



Q2-FY2023 RESULTS EARNINGS CALL PRESENTATION

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June 7, 2023



NOTE TO READERS

In this document, unless otherwise indicated, all financial data are prepared in accordance with International Financial Reporting Standards (IFRS) and the term “dollars” as well as the symbol “\$” designate Canadian dollars. In this document, we also use non-IFRS financial measures for which a complete definition is presented below and for which a reconciliation to financial information in accordance with IFRS is presented at the end of this presentation and in Note 3 "Segmented Information" to the unaudited interim condensed consolidated financial statements for the second quarter ended April 30, 2023. These measures should be considered as a complement to financial performance measures in accordance with IFRS. They do not substitute and are not superior to them.

Terms used	Definitions
Adjusted operating earnings before depreciation and amortization (Adjusted EBITDA)	Operating earnings before depreciation and amortization as well as restructuring and other costs (revenues) and impairment of assets.
Adjusted net earnings attributable to shareholders of the Corporation per share (Adjusted EPS)	Net earnings attributable to shareholders of the Corporation before restructuring and other costs (revenues), amortization of intangible assets arising from business combinations and impairment of assets, net of related income taxes as well as the adjustment on additional income taxes in other jurisdictions resulting from a prior year and the tax impact of an internal reorganization.
Net indebtedness	Total of long-term debt, of current portion of long-term debt, of lease liabilities and of current portion of lease liabilities, less cash.
Net indebtedness ratio	Net indebtedness divided by the last 12 months' adjusted operating earnings before depreciation and amortization.



FORWARD-LOOKING INFORMATION

Our public communications often contain oral or written forward-looking statements which are based on the expectations of management and inherently subject to a certain number of risks and uncertainties, known and unknown. By their very nature, forward-looking statements are derived from both general and specific assumptions. The Corporation cautions against undue reliance on such statements since actual results or events may differ materially from the expectations expressed or implied in them. Forward-looking statements may include observations concerning the Corporation's objectives, strategy, anticipated financial results and business outlook. The Corporation's future performance may also be affected by a number of factors, many of which are beyond the Corporation's will or control. These factors include, but are not limited to, the impact of digital product development and adoption on the demand for retailer-related services and printed products, the global economic environment, including inflation and recession risks and disruptions in the supply chain, the Corporation's ability to generate organic growth in highly competitive industries, the Corporation's ability to complete acquisitions and properly integrate them, the inability to maintain or improve operational efficiency and avoid disruptions that could affect its ability to meet deadlines, raw materials, transportation and consumed energy costs, availability of raw materials, the impact of a pandemic, an epidemic or an outbreak of an infectious disease on the Corporation's operations, operating results and financial position, cybersecurity and data protection, recruiting and retaining qualified personnel, the political and social environment as well as regulatory and legislative changes, in particular with regard to the environment or door-to-door distribution and use of plastic, changes in consumption habits related, in particular, to issues involving sustainable development and the use of certain products or services such as door-to-door distribution, loss of a major customer, customer consolidation, structural changes in the industries in which the Corporation operates, the safety and quality of its packaging products used in the food industry, the impact of economic cycles on product demand, data confidentiality, the protection of its intellectual property rights, bad debts from certain customers, import and export controls, exchange rate fluctuations, interest rates and availability of capital at a reasonable cost, litigation and respect of privacy, the impact of major market fluctuations on the solvency of defined benefit pension plans, taxation, including changes in tax legislation that could adversely affect profitability, disputes with tax authorities or amendments to statutory rates in force, and results of impairment tests on the value of assets. The main risks, uncertainties and factors that could influence actual results are described in the Management's Discussion and Analysis for the year ended October 30, 2022, and in the latest Annual Information Form.

Unless otherwise indicated by the Corporation, forward-looking statements do not take into account the potential impact of non-recurring or other unusual items, nor of disposals, business combinations, mergers or acquisitions which may be announced or entered into after the date of June 7, 2023. The forward-looking statements in this presentation are made pursuant to the "safe harbour" provisions of applicable Canadian securities legislation. The forward-looking statements in this presentation are based on current expectations and information available as at June 7, 2023. Such forward-looking information may also be found in other documents filed with Canadian securities regulators or in other communications. The Corporation's management disclaims any intention or obligation to update or revise these statements unless otherwise required by the securities authorities.



Q2-FY2023 HIGHLIGHTS

Packaging

- ▶ Adjusted EBITDA was up 18.5% organically
- ▶ Profit improved in all our segments with the exception of LatAm
- ▶ Strong tailwind from FX

Printing

- ▶ 2.3% growth in revenues mainly due to pricing action to mitigate inflation and increased activities in ISM, partially offset by lower volume in retail flyer printing and distribution activities
- ▶ Adjusted EBITDA down \$4.7M due to lower volume



Q2-FY2023 FINANCIAL RESULTS

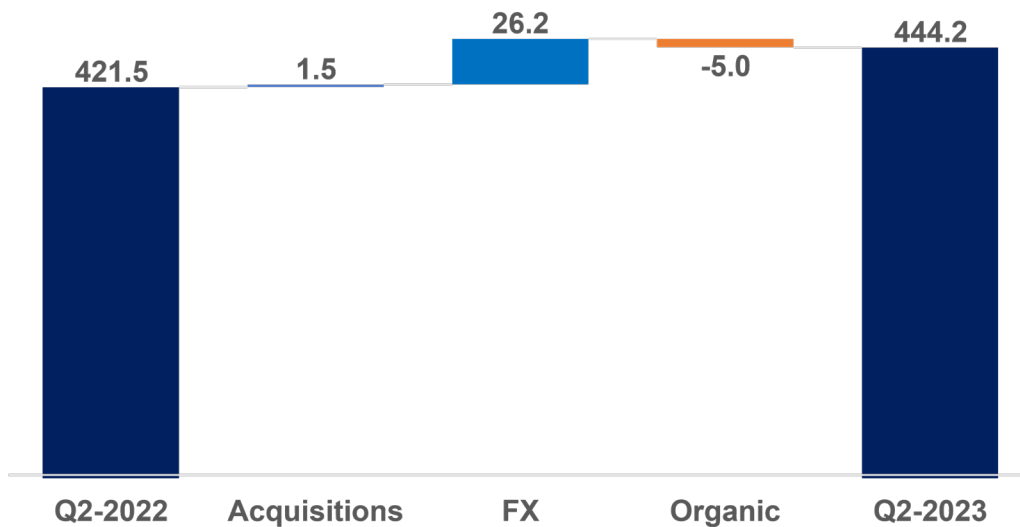
	Q2-FY2023	Q2-FY2022	Highlights
Revenues	\$747.2M	\$715.5M	<ul style="list-style-type: none">▶ 4.4% growth mainly due to favourable variation in exchange rates and acquisitions (ERPI, Banaplast and Scolab)
Adj. EBITDA ⁽¹⁾	\$109.0M	\$103.6	<ul style="list-style-type: none">▶ Increased profit in Packaging (\$15.0M) partially offset by decline in Printing (\$4.7M)▶ Increased stock-based compensation expense (\$3.2M)
Adj. EPS ⁽¹⁾	\$0.45	\$0.48	<ul style="list-style-type: none">▶ Increased financial expenses (from higher interest rates) and amortization partially offset by higher adjusted EBITDA

(1) Non-IFRS financial measure. Please refer to page 2 of this presentation for a complete description of these measures.



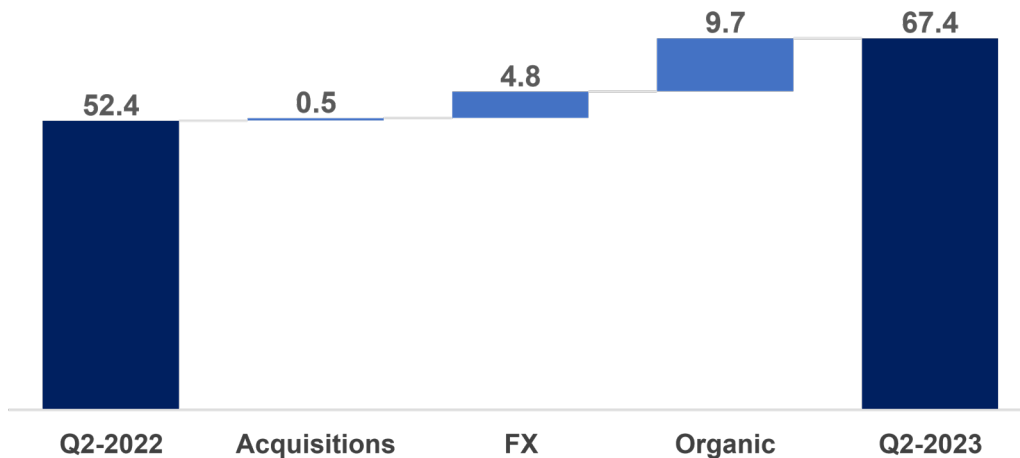
Q2-2023 FINANCIAL RESULTS: PACKAGING

Revenues (\$M)



- 5.4% increase mainly due to favourable variation in exchange rates
- Decrease in volume due to customer destocking, partially offset by passthrough of inflationary cost increases

Adj. EBITDA⁽¹⁾ (\$M)



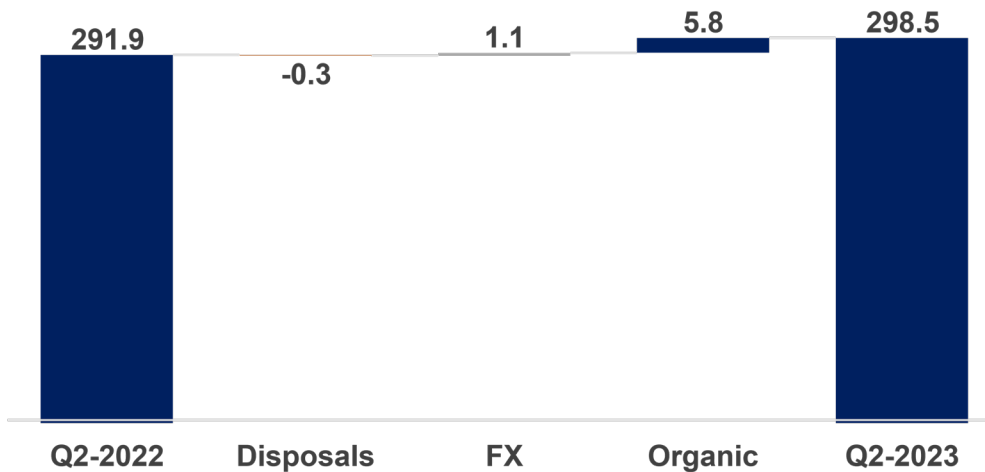
- Adj. EBITDA improvement (+\$15M) from inflationary cost recovery, exchange rates, cost reduction initiatives and favourable mix
- Profit improved in all our segments with the exception of LatAm

(1) Non-IFRS financial measure. Please refer to page 2 of this presentation for a complete description of these measures.



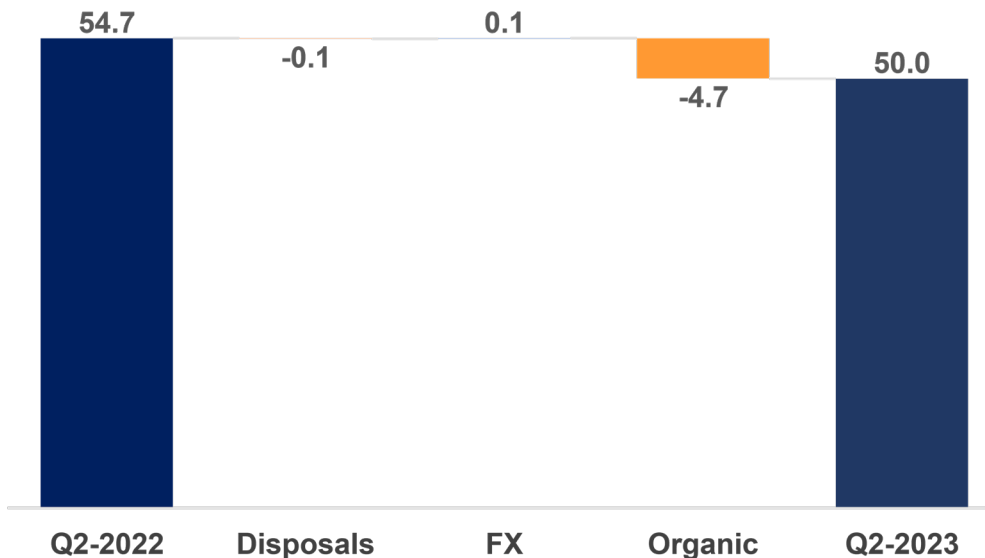
Q2-2023 FINANCIAL RESULTS: PRINTING

Revenues (\$M)



- 2.3% increase mainly due to the passthrough of inflationary cost increases and growth from ISM activities, partially offset by a decline in retail flyer printing and distribution activities

Adj. EBITDA⁽¹⁾ (\$M)



- \$4.7M decline mainly due to lower volume in retail flyer printing and distribution activities
- Significant improvement from Q1 2023 due to cost reduction initiatives
- Growth from ISM activities

(1) Non-IFRS financial measure. Please refer to page 2 of this presentation for a complete description of these measures.



FY2023 OUTLOOK

Packaging

- ▶ Growth in adjusted EBITDA⁽¹⁾ in FY2023 versus FY2022

Printing

- ▶ Growth in ISM & book printing activities
- ▶ Lower adjusted EBITDA⁽¹⁾ from impact of inflation on volume, partially offset by cost reduction initiatives

Significant cash flow from operations enabling us to continue our strategic investments and reduce our net debt

(1) Non-IFRS financial measure. Please refer to page 2 of this presentation for a complete description of these measures.

APPENDIX

RECONCILIATION OF NON-IFRS FINANCIAL MEASURES

Reconciliation of operating earnings - Second quarter and cumulative

(in millions of dollars)	Three months ended		Six months ended	
	April 30, 2023	May 1, 2022	April 30, 2023	May 1, 2022
Operating earnings	\$43.8	\$46.1	\$58.8	\$79.9
Restructuring and other costs (revenues)	3.8	0.8	12.0	(0.9)
Amortization of intangible assets arising from business combinations ⁽¹⁾	18.6	17.2	37.2	34.4
Adjusted operating earnings	\$66.2	\$64.1	\$108.0	\$113.4
Depreciation and amortization ⁽²⁾	42.8	39.5	85.1	79.2
Adjusted operating earnings before depreciation and amortization	\$109.0	\$103.6	\$193.1	\$192.6

(1) Intangible assets arising from business combinations include our customer relationships, trademarks, non-compete agreements, rights of first refusal and educational book titles.

(2) Depreciation and amortization excludes the amortization of intangible assets arising from business combinations.

Reconciliation of operating earnings - Second quarter and cumulative for the Packaging Sector

(in millions of dollars)	Three months ended		Six months ended	
	April 30, 2023	May 1, 2022	April 30, 2023	May 1, 2022
Operating earnings	\$26.5	\$11.1	\$30.7	\$17.1
Restructuring and other costs	1.9	5.6	5.9	2.7
Amortization of intangible assets arising from business combinations ⁽¹⁾	16.1	15.1	32.1	30.3
Adjusted operating earnings	\$44.5	\$31.8	\$68.7	\$50.1
Depreciation and amortization ⁽²⁾	22.9	20.6	45.3	41.2
Adjusted operating earnings before depreciation and amortization	\$67.4	\$52.4	\$114.0	\$91.3

(1) Intangible assets arising from business combinations include our customer relationships, trademarks and non-compete agreements.

(2) Depreciation and amortization excludes the amortization of intangible assets arising from business combinations.

RECONCILIATION OF NON-IFRS FINANCIAL MEASURES (CONT'D)

Reconciliation of operating earnings - Second quarter and cumulative for the Printing Sector

(in millions of dollars)	Three months ended		Six months ended	
	April 30, 2023	May 1, 2022	April 30, 2023	May 1, 2022
Operating earnings	\$33.5	\$37.8	\$55.5	\$77.1
Restructuring and other costs	1.3	0.8	4.5	1.8
Amortization of intangible assets arising from business combinations ⁽¹⁾	2.0	2.0	4.1	4.0
Adjusted operating earnings	\$36.8	\$40.6	\$64.1	\$82.9
Depreciation and amortization ⁽²⁾	13.2	14.1	26.5	28.6
Adjusted operating earnings before depreciation and amortization	\$50.0	\$54.7	\$90.6	\$111.5

(1) Intangible assets arising from business combinations include our customer relationships, trademarks and non-compete agreements.

(2) Depreciation and amortization excludes the amortization of intangible assets arising from business combinations.

Reconciliation of operating earnings - Second quarter and cumulative for the Other Sector

(in millions of dollars)	Three months ended		Six months ended	
	April 30, 2023	May 1, 2022	April 30, 2023	May 1, 2022
Operating earnings	(\$16.2)	(\$2.8)	(\$27.4)	(\$14.3)
Restructuring and other costs (revenues)	0.6	(5.6)	1.6	(5.4)
Amortization of intangible assets arising from business combinations ⁽¹⁾	0.5	0.1	1.0	0.1
Adjusted operating earnings	(\$15.1)	(\$8.3)	(\$24.8)	(\$19.6)
Depreciation and amortization ⁽²⁾	6.7	4.8	13.3	9.4
Adjusted operating earnings before depreciation and amortization	(\$8.4)	(\$3.5)	(\$11.5)	(\$10.2)

(1) Intangible assets arising from business combinations include our trademarks, non-compete agreements, rights of first refusal and educational book titles.

(2) Depreciation and amortization excludes the amortization of intangible assets arising from business combinations.

RECONCILIATION OF NON-IFRS FINANCIAL MEASURES (CONT'D)

Reconciliation of net earnings attributable to shareholders of the Corporation - Second quarter and cumulative

(in millions of dollars, except per share amounts)	Three months ended		Six months ended	
	April 30, 2023	May 1, 2022	April 30, 2023	May 1, 2022
Net earnings attributable to shareholders of the Corporation	\$22.2	\$28.3	\$23.2	\$46.7
Restructuring and other costs (revenues)	3.8	0.8	12.0	(0.9)
Tax on restructuring and other costs (revenues)	(0.9)	(0.4)	(3.0)	—
Amortization of intangible assets arising from business combinations ⁽¹⁾	18.6	17.2	37.2	34.4
Tax on amortization of intangible assets arising from business combinations	(4.6)	(4.2)	(9.2)	(8.5)
Adjusted net earnings attributable to shareholders of the Corporation	\$39.1	\$41.7	\$60.2	\$71.7
Net earnings attributable to shareholders of the Corporation per share	\$0.26	\$0.33	\$0.27	\$0.54
Adjusted net earnings attributable to shareholders of the Corporation per share	\$0.45	\$0.48	\$0.70	\$0.83
Weighted average number of shares outstanding	86.6	86.8	86.6	86.9

(1) Intangible assets arising from business combinations include our customer relationships, trademarks, non-compete agreements, rights of first refusal and educational book titles.

Reconciliation of net indebtedness

(in millions of dollars, except ratios)	As at April 30, 2023	As at October 30, 2022
Long-term debt	\$1,024.8	\$979.3
Current portion of long-term debt	21.8	10.7
Lease liabilities	117.3	135.0
Current portion of lease liabilities	25.0	25.3
Cash	(36.4)	(45.7)
Net indebtedness	\$1,152.5	\$1,104.6
Adjusted operating earnings before depreciation and amortization (last 12 months)	\$447.2	\$446.7
Net indebtedness ratio	2.58 x	2.47 x

