



# Investor Update

1<sup>st</sup> Quarter 2019

(Unaudited)

May 15, 2019

# Disclaimer

This presentation contains forward-looking information and forward-looking statements, as defined under applicable securities laws, (hereinafter collectively referred to as “forward-looking statements”) that involve a number of risks and uncertainties. Forward-looking statements include all statements that are predictive in nature or depend on future events or conditions. Forward-looking statements are typically identified by the words “believes,” “expects,” “anticipates,” “estimates,” “intends,” “plans” or similar expressions. Statements regarding the operations, business, financial condition, priorities, ongoing objectives, strategies and outlook of the Company, other than statements of historical fact, are forward-looking statements. Specifically, this presentation contains forward-looking statements regarding the anticipated growth in sales, income and profitability of the Company’s segments; the Company’s capital spending levels and planned capital expenditures in 2019; the Company’s ongoing business strategy; the Company’s planned restructuring expenditures; the Company’s expectations regarding general business and economic conditions; the Company’s expectation that the Rheinfelden joint venture will start up in second quarter of 2019 and will be profitable in 2020; the Company’s expectation that Innovia Mexican operations will commence production on its new line during the second quarter of 2019; the Company’s expectation of Q3 start-up losses on the Mexican biaxially oriented polypropylene (“BOPP”) manufacturing line; the Company’s expectation that Innovia’s progress will continue; the Company’s expectation that Avery’s second quarter results will be contingent on back-to-school demand; and the Company’s expectation that the Checkpoint \$6.0 million restructuring initiatives will complete in Q1 2020 and drive future profitability improvement of \$6.0 million.

Forward-looking statements are not guarantees of future performance. They involve known and unknown risks and uncertainties relating to future events and conditions including, but not limited to, the uncertainty of the recovery from the global financial crisis and its impact on the world economy and capital markets; the impact of competition; consumer confidence and spending preferences; general economic and geopolitical conditions; currency exchange rates; interest rates and credit availability; technological changes; changes in government regulations; risks associated with operating and product hazards; and the Company’s ability to attract and retain qualified employees. Do not unduly rely on forward-looking statements as the Company’s actual results could differ materially from those anticipated in these forward-looking statements. Forward-looking statements are also based on a number of assumptions, which may prove to be incorrect, including, but not limited to, assumptions about the following: consumer spending; improved customer demand for the Company’s products; continued historical growth trends, market growth in specific sectors and entering into new markets; the Company’s ability to provide a wide range of products to multinational customers on a global basis; the benefits of the Company’s focused strategies and operational approach; the achievement of the Company’s plans for improved efficiency and lower costs, including stable aluminum and resin costs; the availability of cash and credit; fluctuations of currency exchange rates and the Company’s continued relations with its customers. Should one or more risks come to fruition or should any assumption prove incorrect, then actual results could vary materially from those expressed or implied in the forward-looking statements. Further details on key risks can be found throughout this report and particularly in Section 4: “Risks and Uncertainties” of the 2018 Annual MD&A.

Except as otherwise indicated, forward-looking statements do not take into account the effect that transactions or non-recurring or other special items announced or occurring after the statements are made may have on the Company’s business. Such statements do not, unless otherwise specified by the Company, reflect the impact of dispositions, sales of assets, monetizations, mergers, acquisitions, other business combinations or transactions, asset write-downs or other charges announced or occurring after forward-looking statements are made. The financial impact of these transactions and non-recurring and other special items can be complex and depends on the facts particular to each of them and therefore cannot be described in a meaningful way in advance of knowing specific facts.

The forward-looking statements are provided as of the date of this presentation and the Company does not assume any obligation to update or revise the forward-looking statements to reflect new events or circumstances, except as required by law.

Additional information relating to the Company, including the Company’s Annual Information Form, is available on SEDAR at [www.sedar.com](http://www.sedar.com) or on the Company’s website [www.cclind.com](http://www.cclind.com).

# IFRS 16 Adoption

Factors affecting comparatives for Q119.....

- Adds \$162.3 million of right-of-use assets and \$167.5 million associated lease liabilities to the balance sheet, impacts total debt leverage ratio by 10bps
- Adds \$1.7 million to operating income<sup>(1)</sup>, with corresponding \$1.7 million move to net finance costs, zero impact on earnings
- Adds \$10.9 million to EBITDA<sup>(1)</sup> on right-of-use assets depreciation in lieu of lease expense, net of interest
- Impacts operating cash flow for payments on leases, zero impact on total cash flow
- No adjustments made to adjusted earnings statements for any of the above

# Statement of Earnings

Periods Ended March 31<sup>st</sup>

(millions of CDN \$)	Three months		Change	
	2019	2018	Reported	Ex FX
Sales	\$ 1,332.1	\$ 1,227.1	+9%	+8%
Operating income <sup>(1)</sup>	204.8	200.6	+2%	+2%
Corporate expense	<u>14.3</u>	<u>19.1</u>		
	190.5	181.5		
Finance cost, net	<u>22.0</u>	<u>19.0</u>		
	168.5	162.5		
Restructuring and other items	1.4	3.3		
Earnings in equity accounted investments	<u>1.1</u>	<u>0.9</u>		
Earnings before income taxes	168.2	160.1		
Income taxes	<u>44.6</u>	<u>41.4</u>		
Net earnings	<u>\$ 123.6</u>	<u>\$ 118.7</u>	+4%	+4%
Effective tax rate	26.7%	26.0%		
EBITDA <sup>(1)</sup>	\$ 271.3	\$ 249.4	+9%	+9%

# Earnings Per Share

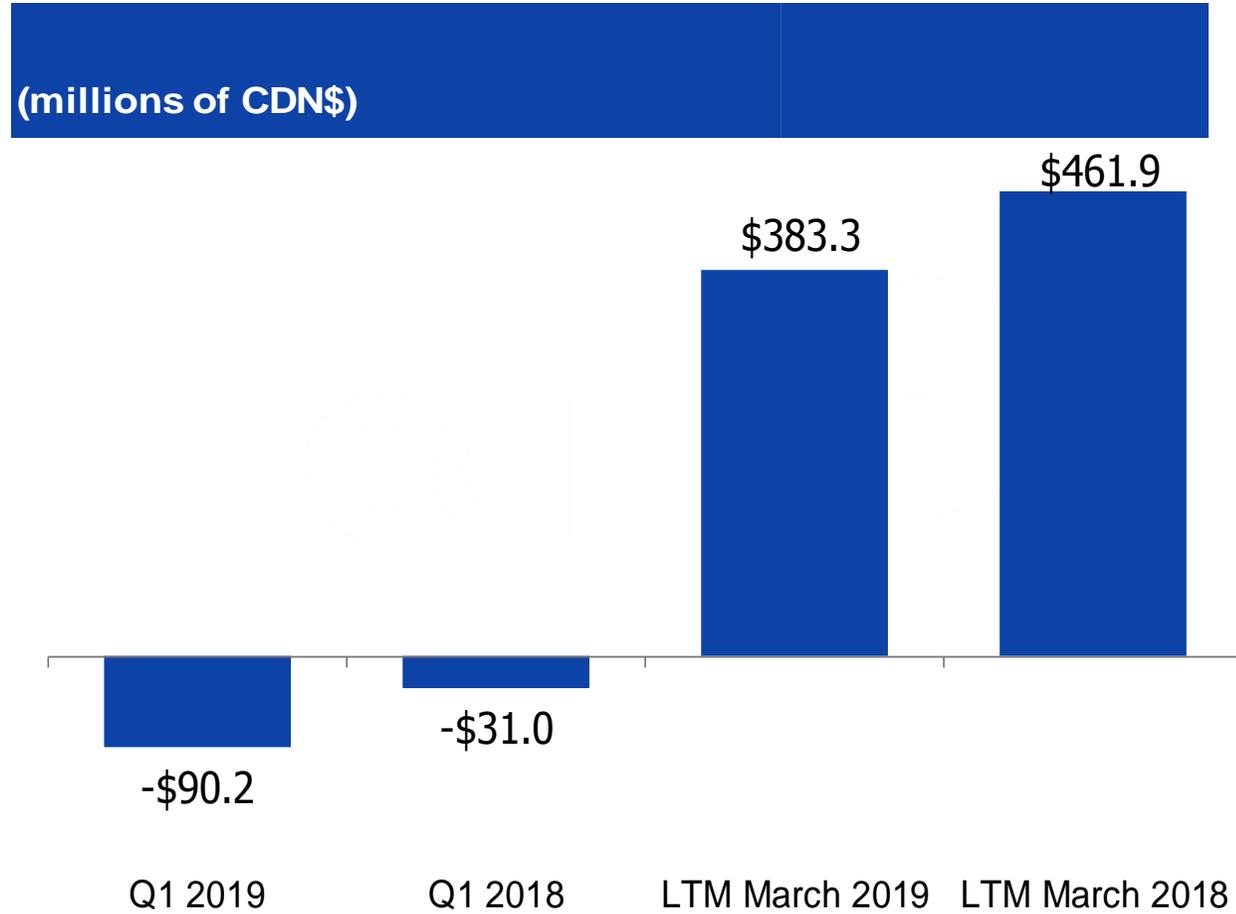
Periods Ended March 31<sup>st</sup>

Per Class B share	Three months		
	2019	2018	Change
<b>Net earnings - basic</b>	\$ 0.70	\$ 0.67	+5%
Net loss from restructuring and other items	0.01	0.02	
<b>Adjusted basic earnings<sup>(1)</sup></b>	<u>\$ 0.71</u>	<u>\$ 0.69</u>	+3%
Adjusted basic earnings variance (after tax) due to:			
Operating income	\$ 0.02		
Corporate expenses	0.02		
Interest expenses	(0.01)		
Earnings in equity accounted investment:	-		
Change in effective tax rate	(0.01)		
FX translation impact	-		
	<u>\$ 0.02</u>		

- 2019 restructuring and other items includes \$1.4 million for severance costs associated with Innovia UK's operations.
- 2018 restructuring and other items includes \$3.3 million for Checkpoint restructuring and other acquisition related costs.

# Free Cash Flow From Operations<sup>(2)</sup>

Periods Ended March 31<sup>st</sup>



# Cash & Debt Summary

(millions of CDN \$)	March 2019	December 2018
Syndicated revolving LTD (US\$594.0MM, €18.5MM, £60.3MM and C\$101.0MM)	\$ 1,026.6	\$ 1,013.5
Bonds (US\$500.0MM due 2026, C\$300.0MM due 2028)	967.5	981.8
Syndicated term facility (US\$366.0MM due 2021)	488.6	499.1
Bilateral credit facility (US\$20.7MM due 2021)	27.6	-
Lease liabilities	167.5	-
Debt - all other, net of issuance costs	(4.3)	(2.8)
Total debt	\$ 2,673.5	\$ 2,491.6
Less: Cash and cash equivalents	(495.8)	(589.1)
Net debt	\$ 2,177.7	\$ 1,902.5

- Leverage ratio of 2.1x times EBITDA
- Available capacity within the syndicated revolving facility is US\$429 million

# Capital Spending

Three Months Ended March 31<sup>st</sup> 2019

(millions of CDN \$)	Capital Spending	Depreciation & Amortization	Difference
CCL	\$ 81.2	\$ 50.1	\$ 31.1
Avery	2.8	4.3	(1.5)
Checkpoint	5.8	7.1	(1.3)
Innovia	7.5	9.8	(2.3)
Corporate	-	0.3	(0.3)
	<u>\$ 97.3</u>	<u>\$ 71.6</u>	<u>\$ 25.7</u>

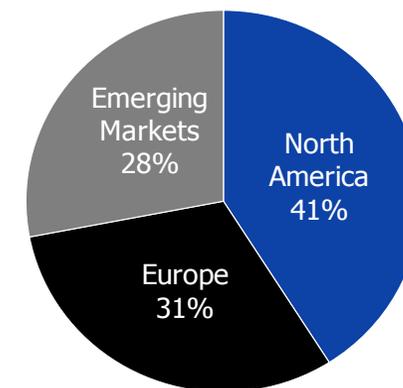
- Excludes Right-of-Use asset additions and depreciation (IFRS 16 – Leases)
- \$350 million planned expenditure for 2019

# CCL

Periods Ended March 31<sup>st</sup>

(millions of CDN \$)	Three months		Change	
	2019	2018	Reported	Ex FX
Sales	\$ 851.1	\$ 807.7	+5%	+5%
Operating income <sup>(1)</sup>	\$ 142.0	\$ 146.3	(3%)	(4%)
Return on sales	16.7%	18.1%		
EBITDA <sup>(1)</sup>	\$ 197.1	\$ 194.6	+1%	+1%
% of sales	23.2%	24.1%		

- 4.2% organic sales growth; 0.7% acquisition growth; 0.5% positive currency change
- Americas up mid-single digit, Europe & Asia Pacific low single digit



Label Sales by Geography

# CCL

Periods Ended March 31<sup>st</sup>

## CCL Consumer & Healthcare

- **Home & Personal Care** posted solid sales growth in labels & tubes but lower aerosol volume held profits to modest underlying increase
- **Healthcare & Specialty** results essentially flat
- **Food & Beverage** results driven by double digit sales increases across all product lines & geographies, profitability improved

## CCL Design

- **Electronics** sales up double digit organically, strong US\$ helped profitability
- **Automotive** results declined on softer demand and start up costs in Mexico

## CCL Secure

- Good performance in **Australia & USA**, constant currency profit up modestly combined
- Lower profits in the **U.K. & Mexico** vs exceptional prior year

# Joint Ventures

Periods Ended March 31<sup>st</sup>

Results at 100% (millions of CDN \$)	Three months	
	2019	2018
<b>Sales</b>		
Label Ventures	\$ 30.2	\$ 28.5
Rheinfelden	-	1.3
	<u>\$ 30.2</u>	<u>\$ 29.8</u>
<b>Net income</b>		
Label Ventures	\$ 3.1	\$ 2.2
Rheinfelden	(0.8)	(0.5)
	<u>\$ 2.3</u>	<u>\$ 1.7</u>
<b>EBITDA<sup>(1)</sup></b>		
Label Ventures	\$ 5.8	\$ 5.3
Rheinfelden	(0.9)	(0.7)
	<u>\$ 4.9</u>	<u>\$ 4.6</u>
<b>Label Ventures equity share*</b>	<b>\$ 1.5</b>	<b>\$ 1.1</b>
<b>Rheinfelden equity share*</b>	<b>\$ (0.4)</b>	<b>\$ (0.2)</b>

- CCL Korsini U.S. start up losses in the prior year, acquired May 2018
- Rheinfelden impacted by a plant fire, restart planned for summer 2019
- Profit in Russia lower on higher costs for new capacity, but up significantly in the Middle East

# Avery

Periods Ended March 31<sup>st</sup>

(millions of CDN \$)	Three months		Change	
	2019	2018	Reported	Ex FX
Sales	\$ 157.6	\$ 146.3	+8%	+6%
Operating income <sup>(1)</sup>	\$ 27.9	\$ 24.0	+16%	+15%
Return on sales	17.7%	16.4%		
EBITDA <sup>(1)</sup>	\$ 33.8	\$ 27.9	+21%	+19%
% of sales	21.4%	19.1%		

- 2.8% organic sales growth compared to a soft Q118
- Direct-to-consumer product lines continue to grow at a double digit pace

# Checkpoint

Periods Ended March 31<sup>st</sup>

(millions of CDN \$)	Three months		Change	
	2019	2018	Reported	Ex FX
Sales	\$ 173.5	\$ 177.4	(2%)	(2%)
Operating income <sup>(1)</sup>	\$ 20.3	\$ 22.8	(11%)	(9%)
Return on sales	11.7%	12.9%		
EBITDA <sup>(1)</sup>	\$ 29.3	\$ 30.3	(3%)	(2%)
% of sales	16.9%	17.1%		

- 1.8% organic decline, Q118 up 16.8% on two large, chain wide technology orders. Excluding these customers, underlying base business growth solid
- Apparel labels up double digit including RFID
- Planning operational footprint changes in apparel labels to match customer sourcing strategies....\$6 million restructuring with a one year pay back. Q1 2020 completion

# Innovia

Periods Ended March 31<sup>st</sup>

(millions of CDN \$)	Three months		Change	
	2019	2018	Reported	Ex FX
Sales	\$ 149.9	\$ 95.7	+57%	+57%
Operating income <sup>(1)</sup>	\$ 14.6	\$ 7.5	+95%	+99%
Return on sales	9.7%	7.8%		
EBITDA <sup>(1)</sup>	\$ 25.0	\$ 15.4	+62%	+65%
% of sales	16.7%	16.1%		

- Sales growth acquisition driven, pricing & mix offset lower volume
- Legacy Innovia improved on better mix, pricing & productivity actions and stable European resin cost, Treofan benefitted from lower US resin cost & contributed positively
- New Mexican BOPP line will start up late Q2, any cost impact more likely in Q3

# IFRS 16 Adoption Impact

Three Months Ended March 31<sup>st</sup> 2019

(millions of CDN \$)	As reported March 2019	IFRS 16 Adjustments March 2019	Pro-Forma March 2019	As reported March 2018	Change
Operating income <sup>(1)</sup>					
CCL	\$ 142.0	\$ (1.0)	\$ 141.0	\$ 146.3	
Avery	27.9	(0.3)	27.6	24.0	
Checkpoint	20.3	(0.3)	20.0	22.8	
Innovia	14.6	(0.1)	14.5	7.5	
	<u>\$ 204.8</u>	<u>\$ (1.7)</u>	<u>\$ 203.1</u>	<u>\$ 200.6</u>	+1%
EBITDA <sup>(1)</sup>					
CCL	\$ 197.1	\$ (6.0)	\$ 191.1	\$ 194.6	
Avery	33.8	(1.9)	31.9	27.9	
Checkpoint	29.3	(2.2)	27.1	30.3	
Innovia	25.0	(0.7)	24.3	15.4	
Corporate	(13.9)	(0.1)	(14.0)	(18.8)	
	<u>\$ 271.3</u>	<u>\$ (10.9)</u>	<u>\$ 260.4</u>	<u>\$ 249.4</u>	+4%

# Outlook

Factors to consider for Q2 2019....

- CCL Secure polymer currency plants currently fully loaded vs volume hiatus in Q218
- Base CCL global business demand stable
- Avery trends continued in April, June back-to-school demand will dictate quarter
- Checkpoint comps ease significantly as the quarter progresses
- Innovia progress expected to continue, new BOPP line in Mexico starts up in June
- FX nominal at current exchange rates

# Questions



# Definitions Appendix

(1) Non-IFRS measure; see MD&A dated March 31, 2019 for definition.

(2) Free Cash Flow from Operations (non-IFRS measure) = cash from operating activities less capital expenditures, net of proceeds from sale of property, plant and equipment.

# Segment Reporting

**CCL Segment (“CCL”)** is made up of five customer sectors. The Company trades in three of them as CCL Label (and CCL Container or CCL Tube to recognize product differentiation where relevant) and one each as CCL Design and CCL Secure. The differentiated CCL sub branding, points to the nature of the application for the final product. The sectors have many common or overlapping customers, process technologies, information technology systems, raw material suppliers and operational infrastructures. CCL supplies innovative labels, aluminum aerosols and tube solutions to Home & Personal Care customers; decorative and functional labels for Food & Beverage companies to premiumize brands, and regulated and complex multi-layer labels for major pharmaceutical, consumer medicine, medical instrument and industrial or consumer chemical customers referred to as the Healthcare & Specialty business. CCL Design, supplies long-life, high performance labels and other products to automotive, electronics and durable goods OEMs. CCL Secure supplies polymer bank note substrate, pressure sensitive stamps, passport components and other security products to government institutions and to corporations for brand protection.

**Avery Segment (“Avery”)** Avery is the world’s largest supplier of labels, specialty converted media and software solutions to enable short-run digital printing in businesses and homes alongside complementary office products sold through distributors and mass market retailers. The products are split into three primary lines: (1) Printable Media, including address labels, shipping labels, marketing and product identification labels, business cards, and name badges supported by customized software solutions; (2) Organizational Products Group (“OPG”), including binders, sheet protectors, indexes & dividers and writing instruments; (3) Direct to Consumer digitally imaged media including labels, business cards, name badges, and family oriented identification labels supported by unique web-enabled e-commerce URLs.

**Checkpoint Segment (“Checkpoint”)** is a leading manufacturer of technology-driven loss-prevention, inventory-management and labeling solutions, including RF and RFID solutions, to the retail and apparel industry. The Segment has three primary product lines: Merchandise Availability Solutions (“MAS”), Apparel Labeling Solutions (“ALS”) and “Meto”. The MAS line focuses on electronic-article-surveillance (“EAS”) systems; hardware, software, labels and tags for loss prevention and inventory control systems including radio frequency identification (“RFID”) solutions. ALS products are apparel labels and tags, some of which are RFID capable. Meto supplies hand-held pricing tools and labels and promotional in-store displays.

**Innovia Segment (“Innovia”)** supplies specialty, high-performance, multi-layer, surface engineered BOPP films from facilities in Australia, Belgium, Mexico and the United Kingdom to customers in the pressure sensitive label materials, flexible packaging and consumer packaged goods industries worldwide. Additionally a small percentage of the total volume is sold internally to CCL Secure while the smaller legacy facilities produce almost their entire output for CCL Label.