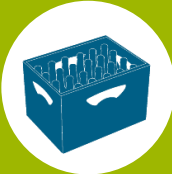
STACK



STACK/NEST



DOLLIES



BEVERAGE



PAIS

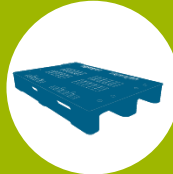
BULK



FOLDABLE LARGE



RIDGED PALLET CONTAINER



PLASTIC PALLET



INTERMEDIATE BULK



ROTO MOULDING

HIGHLIGHTS

Q3 2021

SALES PERFORMANCE

- **Revenue** of € 169.7m, + € 49.3m (+ 41.0%) above Q3 LY, driven by strong demand and net impact of high raw material prices

CASH FLOW

- **Positive cash flow** as a result of working capital improvements
- **Adjusted free cash flow** € 22.5m, + € 15.2m above Q3 LY

EBITDA DEVELOPMENT

- **EBITDA** of € 18.2m, + € 1.8m (+ 11.0%) versus Q3 LY
- **EBITDA margin** of 10.7% of Revenue, driven by an increase in the EBITDA amount and an even higher Revenue increase, compensating for the resin cost developments

BUSINESS ENVIRONMENT

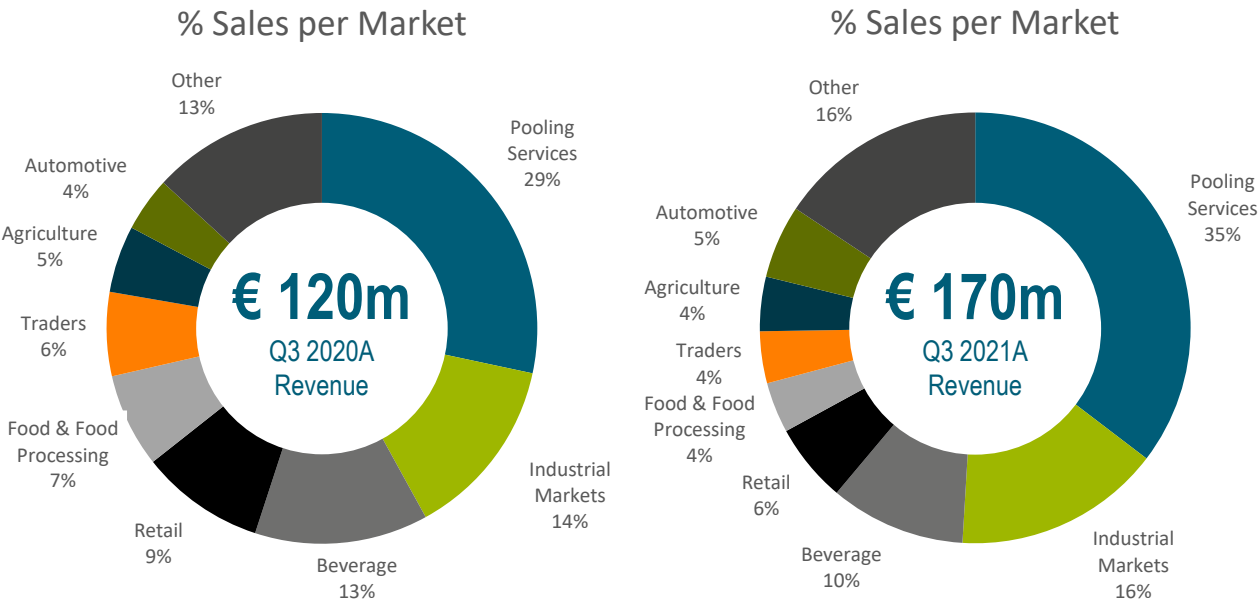
- Direct consequences of **Covid-19** are under control
- **Resin prices** are expected to remain higher than usual; PP availability expected to slowly normalize further in Q4

MARKETS AND SEGMENTS

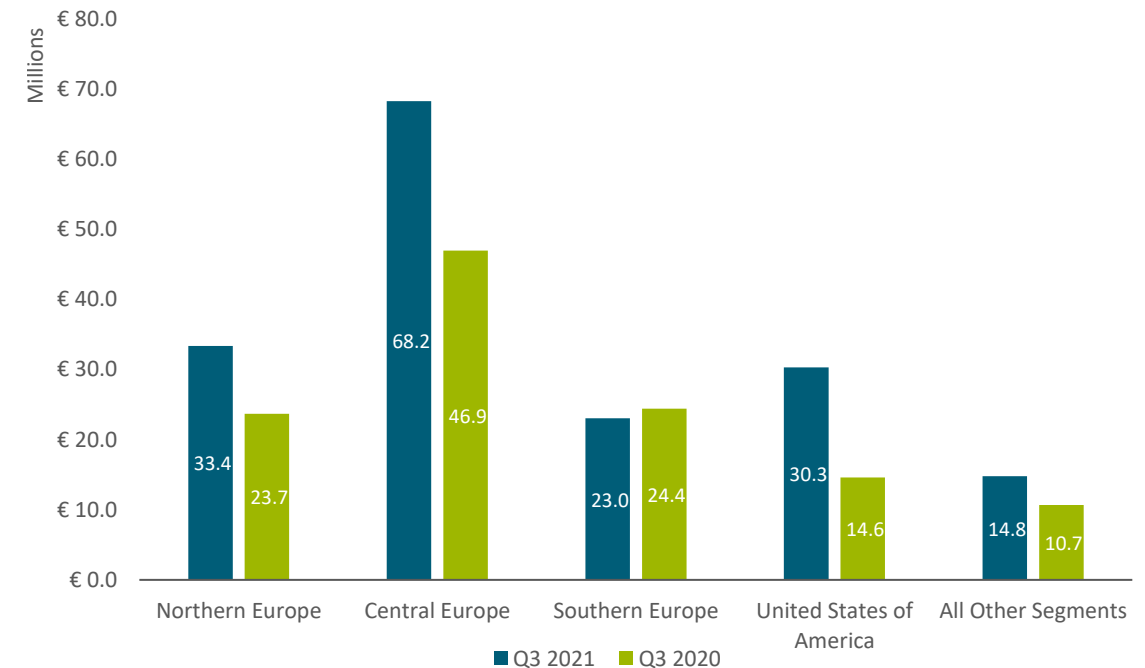
DEVELOPMENTS

- Strong performance in both US and EU pooling revenues as a result of increased demand
- European automotive sales were up versus Q3 LY with automotive factories back in operation after COVID crisis
- Industrial manufacturing sales were higher vs Q3 LY following growth in System Integrators segment

MARKET REVENUE SHARES



OPERATING SEGMENT REVENUE



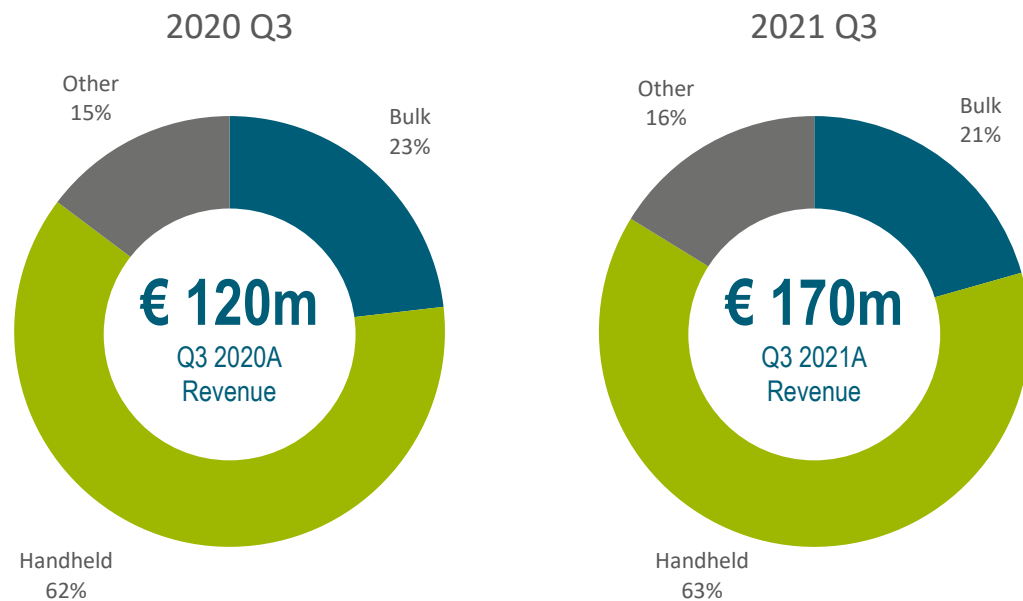


PRODUCTS

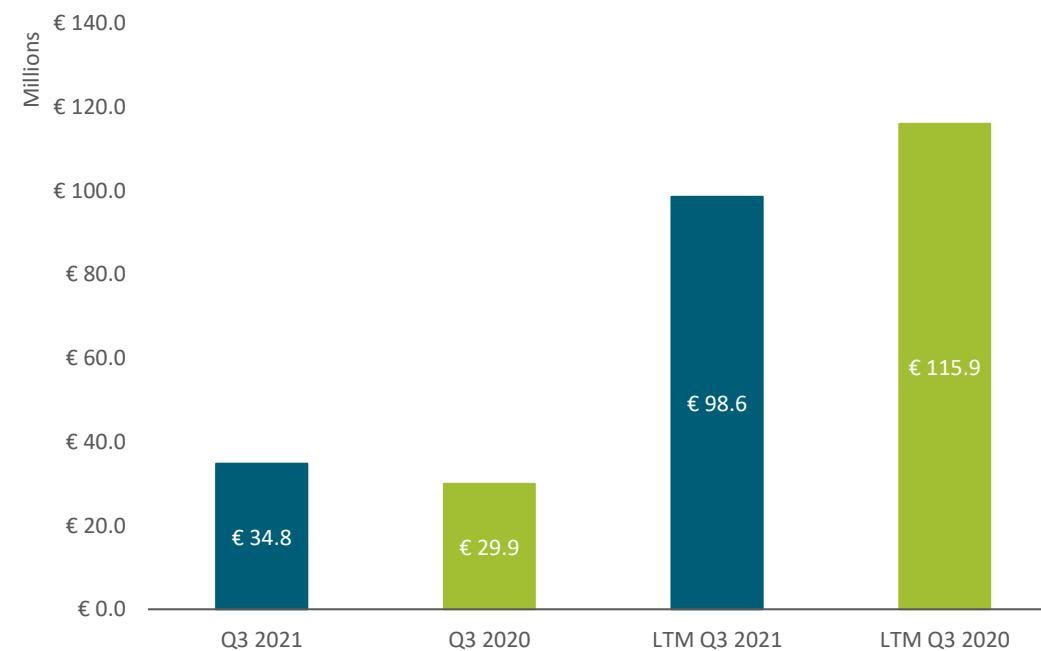
DEVELOPMENTS

- Good performance on IBC, FSC and System Integrators
- BIG X Sales above PY YTD revenue; remaining capacity in Q4 2021 mainly filled with rental
- SPC develops well despite higher resin prices

PRODUCT GROUP REVENUE SHARES












NEW PRODUCT SALES



SUSTAINABILITY STRATEGY



STRATEGIC SUSTAINABILITY PILLARS

	Innovation for a Circular Economy	Future Proof Planet	Integrity at heart
Description	We design and innovate returnable packaging to meet the world's need for sustainable and circular solutions	We enable the transition to a low-carbon economy in packaging and help shape a greener future	We respect and value our employees and all our stakeholders and live up to the highest standards of ethics and governance
Material topics	<ul style="list-style-type: none"> • Circular economy • Innovation of Products and Services • Product Safety and quality 	<ul style="list-style-type: none"> • Carbon footprint (incl. energy efficiency) • Climate • Waste management • Biodiversity and Marine ecosystem 	<ul style="list-style-type: none"> • Corruption and Bribery • Diversity, Equal opportunity and Inclusion • Governance structure and Accountability • Occupational health and safety • Sustainable supply chain management
SDGs	 	   	  

FINANCIAL RESULTS



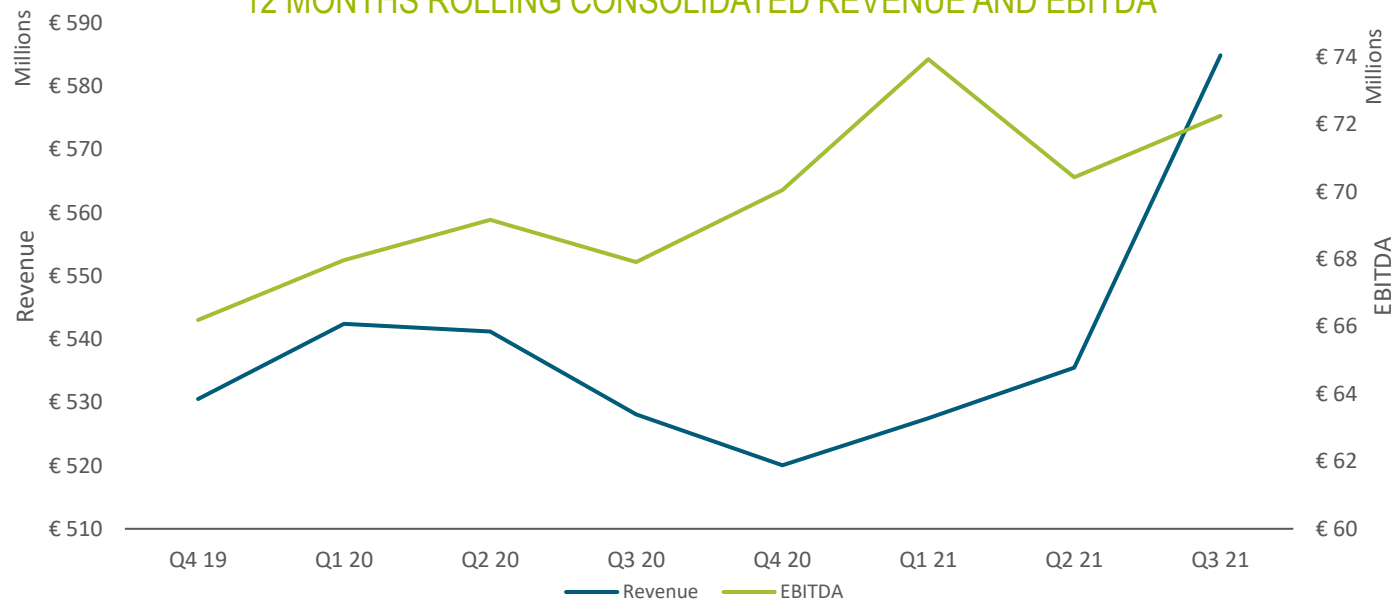
DEVELOPMENT OF FINANCIAL RESULTS

- **Q3 Revenue** increased to € 169.7m, + € 49.3m (+ 41.0%) above Q3 2020
- **Q3 EBITDA** increased to € 18.2m, + € 1.8m (+ 11.0%) mainly driven by:
 - Net impact of raw material price increases
 - Strong demand
- **EBITDA margin** decreased as we increased our sales prices and revenue to compensate for higher resin prices
- **LTM EBITDA** increased to € 72.2m

REVENUE AND EBITDA

in € million	Q3 2021	Q3 2020	Q3 YTD 2021	Q3 YTD 2020
Revenue	169.7	120.4	440.8	376.0
% growth y-o-y	41.0%	-9.8%	17.2%	-0.6%
EBITDA	18.2	16.4	50.2	48.1
% sales	10.7%	13.6%	11.4%	12.8%

12 MONTHS ROLLING CONSOLIDATED REVENUE AND EBITDA



CASH FLOW

- Q3 2021 **Adjusted free cash flow** of € 22.5m, + € 15.2m above Q3 2020 driven by higher EBITDA and working capital, offset by an increase in capex
- Net Cash Flow** was positive in Q3 2021 at + € 10.7m
- Strong focus to maintain **cash generation**

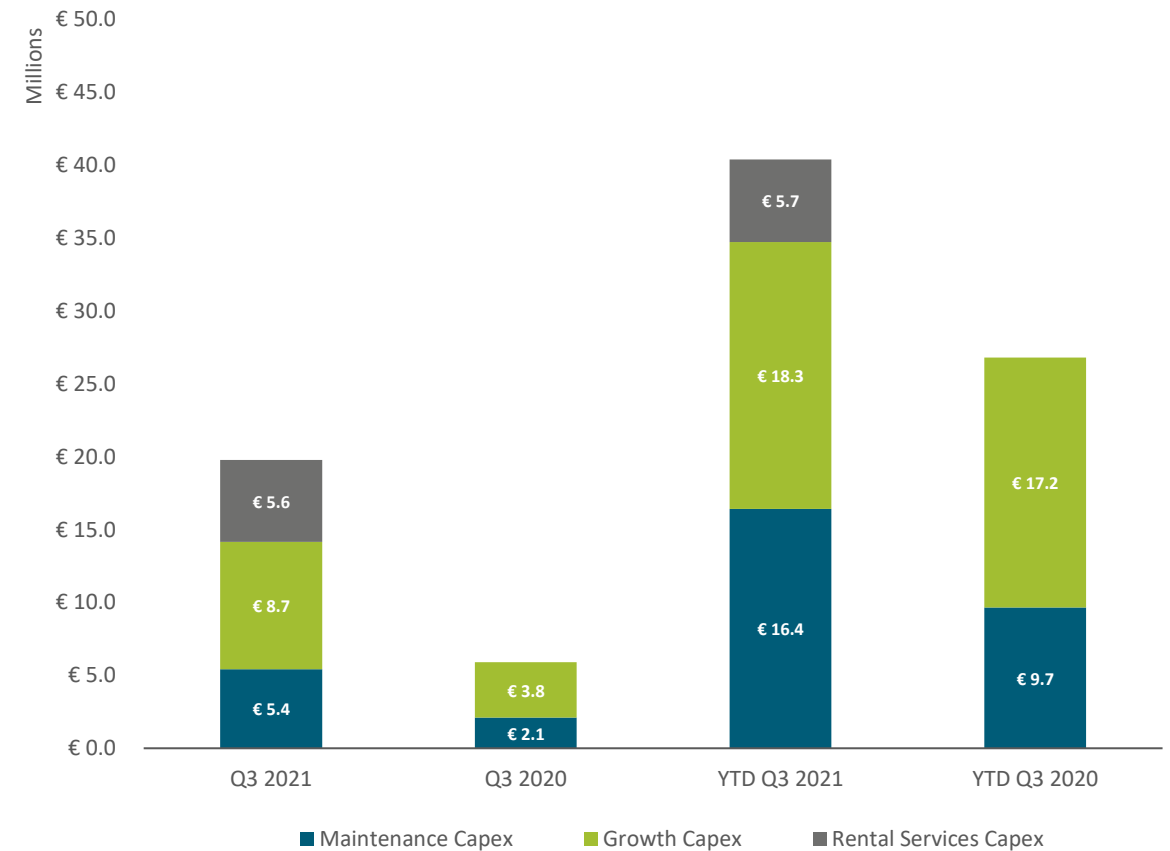
in € million	Q3 2021	Q3 2020	Q3 2021 YTD	Q3 2020 YTD
Adjusted EBITDA	18.2	16.4	50.2	48.1
Change in Working Capital	24.0	-3.2	14.2	-5.2
Operating Cash Flow	42.2	13.2	64.4	42.9
Capital expenditures - Maintenance	-5.4	-2.1	-16.4	-9.7
Free Cash Flow	36.8	11.1	48.0	33.2
Capital expenditures – Growth ¹	-14.3	-3.8	-24.0	-17.2
Adjusted Free Cash Flow	22.5	7.3	24.0	16.0
Interest	-1.2	-1.1	-11.4	-11.8
Taxes	-0.3	0.1	-1.4	0.3
New finance leases	0.0	1.7	0.2	3.9
New finance leases granted	-2.2	0.0	-2.2	0.0
Finance Lease repayments	-1.4	-2.0	-4.2	-4.6
Operating Lease repayments	-3.0	-2.9	-8.8	-8.1
Debt repayment and proceeds	-0.4	9.3	-1.2	11.4
Recurring Net Cash Flow	14.0	12.4	-5.0	7.1
Adjusting items	-1.1	-0.8	-3.7	-2.3
Other/Related parties	-2.2	0.6	-3.8	-0.8
Net Cash Flow	10.7	12.2	-12.5	4.0

¹ Including rental capex

CAPEX

- **Growth capex** was € 8.7m in Q3 2021, + € 4.9m compared to Q3 2020, mainly from:
 - € 5.1m: new machines and moulds for pooling customers
 - € 1.0m: NPD projects
 - € 1.0m: automation and Big 3 equipment
- **Maintenance capex** increased to € 5.4m, + € 3.3m compared to Q3 2020 mainly from:
 - € 3.4m: factory modernization in France
 - € 1.6m: IT and ERP modernization
- **Rental Services capex** was € 5.6m as we commenced production and delivery on our first deals

CAPITAL EXPENDITURE



DEBT AND LIQUIDITY

- Long term **stable senior debt structure** in place
- Headroom** of € 103.4m comprising of € 48.4m of cash at bank and fully repaid and available RCF and € 55.0m under the Brookfield facility
- Leverage ratio** decreased to 4.1x
- Non-recourse **factoring** was at € 46.6m for Q3 2021 versus € 37.0m for Q3 2020

in € million	Q3 2021	Q2 2021	Q1 2021	2020 FY
6.375% Senior Secured Indebtedness	250.0	250.0	250.0	250.0
Finance Leases	18.0	19.3	20.7	21.8
Operating Leases	29.9	28.0	30.3	28.6
Total lease obligation	47.8	47.3	51.0	50.4
Bank Loans	22.1	22.5	22.9	23.6
Total Debt	319.9	319.8	323.9	324.0
RCF Drawings (limit € 30m) ¹	-	13.6	-	-
Cash at bank and in hand	-21.6	-24.3	-26.5	-33.5
Net Cash	-21.6	-10.7	-26.5	-33.5
Total Net Debt	298.3	309.1	297.4	290.5
Leverage ratio	4.1x	4.4x	4.0x	4.1x
Total Liquidity Headroom	103.4	92.9	108.8	116.1

¹ Out of the € 30m, € 3m is to be used for contingent liabilities only

CONCLUSION & OUTLOOK



CONCLUSION & CURRENT TRADING

- Q3 2021 **Revenue** increased to € 169.7m (+ 41.0%) and EBITDA increased to € 18.2m (+ 11.0%) versus Q3 2020
- Q3 2021 **Operating Cash Flow** increased to € 42.2m (+ € 29.0m) compared to Q3 2020
- Resin supply limitations and **price increases** started in December 2020, causing a volatile market
- PP Copolymer **availability** expected to slowly normalize in Q4 2021, resin prices are expected to remain higher than usual for the time being
- Price increases are **passed on** to customers as much as possible
- Uncertainty around **Covid-19** has reduced but developments are monitored closely by management

Q&A

Globally present

#1 Producer & Supplier of
returnable plastic packaging

20% EU market share



APPENDIX 1

OPERATING RESULT TO EBITDA BRIDGE

in € million	Q3 2021	Q3 2020	Q3 2021 YTD	Q3 2020 YTD
Operating result	7.3	6.4	17.4	17.7
Depreciation	9.4	9.0	27.6	25.9
Amortisation	0.4	0.5	1.4	1.4
Management Fees	0.0	-0.3	0.0	0.8
Adjusting Items	1.1	0.8	3.7	2.4
Adjusted EBITDA	18.2	16.4	50.2	48.1

APPENDIX 2

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