Fixed income investor presentation

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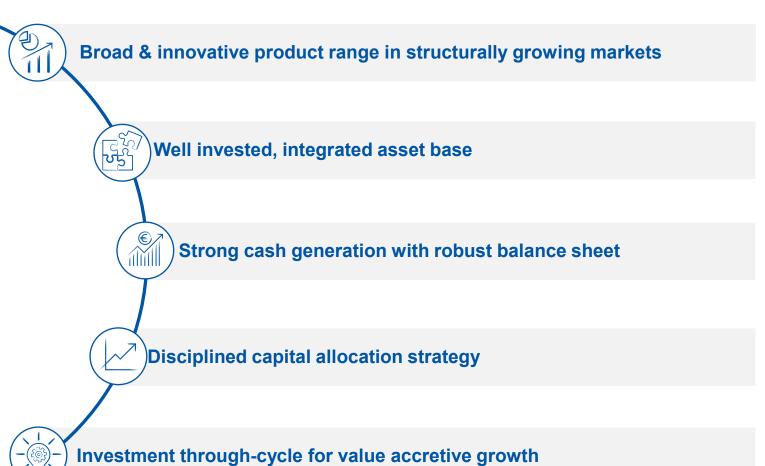
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# A market leader in sustainable packaging







**Driving value accretive growth, sustainably** 



## Leading positions in packaging and paper markets

### **Corrugated Packaging**



Our virgin containerboard is a high-quality product with excellent properties for specialised end-use application, ideal to meet our customers' needs around the globe.

- #1 Virgin containerboard producer in Europe
- #1 Containerboard producer in Emerging Europe
- #1 Corrugated solutions producer in Emerging Europe



- Consumer and retail
- Industrial and agriculture

### Flexible Packaging



As the global leader in kraft paper and paper bag production, and together with our high level of integration, our customers come to us for scale, security of supply and global reach.

- #1 Kraft paper producer globally
- #1 Paper bags producer globally
- #3 Consumer flexible packaging producer in Europe



### **Uncoated Fine Paper**



Our Uncoated Fine Paper business produces a wide range of home, office, converting and professional printing papers at our mills in central Europe and South Africa.

- **#2** Uncoated fine paper producer in Europe
- #1 Uncoated fine paper producer in South Africa





# Mondi at a glance (2024)

	Products	Segment revenue	Underlying EBITDA & margin
Corrugated Packaging	Control of Krafter Aqua Contro	€2,251m	€328m 14.6%
Flexible Packaging	PerFORMing Monoloop  Recyclable	€3,964m	€558m 14.1%
Uncoated Fine Paper	DO HISTORY	€1,317m	€198m 15.0%



### **Our strategy**



# Drive performance along the value chain

Drive performance along the value chain to optimise productivity, enhance efficiency and prevent waste.



### **Empower our people**

Create an inspiring, inclusive and safe workplace that empowers leaders to take accountability for attracting, developing, and retaining talent to foster innovation, growth and contribute to a better world.





### **Invest in quality assets**

Invest in quality assets to drive growth, improve competitiveness, and enhance sustainability, product quality and customer service.



#### Partner with customers

Innovate in partnership with our customers to create a unique range of sustainable packaging and paper solutions that are fit for a circular economy.



## **Boosting competitive advantage**



- Culture of continuous improvement, cost control and portfolio optimisation
- Delivering capital investment and annual maintenance projects on time and within budget driving productivity, cost optimisation and sustainability benefits
- Advancing sustainability to support customers' transition towards a circular economy and deliver competitive advantage







# Corrugated Packaging: Leveraging leading positions and vertical integration in Europe and adjacent markets

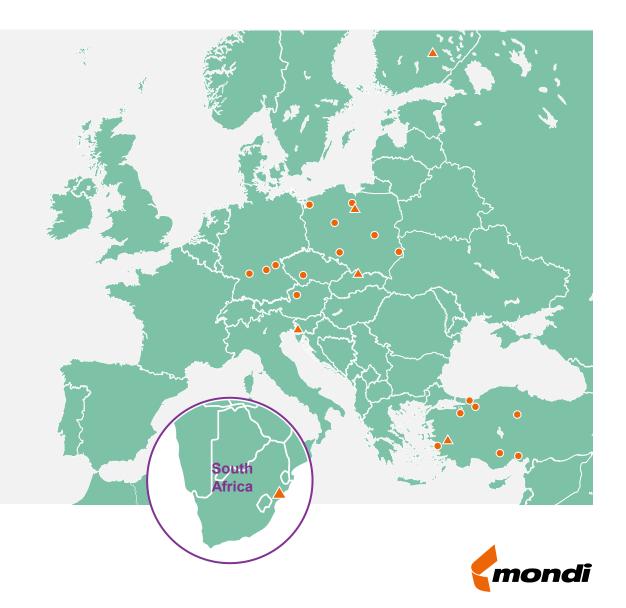
#### What we have done:

- Expansion of Kuopio (Finland) and Świecie (Poland)
- Box plant expansions in Poland
- Acquisition of Schumacher's Western Europe Packaging Assets
- Investment in new recycled containerboard machine in Duino (Italy)

#### **Corrugated Packaging**

6 ▲ Mills

18 • Converting plants



Schumacher acquisition expected to complete in H1 2025

# Invest in quality assets

# Schumacher: Strengthens Mondi's footprint in Europe with a highly complementary product portfolio

- Increases corrugated converting capacity by over 1 billion square metres
- Provides integration benefits with Mondi's containerboard operations
- Strong upside through synergies and capacity utilisation
- Enterprise value of €634 million

#### Schumacher

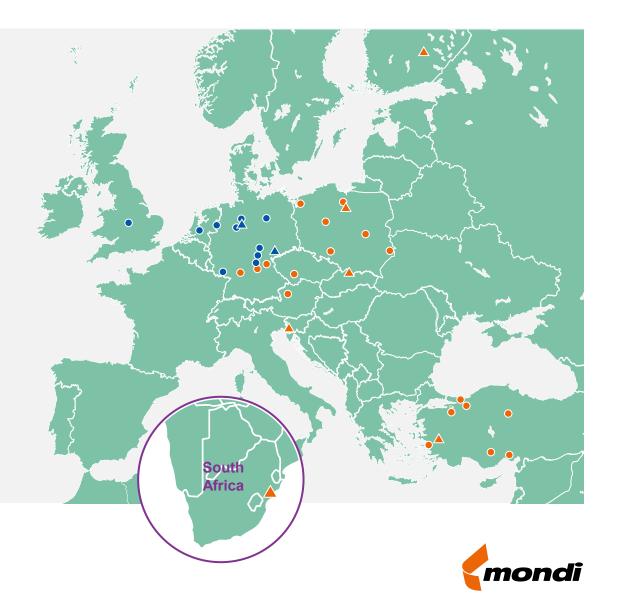
10 • Converting plants

2 ▲ Solid board mills

#### **Corrugated Packaging**

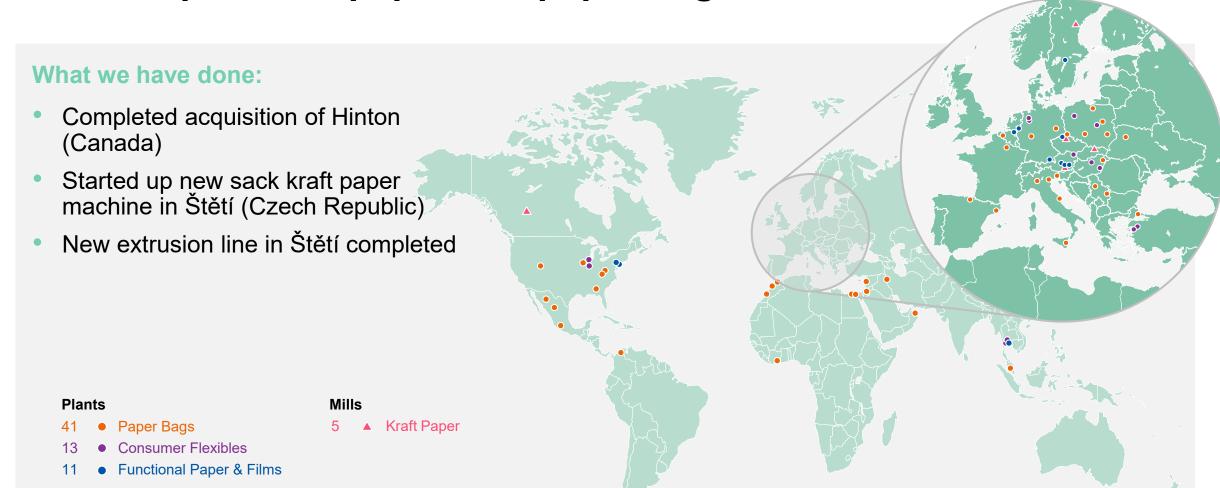
Mills

18 • Converting plants



Schumacher acquisition expected to complete in H1 2025

# Flexible Packaging: Expanding our global leadership in kraft paper and paper bags





# Supporting the growth in eCommerce to meet the variety of packaging our customers require









# Mondi's 'Sustainable by Design' products driving growth



#### **Protective Mailer**

In collaboration with Amazon, our awardwinning Protective Mailer is a paperpadded envelope with paper-based shock absorbent lining.



### Paper bag without free film

Designed to protect filling goods like building materials, chemicals and feeds. It significantly reduces the plastic content by replacing the free film layer with a coated barrier paper.



#### **Lunch Box**

The Lunch Box features security seals to ensure tamper-proof delivery, a foldable handle for easy carrying and stacking, and an integrated waste basket for disposal. It's designed without glue, tape, or staples for a sustainable solution.





# **Our Sustainability Framework**



#### **Built on Responsible Business Practices**

Human Rights | Communities | Procurement | Environmental Performance

#### **Circular Driven Solutions**

- Make our packaging and paper solutions reusable, recyclable or compostable.
- Avoid waste by keeping materials in circulation.
- Work with others to eliminate unsustainable packaging.

#### **Created by Empowered People**

- Build skills that support long-term employability.
- Provide purposeful employment for all our employees in a diverse and inclusive workplace.
- Create an environment that enables a positive work-life experience, valuing our safety, health and mental wellbeing.

#### **Taking Action on Climate**

- Reduce our greenhouse gas emissions in line with science-based Net-Zero targets.
- Maintain zero deforestation in our wood supply, sourcing from resilient forests
- Safeguard biodiversity and water resources in our operations and beyond.

#### Our alignment with the UN Sustainable Development Goals (SDGs)

















# We are recognised as a leader in sustainability



#### CDP 1

A List, with double 'A' for climate change and forests and an 'A-' score for water



### MSCI ESG Rating<sup>2</sup>

Top 'AAA' score for strong resilience to environmental, social and governance risks



#### ISS ESG<sup>3</sup>

'Prime' rating as the highest sector-specific score for ESG performance



### Sustainalytics<sup>4</sup>

Ranked first in Paper and Forestry industry out of 76 companies rated in the sector (January 2025)



#### FTSE4Good Index Series<sup>5</sup>

Member of Index Series, demonstrating strong ESG practices



#### EcoVadis 6

Platinum status as one of the top 1% globally in EcoVadis Corporate Social Responsibility ratings



# WBCSD Reporting Matters<sup>7</sup>

Included in 'Top performer' category since 2018 by WBCSD and Radley Yeldar

# Transition Pathway Initiative<sup>8</sup>

1 of 4 companies (out of 35) with a transition planning and implementation Level 5 rating

Carbon performance aligned with Paris Pledges

#### Sources:

- 1 https://www.cdp.net/en/data/scores
- $2\ \underline{www.msci.com/our-solutions/esg-investing/esg-ratings-climate-search-tool/issuer/mondi-plc/IID000000002175996}$
- 3 ISS ESG
- 4 www.sustainalytics.com/esg-rating/mondi-plc/1043417151

- 5 FTSE4Good
- 6 EcoVadis
- 7 https://www.wbcsd.org/resources/reporting-matters-2024-changing-gears/
- 8 www.transitionpathwayinitiative.org/sectors/paper





# Disciplined capital allocation policy

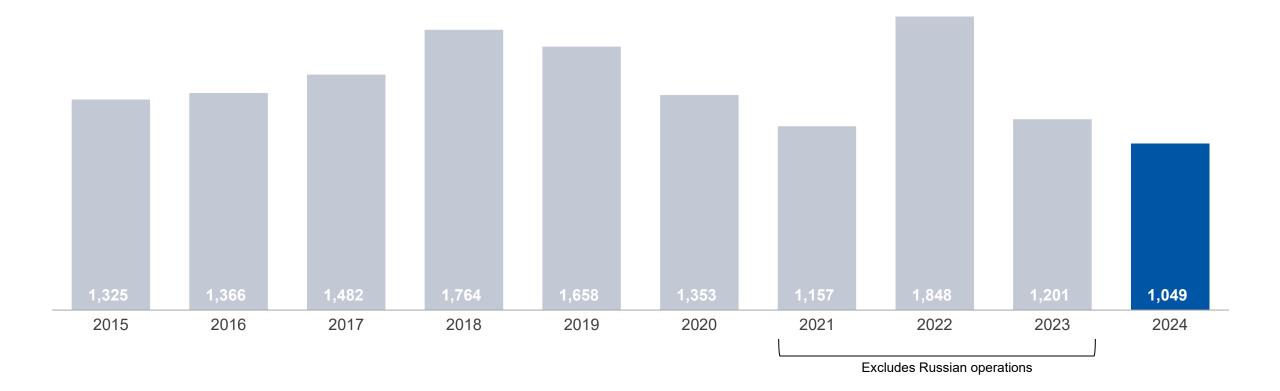




# **Underlying EBITDA**

2015 - 2024 results

€ million

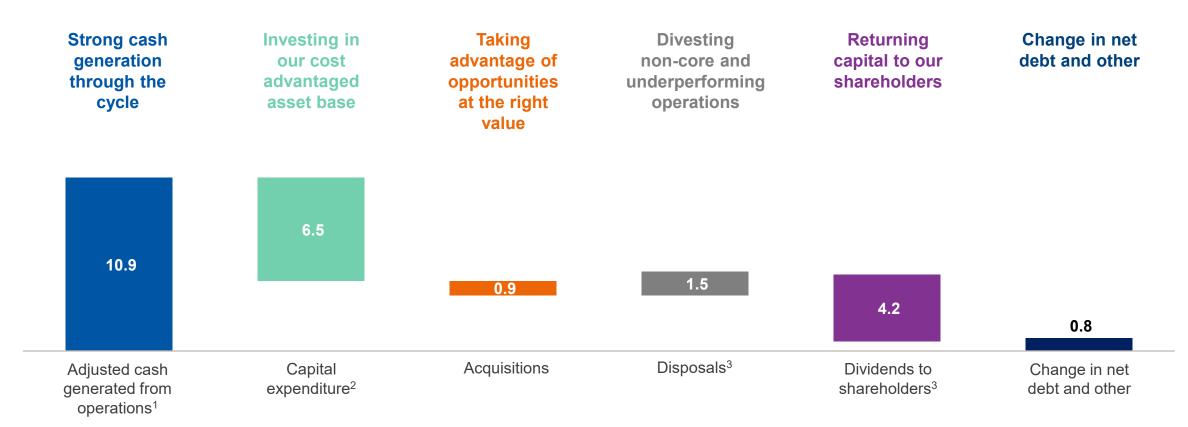


Source: Mondi Group Integrated report and financial statements 2024, page 214



# Balancing investing for growth and distributing returns

### **Cash generated from operations over the last 10 years** € billion



- 1. Cash generated from operations reduced by tax and interest payments
- 2. Includes investment in intangible and forestry assets
- 3. Disposals include proceeds from the divested Russian operations completed in 2023. Dividends to shareholders includes the special distribution to shareholders in February 2024 Source: Mondi Group Integrated report and financial statements 2024, pages 214 & 215, Mondi Group financial statements 2015 2024





## Capital structure & financial policies

#### Disciplined approach to leverage

- Capital structure to maintain investment grade credit metrics
- Articulated as a key strategic objective

#### No financial covenants

Net Debt/underlying EBITDA of 1.7x as at 31 December 2024

### Rigorous asset management & capital deployment

- ROCE key internal and public management target
- Significant portion of management remuneration based on ROCE performance

### **Group hedging policies**

- Transactional FX exposures hedged
- Interest rate exposure hedged via fixed rate bonds

### **Dividend policy**

Dividend cover (underlying EPS / DPS) of 2 to 3 times on average through the cycle



### Interest and net debt

€ million	2024
Net debt	1,732
Net finance costs	70
Committed facilities <sup>1</sup>	2,613
Of which undrawn <sup>1</sup>	750
Net Cash position	269
Available liquidity <sup>1</sup>	1,019
Underlying EBITDA	1,049
Net debt/12-month trailing underlying EBITDA (times)	1.7

- Maintaining strong investment grade credit metrics
- Net debt to EBITDA of 1.7x as at 31 December 2024
- Consistent access to liquidity
  - Strong supportive relationship bank group
  - €750 million Sustainability-Linked RCF, increased to
     €1 billion in January 2025
- Investment grade credit ratings
  - Standard & Poor's rating affirmed A- (negative outlook) February 2025
  - Moody's Investors Service rating affirmed Baa1 (stable outlook) March 2025

Strong, stable financial position provides flexibility and underpins strong investment grade credit ratings



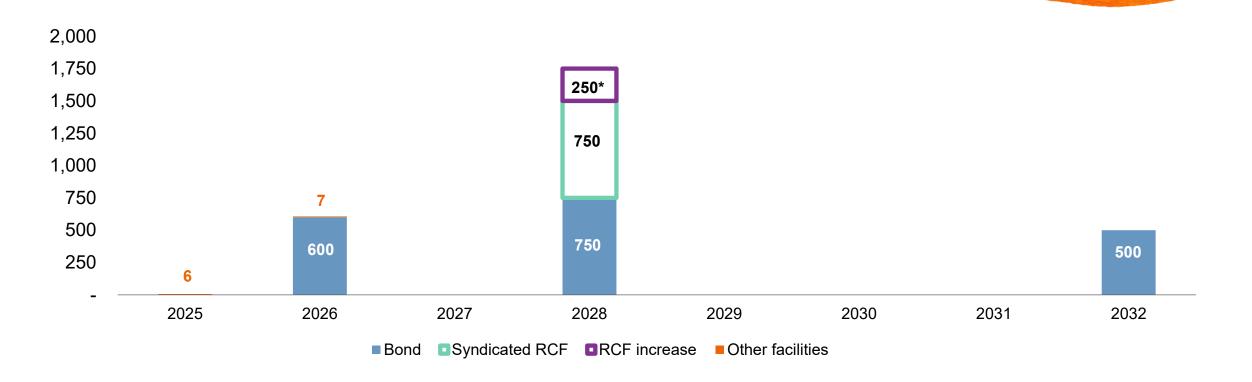
<sup>&</sup>lt;sup>1</sup> The Group's Syndicated Revolving Credit Facility was increased from a €750 million facility to a €1 billion facility effective from 2 January 2025

### **Committed debt facilities**

COMMITTED FACILITIES €2.863M OF WHICH €1.863M IS DRAWN

#### **Maturity profile of committed facilities**

€ million



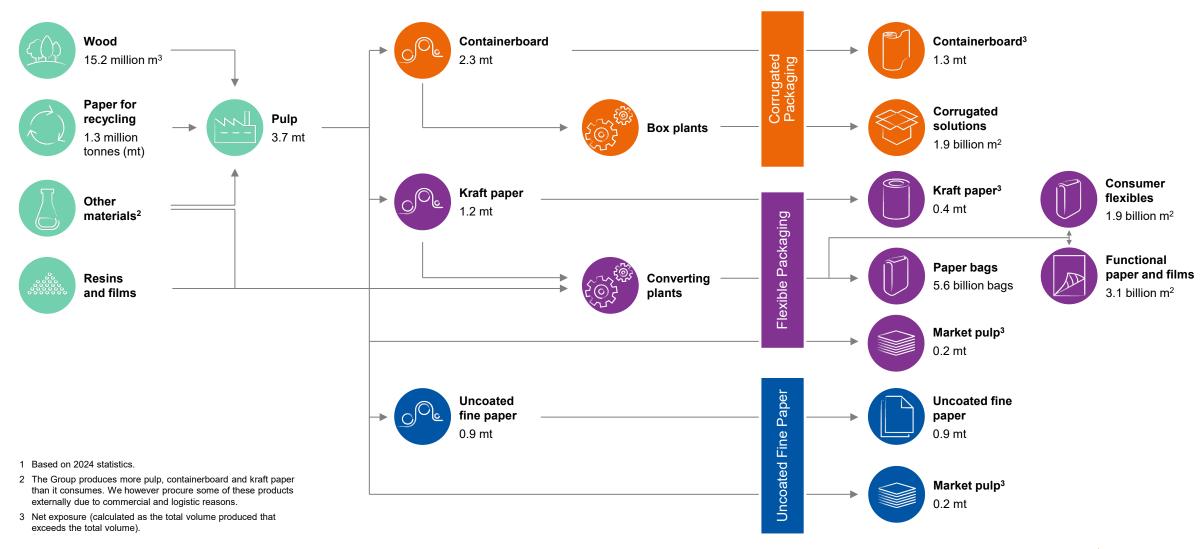
Mondi Group at 31 December 2024



<sup>\*</sup> The syndicated RCF was increased from a EUR 750 million facility to EUR 1 billion facility on 2 January 2025



# Integrated value chain (2024)





# Financial performance

€ million	2024	2023
Group revenue		7,330
Underlying EBITDA	1,049	1,201
Depreciation, amortisation and impairments		(411)
Underlying operating profit		790
Net loss from joint ventures		(5)
Impairment of investments in joint ventures	-	(5)
Net monetary (loss)/gain arising from hyperinflationary economies		2
Net finance costs		(73)
Underlying profit before tax		709
Underlying tax charge		(167)
Underlying non-controlling interests		(19)
Underlying earnings attributable to shareholders		523
Loss from discontinued operations		(655)
Special items		(21)
Profit/(loss) for the year attributable to shareholders		(153)



# **Cash flow**

€ million		2023
Underlying EBITDA		1,201
Working capital movements	(108)	229
Other operating cash flow items		(118)
Cash generated from continuing operations	970	1,312
Income tax paid	(120)	(178)
Dividends received from other investments	1	2
Net cash generated from operating activities of discontinued operations	-	223
Net cash generated from operating activities	851	1,359
Investment in property, plant and equipment	(933)	(830)
Investment in forestry assets	(48)	(48)
Net cash generated from investing activities of discontinued operations		368
Other investing activities		28
Net repayment of borrowings		(17)
Repayment of lease liabilities		(22)
Interest paid	(44)	(50)
Dividends paid to shareholders		(345)
Dividends paid to non-controlling interests		(7)
Other financing activities		(100)
Net (decrease)/increase in cash and cash equivalents	(1,311)	336



# **Financial position**

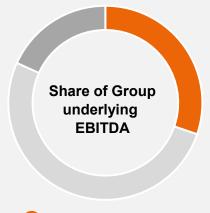
€ million	December 2024	December 2023
Property, plant and equipment	5,160	4,619
Goodwill	767	765
Working capital	1,188	1,084
Other assets	657	673
Other liabilities	(690)	(626)
Net assets excluding net debt		6,515
Equity	4,857	5,655
Non-controlling interests in equity		441
Net debt	1,732	419
Capital employed	7,082	6,515



# Corrugated Packaging - Business segment overview

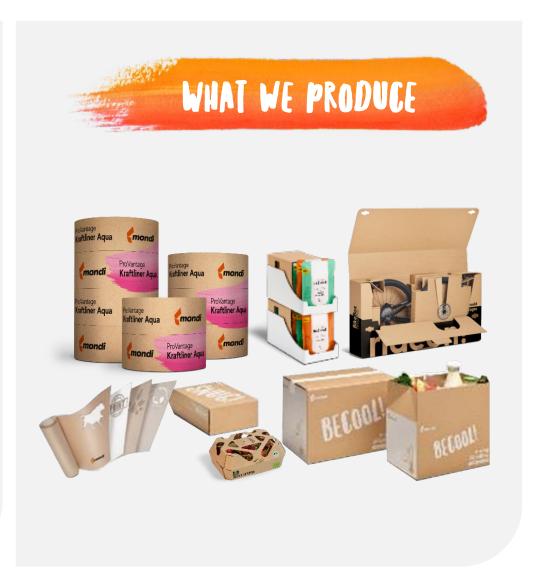
# BUSINESS OVERVIEW

# Underlying EBITDA of €328 million<sup>1</sup>



- O Corrugated Packaging
- Flexible Packaging
- Uncoated Fine Paper

- A leading producer of corrugated packaging with a cost-competitive asset base and strong customer offering focused on quality and reliability.
- Integrated production network and partnerships with our customers to create fully recyclable corrugated boxes and packaging.
- A leading virgin containerboard producer in Europe and the largest containerboard producer in emerging Europe.
- Virgin containerboard is a high-quality product with excellent properties for specialist end-use applications globally.
- A leading corrugated solutions producer across central and emerging Europe.

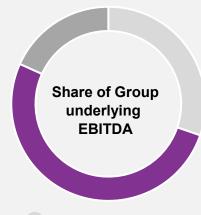




## Flexible Packaging - Business segment overview

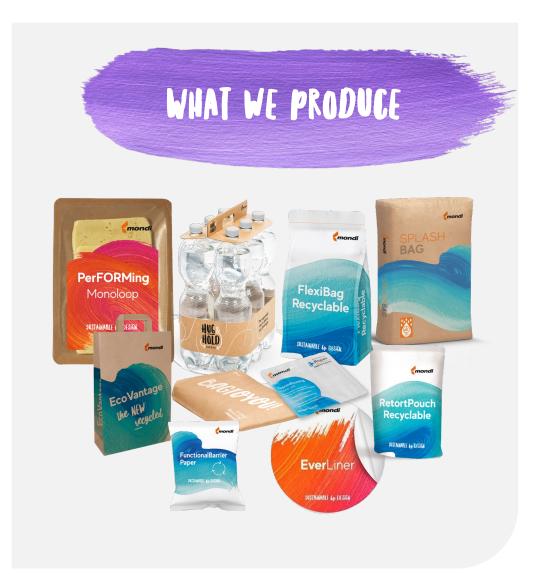
# BUSINESS OVERVIEW

#### Underlying EBITDA of €558 million<sup>1</sup>



- Corrugated Packaging
- Flexible Packaging
- Uncoated Fine Paper

- Integrated across the value chain with a unique portfolio of solutions.
- A global leader in the production of kraft paper and paper bags, our well-invested mills produce high-quality kraft paper that is converted into strong, lightweight paper-based packaging.
- High level of integration across the value chain we have scale, security of supply and global reach.
- A leading producer of consumer flexible packaging in Europe, with broad coating capabilities which together provide an extensive and unique range of paper, plastic and hybrid packaging solutions.





# **Uncoated Fine Paper - Business segment overview**

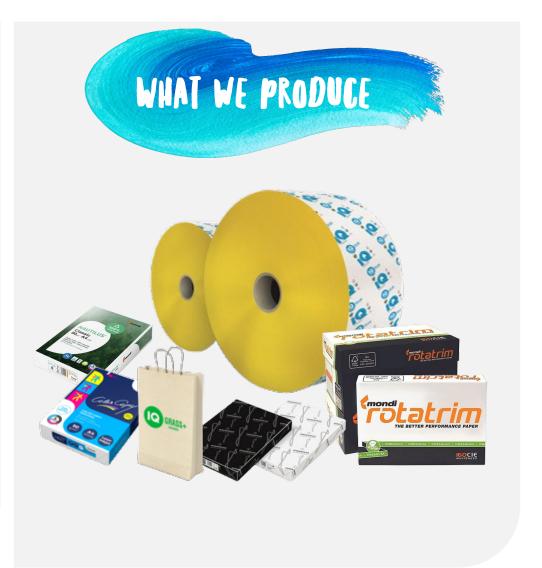


### Underlying EBITDA of €198 million<sup>1</sup>



- Corrugated Packaging
- Flexible Packaging
- Uncoated Fine Paper

- Produces a wide range of home, office, converting and professional printing papers at our mills in central Europe and South Africa.
- In South Africa, produces and sells market pulp to customers around the world.
- As an integrated producer, we benefit from a lower cost of production and higher energy selfgeneration.
- Own and manage forestry landholdings in South Africa that produce sufficient wood volumes to meet requirements for production in the country.





### Sources and definitions

#### Mondi region definitions

Europe – Europe including Russia and Türkiye

Emerging Europe – Albania, Armenia, Azerbaijan, Belarus, Bosnia and Herzegovina, Bulgaria, Croatia, Cyprus, Czech Republic, Estonia, Georgia, Hungary, Latvia, Lithuania, Macedonia, Malta, Moldova, Montenegro, Poland, Romania, Serbia, Slovakia, Slovakia, Türkiye, Ukraine

#### **Sources for market position estimates**

Virgin containerboard (Europe) and Containerboard (emerging Europe) based on capacity (including kraft top liner) – Source: Fastmarkets (RISI) mill asset database and Mondi estimates

Kraft paper (Global) based on capacity – Source: Fastmarkets (RISI) mill asset database and Mondi estimates

Corrugated solutions (emerging Europe) based on production – Source: Fastmarkets (RISI) global corrugated converter database and Mondi estimates

Paper bags (Global & Europe) based on sales volume – Source: Eurosac, Freedonia World Industrial Bags 2021 study and Mondi estimates

Consumer flexible packaging (Europe) based on sales – Source: PCI Wood Mackenzie - Flexible Packaging European Supply Demand Report (April 2024)

Uncoated fine paper (Europe) based on sales volumes – Source: EURO-GRAPH 2023 delivery statistics, World Graphic Papers report (July 2024), Fastmarkets (RISI) mill asset database, PPPC customs data and Mondi estimates

Uncoated fine paper (South Africa) based on Mondi estimates



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