



# Reynolds Group Holdings Limited

Q1 2014 Results

May 8, 2014



# Disclaimer

This presentation may contain "forward-looking statements" as that term is defined in the Private Securities Litigation Reform Act of 1995. Forward-looking statements include, without limitation, any statement that may predict, forecast, indicate or imply future results, performance or achievements, and may contain the words "believe", "anticipate", "expect", "estimate", "intend", "project", "plan", "will likely continue", "will likely result", or words or phrases with similar meaning. Forward-looking statements involve risks and uncertainties, including, without limitation, economic, competitive, governmental and technological factors outside of the control of Reynolds Group Holdings Limited ("RGHL", "Reynolds" or the "Company"), that may cause Reynolds' business, strategy or actual results to differ materially from the forward-looking statements. Factors that could cause actual results to differ materially from the forward-looking statements include without limitation:

- risks related to the future costs of raw materials, energy and freight;
- risks related to economic downturns in our target markets;
- risks related to changes in consumer lifestyle, eating habits, nutritional preferences and health-related and environmental concerns that may harm our business and financial performance;
- risks related to complying with environmental, health and safety laws or as a result of satisfying any liability or obligation imposed under such laws;
- risks related to the impact of a loss of any of our key manufacturing facilities;
- risks related to our exposure to environmental liabilities and potential changes in legislation or regulation;
- risks related to our dependence on key management and other highly skilled personnel;
- risks related to the consolidation of our customer bases, competition and pricing pressure;
- risks related to exchange rate fluctuations;
- risks related to dependence on the protection of our intellectual property and the development of new products;
- risks related to our pension plans;
- risks related to acquisitions, including completed and future acquisitions, such as the risks that we may be unable to complete an acquisition in the timeframe anticipated, on its original terms, or at all, or that we may not be able to achieve some or all of the benefits that we expect to achieve from such acquisitions, including risks related to integration of our acquired businesses;
- risks related to our hedging activities which may result in significant losses and in period-to-period earnings volatility;
- risks related to our suppliers of raw materials and any interruption in our supply of raw materials;
- risks related to our substantial indebtedness and our ability to service our current and future indebtedness;
- risks related to increases in interest rates which would increase the cost of servicing our debt;
- risks related to restrictive covenants in certain of our outstanding notes and other indebtedness which could adversely affect our business by limiting our operating and strategic flexibility; and
- risks related to other factors discussed or referred to in our quarterly reports and our annual report, including in the section entitled "Risk Factors."

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# Disclaimer

## Explanatory Note on Non-GAAP Financial Measures

In this presentation, we utilize certain non-GAAP financial measures, including EBITDA, Adjusted EBITDA and Pro Forma Adjusted EBITDA, that in each case are not recognized under IFRS or U.S. GAAP. These 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, U.S. GAAP 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, a measure used by our management to measure operating performance, is defined as profit (loss) from continuing operations plus income tax, net financial expenses, depreciation of property, plant and equipment and amortization of intangible assets. EBITDA is not a measure of our financial condition, liquidity or profitability and should not be considered as a substitute for profit (loss) for the year, operating profit or any other performance measures derived in accordance with IFRS or as a substitute for cash flow from operating activities as a measure of our liquidity in accordance with IFRS.

Adjusted EBITDA is calculated as EBITDA adjusted for particular items relevant to explaining operating performance. These adjustments include significant items of an unusual nature that cannot be attributed to ordinary business operations, including items such as non-cash pension income or expense, restructuring and redundancy costs and gains and losses in relation to the valuation of derivatives. Pro Forma Adjusted EBITDA is defined as Adjusted EBITDA as adjusted to provide the full-period effect of implemented cost savings programs, divestments, acquisition synergies and business acquisitions to the extent not reflected in Adjusted EBITDA. Adjusted EBITDA is not a presentation made in accordance with IFRS, is not a measure of financial condition, liquidity or profitability and should not be considered as an alternative to profit (loss) for the period determined in accordance with IFRS or operating cash flows determined in accordance with IFRS. The determination of Pro Forma Adjusted EBITDA contains a number of estimates and assumptions that may prove to be incorrect and differ materially from actual.

Additionally, EBITDA, Adjusted EBITDA and Pro Forma Adjusted EBITDA are 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, tax payments and capital expenditures. We believe that the inclusion of EBITDA, Adjusted EBITDA and Pro Forma Adjusted EBITDA 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 EBITDA, Adjusted EBITDA and Pro Forma Adjusted EBITDA identically, the presentation of these non-GAAP financial measures may not be comparable to other similarly titled measures in other companies.

# Presenters Overview

<b>Tom Degnan</b>	<b>Chief Executive Officer</b>
<b>Allen Hugli</b>	<b>Chief Financial Officer</b>
<b>Rolf Stangl</b>	<b>SIG</b>
<b>John Rooney</b>	<b>Evergreen</b>
<b>Malcolm Bunday</b>	<b>Closures</b>
<b>Malcolm Bunday</b>	<b>Graham Packaging</b>
<b>Lance Mitchell</b>	<b>Reynolds Consumer Products</b>
<b>John McGrath</b>	<b>Pactiv Foodservice</b>



# Reynolds Group Holdings Limited

Tom Degnan



**SIG**

Rolf Stangl



# SIG Highlights

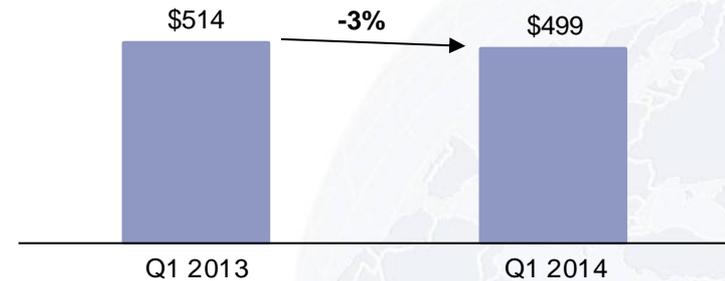
- Revenue decreased by 3% to \$499 million in Q1 2014 primarily driven by:
  - Lower sales volume in Asia Pacific and Europe
  - Partially offset by strong growth in the Americas, particularly South America
- Adjusted EBITDA decreased by 12% to \$111 million in Q1 2014 primarily driven by:
  - Lower sales volume
  - Higher raw material, particularly resin, and manufacturing costs
  - Higher costs as a result of one-time favorable impact in the prior year due to a Brazilian VAT refund
  - Higher R&D expense

# SIG Revenue

- Revenue decreased by 3% to \$499 million in Q1 2014
- Decrease primarily driven by:
  - Lower sales volume in Asia Pacific and Europe
  - Partially offset by strong growth in the Americas, particularly South America
- LTM revenue increased by 4% to \$2,213 million

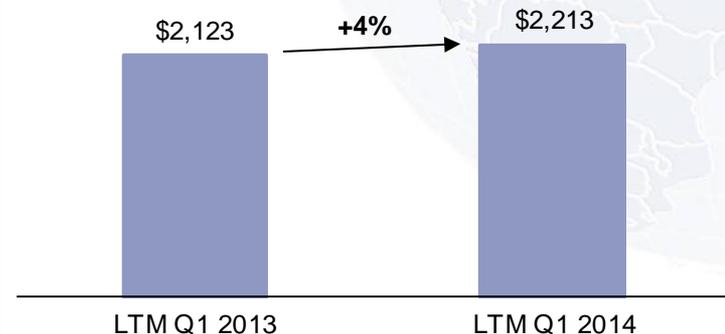
## Q1 2013 vs. Q1 2014

(\$ in millions)



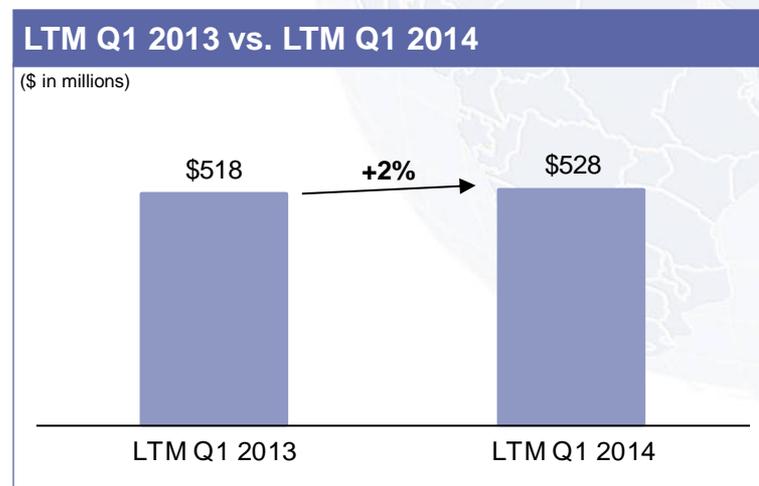
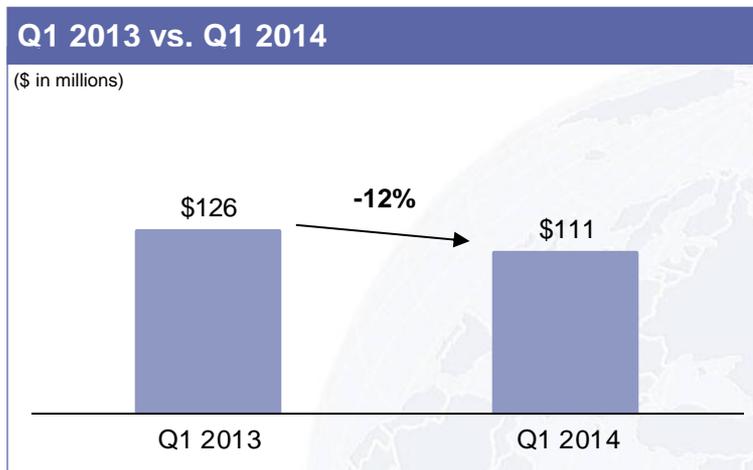
## LTM Q1 2013 vs. LTM Q1 2014

(\$ in millions)



# SIG Adjusted EBITDA

- Adjusted EBITDA decreased by 12% to \$111 million in Q1 2014
- Decrease primarily driven by:
  - Lower sales volume
  - Higher raw material, particularly resin, and manufacturing costs
  - Higher costs as a result of one-time favorable impact in the prior year due to a Brazilian VAT refund
  - Higher R&D expense
- LTM Adjusted EBITDA increased by 2% to \$528 million



# Evergreen

John Rooney



# Evergreen Highlights

- Revenue increased by 2% to \$406 million in Q1 2014 primarily driven by:
  - Price increases for carton packaging and liquid packaging board
  - Higher sales volume for liquid packaging board and filler machines, partially offset by lower sales volume for carton packaging and paper products
- Adjusted EBITDA decreased by 11% to \$51 million in Q1 2014 primarily driven by:
  - Unfavorable input and operating costs
  - Partially offset by price increases for carton packaging and liquid packaging board; and,
  - Higher filler machine sales volume

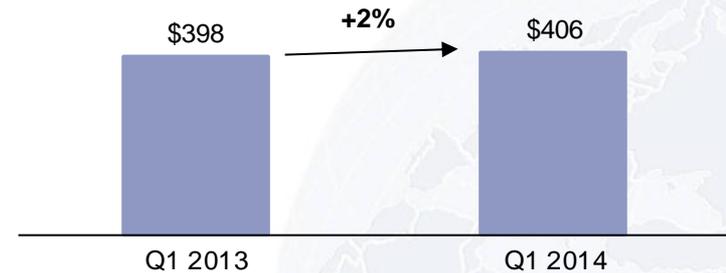


# Evergreen Revenue

- Revenue increased by 2% to \$406 million in Q1 2014
- Increase primarily driven by:
  - Price increases for carton packaging and liquid packaging board
  - Higher sales volume for liquid packaging board and filler machines, partially offset by lower sales volume for carton packaging and paper products
- LTM revenue remained flat at \$1,674 million

## Q1 2013 vs. Q1 2014

(\$ in millions)



## LTM Q1 2013 vs. LTM Q1 2014

(\$ in millions)



# Evergreen Adjusted EBITDA

- Adjusted EBITDA decreased by 11% to \$51 million in Q1 2014
- Decrease primarily driven by:
  - Unfavorable input and operating costs
  - Partially offset by price increases for carton packaging and liquid packaging board; and,
  - Higher filler machine sales volume
- LTM Adjusted EBITDA increased by 3% to \$241 million

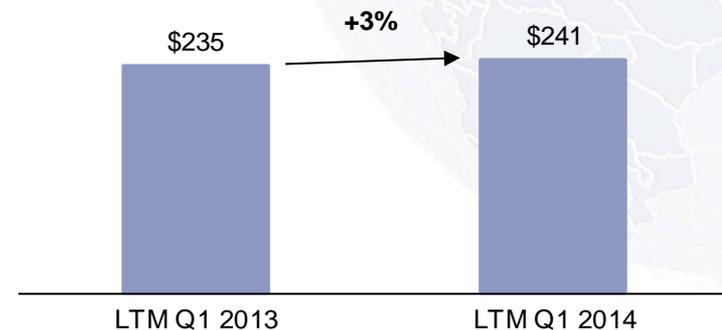
## Q1 2013 vs. Q1 2014

(\$ in millions)



## LTM Q1 2013 vs. LTM Q1 2014

(\$ in millions)



# Closures

Malcolm Bunday



# Closures Highlights

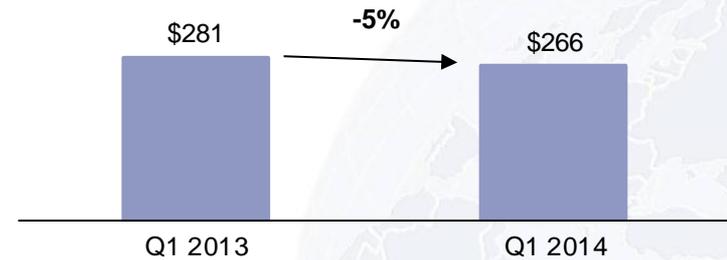
- Revenue decreased by 5% to \$266 million in Q1 2014 primarily driven by:
  - Lower sales volume in North America
  - Lower sales volume in Europe due to the sale of the aluminum closures business in Germany in Q1 2014
  - Unfavorable foreign currency impact due to the net strengthening of the dollar
  - Partially offset by favorable pricing and higher sales volume in Japan and South America
- Adjusted EBITDA increased by 21% to \$40 million in Q1 2014 primarily driven by:
  - Lower manufacturing and SG&A expense
  - Partially offset by lower sales volume

# Closures Revenue

- Revenue decreased by 5% to \$266 million in Q1 2014
- Decrease primarily driven by:
  - Lower sales volume in North America
  - Lower sales volume in Europe due to the sale of the aluminum closures business in Germany in Q1 2014
  - Unfavorable foreign currency impact due to the net strengthening of the dollar
  - Partially offset by favorable pricing and higher sales volume in Japan and South America
- LTM revenue decreased by 4% to \$1,176 million

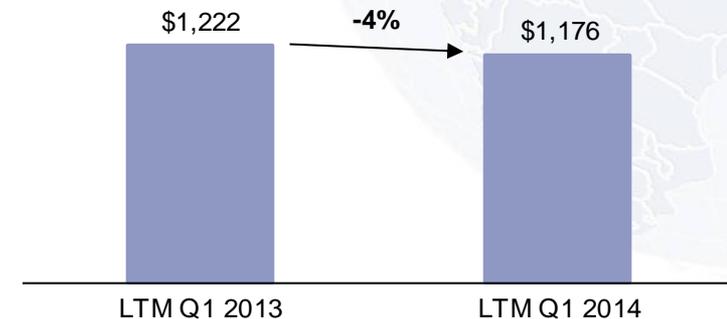
## Q1 2013 vs. Q1 2014

(\$ in millions)



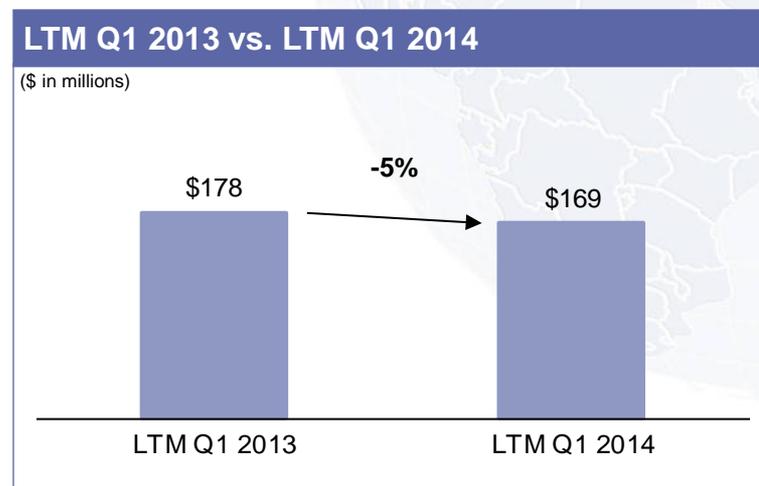
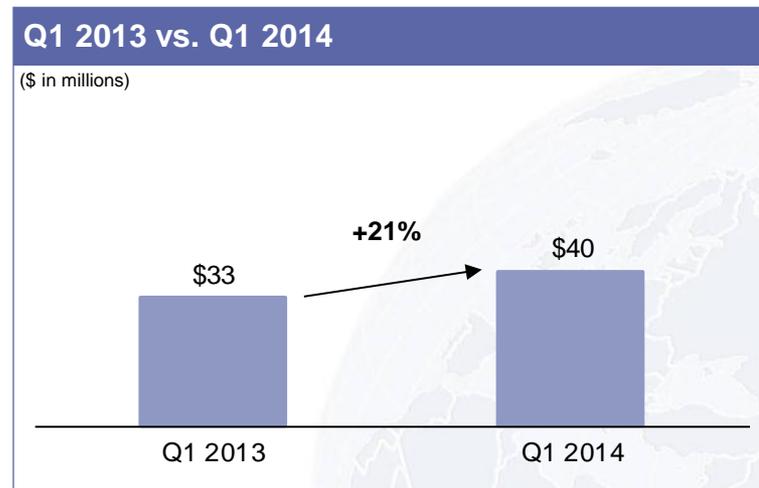
## LTM Q1 2013 vs. LTM Q1 2014

(\$ in millions)



# Closures Adjusted EBITDA

- Adjusted EBITDA increased by 21% to \$40 million in Q1 2014
- Increase primarily driven by:
  - Lower manufacturing and SG&A expense
  - Partially offset by lower sales volume
- LTM Adjusted EBITDA decreased by 5% to \$169 million



# Graham Packaging

Malcolm Bunday



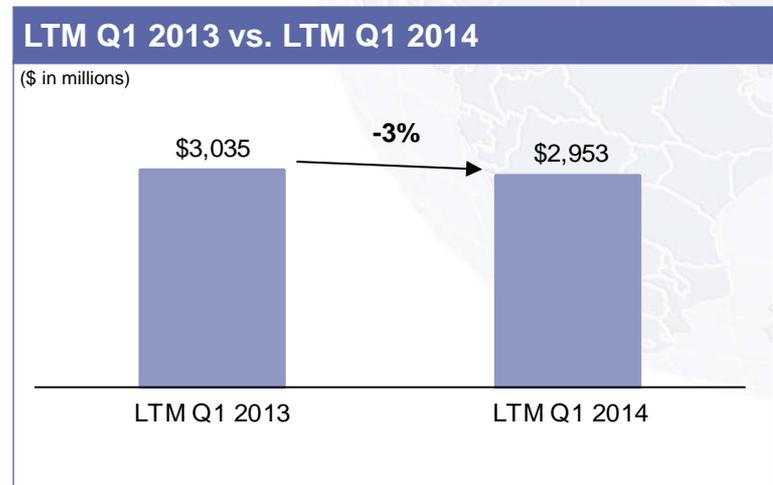
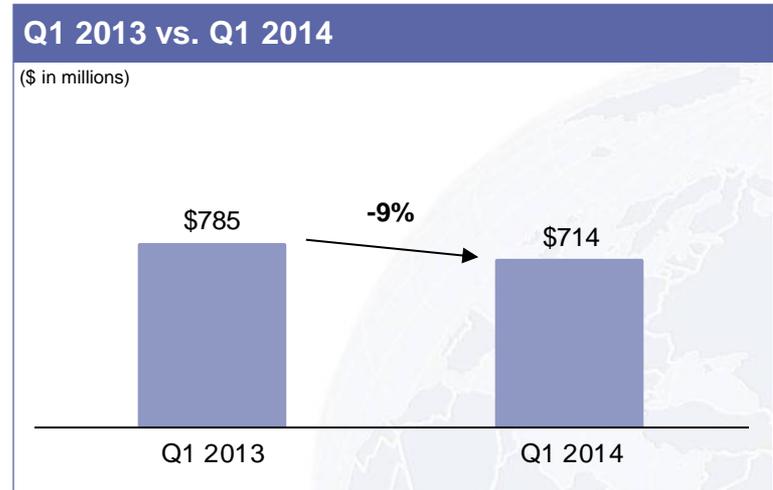
# Graham Packaging Highlights

- Revenue decreased by 9% to \$714 million in Q1 2014 primarily driven by:
  - Lower sales volume
  - Lower pricing due to the timing of pass-through of resin costs
  - Unfavorable foreign currency impact
  
- Adjusted EBITDA decreased by 12% to \$117 million in Q1 2014 primarily driven by:
  - Lower sales volume and unfavorable product mix
  - Increased personnel-related costs
  - Impact of resin pricing pass through lag
  - Partially offset by improved operational performance



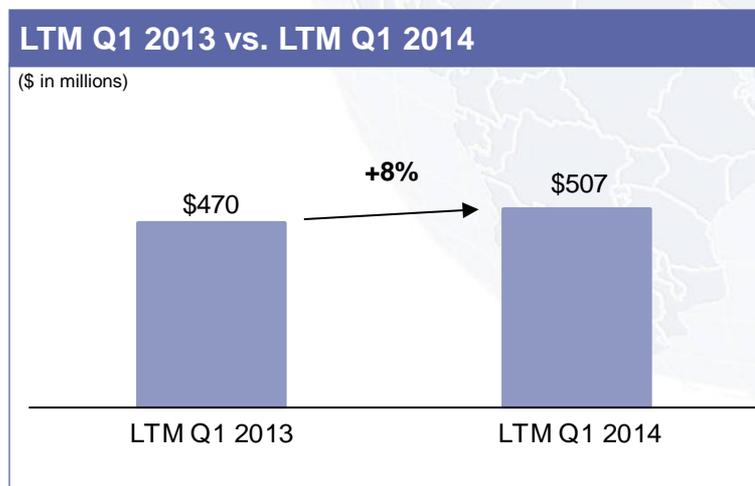
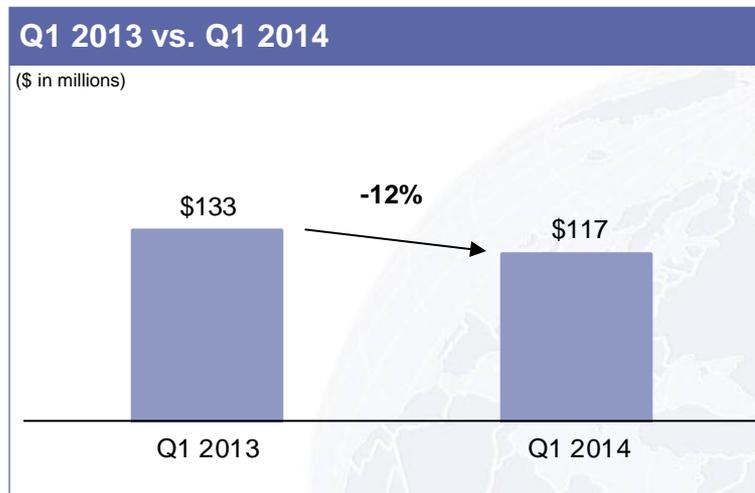
# Graham Packaging Revenue

- Revenue decreased by 9% to \$714 million in Q1 2014
- Decrease primarily driven by:
  - Lower sales volume
  - Lower pricing due to the timing of pass-through of resin costs
  - Unfavorable foreign currency impact
- LTM revenue decreased by 3% to \$2,953 million



# Graham Packaging Adjusted EBITDA

- Adjusted EBITDA decreased by 12% to \$117 million in Q1 2014
- Decrease primarily driven by:
  - Lower sales volume and unfavorable product mix
  - Increased personnel-related costs
  - Impact of resin pricing pass through lag
  - Partially offset by improved operational performance
- LTM Adjusted EBITDA increased by 8% to \$507 million





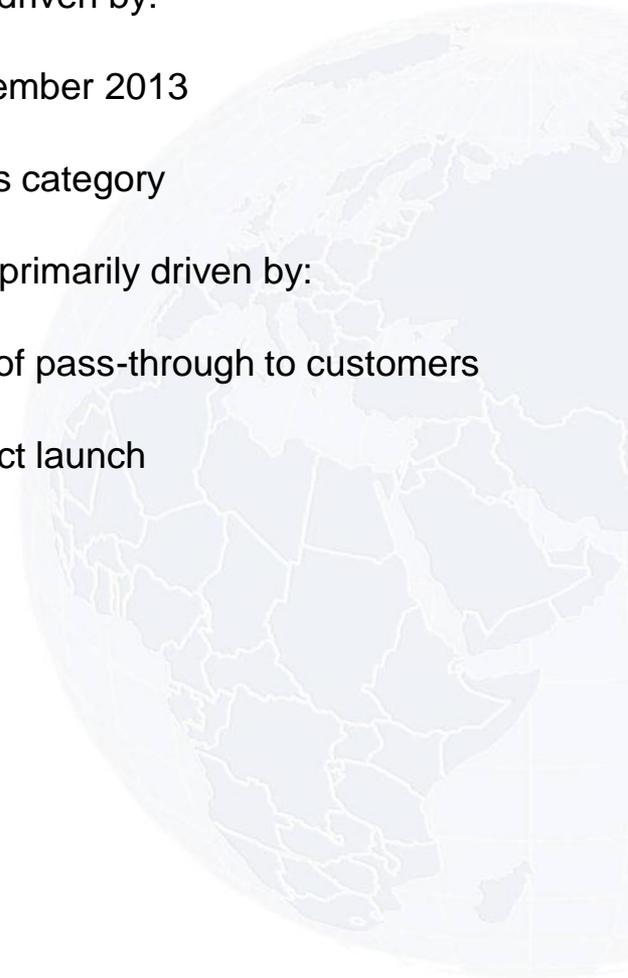
# Reynolds Consumer Products

Lance Mitchell



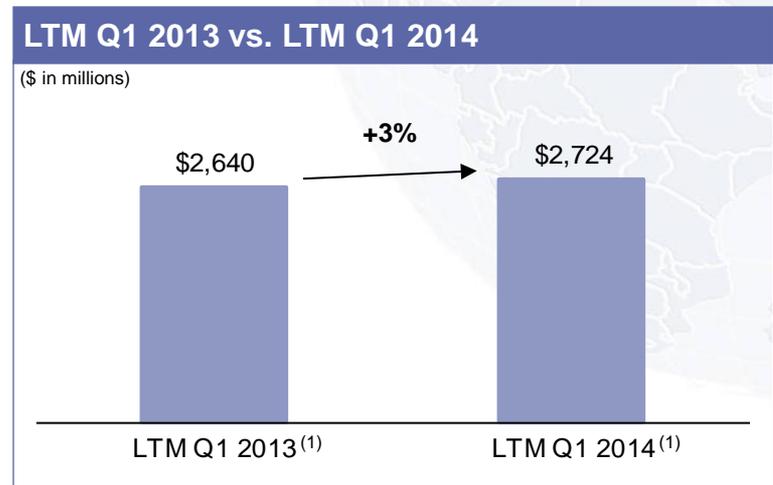
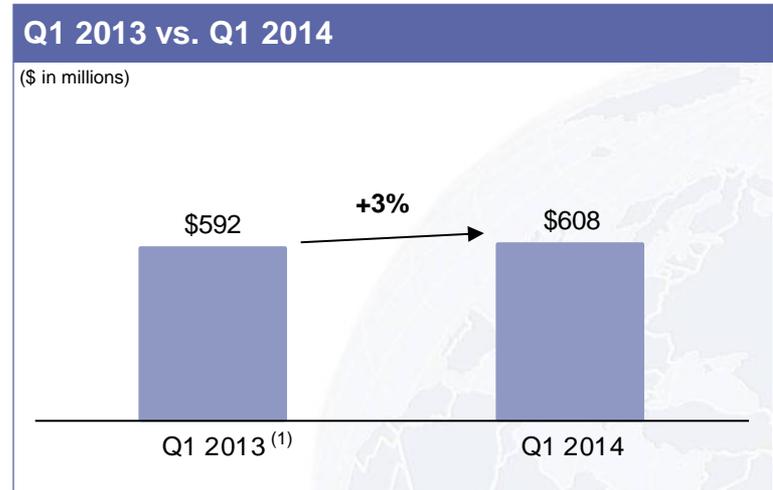
# Reynolds Consumer Products Highlights

- Revenue increased by 3% to \$608 million in Q1 2014 primarily driven by:
  - Additional revenue from a small business acquisition in November 2013
  - Partially offset by lower sales volume in the cooking products category
- Adjusted EBITDA decreased by 20% to \$99 million in Q1 2014 primarily driven by:
  - Higher material costs driven primarily by resin due to timing of pass-through to customers
  - Advertising and promotional costs in support of a new product launch



# Reynolds Consumer Products Revenue

- Revenue increased by 3% to \$608 million in Q1 2014
- Increase primarily driven by:
  - Additional revenue from a small business acquisition in November 2013
  - Partially offset by lower sales volume in the cooking products group
- LTM revenue increased by 3% to \$2,724 million

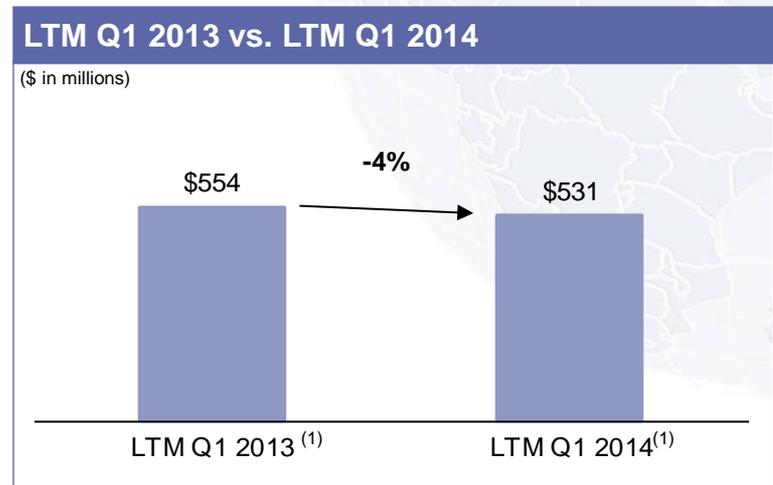
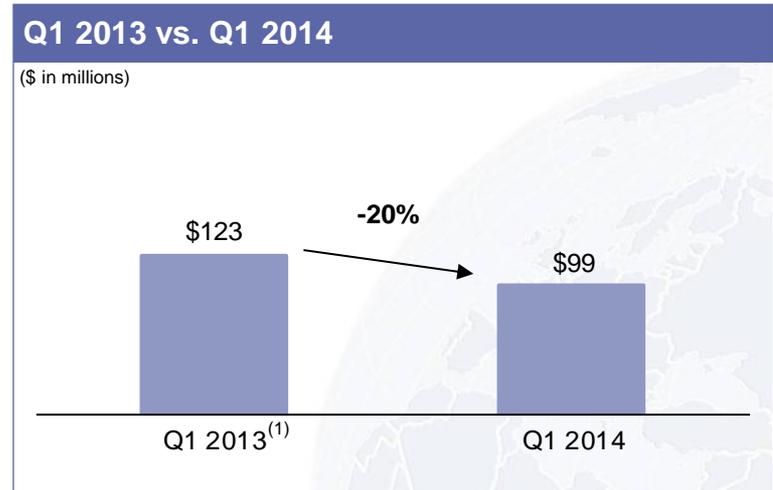


(1) Revised to conform with current year period inter-segment pricing presentation.

# Reynolds Consumer Products Adjusted EBITDA



- Adjusted EBITDA decreased by 20% to \$99 million in Q1 2014
- Decrease primarily driven by:
  - Higher material costs driven primarily by resin. Polyethylene cannot be hedged so the higher material costs are passed through with pricing, which can take up to six months. Plans are in place to have prices increased by Q3 2014
  - Advertising and promotional costs in support of a new product launch
- LTM Adjusted EBITDA decreased by 4% to \$531 million



(1) Revised to conform with current year period inter-segment pricing presentation.

# Pactiv Foodservice

John McGrath

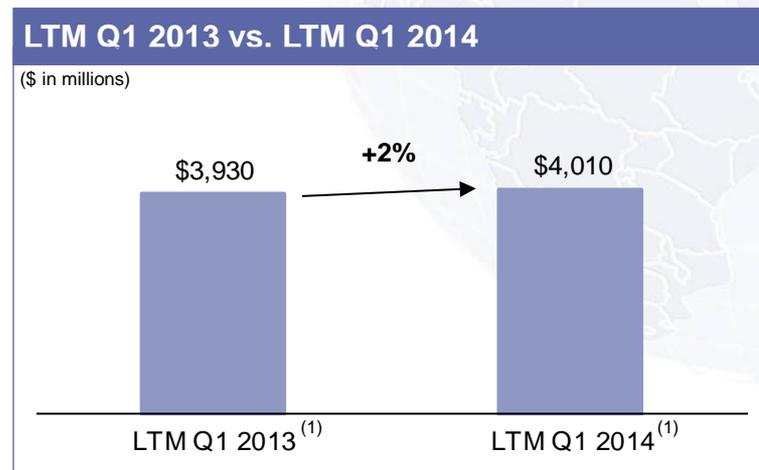
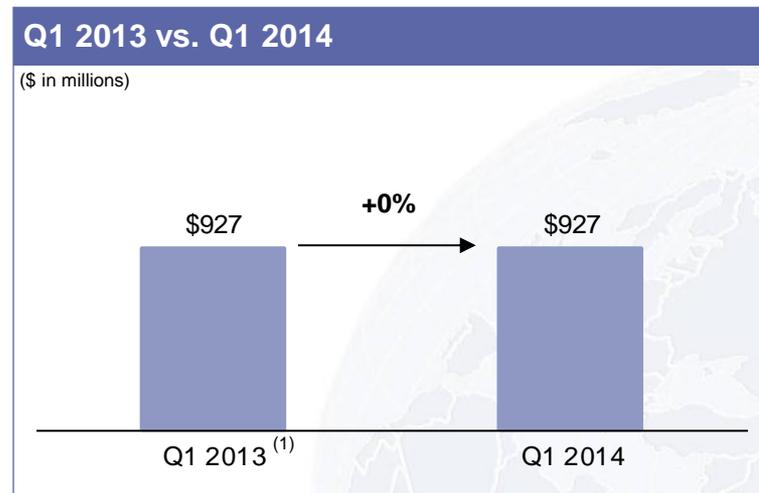


# Pactiv Foodservice Highlights

- Revenue remained flat at \$927 million in Q1 2014 primarily driven by:
  - Favorable pricing due to the timing of pass-through of higher raw material costs
  - External sales volume increases in core businesses
  - Additional revenue from a business acquisition in March 2013
  - Offset by loss of volume due to the 2013 fire at a manufacturing plant and adverse weather in January and February 2014
- Adjusted EBITDA decreased by 2% to \$124 million in Q1 2014 primarily driven by:
  - Unfavorable manufacturing costs driven by pre-operational costs on start-up of new capacity and adverse weather conditions
  - Higher raw material and logistics costs
  - Partially offset by higher sales volume and a reduction in SG&A expense

# Pactiv Foodservice Revenue

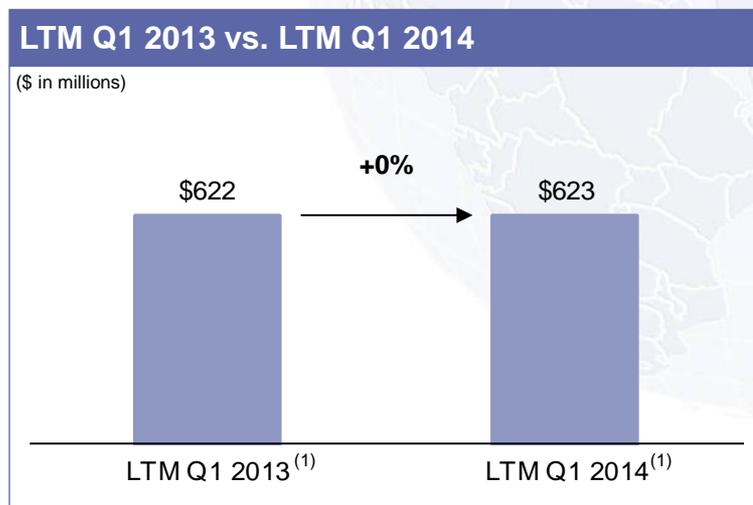
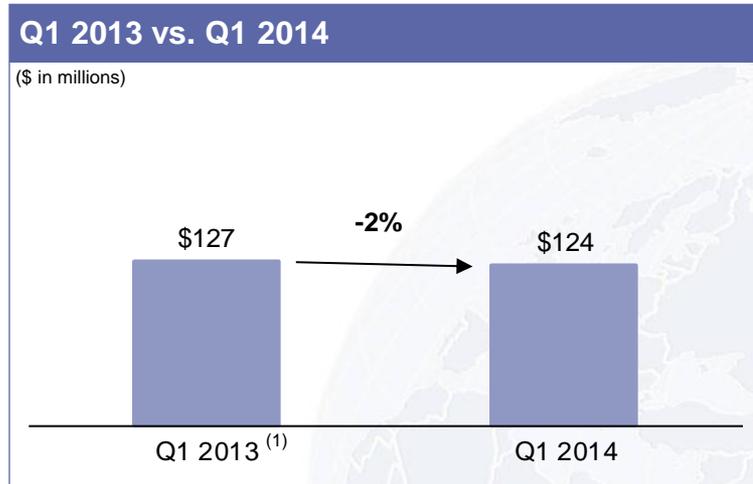
- Revenue remained flat at \$927 million in Q1 2014
- Primarily driven by:
  - Favorable pricing due to the timing of pass-through of higher raw material costs
  - External sales volume increases in core businesses
  - Additional revenue from a business acquisition in March 2013
  - Offset by loss of volume due to the 2013 fire at a manufacturing plant and adverse weather in January and February 2014
- LTM revenue increased by 2% to \$4,010 million



(1) Revised to conform with current year period inter-segment pricing presentation.

# Pactiv Foodservice Adjusted EBITDA

- Adjusted EBITDA decreased by 2% to \$124 million in Q1 2014
- Decrease primarily driven by:
  - Unfavorable manufacturing costs driven by pre-operational costs on start-up of new capacity and adverse weather conditions
  - Higher raw material and logistics costs
  - Partially offset by higher sales volume and a reduction in SG&A expense
- LTM Adjusted EBITDA remained flat at \$623 million



(1) Revised to conform with current year period inter-segment pricing presentation.



# Reynolds Group Financial Overview

Allen Hugli



# Reynolds Group Revenue and Adjusted EBITDA



## Revenue

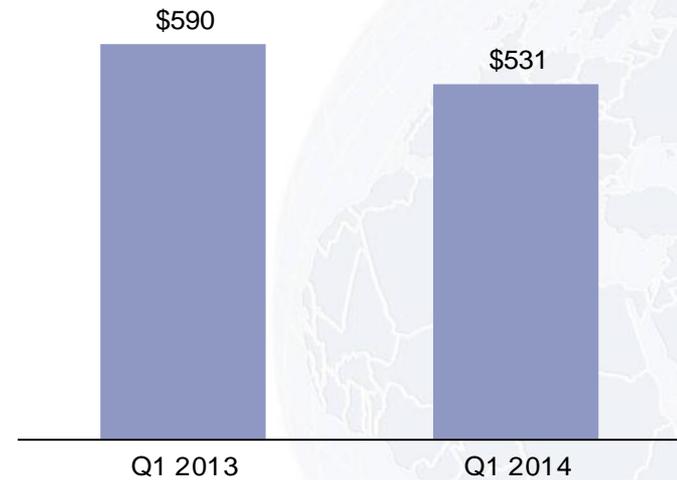
(\$ in millions)



■ Reynolds Group

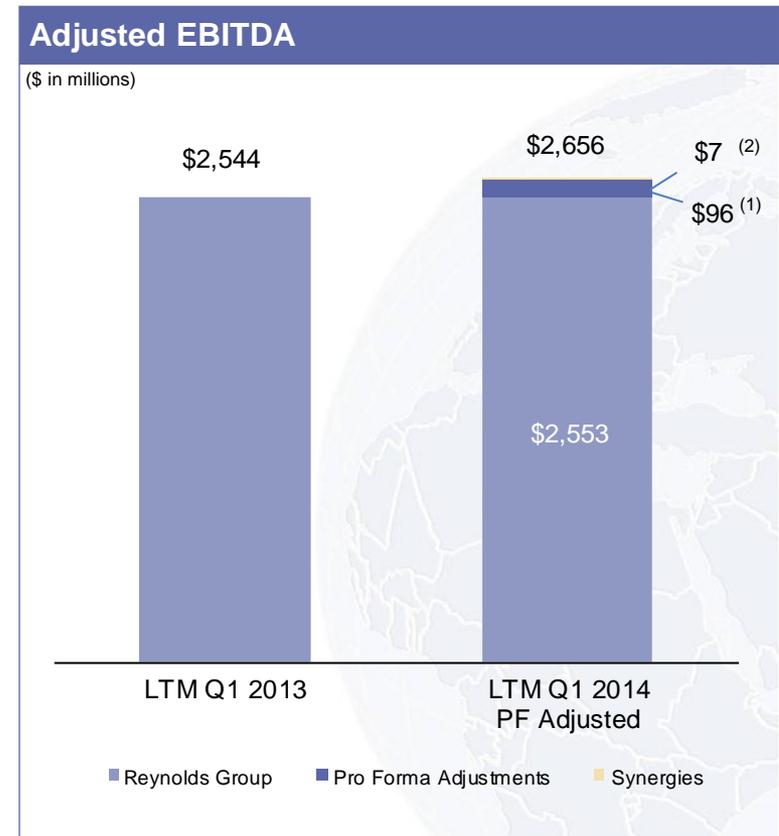
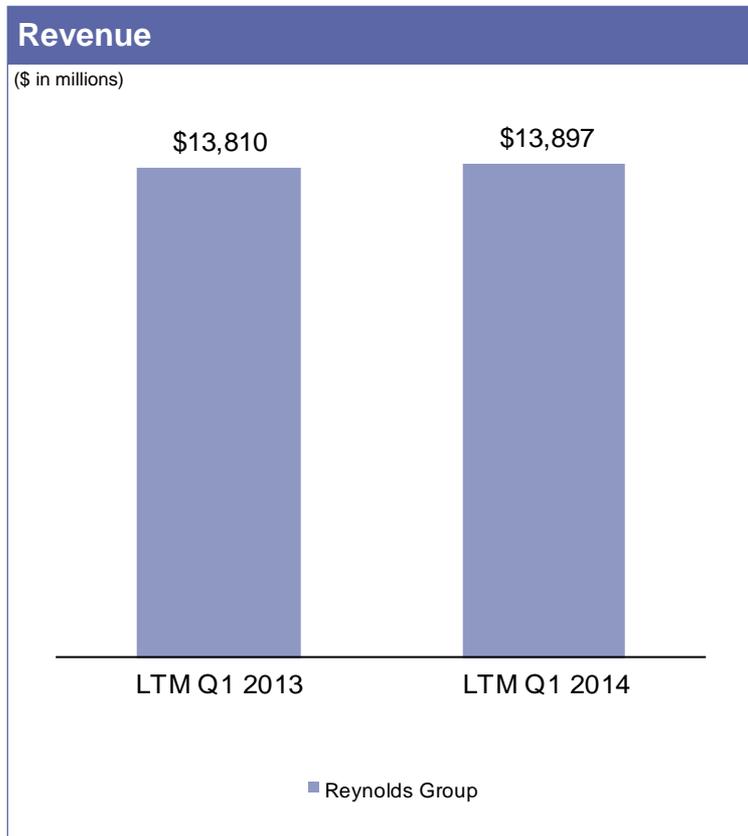
## Adjusted EBITDA

(\$ in millions)



■ Reynolds Group

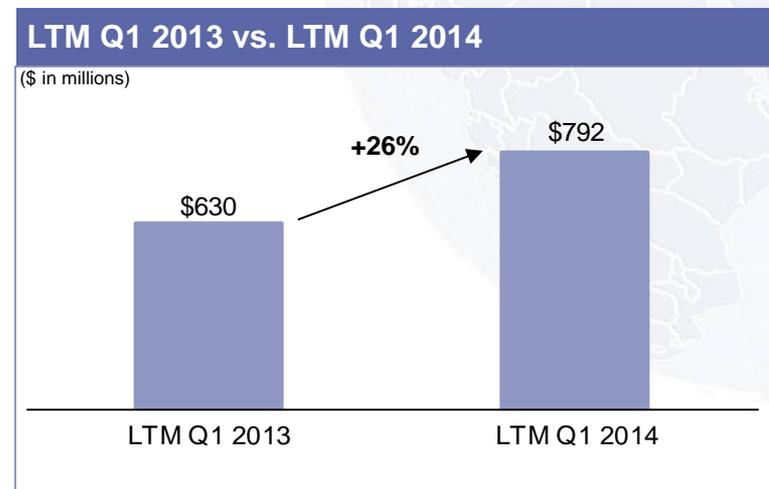
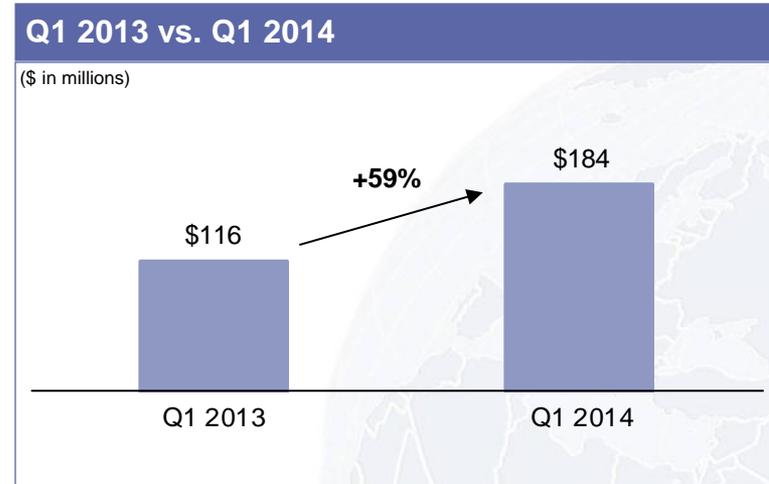
# Reynolds Group Revenue and Adjusted EBITDA



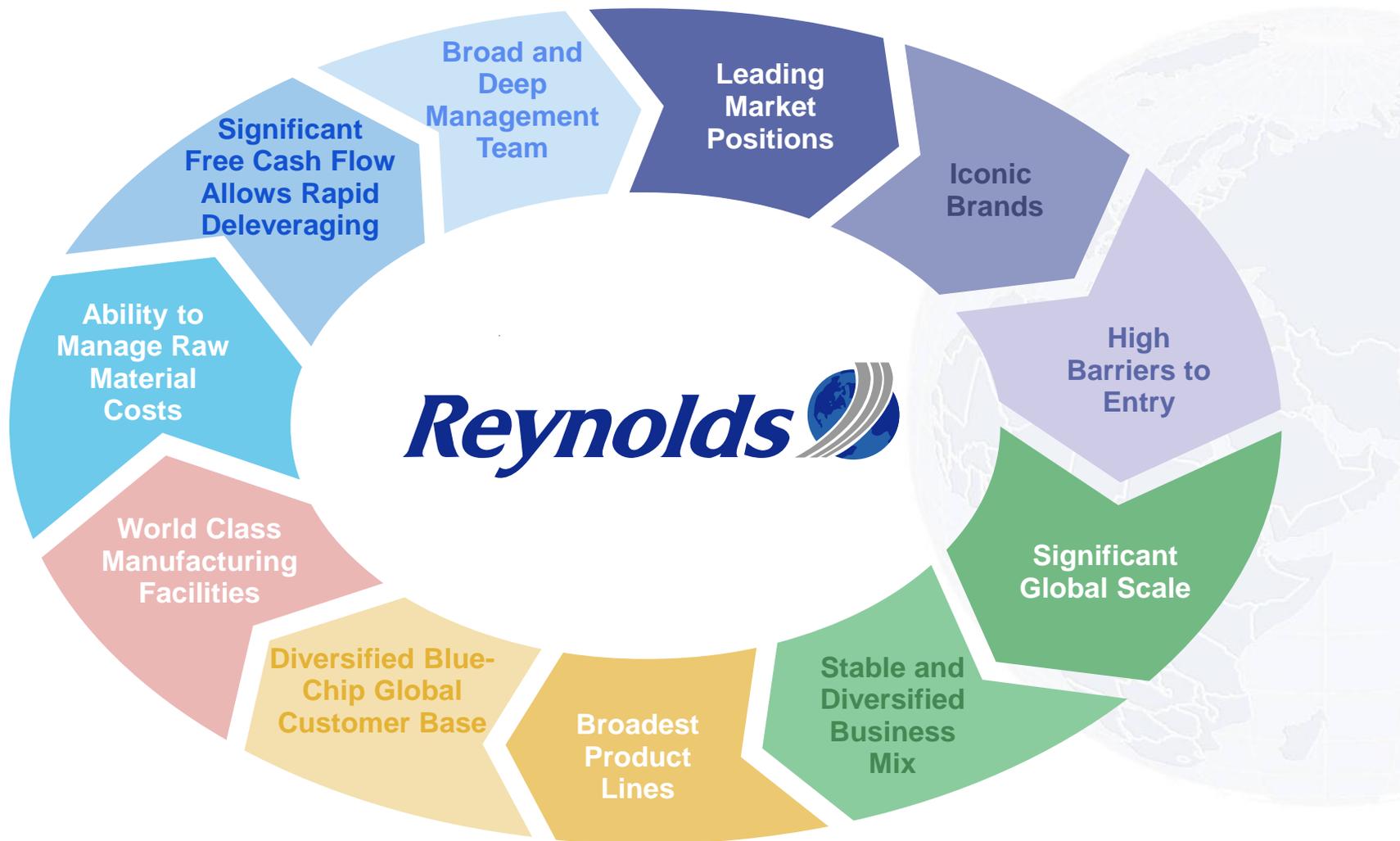
- (1) Annualization impact of cost savings programs, acquisition of Trans Western Polymers and full period effect of the divestitures of Picks and Stirrers and the CSI aluminum closures business in Germany.
- (2) Full period estimated impact of Trans Western Polymers acquisition synergies.

# Reynolds Group Capital Expenditures

- Capital expenditures increased from \$116 million to \$184 million in Q1 2014
- Increase primarily driven by increased spend at Pactiv Foodservice to expand capacity to support new business and to replace capacity lost due to the 2013 Macon, GA plant fire



# Key Investment Highlights



# Appendix



# Capitalization Summary

(\$ in millions)

	Pro Forma 3/31/14	Net Multiple of EBITDA
Cash <sup>(1)</sup>	\$1,248	
Senior Secured Term Loans	\$2,614	
Senior Secured Notes	7,250	
Securitization Facility <sup>(2)</sup>	370	
Other Secured Debt <sup>(3)</sup>	34	
<b>Total Secured Debt</b>	<b>\$10,268</b>	<b>3.4x</b>
Senior Unsecured Notes	6,400	
<b>Total Senior Guaranteed Debt</b>	<b>\$16,668</b>	<b>5.8x</b>
Pactiv Unsecured Notes	792	
<b>Total Senior Debt</b>	<b>\$17,460</b>	<b>6.1x</b>
Senior Subordinated Notes	590	
Other Debt <sup>(4)</sup>	1	
<b>Total Debt<sup>(5)</sup></b>	<b>\$18,051</b>	<b>6.3x</b>
<b>Pro Forma Adjusted EBITDA<sup>(6)</sup></b>	<b>\$2,656</b>	

(1) Cash net of overdrafts.

(2) Securitization Facility is excluded from Total Secured Debt for the purpose of the calculation of the Senior Secured First Lien Leverage Ratio and the Total Leverage Ratio.

(3) Primarily consists of local working capital facilities and finance leases.

(4) Related party borrowings.

(5) Excludes derivative liabilities of \$25 million.

(6) Adjusted for full period effect of implemented cost savings programs, divestitures, acquisition synergies and business acquisitions to the extent not reflected in Adjusted EBITDA.

# Pro Forma Adjusted EBITDA

(\$ in millions)

	Pro Forma LTM 3/31/14
<b>Reynolds Group EBITDA</b>	<b>\$2,220</b>
Restructuring costs, net of reversals	64
Asset impairment charges	40
Business acquisition and integration costs	26
Equity method profit, net of cash distributed	3
Gain on sale of businesses and properties	(15)
Hurricane Sandy plant damage, net of insurance recoveries	(13)
Manufacturing plant fire, net of insurance recoveries	6
Non-cash pension expense	50
Operational process engineering-related consultancy costs	17
Related party management fee	38
Multi-employer pension plan withdrawal	66
Realized accumulated foreign currency translation loss on liquidation of subsidiary	33
Unrealized loss on derivatives	9
Other	9
<b>Reynolds Group Adjusted EBITDA</b>	<b>\$2,553</b>
Annualization of cost savings programs	92
Full period estimated effect of acquisitions	7
Full period estimated effect of acquisition related synergies	7
Full period effect of divestments	(3)
<b>Reynolds Group Pro Forma Adjusted EBITDA</b>	<b>\$2,656</b>

Note: Assumes Trans Western Polymers was part of Reynolds Group as of March 31, 2013 and includes full period effect of Trans Western Polymers acquisition related synergies and full period effect of the divestitures of Picks and Stirrers and the CSI aluminum closures business in Germany.