Safe Harbor Statements and Important Information

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" within the meaning of the federal securities laws 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," "projects," "outlook," "anticipates" or "looking forward," or similar expressions that relate to our strategy, plans, intentions, or expectations. 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, 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. We derive many of our forward-looking statements from our operating budgets and forecasts, which are based upon many detailed assumptions. While we believe that our assumptions are reasonable, we caution that it is very difficult to predict the impact of known factors, and it is impossible for us to anticipate all factors that could affect our actual results.

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 presentation. 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 to our customers on a timely basis; (3) risks related to acquisitions or divestitures and integration of acquired businesses and their operations, and realization of anticipated cost savings and synergies; (4) 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; (5) 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; (6) reliance on unpatented proprietary know-how and trade secrets; (7) 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, which may adversely affect interest rates; (8) increases in the cost of compliance with laws and regulations, including environmental, safety, anti-plastic legislation, production and product laws and regulations; (9) employee shutdowns or strikes or the failure to renew effective bargaining agreements; (10) risks related to disruptions in the overall economy and the financial markets that may adversely impact our business, including as a result of the COVID-19 pandemic; (11) risk of catastrophic loss of one of our key manufacturing facilities, natural disasters, and other unplanned business interruptions; (12) risks related to the failure of, inadequacy of, or attacks on our information technology systems and infrastructure; (13) risks related to market acceptance of our developing technologies and products; (14) general business and economic conditions, particularly an economic downturn; (15) risks that our restructuring programs may entail greater implementation costs or result in lower cost savings than anticipated; (16) ability of our insurance to fully cover potential exposures; (17) risks related to future write-offs of substantial goodwill; (18) risks of competition, including foreign competition, in our existing and future markets; (19) 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; (20) risks related to the impact of travel and safety restrictions related to the COVID-19 pandemic, including on our internal controls over financial reporting and the ongoing process of implementing standardized internal control procedures within the recently acquired RPC business; and (21) the other factors discussed in the section titled "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. In addition, in light of these risks and uncertainties, the matters referred to in the forward-looking statements contained in this presentation may not in fact occur. Accordingly, readers should not place undue reliance on these statements. All forward-looking statements are based upon information available to us on the date of this presentation. All forward-looking statements are made only as of the date of this presentation and 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, free cash flow, and supplemental unaudited financial information intended to supplement, not substitute for, comparable measures under generally accepted accounting principles (GAAP). Information reconciling forward-looking operating EBITDA is not provided because such information is not available without unreasonable effort due to the high variability, complexity, and low visibility with respect to certain items, including debt refinancing activity or other non-comparable items. These items are uncertain, depend on various factors, and could be material to our results computed in accordance with U.S. GAAP. Our estimates of the impact of COVID-19 are based on product mix and prior internal sales estimates compared to actual sales. 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.

Website Information

We often post important information for investors on our website, 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.

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.
Berry at a Glance

- HQ in Evansville, Indiana
- NYSE (‘BERY’)
- FY’20 revenue of ~$12B & Adj. EBITDA of $2.2B
- >300 locations, ~47,000 employees, in 39 countries
- >70% of our portfolio are consumer oriented products
- Diversified portfolio with global scale

Four Operating Segments

**CONSUMER PACKAGING**
- **International**
  - (32% of revenue)
- **North America**
  - (22% of revenue)

**HEALTH, HYGIENE & SPECIALTIES**
- (22% of revenue)

**ENGINEERED MATERIALS**
- (24% of revenue)

A Global Industry Leader
Strong & consistent growth
Stable end markets with favorable long-term dynamics
Sustainability Leader

Note: Revenue based on FY 2020 results
Key takeaways for today

1. Strong third quarter results
   • Continued focus on driving organic volume growth; qtr. organic growth of \(+5\%\)
   • All four segments delivered organic volume growth

2. Net debt to Adj. EBITDA now at 3.9x; continued focus on leverage reduction

3. Increasing full year operating EBITDA guidance to $2.26B
   Reaffirming full year organic volume growth of 5%; LSD expected in Sept. 21 qtr.

Continued Focus on Driving Organic Growth and Improving the Balance Sheet
Environmental, Social & Governance

• Announced Science-Based targets to reduce greenhouse gas (GHG) emissions
• Working toward 100% of our fast-moving consumer packaging to be reusable, recyclable, or compostable by 2025
• Signed virtual solar power purchase agreement (VPPA) for 50MW in Spain
• Implemented a restricted substances list to demonstrate our commitment to consumer safety
• Committed to ensuring that each Berry team member has the opportunities to continually grow their skills and career

Safety

“Safety doesn’t happen by accident”

Never Ending Commitment to Identifying, Managing, and Eliminating Risk

“Significantly lower than the industry recordable average”

Our #1 priority and core value is the health and safety of our people
Strong Fiscal Q3 Results

Robust global organic growth pipeline momentum

Revenue

$2,910 3Q '20
$3,675 3Q '21

+26%

Org. Growth
6th consecutive qtr. of organic volume growth

Adj. EPS

$1.52 3Q '20
$1.53 3Q '21

+1%

Note: All dollar amounts in millions, except per share data.
Outstanding Fiscal YTD Results

We remain focused on our top two key initiatives; Driving organic growth and Strengthening our balance sheet

Revenue
- FYTD '20: $8.7B
- FYTD '21: $10.2B (+17%)

Org. Growth
- FYTD '20: $3.27
- FYTD '21: $4.23 (+29%)

Adj. EPS
- FYTD '20: $3.27
- FYTD '21: $4.23

Leverage
- May '15: 5.0x
- Jun. '19: 4.5x
- Sept. '19: 4.3x
- Dec. '19: 4.1x
- Jun. '20: 4.0x
- Jun. '21: 3.9x

Note: All dollar amounts in billions, except per share data.
### FQ3 ‘21 Segment Overview

#### Consumer Packaging—Int’l

<table>
<thead>
<tr>
<th>Quarter</th>
<th>Revenue</th>
<th>Op. EBITDA</th>
</tr>
</thead>
<tbody>
<tr>
<td>3Q ‘20</td>
<td>$904</td>
<td>$174</td>
</tr>
<tr>
<td>3Q ‘21</td>
<td>$1,095</td>
<td>$172</td>
</tr>
</tbody>
</table>

- +5% organic volume growth

<table>
<thead>
<tr>
<th>Quarter</th>
<th>YTD</th>
<th>Revenue</th>
</tr>
</thead>
<tbody>
<tr>
<td>FYTD ‘20</td>
<td>$2,804</td>
<td>$5,522</td>
</tr>
<tr>
<td>FYTD ‘21</td>
<td>$3,143</td>
<td>$6,381</td>
</tr>
</tbody>
</table>

- +4% organic volume growth

#### Consumer Packaging—N.A.

<table>
<thead>
<tr>
<th>Quarter</th>
<th>Revenue</th>
<th>Op. EBITDA</th>
</tr>
</thead>
<tbody>
<tr>
<td>3Q ‘20</td>
<td>$644</td>
<td>$140</td>
</tr>
<tr>
<td>3Q ‘21</td>
<td>$847</td>
<td>$131</td>
</tr>
</tbody>
</table>

- +6% organic volume growth

<table>
<thead>
<tr>
<th>Quarter</th>
<th>YTD</th>
<th>Revenue</th>
</tr>
</thead>
<tbody>
<tr>
<td>FYTD ‘20</td>
<td>$1,888</td>
<td>$3,800</td>
</tr>
<tr>
<td>FYTD ‘21</td>
<td>$2,264</td>
<td>$3,864</td>
</tr>
</tbody>
</table>

- +6% organic volume growth

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Note: All dollar amounts in millions.
FQ3 ‘21 Segment Overview

Health, Hygiene, & Specialties

- Quarter:
  - Revenue: $669 to $828, +24% YoY
  - Op. EBITDA: $142 to $157, +11% YoY
  - +1% organic volume growth

- YTD:
  - Revenue: $1,923 to $2,349, +22% YoY
  - Op. EBITDA: $355 to $459, +29% YoY
  - +8% organic volume growth

Engineered Materials

- Quarter:
  - Revenue: $693 to $905, +39% YoY
  - Op. EBITDA: $125 to $105, -11% YoY
  - +8% organic volume growth

- YTD:
  - Revenue: $2,086 to $2,425, +19% YoY
  - Op. EBITDA: $347 to $321, -7% YoY
  - +4% organic volume growth

Note: All dollar amounts in millions. Engineered Materials prior year quarter adjusted for divestitures. Fiscal year-to-date adjusted for divestitures partially offset by additional days.
# Fiscal 2021 Outlook

**Increasing Operating EBITDA guidance to $2.26B**

**Reaffirming organic volume growth of +5%** (LSD growth expected in Sept. '21 qtr.)

<table>
<thead>
<tr>
<th>Operating EBITDA*</th>
<th>$2.26B</th>
</tr>
</thead>
<tbody>
<tr>
<td>Free cash flow</td>
<td>$875M</td>
</tr>
</tbody>
</table>

**Continued Focus**

- Organic growth
- Leader in Sustainability
- Strengthening balance sheet (ended the qtr. at 3.9x net debt to adjusted EBITDA)

*Anticipate operating while maintaining our leverage in a range of 3.0 to 3.9 times*
Multiple Organic Growth Drivers

**Faster growth markets**
- Health & Wellness
- E-commerce
- Food safety / barrier

**Emerging markets**
- Asia
- South America
- Mexico
- Africa
- Eastern Europe

“Emerging markets could grow around twice as fast as advanced economies on average”

---

*Quote from The World in 2050: The long view: how will the global economic order change by 2050?*  
– PWC.com, Feb. 2017
Multiple Organic Growth Drivers

**Sustainable Solutions**

- Light-weighting
- Post-consumer recycled material
- Advanced recycling
- Compostable or bio-based

**Secular Growth Substrate**

**Advantages**
- Durability
- Lowest carbon footprint
- Light-weight
- Recyclability
- Design versatility
- Clarity

---

**Global Growth Rates by Packaging Type**

- Flexible Plastic: 4.7%
- Rigid Plastic: 3.1%
- Paper & Board: 2.6%
- Glass: 2.1%
- Metal: 1.4%

*Source: Smithers Pira and R.W. Baird estimates*
Taking Action: Innovation & Sustainability Is Driving Growth

Bhoomi Bottle
Partnered with Bhoomi to launch a 100% sugarcane-based bottle. The bottle offers a range of environmental benefits including a significant reduction of greenhouse gas emissions and reduced water use and the elimination of fossil fuel consumption.

Infinity Quartz Range
Our CPI segment launched a range of premium jars that enable cosmetic and beauty products to create a strong on-shelf presence and brand image, while meeting consumer demands for more responsible packaging. The Infinity Quartz range can be specified in a choice of materials including post-consumer recycled (PCR) plastic, finishes, and decoration options; at the same time, the jars offer the benefits of being refillable or reusable.

Infinity Quartz Range
- Uses PCR material
- Designed for circularity

Bhoomi Bottle
- Uses PCR material
- Designed for circularity

Partnered with Bhoomi to launch a 100% sugarcane-based bottle. The bottle offers a range of environmental benefits including a significant reduction of greenhouse gas emissions and reduced water use and the elimination of fossil fuel consumption.
Advanced Recycling and Sustainability Focus

Advanced or molecular recycling, is a game-changing technology with significant investments being made worldwide; Berry will have unparalleled access to supply.

Industry Infrastructure Investments

- €7.2 Billion
- +3.4 MT

Unparalled Access to Recycled Content

- $5.5 Billion
- +4.1 MT
- $1.5 Billion
- TBD

MT = Million Tonnes
Earnings Call - Key Takeaways

- Continued momentum, strong organic volume growth of **+5%**

- Leverage reduction goal achieved; ending the quarter at **3.9x**

- Continued focus on strategic priorities:
  - Organic growth
  - Leader in sustainability
  - Strengthening balance sheet

- **Increasing** FY ‘21 Operating EBITDA guidance to **$2.26 Billion**
  Free cash flow guidance expected to be **$875M**
Appendix: Fiscal Q3 Net Sales and Operating EBITDA Bridge

**Net Sales**

<table>
<thead>
<tr>
<th>Year</th>
<th>2020</th>
<th>Divestiture</th>
<th>Volume</th>
<th>Price</th>
<th>Fx</th>
<th>2021</th>
</tr>
</thead>
<tbody>
<tr>
<td></td>
<td>$2,910</td>
<td>($62)</td>
<td>$147</td>
<td>$533</td>
<td>$147</td>
<td>$3,675</td>
</tr>
</tbody>
</table>

**Operating EBITDA**

<table>
<thead>
<tr>
<th>Year</th>
<th>2020</th>
<th>Divestiture</th>
<th>Volume</th>
<th>Price/Cost</th>
<th>Fx</th>
<th>SG&amp;A</th>
<th>2021</th>
</tr>
</thead>
<tbody>
<tr>
<td></td>
<td>$581</td>
<td>($10)</td>
<td>$24</td>
<td>($42)</td>
<td>$23</td>
<td>($11)</td>
<td>$565</td>
</tr>
</tbody>
</table>

Note: All dollar amounts in millions
# Free Cash Flow

<table>
<thead>
<tr>
<th>Description</th>
<th>Amount</th>
</tr>
</thead>
<tbody>
<tr>
<td><strong>LTM June '21</strong></td>
<td></td>
</tr>
<tr>
<td>Operating EBITDA</td>
<td>$2,280</td>
</tr>
<tr>
<td>Capital expenditures</td>
<td>$(684)</td>
</tr>
<tr>
<td>Cash interest expense</td>
<td>$(317)</td>
</tr>
<tr>
<td>Income tax expense</td>
<td>$(206)</td>
</tr>
<tr>
<td>Working capital, restructuring &amp; other</td>
<td>$(294)</td>
</tr>
<tr>
<td><strong>Free cash flow</strong></td>
<td>$779</td>
</tr>
</tbody>
</table>

Note: All dollar amounts in millions.
Our sustainability led offerings, along with our breadth of portfolio and differentiation are clear growth opportunities.

‘Impact 2025’ Commitments

100% reusable, recyclable or compostable packaging

10% recycled content across our packaging portfolio

Reduce GHG emissions by 25%

Reduce energy and water by 1% annually
Appendix: Segment Realignment

**Organic Growth Accelerator**

**Consumer Packaging - International (CPI)**
- **CPNA Healthcare (creates Global Healthcare business)**
- European films (to EM)

**Consumer Packaging - North America (CPNA)**
- Healthcare (to CPI)

**Health, Hygiene & Specialties (HHS)**
- Tapes (synergies w/non-woven B&C products)
- Divested U.S. Flexible packaging converting business

**Engineered Materials (EM)**
- European films (creates Global Films business)
- Tapes (to HHS)
- Divested U.S. Flexible packaging converting business

### Fiscal Year 2020 Net Sales and Operating EBITDA Changes for Segment Realignment

<table>
<thead>
<tr>
<th></th>
<th>Net Sales</th>
<th>FY '20 Total</th>
</tr>
</thead>
<tbody>
<tr>
<td>CPNA</td>
<td>$611</td>
<td>$644</td>
</tr>
<tr>
<td>CPI</td>
<td>$930</td>
<td>$904</td>
</tr>
<tr>
<td>EM</td>
<td>$665</td>
<td>$693</td>
</tr>
<tr>
<td>HHS</td>
<td>$610</td>
<td>$669</td>
</tr>
</tbody>
</table>

### Fiscal Year 2020 Net Sales and Operating EBITDA Recasts for Segment Realignment

<table>
<thead>
<tr>
<th></th>
<th>FY '20 Total</th>
</tr>
</thead>
<tbody>
<tr>
<td>CPNA</td>
<td>$2,816</td>
</tr>
<tr>
<td>CPI</td>
<td>$3,104</td>
</tr>
<tr>
<td>EM</td>
<td>$2,594</td>
</tr>
<tr>
<td>HHS</td>
<td>$2,157</td>
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</table>

**Note:** All dollar amounts in millions.
Non-GAAP Financial Measures

<table>
<thead>
<tr>
<th></th>
<th>Actual</th>
<th>Guidance</th>
</tr>
</thead>
<tbody>
<tr>
<td>Cash flow from operations</td>
<td>$637</td>
<td>$857</td>
</tr>
<tr>
<td>Capital expenditures, net</td>
<td>(162)</td>
<td>(283)</td>
</tr>
<tr>
<td>Payment of tax receivable agreement</td>
<td>(39)</td>
<td>(57)</td>
</tr>
<tr>
<td><strong>Free cash flow</strong></td>
<td><strong>$436</strong></td>
<td><strong>$517</strong></td>
</tr>
</tbody>
</table>

Note: All dollar amounts in millions
### Non-GAAP Reconciliation

<table>
<thead>
<tr>
<th></th>
<th></th>
<th></th>
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<th></th>
<th></th>
</tr>
</thead>
<tbody>
<tr>
<td>$1,095</td>
<td>$847</td>
<td>$828</td>
<td>$905</td>
<td>$3,675</td>
<td></td>
</tr>
</tbody>
</table>

| Operating income | $79 | $76 | $113 | $75 | $343 |
| Depreciation and amortization | 88 | 53 | 43 | 28 | 212 |
| Restructuring and transaction activities | (1) | 3 | - | - | 14 |
| Other non-cash charges | (2) | 2 | 2 | 1 | 6 |

| Operating EBITDA | $172 | $131 | $157 | $105 | $565 |

### Quarterly Period Ended July 3, 2021

<table>
<thead>
<tr>
<th></th>
<th></th>
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<th></th>
<th></th>
<th></th>
</tr>
</thead>
<tbody>
<tr>
<td>$904</td>
<td>$644</td>
<td>$669</td>
<td>$693</td>
<td>$2,910</td>
<td></td>
</tr>
</tbody>
</table>

| Operating income | $80 | $78 | $95 | $94 | $347 |
| Depreciation and amortization | 78 | 58 | 45 | 28 | 209 |
| Restructuring and transaction activities | (1) | 14 | 2 | 1 | 2 |
| Other non-cash charges | (2) | 2 | 2 | 1 | 6 |

| Operating EBITDA | $174 | $140 | $142 | $125 | $581 |

Note: All dollar amounts in millions. Unaudited

(1) The current quarter primarily includes transaction activity costs related to the RPC acquisition. The prior year quarter primarily includes transaction activity costs related to the RPC acquisition.

(2) Other non-cash charges for the June 2021 primarily includes stock compensation expense of $6 million. The prior year quarter primarily includes $5 million of stock compensation expense.
Non-GAAP Reconciliation

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

<table>
<thead>
<tr>
<th></th>
<th>July 3, 2021</th>
<th>June 29, 2020</th>
<th>July 3, 2021</th>
</tr>
</thead>
<tbody>
<tr>
<td>Net income</td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Add: other expense (income), net</td>
<td>14</td>
<td>(7)</td>
<td>69</td>
</tr>
<tr>
<td>Add: interest expense, net</td>
<td>76</td>
<td>110</td>
<td>353</td>
</tr>
<tr>
<td>Add: income tax expense</td>
<td>59</td>
<td>53</td>
<td>206</td>
</tr>
<tr>
<td><strong>Operating income</strong></td>
<td>$343</td>
<td>$347</td>
<td>$1,343</td>
</tr>
<tr>
<td>Add: non-cash amortization from 2006 private sale</td>
<td>6</td>
<td>6</td>
<td>24</td>
</tr>
<tr>
<td>Add: restructuring and transaction activities (1)</td>
<td>4</td>
<td>19</td>
<td>49</td>
</tr>
<tr>
<td>Add: other non-cash charges (2)</td>
<td>6</td>
<td>6</td>
<td>42</td>
</tr>
<tr>
<td><strong>Adjusted operating income</strong> (5)</td>
<td>$359</td>
<td>$378</td>
<td>$1,458</td>
</tr>
<tr>
<td>Add: depreciation</td>
<td>140</td>
<td>135</td>
<td>553</td>
</tr>
<tr>
<td>Add: amortization of intangibles (3)</td>
<td>66</td>
<td>68</td>
<td>269</td>
</tr>
<tr>
<td><strong>Operating EBITDA</strong> (6)</td>
<td>$565</td>
<td>$581</td>
<td>$2,280</td>
</tr>
</tbody>
</table>

Net income per diluted share
Other expense (income), net
Non-cash amortization from 2006 private sale
Restructuring and transaction activities
Income tax impact on items above (4)

**Adjusted net income per diluted share** (5) $1.53 $1.52
(1) The current quarter primarily includes transaction activity costs related to the RPC acquisition. The prior year quarter primarily includes transaction activity costs related to the RPC acquisition.
(2) Other non-cash charges for the June 2021 quarter primarily include stock compensation expense of $6 million. The prior year quarter primarily includes $5 million of stock compensation expense.
(3) Amortization excludes non-cash amortization from the 2006 private sale of $6 million, $6 million, and $24 million for the June 2021 quarter, June 2020 quarter, and four quarters ended July 3, 2021, respectively.
(4) Income tax effects on adjusted net income is calculated using 25 percent for both the June 2021 and June 2020 quarters. The rates used represents the Company’s expected effective tax rate for each respective period.
(5) 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. Organic sales growth excludes the impact of currency translation effects and acquisitions. These non-GAAP financial measures may be calculated differently by other companies, including other companies in our industry, limiting their usefulness as comparative measures. Berry’s management believes that adjusted net income and other non-GAAP financial measures are useful to our investors because they allow for a better period-over-period comparison of operating results by removing the impact of items that, in management’s view, do not reflect our core operating performance.

We define “free cash flow” as cash flow from operating activities less additions to property, plant, and equipment. 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.