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This Presentation contains unaudited financial information for the twelve months ended March 31, 2025, which is calculated by adding the unaudited results of operations for the three months ended March 31, 2025, to the results of operations for the twelve months ended March 31, 2025, to the results of operations for the type months ended March 31, 2025, has not been audited or reviewed by any independent auditors, is not required by or presented in accordance with IFRS or any other generally accepted accounting principles and has been prepared for illustrative purposes only. The unaudited consolidated financial information for the twelve months ended March 31, 2025, is not necessarily indicative of the results that may be expected for any future period and should not be used as the basis for, or prediction of, an annualized calculation.



## **Executive Summary**

- Trivium Packaging ("Trivium", the "Company") is a leading supplier of innovative, value added and rigid metal
  packaging solutions, serving over 800 customers across more than 70 countries around the globe
  - The Company operates in two segments:
    - Europe, Asia and Africa ("EAA"), the premier European metal packaging platform, manufacturing metal cans across the food, nutrition, seafood and paints & coatings end-markets
    - Americas and Global Aerosol and Beverage ("AGAB"), a global aerosol and beverage manufacturing business and top 1 and 2 positions in food and specialty and in the production of aerosol and beverage containers
- Trivium was formed in 2019 via the merger of Ardagh's Food & Specialty metal packaging business and Exal Corporation, a leading producer of aluminum containers
- In 1Q25 LTM, the Company generated \$468mm of Adjusted EBITDA and \$470mm of Management Adjusted EBITDA<sup>1</sup>
- The business has a well-diversified customer base of blue-chip CPGs, with multi-year contractual commitments containing embedded cost pass-throughs
  - Consistent and competitive margins drive stable cash flows and an attractive financial profile







We reliably deliver high quality, innovative and sustainable packaging that exceeds expectations in protecting and promoting our partners' brands.

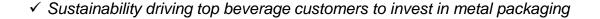
## Resilient Business Profile Able to Deliver Volume and Earnings Growth Amidst the Current Macro-economic Environment

#### **Defensive Business Model**

- ✓ Exposure to resilient and counter-cyclical end-markets
- ✓ Diversified longstanding blue-chip customer base
- ✓ Multi-year contracts with volume commitments
- ✓ Supply chain management and cost pass-through provisions to minimize impact from tariffs

#### **Growth Drivers**

- ✓ Portfolio and regional expansion in petfood to capitalize on growing pet population and premiumization trends
- ✓ Market leader in Nutrition EAA which is experiencing growth in premium infant formula and elderly nutrition markets



✓ Recent investments in contracted capacity expansions and increased filing capabilities to support growth in AGAB

#### Outlook

Trivium is seeing good operational performance and continued cost focus to start the year

Path to maintaining / slightly increasing volumes in the near-term, which could translate to EBITDA growth and improved cash generation

Organic EBITDA growth to support continued execution of de-leveraging strategy



## Trivium – Global Leader in Metal Packaging

**Key Stats** 

TRIVIUM's Credit Highlights

\$2.9bn

2024A Revenue

\$483mm

2024A Mgmt. Adj. EBITDA

16.5%

2024A Mgmt. Adj. EBITDA Margin

>80%

% of Revenue under
Multi-Year Contracts

~800+

Customers

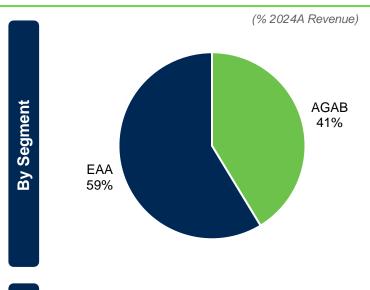
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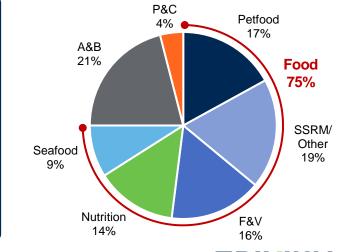
**Plants** 

~7,400 *Employees* 

- ✓ Leader in the global metal packaging market, with well-invested assets and a leading R&D platform
- ✓ Leadership positions across resilient and countercyclical end-markets, serving as a critical asset in the food packaging supply chain
- ✓ Highly secured customer base of blue-chip CPGs
- ✓ Multi-year contractual commitments with embedded cost pass-through
- ✓ Established proprietary performance excellence system, Trivium Business System, driving value creation
- ✓ Highly attractive financial profile with consistent and competitive margins driving stable cash flows
- ✓ Metal is a well-positioned substrate and Trivium is widely recognized as a sustainability leader (EcoVadis Platinum)
- ✓ Led by a **best-in-class management team** with a proven track record

#### **Business Mix**





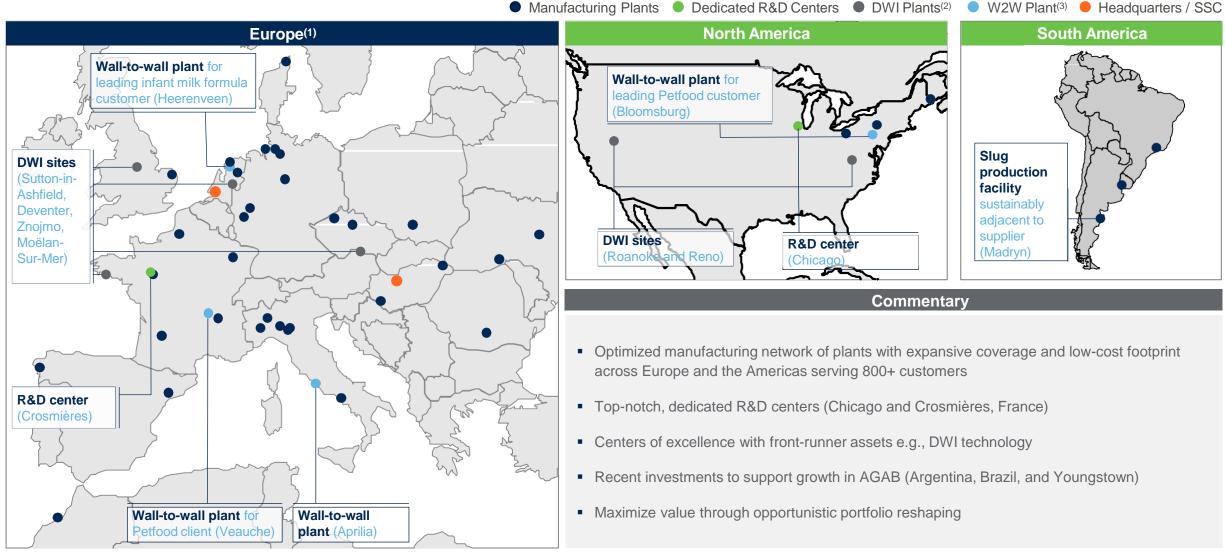
By End Market

## **Trivium Has Entrenched Market Positions in Highly Attractive Verticals**

Segment		E	AA			AGAB							
Revenue Mgmt. Adj. EBITDA / Margin <sup>(1)</sup>			24mm m / 16.8%		\$1,213mm \$209mm / 17.2%								
Business Unit ("BU")	Food	Nutrition	Seafood	Paints & Coatings	F&S	NA AAB	SA AAB	EAB					
Market Position	#2 2 2 2 2	¥1.3	#23	Z#13	¥#2 272	¥2.¥	\$#13 2002	2#13 2002					
Select Products	Many Acres 1	THE PARTY OF THE	PLIT NOTE:		Hunts Diceb Diceb Diceb Diceb Diceb Diceb		Day Dogge Bores	Dove Revona Revona					
	GOURNE!	NAN NAN NAN	MAKELUSIA										



### **Strategically Located and Well-Invested Global Network**



- (1) Map illustratively excludes Trivium's Seafood plant in South Korea.
- 2) Draw and Wall Ironing ("DWI"); represents a highly efficient technology for 2-piece cans produced in high volumes.
- (3) Wall-to-wall ("W2W").



## Serving as a Longstanding Partner to Blue Chip Customers

#### **Commentary**

- Serves a long tenured, blue-chip customer base across a broad product range
  - ~800+ customers globally; top 10 represent ~43% of total 2024 revenue
- Innovation with customers supported by global R&D team of engineers, which has led to over 65 awards since 2019
- Contracting excellence (part of TBS ComEx):
  - Majority of revenue from key customer contracts have been renewed in last couple of years; in total, >80% of business under multi-year contracts
  - Typical contract structure is a multi-year term with volume commitments and strong cost pass-through provisions

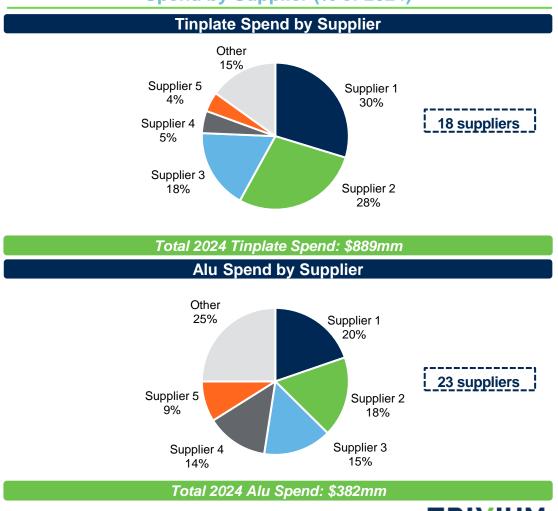


## Stable Security of Supply with Strong Pass-Through Provisions

#### **Procurement and Supplier Overview**

- Key material costs relate to steel (tinplate) and aluminum, which are commodities that fluctuate in price based on supply / demand dynamics
- Trivium's contracting model enables it to pass-through metal cost increases to its customers, ensuring that absolute margins are maintained
- Procurement prices are renegotiated and set predominantly on an annual basis largely mirroring the timing of negotiation of customer contracts
- Unlike aluminum, there is no widely quoted market price for tinplate and Trivium has accumulated and invested in market intelligence to procure at a discount to its competitors
- Key procurement initiatives: expanding strategic sourcing, increased qualification and elimination of single source supply / consolidation of spend





## Strong U.S. Tariff Mitigation Plan in Place

#### **Tariff Mitigation Strategy**

#### All can makers are impacted by tariffs

Industry-wide impact of tariffs on all U.S. players
U.S. is a net importer of steel – limited threat from local substitution



## Supply chain management

Agile supply chain management to secure most optimal input prices Pivot to raw material pre-buying for price security



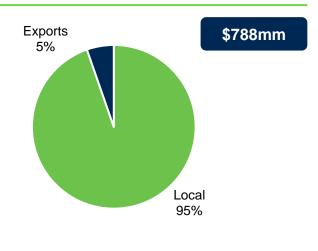
### Intended to be fully passed-through

Any tariff impact that is ultimately realized is intended to be 100% passed-through to customers

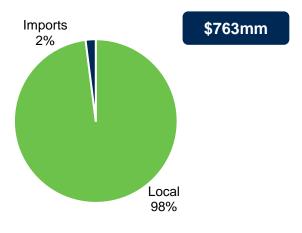
- Trivium had made significant preparations to mitigate previously announced section 232 tariffs on steel and aluminum, which were not subject to the additional "Liberation Day" reciprocal tariffs
- Trivium team has previous experience during the first Trump administration successfully managing supply chains amidst U.S. tariffs
- Impact to margin in any situations where the supply chain can not be repositioned will be minimal due to strong pass-through provisions
- Specifically on exposure to U.S. steel tariffs, U.S. is a net importer of steel, thus all
  players will be impacted by tariffs which will limit the threat from local
  substitution
- Tariffs on metal should have a limited impact on final retail prices due to their content of the finished product (subject to customer/product mix)

#### **Limited Import / Export Risk for U.S. Revenues**











### **EAA Overview**

**Key Stats** 

\$1.7bn

2024A Revenue

\$289mm

2024A Mgmt. Adj. EBITDA

16.8%

2024A Mgmt. Adj. EBITDA Margin

~7.3bn

Cans Sold Annually ~11.0bn

Ends Sold Annually

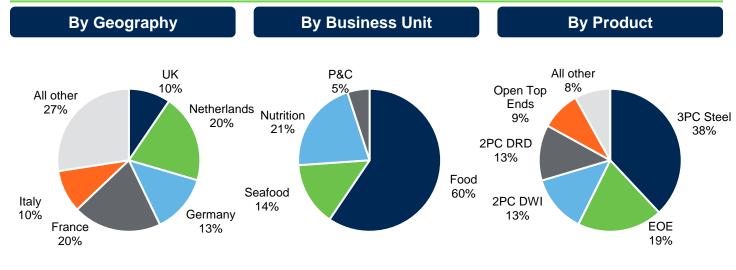
35

Mfg. Plants

4

DWI Plants

#### **Business Mix (% of 2024 Revenue)**



#### **TRIVIUM** 's Position

- Stable underlying end markets, with select areas of growth (e.g. Petfood and Nutrition)
- Strong ties to customers, with vast majority of business secured under multi-year contracts with pass-through clauses and volume commitments
- Leading market positions (#1 or #2) in all business segments
- Strategically located European network
- Well-invested network enables **strong**, **local customer services** and entrenches relationships



### **AGAB Overview**

**Key Stats** 

\$1.2bn

2024A Revenue

\$209mm

2024A Mgmt. Adj. EBITDA

17.2%

2024A Mgmt. Adj. EBITDA Margin

~4.6bn

~2.7bn

Cans Sold Annually Ends Sold Annually

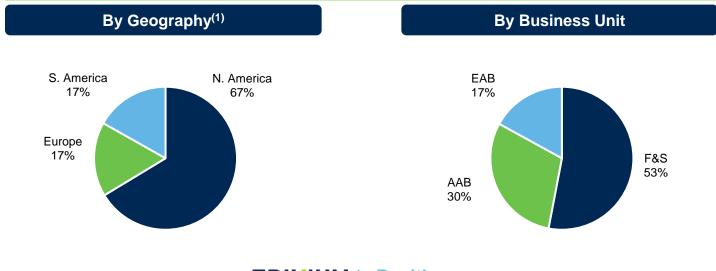
14

Mfg. Plants

2

DWI Plants

#### **Business Mix (% of 2024 Revenue)**



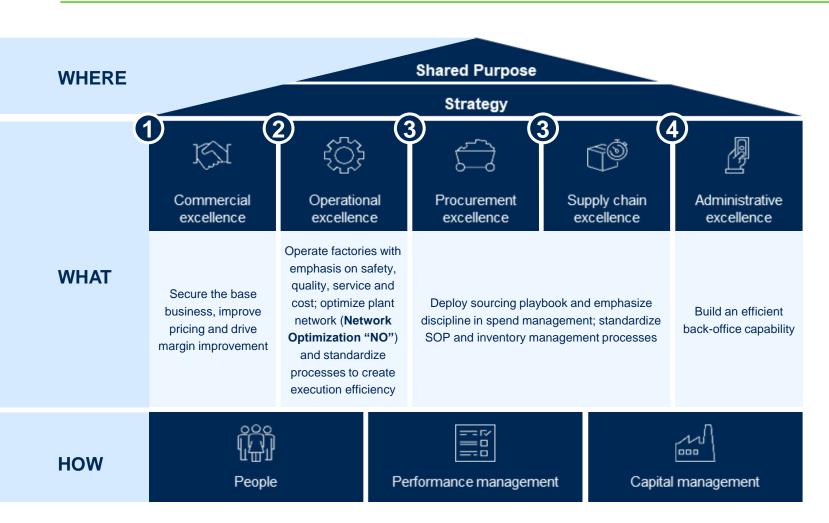
#### TRIVIUM 's Position

- F&S end markets are stable and recession-resilient with advantaged opportunities for growth in Petfood and Nutrition
- Leading market positions across F&S and AAB
- Majority of business under long-term contracts under multi-year contracts with full cost passthrough provisions
- Integrated internal slug supply and exceptional service resulting in secured, long-term relationships with South American customers



# Trivium Business System: Trivium's Approach to Sustained Value Creation

**Overview of Trivium Business System** 



- In 2020, Management launched the transformation of the business and established TBS to serve as its common operating language and approach to value creation
- The diagram opposite highlights the key areas where Management has driven EBITDA improvement:

One Way We Work built on a core set of LEAN practices

Standardized tools, capabilities & processes

Unified & ubiquitous company culture & language

Common approach to value capture



## **Trivium Business System: Validated by its Results**



#### Trivium 1.0: Creation of Leader in Metal Packaging

- ✓ TBS has successfully driven value creation, capability building and improved organizational health
- ✓ A uniform and unifying approach standardization of tools, playbooks, process and capabilities across the organization
- ✓ Continuous **improvement and lean mindset** embedded into Trivium's DNA
- ✓ Systematic global approach to managing people, performance and capital
- ✓ Dedicated people committed to driving functional excellence

#### Trivium 2.0: Next Phase of Value Creation

- Rich pipeline of initiatives under 19 core pillars to deliver further EBITDA uplift going forward
- Capitalize on TBS and leverage prior investments in Trivium 1.0
- > Streamline and flatten the organization for increased efficiency
- Shift to central capital allocation approach and relentlessly focus on future cash generation
- Strengthen customer relationship and manage contract renewals
- Maximize value through opportunistic portfolio reshaping





## **Key Credit Highlights**

Trivium is a global metal packaging leader Critical asset in the food packaging supply chain serving diversified, resilient and counter-cyclical end-markets Longstanding partner to attractive and diversified mix of blue-chip customers Multi-year contractual commitments with embedded cost pass-through TRIVIUM PACKAGING Established proprietary business system driving value creation Leading the way in sustainable packaging Attractive financial profile with demonstrated free cash flow generation Underpinned by an experienced and operationally focused management team



## 1 Trivium is a Global Metal Packaging Leader...

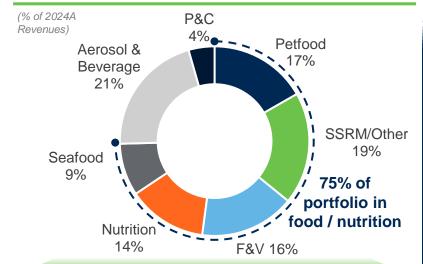
			E.	<b>NA</b>	AGAB							
		Food	Nutrition	Seafood	Paints and Coatings	Food & Specialty	North America Aerosol & Bev.	South America Aerosol & Bev.	Europe Aerosol & Bev.			
	#1	SONOCO EVIŌSYS	TRIVIUM PACKAGING	SONOCO EVIÔSYS	TRIVIUM PACKAGING	SILGAN	CCL 🔽	TRIVIUM PACKAGING	TRIVIUM PACKAGING			
yers	#2	TRIVIUM PACKAGING	SONOCO EVIOSYS	TRIVIUM PACKAGING	emballator	TRIVIUM PACKAGING	TRIVIUM PACKAGING	Ball	Ball			
Select Top Players	#3	SILGAN SONTAINE AS	HOFFMANN THE TIN	ENVASES	Seit <b>1872</b>	CROWN	Ball	ENVASES Group	MORAVIA			
Sele	#4	AUXILIAR CONSERVERA	سلنممم M	سللنممه الم	ENVASES	Sonoco	Select Regional Players	impacta	sarten			
	#5	CANPACK	ENVASES	AUXILIAR CONSERVERA	GRUPPO <b>ASA</b>	SENECA	Select Regional Players	ZEMPACK	SONOCO EVIÔSYS			
	Select Regional and Other Players											

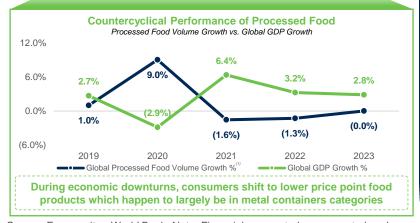
Select Regional and Other Players



# ...Playing a Critical Role in the Food Packaging Supply Chain Serving Resilient and Counter-cyclical End-markets

#### **Exposure to Resilient End-markets**





#### **Commentary**

- Revenue Predictability: Customer base exhibits steady demand profile across diversified and stable end-markets
- Counter Cyclicality: Offers packaging for staple products that are insulated from economic downturns, with demand for products within serviced end-markets benefiting from recessions or crises
- Competitively priced offerings in the Americas, making the business resilient to economic fluctuations
- Diverse geographic exposure with fragmented customer base
- Highly consolidated food can packaging market

#### **Trivium's Critical Role in the Food Value Chain**

"Backbone" Asset for Consumer Staples Distribution



Trivium's plant network is geographically organised around its customers logistics needs



Wall-to-wall or close collaboration with customers for seamless integration in their supply chain



Solid relationships with tinplate manufacturers who see packaging as a stable end-market



High barriers to entry

2

Critical Solution for Customer Go-to-Market Strategy



Packaging is essential for customers go-to-market strategy



Cans remain a low-cost option for high run volumes

3

"Best-in-class" Substrate for Food Packaging



Offers the longest shelf life versus other substrates and increases food safety

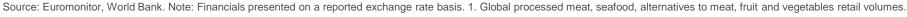


Strong positioning on both ends of consumer price spectrum:

- Tinplate a competitively priced solution for foodcan applications
- Aluminium viewed as premium and durable substrate by aerosol/ beverage endcustomers



Substitution of plastics with metal as "best-in-class" for circularity





# Longstanding Partner to Attractive and Diverse Mix of Blue-chip Customers

#### **Top 10 Customer Snapshot**

Customer	Relationship (Years) <sup>(1)</sup>	Cost Pass-Through	Volume Commitment				
Customer 1	>15	✓	✓				
Customer 2	>20	✓	<b>✓</b>				
Customer 3	>20	√	<b>✓</b>				
Customer 4	>20	✓	<b>✓</b>				
Customer 5	9	✓	✓				
Customer 6	>30	✓	<b>✓</b>				
Customer 7	>20	✓	✓				
Customer 8	~40	✓	<b>✓</b>				
Customer 9	>20	✓	✓				
Customer 10	>15	✓	<b>√</b>				

#### **Commentary**

- Serves a long tenured, blue-chip customer base across a broad product range
- Typical contract structure is a multi-year term with volume commitments and strong cost pass-through provisions

#### **NPS Evolution**



Trivium has focused on actionable initiatives to consistently improve customer satisfaction over the last 3 years



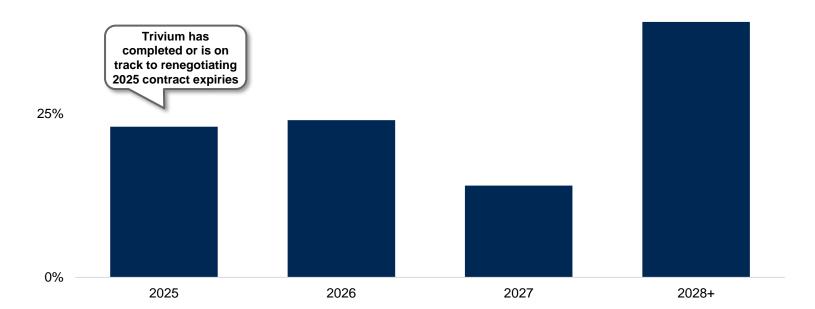


## Multi-year Contractual Commitments with Embedded Cost Passthrough





#### 50%



#### Trivium endeavours to complete renewals in advance of any expiration

Note: Financials presented on a 2024 exchange rate basis.

#### Commentary

- Commercial Excellence efforts have led to enhanced terms within recently executed contract extensions
- A structured contract management process with dedicated central deal support and contract database enhance Trivium's ability to achieve contract excellence
- Vast majority of business now secured under multi-year contracts with pass-through clauses and volume commitments
- Nearly 80% of 2024A revenue under multi-year contract
- Trivium's contracting model enables it to passthrough metal cost increases to its customers, ensuring that absolute margins are maintained
- Trivium's top 10 customers are all subject to pass-through clauses



## **(5)** |

## **Established Proprietary Business System Driving Value Creation**

#### **Trivium Business System Overview**

- TBS has a proven four-year track record of success enhancing margins, customer relationships and operational KPIs
- Management has also leveraged TBS processes to preserve EBITDA margin despite challenging circumstances throughout its history (e.g., COVID-19, Ukraine, Flood, Slug Disruption)
- Well-positioned to capture strong future organic EBITDA growth, with identified pipeline of concrete improvements
- Strong ability to secure costs pass-through mechanisms within multi-year contracts, and to renew existing relationships with favourable conditions

#### **Trivium Business System**

#### **Commercial Excellence**

- Pricing excellence achieved through dedicated pricing tools, dedicated segment pricing strategies and aligned incentives
- A structured contract management process with dedicated central deal support and contract database enhances Trivium's ability to achieve contract excellence

#### **Operational Excellence and Network Optimisation**

- Optimise plant and manufacturing network through site-by-site diagnostics and cost reduction including hundreds of underlying opportunities
- Identify and capture waste, overhead and labor efficiencies and asset utilization gains

#### **Procurement and Supply Chain Excellence**

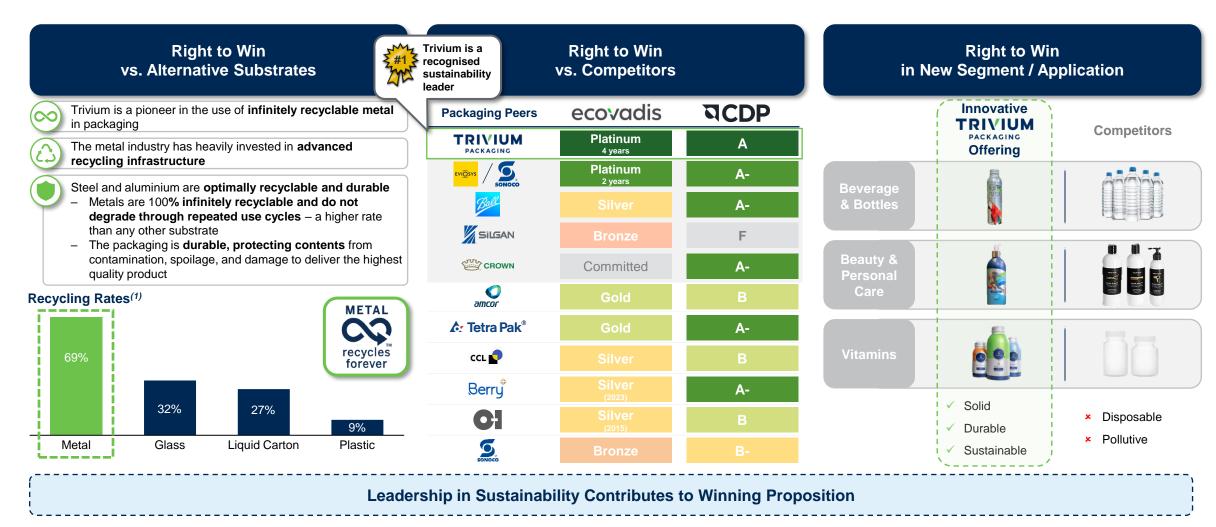
- Deployed standardized contract templates, enhanced negotiation and sourcing capabilities through training and tools, resulting in qualifying new direct material suppliers
- Implemented dynamic Tinplate Allocation Optimizer ("TAO") that optimizes tinplate tons at SKU level to achieve lowest costs across supplier constraints

#### **Fixed Manufacturing Costs and SG&A**

- Execute Project S global fixed costs and SG&A rightsizing programme; transfer more functions to shared service centres
- Initiatives include divisional organization effectiveness review, optimization of external services spending, control of spend on travel & entertainment



## Leading the Way in Sustainable Packaging via Unique Properties of Metal



Source: Company websites, rating agency websites, press search. Note: 1. Recycling rate for metal is average of steel and aluminium recycling rates.



# Attractive Financial Profile with Demonstrated Free Cash Flow Generation and Earnings Growth

#### **Significant Free Cash Flow Generation and Strong Financials**



Note: Historical financials presented on reported exchange rate basis. 1. Free Cash Flow (FCF) defined as Management Adj. EBITDA less Maintenance Capex. FCF Conversion defined as (Management Adj. EBITDA less Maintenance Capex) / Management Adj. EBITDA.





# Underpinned by an Experienced and Operationally Focused Management Team

#### **Management Team of High-Caliber Industry Experts**















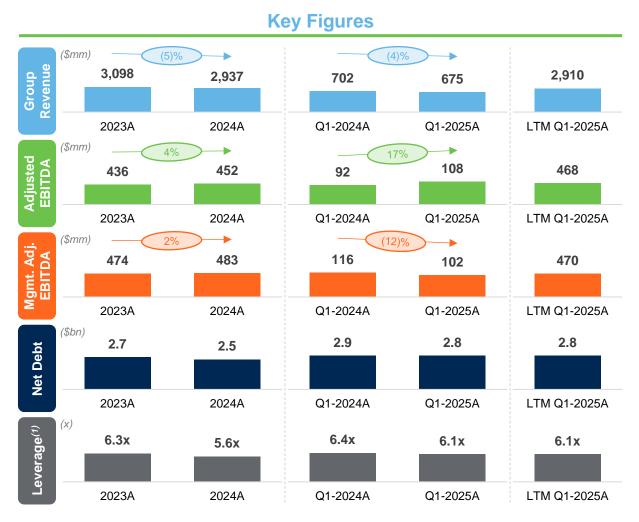


**Segment AGAB** 





## **Trading Update and Outlook**



#### **Commentary**

#### FY2024A:

- Revenues decreased by \$161m (5%) to \$2.9bn compared to \$3.1bn for the previous year mainly driven by pass-through of lower input costs and slightly lower volumes
- Adjusted EBITDA increased by \$16m to \$452m (4%) compared to previous year, while Mgmt.
   Adj. EBITDA increased by \$9m (2%) to \$483m driven by strong execution and the effect of the Trivium Business System impact flowing to the bottom line
- Leverage: Continued de-leveraging in 2024 with net leverage of 5.6x, a reduction of c.0.7x compared to the prior year

#### Q1-2025A:

- Revenues decreased by \$27m (4%) to \$675m compared to Q1-2024 mainly due to an adverse FX translation effect of \$21m and ended higher than expectations mainly due to better volumes in Food and Nutrition despite softer volumes in other BUs and price concessions which were partially offset by pass-through of higher input prices.
- Adjusted EBITDA increased by \$16m (17%) to \$108m compared to Q1-2024 driven by revaluation benefits, partially offset by softer volume, price concessions, higher SG&A and Q1-2024 one-off benefits that did not repeat, as well as a FX translation effect. Excluding the revaluation benefits, Mgmt. Adj. EBITDA decreased by \$14m (12%) to \$102m compared to \$116m in Q1-2024. Both the Adjusted EBITDA and Mgmt. Adj. EBITDA exceeded expectations for the guarter mainly due to higher than budgeted volumes and continuing focus on costs
- Leverage: Net leverage uptick to 6.1x in Q1-2025 vs. year end 2024 reflective of working capital cycle. Deleveraging continues vs same quarter previous year

#### Outlook:

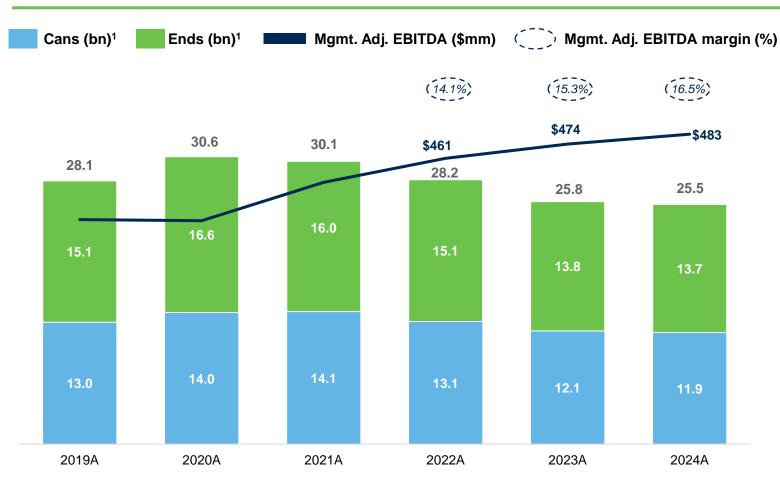
- Recently announced tariffs have not materially impacted Q1-2025 and are expected to have no material overall net impact going forward
- Trivium is seeing good operational performance and continued cost focus for the year which combined with slightly increased volumes could translate to Adjusted EBITDA growth
- EBITDA growth to support continued execution of de-leveraging strategy



Note: Financials presented on a reported exchange rate basis. 1. Net leverage on Adjusted EBITDA basis.

# Trivium Has Been Able to Achieve EBITDA Growth Amidst Volume Cycles





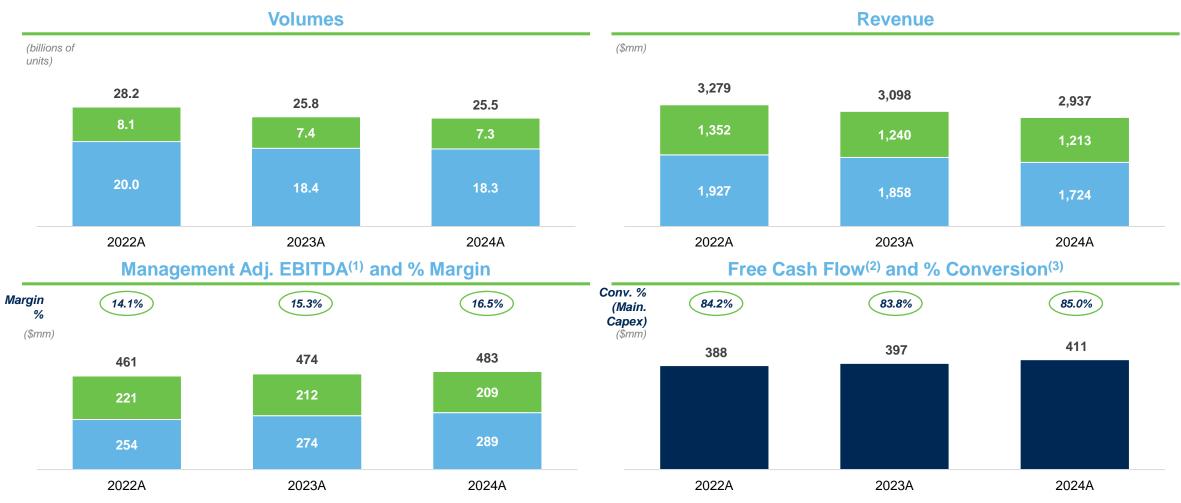
#### Commentary

- Trivium has grown Mgmt. Adj. EBITDA since 2019 despite exogenous market factors (e.g., COVID-19 pandemic, Russia-Ukraine conflict, supply disruptions, etc.) impacting volumes
  - Historical volumes since 2020 mainly reflect industry-wide stocking and de-stocking trends as a result of the COVID-19 pandemic, as opposed to structural changes to underlying demand vectors
  - The volumes perimeter has evolved since the formation of Trivium in 2019, with the company having exited Russia, disposed beer kegs business and pruned some lower-margin customers in early years
- Trivium's ability to execute on its TBS value creation program has resulted in a track record of success with enhancing margins, establishing and maintaining customer relationships, and reaching operational KPI across volumes environments
- The company remains well-positioned to capitalize on the expected long-term market growth of key subsegments

Note: Financials presented on a reported exchange rate basis; <sup>1</sup> Refers to organic volumes trend (e.g. excluding disposed businesses)



## **Historical Financials Summary**



Note: Financials presented on a reported exchange rate basis. 1. EAA and AGAB EBITDA presented gross of Corporate SG&A & Corporate saving targets, i.e. do not add up to Group EBITDA. 2. Free Cash Flow (FCF) defined as Management Adj. EBITDA less Maintenance Capex. 3. FCF Conversion defined as (Management Adj. EBITDA less Maintenance Capex.) / Management Adj. EBITDA.



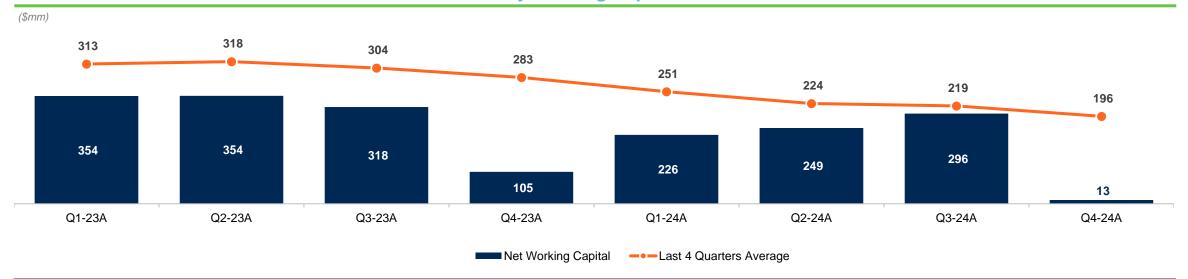






## **Working Capital Development**

#### **Quarterly Working Capital Trend**<sup>(1)</sup>



#### **Overview**

- Last 4 Quarters Average NWC decreased by \$87m, from \$283m to \$196m, over the period Q4-23A to Q4-24A
  - Decreased NWC primarily attributed to continued improvements in DSO and decreases in metal pricing, as well as ongoing inventory reduction and other working capital optimisation initiatives implemented by management
  - The ongoing trajectory with sustained decreases in Last 4 Quarters Average NWC levels expected to continue due to management discipline on procurement policies and inventory levels
- Historical NWC monthly trend broadly mirrors trading seasonality and has been relatively consistent year-over-year with higher NWC during Q2 & Q3 and lower NWC towards the year-end, ascribed to unwinding of Q3 working capital level following the peak season, and more rigorous collections from customers with a limited degree of extended credit payment at year-end



### **Capital Allocation Priorities**

#### Leverage

- Financial strategy focused on maintaining a prudent capital structure over time supported by strong cash flow from operations
- Shareholders and management are committed to pursuing a disciplined financial policy with a focus on de-leveraging over time
  - Medium-term leverage reduction target of around **0.5x per calendar year**

#### Liquidity

- Maintain a robust liquidity position with cash generated by operations utilised to maintain healthy liquidity and repay ABL
  - Liquidity at closing well in excess of minimum liquidity requirements for operational purposes (estimated at approximately \$30-40mm)

#### Capex & M&A

- **Disciplined capex spend** with strong focus on EBITDA accretion and ROI / payback
- M&A available to supplement growth; however, management and shareholders take a highly selective and disciplined approach with continued focus on de-leveraging over time

## Capital Allocation Framework

- Shareholders and management are primarily interested in generating value in the business through growth and sustained de-leveraging
- Active hedging of energy risk, currency and floating-rate debt to further de-risk the balance sheet



## **Delivering on Our Credit Story**

Key Takeaways Key Stats

Multi-year contracts with embedded cost pass through mechanisms

Metal packaging leader in Europe and the Americas

Resilient and countercyclical end-markets TRIVIUM

Diversified longstanding blue-chip customer base

Unique Trivium
Business System Value
Creation Engine

Strong cash flow generation and attractive financial profile

#1/2 Position

Across All Segments

**\$2.9bn** 

\$483mm / 16.5%

2024A Mgmt. Adj. EBITDA / Margin

~80% % of Revenue under

Multi-Year Contracts

~800+

Note: Financials presented on a reported exchange rate basis.





### **EBITDA Reconciliation**

#### Metal Cost Inflation impacts are typically largest in Q1 given year-end inventory rollover

			2022					2023					2024			2025
(\$ in millions)	Q1	Q2	Q3	Q4	FY	Q1	Q2	Q3	Q4	FY	Q1	Q2	Q3	Q4	FY	Q1
Profit/(Loss) for the year	\$38	(\$2)	\$5	(\$23)	\$18	(\$42)	(\$32)	(\$6)	(\$31)	(\$111)	(\$54)	\$3	\$27	(\$48)	(\$72)	(\$6)
Income tax charge		26	8	1	62	(2)	(4)	8	8	10	4	20	3	(15)	12	3
Net finance expense	40	43	51	37	171	44	51	56	59	210	50	48	45	55	198	39
Depreciation and amortization expense	67	62	62	65	256	63	66	66	88	283	67	72	71	75	285	70
Exceptional operating expense	27	26	3	20	76	8	13	15	22	58	18	5	5	25	53	2
Long-term performance-based plan release	9	11	1	(4)	17	9	8	(1)	(23)	(7)	6	(36)	-	3	(27)	-
Loss/(gain) on sale of PP&E	-	3	(1)	2	4	-	(4)	3	(6)	(7)	1	1	1	-	3	1
Adjusted EBITDA	\$208	\$169	\$129	\$98	\$604	\$80	\$98	\$141	\$117	\$436	\$92	\$113	\$152	\$95	\$452	\$108
Metal Cost Inflation (MCI)	(97)	(35)	(10)	(1)	(143)	20	13	4	1	38	24	6	1	1	31	(6)
Management Adjusted EBITDA	\$111	\$134	\$119	\$97	\$461	\$100	\$111	\$145	\$118	\$474	\$116	\$119	\$153	\$96	\$483	\$102
LTM Adjusted EBITDA	\$544	\$627	\$633	\$604	\$604	\$476	\$405	\$417	\$436	\$436	\$448	\$463	\$474	\$452	\$452	\$468
LTM Metal Cost Inflation (MCI)	(97)	(132)	(142)	(143)	(143)	(26)	22	36	38	38	42	34	31	31	31	1
LTM Management Adjusted EBITDA	\$447	\$495	\$491	\$461	\$461	\$450	\$427	\$453	\$474	\$474	\$490	\$497	\$505	\$483	\$483	\$470

- Metal Cost Inflation: Metal Cost Inflation (MCI) adjustment excludes the annual EBITDA impact of metal input cost inflation/deflation on sales of inventory on hand as at 1 January
  - As per the industry's procurement standard, the vast majority of Trivium's tinplate steel purchasing is negotiated once annually, typically in November or December, and sets the price per ton of supply for the next calendar year. Contracts with Trivium's customers typically contain a pricing mechanism that dictates the price per can, which references the prevailing steel price at the time of this negotiation
  - Each year, from 1 January (following completion of annual contract negotiations), Trivium is typically able to pass through increases / decreases in raw material costs by applying higher / lower sales prices
  - However, mainly during Q1, the company is still largely selling inventory that was purchased in the previous year at the old price level. This often results in an incremental profit or loss that would not occur if raw material costs stayed consistent. Such impacts are captured within the Metal Cost Inflation Adjustment, which is a common earnings adjustment in the industry
    - In an inflationary environment, inventory from the prior year would be sold at a price higher than what applied when the inventory was purchased, resulting in a gain for Trivium; the opposite would apply in a deflationary environment
    - This effect is temporary and skews towards the beginning of the calendar year as it applies only to inventory on the books as at 31 December of the prior year
    - In a metal price neutral market, this adjustment would be zero



## **Glossary**

<b>Abbreviation</b>	Definition
2PC DRD	Two-piece Cans Draw Redraw
2PC DWI	Two-piece Cans Draw Wall Ironing
3PC	Three-piece Cans
A&B / AB	Aerosol and Beverage
AGAB	Americas and Global Aerosol and Beverage
CPGs	Consumer Packaged Goods (and Companies)
DWI	Draw Wall Ironing
EAA	Europe, Asia and Africa
EAB	European Aersols & Beverage
EOE	Easy Open End
F&S	Food & Specialty
F&V	Fruits & Vegetables
NA AAB	North America Americas Aerosols and Beverage
OTIF	On-time in Full
P&C	Paints & Coatings
PPM	Pricing and Margin Management
SAAAB	South America Americas Aerosols and Beverage
SSRM	Soup, Sauces, Ready Meals / Meats
TBS	Trivium Business System
W2W	Wall-to-wall





WE CONTAIN WHAT MATTERS

