Schoeller Allibert

Investor Presentation Q2 2021

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Introduction

Today's Presenters

Ludo Gielen
CEO

Hans Kerkhoven
CFO

Schoeller Allibert

Q2 Highlights

Highlights Q2 2021

Sales Performance

- Revenue of € 142.7m, + € 8.0m (+ 5.9%) above Q2 LY, impacted by a shortage of raw materials

Cash flow

- Adjusted free cash flow € 0.8m, € 11.1m below Q2 LY and Net Cash Flow of - € 15.7m versus + € 3.0m in Q2 LY

EBITDA Development

- EBITDA of € 16.1m, - € 3.5m (- 17.8%) versus Q2 LY
- EBITDA margin decreased to 11.3% from 14.6% in Q2 2020

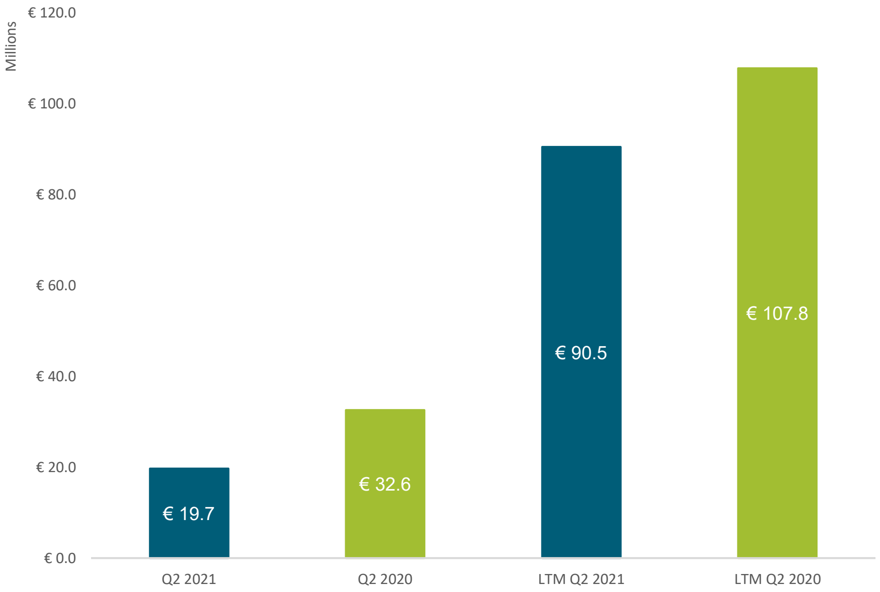
Business environment

- Direct consequences of Covid-19 are well under control with limited number of infected people, no operational impact
- Resin price increases and supply limitations

Schoeller Allibert Services

- Through Schoeller Allibert Services, customers can rent our products
- High demand as a consequence of:
  - Customers' desire to decarbonize
  - Increase in raw material prices
- Schoeller Allibert remains the owner of the assets at all times
- Lifetime of the products is ~10 years
- First 3 deals have been signed and will be delivered from Q3 2021 onwards

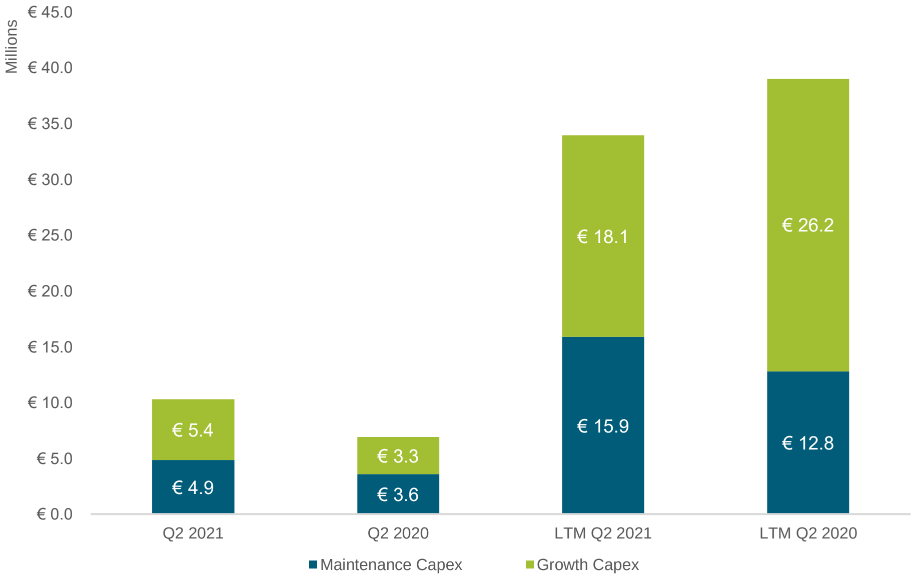
New Product Sales



- New product sales in Q2 were € 19.7m, - € 12.9m (- 39.6%) below Q2 LY mainly as a result of:
  - - € 3.0m: Big 3 orders shifted to Q3
  - - € 3.0m: Agriculture bulk products
  - - € 2.2m: Q2 2015 projects no longer qualifying as New Products[1]
  - - € 1.2m: Completed beverage projects not entirely offset by new projects
  - + €1.2m: SA's system integrator product range
- Q2 2021 LTM new product sales were € 90.5m, - € 17.3m (- 16.0%) decrease from Q2 2020 LTM, largely from lower Big 3 and agriculture sales and projects no longer qualifying as New Products, partly 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 Q2 2021, + € 1.1m (+ 33.3%) compared to Q2 2020
- Main growth investment in Q2 2021 was made in the expansion of our pooling production capacity (€ 2.8m). Further investments were made in beverage NPD projects (€ 0.8m), automation and Big 3 production equipment (€ 1.0m).
- Maintenance capital expenditure increased to € 4.9m, + € 1.3m (+ 33.3%) compared to Q2 2020 resulting from factory modernization in France (€ 0.9m) and replacement of machines in Germany (€ 1.0m)

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Financial Results

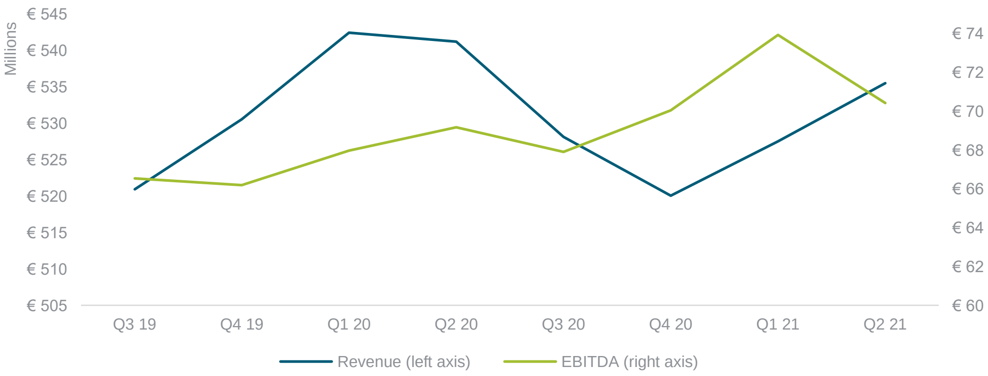
Sales Performance Q2 2021

- Revenue increased by € 8.0m (+ 5.9%) versus Q2 LY to € 142.7m
  - Resin shortage limited further revenue growth (orders were available) and historic resin cost increases have driven price increases
  - Price increases have more than compensated for volume decline and mix effect
  - Segment development
    - 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 up versus Q2 LY with automotive factories back in operation
    - European beverage sales were below Q2 LY following the completion of some larger projects
    - Declines in other segments
  - Declines in Europe and growth in USA and other non-European markets

Q2 2021 Financial Performance

in € million	Q2 2021	Q2 2020	2021 YTD	2020 YTD
Revenue	142.7	134.7	271.0	255.6
% growth y-o-y	*5.9%*	*-0.9%*	*6.0%*	*4.4%*
EBITDA	16.1	19.6	32.1	31.7
% sales	*11.3%*	*14.6%*	*11.8%*	*12.4%*

12 Month's rolling Consolidated Revenue and EBITDA



- Q2 2021 Revenue increased to € 142.7m, + € 8.0m (+ 5.9%) above Q2 2020
- Q2 EBITDA decreased to € 16.1m, - € 3.5m (- 17.8%) mainly driven by:
  - Net impact of raw material prices
  - Lower volume and mix effects
- SG&A stable on PY levels
- LTM EBITDA decreased to € 70.4m

Cash Flow

in € million	Q2 2021	Q2 2020	2021 YTD	2020 YTD
Adjusted EBITDA	16.1	19.6	32.1	31.7
Change in Working Capital	-4.9	-0.8	-9.8	-3.4
Operating Cash Flow	11.1	18.8	22.3	28.3
Capital expenditures – Maintenance	-4.9	-3.6	-11.0	-5.4
Free Cash Flow	6.3	15.2	11.3	22.9
Capital expenditures – Growth	-5.4	-3.3	-9.7	-15.5
Adjusted Free Cash Flow	0.8	11.9	1.6	7.4
Interest	-9.1	-9.8	-10.2	-10.7
Taxes	-0.7	0.5	-1.1	0.2
New finance leases	0.1	2.2	0.2	2.2
Finance Lease repayments	-1.4	-1.3	-2.8	-2.6
Operating Lease repayments	-2.9	-2.7	-5.8	-5.2
Debt repayment and proceeds	-0.4	2.1	-0.8	2.1
Recurring Net Cash Flow	-13.6	3.0	-18.9	-6.6
Adjusting items	-1.2	-0.6	-2.6	-1.5
Other/Related parties	-0.9	0.6	-1.6	-0.1
Net Cash Flow	-15.7	3.0	-23.2	-8.2

- Q2 2021 Adjusted free cash flow of € 0.8m, - € 11.1m lower versus Q2 2020 driven by lower EBITDA and higher investment in working capital (mainly inventory) and capex
- Net Cash Flow was negative in Q2 2021 at - € 15.7m
- Strong focus to improve cash generation in the remainder of the year

Debt and liquidity overview

in € million	Q2 2021	Q1 2021	2020 FY
6.375% Senior Secured Indebtedness	250.0	250.0	250.0
Finance Leases	19.3	20.7	21.8
IFRS 16 impact	28.0	30.3	28.6
Total lease obligation	47.3	51.0	50.4
Bank Loans	22.5	22.9	23.6
Total Debt	319.8	323.9	324.0
RCF Drawings (limit € 30m)[1]	13.6	-	-
Cash at bank and in hand	-24.3	-26.5	-33.5
Net Cash	-10.7	-26.5	-33.5
Total Net Debt	309.1	297.4	290.5
Leverage ratio	4.4x	4.0x	4.1x
Total Liquidity Headroom	92.9	108.8	116.1

- Long term stable senior debt structure in place
- Headroom of € 92.9m comprising of € 37.6m of cash at bank and RCF[2] and € 55.3m under the Brookfield facility
- Leverage ratio increased to 4.4x
- Non-recourse factoring was at € 54.9m for Q2 2021 versus € 35.5m for Q1 2021

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

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Conclusion & Outlook

Conclusion And Current Trading Update

- Q2 2021 Revenue increased to € 142.7m (+ 5.9%) and EBITDA decreased to € 16.1m (- 17.8%) versus Q2 2020
- Q2 2021 Operating Cash Flow decreased to € 11.1m (- 41.0%) compared to Q2 2020
- Resin supply limitations and price increases started in December 2020, causing a volatile market. Material price increases are passed on to customers as much as possible.
- Uncertainty around Covid-19 has reduced but developments are monitored closely by management

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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

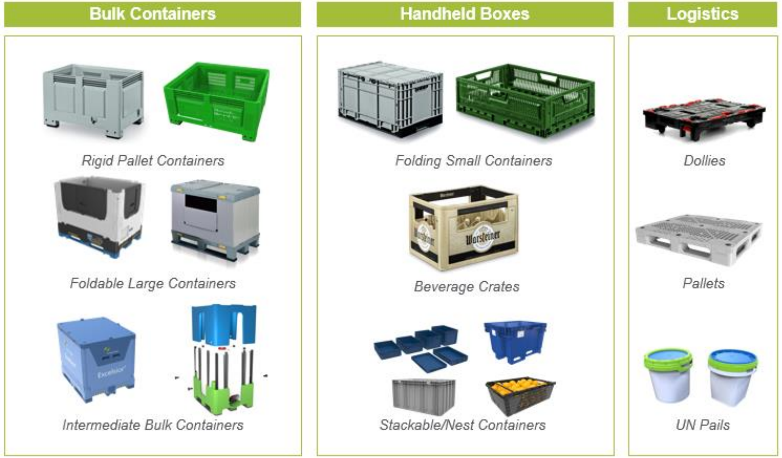
New Markets opened by waste reduction, growing logistics & warehouse automation

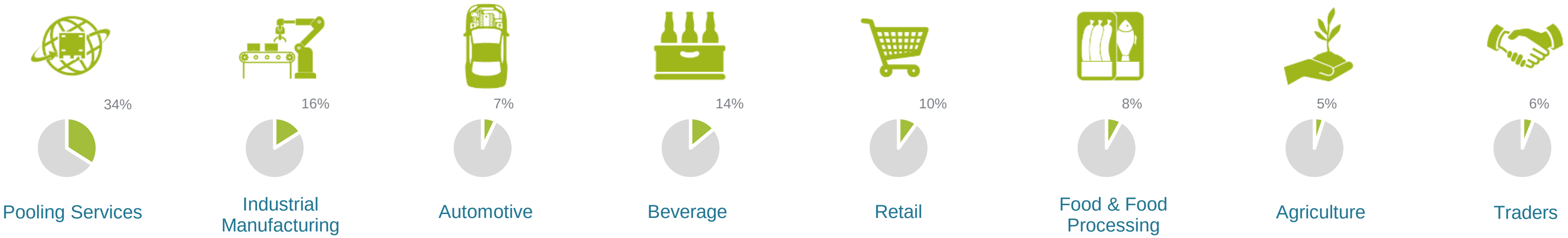
100% Regrind of returned containers for new products

13 production plants able to serve many geographies

~32 R&D staff supporting project pipeline and revenues

Product Range





Revenue Diversification By End-Market[3]

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

Appendix: Operating Result To Adjusted EBITDA Bridge

in € million	Q2 2021	Q2 2020	2021 YTD	2020 YTD
Operating result	5.2	9.1	10.2	11.4
Depreciation	9.2	8.7	18.3	16.9
Amortization	0.5	0.4	1.0	0.9
Management Fees	0.0	0.8	0.0	1.0
Adjusting Items	1.2	0.6	2.6	1.5
Adjusted EBITDA	16.1	19.6	32.1	31.7

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