



*Always Advancing To Protect What's Important*

## ***Fiscal 2019 Third Quarter***

**Tuesday, July 30, 2019**

**Earnings Conference Call Supplement**  
*(Unaudited Results)*

**Thomas E. Salmon – Chief Executive Officer**  
**Mark W. Miles – Chief Financial Officer**

# Safe Harbor Statements

## Forward-Looking Statements

Statements in this presentation that are not historical, including statements relating to the expected future performance of the Company, are considered "forward looking" and are presented pursuant to the safe harbor provisions of the Private Securities Litigation Reform Act of 1995. You can identify forward-looking statements because they contain words such as "believes," "expects," "may," "will," "should," "would," "could," "seeks," "approximately," "intends," "plans," "estimates," "anticipates," "outlook," or "looking forward," or similar expressions that relate to our strategy, plans or intentions. All statements we make relating to our estimated and projected earnings, margins, costs, expenditures, cash flows, growth rates and financial results or to our expectations regarding future industry trends are forward-looking statements. In addition, we, through our senior management team, from time to time make forward-looking public statements concerning our expected future operations and performance and other developments. These forward-looking statements are subject to risks and uncertainties that may change at any time, and, therefore, our actual results may differ materially from those that we expected.

Important factors that could cause actual results to differ materially from our expectations, which we refer to as cautionary statements, are disclosed under "Risk Factors" and elsewhere in our Annual Report on Form 10-K and subsequent filings with the Securities and Exchange Commission, including, without limitation, in conjunction with the forward-looking statements included in this release. All forward-looking information and subsequent written and oral forward-looking statements attributable to us, or to persons acting on our behalf, are expressly qualified in their entirety by the cautionary statements. Some of the factors that we believe could affect our results include: (1) risks associated with our substantial indebtedness and debt service; (2) changes in prices and availability of resin and other raw materials and our ability to pass on changes in raw material prices on a timely basis; (3) performance of our business and future operating results; (4) risks related to acquisitions, integration of acquired businesses and their operations (including the acquisition of RP Group Plc ("RPC"), and realization of anticipated cost savings and synergies; (5) reliance on unpatented proprietary know-how and trade secrets; (6) increases in the cost of compliance with laws and regulations, including environmental, safety, and production and product laws and regulations; (7) risks related to disruptions in the overall economy and the financial markets that may adversely impact our business; (8) risk of catastrophic loss of one of our key manufacturing facilities, natural disasters, and other unplanned business interruptions; (9) risks related to market acceptance of our developing technologies and products; (10) general business and economic conditions, particularly an economic downturn; (11) risks that our restructuring programs may entail greater implementation costs or result in lower cost savings than anticipated; (12) ability of our insurance to fully cover potential exposures; (13) risks of competition, including foreign competition, in our existing and future markets; (14) uncertainty regarding the United Kingdom's withdrawal from the European Union and the outcome of future arrangements between the United Kingdom and the European Union; (15) risks related to the phase-out of the London Interbank Offered Rate (LIBOR), or the replacement of LIBOR with a different reference rate or modification of the method used to calculate LIBOR; (16) new legislation or new regulations and the Company's corresponding interpretations of either may affect our business and consolidated financial condition and results of operations; (17) potential failure to integrate recent acquisitions successfully and to realize the intended benefits, including, without limitation, the inability to realize the anticipated cost synergies in the anticipated amounts or within the contemplated timeframes or cost expectations, the inability to realize the anticipated revenues, expenses, earnings and other financial results and operational benefits, and the anticipated tax treatment; (18) risks related to international business, including as a result of the RPC transaction, including foreign currency exchange rate risk and the risks of compliance with applicable export controls, sanctions, anti-corruption laws and regulations; and (19) the other factors discussed under the heading "Risk Factors" in our Annual Report on Form 10-K and subsequent filings with the Securities and Exchange Commission. We caution you that the foregoing list of important factors may not contain all of the material factors that are important to you. Accordingly, readers should not place undue reliance on those statements. All forward-looking statements are based upon information available to us on the date of this release. We undertake no obligation to publicly update or revise any forward-looking statement as a result of new information, future events or otherwise, except as otherwise required by law.

This presentation should be read together with "Management's Discussion and Analysis of Financial Condition and Results of Operations" and the consolidated financial statements and the related notes thereto included in our public filings.

## Non-GAAP Financial Measures

This presentation includes certain non-GAAP financial measures such as operating EBITDA, adjusted EBITDA, adjusted net income, and free cash flow intended to supplement, not substitute for, comparable measures under generally accepted accounting principles (GAAP). Investors are urged to consider carefully the comparable GAAP measures and the reconciliations to those measures provided in our earnings release, presentations, and SEC filings. For further information about our non-GAAP measures, please see our earnings release, SEC filings and supplemental data at the end of this presentation.

# Important Information

## No profit forecast

Nothing contained herein shall be deemed to be a forecast, projection or estimate of the future financial performance of RPC or the combined business following the completion of the combination, unless otherwise stated.

## Website Information

We often post important information for investors on our website, [www.berryglobal.com](http://www.berryglobal.com), in the "Investor Relations" section. We use this website as a means of disclosing material, non-public information and for complying with our disclosure obligations under Regulation FD. Accordingly, investors should monitor the Investor Relations section of our website, in addition to following our press releases, SEC filings, public conference calls, presentations, and webcasts. The information contained on, or that may be accessed through our website, is not incorporated by reference into, and is not a part of this document.

## Presentation of Combined Information

The combined financial information set forth herein has not been prepared in accordance with Article 11 of Regulation S-X but rather represents a simple combination of Berry's results with the results of RPC. RPC's results have been prepared and reported in accordance with IFRS and converted into US dollars based on an exchange rate of \$1.00 USD to 1.3451 GBP, the average daily closing rate for the LTM period as of September 30, 2018. Combined financial information pursuant to Article 11 could differ materially from the combined inform.

RPC's historical financial statements were prepared in accordance with International Financial Reporting Standards as adopted by the European Union and as applied in accordance with the Companies Act 2006, which differ from U.S. GAAP. RPC has not reported financial statements for any periods subsequent to the six-month period ended September 30, 2018. Consequently, the unaudited combined data provided herein is based on RPC's trailing twelve-month financial information as of and for the period ended September 30, 2018 and does not align with Berry's latest twelve-months ended March 30, 2019. Within the combined information presented the Company has made various material adjustments to reflect known IFRS to GAAP differences based on RPC's publicly available information and certain assumptions we believe are reasonable. Adjustments were also made to translate RPC's financial statements from British Pounds to U.S. dollars based on applicable historical exchange rates, which may differ materially from future exchange rates. Upon consummation of the RPC Acquisition, the Company will review RPC's accounting policies and practices. As a result of that review, the Company may identify material differences between the accounting policies of the two companies or the financial results of RPC that could be material or have a material impact on the financial information regarding RPC or the pro forma information presented herein.

## LTM Information

LTM information presented herein is the Last Twelve Months of reported information as of the date represented.

Certain information included in this presentation has been sourced from third parties. Berry does not make any representations regarding accuracy, completeness or timeliness of such third party information. Permission to cite such information has neither been sought nor obtained.

# Fiscal 2019 Third Quarter Highlights

	Fiscal Third Quarter		YoY%
	2019	2018	
Net Sales	\$ 1,937	\$ 2,072	-7%
Operating Income	215	216	0%
Operating EBITDA	348	374	-7%
Net Income Per Diluted Share	0.10	0.81	-88%
Adjusted Net Income Per Diluted Share	0.90	0.96	-6%
Cash Flow from Operations	240	271	-11%
Free Cash Flow	136	185	-26%

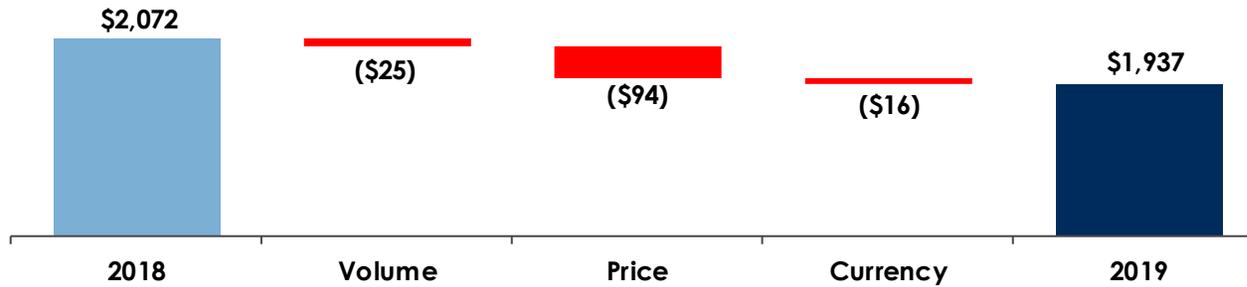
## Quarter Highlights and Notes

- Completed the acquisition of RPC Group Plc, on July 1, 2019
- **Five consecutive** qtrs of growth in **Consumer Packaging**, with **3%** vol. growth in the current qtr.
- Sale of our Seal for Life (SFL) business for approximately \$330 million on July 23, 2019
- Free cash flow of **\$665 million** for the four quarters ended June 2019
- Signed the Ellen MacArthur Foundation Global Commitment

**Announced FY 2020 Free Cash Flow Guidance of \$800 million**

# Fiscal Q3 Net Sales and Operating EBITDA Bridge

## Net Sales



## Operating EBITDA

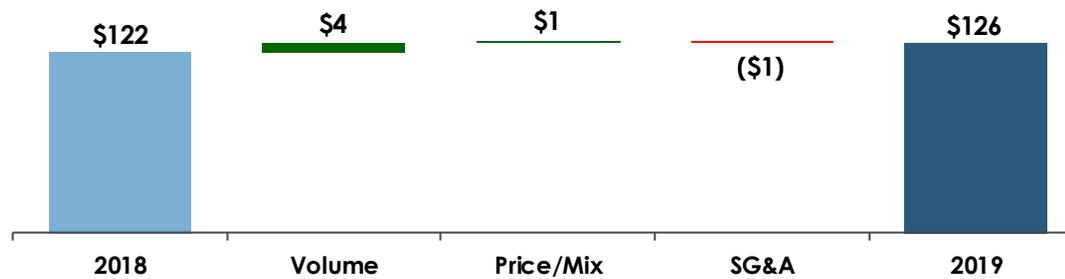


Note: All dollar amounts in millions  
 Volume in net sales and operating EBITDA includes acquisition volume of \$38 million and \$7 million, respectively, related to our Laddawn acquisition

# Consumer Packaging (CP)

	Fiscal Third Quarter		YoY%
	2019	2018	
Net Sales	\$ 652	\$ 659	-1%
Operating Income	67	60	12%
Operating EBITDA	126	122	3%

## Fiscal Q3 Operating EBITDA

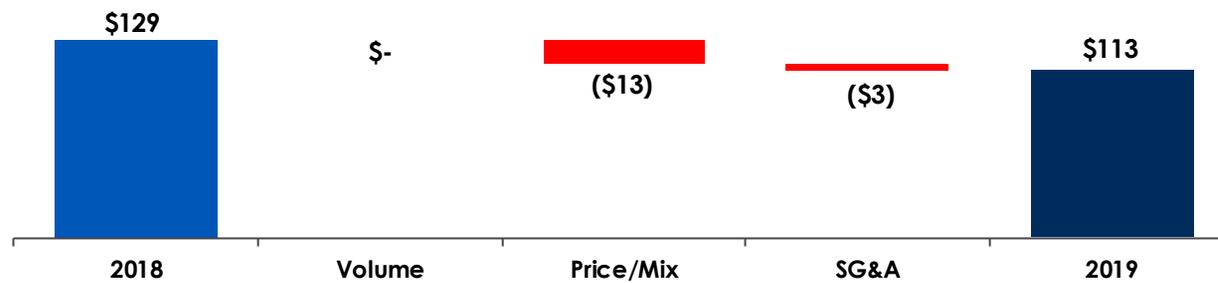


Note: All dollar amounts in millions

# Engineered Materials (EM)

	Fiscal Third Quarter		YoY%
	2019	2018	
Net Sales	\$ 639	\$ 687	-7%
Operating Income	83	94	-12%
Operating EBITDA	113	129	-12%

## Fiscal Q3 Operating EBITDA

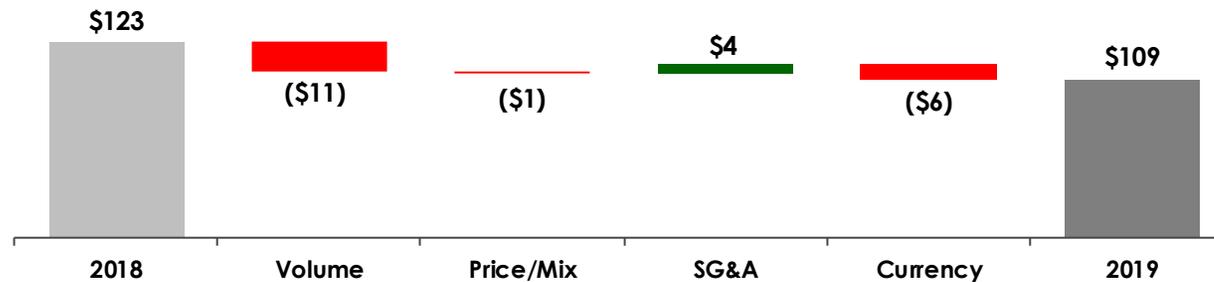


Note: All dollar amounts in millions  
 Volume in operating EBITDA includes acquisition volume of \$7 million in fiscal Q3 related to our Laddawn acquisition

# Health, Hygiene, & Specialties (HH&S)

	Fiscal Third Quarter		YoY%
	2019	2018	
Net Sales	\$ 646	\$ 726	-11%
Operating Income	65	62	5%
Operating EBITDA	109	123	-11%

## Fiscal Q3 Operating EBITDA



# Condensed Income Statement

	Quarterly Period Ended	
	June 29, 2019	June 30, 2018
Net sales	\$ 1,937	\$ 2,072
Costs and expenses	1,722	1,856
Operating income	215	216
Other expense (income), net	136	3
Interest expense, net	71	67
Income before income taxes	8	146
Income tax (benefit) expense	(5)	36
Net income	\$ 13	\$ 110
Net income per share:		
Diluted	\$ 0.10	\$ 0.81
Adjusted Diluted	\$ 0.90	\$ 0.96

Note: All dollar amounts in millions, except per share amounts

# Free Cash Flow

	Four Qtrs. Ended June '19	
<b>Operating EBITDA</b>	\$	<b>1,379</b>
Capital expenditures		(337)
Cash interest expense		(271)
Taxes <sup>(1)</sup>		(77)
Working capital, restructuring & other <sup>(2)</sup>		(29)
<b>Free cash flow</b>	\$	<b>665</b>

	Fiscal Third Quarter	
	2019	2018
Cash flow from operations	\$ 240	\$ 271
Capital expenditures (net)	(104)	(86)
<b>Free Cash Flow</b>	<b>\$ 136</b>	<b>\$ 185</b>

**Exceeded Free Cash Flow Guidance Every Year As A Publicly Traded Company**

Note: All dollar amounts in millions

(1) Includes tax receivable agreement payments made in the Dec. '18 quarter of \$16 million along with other cash taxes

(2) Includes working capital, integration expenses and other business optimization costs

# Financial Outlook

## Fiscal Year 2020 Free Cash Flow Guidance

<b>Free cash flow</b>	\$800
Capital expenditures	600
Cash interest expense	500
Taxes	160
Working capital & other costs	90
<b>Cash flow from operations</b>	<b>\$1,400</b>
Less: capital expenditures	(600)
<b>Free cash flow</b>	<b>\$800</b>

## Capital Allocation Strategy

- Debt paydown – targeting leverage below 4x
- Organic growth investments

**Strong and Consistent Cash Flows Allow Capital Allocation Flexibility**

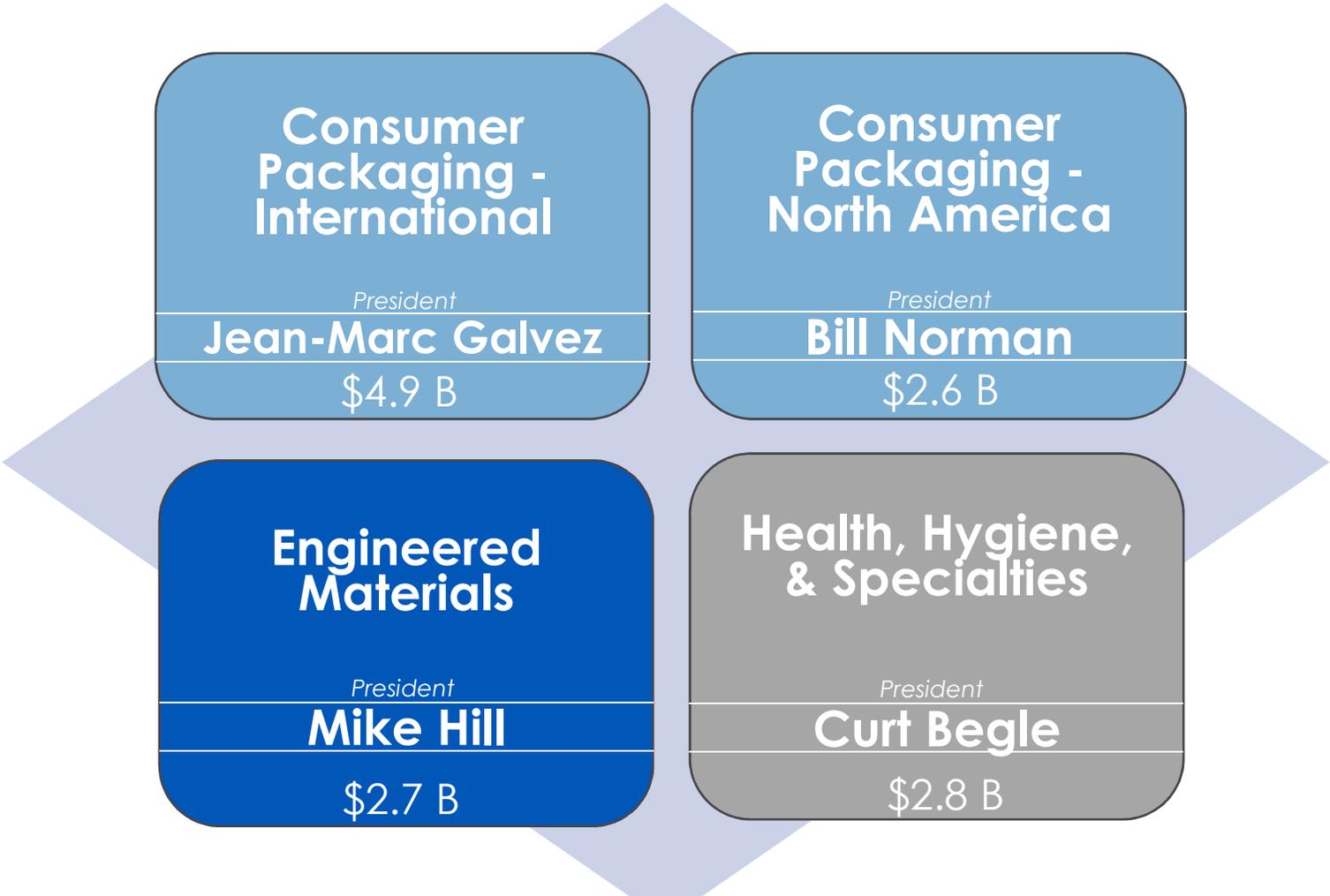


## Strong Rationale

- ✓ **Transformational** complementary combination creates a **global leader** in plastic packaging with enhanced **growth** opportunities
- ✓ Unmatched **value creation** opportunity for Berry shareholders, underpinned by strong **industrial logic** and powerful **synergies**
- ✓ Opportunity to leverage combined **know-how** in material science, product development and manufacturing technologies across **resin-based** consumer, industrial and healthcare applications
- ✓ **Balanced** franchise across geographies, markets and substrates

## Scale-Based Global Plastic And Recycled Packaging Franchise

# New Business Structure



**Leaders with 20+ years experience in the industry**

Note: Approximate annual pro forma revenue as of June 29, 2019



# Targeted Leverage and Historical De-levering Path

Ability to Rapidly De-lever Post Acquisition While Still Investing In the Business

Share Price - \$15.20

\$33.36 \$31.29

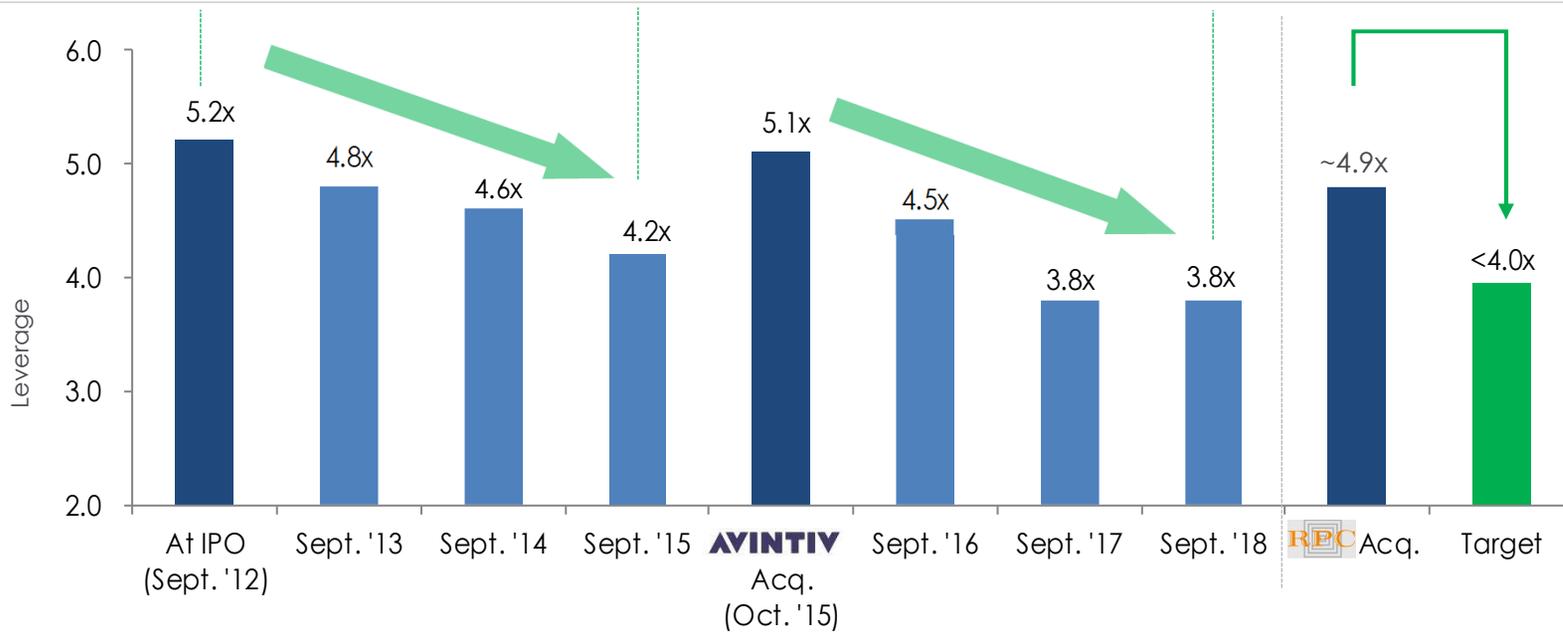
\$48.39

FCF - ~\$250M

\$436M

\$634M

~\$800M  
in FY'20



Demonstrated **Track Record** of Quickly De-levering to Committed Target Following Transformative Acquisitions; With **Significantly** More Free Cash



Note: Estimated pro forma leverage equals Berry 03/30/19 net debt plus new debt raised divided by the total of Berry LTM 03/30/19 EBITDA, RPC LTM Adj. EBITDA as of 9/30/18 and \$150 million of annual cost synergies. Leverage calculated as net debt/adjusted EBITDA. FCF = Free cash flow





# Q&A

***Fiscal 2019 Third Quarter***  
Earnings Conference Call



# Non-GAAP Financial Measures

	Actual						Guidance
	FY 2013	FY 2014	FY 2015	FY 2016	FY 2017	FY 2018	FY 2020
Cash flow from operations	\$464	\$530	\$637	\$857	\$975	\$1,004	\$1,400
Capital expenditures, net	(221)	(196)	(162)	(283)	(263)	(333)	(600)
Payment of tax receivable agreement	(5)	(32)	(39)	(57)	(111)	(37)	-
<b>Free cash flow</b>	<b>\$238</b>	<b>\$302</b>	<b>\$436</b>	<b>\$517</b>	<b>\$601</b>	<b>\$634</b>	<b>\$800</b>

# Non-GAAP Reconciliation

	Quarterly Period Ended June 29, 2019			
	Consumer Packaging	Health, Hygiene & Specialties	Engineered Materials	Total
Net Sales	\$652	\$646	\$639	\$1,937
Operating income	\$67	\$65	\$83	\$215
Depreciation and amortization	50	49	28	127
Restructuring and impairment charges	1	1	-	2
Other non-cash charges <sup>(1)</sup>	1	3	2	6
Business optimization costs <sup>(2)</sup>	7	(9)	-	(2)
Operating EBITDA	\$126	\$109	\$113	\$348

	Quarterly Period Ended June 30, 2018			
	Consumer Packaging	Health, Hygiene & Specialties	Engineered Materials	Total
Net Sales	\$659	\$726	\$687	\$2,072
Operating income	\$60	\$62	\$94	\$216
Depreciation and amortization	59	51	26	136
Restructuring and impairment charges	1	4	2	7
Other non-cash charges <sup>(1)</sup>	2	2	3	7
Business optimization costs <sup>(2)</sup>	-	4	4	8
Operating EBITDA	\$122	\$123	\$129	\$374

Note: All dollar amounts in millions. Unaudited

(1) Other non-cash charges primarily includes \$4 million and \$6 million of stock compensation expense and other non-cash charges for the June 2019 and 2018 quarters, respectively.

(2) The current quarter primarily includes a legal credit settlement partially offset by legal and accounting fees associated with the RPC Group Plc acquisition expensed (in our Consumer Packaging segment) along with integration expenses and other business optimization costs related to previous acquisitions.

# Non-GAAP Reconciliation

	Quarterly Period Ended	
	June 29, 2019	June 30, 2018
<b>Net income</b>	<b>\$13</b>	\$110
Add: other expense (income), net <sup>(6)</sup>	<b>136</b>	3
Add: interest expense, net	<b>71</b>	67
Add: income tax expense (benefit)	<b>(5)</b>	36
<b>Operating income</b>	<b>\$215</b>	\$216
Add: non-cash amortization from 2006 private sale	<b>7</b>	7
Add: restructuring and impairment	<b>2</b>	7
Add: other non-cash charges <sup>(1)</sup>	<b>6</b>	7
Add: business optimization costs <sup>(2)</sup>	<b>(2)</b>	<b>8</b>
<b>Adjusted operating income <sup>(7)</sup></b>	<b>\$228</b>	\$245
Add: depreciation	<b>89</b>	96
Add: amortization of intangibles <sup>(3)</sup>	<b>31</b>	33
<b>Operating EBITDA <sup>(7)</sup></b>	<b>\$348</b>	\$374
Net income per diluted share	<b>\$0.10</b>	\$0.81
Other expense (income), net <sup>(6)</sup>	<b>1.01</b>	0.02
Non-cash amortization from 2006 private sale	<b>0.05</b>	0.05
Restructuring and impairment	<b>0.01</b>	0.05
Other non-cash charges <sup>(4)</sup>	-	0.01
Business optimization costs <sup>(2)</sup>	<b>(0.01)</b>	0.06
Income tax impact on items above <sup>(5)</sup>	<b>(0.26)</b>	(0.04)
<b>Adjusted net income per diluted share <sup>(7)</sup></b>	<b>\$0.90</b>	\$0.96

Note: All dollar amounts in millions, except per share data. Unaudited  
 \* See next page for footnote disclosures

## Non-GAAP Reconciliation (continued)

- (1) Other non-cash charges for the June 2019 quarter includes \$4 million of stock compensation expense and other non-cash charges. Other non-cash charges for the June 2018 quarter includes \$6 million of stock compensation expense and other non-cash charges.
- (2) The current quarter primarily includes a legal settlement credit offset by legal and accounting fees associated with the RPC Group Plc acquisition (in the Consumer Packaging segment) along with integration expenses and other business optimization costs related to previous acquisitions.
- (3) Amortization excludes non-cash amortization from the 2006 private sale of \$7 million for the June 2019 and June 2018 quarters, respectively.
- (4) No adjustments were made for other non-cash charges to net income per diluted share for this June 2019 quarter and on a go forward basis. Other non-cash charges excludes \$6 million stock compensation expense for the quarter June 2018.
- (5) Income tax effects on adjusted net income is calculated using 25 percent for both the June 2019 and June 2018 quarters, respectively. The rates used represents the Company's expected effective tax rate for each respective period.
- (6) Other expense in the quarter is primarily related to \$138 million of cross currency swaps and foreign exchange forward contracts entered into as part of the RPC transaction.
- (7) Supplemental financial measures that are not required by, or presented in accordance with, accounting principles generally accepted in the United States ("GAAP"). These non-GAAP financial measures should not be considered as alternatives to operating or net income or cash flows from operating activities, in each case determined in accordance with GAAP. These non-GAAP financial measures may be calculated differently by other companies, including other companies in our industry, limiting their usefulness as comparative measures.

We define "free cash flow" as cash flow from operating activities less additions to property, plant, and equipment and payments under the tax receivable agreement. We believe free cash flow is useful to an investor in evaluating our liquidity because free cash flow and similar measures are widely used by investors, securities analysts, and other interested parties in our industry to measure a company's liquidity. We also believe free cash flow is useful to an investor in evaluating our liquidity as it can assist in assessing a company's ability to fund its growth through its generation of cash.

Adjusted EBITDA is used by our lenders for debt covenant compliance purposes. We also use Adjusted EBITDA and Operating EBITDA among other measures to evaluate management performance and in determining performance-based compensation. Adjusted EBITDA and Operating EBITDA and similar measures are widely used by investors, securities analysts, and other interested parties in our industry to measure a company's performance. We also believe EBITDA and adjusted net income are useful to an investor in evaluating our performance without regard to revenue and expense recognition, which can vary depending upon accounting methods.