



# Aluflexpack AG

## H1 2024 Results Presentation

Johannes Steurer, CEO | Lukas Kothbauer, CFO

**ALU  
FLEX  
PACK**

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# Agenda

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## **Business & Financial Overview**

Johannes Steurer, CEO  
Lukas Kothbauer, CFO

**2**

## **Outlook 2024**

Johannes Steurer, CEO

**3**

## **Public Tender Offer**

Lukas Kothbauer, CFO

**4**

## **Questions and Answers**

Johannes Steurer, CEO  
Lukas Kothbauer, CFO

The background is a detailed architectural floor plan of a building, showing various rooms, corridors, and structural elements. The drawing is in black lines on a light gray background. Two red L-shaped brackets are positioned on the plan: one on the left side, partially overlapping the text, and another on the right side, also partially overlapping the text. Several black arrows are scattered across the plan, pointing in various directions, likely indicating flow or specific areas of interest.

# Business & Financial Overview

# Business highlights H1 2024

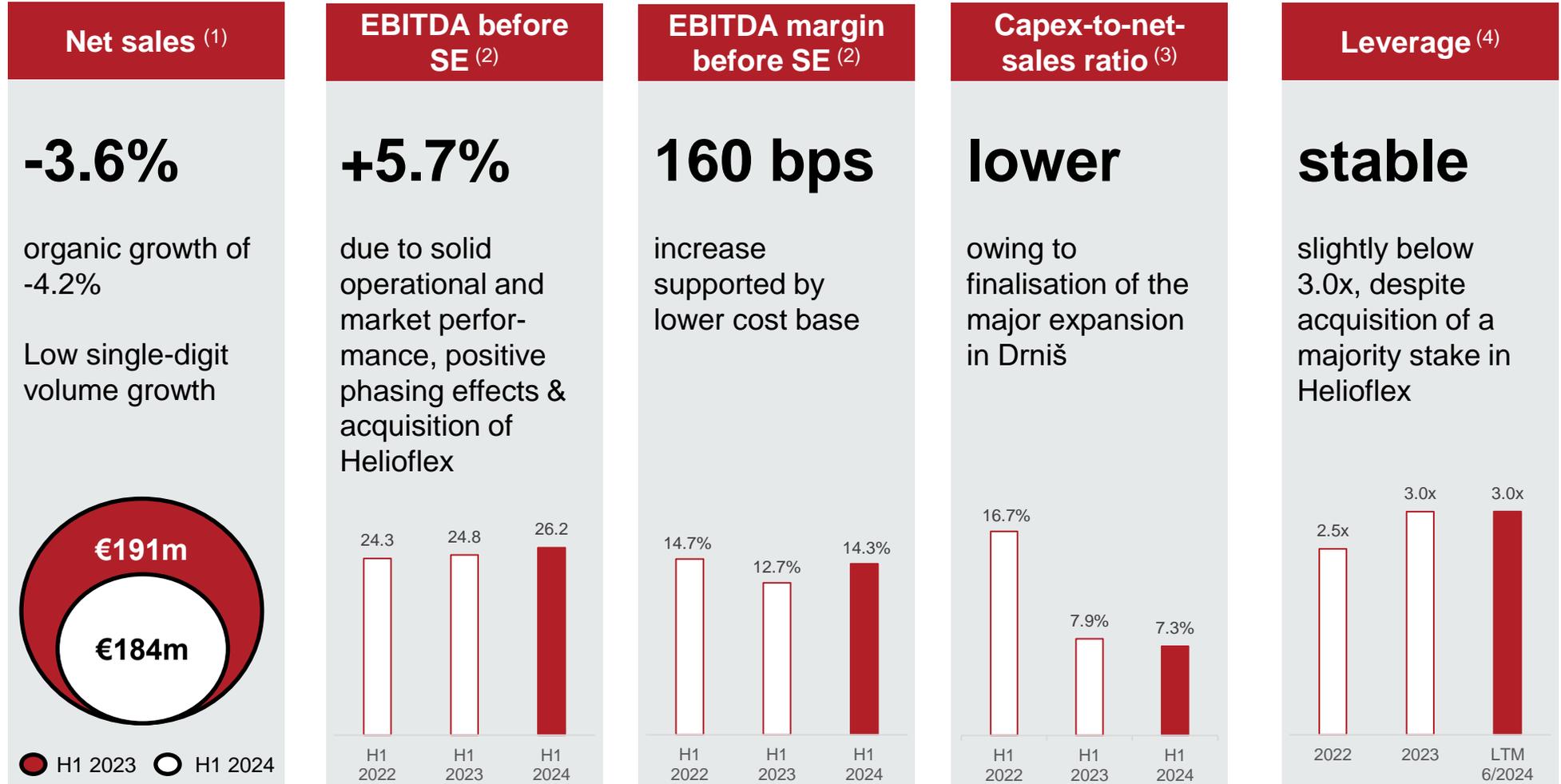
Solid performance in an environment with slow recovery of demand

Public tender offer	Market trends	Internationalisation	3-WIN 2030	Outlook 2024
<p><b>92.06% of all shares</b> of AFP have been <b>tendered</b> in the public tender offer</p> <p>Constantia Flexibles aiming at <b>squeeze-out merger</b> and <b>delisting</b>; closing expected Q4 2024, subject to regulatory approval</p> 	<p>Demand remains soft in Europe mainly as a result of <b>loss of purchasing power among consumers</b></p> <p><b>Customers' inventory largely normalised</b> from previous elevated levels, except in <b>Pharma end market</b></p> 	<p>Closing of acquisition of <b>67.9% stake in Helioflex</b></p> <p>Acquisition of remaining <b>20% minority stake in Teko</b></p> <p><b>Expansion of business to USA</b> and <b>market ramp up on track</b></p> 	<p><b>New sustainable packaging solutions (4<sup>∞</sup> Form, RE-LID)</b> (co-) developed</p> <p><b>Innovation Challenge #3</b> focusing on decarbonisation, circular packaging and Industry 5.0 launched</p> 	<p><b>Net sales excluding IAS 29</b> of €370-410m</p> <p><b>EBITDA before SE</b> between €51-56m</p> <p>Focus on <b>deleveraging</b> and <b>free cash flow generation</b></p> 

Note(s): (1) As of 30 June 2022, Aluflexpack is required to apply IAS 29 "Financial Reporting in Hyperinflationary Economies" for its operations in Türkiye. The application of IAS 29 includes adoption of IAS 21 "Effects of Change in Foreign Exchange Rates". Further clarification can be found on slide 29 of this presentation.

# Financial highlights H1 2024

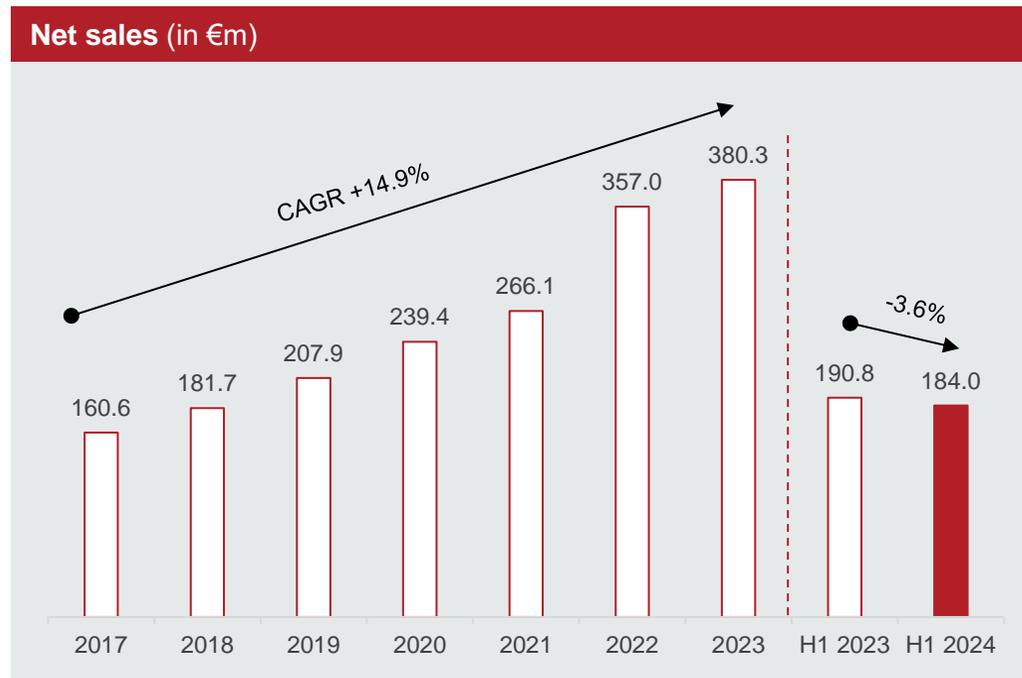
## Improvement in profitability



Note(s): (1) Organic net sales equal Group reported net sales less net sales from Tunisian subsidiary Helioflex, which was acquired on 24 April 2024. In the first half of 2024, the effects of consolidation of Helioflex on Group's reported net sales amounted to €1.1m. Excluding effects of IAS 29, net sales amounted to €183.1m in H1 2024. (2) EBITDA before SE refers to EBITDA before special effects. EBITDA margin before SE is calculated as EBITDA before SE divided by net sales excluding IAS 29. (3) Capex-to-net-sales ratio is defined as payments made for purchase of property plant and equipment (PPE) and intangible assets divided by net sales. (4) Leverage is defined as net debt divided by reported EBITDA LTM June 2024. Net debt to reported EBITDA LTM June 2024 includes the EBITDA of the recently acquired Tunisian subsidiary Helioflex as if the company had been part of Aluflexpack as of 1 July 2023.

# Net sales overview

Decrease of 3.6% in H1 2024 (organic: -4.2%); low single-digit volume growth



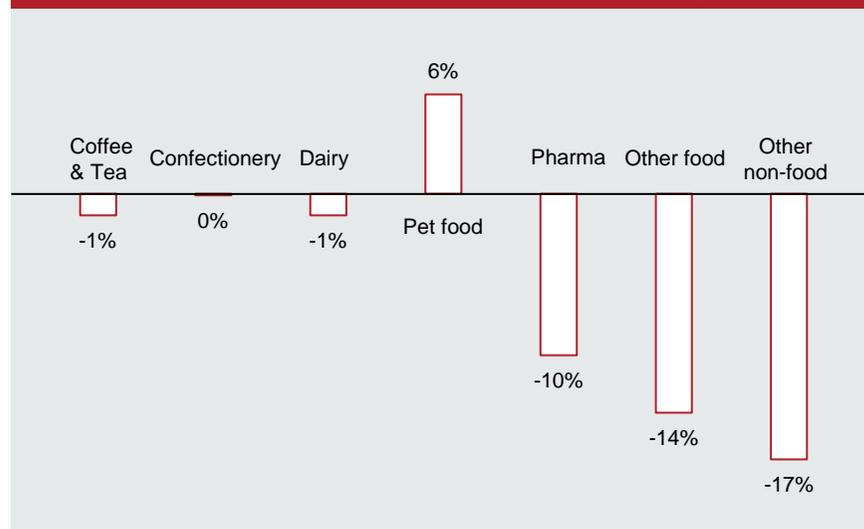
## Overview

- **Low single-digit volume growth**, offset by price decreases based on pass-through mechanisms with the Group's customers for certain input materials
- Overall **market remains soft** and **destocking in certain end markets** such as pharmaceuticals continued
- Adjusted for the acquisition of the **Tunisian subsidiary**, organic growth reached -4.2%<sup>(1)</sup>
- Adjusted for **hyperinflationary accounting in Türkiye**, net sales amounted to €183.1m<sup>(2)</sup>

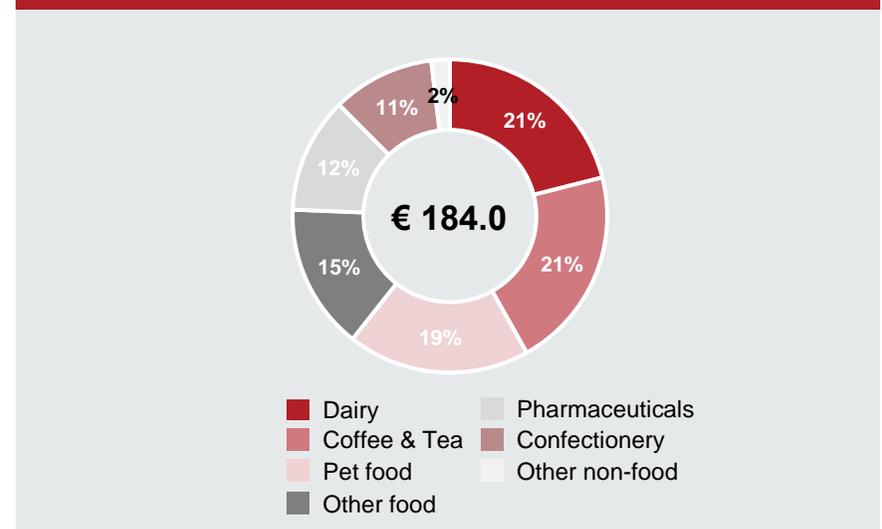
# End market dynamics

## Different market dynamics across end markets

Net sales growth by end markets (in %, HY 2024 yoy)



Net sales split by end markets (in %, HY 2024)

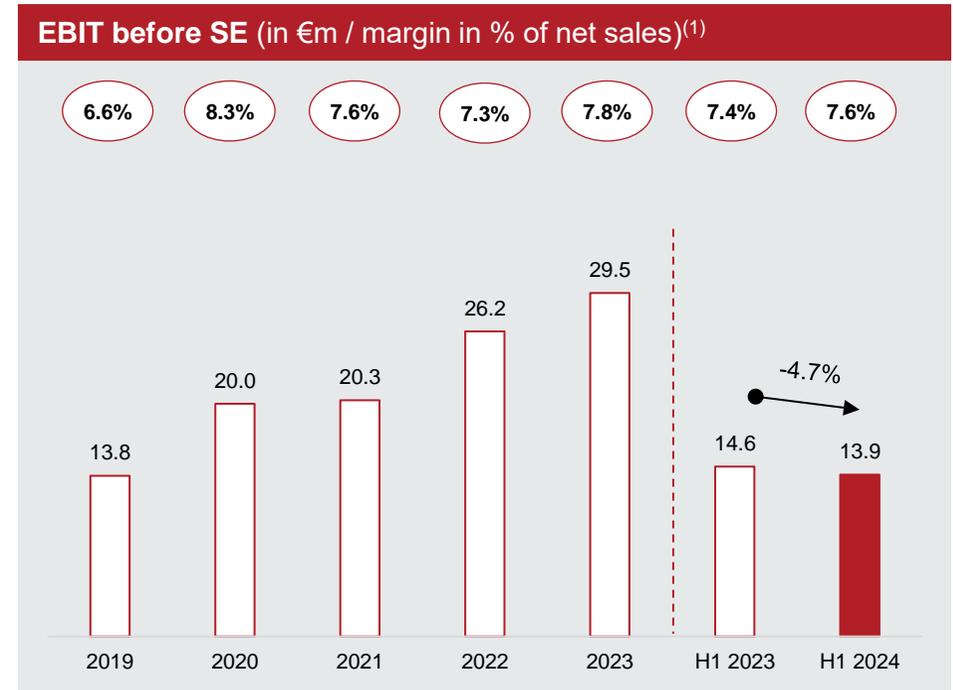
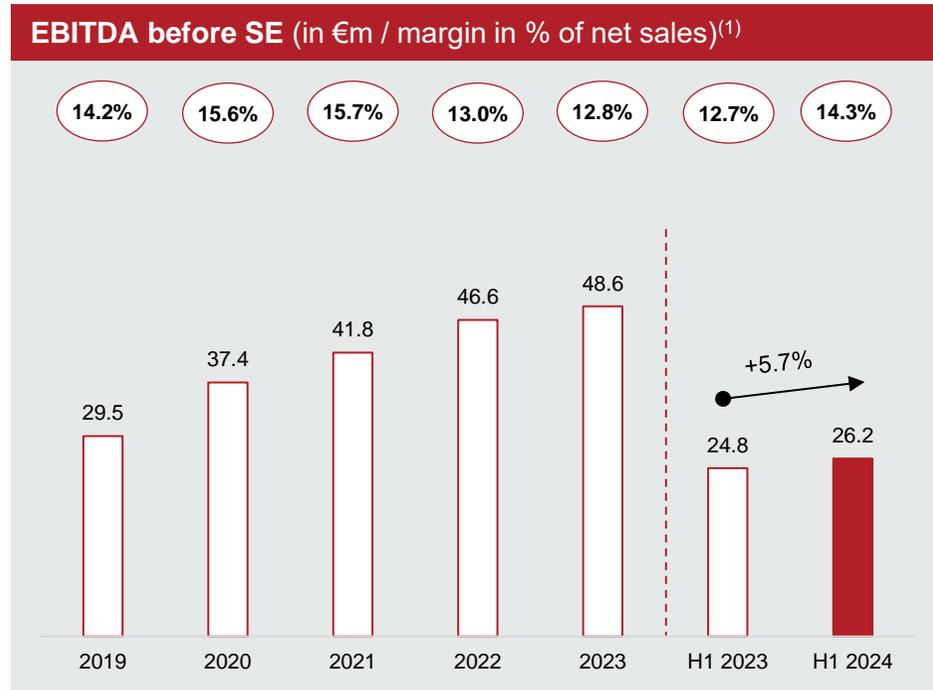


### Overview

- Growth in the **Pet food** end market attributed to higher pouch sales and introduction of new products
- Stable business development with existing customers in the **Confectionery** end market
- **Dairy** end market supported by growth in private label business, outweighed by pricing impact
- Pricing impact offset volume increases with new and existing customers in the **Coffee & Tea** end market
- **Pharmaceutical** end market in line with broader market dynamics in this segment and continued customer destocking
- Volume decline of some of the Group customers negatively affected net sales in the **Other food** end market

# Earnings highlights

**EBITDA before SE increased to €26.2m, margin of 14.3% in H1 2024**



## Overview

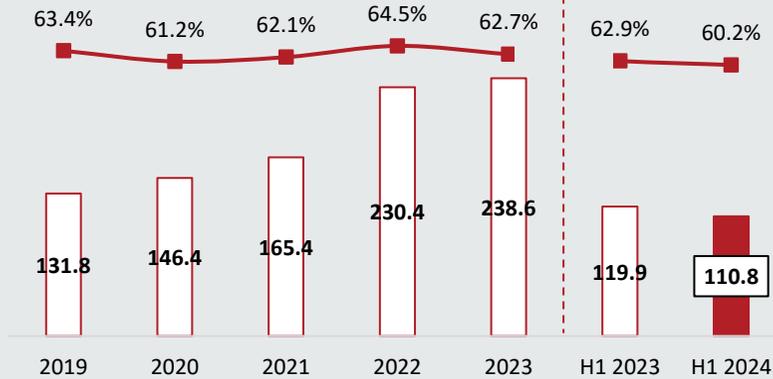
- Increase in **EBITDA before SE** of 5.7% in H1 2024 as a result of solid operational and market performance, positive hedging phasing effects and acquisition of Helioflex, partially offset by higher personnel costs implemented in light of high inflationary environment
- **EBITDA margin before SE** increased to 14.3% in H1 2024 (H1 2023: 12.7%)

Note(s): (1) A detailed reconciliation of reported and before SE figures can be found on slide 28 of this presentation. EBITDA margin before SE and EBIT margin before SE were calculated by dividing EBITDA before SE and EBIT before SE by net sales excluding IAS 29, respectively.

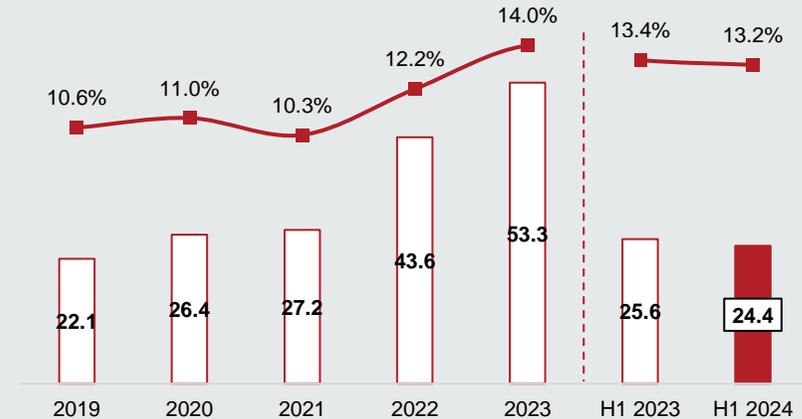
# Cost management

## Inflationary environment impacting personnel costs

**Material costs (in €m / in % of net sales, on adj. level)<sup>(1)</sup>**



**Other operating costs (in €m / in % of net sales, on adj. level)<sup>(2)</sup>**



**Personnel costs (in €m / in % of net sales, on adj. level)<sup>(3)</sup>**



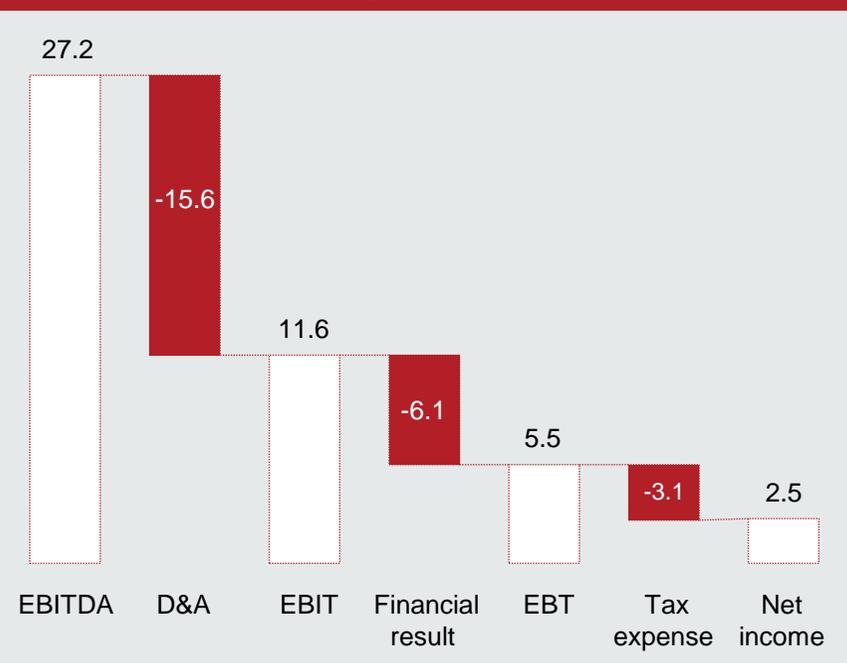
### Overview

- **Material costs** as a percentage of net sales decreased in H1 2024 due to decrease in price of most raw material categories
- **Other operating costs** as a percentage of net sales decreased marginally due to lower energy costs and a lower cost base in general across different positions in other operating expenses
- **Personnel costs** as a percentage of net sales increased to 14.4%, reflecting salary increases implemented due to high pressure on labor markets in countries where the Group is active

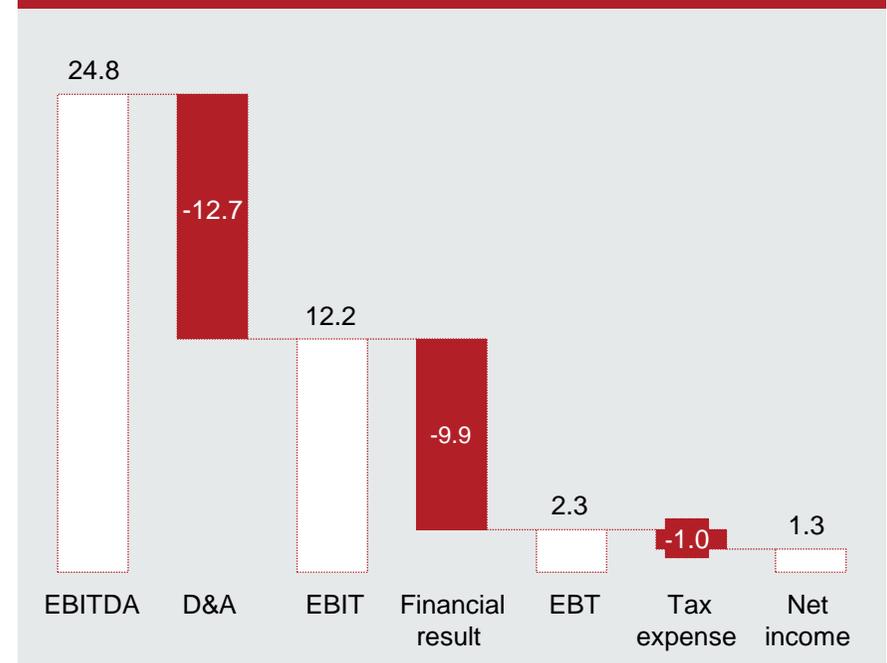
# EBITDA to net income bridge

Financial result improved due to positive valuation impact on derivatives

EBITDA to net income bridge (in €m, HY 2024)



EBITDA to net income bridge (in €m, HY 2023)

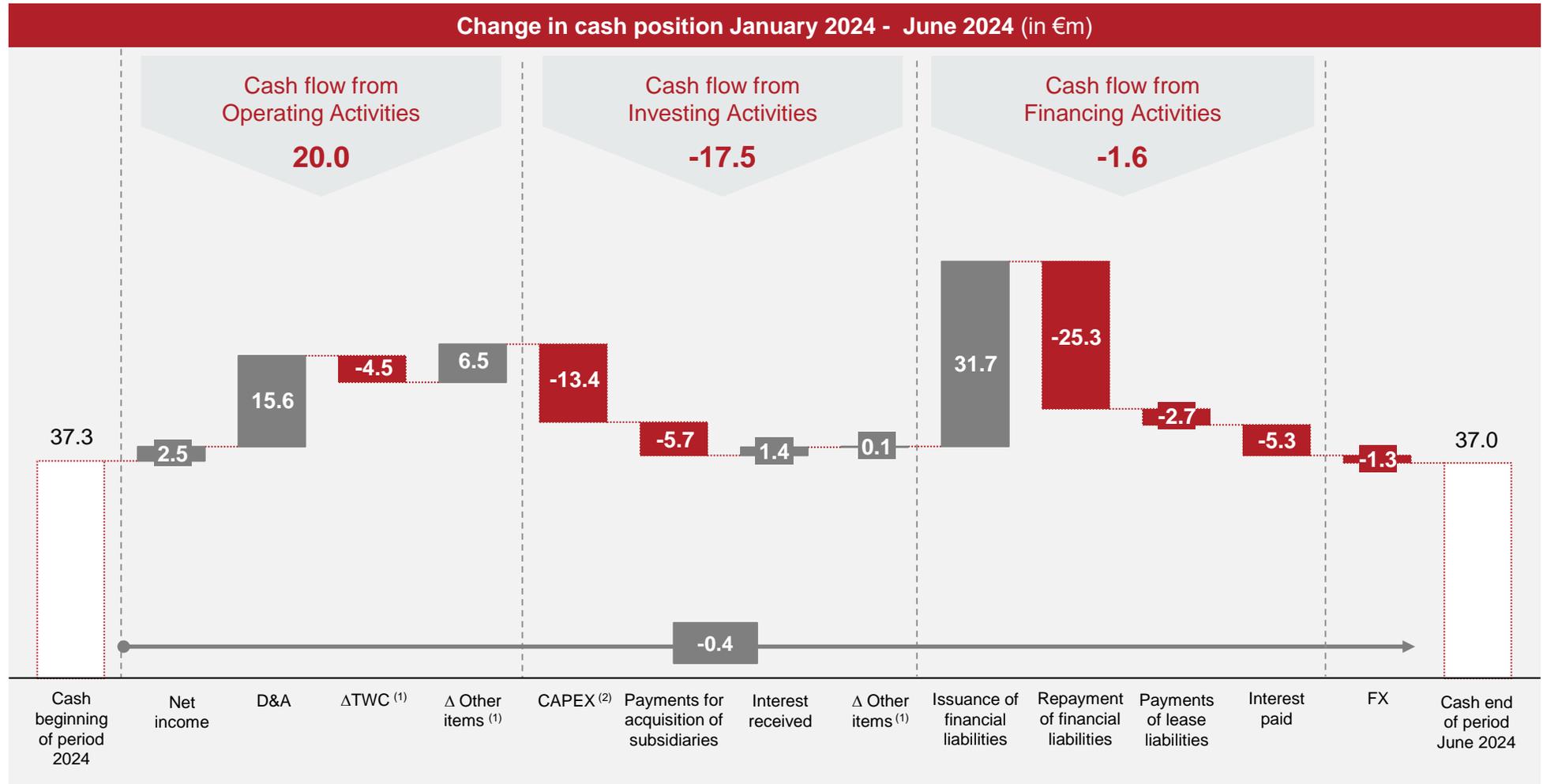


## Overview

- Negative **financial result** totalling **€-6.1m** (HY 2023: €-9.9m) due to ...
  - ...higher net interest expenses of €-4.3m (HY 2023: €-3.6m)...
  - ...and a better other financial result of €-1.8m (HY 2023: €-6.3m) mainly attributed to a positive non-cash mark-to-market valuation effect (€1.3m) of financial instruments used to hedge against volatility of the price of aluminium, net negative FX effects largely on intercompany loans (€-4.2m) and positive effects from the valuation of put options for outstanding minority shareholders of €1.3m (excluding effects of currency translation)

# Cash flow overview

Better performance and reduced investments leading to improved cash generation

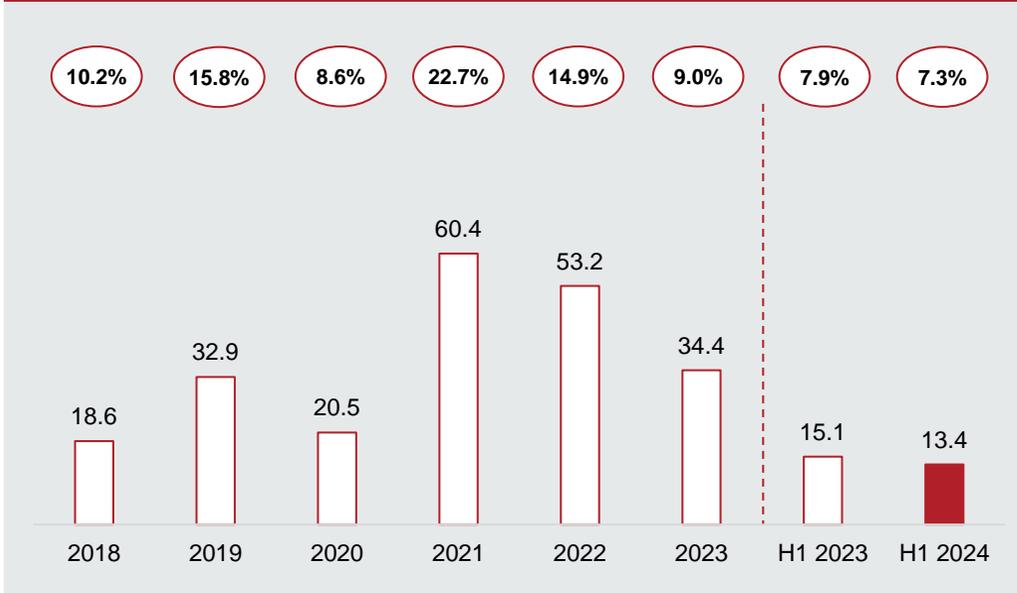


Note(s): (1) Δ indicates "change". (2) CAPEX indicates payments made for purchases of property, plant and equipment (PPE) and intangible assets.

# Capital expenditures

Decrease as a result of conclusion of major organic expansion

CAPEX (in €m / in % of net sales)<sup>(1)</sup>



## Overview

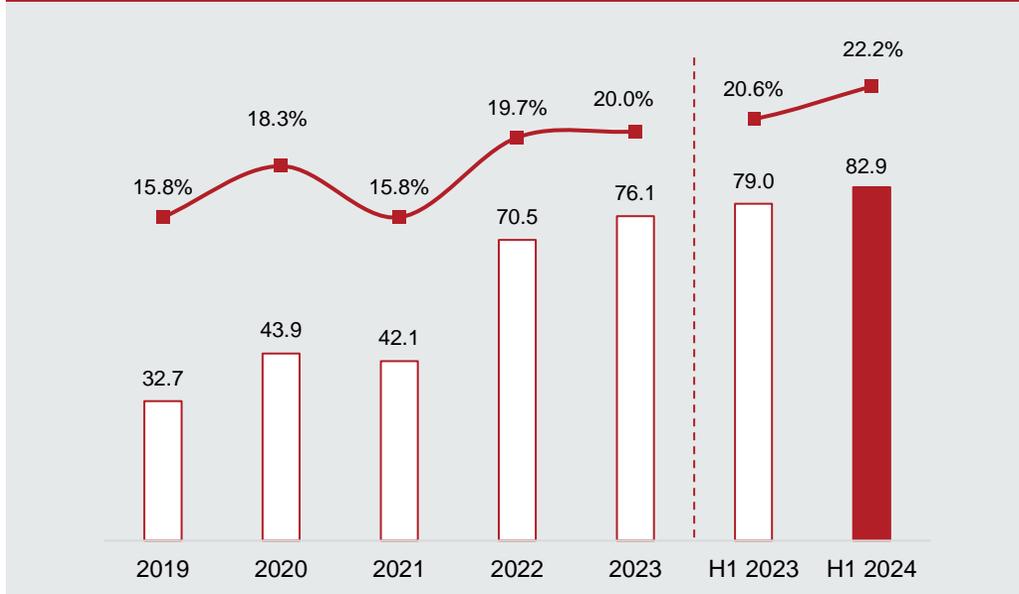
- **Capex** (organic) decreased to €13.4m in H1 2024 (H1 2023: €15.1m) as a result of conclusion of major organic expansion
- Decrease in **capex-to-net sales ratio** to 7.3% in H1 2024 from 7.9% in H1 2023
- **Highly competitive platform** in the flexible packaging industry established following many years of investment

Note(s): (1) Capex-to-net-sales ratio is defined as payments made for purchase of property, plant and equipment (PPE) and intangible assets divided by net sales.

# Working capital management

## Increase in inventory and trade receivables impacted trade working capital

Trade Working Capital (in €m / in % of net sales)<sup>(1)</sup>



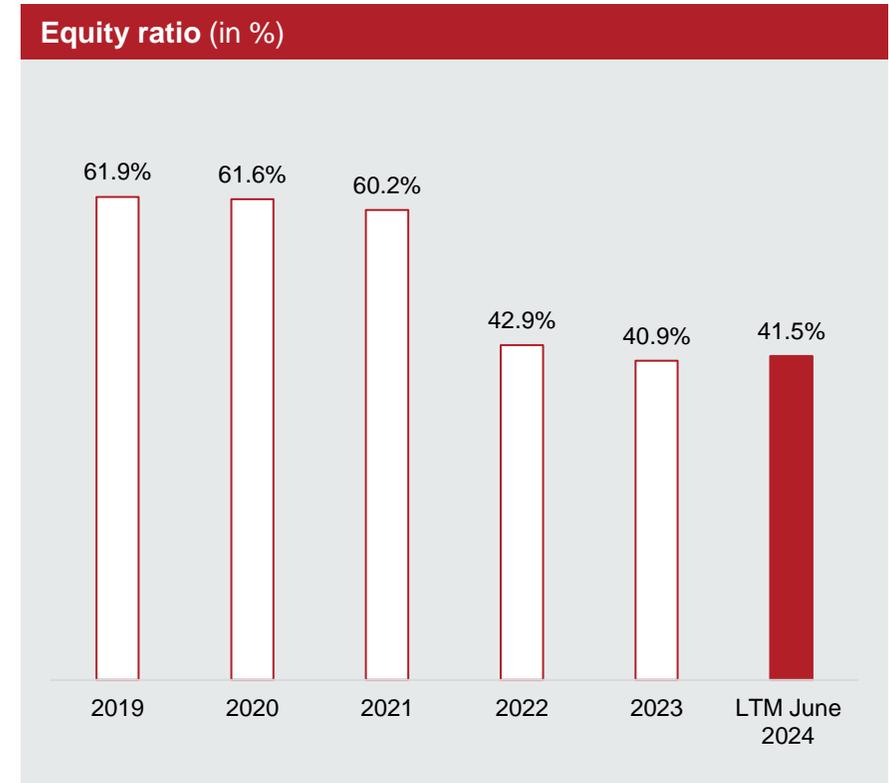
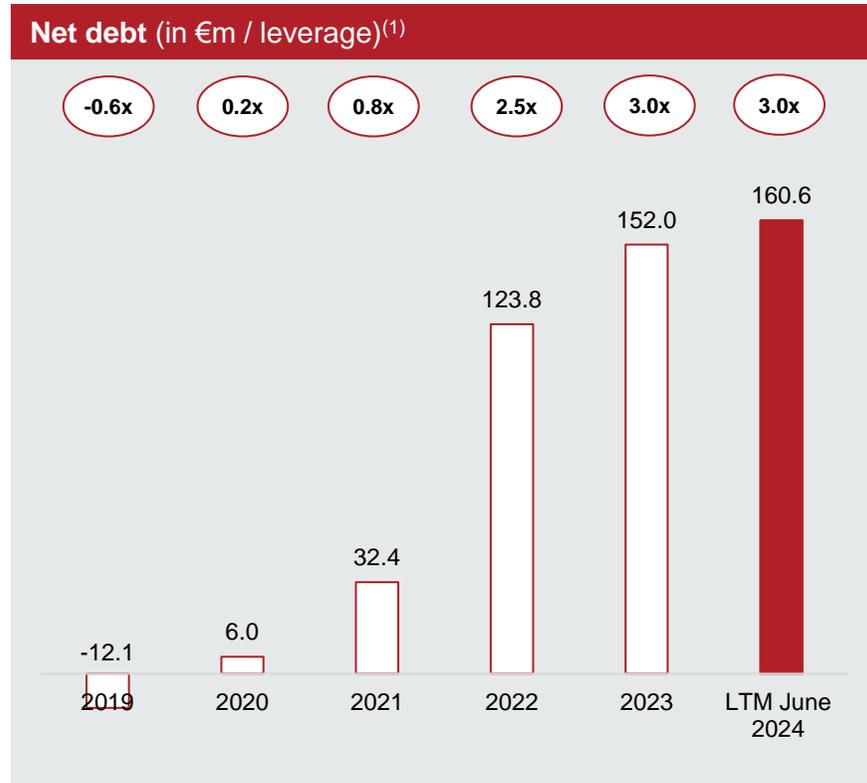
### Overview

- **Inventories** increased to €94.8m (2023: €92.6m)
- **Trade receivables** increased to €46.4m (2023: €42.2m) while **trade payables** decreased to €58.6m (2023: €59.1m)
- Increase in **TWC as a percentage of net sales** to 22.2% (2023: 20.0%)

Note(s): (1) Trade Working Capital is calculated as sum of total inventories and trade receivables less total operative payables for a respective period. The Trade Working Capital Ratio is calculated by dividing end of period trade working capital by sales of the last 12 months.

# Robust balance sheet

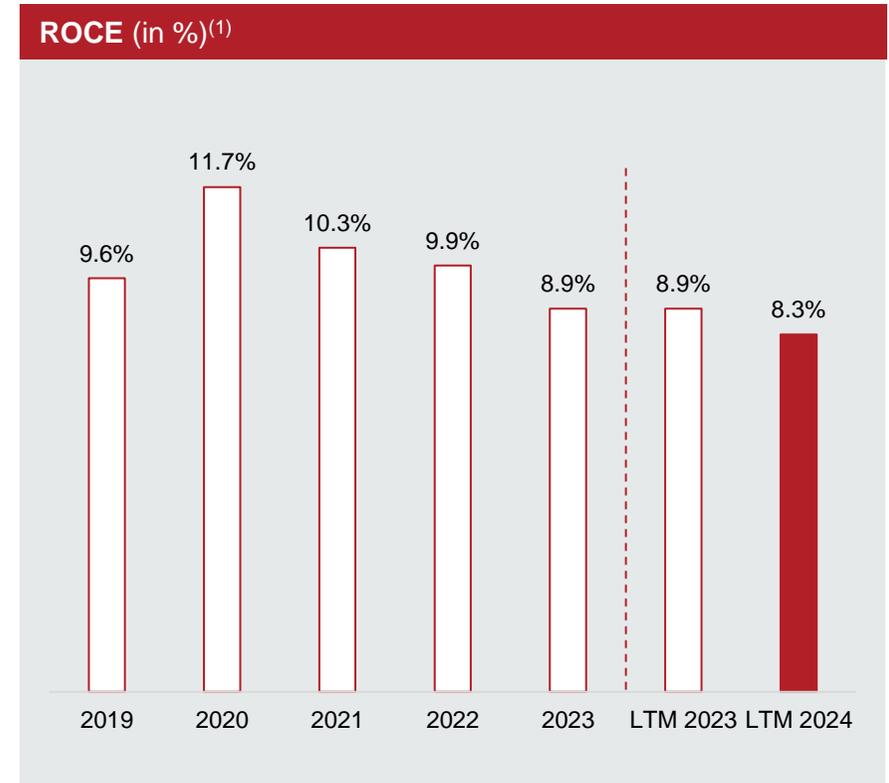
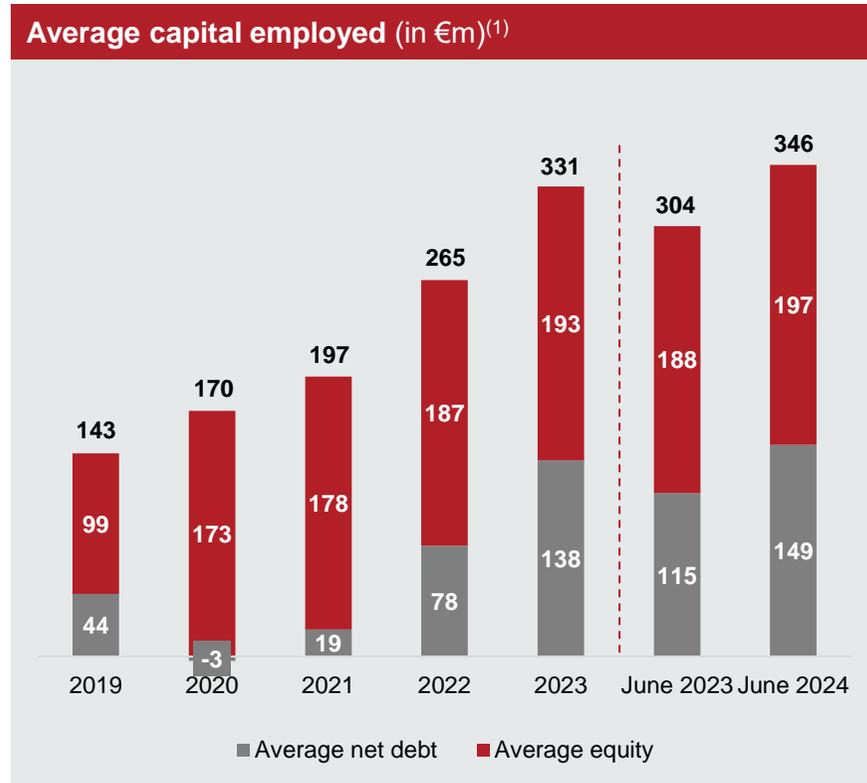
Leverage remains stable despite acquisition of a majority stake in Heliopack



Note(s): (1) Leverage defined as net debt divided by reported EBITDA. For the year 2022, the EBITDA contribution of the acquired Turkish subsidiary Teko is included as if the transaction would have taken place on 1 January 2022. Net debt to reported EBITDA LTM June 2024 includes the EBITDA of the recently acquired Tunisian subsidiary Heliopack as if the company had been part of Aluflexpack as of 1 July 2023.

# Return on capital employed

ROCE temporarily affected by higher levels of capital employed



## Overview

- Decrease in **return on capital employed (ROCE)** reflects higher capital employed stemming from investments made into the Group's platform as well as the acquisition of 67.9% of the Tunisian subsidiary

Note(s): (1) ROCE stands for return on capital employed and refers to EBIT before SE for the last twelve months divided by capital employed, which is defined as average equity plus average net financial debt for the last twelve months.

# Organic and inorganic project developments

## Strengthening our platform

### Acquisition of Helioflex

Closing of acquisition on 24 April 2024

Integration fully ongoing and first successes in integration recorded

New market for Aluflexpack Group with major growth potential



### Acquisition of minority stake in Teko

Acquisition of remaining 20% minority stake in Teko

Expansion of Aluflexpack's position in Türkiye and MENA region



### Expansion in the USA

Expansion of operations to the USA according to plan

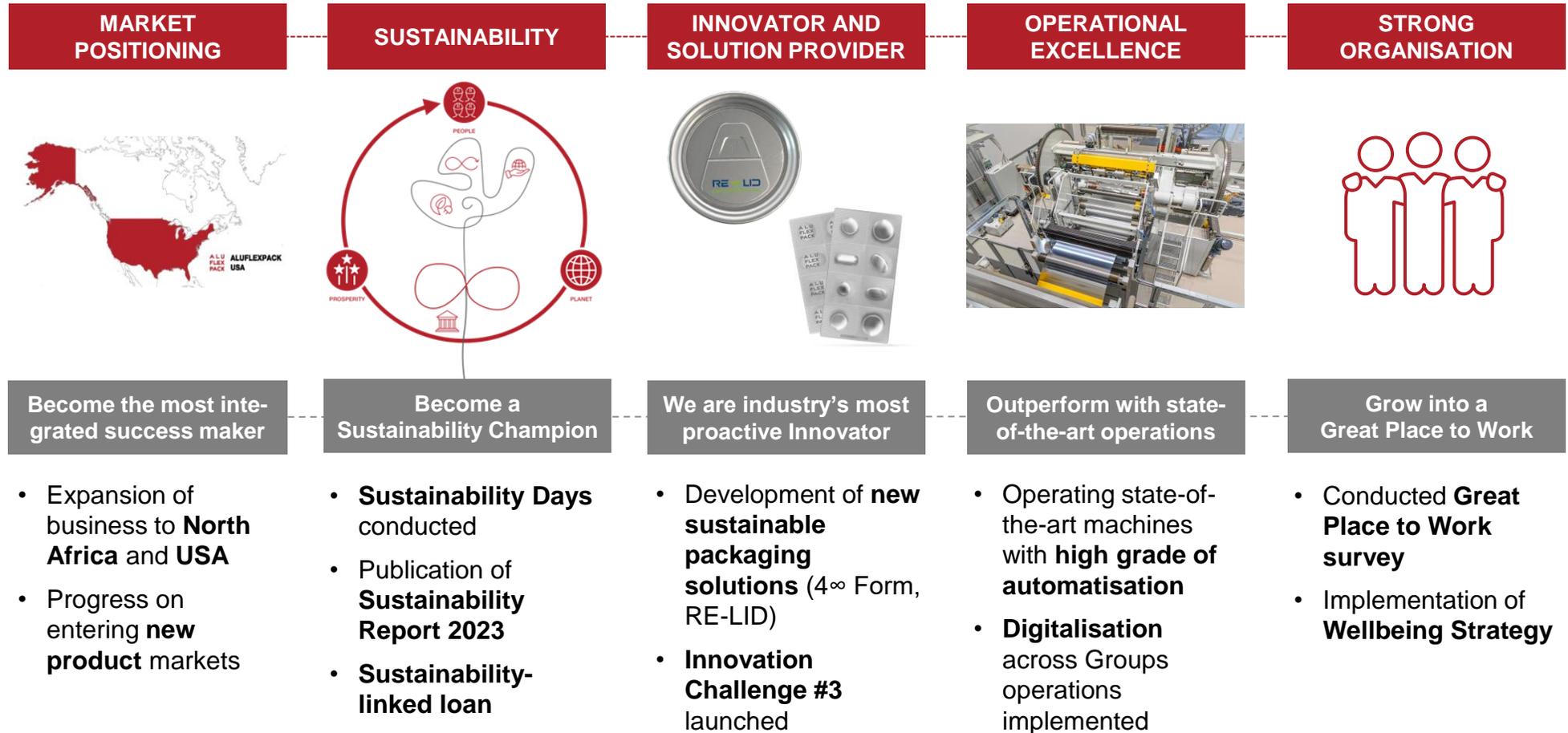
Start of production expected in December 2024

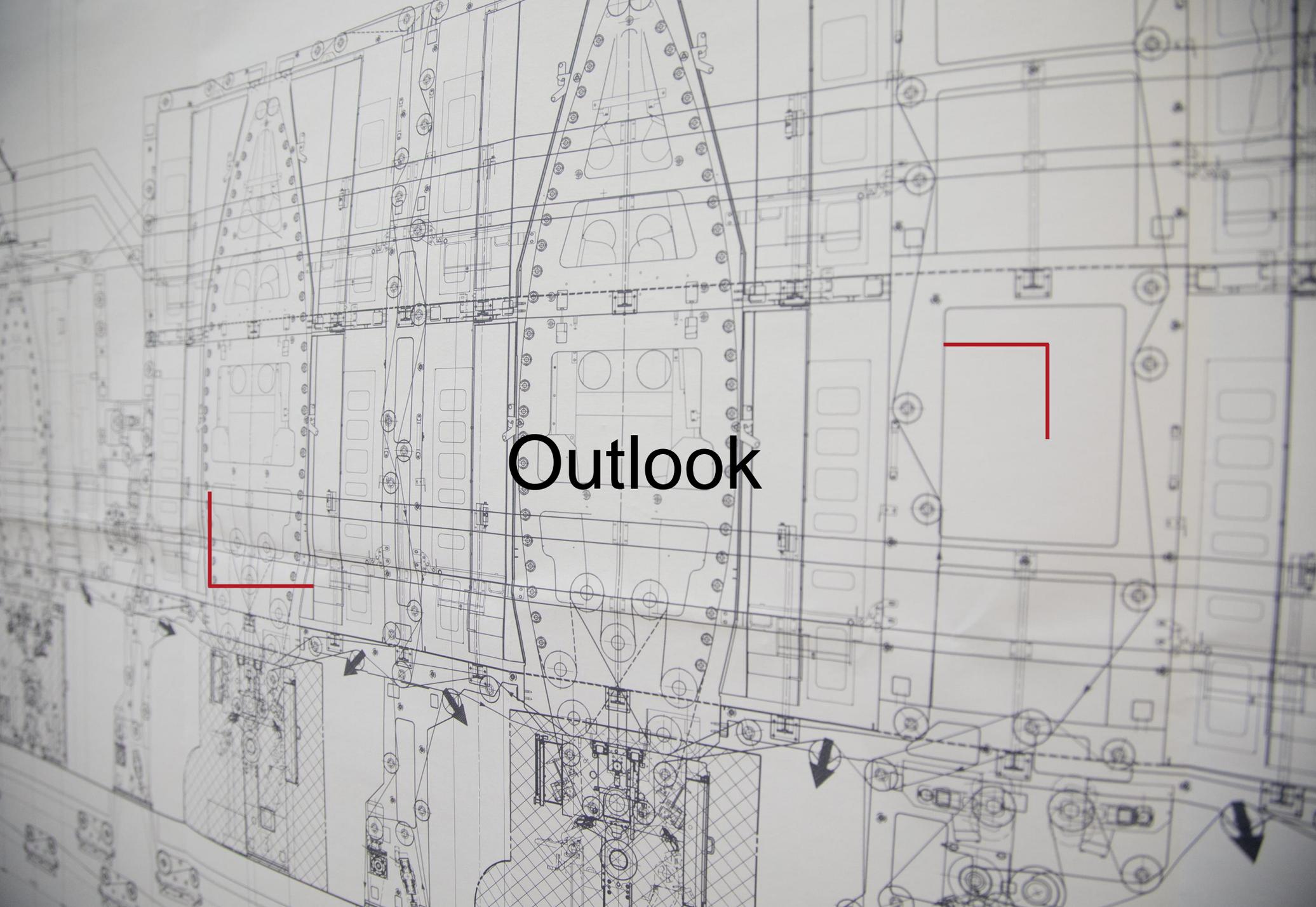
Focus on finishing steps of the value chain



# 3-WIN 2030 strategy

## Continued progress in the execution of our projects in H1 2024



The image shows a detailed architectural floor plan of a building, rendered in a light blue or grey tone. The plan includes various rooms, corridors, and structural elements. Two prominent red L-shaped markers are placed on the plan: one on the left side and one on the right side. The word "Outlook" is written in a large, bold, black sans-serif font, centered over the plan. The overall aesthetic is technical and professional.

# Outlook

# Outlook 2024

## Confirmed

1

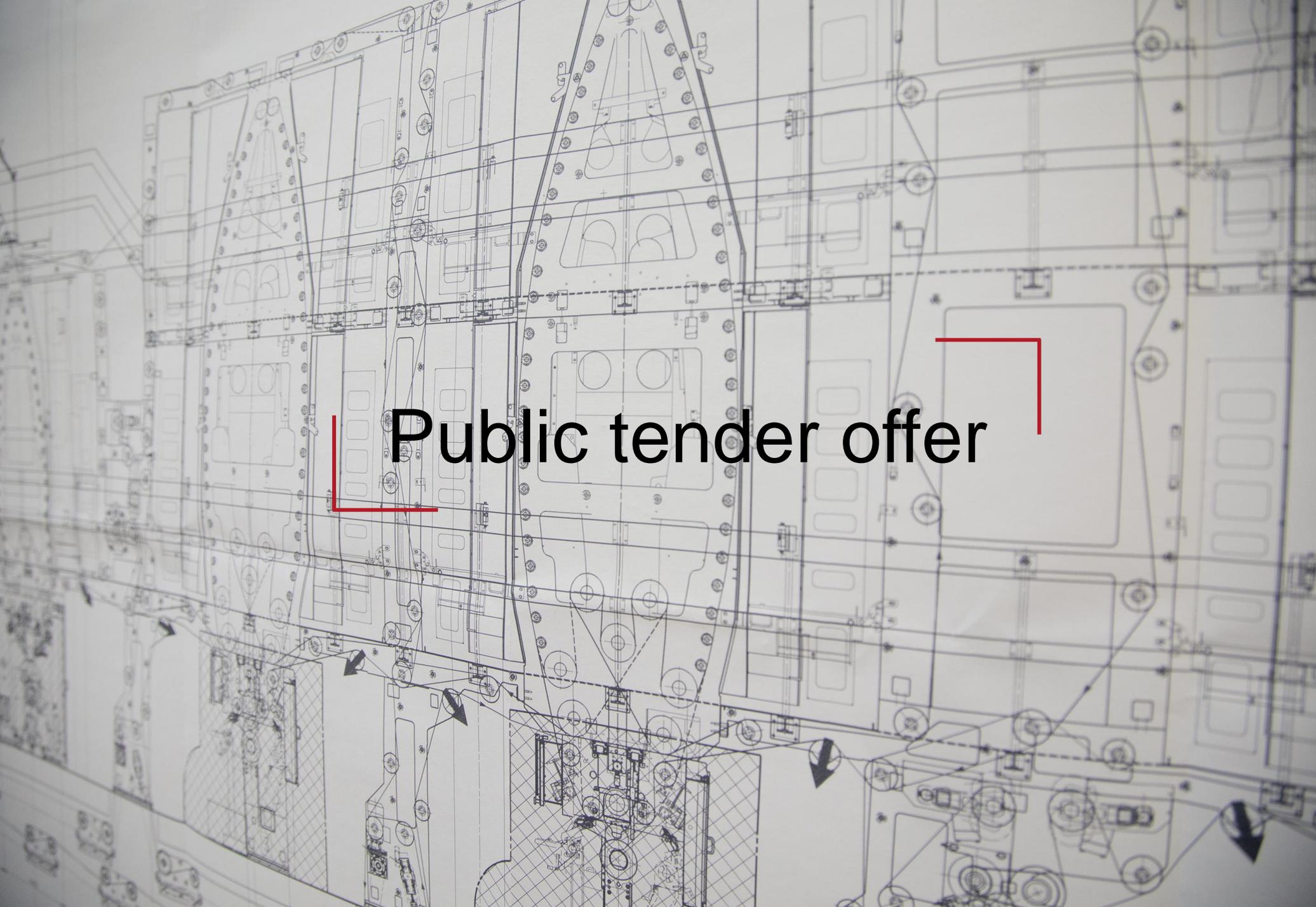
The Management Board expects **net sales excluding IAS 29** for the fiscal year 2024 between **€370-410m**

2

At the **EBITDA before SE** level, the Management Board expects a range from **€51-56m for the full year 2024**

3

Focus on **deleveraging** and **free cash flow generation**

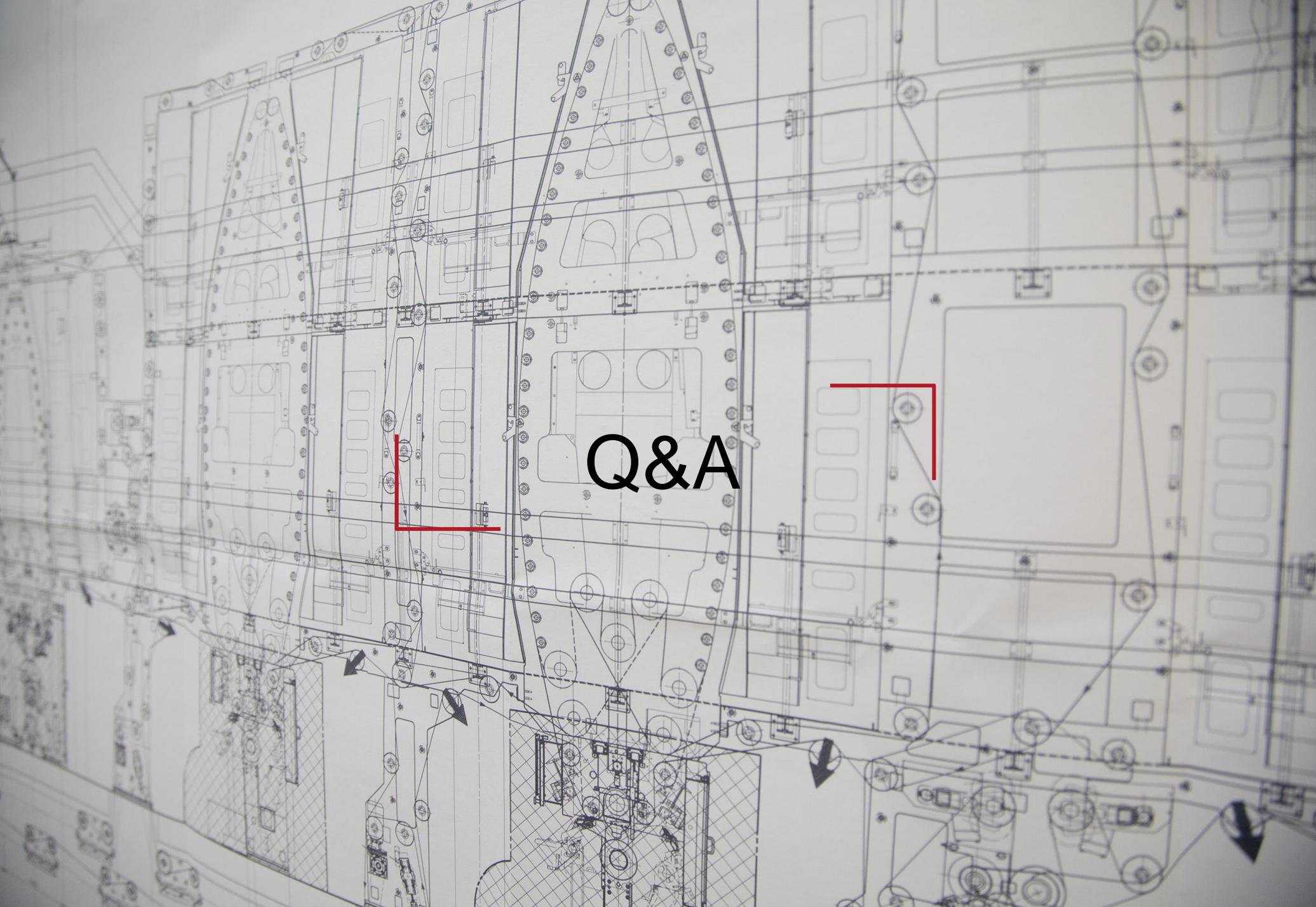


**Public tender offer**

# Public Tender Offer

## Final result – The offer has been declared successful

- By the end of the additional acceptance period on 6 June 2024, **6,901,217 Aluflexpack shares**, representing **92.06% of the shares** to which the offer extended, **were tendered**
- Based on these figures and including the 9,803,167 Aluflexpack shares acquired by Constantia from MTC and Xoris under SPA – which has not yet been consummated – the **participation of Constantia** as of the end of the additional acceptance period is **16,704,384 Aluflexpack shares**. This corresponds to **96.56% of the issued share capital and voting rights** of Aluflexpack<sup>(1)</sup>
- **Settlement of the public tender offer** and the **final offer price** are expected to be known in Q4 2024; **payment of the offer price** for AFP shares which have been validly tendered during the offer period and the additional acceptance period is expected to take place also in Q4 2024
- Constantia declared a **postponement of the settlement** for a period up to twelve months from the date of the transaction agreement, i.e., until 15 February 2025
- Constantia holds more than 90% of the voting rights in Aluflexpack, the participation needed to conduct a **squeeze-out merger**, which it intends to conduct and eventually delist the Aluflexpack shares from SIX Swiss Stock Exchange

The image shows a detailed architectural floor plan of a building, rendered in a light blue or grey tone. The plan includes various rooms, corridors, and structural elements, with numerous small circles and lines indicating specific details. In the center of the plan, the text "Q&A" is written in a bold, black, sans-serif font. Two red L-shaped markers are placed on the plan: one on the left side, pointing towards a vertical corridor, and another on the right side, pointing towards a horizontal corridor. The overall composition is technical and precise, typical of a professional architectural drawing.

**Q&A**

# Appendix

**A L U  
F L E X  
P A C K**

# Income statement

(in €m)	H1 2024	H1 2023
Gross sales	186.9	193.7
Sales deductions	-2.9	-2.9
<b>Net sales</b>	<b>184.0</b>	<b>190.8</b>
Change in finished and unfinished goods	-0.2	9.6
Other operating income	10.7	8.2
Cost of materials, supplies and services	-115.9	-134.9
Personnel expenses	-26.5	-22.5
Other operating expenses	-24.9	-26.4
<b>EBITDA</b>	<b>27.2</b>	<b>24.8</b>
Depreciation and amortisation	-15.6	-12.7
<b>Operating profit</b>	<b>11.6</b>	<b>12.2</b>
Interest income	1.4	0.3
Interest expenses	-5.7	-4.0
Other financial income	2.7	1.7
Other financial expenses	-4.5	-8.0
<b>Financial result</b>	<b>-6.1</b>	<b>-9.9</b>
<b>Result before tax</b>	<b>5.5</b>	<b>2.3</b>
Tax expense/benefit	-3.1	-1.0
<b>Result for the period</b>	<b>2.5</b>	<b>1.3</b>
Thereof attributable to:		
Owners of the company	2.5	1.3
Non controlling interests	0.0	0.0

# Balance Sheet – Assets

(in €m)	30/06/2024	31/12/2023
<b>ASSETS</b>		
Intangible assets and goodwill	86.8	73.3
Property, plant and equipment	214.2	213.0
Other financial assets	0.2	0.2
Other receivables and assets	1.1	0.8
Deferred tax assets	4.1	4.0
<b>Non-current assets</b>	<b>306.4</b>	<b>291.2</b>
Inventories	94.8	92.6
Trade receivables	46.4	42.2
Income tax receivable	0.3	0.0
Other receivables and assets	15.6	12.0
Cash and cash equivalents	37.0	37.3
<b>Current assets</b>	<b>194.0</b>	<b>184.1</b>
<b>TOTAL ASSETS</b>	<b>500.4</b>	<b>475.3</b>

# Balance Sheet – Equity and Liabilities

(in €m)	30/06/2024	31/12/2023
Capital stock	15.6	15.6
Capital reserves	136.2	136.1
Retained earnings	55.8	42.9
<b>Equity attributable to owners of the Company</b>	<b>207.5</b>	<b>194.6</b>
Non controlling interests	0.0	0.0
<b>TOTAL EQUITY</b>	<b>207.5</b>	<b>194.6</b>
Bank loans and borrowings	126.4	107.2
Other financial liabilities	22.6	20.4
Deferred tax liabilities	11.1	9.0
Employee benefits	1.6	1.5
Other liabilities	7.5	6.7
<b>Non-current liabilities</b>	<b>169.1</b>	<b>144.7</b>
Bank loans and borrowings	44.1	44.0
Other financial liabilities	4.6	17.9
Current tax liabilities	1.3	1.9
Employee benefits	3.1	2.0
Trade payables and advances received from customers	58.6	59.1
Accruals	5.5	2.8
Other liabilities	6.7	8.5
<b>Current liabilities</b>	<b>123.8</b>	<b>136.0</b>
<b>TOTAL LIABILITIES</b>	<b>292.9</b>	<b>280.7</b>
<b>TOTAL EQUITY AND LIABILITIES</b>	<b>500.4</b>	<b>475.3</b>

# Cash flow statement

(in €m)	H1 2024	H1 2023
<b>Profit before tax</b>	<b>5.5</b>	<b>2.3</b>
+/- Financial results excluding other financial income/expense	4.3	3.6
+/- Other non-cash expenses and income	2.9	5.7
+ Depreciation and amortisation	15.6	12.7
-/+ Gains and losses from disposals of PPE and intangible assets	-0.1	0.1
-/+ increase and decrease in inventories	-2.0	-6.1
-/+ Increase and decrease in current trade receivables	-3.8	-1.3
-/+ Increase and decrease in other assets	-2.8	0.1
+/- Increase and decrease in trade payables	1.3	-6.8
+/- Increase and decrease in accruals	2.7	1.6
+/- Increase and decrease in other liabilities	-1.9	-0.8
+/- Increase and decrease in provisions	0.0	-0.1
+/- Increase and decrease in liabilities for employee benefits	1.2	0.1
-/+ Income taxes paid	-2.9	-2.9
<b>Net cash from operating activities</b>	<b>20.0</b>	<b>8.2</b>
+ Payments received for disposals of PPE and intangible assets	0.1	0.0
- Payments made for purchases of PPE and intangible assets	-13.4	-15.1
- Payments for acquisition of subsidiaries (net of cash acquired)	-5.7	0
+ Interest received	1.4	0.3
<b>Net cash used in investing activities</b>	<b>-17.5</b>	<b>-14.8</b>
- Payments of lease liabilities	-2.7	-2.8
+ Issuances of financial liabilities (3rd parties)	31.7	28.6
- Repayments of financial liabilities (3rd parties)	-25.3	-2.8
- Dividends paid	0.0	-0.6
- Interest paid	-5.3	-3.0
<b>Net cash from financing activities</b>	<b>-1.6</b>	<b>19.4</b>

# Overview of earnings adjustments

ADJUSTMENTS ON EBITDA LEVEL (in €m)	H1 2024	H1 2023
Net sales - IFRS reported	184.0	190.8
Effects of adoption of IAS 29 ( <i>Financial Reporting in Hyperinflation Economies</i> ) in Türkiye <sup>(1)</sup>	-0.9	4.7
<b>Net sales excluding IAS 29</b>	<b>183.1</b>	<b>195.5</b>
<b>EBITDA - IFRS reported</b>	<b>27.2</b>	<b>24.8</b>
Effects of adoption of IAS 29 ( <i>Financial Reporting in Hyperinflation Economies</i> ) in Türkiye <sup>(1)</sup>	-1.9	-0.6
Cost/benefit of stock option programmes <sup>(2)</sup>	0.3	-0.2
Transaction costs and costs in relation to establishment of Aluflexpack USA LLC <sup>(3)</sup>	0.6	0.7
<b>EBITDA before SE</b>	<b>26.2</b>	<b>24.8</b>
<b>EBITDA margin – IFRS reported</b>	<b>14.8%</b>	<b>13.0%</b>
<b>EBITDA margin before SE</b>	<b>14.3%</b>	<b>12.7%</b>

ADJUSTMENTS ON EBIT LEVEL (in €m)	H1 2024	H1 2023
Net sales - IFRS reported	184.0	190.8
Effects of adoption of IAS 29 ( <i>Financial Reporting in Hyperinflation Economies</i> ) in Türkiye <sup>(1)</sup>	-0.9	4.7
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Effects of adoption of IAS 29 ( <i>Financial Reporting in Hyperinflation Economies</i> ) in Türkiye <sup>(1)</sup>	-0.5	-0.0
Cost/benefit of stock option programmes <sup>(2)</sup>	0.3	-0.2
Transaction costs and costs in relation to establishment of Aluflexpack USA LLC <sup>(3)</sup>	0.6	0.7
Acquisition related amortisations	1.9	1.9
<b>EBIT before SE</b>	<b>13.9</b>	<b>14.6</b>
<b>EBIT margin – IFRS reported</b>	<b>6.3%</b>	<b>6.4%</b>
<b>EBIT margin before SE</b>	<b>7.6%</b>	<b>7.4%</b>

Note(s): (1) As of 30 June 2022, Aluflexpack is required to apply IAS 29 "Financial Reporting in Hyperinflationary Economies" for its operations in Türkiye. The application of IAS 29 includes the adoption of IAS 21 "Effects of Change in Foreign Exchange Rates". Further clarification can be found on slide 29 of this presentation. (2) Amount includes effects from the employee phantom stock option programme, and in addition, effects from the long-term incentive component of the Management Board's compensation which was introduced in 2021 and which is stock based. (3) Transaction costs include costs in relation to M&A activities, costs borne by Aluflexpack in relation to the launch of public tender offer for all shares of Aluflexpack AG by Constantia Flexibles GmbH and costs in relation to establishment of Aluflexpack USA LLC.

# IAS 29

## Financial Reporting in Hyperinflationary Economies

- IAS 29 applies to any entity whose **functional currency** is the currency of a **hyperinflationary economy**, which applies to countries with **cumulative inflation** over the past three years of at least **100%**. As of 30 June 2022, **Türkiye** is considered a hyperinflationary economy.
- Aluflexpack currently operates two subsidiaries in Türkiye and the respective legal entities both use the Turkish Lira as functional currency. Hence, Aluflexpack is **required** to apply IAS 29 in both entities as of 30 June 2022.
- By applying IAS 29, the Group's activities in Türkiye are not accounted for on the basis of historical acquisition or production costs but **adjusted for the effects of inflation**. Restatements are made by applying a **general price index** based on monthly inflation rates announced by the **Turkish Statistical Institute**. In addition, IAS 29 entails the application of IAS 21 "*The Effects of Changes in Foreign Exchange Rates*" resulting in the usage of the closing FX rate for Aluflexpack's Turkish subsidiaries.
- **Gains and losses** on monetary balance sheet positions as a result of the **inflation adjustment** are booked in the Group's **other operating income** in case of a gain and in the Group's other operating expenses **in case of a loss**.

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