# Crown Holdings, Inc. Annual Meeting of Shareholders

April 26, 2018



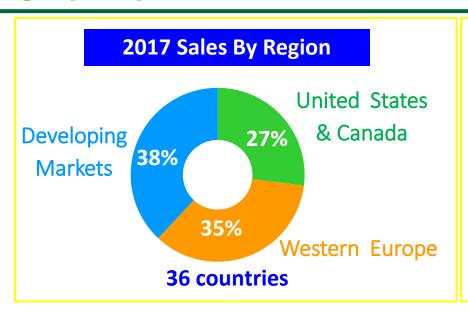
Brand-Building Packaging™

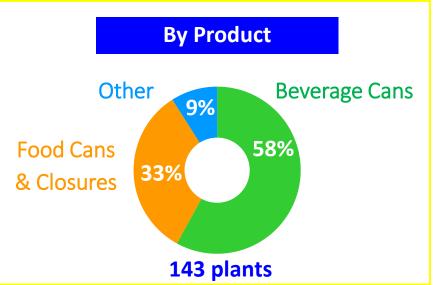
#### **Notes to Investors**

- Except for historical information, all other information in this presentation consists of forward-looking statements within the meaning of federal securities law. These forward-looking statements involve a number of risks, uncertainties and other factors, that may cause actual results to be materially different from those expressed or implied in the forward-looking statements. Important factors that could cause the statements made in this press release or the actual results of operations or financial condition of the Company to differ are discussed under the caption "Forward Looking Statements" in the Company's Form 10-K Annual Report for the year ended December 31, 2017 and in subsequent filings. The Company does not intend to review or revise any particular forward-looking statement in light of future events.
- Adjusted EBITDA, adjusted EPS, segment income, free cash flow and net debt are not defined terms under U.S. generally accepted accounting principles (non-GAAP measures). Non-GAAP measures should not be considered in isolation or as a substitute for net income, cash flow or total debt data prepared in accordance with GAAP and may not be comparable to calculations of similarly titled measures by other companies. Adjusted EBITDA, adjusted EPS, segment income, free cash flow and net debt are derived from the Company's Consolidated Statements of Operations and Cash Flows and Consolidated Balance Sheets, respectively, and reconciliations to non-GAAP measures, including adjusted EBITDA, adjusted EPS, segment income, free cash flow and net debt, can be found in the "For Investors" section of the Company's website at <a href="www.crowncork.com">www.crowncork.com</a>



#### **Overview**





- Benefit from diverse product and geographic portfolio.
- Focus on strong, market-leading platforms in Southeast Asia,
   Mexico and Turkey.
- Grow beverage cans faster than annual industry rate of 2-3%.
- Commitment to safety, operational excellence & continuous cost reduction.
- Generate significant free cash flow.

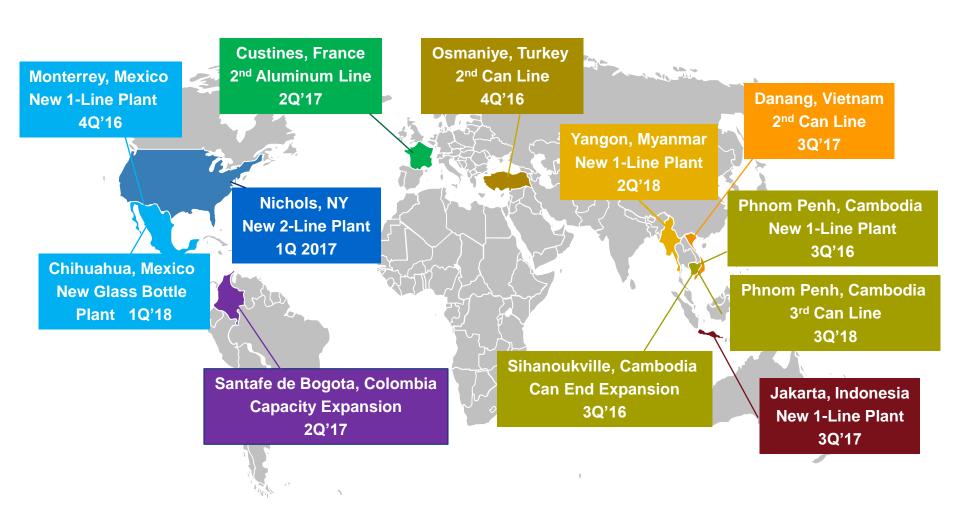


## **2017 Highlights**

- Increased segment income by 5% and adjusted EPS by 2.5%. Fouryear (2014-2017) adjusted EPS CAGR stands at 9%.
- Generated \$503 million adjusted free cash flow for the year and \$2.2 billion from 2014 to 2017.
- Repurchased \$339 million of common shares.
- 2017 projects to support above-market growth:
  - New plant in Nichols, New York
  - New plant in Jakarta, Indonesia
  - Second line in Custines, France
  - Second line in Danang, Vietnam
  - Capacity expansion in Bogota, Colombia
- Agreement to acquire transit packaging leader Signode for \$3.9 billion.
  - Transaction closed April 3, 2018



## 2016 – 2018 Global Beverage Projects





#### 2018 Outlook

- With Signode acquisition closing on April 3<sup>rd</sup>, add Transit Packaging segment to Crown portfolio.
- Continued beverage can growth in most regions with Crown well positioned to benefit.
- Beverage cans continue to gain share in many markets.

Quick chilling

Portability

Preserve flavor

Infinitely recyclable

Graphics

Most recycled beverage package

- Stable food and aerosol can volumes in Europe and North America.
- Expect to utilize majority of free cash flow to reduce leverage.



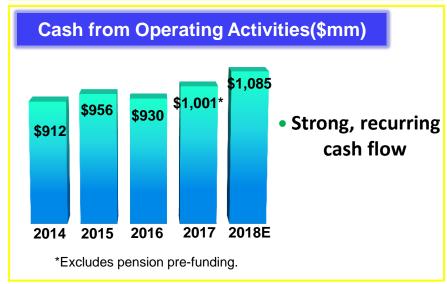
#### **Financial Metrics**



#### **Q1 Adjusted EPS**

2017 2018\$0.77 \$0.94







## **Our Strengths**

- Scale and Worldwide Reach
- Franchise Businesses
- Successful Execution in Developed & Emerging Markets
- Proven Track Record of Successful Acquisitions and Integrations
- Strong Returns Driven by Efficient Capital Allocation







#### Signode is the Premier Global Transit Packaging Company

#### **Signode Highlights**

- Products used to contain, unitize and protect goods during manufacturing, transport and warehousing
- Serves a very diverse customer base across many end use sectors
- Beneficiary of general industrial / economic expansion and not dependent on any one end use sector
- Platform for growth
  - Strategic enhancements to existing platform
  - Adjacencies to complement current "protective" packaging platform



#### **Key Signode Figures - 2017**

\$2.3 billion

Sales

\$370 million

Adj. EBITDA

~\$165 million\*

Free Cash Flow (\$1.21 per share<sup>(1)</sup>)

\*Incremental levered FCF to Crown

(1) Based on 136 million shares outstanding



## **Overview of Signode Segments**

	Industrial Solutions	Protective Solutions	Equipment and Tools	
% of Total Sales <sup>(1)</sup>	60%	23%	17%	
Products	<ul> <li>Steel strap consumables</li> <li>Plastic strap consumables</li> <li>Industrial stretch film</li> <li>Other related consumables, such as woven strap and seals</li> </ul>	<ul> <li>Edge protectors</li> <li>Airbags</li> <li>Honeycomb products</li> <li>Container liners</li> <li>Protective cornerboard</li> </ul>	<ul> <li>Automatic and semi-automatic end-of-line manufacturing equipment</li> <li>Automatic and manual tools</li> <li>Aftermarket parts and maintenance service</li> </ul>	
Key End Use Sectors	<ul> <li>Metals</li> <li>Distribution</li> <li>Construction</li> <li>Food/beverage</li> <li>Corrugated</li> <li>Container/beverage</li> <li>Agriculture</li> </ul>	<ul> <li>Food/consumer</li> <li>Distribution</li> <li>Industrial</li> <li>Construction</li> <li>Chemicals</li> <li>Lumber</li> <li>Transport</li> <li>Metals</li> </ul>	<ul> <li>Food/beverage</li> <li>Corrugated</li> <li>Agriculture</li> <li>Construction</li> <li>Metals</li> <li>General Industrial</li> </ul>	
Key Brands	SIGNODE* Fleetwood  muller load containment solutions  FILMS	Angleboard  MULTI-WALL PACKAGING  Shippers PRODUCTS	HALILA LOVESHAW  ORGAPACK  Lachenmeier  SIGNODE®	

Source: Company information



## Signode Industrial and Protective Solutions







**Plastic Strapping** 



**Stretch Film** 



**Honeycomb and Airbags** 



**Angleboard** 



## **Equipment and Tools**

#### **Strap Equipment**



**General Purpose Machine** 



**Battery Powered Hand Tool** 

#### **Stretch Equipment**



**Ring Machine** 



**Rotary Arm Machine** 



## **Attractive Customer Value Proposition**

- Trusted supply chain partner to global blue-chip customers
- Mission critical products with high cost of failure
- Products provide critical protection in transit
- Essential partner protecting high volume, high value goods
- Average cost of Signode solution de minimis relative to value
- Well invested asset base with close proximity to customers
- Global footprint enables Signode to serve multi-national customers



## **Compelling Acquisition Rationale**

## High Quality Franchise Business

- Clear leader in attractive global transit packaging market
- Razor-razorblade business model
- Recurring revenue driven by significant installed machine base

#### Attractive Financial Profile

- Stable top line serving growing global market
- Broad, diverse customer base
- Consistent cash flow generation with low capex requirements

#### Immediate Benefits to Crown

- Significant accretion to margins, earnings, and Free Cash Flow per share
- Incremental ~\$165 million of Free Cash Flow
- Rapid deleveraging from robust Free Cash Flow generation

#### Long-term Benefits to Crown

- Attractive new franchise packaging business in growing global category
- Significant opportunity for future consolidation in fragmented market
- Long term stability from diversified earnings base

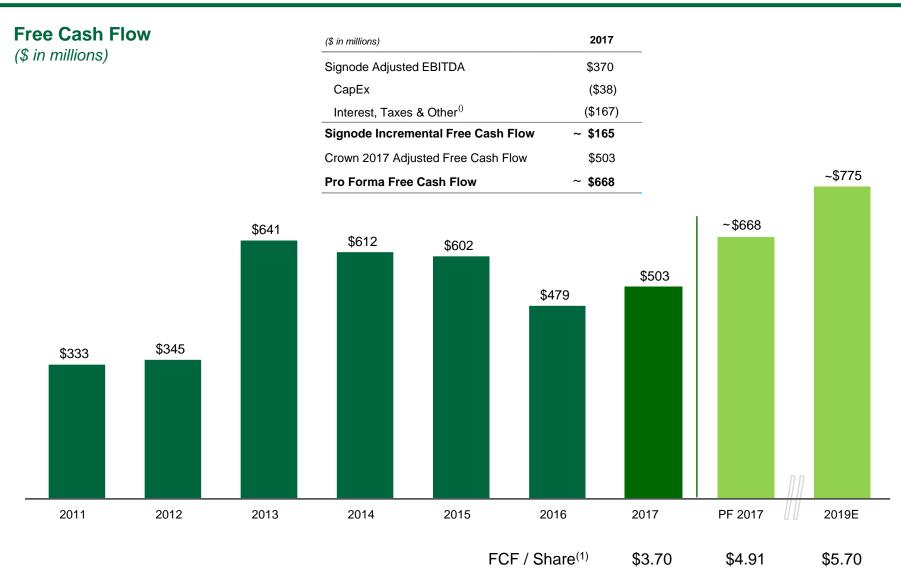


## **Highly Accretive Acquisition**

12/31/2017 Financials							
(\$ in millions)	Crown	Signode	Pro Forma Crown	Significant improvement on every metric			
				Change			
Sales	\$8,698	\$2,232	\$10,930	+ 26%			
Adjusted EBITDA	1,375	370	1,745	+ 27%			
% Margin	15.8%	16.6%	16.0%	+ 22 bps			
EBITDA - Capex	\$877	\$332	\$1,209	+ 38%			
% Margin	10.1%	14.9%	11.1%	+ 100 bps			
% Cash Conversion	64%	88%	69%	+ 564 bps			



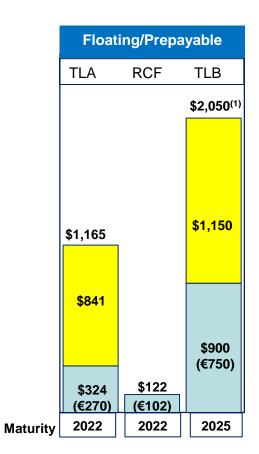
#### **Further Enhances Free Cash Flow**

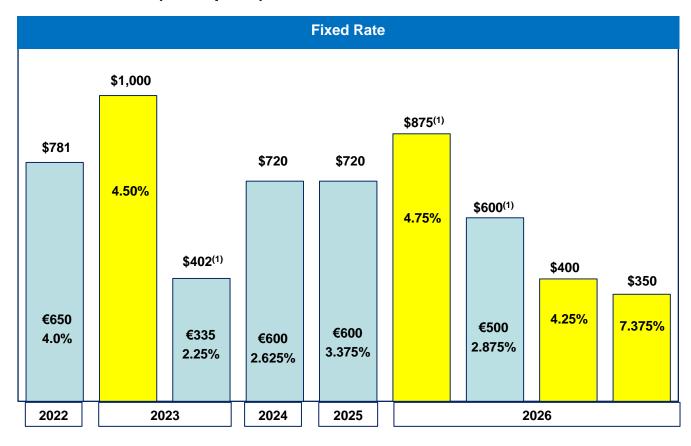




#### **Debt Maturity Profile**

Pro Forma December 31, 2017 (\$1.20 per €)





U.S. debt € debt

Total debt \$9.4 bn including \$0.2 not shown





## **Adjusted EBITDA Reconciliation – Year Ended 12/31/17**

Appendix 1	Crown	Signode
Net income/(loss)	\$428	(\$2)
Adjustments:		
Interest expense	252	129
Interest income	(15)	(1)
Loss from debt extinguishment	7	
Loss on foreign exchange transactions	4	46
Income tax	401	16
Depreciation and amortization	247	161
Provision for asbestos	3	
Restructuring and other costs	48	11
Stock-based compensation		7
Sponsor management fee		3
Adjusted EBITDA	\$1,375	\$370

