
SIG COMBIBLOC FY 2020 RESULTS

CEO SAMUEL SIGRIST
CFO FRANK HERZOG

23 FEBRUARY 2021



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In this presentation, we utilise certain alternative performance measures including, but not limited to, EBITDA, adjusted EBITDA, core revenue, adjusted net income, adjusted earnings per share, net capital expenditure, free cash flow, ROCE and cash conversion that in each case are not recognised under International Financial Reporting Standards (“IFRS”). These alternative non-IFRS measures are presented as we believe that they and similar measures are widely used in the markets in which we operate as a means of evaluating a company’s operating performance and financing structure. They may not be comparable to other similarly titled measures of other companies and are not measurements under IFRS or other generally accepted accounting principles, nor should they be considered as substitutes for the information contained in the financial statements included in this presentation.

EBITDA is defined as profit or loss before net finance expense, income tax expense, depreciation of property, plant and equipment and right-of-use assets, and amortisation of intangible assets.

Adjusted EBITDA is defined as EBITDA adjusted to exclude certain non-cash transactions and items of a significant or unusual nature including, but not limited to, transaction- and acquisition-related costs, restructuring costs, unrealised gains or losses on derivatives, gains or losses on the sale of non-strategic assets, asset impairments and write-downs and share of profit or loss of joint ventures, and to include the cash impact of dividends received from joint ventures.

Adjusted net income is defined as profit or loss adjusted to exclude certain items of significant or unusual nature, including, but not limited to, the non-cash foreign exchange impact of non-functional currency loans, amortisation of transaction costs, the net change in fair value of financing-related derivatives, purchase price allocation (“PPA”) depreciation and amortisation, adjustments made to reconcile

EBITDA to adjusted EBITDA and the estimated tax impact of the foregoing adjustments. The PPA depreciation and amortisation arose due to the acquisition accounting that was performed when the Group was acquired by Onex in 2015. No adjustments are made for PPA depreciation and amortisation other than in connection with the Onex acquisition.

Adjusted EBITDA and adjusted net income are not performance measures under IFRS, are not measures of financial condition, liquidity or profitability and should not be considered as alternatives to profit (loss) for the period, operating profit or any other performance measures determined or derived in accordance with IFRS or operating cash flows determined in accordance with IFRS.

Additionally, adjusted EBITDA is not intended to be a measure of free cash flow for management’s discretionary use, as it does not take into account certain items such as interest and principal payments on our indebtedness, working capital needs and tax payments. We believe that the inclusion of adjusted EBITDA and adjusted net income in this presentation is appropriate to provide additional information to investors about our operating performance to provide a measure of operating results unaffected by differences in capital structures, capital investment cycles and ages of related assets among otherwise comparable companies. Because not all companies calculate adjusted EBITDA, core revenue, adjusted net income and other alternative performance measures in this presentation identically, they may not be comparable to other similarly titled measures in other companies.

For additional information about alternative performance measures used by management that are not defined in IFRS, including definitions and reconciliations to measures defined in IFRS, refer to the consolidated financial statements for the year ended 31 December 2020 included in the SIG 2020 Annual Report. For alternative performance measures that are not included in the 2020 Annual Report but only in this presentation, definitions of such measures are generally included in the footnotes on the slides where they are presented.

For an overview of definitions of alternative performance measures used by the Group and related reconciliations, please refer to the following link: www.sig.biz/investors/en/performance/key-figures

Some financial information in this presentation has been rounded and, as a result, the figures shown as totals in this presentation may vary slightly from the exact arithmetic aggregation of the figures that precede them

Please note that combismile is currently not available in Germany, Great Britain, France, Italy and Japan.

2020 OVERVIEW

KEY POINTS

RESILIENT
BUSINESS PROFILE

SIG BUSINESS PROVED ITS RESILIENCE

ONGOING DEMAND FOR FOOD AND BEVERAGES

COVID-19: A HEADWIND OVERALL

LOWER THAN EXPECTED GROWTH IN APAC, NEGATIVE CURRENCY IMPACT ON EBITDA

GEOGRAPHIC DIVERSIFICATION

UNDERPINS REVENUE GROWTH
GAINS IN EUROPE AND AMERICAS
OFFSET APAC WEAKNESS

STRONG FREE CASH FLOW GENERATION

REDUCTION IN LEVERAGE TO 2.7x

CONSTRUCTION OF NEW APAC PLANT AS SCHEDULED

ANNOUNCEMENT OF ACQUISITION OF REMAINING 50% OF **MIDDLE EAST & AFRICA JOINT VENTURE**

FOCUS ON SUSTAINABILITY

UNINTERRUPTED
INCREASINGLY IMPORTANT ROLE IN CUSTOMER RELATIONSHIPS

RECENT MANAGEMENT CHANGES

JOSÉ MATTHIJSSE **PRESIDENT & GENERAL MANAGER EUROPE**

- Previously a Managing Director with FrieslandCampina
- International experience with Heineken



With effect 1.2.2021

FRANK HERZOG **CFO**

- Previously CFO at VFS Global
- Finance leadership positions at Dematic Group and KION
- Extensive investment banking experience



With effect 1.1.2021

2020 FINANCIAL HIGHLIGHTS

PERFORMANCE
IN LINE WITH GUIDANCE

CORE REVENUE
€ 1.80 BILLION

+5.5%

AT CONSTANT
CURRENCY

CORE REVENUE

+1.7%

REPORTED

ADJUSTED
EBITDA

€ 498

MILLION
(2019: € 485m)

ADJUSTED
EBITDA MARGIN

27.4%

(2019: 27.2%)

FREE CASH
FLOW

€ 233

MILLION
(2019: € 267m)

FREE CASH
FLOW PER
SHARE:

€ 0.73
(2019: € 0.83)

ADJUSTED NET
INCOME

€ 232

MILLION
(2019: € 217m)

PROPOSED
DIVIDEND
CHF 0.42 PER
SHARE¹
(2019: CHF 0.38)

ROCE²

29.5%

(2019: 22.8%)

¹ Equivalent to a total payout of ~€124 million at 31 December 2020 exchange rate. The proposed dividend will be paid out of the foreign capital contribution reserve

² Calculated by applying a 30% reference tax rate to provide comparability between years. 150 basis points of 2020 improvement due to Whakatane asset impairments

SUSTAINABILITY MILESTONES

ASI CERTIFIED ALUMINIUM AVAILABLE IN ALL REGIONS

STANDARD IN EUROPE

PAPER STRAWS

ADOPTED BY
CUSTOMERS IN ALL
REGIONS

PARTNERSHIP WITH

NESTLE AND OTHER
INDUSTRIAL PARTNERS
TO SUPPORT
BREAKTHROUGH
RESEARCH ON
SUSTAINABLE MATERIALS
AT EPFL

ECOVADIS PLATINUM AWARD

SIG IN TOP 1% OF OVER
50,000 COMPANIES

CDP SUPPLIER
ENGAGEMENT LEADER

STRONG PROGRESS

TOWARDS SBTi APPROVED
1.5° GLOBAL WARMING
TARGET

TARGETING 60%
REDUCTION IN SCOPE 1
AND 2 EMISSIONS BY
2030 (BASELINE 2016)

SUSTAINABILITY

LINKED TERM LOAN AS
PART OF JUNE 2020 DEBT
REFINANCING

RESPONSIBLE CULTURE
SUSTAINABLE INNOVATION

asi Aluminium
Stewardship
Initiative



OPERATING THROUGH COVID-19 CRISIS

BUSINESS IMPACT

EARLY IMPLEMENTATION
OF PANDEMIC
PREPAREDNESS PLAN

GLOBAL AND REGIONAL
TASK FORCES ESTABLISHED

**RIGOROUS
PRECAUTIONARY
MEASURES** IMPLEMENTED AT
PRODUCTION PLANTS

ALL PLANTS **CONTINUED TO
OPERATE**

NUMEROUS SUPPLY CHAIN
AND LOGISTICS **CHALLENGES
WELL MANAGED**

HIGH LEVEL OF SERVICE TO
CUSTOMERS MAINTAINED

**CATEGORY
DIVERSIFICATION**

AT-HOME VERSUS ON-THE-GO

**FURTHER NEW CUSTOMER
WINS** AND SHARE OF WALLET
GAINS

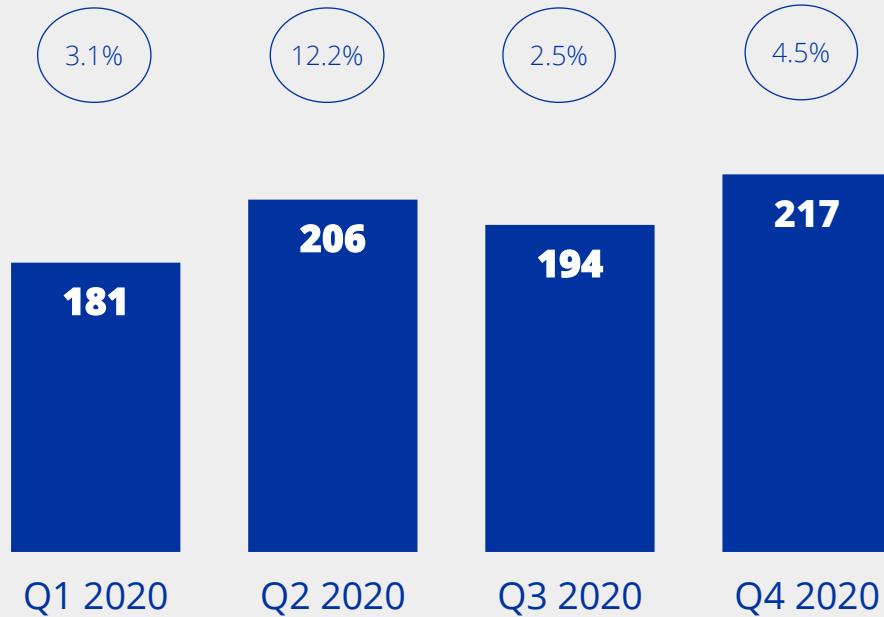
ONGOING INVESTMENT
IN FILLERS BY CUSTOMERS

FOOD AND BEVERAGE: AN
**ESSENTIAL INDUSTRY
SERVED BY SIG**

REGIONAL SUMMARY: EMEA

FY CORE REVENUE AT CONSTANT CURRENCY: +5.6%

CONSTANT CURRENCY
YOY GROWTH
€MILLION



Large part of business is litre packs, suitable for at-home consumption

European factories achieved record production levels in April

Expanding in new categories e.g. plant-based milks

New liquid dairy contract signed with Hochwald in Germany

REGIONAL SUMMARY: APAC

FY CORE REVENUE AT CONSTANT CURRENCY: +1.2%

CONSTANT CURRENCY
YOY GROWTH
€MILLION



Sales broadly flat in **China** in H1
Recovery starting in September

Lockdowns lasted longer in **South East Asia**
Reduction in on-the-go consumption
Tourism and school milk programmes curtailed

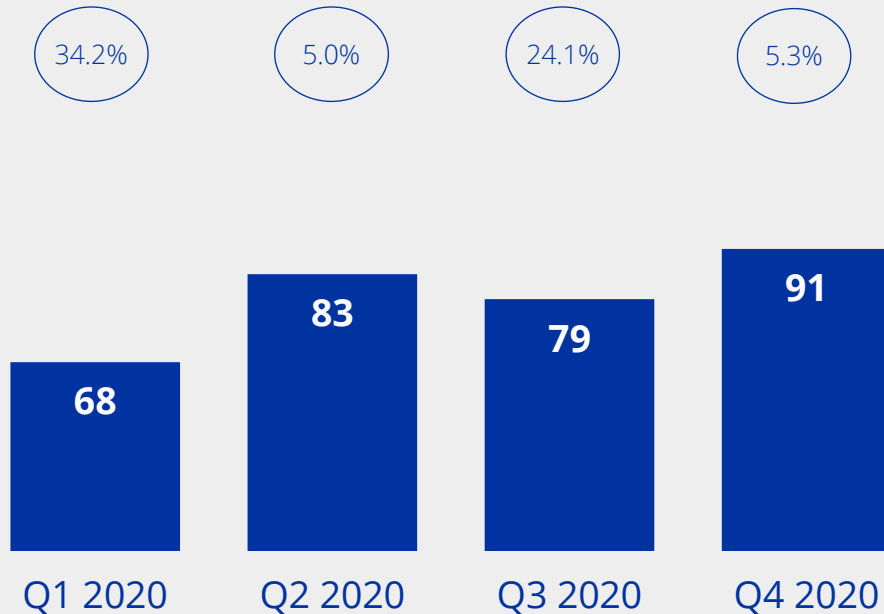
Significant de-stocking in SE Asia in Q3
Reduced year end rally – customer caution

New business wins continued eg Dairy Farming
Promotion Organization (DPO) in Thailand, Amul
in India

REGIONAL SUMMARY: AMERICAS

FY CORE REVENUE AT CONSTANT CURRENCY: +14.7%

CONSTANT CURRENCY
YOY GROWTH
€MILLION



Q1: low base of comparison

COVID-19 positive in Brazil and Mexico – higher at-home milk and food consumption
Increased welfare payments in Brazil
Catering to basic and premium segments

Q3: ramp-up of new filler placements in Brazil
9 fillers installed with two new customers

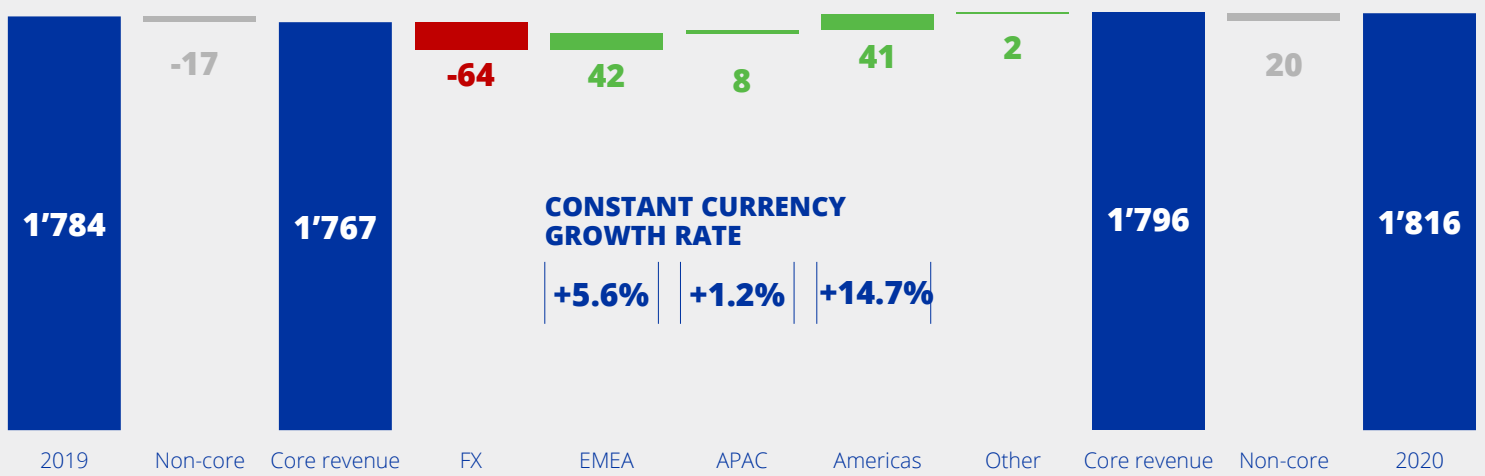


USA: lower foodservice sales; increase in at home consumption of food products

FULL YEAR SALES EVOLUTION

GROWTH IN ALL REGIONS

€ MILLION



Core revenue growth at constant currency **+5.5%**; reported **+1.7%**

Positive contribution from consolidation of Visy Cartons
Core revenue growth at constant currency ex Visy **2.9%**



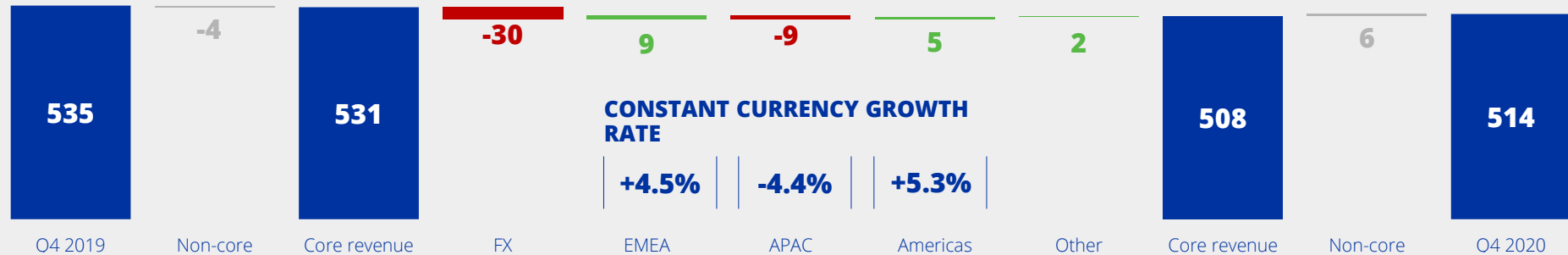
FOURTH QUARTER PERFORMANCE

SIGNIFICANT REDUCTION
IN YEAR END RALLY

Q4 CORE REVENUE BRIDGE

€ MILLION

GROWTH AT CONSTANT CURRENCY +1.4%



Q4 ADJUSTED EBITDA BRIDGE

€ MILLION

ADJUSTED EBITDA MARGIN 29.0%

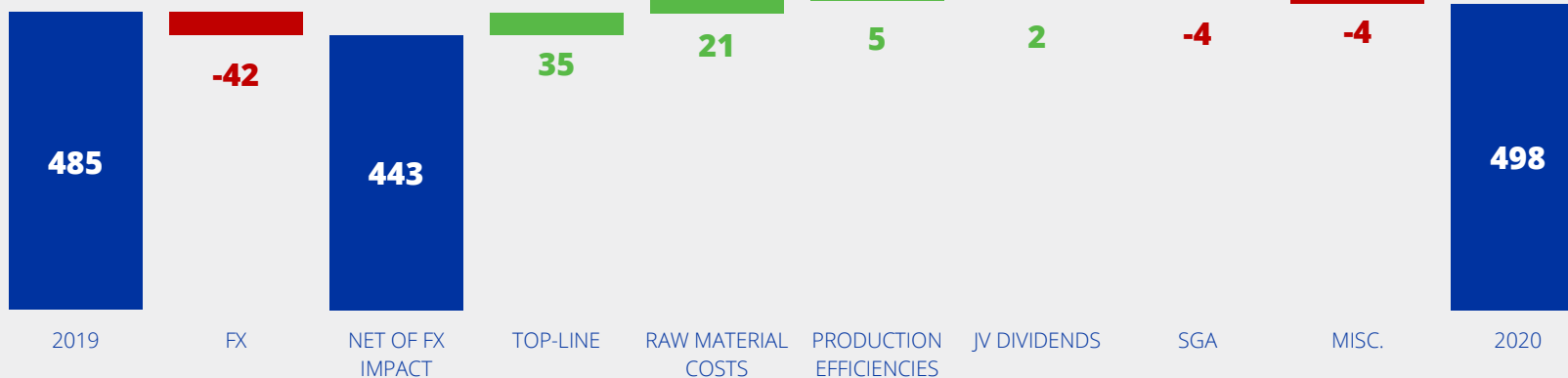


FX impact includes translation and transaction

FULL YEAR ADJUSTED EBITDA BRIDGE

SUSTAINING HIGH PROFITABILITY
IN A CHALLENGING YEAR

ADJUSTED EBITDA € MILLION



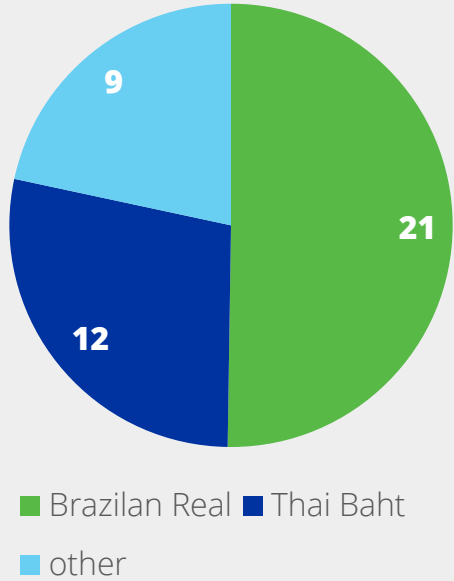
ADJUSTED
EBITDA
MARGIN
27.4%
(2019: 27.2%)

- Adjusted EBITDA margin at constant currency 28.7%
- Raw material costs benefit from lower spot prices for polymers and aluminium
- Continued execution of operational excellence programmes
- Higher SGA costs reflect growth projects in first half year

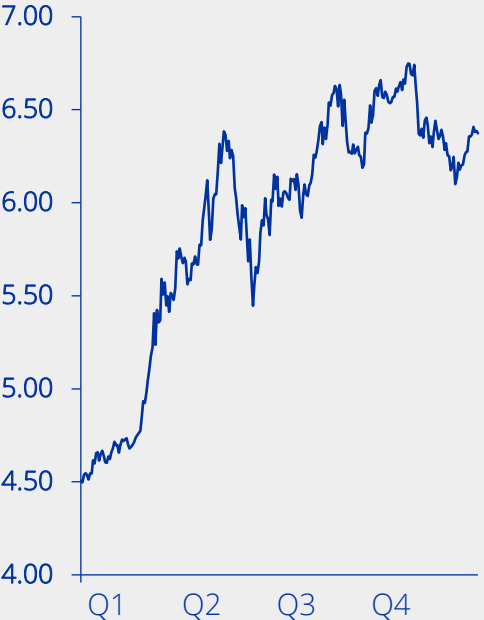
CURRENCY IMPACT

EXCEPTIONAL VOLATILITY IN FIRST QUARTER

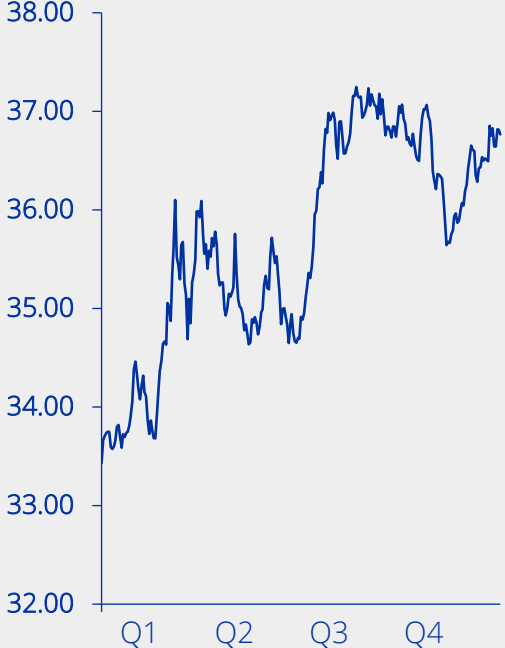
**FY EBITDA
CURRENCY IMPACT**
€ MILLIONS



**EUR/BRL
EXCHANGE RATE**
FY 2020



**EUR/THB
EXCHANGE RATE**
FY 2020



ADJUSTED EBITDA MARGIN DEVELOPMENT BY REGION

EMEA

- Lower sourcing costs
- Production efficiencies
- Higher dividend from Middle East joint venture compared with 2019

APAC

- High margin despite difficult operating environment
- Currency headwind notably Thai Baht/Euro

AMERICAS

- Impact of Brazilian Real depreciation

€m	EMEA		APAC		AMERICAS	
	2020	2019	2020	2019	2020	2019
CORE REVENUE	798	755	660	667	321	330
Growth at constant currencies	5.6%	2.8%	1.2%	6.0%	14.7%	9.7%
ADJUSTED EBITDA	274	242	215	229	73	84
ADJUSTED EBITDA %¹	34%	32%	32%	33%	23%	26%

¹ Adjusted EBITDA divided by revenue from transactions with external customers

EBITDA RECONCILIATION

	2020	2019
EBITDA	450	480
Adjustments to EBITDA:		
Replacement of share of profit of joint ventures with cash dividends received from joint ventures	5	5
Restructuring costs, net of reversals	6	2
Unrealised gain on derivatives	(22)	(10)
Transaction- and acquisition-related costs	3	4
Impairment losses	49	3
Other	6	2
ADJUSTED EBITDA	498	485

Main adjustments in 2020:

- Impairment losses (+)
- Gains on derivatives (-)

Differences due to rounding

ADJUSTED NET INCOME

€m	2020	2019
PROFIT FOR THE PERIOD	68	107
Non-cash FX impact of non-functional currency loans and realised exchange impact due to refinancing	25	(1)
Amortisation of transaction costs	3	3
Net change in fair value of derivatives	-	1
Net effect of early redemption of notes	-	-
Net effect of early repayment of term loans	20	-
Onex acquisition PPA depreciation and amortisation	125	137
Adjustments to EBITDA	49	6
Tax effect on above items	(57)	(35)
ADJUSTED NET INCOME	232	217
Interest expense	32	36
Income tax expense	23	41
Adjusted effective tax rate	25.5%	25.9%
Adjusted earnings per share (basic and diluted) (€)	0.73	0.68

Differences due to rounding

FREE CASH FLOW

**STRONG CASH
FLOW GENERATION**

€m	2020	2019
NET CASH FROM OPERATING ACTIVITIES	426	438
Dividends received from joint ventures	23	21
Acquisition of property, plant and equipment and intangible assets	(199)	(182)
Payment of lease liabilities	(16)	(10)
FREE CASH FLOW	233	267
CASH CONVERSION ¹	71%	77%
Free cash flow per share (basic and diluted) (€)	0.73	0.83

Free cash flow comparison 2020 vs 2019:

- Lower net working capital
- Higher cash taxes and lease liability payments
- Higher capex

¹Cash conversion is defined as adjusted EBITDA less net capex divided by adjusted EBITDA

WORKING CAPITAL

NET WORKING CAPITAL
WELL CONTROLLED

€m	2020	2019
INVENTORY	171	167
TRADE RECEIVABLES	102	162
TRADE PAYABLES	(164)	(180)
NET WORKING CAPITAL	109	150
% REVENUE	6.0%	8.4%
OTHER RECEIVABLES / PAYABLES¹	(256)	(226)
OPERATING NET WORKING CAPITAL	(146)	(76)
% REVENUE	(8.1%)	(4.3%)

¹ Including liabilities for volume bonuses and other incentives to customers settled in following year

Differences due to rounding

CAPITAL EXPENDITURE

STRONG PLATFORM
FOR FUTURE GROWTH

€m	2020	2019
PROPERTY, PLANT & EQUIPMENT	77	58
GROSS FILLER CAPEX	122	124
UPFRONT CASH	(54)	(72)
NET FILLER CAPEX	68	52
TOTAL NET CAPEX	145	110
TOTAL NET CAPEX AS % REVENUE	8.0%	6.2%

NO. OF FILLERS IN THE FIELD¹	1,266	1,233	
	Additions	59	75
	Withdrawals	26	45

- Construction of new APAC plant
- Gross filler capex stable despite COVID-19

¹ End of year. Including fillers under installation

- Lower upfront cash due to contract mix
- Net capex expected to remain in the range of 8-10% of revenue

LEVERAGE

LEVERAGE GUIDANCE
TOWARDS 2x MID-TERM

€m	2020	2019
CASH¹	355	261
TERM LOAN	550	1'561
NOTES ISSUES	1'000	-
LEASE LIABILITIES	147	54
NET TOTAL DEBT	1'342	1'353
TOTAL NET LEVERAGE RATIO	2.7x	2.8x

- Increase in lease liabilities due to new APAC plant
- Debt refinancing in June 2020: shift to unsecured structure
- Cost of debt 1.6% at end December 2020

(1) Including €2 million restricted cash in 2020 (2019: €6 million)
Differences due to rounding

NEW APAC PLANT PRODUCTION COMMENCED

CONTINUED CONFIDENCE
IN APAC GROWTH OUTLOOK

NEW PLANT CONSTRUCTED

AT SUZHOU
INDUSTRIAL PARK IN
CHINA

OPERATIONAL AND OVERHEAD SYNERGIES

WITH EXISTING PLANT

**TOTAL INVESTMENT
€175M** OVER SEVERAL
YEARS INCLUDING 20
YEAR LEASE FINANCING
FOR LAND AND BUILDING:
NPV ~€60M

8 BILLION PACKS PRODUCTION CAPACITY

= ~70% INCREASE IN
CHINA CAPACITY
= ~35% INCREASE IN APAC
CAPACITY

PRODUCTION OF
COMBISMILE FOR
GLOBAL MARKETS



PLANNED CLOSURE OF WHAKATANE PAPER MILL IN NEW ZEALAND

ACQUIRED IN 2010

FROM THE RANK
GROUP

CONVERTED TO
LIQUID PAPER
BOARD
PRODUCTION TO
SUPPLY SLEEVE
PLANTS IN APAC AND
MIDDLE EAST

REASONS FOR CLOSURE

- NON-CORE
BUSINESS
- PLANT IS >40
YEARS OLD
- EXPANDED
SOURCING
OPPORTUNITES
FROM EXTERNAL
SUPPLIERS

TIMING

PRODUCTION
EXPECTED TO STOP
IN Q2 2021

SITE CLOSURE
IN 2022

FINANCIAL IMPLICATIONS

- IMPAIRMENT CHARGE OF €38
MILLION INCLUDED IN 2020
FINANCIAL STATEMENTS
- DECOMMISSIONING AND
REDUNDANCY COSTS ~€30M IN
H1 2021
- EXPECTED PROCEEDS OF ASSET
SALES ~€15M
- EXPECTED NET CASH OUTFLOW
IN 2021 ~€10M

ACQUISITION OF REMAINING 50% OF MIDDLE EAST & AFRICA JOINT VENTURE

TRANSACTION
ON TRACK



OPERATING PERFORMANCE IN 2020

- FY sales €266m (-3% at constant currency)
- Slower Q4 due to lower year end rally
- COVID-19 boosted liquid dairy sales: focus of recent expansion
- Negative impact on NCSD consumption
- Adjusted EBITDA €78m
- Adjusted EBITDA margin 29.4 %
- Free cash flow €85m



TRANSACTION RATIONALE

- Enhanced access to high growth region: market forecast to grow at 5.5-6.0%
- Well invested footprint – sleeve production and fillers
- Attractive financial profile



REPORTING IMPACT

- Consolidation of revenue after elimination of SIG sales to JV
- Base of comparison: ~ €150m for the last 10 months of 2020
- Dividend income (€23m in 2020) to be replaced by consolidation of adj. EBITDA
- Enhances EPS and cash flow per share*
- Net debt at end-2020 ~ €70m

* On a full year basis

RETURN ON CAPITAL EMPLOYED

€m	2020	2019
INCOME STATEMENT ITEMS		
Adjusted EBITDA	498	485
Depreciation of PP&E ¹	(160)	(177)
Dividends received from joint ventures	(23)	(21)
ROCE EBITA	315	288
BALANCE SHEET ITEMS		
Current assets (excluding cash and cash equivalents)	424	462
Current liabilities (excluding interest-bearing liabilities)	(663)	(653)
PP&E ²	987	1,073
CAPITAL EMPLOYED	748	882
Pre-tax ROCE³	42.2%	32.6%
ROCE tax rate (%) ⁴	30%	30%
Estimated post-tax ROCE	29.5%	22.8%

Differences due to rounding

- Increase in adjusted EBITDA
- Lower net working capital
- Whakatane asset impairments (150bps benefit)

ROCE at adjusted effective tax rate:
31.4%

(1) Includes the depreciation related to the "stepped-up" property, plant and equipment asset base resulting from the purchase price allocation related to the 2015 acquisition by Onex

(2) Includes the purchase price allocation step-up

(3) Pre-tax Return on Capital Employed ("ROCE") represents ROCE EBITA divided by Capital Employed

(4) Post-tax ROCE is calculated by adjusting pre-tax ROCE by applying a 30% tax rate (which management has determined reflects a reference tax rate to provide comparability between years and takes into consideration the post IPO capital structure).

FINANCIAL GUIDANCE

CONTINUING COVID-19
UNCERTAINTY

FY 2021E

CORE REVENUE GROWTH	4 - 6% (CONSTANT CURRENCY)
ADJ. EBITDA MARGIN	27 - 28%
EFFECTIVE TAX RATE	27 - 28%¹
NET CAPEX (% REVENUE)	8 - 10%
DIVIDEND PAYOUT	50 - 60% OF ADJUSTED NET INCOME²

Lower half of range

Mid-term

CORE REVENUE GROWTH	4 - 6% (CONSTANT CURRENCY)
ADJ. EBITDA MARGIN	~29%
EFFECTIVE TAX RATE	27 - 29%¹
NET CAPEX (% REVENUE)	8 - 10%
DIVIDEND PAYOUT	50 - 60% OF ADJUSTED NET INCOME²
NET LEVERAGE	TOWARDS ~2X

This presentation includes mid-term goals that are forward-looking, are subject to significant business, economic, regulatory and competitive uncertainties and contingencies, many of which are beyond the control of the Company and its management, and are based upon assumptions with respect to future decisions which are subject to change. Actual results will vary and those variations may be material. Nothing in this presentation should be regarded as a representation by any person that these goals will be achieved and the Company undertakes no duty to update its goals.

Note: Guidance assumes constant currency; adjusted EBITDA margin and net capex percentage based on total revenue

(1) Represents management's estimated adjusted effective tax rate

(2) Dividend based on prior year adjusted net income and based on planned payout ratio

CONCLUSION

CONTINUING TRACK RECORD OF
GROWTH AND CASH GENERATION

TOP LINE PERFORMANCE IN 2020 DEMONSTRATES RESILIENCE OF BUSINESS

BEST-IN-CLASS PROFITABILITY

STRONG RETURN PROFILE: ROCE 29.5%

INSTALLED FILLER BASE IS A STRONG PLATFORM FOR FUTURE GROWTH
AUGMENTED BY ONGOING INVESTMENT

FURTHER EXPANDING GEOGRAPHIC FOOTPRINT

STRONG BUSINESS FUNDAMENTALS
ATTRACTIVE ENVIRONMENTAL PROFILE

—
THANK
YOU
—

CEO SAMUEL SIGRIST
CFO FRANK HERZOG

23 FEBRUARY 2021

