



Fourth Quarter and Full Year 2020
Earnings Presentation

February 9, 2021



Forward-Looking Statements and Other Information

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 first quarter and fiscal year 2021 guidance. In some cases, you can identify these statements by forward-looking words such as “may,” “might,” “will,” “should,” “expects,” “outlook,” “plans,” “anticipates,” “believes,” “estimates,” “predicts,” “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 strategies and anticipated trends in our business. 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. 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.

Non-GAAP Financial Measures

We use non-GAAP financial measures “Adjusted EBITDA,” “Adjusted Net Income,” “Adjusted Earnings Per Share,” “Net Debt” and “Adjusted Cash Flow From Operations” 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 unrealized gains and losses on commodity derivatives, factoring discounts (pre-IPO), the allocated related party management fee (pre-IPO) and IPO and separation-related costs. We define Adjusted Net Income and Adjusted Earnings Per Share as Net Income and Earnings Per Share calculated in accordance with GAAP, plus the sum of IPO and separation-related costs, the impact of a tax legislation change under the CARES Act enacted March 27, 2020 and any unrealized gains or losses on commodity derivatives. We define Net Debt as the current portion of long-term debt plus long-term debt less cash and cash equivalents. We define Adjusted Cash Flow From Operations as cash flow from operations less the change in related party receivables, change in related party payables, change in related party accrued interest payable, interest expense from related party borrowings and the repurchase of accounts receivable in conjunction with the IPO.

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 metrics 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 Adjusted Cash Flow From Operations when evaluating our cash flow as it provides a more meaningful and comparable cash flow measure without the impact of certain related party items. Accordingly, we believe presenting these metrics provides 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 the first quarter and fiscal year 2021, where adjusted, is provided on a non-GAAP basis, which the Company will continue to identify as it reports its future financial results. The Company cannot reconcile its expected Adjusted EBITDA to expected Net Income under “First Quarter 2021 Guidance” and “Fiscal Year 2021 Guidance” without unreasonable effort because certain items that impact net income and other reconciling metrics are out of the Company’s control and/or cannot be reasonably predicted at this time, which unavailable information could have a significant impact on the Company’s GAAP financial results. In addition, the Company cannot reconcile its expected Net Debt to expected total debt without reasonable effort because certain items that impact total debt and other reconciling metrics are out of the Company’s control and/or cannot be reasonably predicted at this time, 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 presentation (with the exception of our first quarter and fiscal 2021 Adjusted EBITDA guidance and Net Debt guidance as described above) to the most directly comparable GAAP measures on the “Free cash flow profile” slide and in the appendix of this presentation.

Trademarks

The trademarks included herein are the property of the owners thereof and are used for reference purposes only. Such use should not be construed as an endorsement of the products or services of the Company.

Full Year Results



\$3,263m

Net Revenues

\$717m

Adj. EBITDA

22%

Adj. EBITDA margin

for the full year ended 12/31/2020

	Cooking products		Waste & Storage products			Tableware			
Segments	Reynolds Cooking & Baking		Hefty Waste & Storage		Presto Products	Hefty Tableware			
Full Year Ended 12/31/20	Net Revenues	\$1,159m	Net Revenues	\$818m	Net Revenues	\$533m	Net Revenues	\$763m	
	Adj. EBITDA	\$254m	Adj. EBITDA	\$236m	Adj. EBITDA	\$98m	Adj. EBITDA	\$170m	
	% margin	22%	% margin	29%	% margin	18%	% margin	22%	
Description	Branded and store brand foil, parchment paper, oven bags, wax and freezer paper, disposable aluminum pans and slow cooker liners		Branded and store brand slider food storage bags, Hefty brand trash bags and large volume store brand trash bags		Store brand food storage bags, trash bags, plastic wrap and containers		Branded and store brand disposable dishes, plates, bowls, platters, cups and cutlery		
Selected products									

Fourth Quarter Results



\$888m

Net Revenues

\$198m

Adj. EBITDA

22%

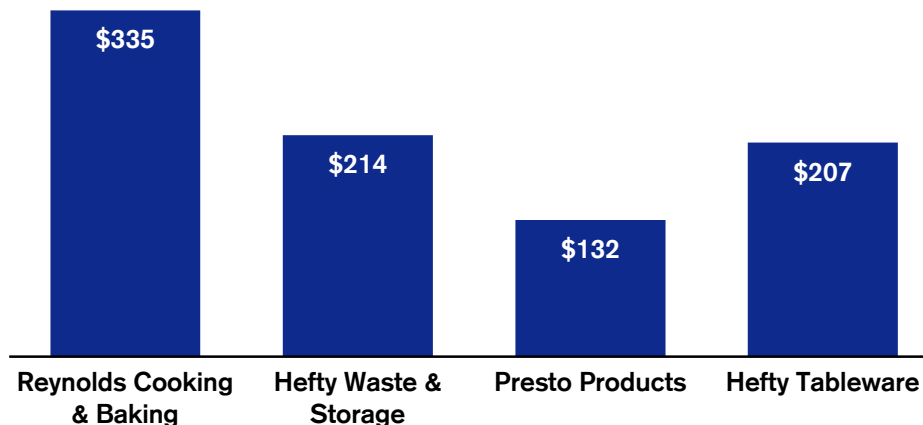
Adj. EBITDA margin

for the fourth quarter ended 12/31/2020

	Cooking products		Waste & Storage products			Tableware		
Segments	Reynolds Cooking & Baking	Hefty Waste & Storage	Presto Products	Hefty Tableware				
Fourth Quarter Ended 12/31/20	Net Revenues	\$335m	Net Revenues	\$214m	Net Revenues	\$132m	Net Revenues	\$207m
	Adj. EBITDA	\$85m	Adj. EBITDA	\$53m	Adj. EBITDA	\$18m	Adj. EBITDA	\$50m
	% margin	25%	% margin	25%	% margin	14%	% margin	24%

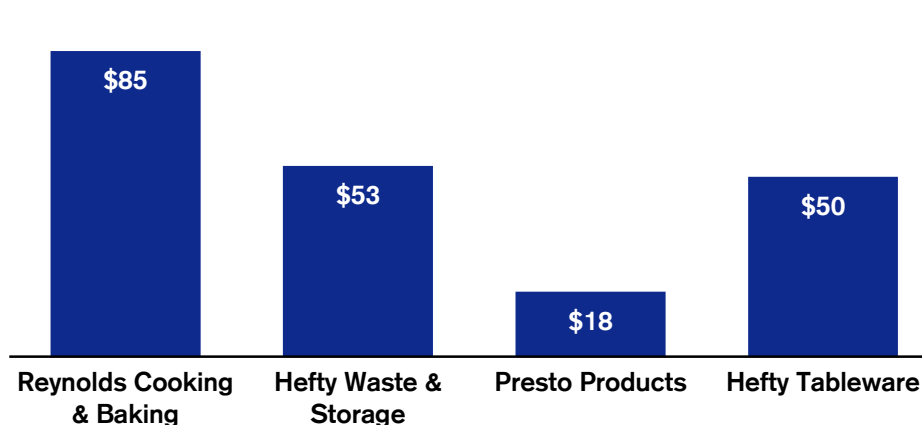
Net Revenues by Segment

(\$ in millions)



Adjusted EBITDA by Segment

(\$ in millions)



Metric	Fiscal Year Guide 2021
Net Revenues	Low-single digit growth (compared to \$3,263 million in FY20)
Net Income	\$400 million to \$415 million
Adjusted Net Income	\$412 million to \$427 million
EPS	\$1.90 to \$1.98
Adjusted EPS	\$1.96 to \$2.03
Adjusted EBITDA	\$710 million to \$730 million
Net Debt ¹	\$1.7 billion to \$1.8 billion

(1) As of December 31, 2021

Metric	First Quarter Guide 2021
Net Revenues	Mid-single digit growth (compared to \$730 million in Q1 2020)
Net Income	\$71 million to \$75 million
Adjusted Net Income	\$73 million to \$77 million
EPS	\$0.34 to \$0.36
Adjusted EPS	\$0.35 to \$0.37
Adjusted EBITDA	\$138 million to \$143 million

Free cash flow profile



For the Year Ended December 31, 2020
(\$ in millions)

	2020	2019
Cash from operations	\$319	\$403
Change in related party receivables	(5)	27
Change in related party payables	28	89
Change in related party accrued interest payable	18	(133)
Interest expense, net, related party borrowings	5	107
Repurchase of Accounts Receivable in conjunction with IPO	240	-
Adjusted cash flow from operations⁽¹⁾	\$605	\$493

Observations

- Historical net cash provided by operating activities includes related party items that will not exist going forward
- Adjusted cash flow from operations removes the impact of these related party items
- Strong cash flow supports our capital allocation priorities

(1) Adjusted cash flow from operations is a non-GAAP financial measure.

Appendix



Adjusted EBITDA Reconciliation



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

	Three Months Ended December 31,		Fiscal Year Ended December 31,	
	2020	2019	2020	2019
Net income – GAAP	\$ 112	\$ 90	\$ 363	\$ 225
Income tax expense	41	32	153	76
Interest expense, net	13	35	70	209
Depreciation and amortization	27	28	99	91
Factoring discount	—	10	—	25
Allocated related party management fee	—	3	—	10
IPO and separation-related costs	5	19	31	31
Unrealized gains on derivatives	—	—	—	(9)
Other	—	(3)	1	(3)
Adjusted EBITDA (Non-GAAP)	\$ 198	\$ 214	\$ 717	\$ 655

Adjusted Net Income and EPS Reconciliation



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

	Three Months Ended December 31, 2020			Fiscal Year Ended December 31, 2020		
	Net Income	Diluted Shares	Diluted EPS	Net Income	Diluted Shares	Diluted EPS
As Reported - GAAP	\$ 112	210	\$ 0.53	\$ 363	205	\$ 1.77
Assume full period impact of IPO shares ⁽¹⁾	—	—	—	—	5	—
Total	112	210	0.53	363	210	1.73
Adjustments:						
Impact of tax legislation change from the CARES Act	3	210	0.02	27	210	0.13
IPO and separation-related costs ⁽²⁾	4	210	0.02	23	210	0.11
Adjusted (Non-GAAP)	\$ 119	210	\$ 0.57	\$ 413	210	\$ 1.97

⁽¹⁾ The Company has assumed the actual shares outstanding at December 31, 2020 to be outstanding for the full year period rather than the weighted average shares outstanding over the course of the period as it is a more meaningful calculation that provides consistency in comparability.

⁽²⁾ Amounts are after tax calculated using a tax rate of 25%, which is the Company's effective tax rate for the three and twelve months ended December 31, 2020.

Reynolds Consumer Products Inc.
Reconciliation of Net Debt
(amounts in millions)

	As of December 31, 2020
Current portion of Long-Term debt	\$ 25
Long-Term Debt	2,208
Total Debt	2,233
Cash and Cash Equivalents	(312)
Net Debt (Non-GAAP)	\$ 1,921

Adjusted Net Income and EPS 2021 Guidance

Reconciliation



Reynolds Consumer Products Inc.
Reconciliation of Q1 2021 Net Income and EPS guidance to Adjusted Net Income and Adjusted EPS guidance
(amounts in millions except per share data)

	Net Income		Diluted shares outstanding	Diluted Earnings Per Share	
	low	high		low	high
Q1 2021 - Guidance	\$ 71	\$ 75	210	\$ 0.34	\$ 0.36
Adjustments:					
IPO and separation-related costs ⁽¹⁾	\$ 2	\$ 2	210	\$ 0.01	\$ 0.01
Q1 2021 - Adjusted Guidance	\$ 73	\$ 77	210	\$ 0.35	\$ 0.37

Reynolds Consumer Products Inc.
Reconciliation of 2021 Net Income and EPS guidance to Adjusted Net Income and Adjusted EPS guidance
(amounts in millions except per share data)

	Net Income		Diluted shares outstanding	Diluted Earnings Per Share	
	low	high		low	high
Fiscal Year 2021 - Guidance	\$ 400	\$ 415	210	\$ 1.90	\$ 1.98
Adjustments:					
IPO and separation-related costs ⁽¹⁾	\$ 12	\$ 12	210	\$ 0.06	\$ 0.06
Fiscal year 2021 - Adjusted Guidance	\$ 412	\$ 427	210	\$ 1.96	\$ 2.03

⁽¹⁾ Amounts are after tax calculated using a tax rate of 25%, which is the Company's expected tax rate for Q1 and FY 2021.

