## SIG COMBIBLOC OCTAVIAN SEMINAR



SAMUEL SIGRIST, CEO FRANK HERZOG, CFO

15 JANUARY 2021

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In this presentation, we utilise certain alternative performance measures, including EBITDA, adjusted EBITDA, core revenue, adjusted net income, adjusted earnings per share, net capital expenditure, free cash flow, ROCE and cash conversion that in each case are not recognised under International Financial Reporting Standards ("IFRS"). These alternative non-IFRS 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 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 is defined as profit or loss before net finance expense, income tax expense, depreciation of property, plant and equipment and right-of-use assets, and amortisation of intangible assets.

Adjusted EBITDA is defined as EBITDA adjusted to exclude certain non-cash transactions and items of a significant or unusual nature including, but not limited to, transaction- and acquisition-related costs, restructuring costs, unrealised gains or losses on derivatives, gains or losses on the sale of non-strategic assets, asset impairments and write-downs and share of profit or loss of joint ventures, and to include the cash impact of dividends received from joint ventures.

Adjusted net income is defined as profit or loss adjusted to exclude certain items of significant or unusual nature, including, but not limited to, the non-cash foreign exchange impact of non-functional currency loans, amortisation of transaction costs, the net change in fair value of financing-related derivatives, purchase price allocation ("PPA") depreciation and amortisation, adjustments made to reconcile

#### EBITDA to adjusted EBITDA and the estimated tax impact of the foregoing adjustments.

Adjusted EBITDA and adjusted net income are not performance measures under IFRS, are not measures of financial condition, liquidity or profitability and should not be considered as alternatives to profit (loss) for the period, operating profit or any other performance measures determined or derived in accordance with IFRS or operating cash flows determined in accordance with IFRS.

Additionally, adjusted EBITDA is 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 and tax payments. We believe that the inclusion of adjusted EBITDA and adjusted net income 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 adjusted EBITDA, core revenue, adjusted net income and other alternative performance measures in this presentation identically, they may not be comparable to other similarly titled measures in other companies.

For additional information about alternative performance measures used by management that are not defined in IFRS, including definitions and reconciliations to measures defined in IFRS, refer to the consolidated financial statements for the year ended 31 December 2019 included in the SIG 2019 Annual Report. For alternative performance measures that are not included in the 2019 Annual Report but only in this presentation, definitions of such measures are included in the footnotes on the slides where they are presented.

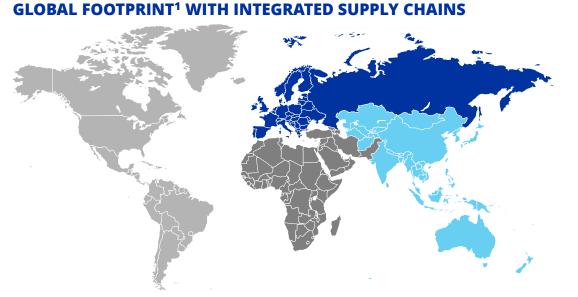
Some financial information in this presentation has been rounded and, as a result, the figures shown as totals in this presentation may vary slightly from the exact arithmetic aggregation of the figures that precede them

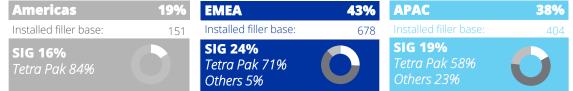
Please note that combismile is currently not available in Germany, Great Britain, France, Italy and Japan.





## **LEADING SYSTEMS & SOLUTIONS PROVIDER** FOR ASEPTIC PACKAGING





1. Core revenues 2. Estimated revenue 2019; Other: food, wine, syrups, water, etc.3. Share of global aseptic liquid dairy, non-carbonated soft drinks & aseptic/retort liquid food carton supply in core geographies excl. Japan, India, Peru, Argentina, Chile in 2018. 4. Short for Non-System Suppliers

Note: Financials and other statistics as of December 31, 2019 unless noted otherwise. Post-tax ROCE at actual tax rate is 24.1%. Source: Company information (FY 2018) and SIG Market Study

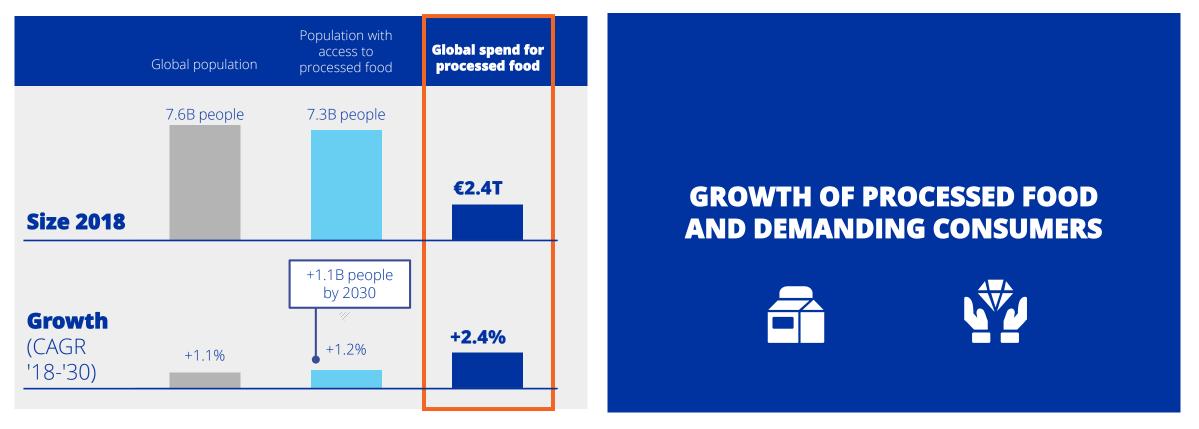
| <b>#2 system</b><br><b>provider globally</b><br>in resilient, growing<br>end-markets | Razor/raz<br>blade bus<br>model wit<br>term custo<br>relationshi | h long-<br>mer | <b>1,233 f</b><br>field | <b>illers</b> in the                                  |
|--|--|----------------|-------------------------|---|
| <b>Core revenue</b><br>€1.77bn   | Adj. EBITI<br>margin 27<br>Post-tax I<br>22.8%                   | 7.2%           |                         | <b>record</b> of<br>and margin<br>ion                 |
| End-markets <sup>2</sup>   |  |                | arton sha               | ire <sup>3</sup>                                      |
| 8%   | Non-<br>carbonated-<br>soft drinks<br>Other                      | 65             | 21                      | <ul><li>Other</li><li>Tetra Pak</li><li>SIG</li></ul> |

#### 3

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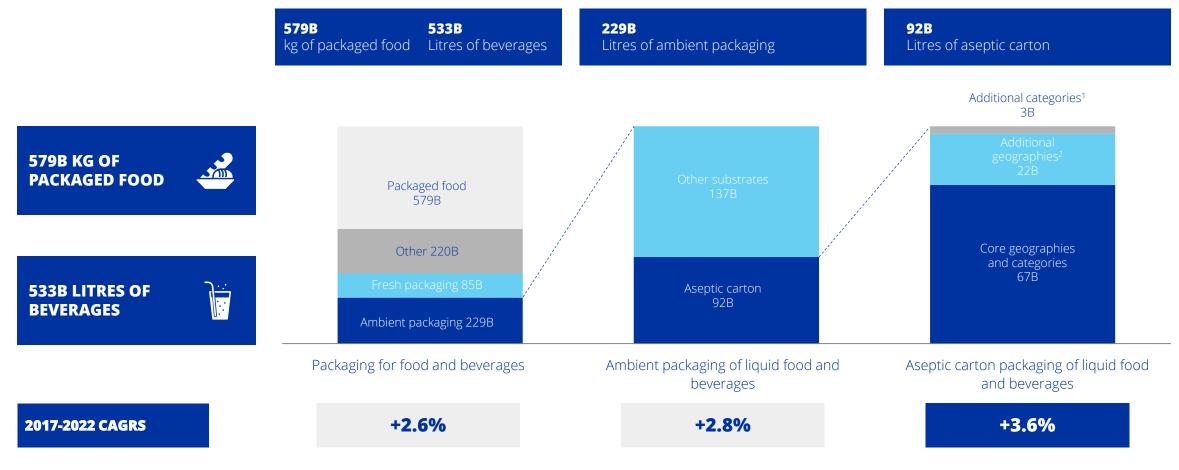
**5x larger** than next NSS<sup>4</sup> competitor

## SECULAR TRENDS DRIVING ROBUST GROWTH PROCESSED FOOD GROWING 2X RATE OF GLOBAL POPULATION



Source: United Nations, Euromonitor, Company information

## ASEPTIC CARTON PACKAGING SHOWS HIGHEST GROWTH RATES



1. Additional categories include alcoholic beverages, water, nutritional, medical and sports drinks (carton only)

2. Includes 47 countries outside SIG's current core geographies

Company information

## **SIG IDEALLY POSITIONED** TO MEET MARKET AND CONSUMER TRENDS

#### SAFE AND AFFORDABLE PACKAGING AND FILLING SOLUTIONS

- Filling flexibility for customers to adjust to shifts in market demand and run multiple products on one filler
- Safe and affordable packaging formats (Lite, cb12) for transition from pouch and/or powder milk

#### DIFFERENTIATING PACKAGING SOLUTIONS FOR PREMIUM CATEGORIES

- Format/filling flexibility to cater for SKU proliferation
- Low waste rates to minimise losses of premium ingredients
  - Particulate filling capabilities to meet on-the-go/snacking trend

#### EFFICIENT PACKAGING OPERATIONS AND SAFE SUPPLY CHAINS

- SIG's integrated global supply chain
   we support our customers locally
- In partnership with our customers we constantly improve line efficiency
- Connected pack enables transparency along supply chain

#### PIONEERING IN SUSTAINABLE PACKAGING SOLUTIONS

 Our cartons with lowest CO2 footprint compared to other packaging alternatives

 Our SIGNATURE PACK is the world's first aseptic pack 100% linked to plant-based renewable material with aluminium-free design

## WE ARE AT THE HEART OF OUR CUSTOMERS' OPERATIONS





#### Filling and packaging operations

are at the heart of our customers' operations. The OEE and reliability of our machinery is crucial. With co-investments and long-term contracts we're in true partnerships



## Our service engineers are deeply integrated into our customers' day

to day operations. <550 service colleagues take care of 1,233 filling lines, ensuring efficiency and sterility



Our packaging solutions are key to our customers' brand experience and help them to interact with consumers on- and off-line

## **BUILDING ON LONG-TERM** CUSTOMER PARTNERSHIPS WITH GLOBAL AND REGIONAL LEADERS



| TOP 10 CU | STOMERS                          |                           |
|-----------|----------------------------------|---------------------------|
| CUSTOMER  | % OF 2019A<br>SLEEVES<br>REVENUE | LENGTH OF<br>RELATIONSHIP |
| 1         | 8%                               | >15 YEARS                 |
| 2         | 6%                               | >10 YEARS                 |
| 3         | 4%                               | >40 YEARS                 |
| 4         | 4%                               | >35 YEARS                 |
| 5         | 3%                               | >30 YEARS                 |
| 6         | 3%                               | >30 YEARS                 |
| 7         | 2%                               | >35 YEARS                 |
| 8         | 2%                               | >10 YEARS                 |
| 9         | 2%                               | >5 YEARS                  |
| 10        | 2%                               | >15 YEARS                 |
| TOTAL     | 36%                              | >25 YEARS ON<br>AVERAGE   |

Note: 2018 data

## **SLEEVE & FILLING TECHNOLOGY** SIG PLATFORM ENABLES A BROAD AND FLEXIBLE OFFERING

#### VOLUME AND FORMAT FLEXIBILITY

Rapid switching to cater for changing needs while keeping asset utilisation high

- Up to 16 product variants possible on one filler
- Range of fill volumes from 80ml to 2,000ml across portfolio





Different filler and product features can be added with distinct advantages



## **CONSUMER-LED INNOVATION:** WE THINK CONSUMERS

On-the-go breakfast milk with healthy cereals



Premiumise juices through real fruit inclusions



New consumption occasions with drinkable snacks



**Innovation process** starts with observation of consumer behaviour, pain points and needs



Target new consumers with rich protein drinks



Deliver nutritious soups with food particulates



Add perceptible value: Tomato passata with real tomato chunks



**Test trials** with consumers in supermarkets

SIG

**Testing and prototyping** in two established test centres in Europe and China **Co-development** of beverage products with customers in our test filling centres

## **FAST INNOVATION CYCLES** THROUGH REGIONAL TEST CENTRES

| THREE-FACETED TESTING<br>ENHANCED BY NEW |                  | WE TEST OUR CUSTOMERS<br>CAN TEST                       |  | WE LET<br>CONSUMERS TEST |  |
|--|------------------|---|--|--------------------------|--|
| REGIONAI<br>CHINA                        | L TECH CENTRE IN | Innovative structures, new shapes, product formulations | Upstream, downstream, product formulations | Consumer trials          |  |
| tres                                     | Linnich          |   |  |                          |  |
| Cen                                      | China            |   |  |                          |  |

#### **RAMP-UP OF EXISTING AND NEW TECHNOLOGIES**

- COMBISMILE EXPANSION INTO NEW AND GROWING CATEGORIES, E.G. AMBIENT YOGURT, DAIRY ALTERNATIVES, VEGETABLE PROTEIN DRINK, YOGURT DRINKS, AMBIENT FLAVOURED MILK
- TOTAL SOLUTIONS OFFERING UPSTREAM, DOWNSTREAM AND FORMULATIONS
- PRODUCT CONTENT AND PACKAGING DIFFERENTIATION
- CLOSER TO OUR CUSTOMERS AND PARTNERING IN INNOVATION
- CATERING FASTER TO INNOVATION CYCLES, ESPECIALLY IN APAC



# SUSTAINABLE BY NATURE

#### **RENEWABLE**

OUR BEVERAGE CARTONS ARE ON AVERAGE MADE OF 75% PAPERBOARD, A RENEWABLE MATERIAL.

#### RESPONSIBLE

100% OF THE PAPERBOARD USED TO MANUFACTURE OUR CARTONS COMES FROM PAPER MILLS THAT HAVE AN FSC<sup>TM</sup> CERTIFIED CHAIN-OF-CUSTODY.

#### **RESOURCE** EFFICIENT

THE BEVERAGE CARTON INDUSTRY NOW PRODUCES 40% MORE CARTONS WITH THE SAME AMOUNT OF WOOD FIBRES AS 20 YEARS AGO.

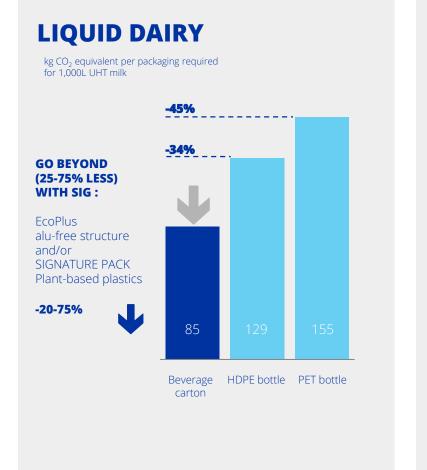
#### RECYCLABLE

ALL THE MATERIALS USED IN BEVERAGE CARTONS ARE RECYCLABLE.

#### LOWEST CARBON FOOTPRINT

OUR CARTONS PERFORM BEST COMPARED TO OTHER PACKAGING ALTERNATIVES PROVEN BY LIFE CYCLE ASSESSMENTS.

## LOWEST CARBON FOOTPRINT: CARTONS WIN EVERY TIME



#### **SOFT DRINKS** kg CO<sub>2</sub> equivalent per packaging required for 1,000L non-carbonated soft drinks -70% -39% -28% Beverage Monolayer Multilaver Disposable carton PFT bottle PFT bottle glass bottle

**NON-CARBONATED** 

\*150% PCR \*250% PCR \*3 Includes scenario scenario 59% recycled would reduce would reduce glass the impact to the impact to 106 g 132 g



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European average (EU27)/IFEU Institute Heidelberg using ISO 14040 international standard





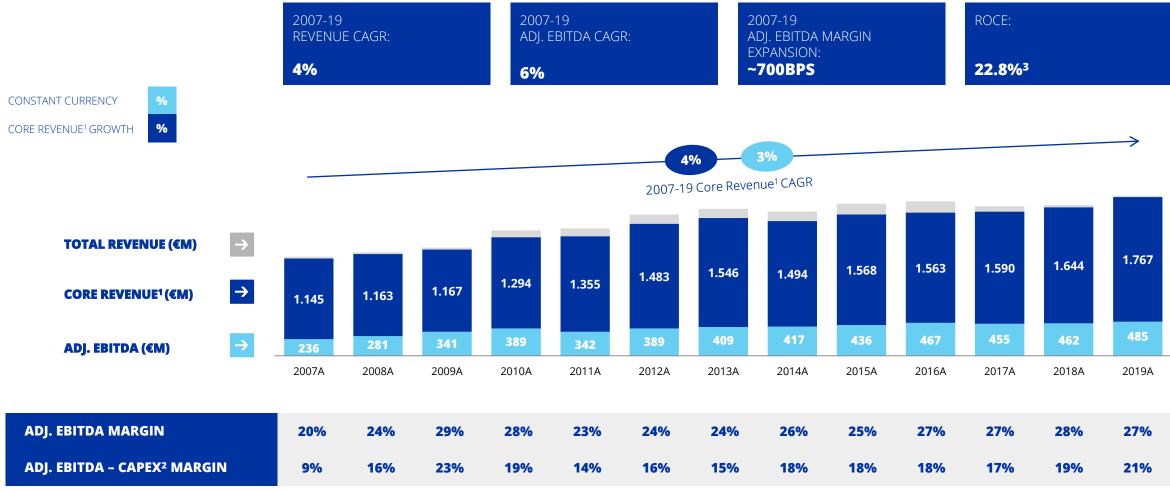
## **RAZOR / RAZORBLADE BUSINESS MODEL** GENERATING STABLE CASH FLOWS



#### **HIGH CUSTOMER RETENTION AND RECURRING SALES**

- Illustrative chart based on consistent gross margin throughout customer relationship Revenue split based on revenue generated through sale of system components and sleeves & closures for 2018

## **GENERATE GROWTH AND INCREASE** PROFITABILITY THROUGH THE CYCLE



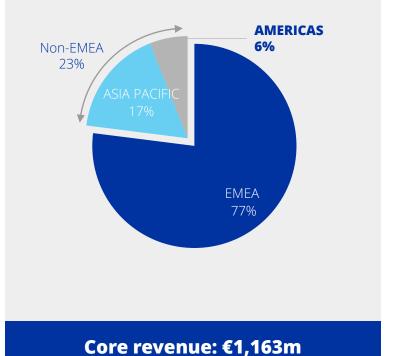
1. Core revenue represents the revenue to external customers and excludes (i) sales of laminated board (LB) to the Middle East Joint Venture and (ii) sales of folding box board (FBB) to third parties 2. Capex represents Net Capex calculated as Gross Capex less Upfront Cash 3. Post-tax ROCE presented above is calculated by adjusting pre-tax ROCE by applying a 30% REFERENCE TAX RATE to the pre-tax ROCE

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## **INCREASING FOCUS ON GROWTH REGIONS**

#### 2008

Core revenue by region



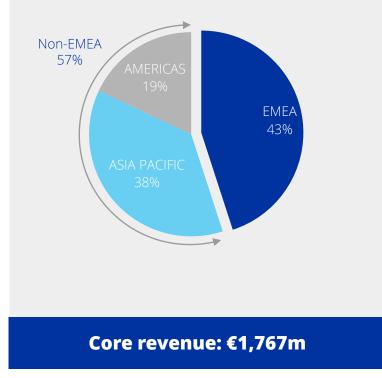
#### 2014

Core revenue by region



#### 2019

Core revenue by region







## **TRANSACTION OVERVIEW**

| Overview      | <ul> <li>SIG to acquire the remaining 50% of its Middle East JV SIG Combibloc Obeikan ("MEA JV") and gain full operational<br/>control</li> </ul>   |
|---------------|---|
| Consideration | <ul> <li>Price paid at completion as combination of cash and SIG shares</li> <li>— €167 million in cash, plus</li> <li>— Fixed number (17.5m) of newly issued SIG shares, corresponding to approximately 5% ownership on a proforma fully diluted basis</li> </ul>  |
| Governance    | <ul> <li>Mr. Abdallah Al Obeikan (CEO of OIG<sup>1</sup>), to be nominated for election to the Board of Directors of SIG at the next<br/>Annual General Meeting subject to completion of the transaction prior to the AGM as the closing condition</li> <li>Abdelghany Eladib, currently Chief Operating Officer of SIG Combibloc Obeikan, will join SIG's Group Executive<br/>Board as President &amp; General Manager, Middle East &amp; Africa - subject to completion of the transaction</li> </ul> |
| Financing     | <ul> <li>Cash component financed by available cash balances and existing credit facilities</li> <li>Leverage broadly unchanged</li> </ul>   |
| Closing       | • Expect to close in Q1 2021, subject to customary closing conditions including competition authority approvals   |

<sup>1</sup> Obeikan Investment Group

## **TRANSACTION RATIONALE FOR SIG**



Expands global presence in a region with strong growth prospects



Well-invested footprint (fillers and sleeves production)



Opportunity to continue to leverage SIG technology to meet evolving consumer needs



Full operational control of business with a very attractive growth and financial profile



Opportunity to deploy cash flows at an attractive ROCE



Free cash flow and earnings per share accretive; leverage broadly unchanged

Note: Free cash flow is defined as net cash from operating activities plus dividends received from joint ventures less capital expenditure and payments of lease liabilities

### **EMBRACING THE GROWTH IN OUR MEA BUSINESS** TRANSACTION BRINGS SIG CLOSER TO CUSTOMERS IN MEA

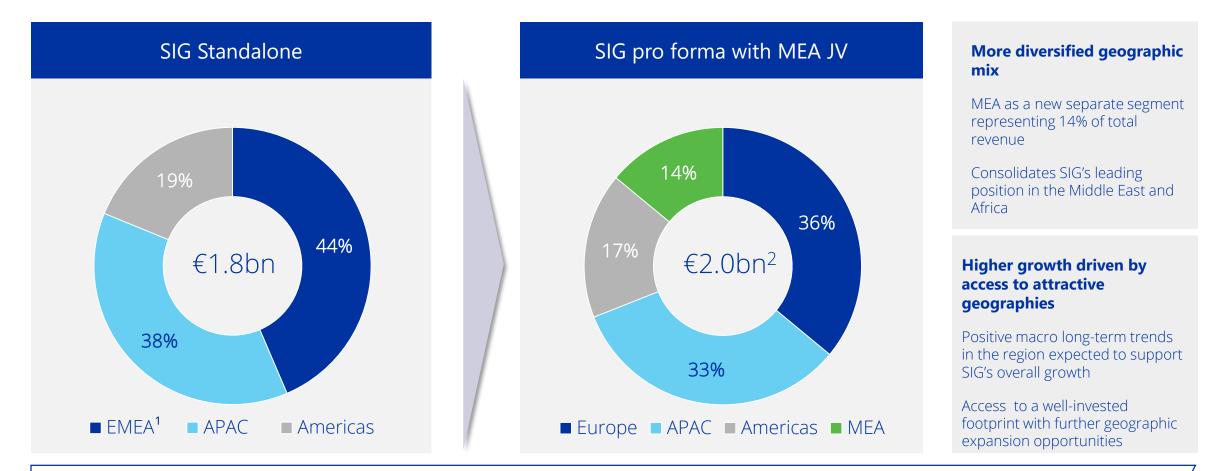
## ATTRACTIVE GROWTH DRIVEN BY ECONOMIC AND CONSUMER FUNDAMENTALS...

#### ... WITH MULTIPLE WHITE SPACE OPPORTUNITIES



Source: World Bank, CIA World Factbook, SIG Intelligence, Euromonitor. Note: MEA region defined in line with the World Bank's Middle East & North Africa, Sub-Saharan Africa country group including Turkey and Afghanistan and excluding Malta. <sup>1</sup> As of 2019. <sup>2</sup> Based on Euromonitor Passport retail value RSP estimates. MEA region data based on Algeria, Angola, Egypt, Iraq, Kenya, Kuwait, Nigerian, Oman, Pakistan, Qatar, Saudi Arabia, South Africa, Tunisia and Turkey. <sup>3</sup> Based on 2019 ambient white milk consumption. Data based on company analysis and Euromonitor.

## **ENHANCED GLOBAL GEOGRAPHIC REACH**



Combination creates a higher growth business and access to attractive geographies

Note: Pie charts based on Sep-2020 LTM core revenues. Totals might not add up due to rounding. <sup>1</sup> Europe including deliveries to MEA region. <sup>2</sup> Net of approximately €105m of inter-company revenues eliminations.

## CONCLUSION



## LONGER TERM BUSINESS OUTLOOK



#### FOCUS ON FOOD SAFETY LIKELY TO INCREASE

#### ENVIRONMENTAL CONCERNS WILL REMAIN

TARGETING GROWTH IN ALL REGIONS

#### **STRONG CASH FLOW GENERATION** AFTER INVESTMENT IN PLANT AND FILLERS

#### **GAINING SHARE**

IN AN ESSENTIAL INDUSTRY

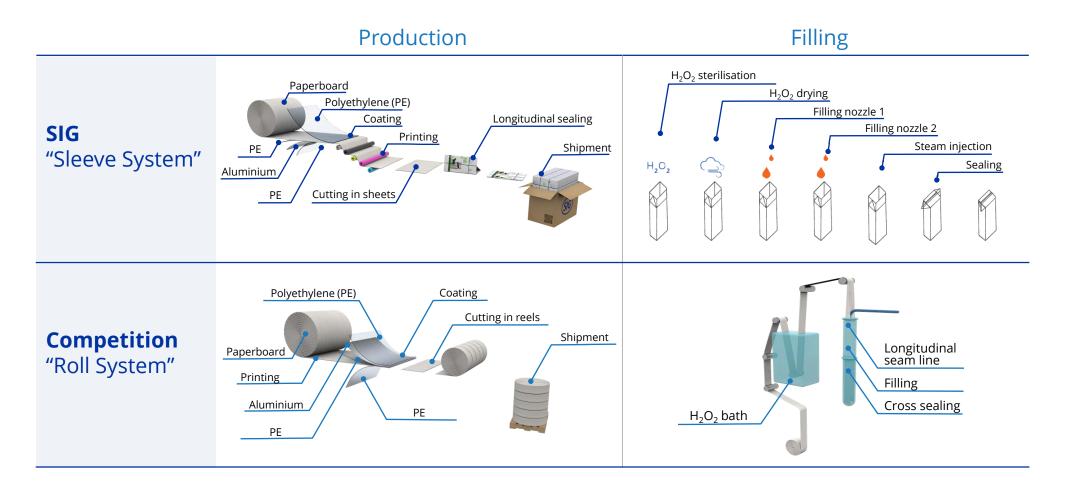
## THANK You







## **TWO DISTINCT ASEPTIC TECHNOLOGIES**





## **BRAZIL: NEW CUSTOMER WINS** FILLER PLACEMENTS WITH SHEFA AND LIDER



## **MAJOR NEW CONTRACT IN GERMANY** REINFORCING A STRONG PARTNERSHIP

**SIG CHOSEN BY HOCHWALD** AS PREFERRED PARTNER FOR NEW DAIRY PRODUCTION SITE

PLANT WILL HAVE ANNUAL CAPACITY OF **>800M** LITRES OF MILK

SIG TO SUPPLY 15 NEW FILLING MACHINES

**FIVE DIFFERENT CARTON FORMATS** WITH A WIDE RANGE OF VOLUMES, CLOSURES AND STRAW SOLUTIONS

#### **CONTRIBUTION TO EUROPEAN GROWTH** STARTING 2022



## **FINANCIAL** GUIDANCE

|                       | FY 2020E                                     |
|-----------------------|--|
| CORE REVENUE GROWTH   | 4 - 6% (CONSTANT CURRENCY)                   |
| ADJ. EBITDA MARGIN    | 27 - 28%                                     |
| EFFECTIVE TAX RATE    | <b>28 - 29%</b> <sup>1</sup>                 |
| NET CAPEX (% REVENUE) | 8 - 10%                                      |
| DIVIDEND PAYOUT       | 50 - 60% OF ADJUSTED NET INCOME <sup>2</sup> |
|                       | Mid-term                                     |
| CORE REVENUE GROWTH   | 4 - 6% (CONSTANT CURRENCY)                   |
| ADJ. EBITDA MARGIN    | ~29%   |
| EFFECTIVE TAX RATE    | <b>28 - 29%</b> <sup>1</sup>                 |
| NET CAPEX (% REVENUE) | 8 - 10%                                      |
| DIVIDEND PAYOUT       | 50 - 60% OF ADJUSTED NET INCOME <sup>2</sup> |
| NET LEVERAGE          | TOWARDS ~2X                                  |

#### SIGNIFICANT CASH FLOW GENERATION

#### Lower end of range

#### **Continuing COVID-19 uncertainty**

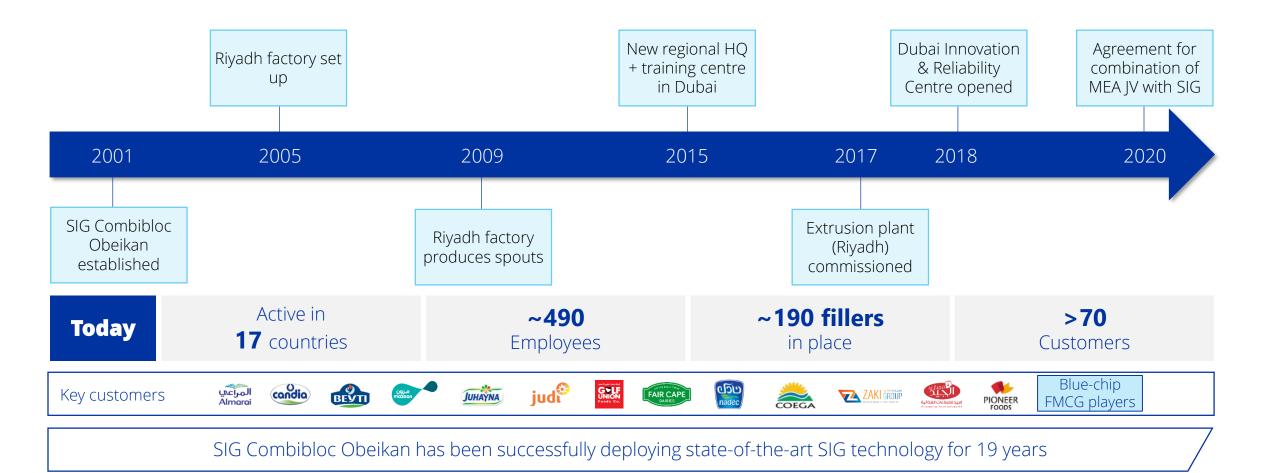
This presentation includes mid-term goals that are forward-looking, are subject to significant business, economic, regulatory and competitive uncertainties and contingencies, many of which are beyond the control of the Company and its management and are based upon assumptions with respect to future decisions which are subject to change. Actual results will vary, and those variations may be material. Nothing in this presentation should be regarded as a representation by any person that these goals will be achieved, and the Company undertakes no duty to update its goals.

Note: Guidance assumes constant currency; adjusted EBITDA margin and net capex percentage based on total revenue

(1) Represents management's estimated adjusted effective tax rate

(2) Dividend based on prior year adjusted net income and based on planned payout ratio

## **STRONG FOUNDATION OF THE MEA JV...**



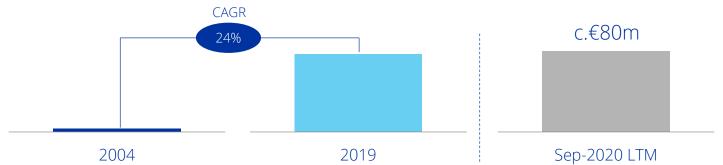
SIG

<sup>1</sup> SIG Combibloc Obeikan's customer base comprises an increasing number of global accounts in addition to regional accounts

# .....HAS DRIVEN A TRACK RECORD OF HIGH AND PROFITABLE GROWTH



### Last 15 Years Adjusted EBITDA Growth



#### **Key Drivers of Growth**

- Average of 13 new fillings lines placed since 2004 per year
- Accelerated growth in South Africa
- Increasing share of wallet with key customers
- Accelerated product innovation to meet customer needs
- Entry into packaged food

# STRENGTHENED MARGIN AND CASH FLOW PROFILE



Combination creates a more transparent business with strong margin and cash flow profile

Note: Cash conversion calculated as (adjusted EBITDA-net capital expenditure) / adjusted EBITDA. Net capital expenditure defined as capital expenditure less upfront cash.

## **COMBATTING CLIMATE CHANGE** AND INCREASING RECYCLING

#### **RESPONSIBLE COMPANY**

Pursuing a net positive corporate footprint in the long run

#### **TOP 1%**

of over 20,000 businesses in 2020, Ecovadis Platinum rated responsibility



**1 OF 100** companies globally with science-based CO<sub>2</sub> reduction target in place

**AA** in MSCI ESG Rating

MSCI ESG RATINGS

**18.8** in Sustainalytics score (low risk) 👶 SUSTAINALYTICS

#### **RESPONSIBLE SOURCING**

Striving for certified sustainable supply of all materials, products and services

**100%** of sleeves shipped covered by FSC<sup>™</sup> COC<sup>1</sup> certification<sup>2</sup>

|                     | ۱ |
|---------------------|---|
| <u> </u>            |   |
| <b>V</b> 1 <b>D</b> |   |
| FSC                 |   |
| www.fsc.org         |   |
| FSC* C020428        |   |

**ASI** certification Responsible aluminium sourcing

#### **RESPONSIBLE PRODUCTS**

Innovating and delivering smarter solutions with proven sustainability across the entire life-cycle

#### **PROMOTING RECYCLING**

infrastructure and awareness

### **ALL ASEPTIC CARTONS** fully recyclable (recycling rate in Europe ~49% in 2018)

**SIG**NATURE PACK: first aseptic carton which is 100% linked to plant-based materials

**70-80%** average renewable content of all cartons

#### **2030 GOAL** Offer customers the most sustainable food packaging solutions on the market

#### 2030 GOAL

Halve value chain environmental impacts and double societal benefits while meeting business growth targets

#### 2030 GOAL

All raw materials from certified responsible sources and 50% of total sourcing spend on net positive suppliers

#### SIG'S ULTIMATE GOAL IS TO BE COME NET POSITIVE, WHICH MEANS TO CONTRIBUTE MORE TO SOCIETY AND THE ENVIRONMENT THAN WE TAKE OUT ACROSS OUR VALUE CHAIN

1. Forest Stewardship Council TM Chain of Custody

2. 98% of products labelled with FSC<sup>™</sup>





(SI