







# **3Q20 Investor Presentation**

Results through September 30, 2020

November 12, 2020



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This presentation contains forward-looking statements about the Company and its industry that involve substantial risks and uncertainties. All statements other than statements of historical facts contained in this presentation, including statements regarding the Company's future results of operations or financial condition, business strategy and plans and objectives of management for future operations, are forward-looking statements. In some cases, you can identify forward-looking statements because they contain words such as "anticipate," "continue," "could," "estimate," "expect," "intend," "may," "plan," "potential," "predict," "project," "should," "target," "will" or "would" or the negative of these words or other similar terms or expressions. Such forward-looking statements are subject to various risks and uncertainties. Accordingly, there are, or will be, important factors that could cause actual outcomes or results to differ materially from those indicated in these statements. Moreover, new risks and uncertainties emerge from time to time, and it is not possible for the Company to predict all risks and uncertainties that could have an impact on the forward-looking statements contained in this presentation. The results, events and circumstances reflected in the forward-looking statements made herein may not be achieved or occur, and actual results, events or circumstances could differ materially from those described in the forward-looking statements. Given these risks and uncertainties, you are cautioned not to place undue reliance on such forward-looking statements. For additional information on these and other factors that could cause our actual results to materially differ from those set forth herein, please see our filings with the Securities and Exchange Commission, including our final prospectus filed with the Securities and Exchange Commission on September 18, 2020 pursuant to Rule 424(b)(4).

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#### Non-GAAP Financial Measures

This presentation includes Adjusted EBITDA from continuing operations, Adjusted EBITDA Margin, Free Cash Flow and Free Cash Flow Margin, which are non-GAAP financial measures. We define Adjusted EBITDA from continuing operations as net (loss) income from continuing operations as our net (loss) income from continuing operations calculated in accordance with GAAP, plus the sum of income tax expense, net interest expense, depreciation and amortization and further adjusted to exclude certain items of a significant or unusual nature, including but not limited to related party management fees, unrealized gains or losses on derivatives, gains or losses on the sale of businesses and non-current assets, restructuring, asset impairment and other related charges, operational process engineering-related consultancy costs, non-cash pension income or expense and strategic review and transaction-related costs. The Company defines Adjusted EBITDA margin as Adjusted EBITDA from continuing operations divided by total net revenue.

We define Free Cash Flow as Adjusted EBITDA from continuing operations less capital expenditures. We define Free Cash Flow Margin as Free Cash Flow divided by Adjusted EBITDA.

Reconciliations of Adjusted EBITDA from continuing operations to net (loss) income from continuing operations, the most directly comparable GAAP financial measure, is included on slide 14 to this presentation. A reconciliation of Free Cash Flow is also included on slide 14 to this presentation. We have included Adjusted EBITDA from continuing operations in this presentation because it is a key measure used by our management team to evaluate our operating performance, generate future operating plans and make strategic decisions. We have included Free Cash Flow because we believe it is a key measure that provides information to management and investors about the amount of cash generated from operations that is available for mandatory payment obligations, investment opportunities and potentially available to return to investors. Accordingly, the Company believes that Adjusted EBITDA from continuing operations and Free Cash Flow provide useful information to investors and others in understanding and evaluating its operating results in the same manner as its management team and board of directors. Each of Adjusted EBITDA from continuing operations and Free Cash Flow has limitations as a financial measure and you should not consider it in isolation or as a substitute for analysis of our results as reported under GAAP.

Guidance for fiscal year 2020, where adjusted, is provided on a non-GAAP basis, which the Company will continue to identify as it reports its future financial results. The Company cannot reconcile its expected Adjusted EBITDA to net income under "Fiscal Year 2020 Guidance" without unreasonable effort because certain items that impact net income and other reconciling metrics are out of the Company's control and/or cannot be reasonably predicted at this time.

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# **Today's Presenters**







# Agenda

- 1 Key Takeaways & Q3 Highlights
- Who We Are
- 3 Q3 Financial Performance
- 4 2020 Outlook
- 5 Conclusion/Q&A



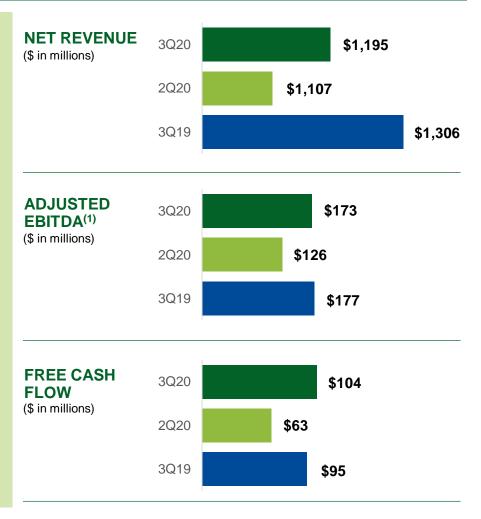
# **Key Takeaways**

- Successful completion of our IPO and debt refinancing transactions
- Revenue and Adjusted EBITDA recovery from Q2 COVID-19 related lows
- Our Strategic Investment Program is on track from both a spend and benefit perspective
- Full year 2020 Adjusted EBITDA between \$615 million and \$630 million



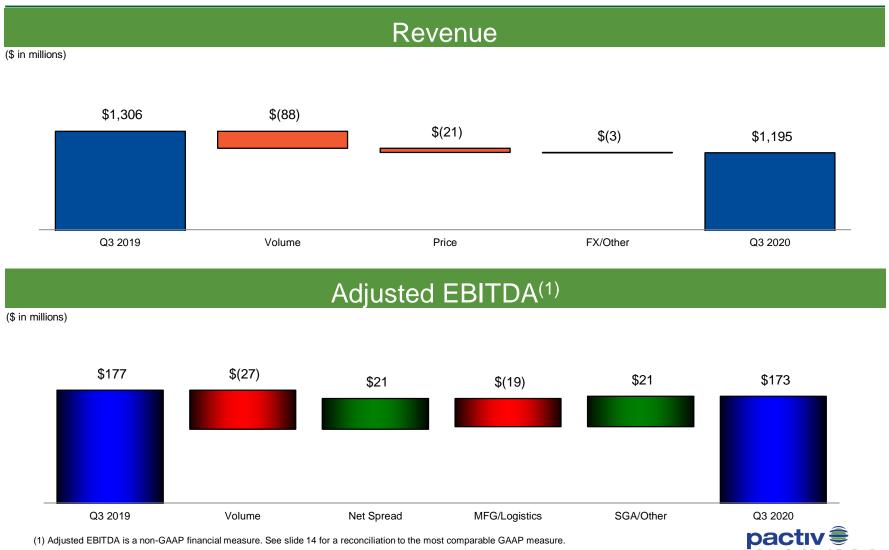
## 2020 Q3 Highlights

- · Net revenue of \$1,195 million
  - Shows strong recovery from Q2 2020
  - Is down 8% v 3Q19 due to COVID impacts and lower pricing
- Adjusted EBITDA of \$173 million<sup>(1)</sup>
  - Shows strong recovery from Q2 2020
  - Is down slightly to 3Q19 due to mill outage timing, COVID 19 volume impact and pricing, partially offset by raw material, logistics and employee costs
- Net Loss from Continuing Operations of \$143 million
  - Includes \$105 million of non-cash tax valuation allowance
  - EPS from continuing operations \$(1.03)
- Free Cash Flow (Adj. EBITDA less capex)<sup>(1)</sup> improved over prior year due to lower capex
  - Includes \$69 million of capex related to continuing operations in Q3 2020
- Our Strategic Investment Program is on track and continued to deliver expected benefits in Q3. The program has delivered an additional \$45 million of benefit in 2020 through Q3
- Completed refinancing to extend average maturity to 5.3 years, and lowered weighted average interest rate to 4.1%
  - · Total principal borrowings of \$4.0 billion





# Q3 Revenue & Adjusted EBITDA Bridge



#### WHO WE ARE

- The largest producer of fresh food and fresh beverage packaging in North America(1)
- Broad range of on-trend and feature-rich products that are used daily by millions of people
- Pactiv Evergreen is the #1 supplier to 4 of the 5 largest food distributors, the 3 largest QSRs, 8 of the 10 largest supermarket chains and 3 of the 4 largest dairies in North America<sup>(2,3)</sup>
- Competitive barriers from scale, nationwide footprint and compelling value proposition for customers
- **Strategic capital investments** in state-of-the-art assets to help drive Adjusted EBITDA growth
- Proven ability to develop innovative new products including largest line of sustainable products in market expected to help drive Adjusted EBITDA growth
- Passionate and capable management team and motivated workforce have one goal: achieving profitable growth with disciplined allocation of capital



## Pactiv Evergreen At-a-Glance

Pactiv Evergreen is the largest manufacturer of fresh food and fresh beverage packaging in North America<sup>(1)</sup>



Extensive range of "on-the-go" products including plates, cups, cutlery, food containers and beverage cartons made from fiber, resin and aluminum



Longstanding strategic partnerships with leading foodservice distributors, QSRs, food processors and food & beverage companies



Well-invested manufacturing network with 58 efficient plants and ~\$636m of investments in the last 2 years creates competitive barriers



Effective contractual raw material pass-throughs and recession-resilient end markets helps reduce volatility of Adjusted EBITDA



Commitment to sustainability with the largest recyclable and fiber-based eco-friendly line of products in the market

**Foodservice** 

#1

in North American foodservice packaging

#1-2

in containers in North America<sup>(3)</sup> Food Merchandising

#1

in US molded fiber egg cartons

#1

in meat and poultry trays

Beverage Merchandising

#1

in fresh beverage cartons<sup>(2)</sup>

#1

in fresh beverage carton filling machinery

Made in USA

for products consumed in USA

65%

of FY 2019 sales from products made from recycled, recyclable or renewable materials

Pactiv Evergreen is the largest manufacturer of convenience products supplying packers, processors, supermarkets, restaurants, institutions, foodservice outlets and beverage manufacturers across North America<sup>(1)</sup>

Source: Company information and management estimates.

Note: Revenue and Adj. EBITDA include corp., unallocated and other revenue & costs.

98% of all products sold in the US are manufactured in the US.

(2) Based on management estimate for US and Canada market share.

(3) Excludes paper-based containers.



## **Business Segment Overview**

#### **Foodservice**

YTD Net Revenue: \$1.4bn; Adj. EBITDA: \$170m<sup>(3)</sup>

Key customers: chain restaurants (full service and quick service), distributors, institutional foodservice, and convenience stores

#### **Food Merchandising**

YTD Net Revenue: \$1.0bn; Adj. EBITDA: \$186m<sup>(3)</sup>

Key customers: grocery retailers as well as meat, egg, agricultural, and CPG<sup>(1)</sup> processors



Serving trays delivery containers



















Bakery trays /









Egg cartons



YTD Net Revenue: \$1.1bn(2); Adj. EBITDA \$112m(3)

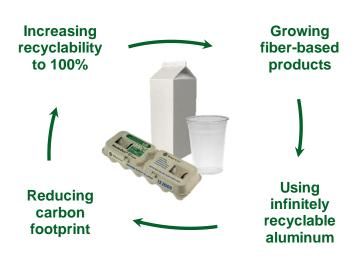
Key customers: beverage manufacturers and cup and beverage carton manufacturers

Note: Segment financials do not add to consolidated figures due to corporate, unallocated and other revenue and costs, as well as rounding.

- (1) Refers to consumer packaged goods.(2) Beverage Merchandising financials include sales to Foodservice and Food Merchandising.
- (3) Adjusted EBITDA is a non-GAAP financial measure. See slide 14 for a reconciliation to the most comparable GAAP measure.



# **Environmental, Social and Governance is Core to Our Business**



Environmental: sustainable substrates	2019 revenue
	(\$ in billions)
Recyclable / recycled PET and PP	\$0.9
Molded fiber and paper products	\$2.1
Other recyclable / compostable	\$0.4

Total sustainable revenues \$3.4 billion 65% of FY2019 revenues (6)

#### 10% reduction

in greenhouse gas emissions since 2015

#### Social: Industry-leading safety metrics

	PTVE	Industry <sup>(5)</sup>
Total recordable incidence rate <sup>(1)</sup>	1.14	3.20
Total lost time rate <sup>(2)</sup>	0.83(4)	1.93
Total lost workday rate <sup>(3)</sup>	0.35	0.93

#### Governance: Independent and diverse board

- Majority independent board
  - 4 independent members including chairman
  - 2 women on the board
- Leadership advancement programs
  - Operations Leadership Development Program
  - Leadership Advisory Council

Large sustainable product offering, company-wide commitment to safety and people and strong, independent leadership

<sup>(6) 65%</sup> of FY 2019 sales from products made from recycled, recyclable or renewable materials.



Total recordable rate is the number of injuries per 100 full-time employees that resulted in medical treatment, lost or restricted days, or job transfer due to work related injuries or illnesses.

<sup>(2)</sup> Total lost time per 100 full-time employees.

<sup>(3)</sup> Total lost workdays per 100 full-time employees.

Represents Foodservice and Food Merchandising data only.

<sup>(5)</sup> Industry represents an average of paperboard container, plastic packaging film and sheet and PS foam product manufacturers.

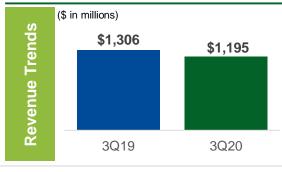
# 3Q20 Financial Performance



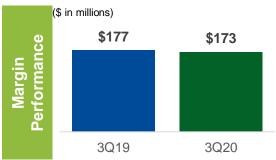




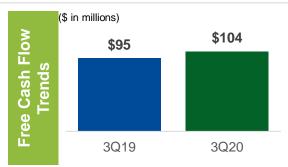
#### **3Q20 Financial Performance**



- Q3 2020 revenue down 8% year-over-year due to lower sales volume and pricing
- Foodservice revenue is down 13% due to lower sales volume (10%) due to COVID-19 and lower pricing (3%) primarily due to lower material costs passed through to customers
- Food Merchandising revenue up 1% due to increased pricing
- Beverage Merchandising revenue down 10% due to lower sales volume (8%) and lower pricing (2%) due to COVID-19.



- Q3 2020 Adj. EBITDA margin flat to the prior year at 14%
- Foodservice Adj. EBITDA down 9% (\$8mn) due to lower sales volume and higher manufacturing costs, partially offset by lower raw material costs. Margin % improved from 16% to 17%
- Food Merchandising Adj. EBITDA up 29% +\$16mn due to favorable material costs, partially offset by lower volume. Margin % improved from 16% to 20%
- Beverage Merchandising Adj. EBITDA down 47% (\$21mn) due to lower sales and planned mill outages. Margin % declined from 11% to 7%



- Increase driven by lower capital spend, partially offset by lower Adjusted EBITDA.
- Decrease in capital expenditure due to timing of projects due to COVID-19

# Mill Outage

- Completed planned Canton Cold Mill Outage
- Fire caused a one-day delay in start-up and will increase operating costs in Q4 2020 by \$5 million
- Pine Bluff October outage timing combined with January scheduled outage. Cost of outage of \$7-\$8 million will now move to 2021

Strong recovery from COVID-19 - Impacted Q2 2020, Q3 2020 Adj. EBITDA near Q3 2019



# **Pactiv Evergreen Segment Financials**

(\$ in millions)	Foodservice		Food Merc	handising	Beverage Merchandising	
	Q3 2020	Q3 2019	Q3 2020	Q3 2019	Q3 2020	Q3 2019
Segment Net Revenue	\$473	\$546	\$354	\$351	\$361	\$401
Adjusted EBITDA <sup>(1)</sup>	\$81	\$89	\$72	\$56	\$24	\$45
	YTD Q3 2020	YTD Q3 2019	YTD Q3 2020	YTD Q3 2019	YTD Q3 2020	YTD Q3 2019
Segment Net Revenue	\$1,351	\$1,630	\$1,046	\$1,037	\$1,106	\$1,188
Adjusted EBITDA <sup>(1)</sup>	\$170	\$262	\$186	\$161	\$112	\$142

<sup>(1)</sup> Adjusted EBITDA is a non-GAAP financial measure. See slide 14 for a reconciliation to the most comparable GAAP measure.



# Reconciliation of Net Loss to Adjusted EBITDA and Free Cash Flow

(\$ in millions)		For the three months ended September 30, 2020		For the nine months ended September 30, 2020	
	2020	2019	2020	2019	
Loss from continuing operations	(\$143)	(\$35)	(\$28)	(\$100)	
Income tax expense (benefit)	42	-	(95)	16	
Depreciation and amortization	73	68	213	198	
Interest expense, net	87	84	275	312	
Foreign exchange losses (gains) on cash	42	(17)	14	(17)	
Goodwill impairment charges	6	16	6	16	
Loss on sale of business and noncurrent assets	1	13	1	24	
Non-cash pension income	(18)	-	(55)	(2)	
Operational process engineering-related consultancy costs	3	5	12	18	
Related party management fee	44	3	49	8	
Restructuring, asset impairment and other related charges	14	39	18	45	
Strategic review and transaction-related costs	24	1	39	2	
Unrealized (gains) losses on derivatives	(1)	1	(3)	(6)	
Other	(1)	(1)	(1)	4	
Adjusted EBITDA from continuing operations	\$173	\$177	\$445	\$518	
Capital expenditures from continuing operations	(69)	(82)	(194)	(234)	
Free Cash Flow from continuing operations	\$104	\$95	\$251	\$284	



# **COVID-19 Impact by Segment**

(\$ in millions)	Foods	ervice	Food Merc	:handising	Beverage Merchandising		
	Q3 2020	YTD	Q3 2020	YTD	Q3 2020	YTD	
Revenue Impact	(\$54)	(\$179)	(\$5)	(\$17)	(\$40)	(\$88)	
Adj. EBITDA Impact	(\$26)	(\$88)	\$ -	(\$6)	(\$21)	(\$52)	
Commentary	from Covid-19  • Employee pay	aning costs and xpenses to	<ul> <li>Decreased revisupermarket hars, lower bars, lower bar</li></ul>	not and cold kery volumes support, aning costs and expenses to	pricing resultir shelter-in-place Planned mill of by Covid-19 Employee pay	outage impacted / support, aning costs and xpenses to	



#### STRATEGIC INVESTMENT PROGRAM

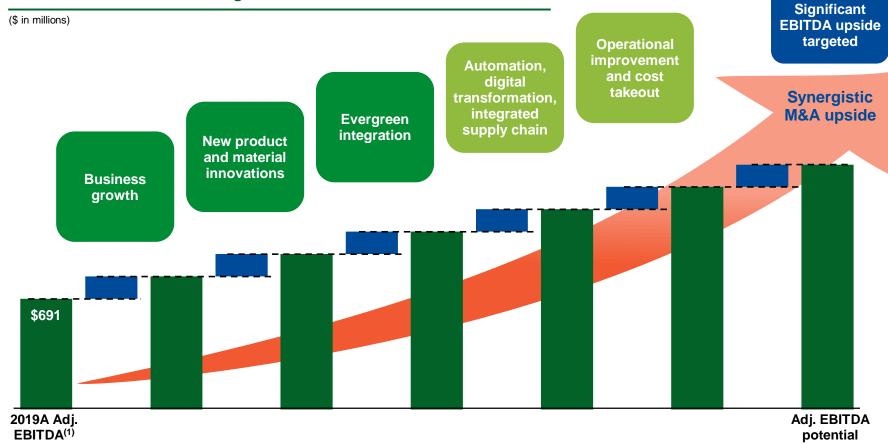
Categories	Benefit as of 12/31/19	Benefit achieved through 9/30/20	Total targeted payback	Capex spend through 9/30/2020	Total Program Capex	
Business growth (incl. Evergreen Integration)	\$18	\$33	~1.5 years	\$127	\$187	
New product and material innovations	\$15	\$21	~2.0 years	\$59	\$105	
Automation	\$16	\$23	~2.0 years	\$80	\$81	
Digital Transformation	\$5	\$7	~2.5 years	 		
Integrated Supply Chain	_	\$5	~2.0 years	   \$184	   \$288     	
Cost reduction	\$3	\$12	~4.5 years	-		
Total	\$56	\$101	~2.0 to ~2.5 years	\$450	\$661	

We continue to spend substantially on our Strategic investment program. \$45 million of incremental benefit achieved YTD 2020.



# Clearly Defined Path to Potential Adjusted EBITDA Growth and Margin Expansion

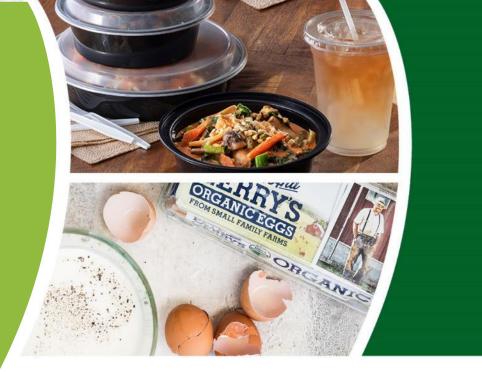
Completing our strategic investment program in 2021, normalizing our capex and achieving targeted EBITDA benefits would significantly increase free cash flow generation





Growth initiatives Cost reduction initiatives

# **Outlook**







#### 2020 Outlook

2020 Revenue: \$4,710 - \$4,755 million

2020 Adj. EBITDA: \$615 - \$630 million

2020 Capex: \$240 - \$280 million



# **Conclusion & Q&A**







# **Appendix**





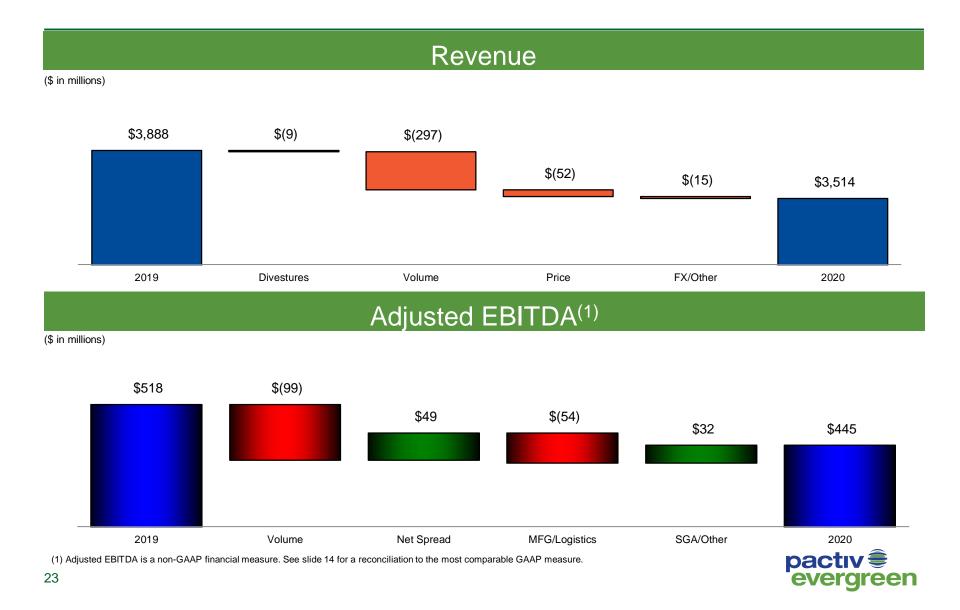


# **Condensed Income Statement**

\$ in millions)	For the three months ended September 30, 2020		For the nine months ended September 30, 2020	
	2020	2019	2020	2019
Net Sales	\$1,195	\$1,306	\$3,514	\$3,888
Costs and expenses	(1,127)	(1,204)	(3,340)	(3,590)
Other income (expense), including restructuring, impairment, other related charges and non-operating income (expense)	(82)	(53)	(22)	(70)
Interest expense, net	(87)	(84)	(275)	(312)
Loss from continuing operations before tax	(101)	(35)	(123)	(84)
Income tax (expense) benefit	(42)	-	95	(16)
Loss from continuing operations	(143)	(35)	(28)	(100)
(Loss) income from discontinued operations, net of income taxes	(216)	91	(234)	270
Net (loss) income	(359)	56	(262)	170
Income attributable to non-controlling interests	-	-	(1)	(1)
Net (loss) income attributable to Pactiv Evergreen Inc. common stockholders	(359)	56	(263)	169
Net income per share from continuing operations:				
Basic	\$(1.03)	\$(0.26)	\$(0.22)	\$(0.75)
Diluted	\$(1.03)	\$(0.26)	\$(0.22)	\$(0.75)



# YTD Revenue & Adjusted EBITDA Bridge



# pactiv \$ evergreen