



Fourth Quarter and Fiscal Year 2021 Earnings Presentation

February 9, 2022



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 2022 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 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, and the impact of a tax legislation change under the CARES Act enacted March 27, 2020. 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 adjusted for 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 2022, where adjusted, is provided on a non-GAAP basis. The Company cannot reconcile its expected Adjusted EBITDA to expected Net Income under “First Quarter 2022 Guidance” and “Fiscal Year 2022 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 2022 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



\$3,556m

Net Revenues

\$601m

Adj. EBITDA

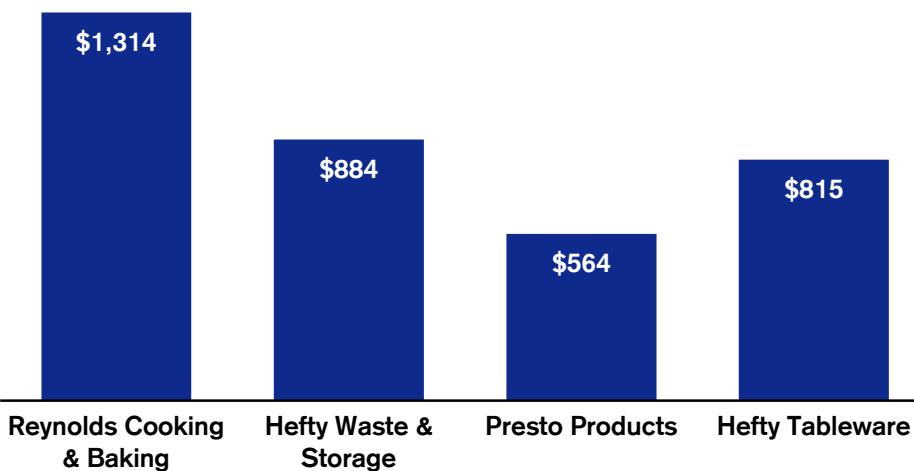
17%

Adj. EBITDA margin

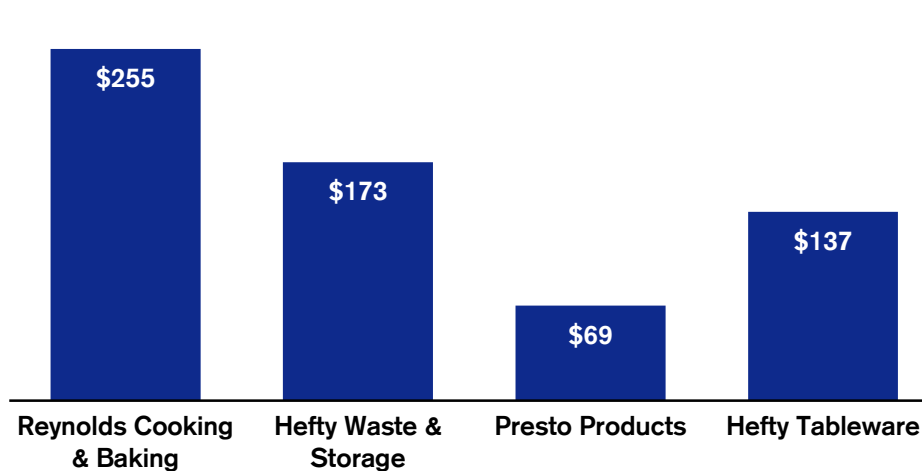
for the full year ended 12/31/2021

| | Cooking products | | Waste & Storage products | | | Tableware | | |
|--------------------------|---------------------------|----------|--------------------------|--------|-----------------|-----------|-----------------|--------|
| Segments | Reynolds Cooking & Baking | | Hefty Waste & Storage | | Presto Products | | Hefty Tableware | |
| Full Year Ended 12/31/21 | Net Revenues | \$1,314m | Net Revenues | \$884m | Net Revenues | \$564m | Net Revenues | \$815m |
| | Adj. EBITDA | \$255m | Adj. EBITDA | \$173m | Adj. EBITDA | \$69m | Adj. EBITDA | \$137m |
| | % margin | 19% | % margin | 20% | % margin | 12% | % margin | 17% |

Net Revenues by Segment



Adjusted EBITDA by Segment



Fourth Quarter Results



\$1,021m

Net Revenues

\$181m

Adj. EBITDA

18%

Adj. EBITDA margin

for the fourth quarter ended 12/31/2021

| | Cooking products | | Waste & Storage products | | | | Tableware | |
|-------------------------------|---------------------------|--------|--------------------------|--------|-----------------|--------|-----------------|--------|
| Segments | Reynolds Cooking & Baking | | Hefty Waste & Storage | | Presto Products | | Hefty Tableware | |
| Fourth Quarter Ended 12/31/21 | Net Revenues | \$412m | Net Revenues | \$233m | Net Revenues | \$144m | Net Revenues | \$232m |
| | Adj. EBITDA | \$88m | Adj. EBITDA | \$46m | Adj. EBITDA | \$17m | Adj. EBITDA | \$33m |
| | % margin | 21% | % margin | 20% | % margin | 12% | % margin | 14% |

Performance Highlights

Net revenues increased 23%, driven by price increases and a 9% volume increase.

Adjusted EBITDA increased 4%, as higher volume and lower SG&A more than offset material cost increases in excess of price increases.

Net revenues increased 9%, driven by price increases, partially offset by a volume decline of 4%.

Adjusted EBITDA decreased 13%, reflecting material cost increases in excess of price increases and the volume decline.

Net revenues increased 9%, driven by pricing, partially offset by a 5% volume decline.

Adjusted EBITDA decreased 6%, driven by the volume decline as price increases offset material cost increases.

Net revenues increased 12%, driven by price increases and a 2% increase in volume.

Adjusted EBITDA decreased 34%, as price increases lagged increases in material, labor and logistics costs, partially offset by the volume increase.

Selected products



| Metric | Fiscal Year Guide 2022 |
|-----------------------|---|
| Net Revenues | 9% to 12% growth (on \$3,556 million in FY21) |
| Net Income | \$319 million to \$349 million |
| Adjusted Net Income | \$327 million to \$357 million |
| Adjusted EBITDA | \$615 million to \$655 million |
| EPS | \$1.52 to \$1.66 |
| Adjusted EPS | \$1.56 to \$1.70 |
| Net Debt ¹ | Approximately \$1.8 billion to \$1.9 billion |

(1) As of December 31, 2022

| Metric | First Quarter Guide 2022 |
|---------------------|---|
| Net Revenues | 10% to 14% growth (on \$757 million in Q1 2021) |
| Net Income | \$49 million to \$57 million |
| Adjusted Net Income | \$51 million to \$59 million |
| Adjusted EBITDA | \$110 million to \$120 million |
| EPS | \$0.23 to \$0.27 |
| Adjusted EPS | \$0.24 to \$0.28 |

Free Cash Flow Profile



For the Year Ended December 31, 2021
(\$ in millions)

| | 2021 | 2020 |
|---|--------------|--------------|
| Cash from operations | \$310 | \$319 |
| Change in related party payables | 3 | 28 |
| Change in related party receivables | 2 | (5) |
| Change in related party accrued interest payable | - | 18 |
| Interest expense, net, related party borrowings | - | 5 |
| Repurchase of Accounts Receivable in conjunction with IPO | - | 240 |
| Adjusted cash flow from operations⁽¹⁾ | \$315 | \$605 |

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

Strong innovation



Simplify daily life to enjoy what matters most

Environmental and social issues affect not only the communities in which we operate, but also the long-term sustainability of our business.

| Our Products | Our People | Our Communities | |
|--|--|---|---|
| Goals | | | |
| <p>We will offer products and packaging that help consumers make a positive impact with their buying and recycling habits</p> | <p>We will relentlessly pursue the overall health, safety, and well-being of all RCP employees</p> | <p>We will activate our communities to make more sustainable choices and recycle more</p> | <p>We will reduce the impact of our operations on the planet</p> |
| Targets | | | |
| <p>SUSTAINABLE PRODUCT OFFERINGS Offer sustainable¹ options in each product line across our portfolio by 2025</p> <p>SUSTAINABLE PACKAGING Use recyclable or reusable packaging for all of our branded products and make available for private label products, by 2025</p> <p>POST-CONSUMER WASTE Provide recycling instructions for all of our branded products by 2022</p> | <p>SAFETY Strive for zero incidents</p> <p>DIVERSITY Commit to increasing our gender and ethnicity representation at all levels through year-over-year improvements</p> <p>PAY EQUITY Continue our commitment to maintaining pay equity</p> | <p>COMMUNITY COLLABORATION Divert hard-to-recycle plastics from landfills by expanding availability of the Hefty[®] EnergyBag[®] program</p> <p>RECYCLING EDUCATION Create enthusiasm around consumer recycling and composting through education and partnerships</p> | <p>GREENHOUSE GAS EMISSIONS Set science-based targets by 2023 to reduce greenhouse gas emissions</p> <p>WASTE TO LANDFILL Achieve zero waste to landfill for manufacturing and logistics by 2025*</p> <p><small>*Zero waste to landfill certifications range from 90-95% waste diverted</small></p> |

(1) A sustainable product is a product that is recyclable, reusable, compostable, made with recycled content, or made with raw materials derived from renewable resources.

ESG Scorecard – Published on Sept. 23, 2021



| | Targets | Metrics | Baseline | Objective | Timing |
|-------------|---|--|--|--------------------------------|--------|
| PRODUCTS | Sustainable product offerings. Offer sustainable options in each product line across our portfolio by 2025 | % of US product lines ¹ with at least one sustainable product offering ² | 85% (2020) | 100% | 2025 |
| | Sustainable packaging. Use recyclable or reusable packaging for all of our branded products and make available for private-label products, by 2025 | % of US consumer branded products ³ that have recyclable or reusable packaging ⁴ | 95% (2020) | 100% | 2025 |
| | Post-consumer waste. Provide recycling instructions for all of our branded products by 2022 | % of US consumer branded products ³ with recycling instructions on the product label or on the company website | 80% with <i>packaging</i> instructions ⁵ (2020) 29% with <i>product</i> instructions ⁵ (2020) | 100% | 2022 |
| PEOPLE | Safety. Strive for zero incidents | Total Recordable Rate | 0.74 (2020) | 0 | |
| | Diversity. Commit to increasing our gender and ethnicity representation at all levels through year over year improvements. | % of female diversity representation in total workforce % of ethnic diversity representation in total workforce | 32% (2020) 39% (2020) | Targeted Improvement | |
| | Pay equity. Continue our commitment to maintaining pay equity | Gender Pay Equity Ethnic Pay Equity | Achieved (as of 6/30/21) | 100% ⁵ | |
| COMMUNITIES | Community collaboration. Divert hard-to-recycle plastics from landfills by expanding availability of the Hefty EnergyBag program | <ul style="list-style-type: none"> Amount of hard-to-recycle plastics diverted from landfills through the Hefty EnergyBag program Number and % of US households with access to both curbside recycling and the EnergyBag program | 2.2M lbs ⁷ 700K HHS ^{6,7} 1% HHS ^{6,7} | 400M lbs 50M HHS 75% HHS | |
| | Greenhouse gas emissions. Set science-based targets by 2023 to reduce greenhouse gas emissions | In progress | In progress | In progress | 2023 |
| | Waste to landfill. Achieve zero waste to landfill for manufacturing and logistics by 2025 | Percentage of total waste diverted from landfill ⁸ | 91% (2020) | Zero waste certification | 2025 |

¹International & Canada product lines not included

²A sustainable product is a product that is recyclable, reusable, compostable, made with recycled content or made with raw materials derived from renewable resources

³International, Canada & B2B products not included; ⁴Primary & secondary packaging; ⁵Plus or minus 3%

⁶Based on estimated US households with access to curbside recycling, using public resources such as the US Census Bureau, [The Recycling Partnership](#) and the [Sustainable Packaging Coalition](#) organizations

⁷From program inception (late 2016) to year end 2020; ⁸Standalone warehouse locations data not included

Appendix



Adjusted EBITDA Reconciliation



| | For the Three Months Ended December 31, | | For the Years Ended December 31, | |
|---|--|---------------|----------------------------------|---------------|
| | 2021 | 2020 | 2021 | 2020 |
| | (in millions) | | (in millions) | |
| Net income – GAAP | \$ 105 | \$ 112 | \$ 324 | \$ 363 |
| Income tax expense | 34 | 41 | 106 | 153 |
| Interest expense, net | 12 | 13 | 48 | 70 |
| Depreciation and amortization | 27 | 27 | 109 | 99 |
| IPO and separation-related costs ⁽¹⁾ | 3 | 5 | 14 | 31 |
| Other | — | — | — | 1 |
| Adjusted EBITDA (Non-GAAP) | \$ 181 | \$ 198 | \$ 601 | \$ 717 |

⁽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.

Net Debt Reconciliation



| | <u>As of December 31, 2021</u> |
|-----------------------------------|------------------------------------|
| Current portion of Long-Term debt | \$ 25 |
| Long-Term debt | 2,087 |
| Total Debt | 2,112 |
| Cash and Cash Equivalents | (164) |
| Net Debt (Non-GAAP) | <u>\$ 1,948</u> |

Adjusted Net Income and EPS Reconciliation



| | Three Months Ended December 31, 2021 | | | Three Months Ended December 31, 2020 | | |
|---|---|-------------------|----------------|---|-------------------|----------------|
| | Net Income | Diluted Shares | Diluted EPS | Net Income | Diluted Shares | Diluted EPS |
| As Reported - GAAP | \$ 105 | 210 | \$ 0.50 | \$ 112 | 210 | \$ 0.53 |
| Adjustments: | | | | | | |
| IPO and separation-related costs ⁽¹⁾ | 2 | 210 | 0.01 | 4 | 210 | 0.02 |
| Impact of tax legislation change from the CARES Act | — | — | — | 3 | 210 | 0.02 |
| Adjusted (Non-GAAP) | \$ 107 | 210 | \$ 0.51 | \$ 119 | 210 | \$ 0.57 |

⁽¹⁾ Amounts are after tax, calculated using a tax rate of 24.3% and 25.0% for the three months ended December 31, 2021 and 2020, respectively, which is our effective tax rate for the periods presented excluding the 2020 one-time discrete expense associated with the legislation change from the CARES Act.

| | Year Ended December 31, 2021 | | | Year Ended December 31, 2020 | | |
|--|------------------------------|-------------------|----------------|------------------------------|-------------------|----------------|
| | Net Income | Diluted Shares | Diluted EPS | Net Income | Diluted Shares | Diluted EPS |
| As Reported - GAAP | \$ 324 | 210 | \$ 1.54 | \$ 363 | 205 | \$ 1.77 |
| Assume full period impact of IPO shares ⁽¹⁾ | — | — | — | — | 5 | — |
| Total | 324 | 210 | 1.54 | 363 | 210 | 1.73 |
| Adjustments: | | | | | | |
| IPO and separation-related costs ⁽²⁾ | 11 | 210 | 0.05 | 23 | 210 | 0.11 |
| Impact of tax legislation change from the CARES Act | — | — | — | 27 | 210 | 0.13 |
| Adjusted (Non-GAAP) | \$ 335 | 210 | \$ 1.59 | \$ 413 | 210 | \$ 1.97 |

⁽¹⁾ Represents incremental shares required to adjust the weighted average shares outstanding for the period to the actual shares outstanding as of December 31, 2020. We utilize the shares outstanding at period end as if they had been outstanding for the full period rather than weighted average shares outstanding over the course of the period as it is a more meaningful calculation that provides consistency in comparability due to the additional shares issued as a result of the IPO in the period.

⁽²⁾ Amounts are after tax, calculated using a tax rate of 24.6% for each of the years ended December 31, 2021 and 2020, which is our effective tax rate for the periods presented excluding the 2020 one-time discrete expense associated with the legislation change from the CARES Act.

Adjusted Net Income and EPS 2022 Guidance Reconciliation



Reynolds Consumer Products Inc.
Reconciliation of Q1 2022 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 2022 - Guidance | \$ 49 | \$ 57 | 210 | \$ 0.23 | \$ 0.27 |
| Adjustments: | | | | | |
| IPO and separation-related costs ⁽¹⁾ | 2 | 2 | 210 | \$ 0.01 | \$ 0.01 |
| Q1 2022 - Adjusted Guidance | \$ 51 | \$ 59 | 210 | \$ 0.24 | \$ 0.28 |

Reynolds Consumer Products Inc.
Reconciliation of 2022 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 2022 - Guidance | \$ 319 | \$ 349 | 210 | \$ 1.52 | \$ 1.66 |
| Adjustments: | | | | | |
| IPO and separation-related costs ⁽¹⁾ | 8 | 8 | 210 | \$ 0.04 | \$ 0.04 |
| Fiscal Year 2022 - Adjusted Guidance | \$ 327 | \$ 357 | 210 | \$ 1.56 | \$ 1.70 |

⁽¹⁾ Amounts are after tax calculated using a tax rate of 25%, which is the Company's expected tax rate for Q1 and FY 2022.

