



FY2023 2nd Quarter Review

August 15, 2023

Confidential

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- **Forward-Looking Statements.** The statements made in the course of this presentation and/or contained in the presentation materials may include statements that relate to anticipated future events (forward-looking statements) rather than actual present conditions or historical events. Forward-looking statements, by their nature, are subject to a variety of inherent risks and uncertainties that could cause actual results to differ materially from the results projected. The company makes no representation or warranty as to the reasonableness or accuracy of such projections or estimates nor do we undertake any obligation to update any such forward-looking statements or correct any inaccuracies. There are a number of important risk factors that could cause the actual results discussed in this presentation to differ from those expressed in forward-looking statements contained herein. Given these and other risk factors, investors and analysts should not place undue reliance on forward-looking statements.
- **Non-GAAP Financial Measures.** Certain financial information presented herein contains non-GAAP financial measures such as Core Operating Revenue, EBITDA and Adjusted EBITDA. Management believes these measures are useful to understanding the key drivers of Altium's operating performance, but these measures are not intended to be a substitute for GAAP financial measures.
- **Other.** The information contained herein speaks as of the date hereof (except where otherwise indicated) and does not purport to contain all the information that the recipient may require to evaluate the company.

Q2 2023 Overview

- Continued solid business performance
- Earnings and cash flow remain strong driven by execution of our strategy
- Strong commercial progress on contract renewals and new business
- Significant capital investment in progress to drive sustainable growth
- Synergy realization from acquisitions continues to meet or exceed expectations

Performance Against Strategy

STRATEGY – To drive performance to goals

Accelerate Organic Growth Through Customer Loyalty



- Record New Business Award
- Envision Product Mix
- Pricing

Leverage Continuous Improvement to Safely Deliver Quality, Reliability & Efficiency



- Operating Efficiencies the Best Performance Since 2018

Develop Solutions That Meet Customers' Needs for Improved Design, Quality, Efficiency and Sustainability



- Continued Growth in Sustainable Packaging Solutions

Selectively Acquire for Scale and to Expand Offerings and Capabilities



- Synergy Capture from 2022 Acquisitions Going Well
- Completion of Another Bolt-On

Develop a Diverse Team Aligned with our Culture



- Team Focused On Long-Term Value Creation

Altium Commercial Updates

- Commercial strategy and portfolio diversification driving volume favorable to market trends⁽¹⁾
- Continued progress on contract renewals extending customer relationships under favorable conditions
- >60% of business under contract until 2025 or beyond
- Continue to monitor and implement pricing actions
- Q2 2023 was highest new business awards in company history



1. Based on Nielsen Research

Significant Investment for Future Growth

Milo's Tea On-Site



- New large customer award to build onsite under long-term agreement
- Largest single customer investment in history of Altium
- Expect to be fully operational in Q2 2024

Envision Plastics Expansion



- Continued and expected new demand for EcoPrime® product driving investment
- Largest capital investment in business under Altium's ownership
- Expect to be online in early 2024

Healthcare Expansion



- Arizona expansion to better serve the West Coast market and drive operating efficiencies
- Completion and operational expected in Q2 2024

Footprint Optimization



- Recent acquisitions combined with available capacity driving network optimization moves
- Three plants closed in 2023 and continue to evaluate other opportunities for consolidation

Acquisitions Favorably Impacting Business

- Plastic Industries and Andersen Plastics Acquisitions
 - Recently passed the 1-year anniversary of these transactions
 - Even with market demand softness both businesses continue to perform financially at or better than expected
 - Net synergies exceeding expectations
 - All sites but two migrated to Altium systems
- Bolt-on acquisition completed in June
- Acquired the self-manufacturing West Coast operation of one of our customers
 - Enhances long-term customer relationship
 - Optionality to leverage West Coast footprint
 - Executed a long-term contract with customer for incremental volume
 - Plant integration is essentially complete

Altium ESG report 2023



ENVISION PLASTICS

Through our Envision Plastics Division, which we acquired in 2016, we are a major provider of plastic that might otherwise be used to create disposable consumer products. Our customers, the world's leading manufacturers of consumer products, are using our plastic to create products that are more sustainable and have a lower carbon footprint. We are also using our plastic to create products that are more sustainable and have a lower carbon footprint.

18 lbs
We estimate that Envision Plastics has recycled approximately one million pounds of plastic waste since it was founded in 2016.

100M lbs
Envision continues to produce over one million pounds of recycled HDPE per year, meeting 8% of the raw material production of recycled HDPE in the U.S.

CLOVER
In 2022, we partnered with Clover Seeds to create Clover-based biodegradable packaging for our customers. Clover-based packaging is made from a natural, renewable resource and is fully compostable. Clover-based packaging is made from a natural, renewable resource and is fully compostable.

MATTEL
In 2022, Envision Plastics and Mattel teamed up to create a new line of sustainable packaging for Mattel's Barbie Ocean line. The packaging is made from a natural, renewable resource and is fully compostable.

hyndelbasell

Reducing greenhouse gas (GHG) emissions

We seek to reduce our fossil fuel consumption through implementing best practices in electricity usage and freight management. We are also exploring access to clean and renewable solar energy resources.

Cutting GHG emissions is an important element of achieving sustainability for our planet. This year we worked with consultants to create concrete Scope 1 and Scope 2 data logs tailored to our business. Our goals to have a solid baseline we can use to identify and target manufacturing locations where focused energy audits and GHG emissions projects can be most impactful.

2022	2021	2020
Scope 1		
Natural Gas	2,342	138,341
Electricity	183,432	494,709
Scope 2		
Electricity	183,432	494,709

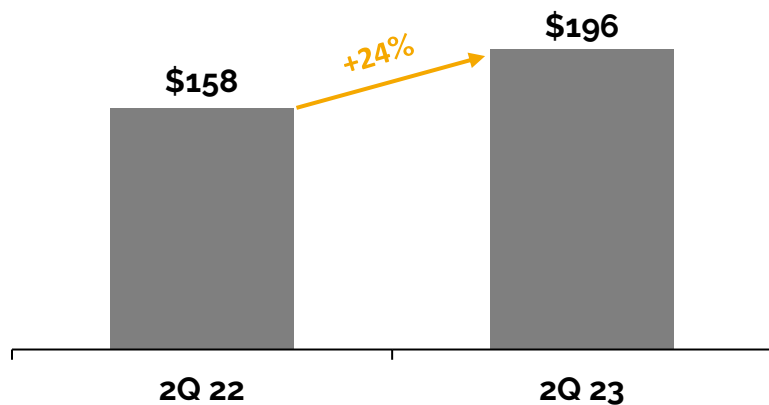
Project Whisper
Project Whisper is a new initiative we are exploring to reduce our carbon footprint by identifying and installing solar panels on our manufacturing properties. Project Whisper is a new initiative we are exploring to reduce our carbon footprint by identifying and installing solar panels on our manufacturing properties.



2Q 2023 Results

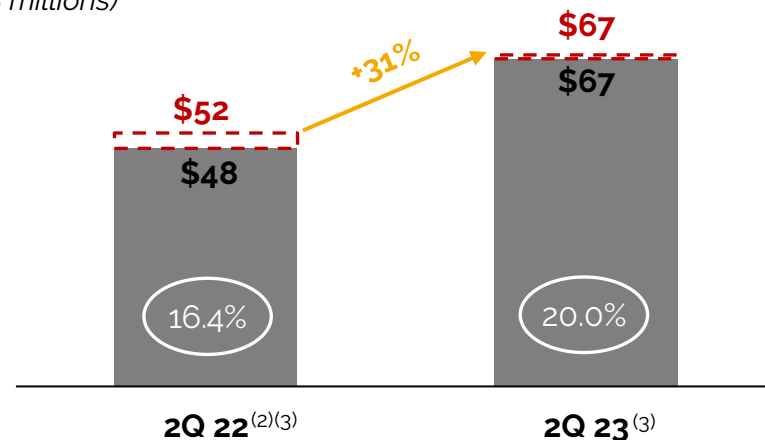
2Q 2023 Rigid Packaging COR⁽¹⁾ Actual vs Prior Year

(\$ millions)



2Q 2023 Proforma Adj EBITDA vs Prior Year

(\$ millions)



Estimated temporary resin lag impact =



Normalized proforma margin percentages =

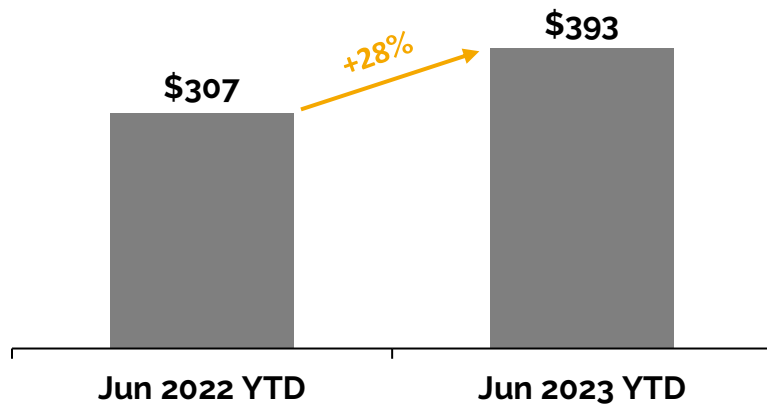


1. Core Operating Revenue (or "COR") defined as net sales minus raw material and external freight pass-through costs, adjusted for timing impacts of resin market movements. Rigid Packaging Core Operating Revenue ("COR") includes AHC, does not include Recycled Resin, and does not include the proforma impact of the acquisitions.
2. Q2 2022 PF Adjusted EBITDA as reported in August of 2022
3. Q2 2022 and Q2 2023 Proforma Adjusted EBITDA figures exclude CAE lease amortization expense of \$5.6M and \$7.2M respectively

June 2023 YTD Results

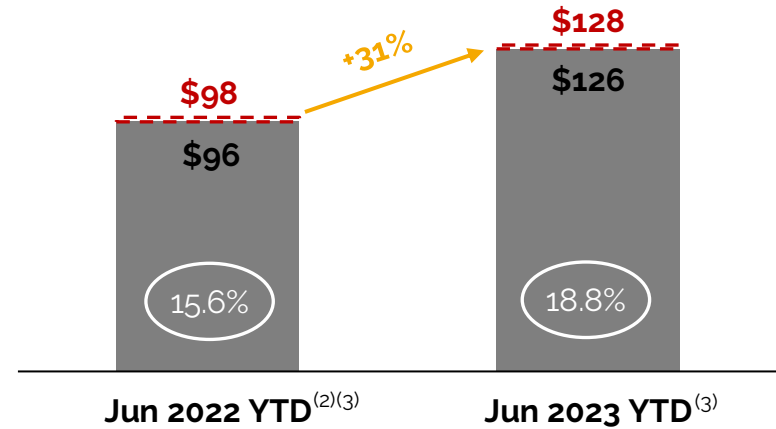
YTD 2023 Rigid Packaging COR⁽¹⁾ Actual vs Prior Year

(\$ millions)



YTD 2023 Proforma Adj EBITDA vs Prior Year

(\$ millions)



Estimated temporary resin lag impact =



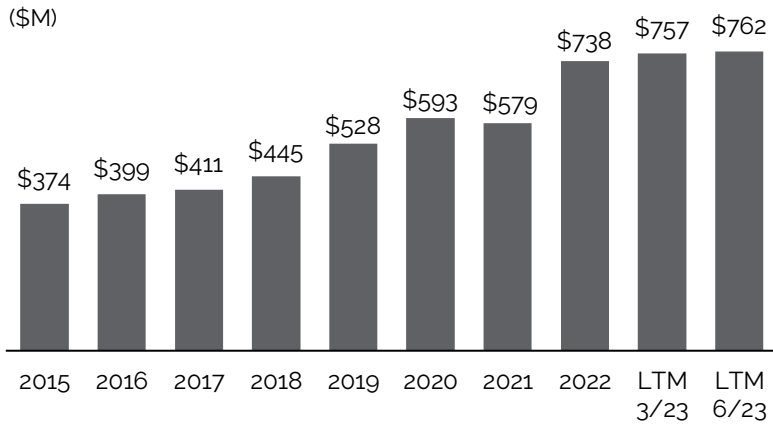
Normalized proforma margin percentages =



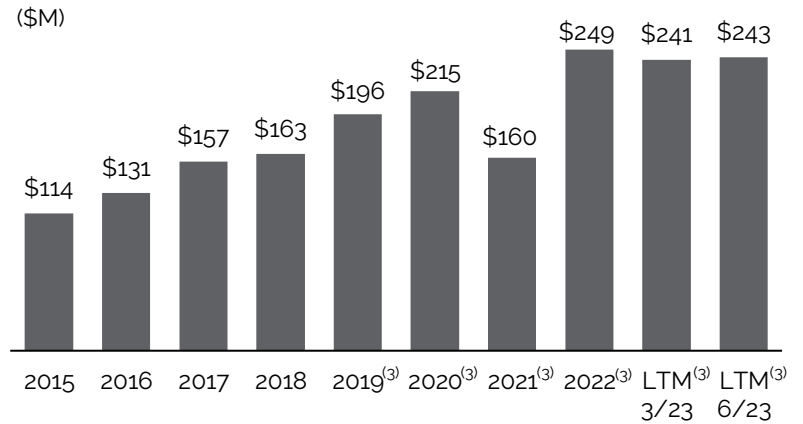
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2. June 2023 YTD PF Adjusted EBITDA as reported in August of 2022
3. June 2022 YTD and June 2023 YTD Proforma Adjusted EBITDA figures exclude CAE lease amortization expense of \$11.2M and \$14.5M respectively

Summary Financial Performance

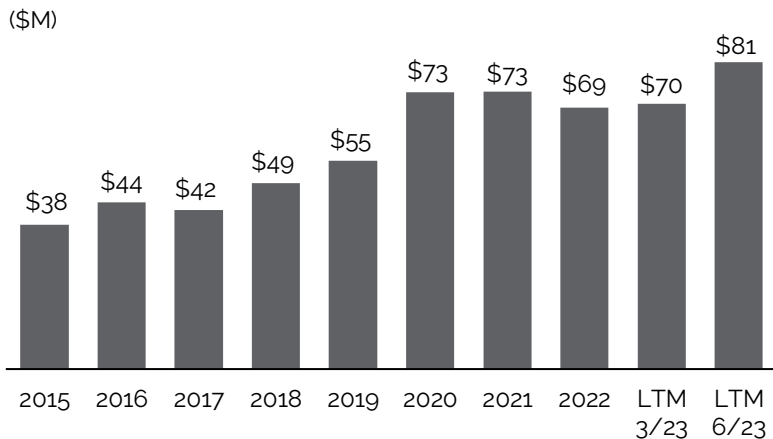
PF Rigid Packaging COR⁽¹⁾⁽²⁾



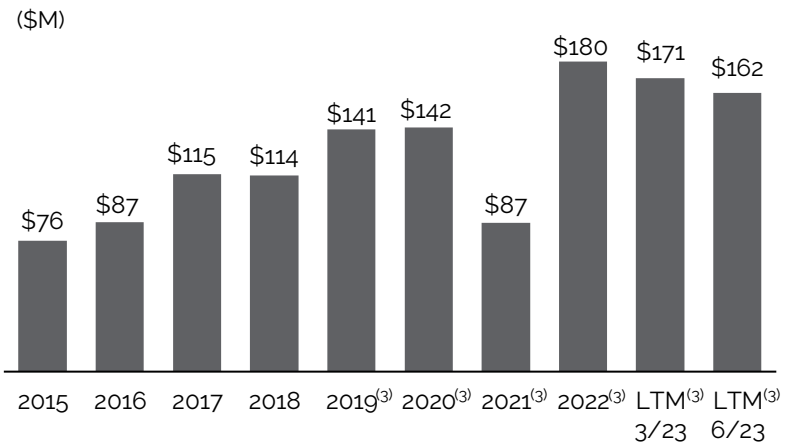
PF Adjusted EBITDA⁽¹⁾



PF Capex⁽⁴⁾



Free Cash Flow⁽⁵⁾



1. Pro Forma (PF) figures include the proforma impact of acquisitions through 2Q 2023. Figures are not normalized for the temporary resin lag and winter storm impacts.
2. Core Operating Revenue (or "COR") defined as net sales minus raw material and external freight pass-through costs, adjusted for timing impacts of resin market movements. Rigid Packaging Core Operating Revenue ("COR") includes AHC, does not include Recycled Resin
3. 2019, 2020, 2021, 2022, March 2023 and June 2023 LTM PF Adj EBITDA figures exclude \$19.3M, \$20.3M, \$21.1M, \$24.8M, \$26.5M, and \$28.1M of CAE lease amortization expense respectively
4. Excludes mold spend. FY 2019 and 2022 capex are pro forma for acquisitions completed during 2019 and 2022 respectively.
5. Free Cash Flow defined as PF Adjusted EBITDA - PF Capex

Balance Sheet as of 6/30/2023

(in '000's)

ASSETS

CURRENT ASSETS:

CASH	
ACCOUNTS RECEIVABLE, NET	
INVENTORIES	
OTHER CURRENT ASSETS	
TOTAL CURRENT ASSETS	
PROPERTY AND EQUIPMENT, NET	
GOODWILL	
INTANGIBLES AND OTHER ASSETS	

LIABILITIES AND MEMBER'S EQUITY

CURRENT LIABILITIES:

ACCOUNTS PAYABLE	
ACCRUED LIABILITIES	
REVOLVING CREDIT FACILITY	
CURRENT PORTION LONG-TERM DEBT	
TOTAL CURRENT LIABILITIES	
LONG-TERM DEBT	
OTHER LIABILITIES	
MEMBERS' EQUITY	

APKGLLC	
June 30 2023 (Unaudited)	December 31, 2022 (Audited)
\$ 11,106	\$ 11,132
174,630	183,702
102,860	106,698
<u>13,714</u>	<u>25,465</u>
302,310	326,997
588,831	563,302
492,636	491,980
<u>677,281</u>	<u>690,815</u>
<u>\$ 2,061,058</u>	<u>\$ 2,073,094</u>
\$ 88,432	\$ 84,507
75,624	75,266
34,000	45,000
<u>13,524</u>	<u>13,442</u>
211,580	218,215
1,145,404	1,150,468
125,620	153,262
<u>578,454</u>	<u>551,149</u>
<u>\$ 2,061,058</u>	<u>\$ 2,073,094</u>

➤ Net debt was ~\$1,190M and available liquidity was ~\$162M.



APPENDIX

Altium Packaging Overview



A leading North American manufacturer of rigid plastic packaging



Headquartered in Atlanta, GA
74 North American manufacturing facilities⁽¹⁾
Approximately 4,000 employees



Broad technology capabilities to support a diversified business mix and end markets



Envision Plastics is a leading domestic supplier of post-consumer recycled resin



Innovation team at the headquarters' Studio PKG Design Center

Packaging

- Specialty Chemical
- Household Chemical
- Industrial Chemical
- Automotive
- Personal Care
- Food & Nutrition
- Water
- Specialty beverage
- Dairy & Milk Alternatives

Altium Healthcare

- Prescription bottles
- Pharmaceutical / Nutraceutical bottles
- Closures / ChildSafe Closures
- Custom labeling

Envision Plastics

- Leader in HDPE post-consumer resin (PCR)
- EcoPrime® food contact PCR
- OceanBound Plastic
- PRISMA® color-sorted resin
- Deodorized Resin®

1. 74 operating facilities as of 6/30/23

2Q 2023 Financial Performance Summary

Overview	<ul style="list-style-type: none">• Earnings growth trends continued in 2Q 2023 with EBITDA normalized for the temporary resin lag impacts improving for the 5th straight quarter on a year-over-year basis• 2Q 2023 performance improved driven by continued margin improvements including the continued realization of the pricing initiative impacts coupled with the accretive impacts of the acquisitions<ul style="list-style-type: none">▪ Continued successful realization of the pricing initiatives continue to drive recovery of inflationary impacts▪ Altium Production System driving progress and improving operating performance▪ Dura-Lite® containers have now reached 2.5 billion units sold, as innovation and sustainable designs continue to be core to success
Core Operating Revenue (COR)⁽¹⁾	<ul style="list-style-type: none">• 2Q 2023 Rigid Packaging COR⁽¹⁾ grew 24% vs 2Q 2022, the 6th consecutive quarter with a year-over-year increase<ul style="list-style-type: none">▪ Rigid Packaging COR⁽¹⁾ increased in 2Q 2023 vs the prior year as pricing and margin improvement initiatives combined with the accretive impacts of the acquisitions offset lower base volumes in the quarter
PF Adjusted EBITDA	<ul style="list-style-type: none">• Virgin resin prices increased in the 1st quarter of 2023 before beginning to decline late in the 2nd quarter. This resulted in a small net unfavorable temporary resin lag impact for 2Q 2023, compared with a larger unfavorable temporary resin lag impact in 2Q 2022<ul style="list-style-type: none">▪ Normalized for the unfavorable temporary resin market lag impacts, 2Q 2023 Proforma Adjusted EBITDA⁽²⁾ was 31% higher than the prior year normalized 2Q 2022 Proforma Adjusted EBITDA⁽²⁾⁽³⁾, driven by continued margin improvement initiatives and realization of the pricing action impacts in Rigid Packaging combined with the accretive impacts of the acquisitions, partially offset by lower volumes and the inflationary environment and cost increases

1. Core Operating Revenue (or "COR") defined as net sales minus raw material and external freight pass-through costs, adjusted for timing impacts of resin market movements

2. 2Q 2022 and 2Q 2023 Proforma Adjusted EBITDA exclude quarterly CAE lease amortization expense of \$5.6M and \$7.2M respectively

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