



Schoeller Allibert

The collage features four distinct images: top-left shows retail shelving with 'Life' brand products; top-right shows industrial machinery, possibly a conveyor system; bottom-left shows a warehouse with stacks of white plastic crates on pallets; bottom-right shows several bins filled with fresh produce, including apples and oranges.

Investor Presentation Q3 2019

26th November 2019

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Ludo Gielen
CEO



Ian Degnan
CFO



Strong Sales Growth:

- Sales growth for Q3 of 3.8%
- Big 3 sales and production ramping up with remaining Q4 capacity mostly sold out
- Pooling volumes have increased in both Europe and US

Strong Ebitda Growth Trend:

- In Q3 we have delivered further strong Ebitda growth, €1.8m better than Q3 2018
- LTM Ebitda now stands at € 66.6m, an increase of € 4.2m from 2018

Refinancing

- In October 2019 we successfully completed the issuance of €250m Senior Secured Notes and a new revolving credit facility of €30m.
- The new capital structure extends the debt maturity profile and has improved the liquidity position.

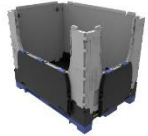


- Sales growth of 3.8%
- European Pooling revenues have been stronger in Q3 compared to the same period last year.
- The US sees a continuation of strong non-Pooling sales, while Pooling sales are stronger than last year.
- Sales in the Retail market have been strong, especially in the UK and Southern Europe.
- Industrial Manufacturing sales have increased, most notably in Poland.
- Across Europe we continue to see a weak Automotive market; sales in Germany are weak due to the automotive market and Industrial Manufacturing customers.



Big 3 product range

Magnum optimum 1208



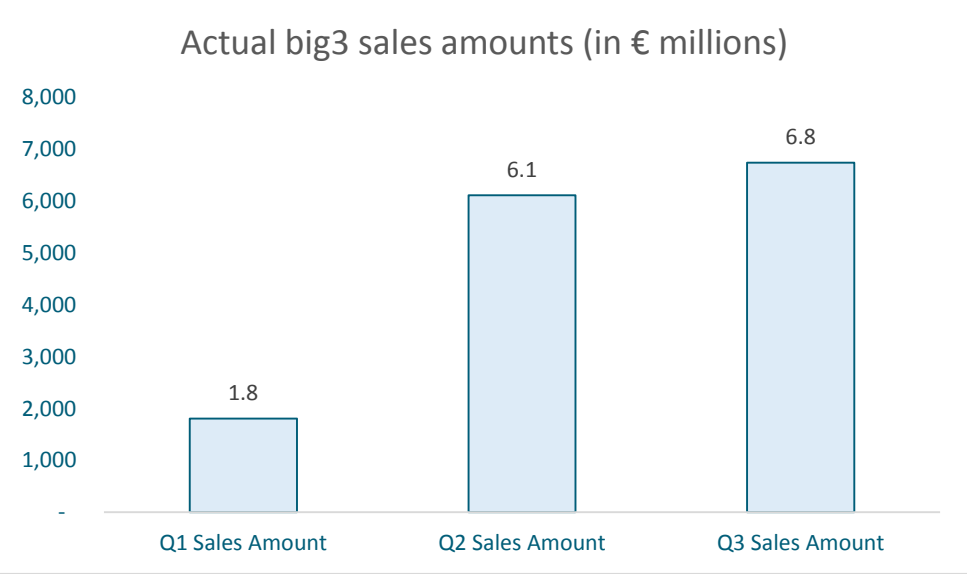
Combo Fructus



Combo Excelsior



- Big 3 sales expected to be an incremental ca. €25m in 2019 targeting higher growth end markets
- Remaining production capacity for Q4 mostly sold out



Looking ahead – Actions to Increase Profitability

Strengthen the Organisation with New Hires

- Strengthened Leadership team is now in place with Executive Directors for Sales and Operations and new Senior Regional Directors and a new Group Procurement Director

Completed

Improve margins – Projects Starting in 2019

- Optimise selling prices with process discipline
- Increase the use of regrind and recycled material
- Reduce direct costs through automation
- Improve procurement

Grow Sales – 2019 Targets Progress

- Deliver sales of our Big 3 new products
- Continue innovation leadership to drive sales growth of new products
- Deliver large new beverage projects
- Diversify sales in the US

Improve Operations

- Strengthen supply chain planning
- Move moulds between factories for better utilisation
- Optimise production planning where we have spare capacity
- Automation equipment ordered and being installed

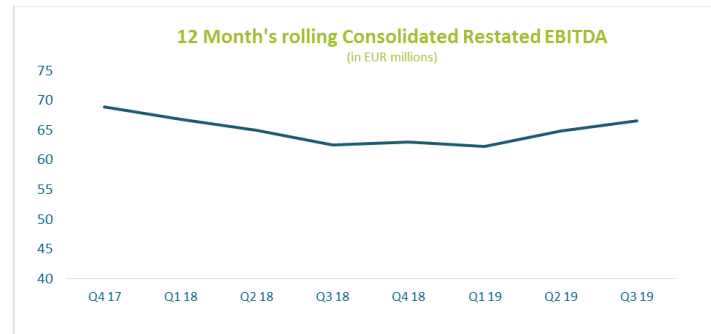
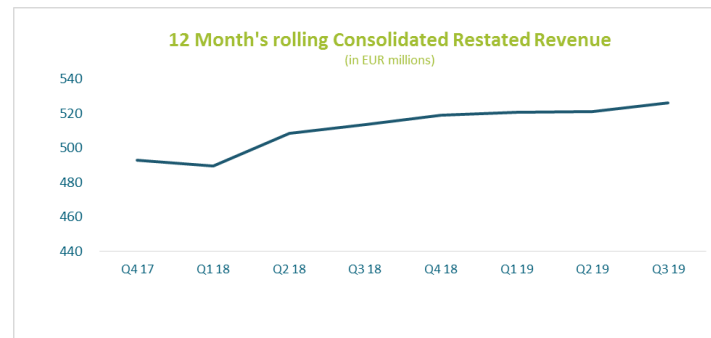


Financial Performance

in EUR million	Q3 2019	Q3 2018 Restated	Q3 2018 Reported	Q3 2019 YTD	Q3 2018 YTD Restated	Q3 2018 YTD Reported
Revenue	136.5	131.4	136.0	381.4	374.4	387.0
% growth y-o-y	3.8%		3.2%	1.9%		2.8%
EBITDA	17.7	15.9	13.2	46.4	42.8	34.7
% sales	13.0%	12.1%	9.7%	12.2%	11.4%	9.0%

- Q3 2018 Ebitda was restated by € 2.7 m (YTD € 8.1 m) in line with IFRS 16 adjustments.
- Revenue Q3 2018 was restated by € 4.6 m (YTD € 12.6m) due to IFRS 15 adoption

- Revenue for Q3 2019 is €136.5m, an increase over Q2 2019 of 3.8%.
- Ebitda of €17.7m is €1.8m better than Q3 2018. This strong improvement is partly due to the focus on pricing, better factory utilisation and the expansion of the impact of Big 3 sales



Cash Flow

in EUR million	Q3 2019	Q3 2018 Restated	Q3 2018	Q3 2019 YTD	Q3 2018 YTD Restated	Q3 2018 YTD
Adjusted EBITDA	17.7	15.9	13.2	46.4	42.8	34.7
Change in Working Capital	9.5	(7.3)	(7.3)	(12.3)	(13.0)	(13.0)
Operating Cash Flow	27.2	8.6	5.9	34.1	29.8	21.7
Taxes	0.2	(0.5)	(0.5)	0.2	(2.5)	(2.5)
Net capital expenditures	(9.9)	(3.3)	(3.3)	(23.2)	(11.2)	(11.2)
Other	0.5	0.2	0.2	0.5	0.2	0.2
Free Cash Flow	18.0	5.0	2.3	11.6	16.3	8.2
% of EBITDA	101.7%	31.4%	17.4%	25.0%	38.1%	23.6%
Investment in Moulds for Future Growth	(0.8)	(1.6)	(1.6)	(6.8)	(4.9)	(4.9)
Adjusted Free Cash Flow	17.2	3.4	0.7	4.8	11.4	3.3
% of EBITDA	97.2%	21.4%	5.3%	10.3%	26.6%	9.5%
Interest	(1.5)	(1.2)	(1.2)	(12.6)	(11.8)	(11.8)
Breakthrough projects	(0.6)	(0.7)	(0.7)	(1.7)	(1.2)	(1.2)
New finance leases	2.6	0.2	0.2	5.7	3.5	3.5
Lease repayments	(3.8)	(3.7)	(1.0)	(10.9)	(11.3)	(3.2)
Debt repayment and proceeds	(0.6)	(0.2)	(0.2)	(0.5)	(2.5)	(2.5)
Other	(1.4)	-	-	(2.2)	(0.9)	(0.9)
Recurring Net Cash Flow	11.9	(2.2)	(2.2)	(17.4)	(12.8)	(12.8)
Swedish tax payment	(3.0)	(1.4)	(1.4)	(4.5)	(4.4)	(4.4)
Adjusting items	(1.2)	(1.1)	(1.1)	(3.4)	(2.1)	(2.1)
JPM Exit Costs	-	-	-	-	(10.2)	(10.2)
Other/Related parties	(0.3)	(0.8)	(0.8)	6.7	(0.6)	(0.6)
Net Cash Flow	7.4	(5.5)	(5.5)	(18.6)	(30.1)	(30.1)

- Net cash inflow for Q3 2019 was €12.9m higher than Q3 2018 impacted by the change in working capital.
- Capital expenditure of €11.8m includes €5.7m of machines and €0.9m of moulds for new products
- Working capital for Q3 2019 is an inflow of €9.5m impacted amongst others by the reversal of negative Q2 timing differences.
- We have a new factoring line in July that replaced part of the supplier financing programme that stopped in Q2 which increased liquidity



Debt and liquidity overview

in EUR million	Q3 2019 - Pro Forma	Q3 2019	FY 2018 Restated	FY 2018 Reported
8% Senior Secured Indebtedness due 1 Oct. 2021	250.0	209.8	209.8	209.8
Finance Leases	22.2	22.2	19.9	19.9
IFRS 16 impact	28.9	28.9	34.5	0.0
Total lease obligation	51.1	51.1	54.4	19.9
Bank Loans	7.2	7.2	5.8	5.8
Total Debt	308.3	268.1	270.0	235.5
Cash at bank and in hand	(19.4)	9.8	(8.6)	(8.6)
Total Net Debt	288.9	278.0	261.3	226.8
Total liquidity available to the company	104.7	75.5	30.4	30.4

- Total headroom available to the Group is strong with €75.5m including the facility that Brookfield have made available.
- Net debt decrease in Q3 results from the cash inflow for the quarter and the new finance leases.
- Net debt has been restated for the adoption of IFRS 16 and the resulting addition of operating leases onto the balance sheet.
- We remain on track to deliver by growing Ebitda and generating cash in Q4 2019



- After a successful road show with closing on October 25, we completed an early refinancing of the company
- **Transaction:**
 - Renewal of €30 million Super Senior Secured Revolving Credit Facilities due 2024
 - Issuance of €250 million 6.375% Senior Secured Notes due 2024
- **As a result:**
 - Increased headroom available to the Group by €29.2m
 - Extended repayment date of debt from 2021 to 2024
 - Reduced interest rate from 8.0% to 6.375%
 - Credit ratings confirmed by S&P (B), Fitch (B), Moody's (B2)



Conclusion and current trading update

- Q3 saw good underlying revenue growth and a very strong Ebitda performance.
- Cash flow in Q3 was impacted by the reversal of negative Q2 impacts and other timing differences.
- Big 3 sales on track with Q4 production capacity mostly sold out.
- Trading so far in Q4 has been satisfactory.





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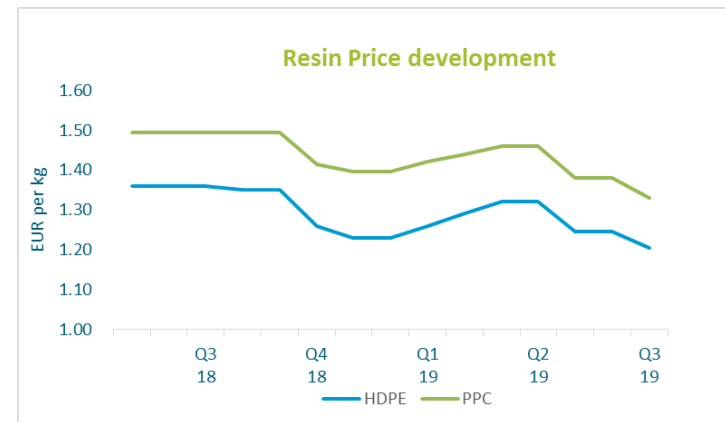
Q&A

Appendix: Financial Performance – FX and Resin

At constant FX rates:

in EUR million	Q3 2019	Q3 2018 Restated	Q3 2018 Reported	Q3 2019 YTD	Q3 2018 YTD Restated	Q3 2018 YTD Reported
Revenue	136.1	131.4	136.0	379.6	374.4	387.0
% growth y-o-y	3.6%		7.0%	1.4%		2.5%
EBITDA	17.6	15.9	13.2	46.5	42.8	34.7
% sales	12.9%	12.1%	9.7%	12.2%	11.4%	9.0%

- No significant FX impact in the quarter
- Resin prices decreased in Q3 and are also lower than Q3 2018. We see no significant impact in the results.



Appendix: Capex summary

in EUR million	Q3 2019	Q3 2018	Q3 2019 YTD	Q3 2018 YTD
Maintenance Capex	2.3	1.5	9.6	6.6
Operations Maintenance	2.3	1.1	5.3	4.0
IMM Replacement	-	0.4	4.4	2.6
Growth Capex	9.7	4.2	22.6	10.8
Operations Expansion	5.7	0.4	7.6	1.0
Breakthrough projects	0.6	0.7	1.6	1.2
Moulds for Sales Initiatives	0.8	1.6	6.8	5.0
Pooling Expenditures	0.0	0.1	0.1	0.4
Other	2.5	1.4	6.4	3.2
Total Capital Expenditures	11.9	5.7	32.2	17.4



Appendix: Operating result to adjusted EBITDA bridge

in EUR million	Q3 2019	Q3 2018 Restated	Q3 2018 Reported	Q3 2019 YTD	Q3 2018 YTD Restated	Q3 2018 YTD Reported
Operating result	7.0	6.3	6.3	15.6	12.8	12.8
Depreciation	8.6	7.4	4.7	24.9	22.6	14.5
Amortisation	0.5	0.4	0.4	1.4	1.2	1.2
Management Fees	0.4	0.8	0.8	1.1	0.8	0.8
Adjusting Items						
Restructuring	0.8	0.9	0.9	3.4	4.2	4.2
JP Morgan exit	-	0.1	0.1	-	1.1	1.1
Refinancing	0.4	-	-	-	-	-
Litigation & claims	-	-	-	-	0.2	0.2
Adjusted EBITDA	17.7	15.9	13.2	46.4	42.8	34.7

