

Reynolds Consumer Products
Investor Day 2024

MARCH 19, 2024



Mark Swartzberg

Vice President of Investor
Relations

Welcome

Agenda

- IR Welcome – Mark Swartzberg
- Corporate Overview – Lance Mitchell
- Reynolds Cooking & Baking – Judi Buckner
- Hefty Waste & Storage – Lisa Smith
- Presto Products – Chris Corey
- Break
- Hefty Tableware – Rachel Bishop
- Financial Overview – Scott Huckins
- Closing Remarks – Lance Mitchell
- Break
- Q&A Live Panel – All Speakers

Safe Harbor

This presentation contains statements reflecting our views about our future performance that constitute “forward-looking statements” within the meaning of the Private Securities Litigation Reform Act of 1995, including our full year 2024 guidance and long-term goals. In some cases, you can identify these statements by forward-looking words such as “may,” “might,” “will,” “should,” “expects,” “intends,” “outlook,” “forecast,” “position,” “committed,” “plans,” “anticipates,” “believes,” “estimates,” “predicts,” “model,” “assumes,” “confident,” “look forward,” “potential” or “continue,” the negative of these terms and other comparable terminology. These forward-looking statements, which are subject to risks, uncertainties and assumptions about us, may include projections of our future financial performance, our anticipated growth and recovery of profitability, management of costs and other disruptions and other strategies, estimates for total addressable market and other metrics, and anticipated trends in our business, including expected levels of commodity costs and volume. These statements are only predictions based on our current expectations and projections about future events. There are important factors that could cause our actual results, level of activity, performance or achievements to differ materially from the results, level of activity, performance or achievements expressed or implied by the forward-looking statements, including but not limited to the risk factors set forth in our most recent Annual Report on Form 10-K and in our Quarterly Reports on Form 10-Q. For additional information on these and other factors that could cause our actual results to materially differ from those set forth herein, please see our filings with the Securities and Exchange Commission, including our most recent annual report on Form 10-K and subsequent filings. Investors are cautioned not to place undue reliance on any such forward-looking statements, which speak only as of the date they are made. We undertake no obligation to update any forward-looking statement, whether as a result of new information, future events or otherwise.

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Lance Mitchell

President and
Chief Executive Officer

Corporate Overview

IPO Through Today



¹ This is a non-GAAP financial measure. See the reconciliation tables at the end of this presentation for a reconciliation to the most directly comparable GAAP measure

Key Takeaways



We win through **our people**



We will grow through **innovation, emerging technologies and targeted opportunities to expand** into adjacent categories



We are a **leading provider** of cooking, serving, clean up and storage products



We prioritize the commercialization of **affordable sustainable solutions**



We win by **championing our categories** for our customers and consumers



We are focused on expanding margins and driving cash flow to **increase financial flexibility**

Speakers



Lance Mitchell

President and Chief
Executive Officer



Scott Huckins

Chief Financial
Officer



Mark Swartzberg

Vice President of
Investor Relations



Judi Buckner

President, Reynolds
Cooking & Baking



Lisa Smith

President, Hefty
Waste & Storage



Chris Corey

President, Presto
Products



Rachel Bishop

President, Hefty
Tableware

2030 RCP Strategic Vision

Our Mission

Simplify daily life to enjoy what matters most

Our Goal

Be the leading supplier of products used for cooking, serving, clean-up and storage in North America

Pillars and Strategies

Grow the Core

- Champion our categories in both brands and premium private label as the preferred supplier to our strategic customers
- Leverage innovation and deep insights to serve both customers and consumers with the right products at the right prices
- Prioritize sustainability through innovation and reduce our environmental footprint

Expand Margins

- Leverage Reyvolution for operational efficiencies, and growth programs
- Relentless commitment to operational excellence and cost management
- Drive process optimization through digital transformation and intelligent factory

Champion Cash

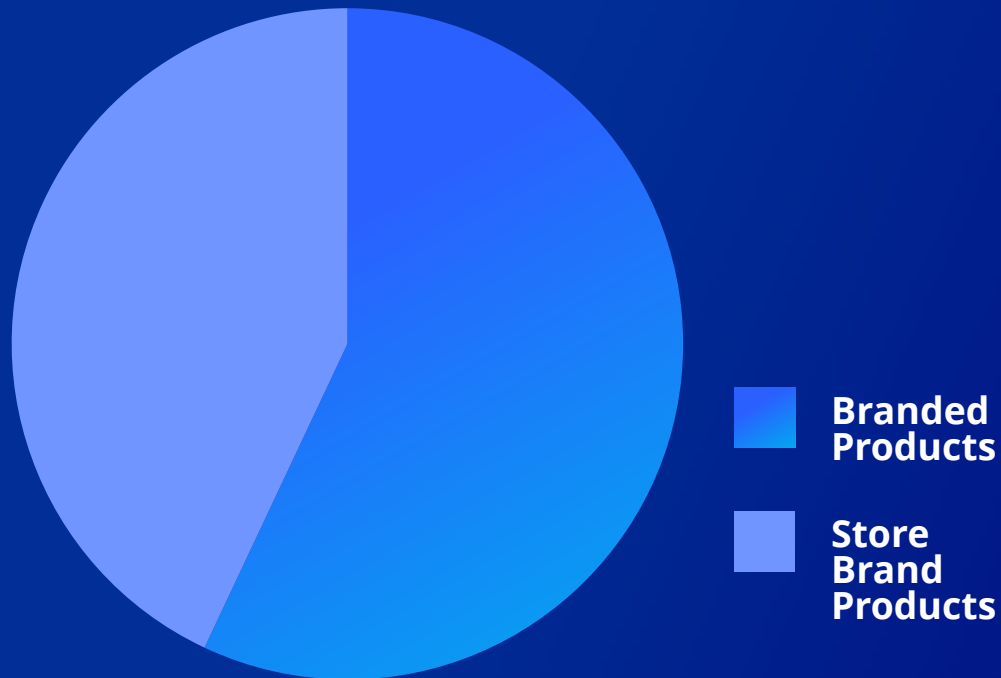
- Invest in core business to drive sales and EBITDA Growth
- Extend working capital efficiency through inventory discipline and payable improvement
- Increase financial flexibility by reducing debt

Explore for More

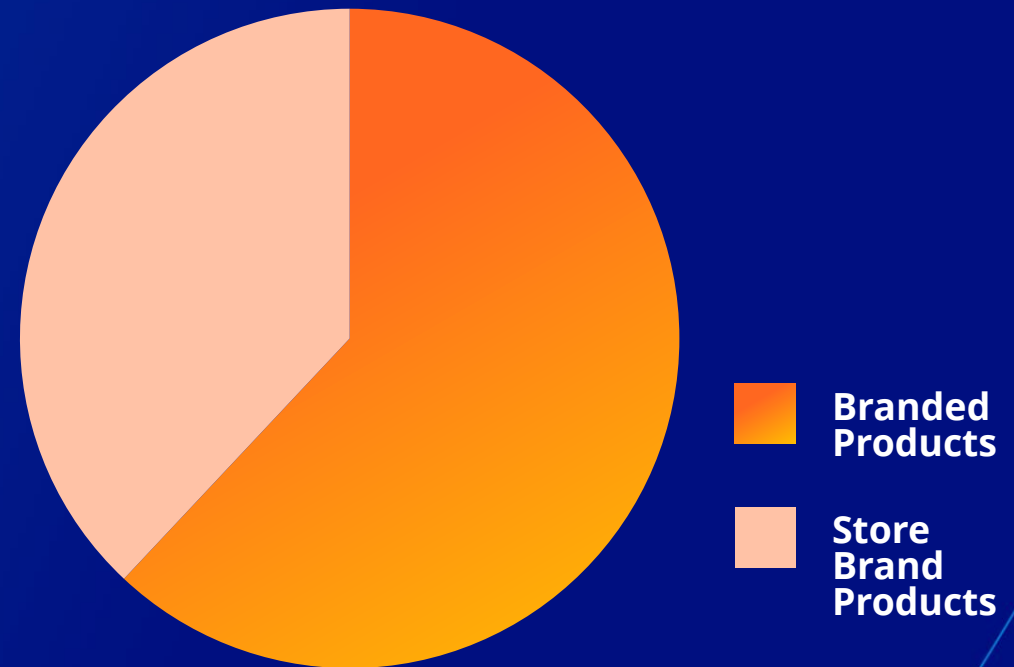
- Develop products for adjacent categories
- Explore growth opportunities through mergers & acquisitions
- Acquire and develop enabling technologies

Integrated Business Model is Strategic Advantage

2019 Revenue



2023 Revenue



Iconic Brands Resonate with Consumers

95%

US households with at least one RCP product in their home¹

65%

Sales from products with #1 market position²

Reynolds Wrap *///* & Reynolds KITCHENS



Aluminum Foil



Oven Bags



Parchment Paper



Slow Cooker Liners



Wax Paper



Freezer Paper

Hefty



Food Bags



Trash Bags



Party Cups



Foam Dishes

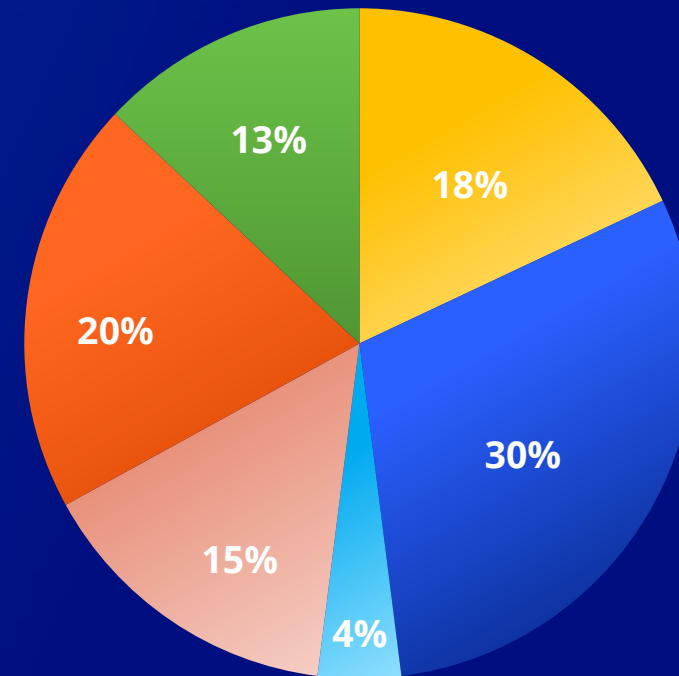
¹ Source: RCP Custom Research Nov 2023

² Source: Circana; MULO; CY 2023

Diverse Channel Mix

Online Sales
Growing
Double Digits

2023 Channel Mix



■ E-Commerce ■ Mass ■ Dollar ■ Club ■ Grocery ■ Other

Unique Marketing Focused on the Next Generation of Consumers



2023 advertising spending has surpassed pre-pandemic levels

Innovation Drives Our Success



20%+

Sales from products introduced in the last three years

Sustainability

Products

Sustainable options across 100% of our product lines by 2025



Manufacturing

Acquired Atacama: manufacturer of highly compostable bioplastics



Community

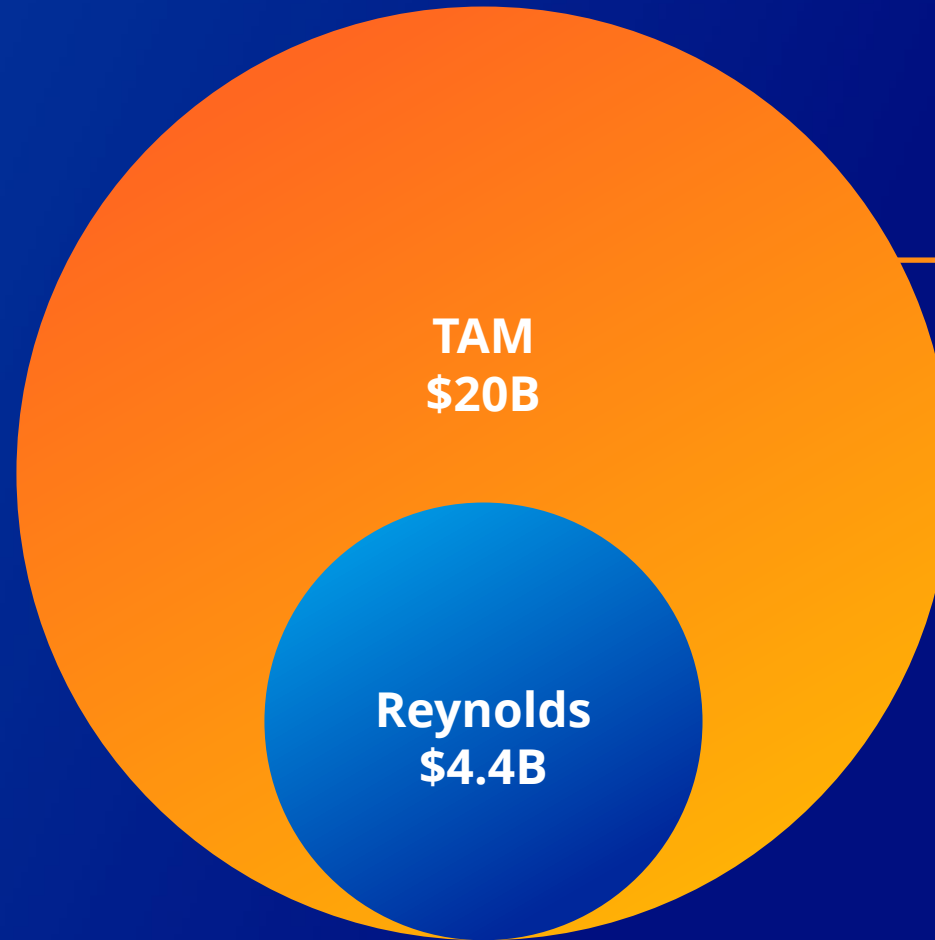
Extending sustainability to supporting communities



Retail TAM ~\$20B¹

Across All Retail Channels

**Significant
Room For
Growth In
Existing
Categories**



Disposable tableware:	\$5.7B
Waste bags:	\$5.1B
Food bags:	\$2.6B
Other CSCS ² :	\$2.3B
Disposable cups:	\$1.7B
Household foil:	\$1.4B
Disposable bakeware:	\$1.3B
Parchment paper:	\$0.2B

Note: Disposable cups, dishes and cutlery do not include specialty SKUS

¹ Retail selling price

² Other CSCS stands for cooking, serving, clean-up and storage

Source: Third Party Research and Analysis; Circana POS and Panel Data; CY 2023



Together We Make Great Things Happen



Focus Five Principles

FOCUS



- 1 Prioritize safety and security of our employees and business
- 2 Drive revenue through profitable volume growth
- 3 Advance ESG across products, people and environment
- 4 Drive operational excellence
- 5 Protect and drive margins and cash flow



Judi Buckner

President, Reynolds Cooking
& Baking

Reynolds Cooking & Baking



Reynolds Making Mealtimes Easier for Over 75 Years



7 of 10

Categories with
#1 market share

10 of 10

Categories with higher
branded sales over
private label

#1 Market Share



Vertical Integration



Only vertically-integrated manufacturer of aluminum foil in the USA



Strategic metal buying and blending team delivering cost efficiencies



Sole US player converting virgin and recycled aluminum

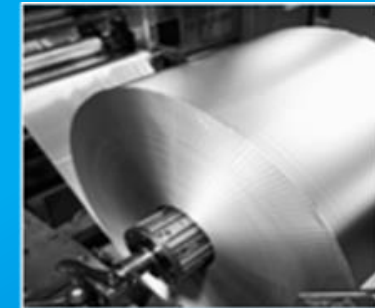
Reynolds Recovery Plan



**A Focused Effort to
Restore Operational
Stability**



**Streamline Inventory
& Supply Planning**



**Reduce Reliance on
Outside Material**

2023 Results



Operational Stability

Daily production has returned to historic rates



Margin Recovery

'23 Adj EBITDA¹
+30% YOY



Commercial Growth

Reynolds Wrap
volume share +3pts
compared to '22

¹ This is a non-GAAP financial measure. See the reconciliation tables at the end of this presentation for a reconciliation to the most directly comparable GAAP measure

Reynolds Cooking and Baking 2023 Financial Performance

Revenue
\$1.3B

Adj EBITDA
\$184M

+30% vs PY

Gen Z and Millennial Trends



Millennials and Gen Zs Value
**Quality, Price,
Sustainability, Community**

New Cooking Habits

- Learning variety of styles through social media
- Seeking convenient kitchen solutions

Our New Chef's Kiss Campaign



EASY PREP. EASY COOK. EASY CLEAN.



MAKE IT EASY.



Robust Library of Digital and Social Content



Feeding America Campaign



FEEDING
AMERICA

1 box purchased = 1 meal* donated

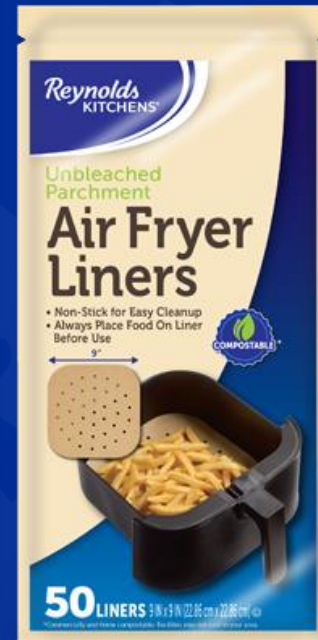
7.5M

meals donated
to date

Nearly
2B

advertising
impressions

Product Innovation



Making
Cooking and
Cleanup
Easier

Sustainability Timeline

2019
Unbleached parchment paper launched



2022
Wax paper certified compostable
Compostable butcher paper launched



2021
Recycled aluminum foil wrap launched
Reynolds Wrap packaging becomes more recyclable



2023
Unbleached air fryer liners launched

Expanding Margins



Vertical Integration

greater control over the chemistry and mechanical properties, ensuring consistent, superior quality



Modernization

improving long-term equipment reliability and continuing our laser focus on safety and quality



Portfolio SKU management

focus on high-margin, high-velocity SKUs

Key Takeaways



Reynolds is an iconic, **75-year-old brand** synonymous with cooking, easy cleanup, serving, and storage



We are the **only vertically integrated manufacturer of aluminum foil** in the USA with a continuous focus on driving cost savings through operational excellence, modernization, and automation



Reynolds is positioned for growth as the steward of our categories, with a demonstrated track record of **expansion into new categories with innovation, enhancing the mix, and increasing sustainable offerings**



Lisa Smith

President, Hefty Waste & Storage

Hefty Waste & Storage

Hefty is a Strong, Growing Mega Brand



- 60 years of innovation
- \$2B brand
- Strong portfolio of products that are #1 or #2 in category
- 40% retail sales growth since 2019



Categories

- Waste Bags
- Food Storage Bags
- Disposable Dishes
- Cups, Straws & Lids
- Cutlery
- Disposable Food Containers
- Trash Cans
- Plastic Storage
- Flexible Totes
- Compression Bags

Key Metrics that Drive Purchase



Brand Trust



Quality



Strength



Durability

Hefty®

Umbrella Campaign for Hefty Family



Waste & Storage Categories

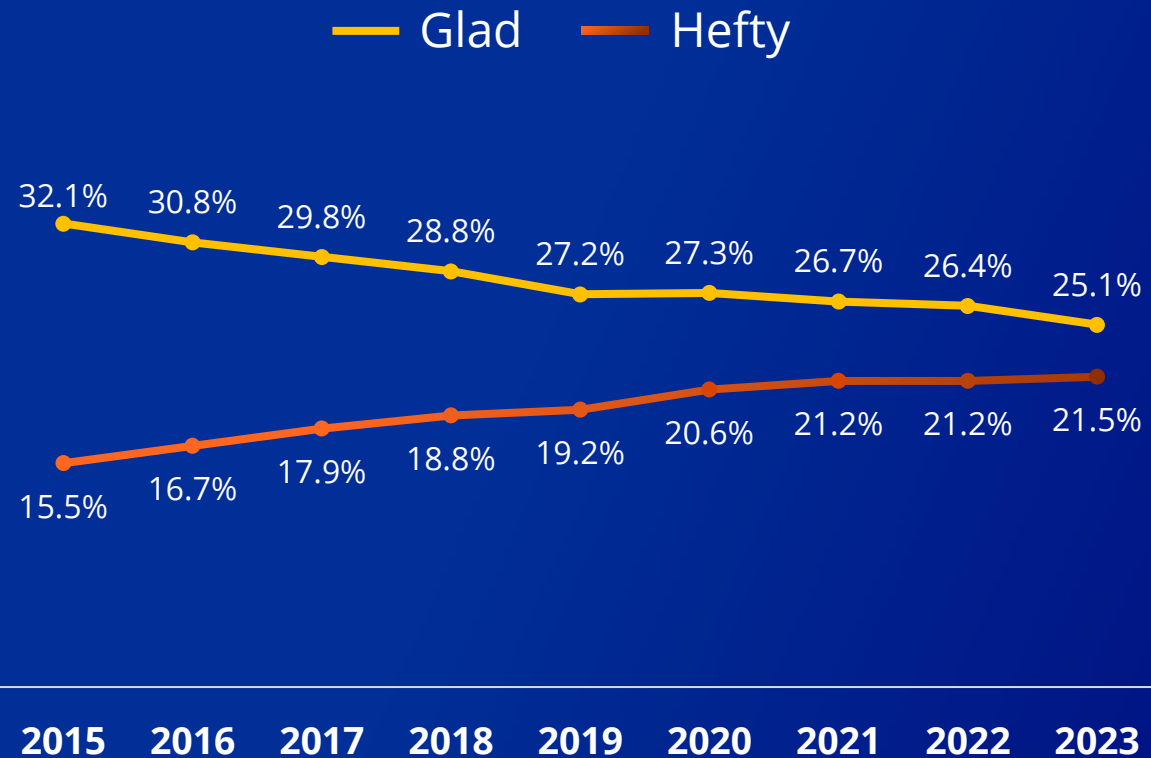
RCP is a key leader in the
Waste and Storage categories

Waste Bag TAM **\$5.1B**

Food Bag TAM **\$2.6B**



Waste Bag \$ Share Trends



Waste Bag Growth

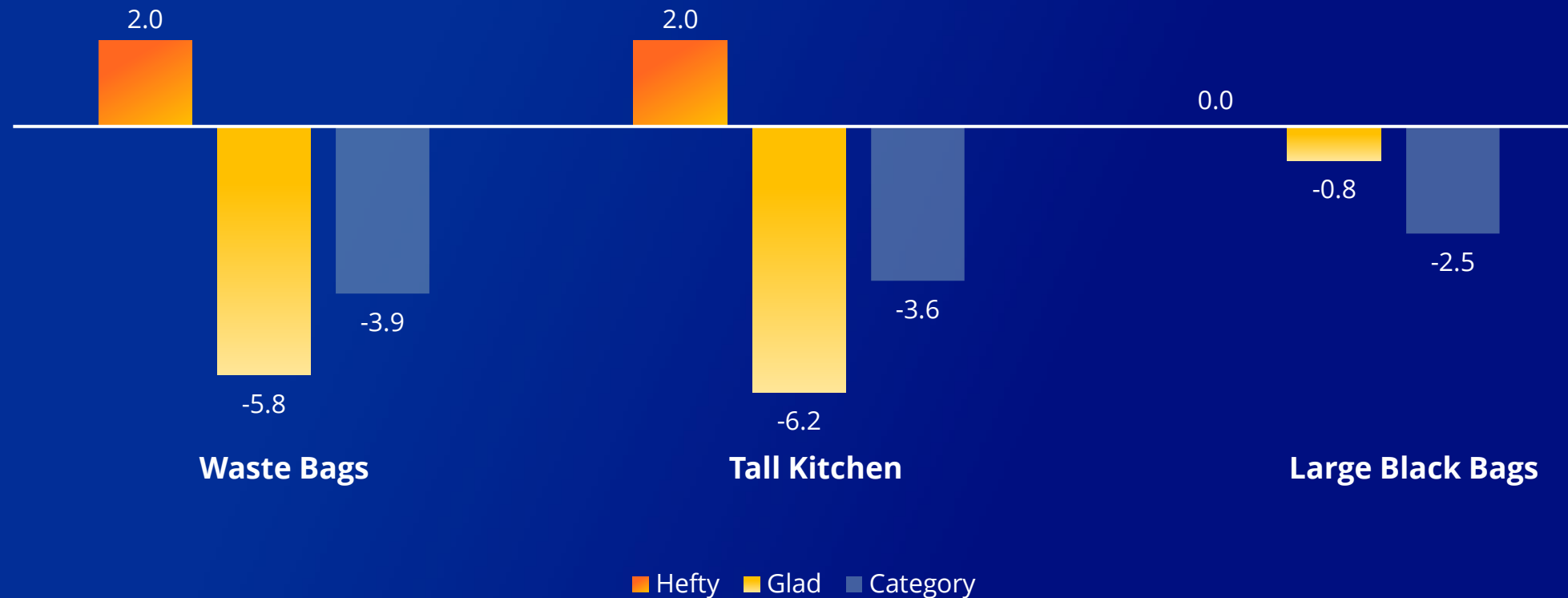
Dollar Share Growth
for past 8 years

From
16%
2015

To
22%
2023

Household Penetration

Household penetration **increased 2 pts** between 2019 and 2023



Hefty Press-to-Close Storage Bags



Category-Leading Quality



Unique Benefits



Performance Pricing for Shoppers

Growth Through Relentless Innovation



- Odor Control & Scent
- Drawstring Introduction
- Embossing Technology
- Sustainable Solutions

Hefty Ultra Strong

+3.3pts

Market Share Over
First 3 Years

2018

Nielsen Breakthrough
Innovation Award Winner



Hefty Ultra Strong with Fabuloso

2022

Circana Pacesetters
Innovation Award

\$160M+

In Retail Sales



2021

\$60M
Retail Sales

2022

\$120M
Retail Sales

2023

\$160M
Retail Sales

2024

Half-Gallon Slider Bag Storage and Freezer



Creating Sustainable Portfolios



Sustainable Packaging Initiatives

Reduction of



**3M lbs of
paperboard &
corrugate**



**20K wood
pallets**



**280 trucks
off the road**



**5K tons of
greenhouse gas
emissions**

Hefty Ultra Strong with Coastal Plastic



35%
Recovered Materials

10%
Coastal Plastic

Hefty Renew Program Impact



2,600

tons of plastic diverted
from the landfills

2M

households with
curbside access by
end of 2024

Advertising & Media Leadership



Advertising Awareness
+10 pts
Across Millennials and Gen Z



Advertising Recall
3:1
Vs Competition

Brand Association
2:1
Vs Competition

Partnership with John Cena

+7pts

**Top-of-Mind
Brand Awareness
Since 2016**



Advertising & Media Leadership



Advertising Awareness
+10 pts
Across Millennials and Gen Z



Advertising Recall
3:1
Vs Competition

Brand Association
2:1
Vs Competition

Hefty Waste & Storage 2023 Financial Performance

Revenue
\$942M

Adj EBITDA
\$261M

+26% vs PY

Key Takeaways



We are poised for growth due to our large categories with **healthy trends**, **strong brand equity**, a **rich innovation pipeline**, and **breakthrough advertising**



We are committed to **creating sustainable portfolios**, reducing **greenhouse gas emissions**, and driving **community recycling**



We will continue driving **profitable growth** through our focus on driving volume, Reyvolution cost savings, and improved trade efficiency



Hefty®

Together We Make Great Things Happen



Chris Corey

President, Presto Products

Presto

Presto Overview



Presto Goal

Build on our **#1 leadership position** in private label press-to-close food bags and deliver **profitable growth**

Founded in
1961

2011

Presto becomes
part of RCP

Presto is a Strong Player in Private Label Across Categories



Food Bags



Waste Bags



Containers



Plastic Wrap

The food bag category is the largest and most attractive category. Presto is focused on the most profitable segments within food bags.

Importance of Presto Private Label Press-To-Close Food Storage Solutions



Retailers are increasingly focused on differentiation and innovation



Presto is well-diversified to serve changing consumer needs & the private label market leader for food bags



Private label provides an affordable option

Presto Market Share

52%

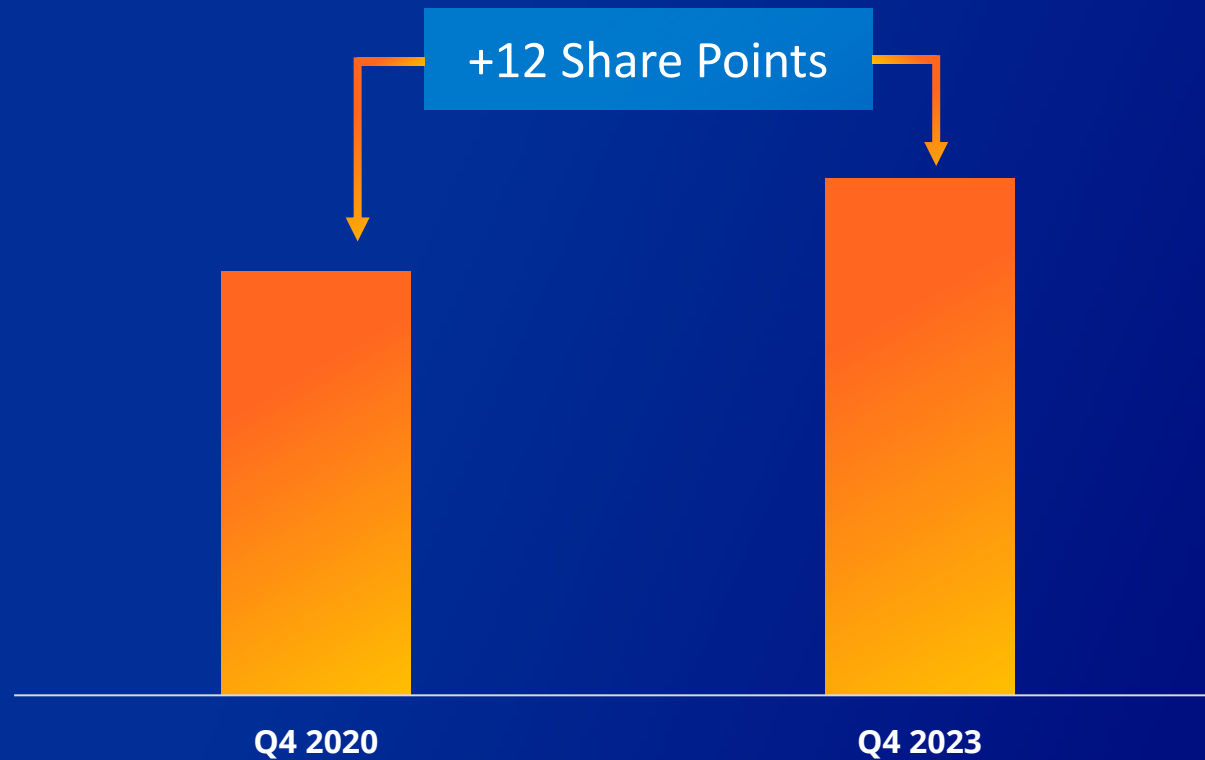
Presto share of private label
food bags

47%

Private label market share of
food bags

Winning Share in PL PTC Food Bags

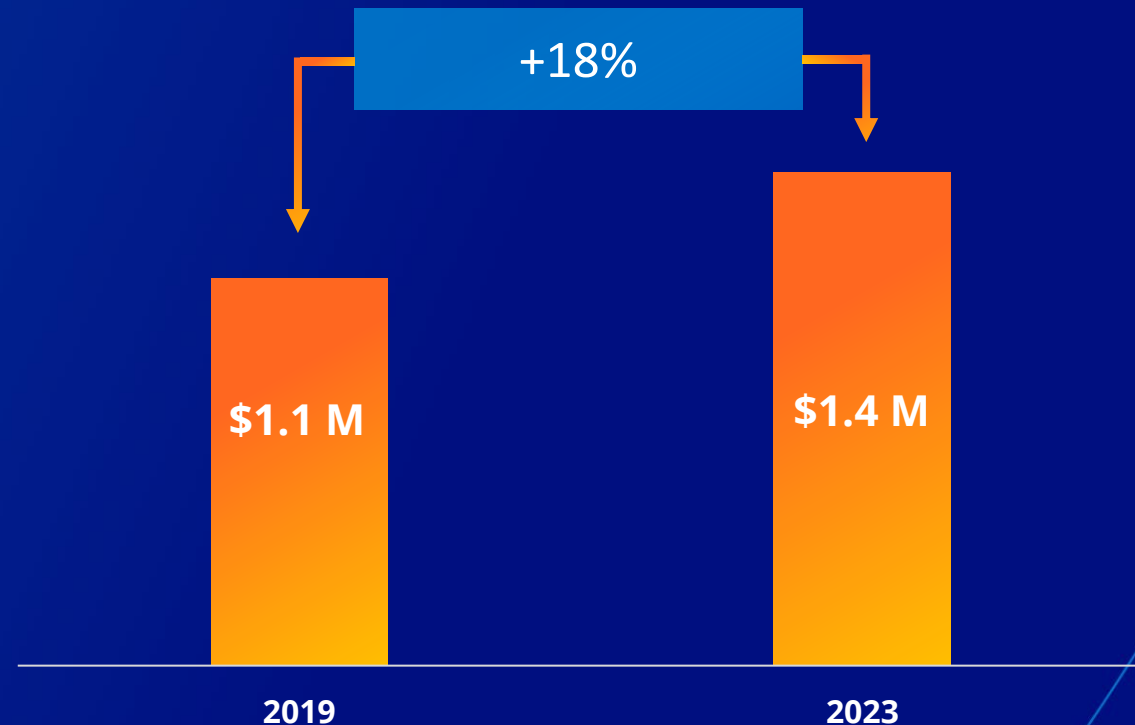
RCP Dollar Share of PL PTC



- RCP value proposition delivers share growth
- Consumers finding value in private label
- Retailers seeking better margins, strategic brand identity

Quart and Gallon Drive Category

Quart & Gallon Food Bag Retail Growth



The Presto Advantage

The power to transform retailer partnerships



Research, Development, & Engineering (RD&E)

Presto innovation and RCP product expertise



Operational and Supply Chain Synergies

Boosting operational excellence and responsiveness to market demands



Procurement & Manufacturing

RCP scale provides cost reductions & streamlined production



Market Expertise and Leadership

RCP's established category captaincy

Drivers of Growth in Food Bags



Customer Acquisition

The comprehensive value offered by RCP positions us to attract new customers



Key Product Categories

Strategically focused on expansion into untracked channels and market opportunities



Innovative and Sustainable Solutions

Significant revenue attributable to product innovation

Delivering Functional Solutions

Presto's gusseted storage bag:

91%

Preference vs Flat Bag

63%

Preference vs Leading Brand



Meeting consumer demands through innovation that anticipates their needs

Sustainable Solutions

Land&Sea
blended TECHNOLOGY™



Land & Sea technology made with 20% less plastic



Best-selling sustainable food bag in dollar, unit, and volume sales across MULO channels



Volume sales 4x vs closest sustainable item

Food Storage Sustainability Strategy

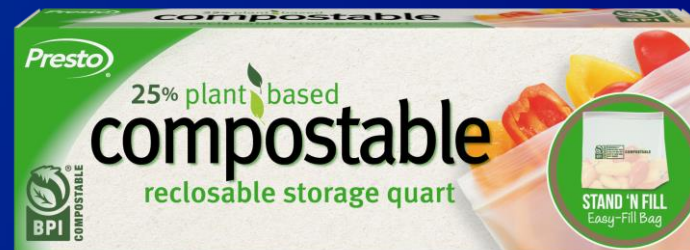
Deliver solutions across sustainable platforms that reduce waste or offer better end-of-life options, while meeting regulatory restrictions

Sustainability Journey

Renewable



Compostable



Recycled Content



Cost Savings and Margin Expansion



Operational Excellence

- Hourly turnover reduction
- Staffing level optimization
- OEE improvement
- Specialty scrap reduction
- Improved fixed cost absorption
- Lower MRO cost through 3D printing



R&D and Procurement

- Alternate resin flexibility
- RPP utilization improvement
- Lower-cost filter implementation
- Non-resin components cost reduction
- Lower cost finished goods imports



Supply Chain Optimization

- Presto consumer integration with RCP SC
- Presto Specialty S&OP implementation
- Warehousing footprint optimization
- SKU rationalization & customer ordering optimization



Upgrade manufacturing assets

- Automation rollout across multiple touchpoints
- Cross-plant asset optimization

Presto 2023 Financial Overview

Revenue
\$593M

Adj EBITDA
\$112M

+17% vs PY

Key Takeaways



Presto is well positioned **to expand our leadership in private label food bags and accelerate growth** through customer acquisition, functional innovation and affordable sustainable solutions



Presto **benefits from RCP's cross-category scale** and infrastructure



We remain focused on **expanding margins and delivering strong shareholder returns**



Rachel Bishop

President, Hefty Tableware

Hefty Tableware

Tableware Overview

- Supplier Hefty branded and private label tableware
- RCP family offers scale & insights to service our customers
- Strong customer partnerships focused on category growth





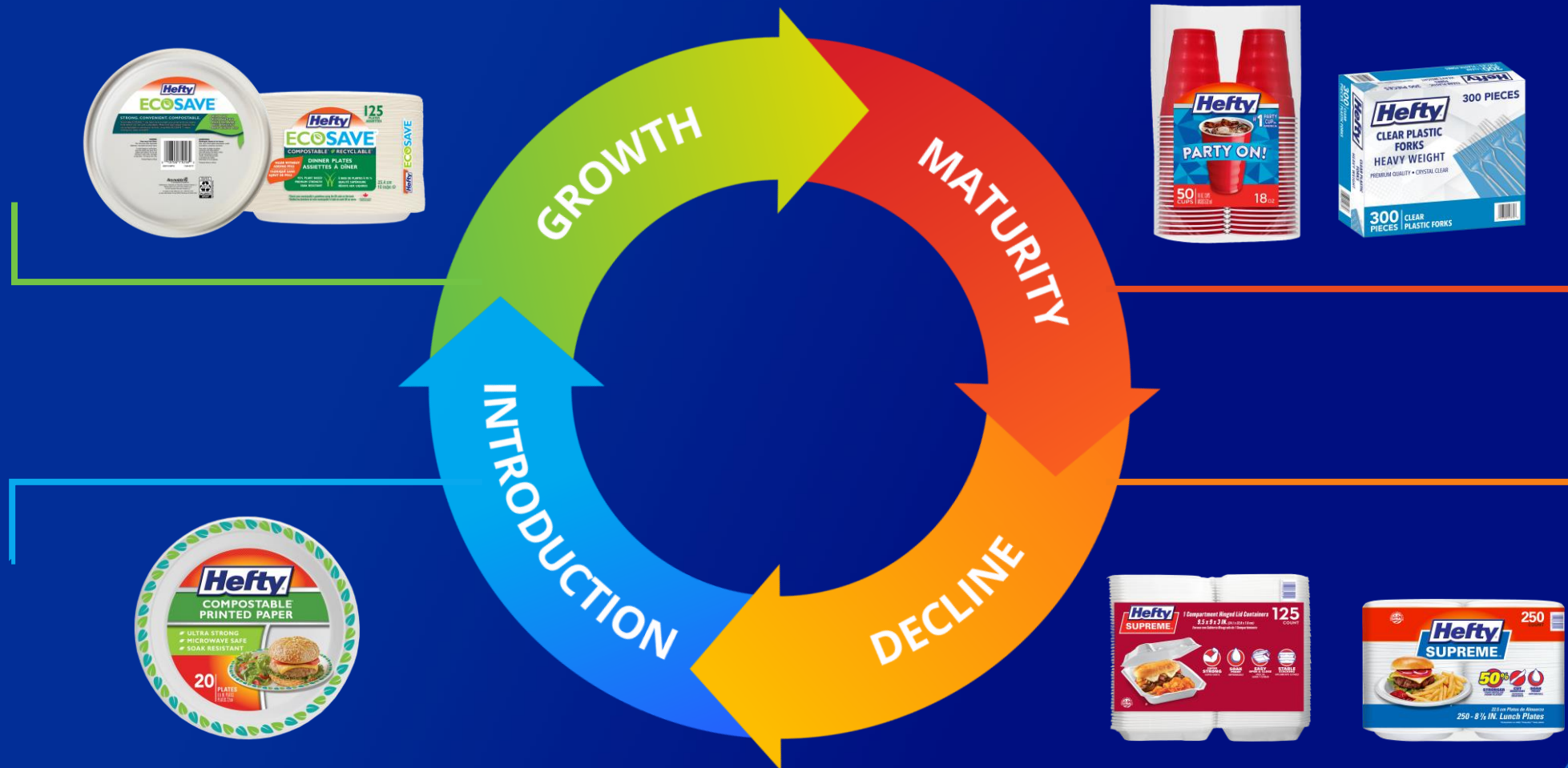
Hefty stands as a megabrand supported by tremendous brand equity

This market position is founded on two pillars:

VALUE and QUALITY



Tableware Portfolio Management



Tableware Innovation Themes



Cost Leadership

- Automation
- Efficiency
- Value Engineering



Fun & Function

Help communities thrive

- Safety
- Diversity
- Pay Equity
- Community Collaboration



Sustainability

Use resources responsibly

- Greenhouse Gas Emissions
- Plastics Recovery
- Waste to Landfill

Convenience to Daily Life and Bringing Families Together



60% of disposable tableware sales are for daily usage occasions¹

Hefty Party Cups²
outsells competitors by
2:1 | **#1**
Party Cup in America

¹ Source: Habits & Practices Study, C+R Research, June 2023

² Source: Circana; MULO; CY 2023

We Bring the Fun to Party Cups!

HAPPY 4TH of JULY
Hefty
A PARTY *in* EVERY PACK

A PARTY *in* EVERY PACK
Hefty

A PARTY *in* EVERY PACK
Hefty

A PARTY *in* EVERY PACK
Hefty

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Hefty

A PARTY *in* EVERY PACK
Hefty

Hefty

Relaunch of ZooPals



Monumental success & enduring popularity



3.7B in earned media impressions¹



Best selling kids' dish for entirety of 2023

¹Source: MuckRack

²Source: Profitero; Launched In August 2023

Growth Through Innovation and Affordable Sustainability



ECOSAVE

- 95% plant-based materials
- Fully compostable



Hefty Recycled Cup

- Made with 100% rPET
- Widely recyclable

A New Chapter in Sustainability

ATACAMA

- Innovative sustainable materials company
- Driven to make sustainable products more available and affordable
- Adds to RCP's sustainable product development technology
- Expands ability to commercialize and scale sustainable products



Hefty & The New Norm



- Hefty provided The New Norm a \$125,000 research grant
- **The New Norm** - Targets plastics that are not commonly recycled in our existing infrastructure, transforming them into sustainable, wearable fabric

Hefty Tableware 2023 Financial Performance

Revenue
\$967M

Adj EBITDA
\$174M

+30% vs PY

Key Takeaways



Hefty is a mega brand with **exceptional brand equity** and on its way to a **\$2B brand**



Hefty is becoming the **leader in affordable, sustainable product offerings** and expanding the portfolio through advanced sustainable innovation



We have **unrivaled customer relationships**, taking an integrated brand and private label approach across the most comprehensive product portfolio



We are committed to always putting the **“fun”** in function

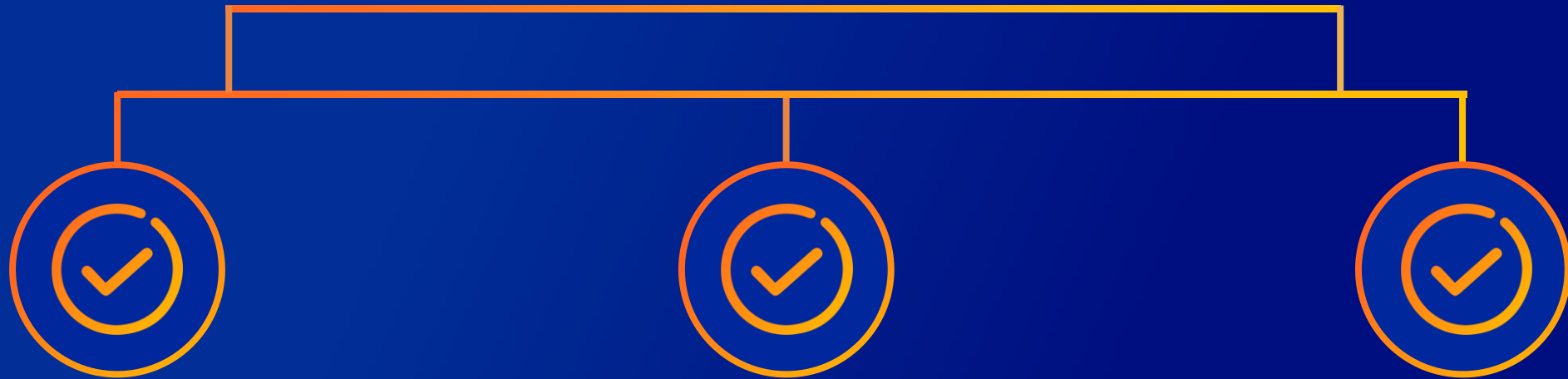


Rachel Bishop

President, Hefty Tableware

ESG

2023 ESG Accomplishments



Recycling Instructions

100% of US consumer branded products¹ have recycling instructions on the product label or on the company website

Pay Equity

100% pay equity across gender and ethnicity

SBTi

Baseline science-based data and targets to reduce greenhouse gas emissions approved by SBTi

¹ International, Canada & B2B products not included
Source: [2023 ESG Approach, Metrics, and Scorecard](#)

ESG Strategy – Core Pillars



Products

Create products people love

- Sustainable Products
- Sustainable Packaging
- Product Circularity



People

Help communities thrive

- Safety
- Diversity
- Pay Equity
- Community Collaboration



Environment

Use resources responsibly

- Greenhouse Gas Emissions
- Plastics Recovery
- Waste to Landfill



Scott Huckins

Chief Financial Officer

Financial Update

Agenda

- 2023 Results and 2024 Guide Recap
- Financial Algorithm Update
- Cash Flow and Capital Allocation Framework
- Extended Total Addressable Market (TAM)
- Total Shareholder Return (TSR)
- Key Takeaways

2022 & 2023 Financial Highlights 2024 Guide

	2022	2023	2024 Guide
Revenue	\$3,817M	\$3,756M	\$3,530 - \$3,640M
Net Income	\$258M	\$298M	\$331 - \$347M
EPS	\$1.28 ¹	\$1.42	\$1.57 - \$1.65
Adj EBITDA²	\$546M	\$636M	\$660 - \$680M
Net Debt²	\$2,053M	\$1,717M	\$1,500 - \$1,600M

2024 Revenue Drivers

- Pricing -1%
- Non-retail & portfolio optimization -3%
- Category volumes -2%
- RCP retail volumes -2% to +1%

¹ 2022 EPS is an Adjusted non-GAAP financial measure. See the reconciliation tables at the end of this presentation for a reconciliation to the most directly comparable GAAP measure

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2023 Performance & 2024 Guide

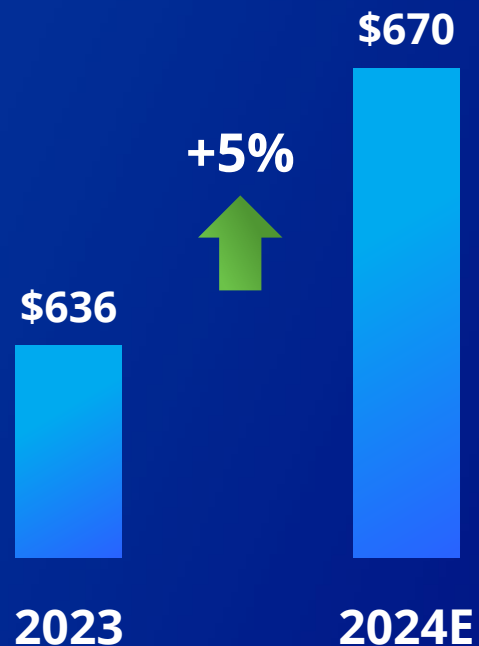
At the Center of Guidance Range

2024E Retail Volume Growth



Adj EBITDA¹

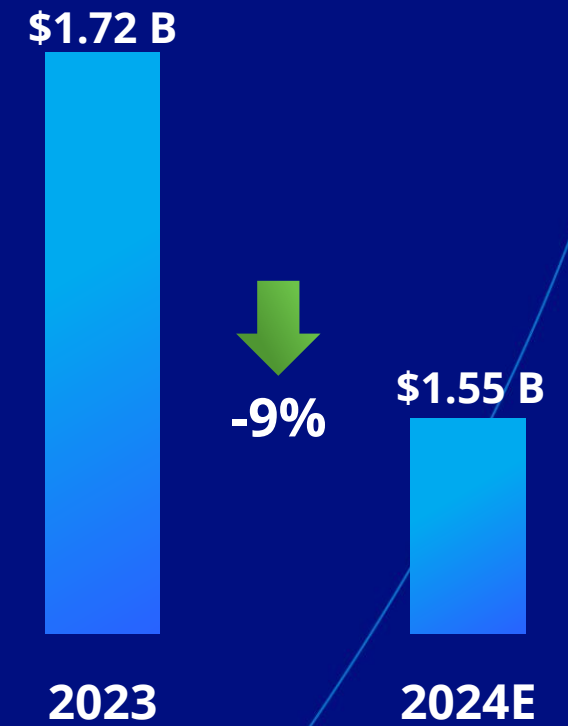
\$ in millions



EPS



Net Debt¹



¹ This is a non-GAAP financial measure. See the reconciliation tables at the end of this presentation for a reconciliation to the most directly comparable GAAP measure

Framing Our Long-Term Outlook

Principal of Continuity: Roll-Forward Current Macro Economics



**Stable
Commodity Costs**



**Interest
Rates**



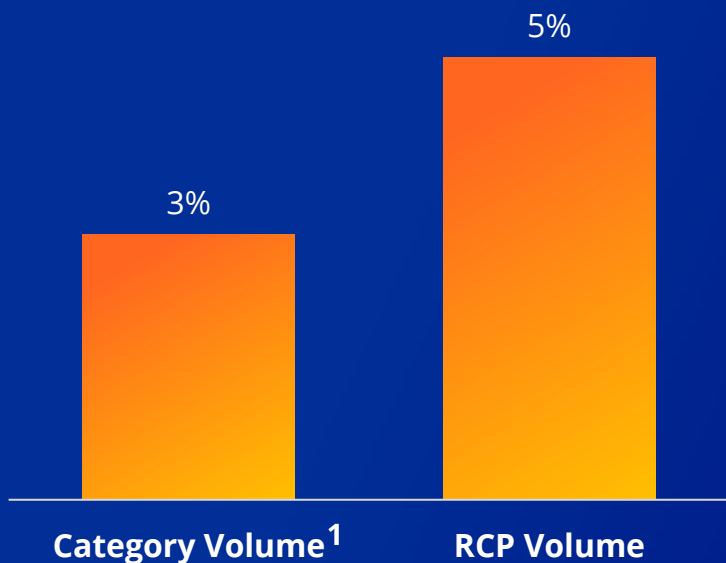
**Retailer and
Consumer
Conditions**



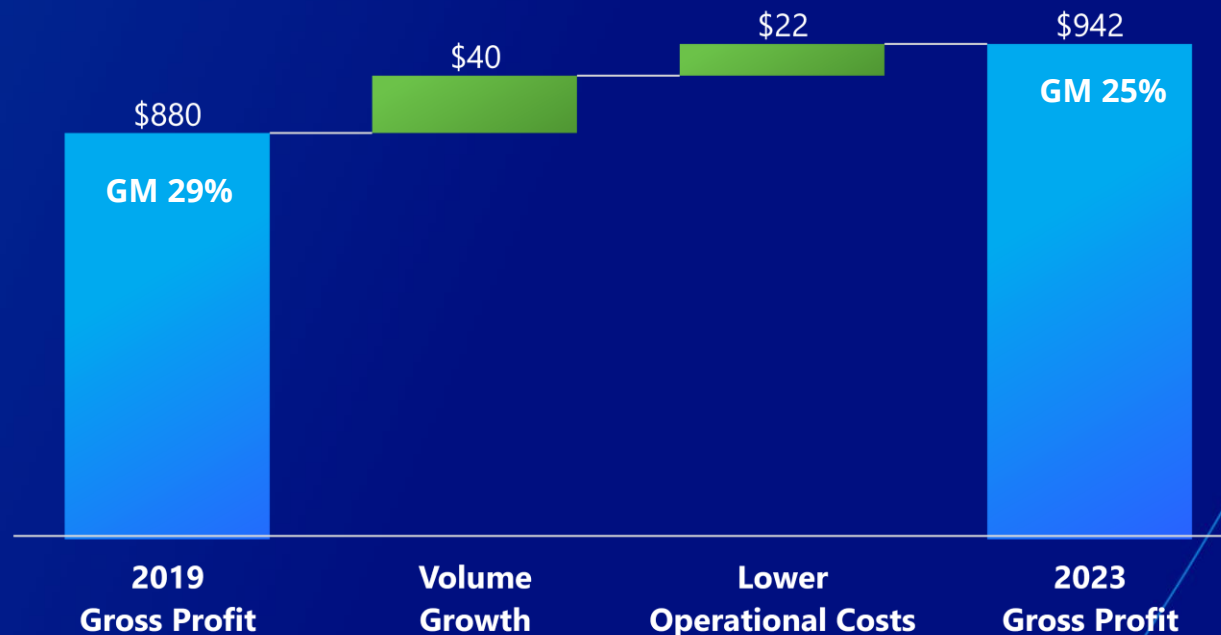
Inflation

Historical Financial Performance Informs Future Expectations

Volume Growth
2019 - 2023



Gross Profit
2019 - 2023

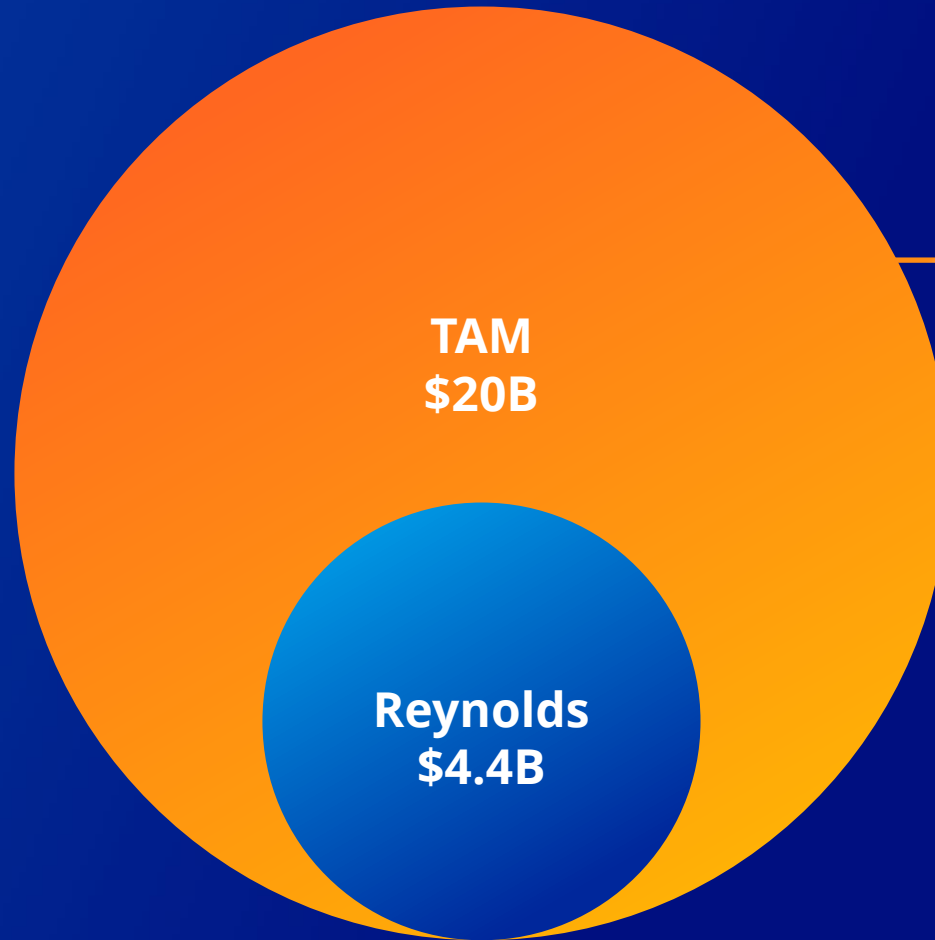


¹ Volume Growth per Circana data
Note: RCP adjusted for retail product portfolio optimization

Retail TAM ~\$20B¹

Across All Retail Channels

**Significant
Room For
Growth In
Existing
Categories**



Disposable tableware:	\$5.7B
Waste bags:	\$5.1B
Food bags:	\$2.6B
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Note: Disposable cups, dishes and cutlery do not include specialty SKUS

¹ Retail selling price

² Other CSCS stands for cooking, serving, clean-up and storage

Source: Third Party Research and Analysis; Circana POS and Panel Data; CY 2023

Long-Term Financial Framework

IPO to Current Outlook

	IPO	Today
 Net revenue / volume growth	Low-single digits	Low-single digits
 Adj EBITDA¹ growth	Low- to mid-single digits	Low- to mid-single digits
 Net income growth	Mid-single digits	Mid-single digits
 Leverage target	2 to 2.5 times Adjusted EBITDA ¹	2 to 2.5 times Adjusted EBITDA ¹
 Quarterly dividend payment	\$.15 / share ²	\$.23 / share

Algorithm
remains unchanged

¹ This is a non-GAAP financial measure. See the reconciliation tables at the end of this presentation for a reconciliation to the most directly comparable GAAP measure

² Prorated for the period subsequent to the IPO

Long-Term Financial Algorithm

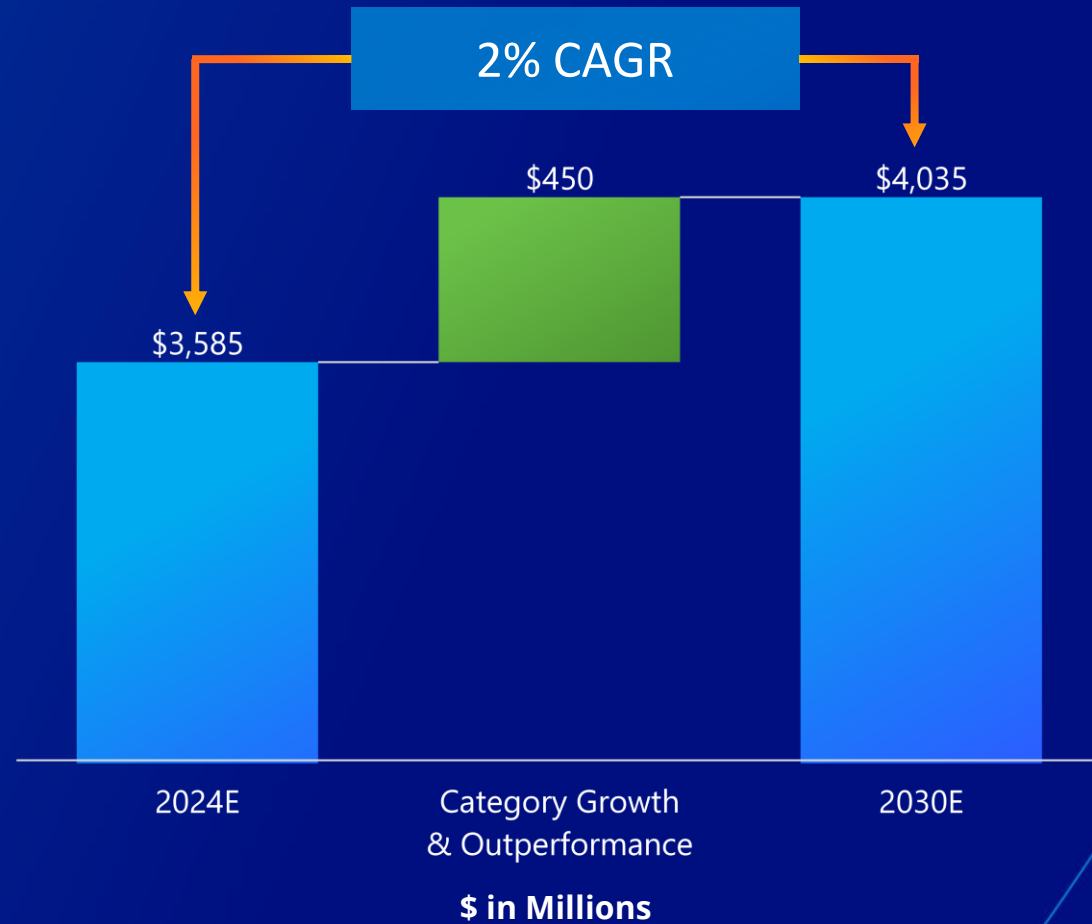
	IPO	Today
 Net revenue / volume growth	Low-single digits	Low-single digits
 Adj EBITDA¹ growth	Low- to mid-single digits	Low- to mid-single digits
 Net income growth	Mid-single digits	Mid-single digits
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 Quarterly Dividend payment	\$.15 / share ²	\$.23 / share

¹ This is a non-GAAP financial measure. See the reconciliation tables at the end of this presentation for a reconciliation to the most directly comparable GAAP measure

² Prorated for the period subsequent to the IPO

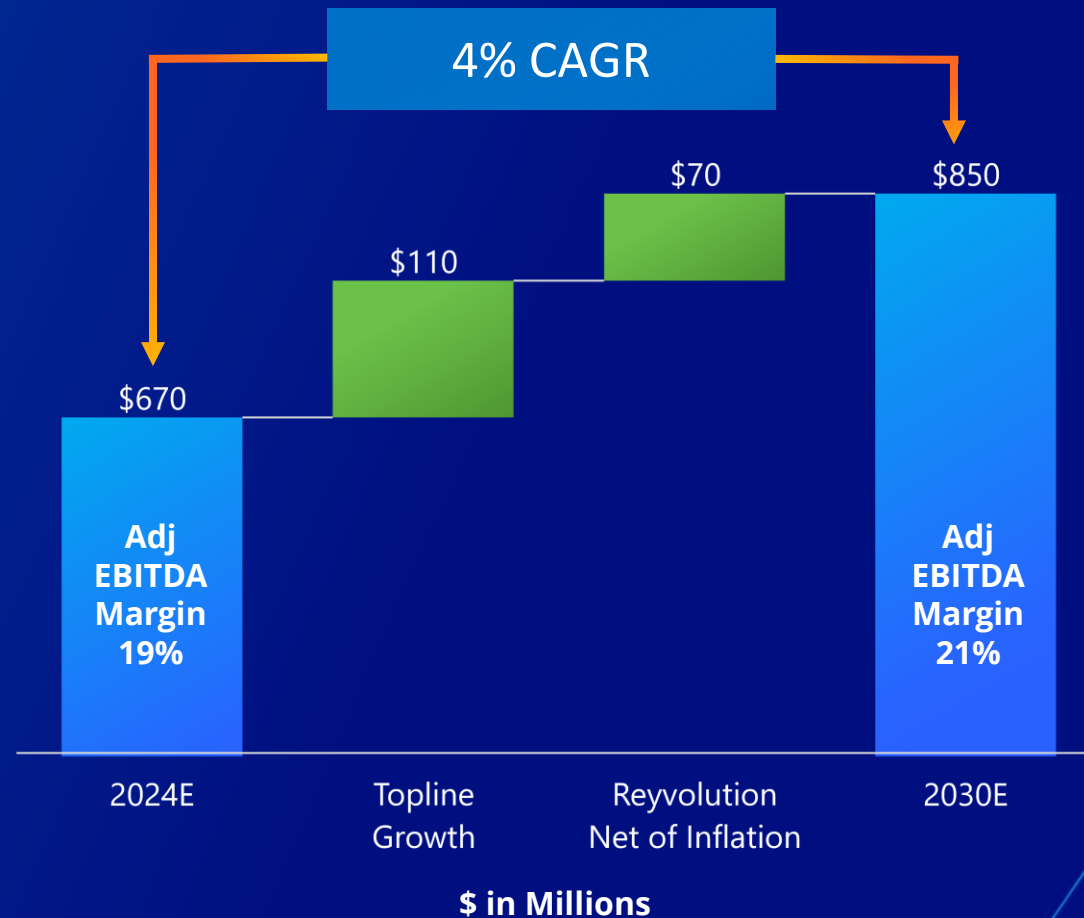
Revenue Bridge

- **Category growth** returns per third party research
- **RCP continues to outperform** category growth



Adj EBITDA¹ Bridge

- Topline driving **gross margin** expansion
- **Reyvolution savings** driving additional margin expansion



¹ This is a non-GAAP financial measure. See the reconciliation tables at the end of this presentation for a reconciliation to the most directly comparable GAAP measure

Free Cash Flow Conversion Enhances Investment Capacity

50% - 60%

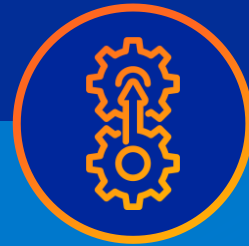
**Adj EBITDA Conversion
To Free Cash Flow¹**

Net Debt Leverage ¹	2030
Capacity at 2.5x Leverage	\$2.0B

¹ This is a non-GAAP financial measure. See Appendix.

Capital Allocation

Deleverage to Target



Organic

Growth &
Cost Takeout



Inorganic

M&A



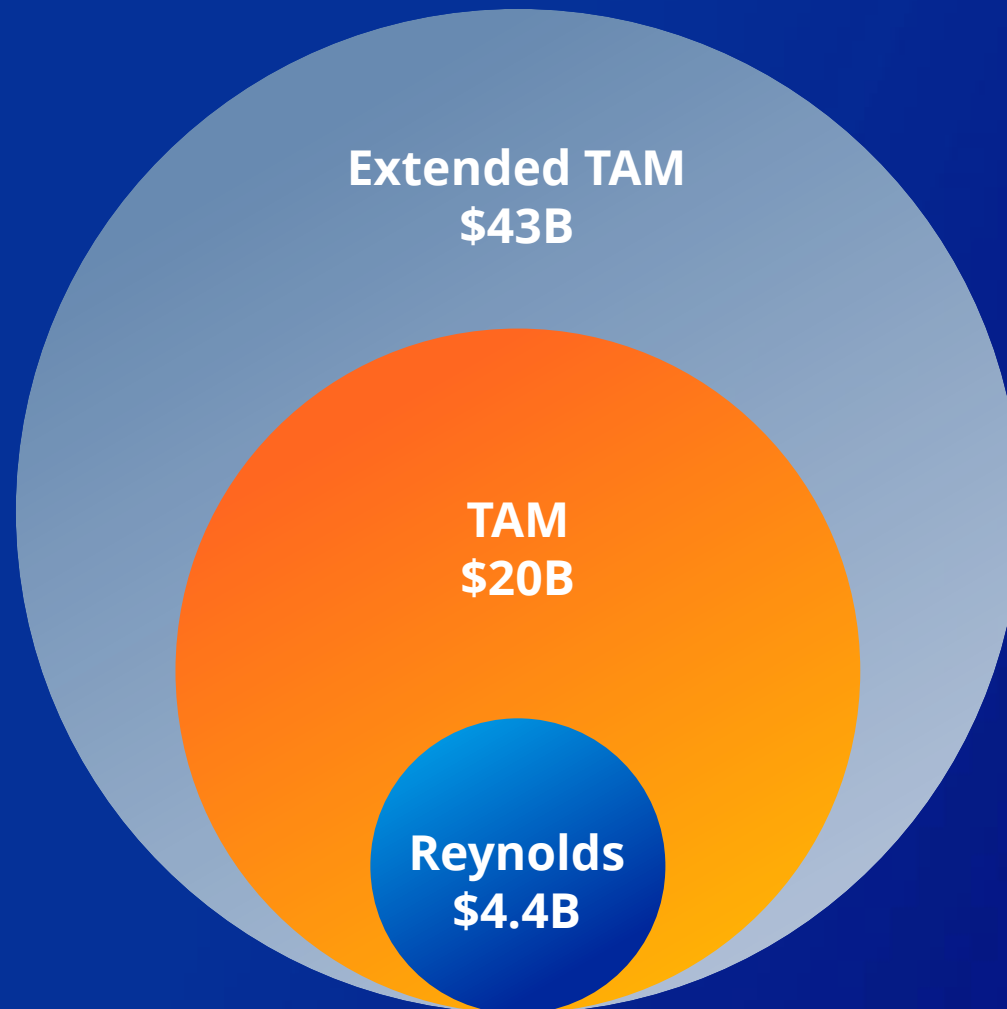
Return of Capital

Dividends
Share Repurchases

Pillars Compete For Investment On A Return Basis

Extended TAM ~\$43B¹

Consists of current and adjacent cooking, serving, clean-up and storage categories.



Entry into extended TAM categories based on a balanced approach of product innovation and targeted acquisitions

¹ Retail selling price
Source: Third Party Research and Analysis; Circana POS and Panel Data; CY 2023

Valuation and TSR

2023 – 2025 CAGR ¹	Reynolds	Household Product Median
EPS Growth	10.1%	8.4%
Dividend Yield	3.1%	2.3%
Total Shareholder Return	13.2%	10.6%
NTM P/E	18.0x	23.6x
NTM P/E / TSR	1.4	2.2

- Durable earnings and growth
- Strong free cash flow
- Strong dividend yield

¹ EPS CAGR based on FactSet consensus estimates and analysis by Goldman Sachs

Key Takeaways



RCP is entering an inflection point where profitability has been returned to pre-pandemic levels and leverage is near target



Significant financial flexibility and investment capacity from a healthy balance sheet and strong free cash flow conversion



Algorithm implies continuation of demonstrated performance; does not imply a “bend in the curve”



Management committed to **TSR-based capital allocation framework**



Lance Mitchell

President and
Chief Executive Officer

Closing Thoughts

Key Takeaways



We win through **our people**



We will grow through **innovation, emerging technologies and targeted opportunities to expand** into adjacent categories



We are a **leading provider** of cooking, serving, clean up and storage products



We prioritize the commercialization of **affordable sustainable solutions**



We win by **championing our categories** for our customers and consumers



We are focused on expanding margins and driving cash flow to **increase financial flexibility**

Appendix

Use of Non-GAAP Financial Measures

We use non-GAAP financial measures "Adjusted EBITDA," "Adjusted Net Income," "Adjusted Earnings Per Share," "Net Debt," "Net Debt to Trailing Twelve Months Adjusted EBITDA," "Free Cash Flow," and "Adjusted EBITDA Conversion to Free Cash Flow" in evaluating our past results and future prospects. We define Adjusted EBITDA as net income calculated in accordance with GAAP, plus the sum of income tax expense, net interest expense, depreciation and amortization and further adjusted to exclude IPO and separation-related costs, as well as other non-recurring costs. We define Adjusted Net Income and Adjusted Earnings Per Share ("Adjusted EPS") as Net Income and Earnings Per Share ("EPS") calculated in accordance with GAAP, plus IPO and separation-related costs, as well as other non-recurring costs. We define Net Debt as the current portion of long-term debt plus long-term debt less cash and cash equivalents. We define Net Debt to Trailing Twelve Months Adjusted EBITDA as Net Debt (as defined above) as of the end of the period to Adjusted EBITDA (as defined above) for the period. We define Free Cash Flow as net cash provided by operating activities in the period minus the acquisition of property, plant and equipment in the period. We define Adjusted EBITDA Conversion to Free Cash Flow as Free Cash Flow (as defined above) as of the end of the period to Adjusted EBITDA (as defined above) for the period.

We present Adjusted EBITDA because it is a key measure used by our management team to evaluate our operating performance, generate future operating plans and make strategic decisions. In addition, our chief operating decision maker uses Adjusted EBITDA of each reportable segment to evaluate the operating performance of such segments. We use Adjusted Net Income and Adjusted Earnings Per Share as supplemental measures to evaluate our business' performance in a way that also considers our ability to generate profit without the impact of certain items. We use Net Debt as we believe it is a more representative measure of our liquidity. We use Net Debt to Trailing Twelve Months Adjusted EBITDA because it reflects our ability to service our debt obligations. We use Free Cash Flow because it measures our ability to generate additional cash from our business operations. We use Adjusted EBITDA Conversion to Free Cash Flow because it measures our ability to convert our earnings to cash. Accordingly, we believe presenting these measures provide useful information to investors and others in understanding and evaluating our operating results in the same manner as our management team and board of directors.

Non-GAAP information should be considered as supplemental in nature and is not meant to be considered in isolation or as a substitute for the related financial information prepared in accordance with GAAP. In addition, our non-GAAP financial measures may not be the same as or comparable to similar non-GAAP financial measures presented by other companies.

Guidance for fiscal year 2024 and other projected amounts, where adjusted, are provided on a non-GAAP basis. The Company cannot reconcile its expected Net Debt at December 31, 2024 to expected total debt, or expected ratios involving Net Debt, as well as 2030 Adjusted EBITDA Margin, or the Adjusted EBITDA Conversion to Free Cash Flow estimate without reasonable effort because certain items that impact these measures and other reconciling measures are out of the Company's control and/or cannot be reasonably predicted at this time, to which unavailable information could have a significant impact on the Company's GAAP financial results.

Please see reconciliations of non-GAAP measures used in this release (with the exception of our December 31, 2024 Net Debt outlook, 2030 Adjusted EBITDA and the Adjusted EBITDA Conversion to Free Cash Flow estimate as described above) to the most directly comparable GAAP measures, beginning on the following slide.

Reconciliation of Net Income to Adjusted EBITDA

Reynolds Consumer Products Inc.
Reconciliation of Net Income to Adjusted EBITDA
(amounts in millions)

	For the Years Ended December 31,	
	2023	2022
	(in millions)	
Net income – GAAP	\$ 298	\$ 258
Income tax expense	95	80
Interest expense, net	119	76
Depreciation and amortization	124	117
IPO and separation-related costs ⁽¹⁾	—	12
Other	—	3
Adjusted EBITDA (Non-GAAP)	\$ 636	\$ 546

(1) *Reflects costs related to the IPO process, as well as costs related to our separation to operate as a stand-alone public company. These costs are included in Other expense, net in our consolidated statements of income.*

Reconciliation of Net Income and EPS to Adjusted Net Income and Adjusted EPS

Reynolds Consumer Products Inc.
Reconciliation of Net Income and EPS to Adjusted Net Income and Adjusted EPS
(amounts in millions, except per share data)

	Year Ended December 31, 2023			Year Ended December 31, 2022		
	Net Income	Diluted Shares	Diluted EPS	Net Income	Diluted Shares	Diluted EPS
As Reported - GAAP	\$ 298	210	\$ 1.42	\$ 258	210	\$ 1.23
Adjustments:						
IPO and separation-related costs ⁽¹⁾	—	—	—	9	210	0.04
Other ⁽¹⁾	—	—	—	2	210	0.01
Adjusted (Non-GAAP)	<u>\$ 298</u>	<u>210</u>	<u>\$ 1.42</u>	<u>\$ 269</u>	<u>210</u>	<u>\$ 1.28</u>

(1) *Amounts are after tax, calculated using a tax rate of 23.6% for the twelve months ended December 31, 2022, which is our effective tax rate for the period presented.*

Reconciliation of Total Debt and Calc of Net Debt to TTM Adj EBITDA

Reynolds Consumer Products Inc.
Reconciliation of Total Debt to Net Debt and Calculation of Net Debt to Trailing Twelve Months Adjusted EBITDA
(amounts in millions, except for Net Debt to Trailing Twelve Months Adjusted EBITDA)

As of December 31, 2023

Current portion of long-term debt	\$	—
Long-term debt		1,832
Total debt		1,832
Cash and cash equivalents		(115)
Net debt (Non-GAAP)	\$	1,717

For the twelve months ended December 31, 2023

Adjusted EBITDA (Non-GAAP)	\$	636
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Net Debt to Trailing Twelve Months Adjusted EBITDA	2.7x
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As of December 31, 2022

Current portion of long-term debt	\$	25
Long-term debt		2,066
Total debt		2,091
Cash and cash equivalents		(38)
Net debt (Non-GAAP)	\$	2,053

For the twelve months ended December 31, 2022

Adjusted EBITDA (Non-GAAP)	\$	546
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Net Debt to Trailing Twelve Months Adjusted EBITDA	3.8x
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Reconciliation of Net Cash provided by Operating Activities to Free Cash Flow

Reynolds Consumer Products Inc.
Reconciliation of Net Cash Provided by Operating Activities to Free Cash Flow
(amounts in millions)

	For the Years Ended December 31	
	2023	2022
Net cash provided by operating activities	\$ 644	\$ 219
Acquisition of property, plant and equipment	(104)	(128)
Free cash flow	\$ 540	\$ 91

Reconciliation of FY2024 Net Income Guidance to Adjusted EBITDA Guidance

Reynolds Consumer Products Inc.
Reconciliation of FY2024 Net Income Guidance to Adjusted EBITDA Guidance
(amounts in millions)

	Year Ended December 31, 2024	
	Low	High
Net income (GAAP)	\$ 331	\$ 347
Income tax expense	108	112
Interest expense, net	100	100
Depreciation and amortization	121	121
Adjusted EBITDA	<u>\$ 660</u>	<u>\$ 680</u>