



WINPAK

IT'S OUR NATURE TO PROTECT



IT'S OUR NATURE TO PROTECT

ANNUAL SHAREHOLDERS MEETING

APRIL 23, 2019

Disclaimer



Certain statements made in the following discussion contain forward-looking statements including, but not limited to, statements concerning possible or assumed future results of operations of the Company. Forward-looking statements represent the Company's intentions, plans, expectations and beliefs, and are not guarantees of future performance. Such forward-looking statements represent our current views based on information as at the date of this report. They involve risks, uncertainties and assumptions and the Company's actual results could differ, which in some cases may be material, from those anticipated in these forward-looking statements. Unless otherwise required by applicable securities law, we disclaim any intention or obligation to publicly update or revise this information, whether as a result of new information, future events or otherwise. The Company cautions investors not to place undue reliance upon forward-looking statements.

To Our Valued Shareholders & Others



Winpak has established and published a Disclosure Policy. This Policy actively encourages meetings by investors, potential investors and others with Winpak's Spokespersons. When conducting such meetings, Spokespersons must not disclose material information that has not already been publicly disclosed. Those persons taking part in the discussions are duly advised of this Policy.



2018

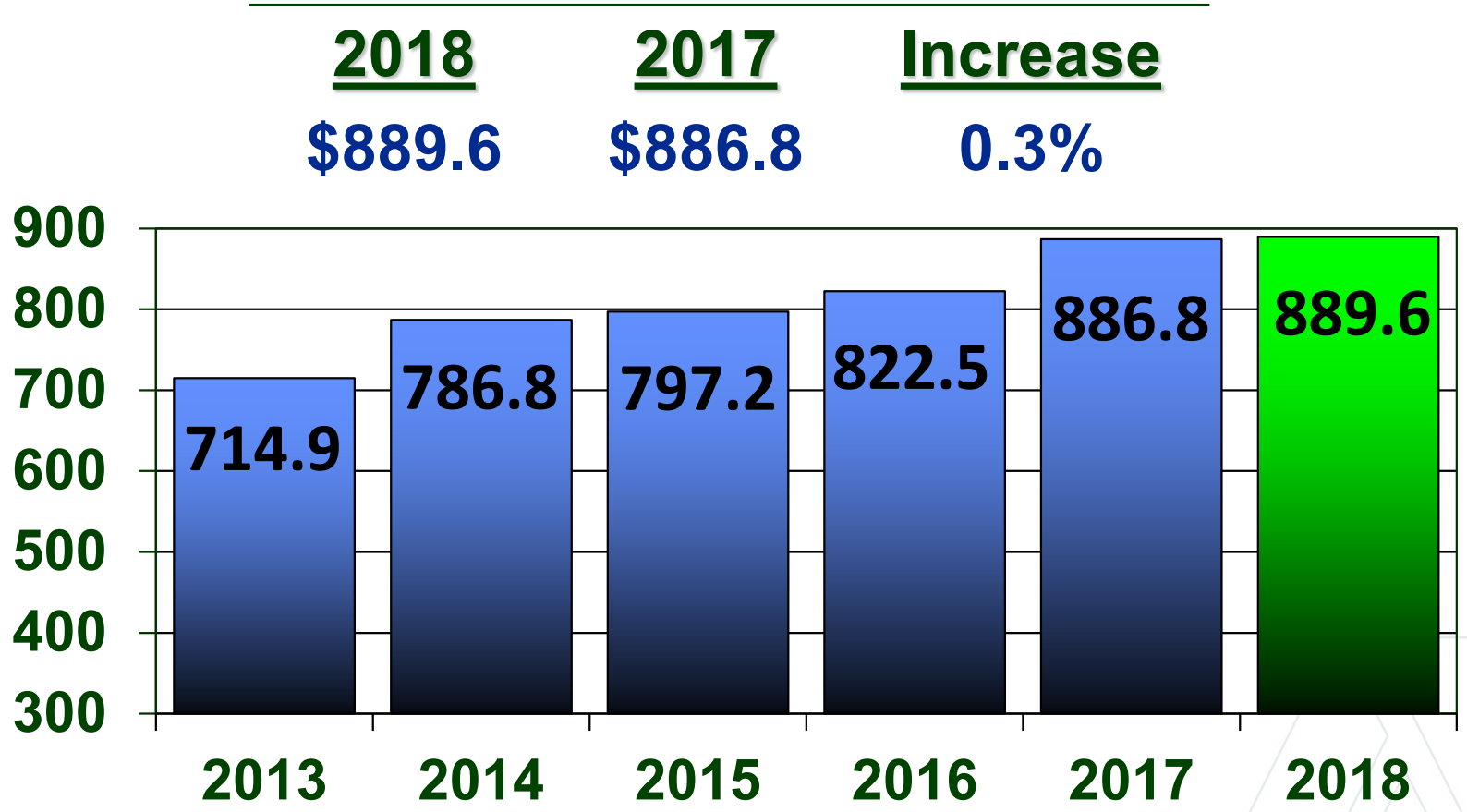
- RESULTS REVIEW

REVENUE COMPARISON

2018



\$US Millions



GEOGRAPHIC MARKETS

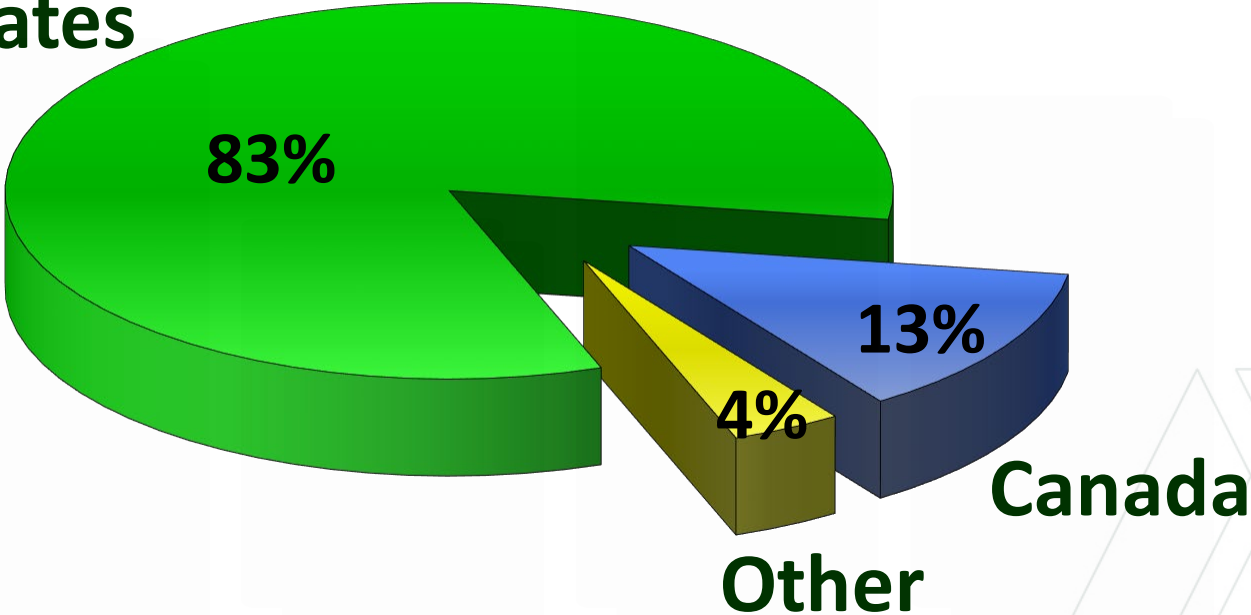
2018



Winpak markets its products globally, with a prime focus on North America.

Revenue

United States



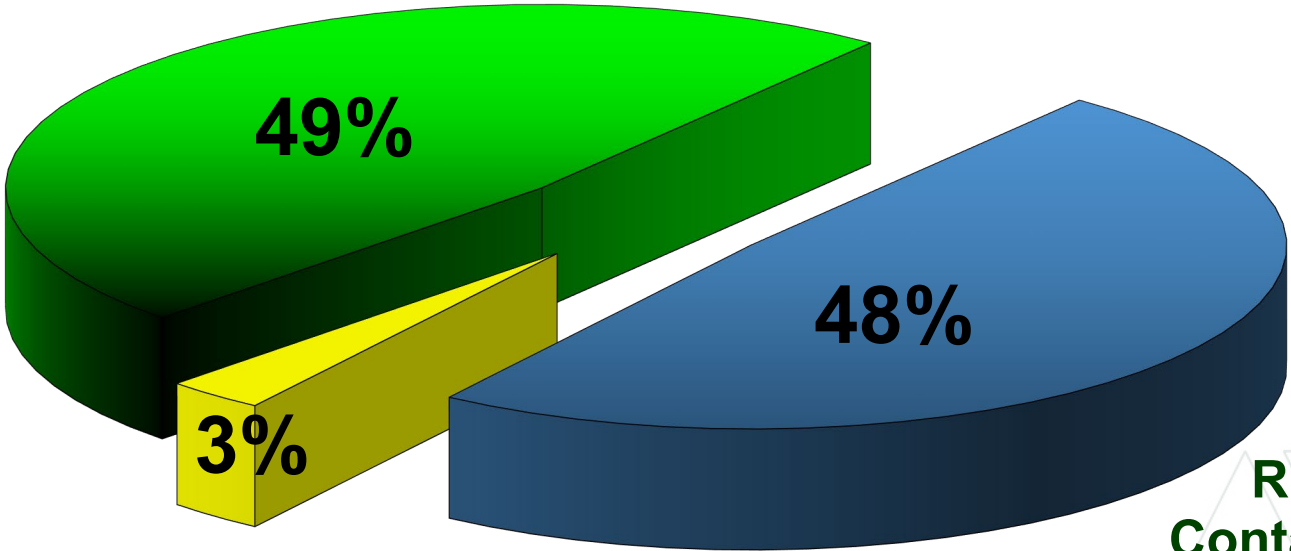
PRODUCTS & MARKETS

2018



Sales

Flexible
Packaging



Packaging
Machines

Rigid
Container &
Flexible
Lidding

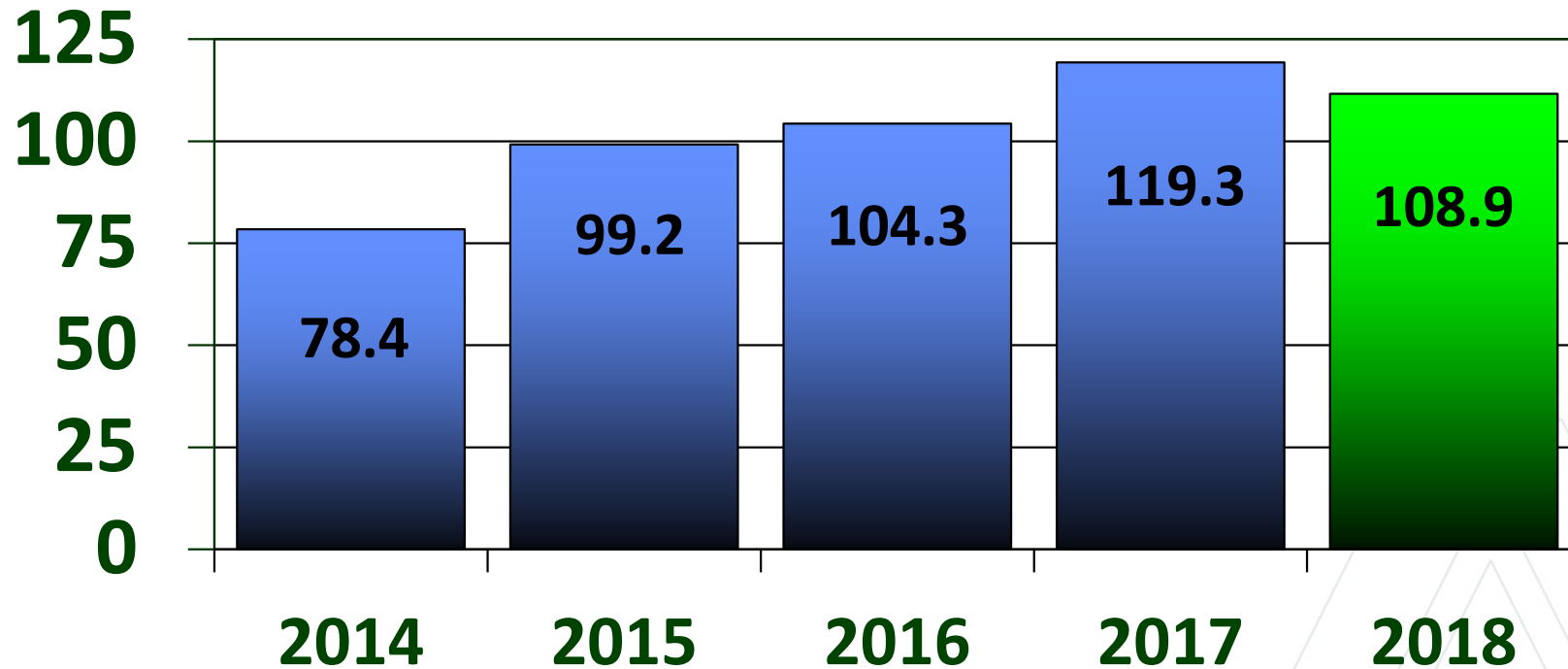
NET INCOME COMPARISON

2018



\$US Millions

<u>2018</u>	<u>2017</u>	<u>Decrease</u>	
\$108.9	\$119.3	\$10.4	8.7%



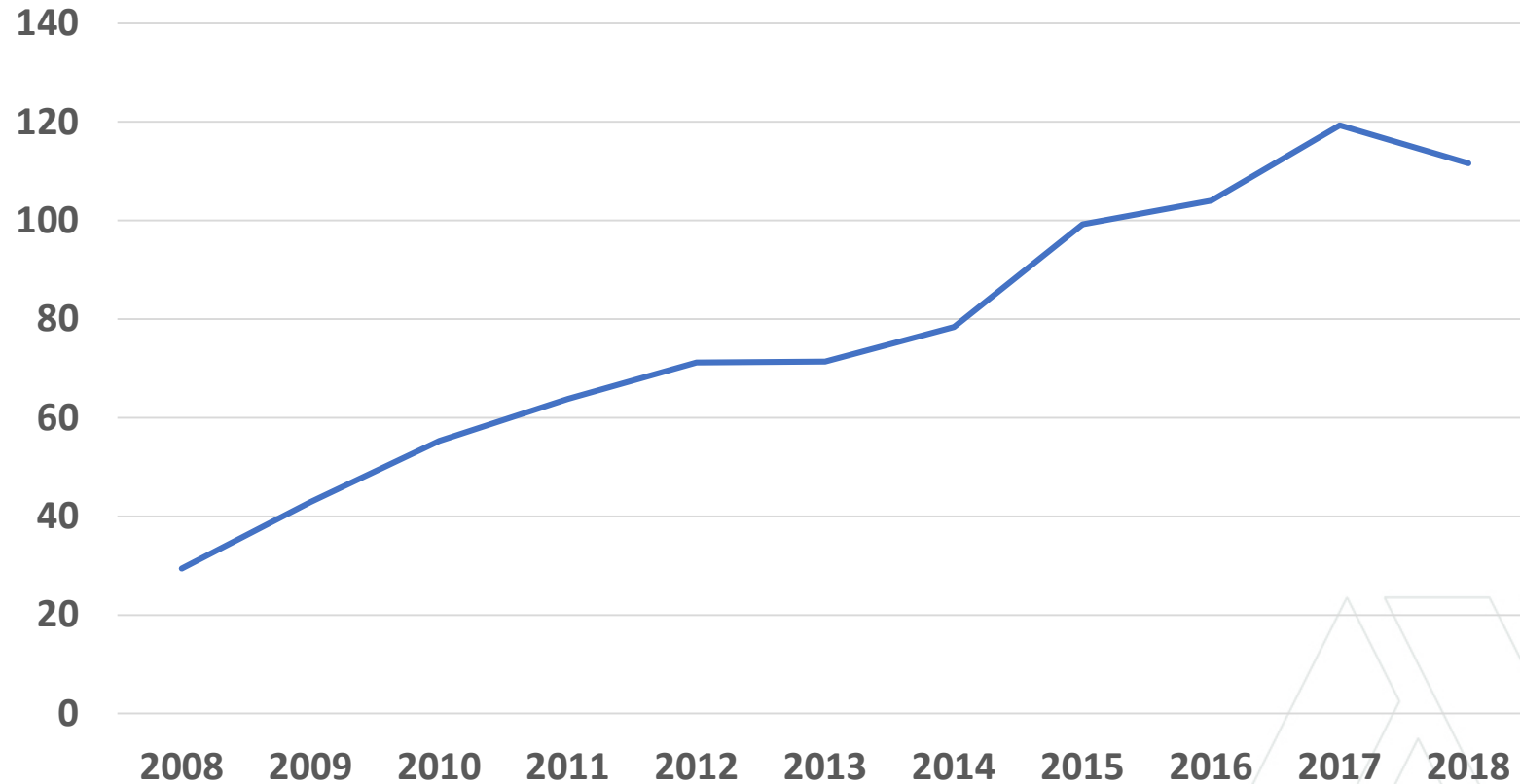
NET INCOME COMPARISON

2018



10-Year Compound Annual Growth Rate (CAGR) of 14%

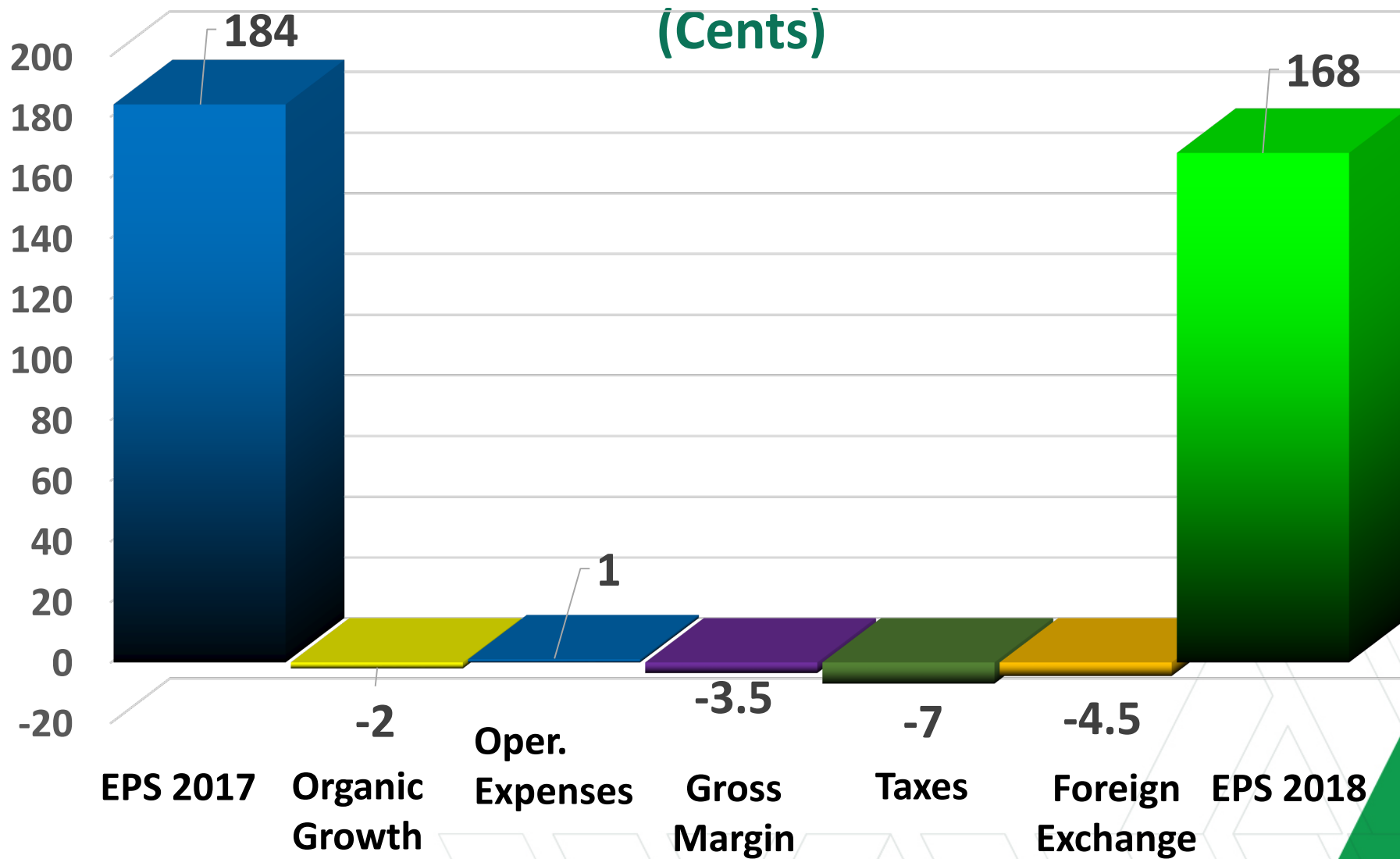
\$US Millions



**All references to net income relate to net income attributable to equity holders.
The 2008-2009 figures are as previously reported under Canadian GAAP.*

NET EARNINGS PER SHARE COMPARISON

2018

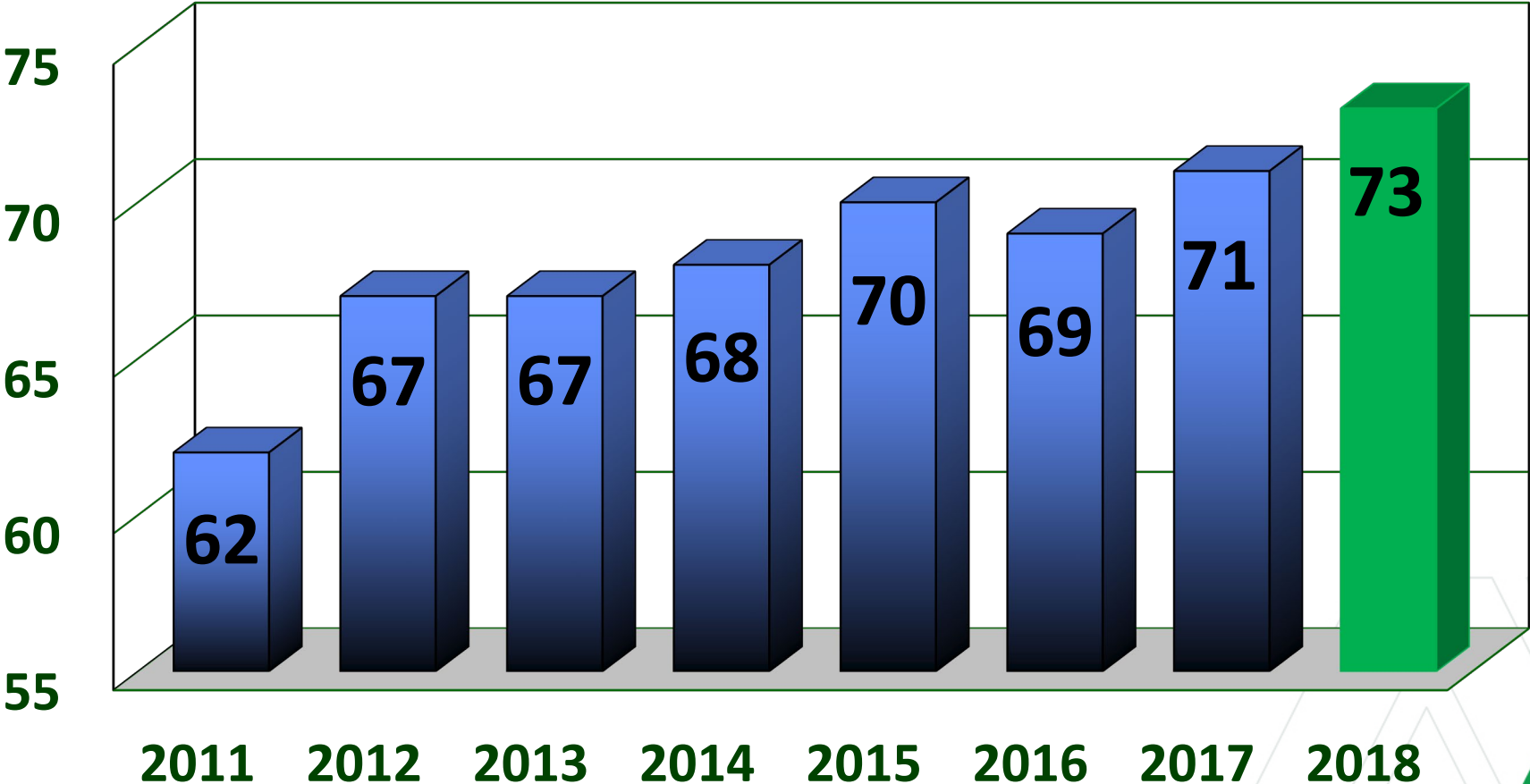


SELLING PRICE INDEX AGREEMENTS

2018

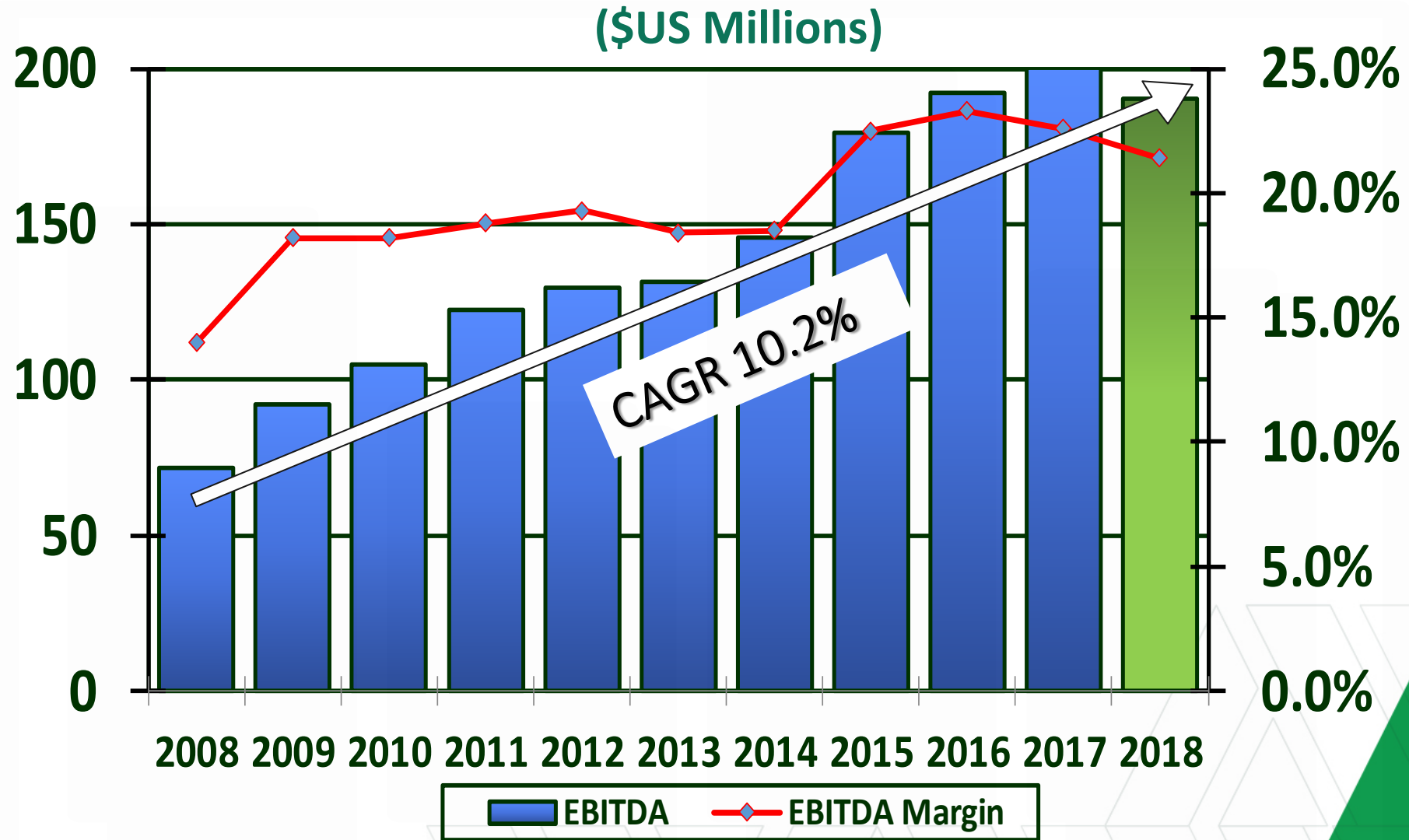


(% of Revenue)



EBITDA and EBITDA MARGIN

2018



PUBLIC COMPANIES METRICS

2018

(\$US Millions, except as noted)

Company	LTM Financials		
	Revenue	Gross Profit	EBITDA
Amtcor Ltd. (AUD)	\$9,319.1	19.9%	15.5%
Bemis Co. Inc.	\$4,089.9	19.7%	12.5%
Berry Plastics	\$7,869.0	18.2%	16.5%
CCL Industries Inc. (CAD)	\$4,755.7	30.2%	19.7%
Sealed Air Corp.	\$4,732.7	31.7%	16.6%
Sonoco Products Co.	\$5,391.9	19.3%	12.5%
Average	\$5,749.4	23.3%	16.0%
Winpak Ltd.	\$889.6	30.4%	22.1%

Sources: Company websites as of December 31, 2018, or most recently reported 12-month period.

2018 RESULTS RECAP.

2018



US \$ Millions

	<u>2018</u>	<u>2017</u>	<u>Increase</u>	
			<u>\$</u>	<u>%</u>
Revenue	\$889.6	\$886.8	\$2.9	0.3%
EBITDA	\$190.2	\$200.2	\$(10.0)	(5.0)%

Volumes in 2018 decreased by 0.05 percent (normalized) and for the 10-year period of 2009 to 2018 grew at an averaged 5.7 percent annually. All growth has been organic.



2019

- FIRST QUARTER RESULTS

FIRST QUARTER REVENUE COMPARISON

2019 vs 2018



(\$US Millions)

<u>2019</u>	<u>2018</u>	<u>Increase</u>	
		<u>\$</u>	<u>%</u>
\$224.0	\$221.6	\$2.4	1.1%

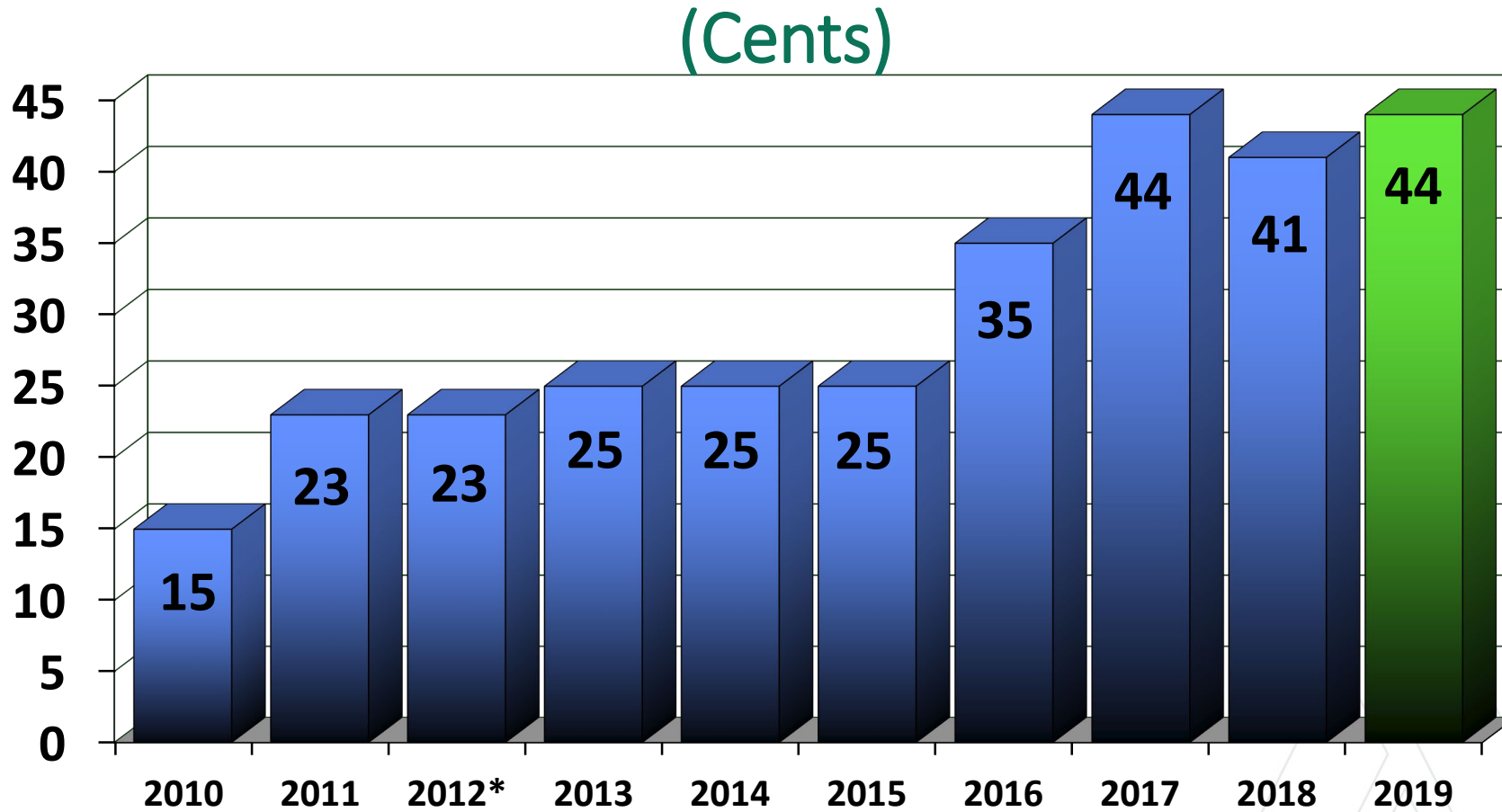


2019

- FIRST QUARTER NET EARNINGS

FIRST QUARTER NET EARNINGS PER SHARE COMPARISON

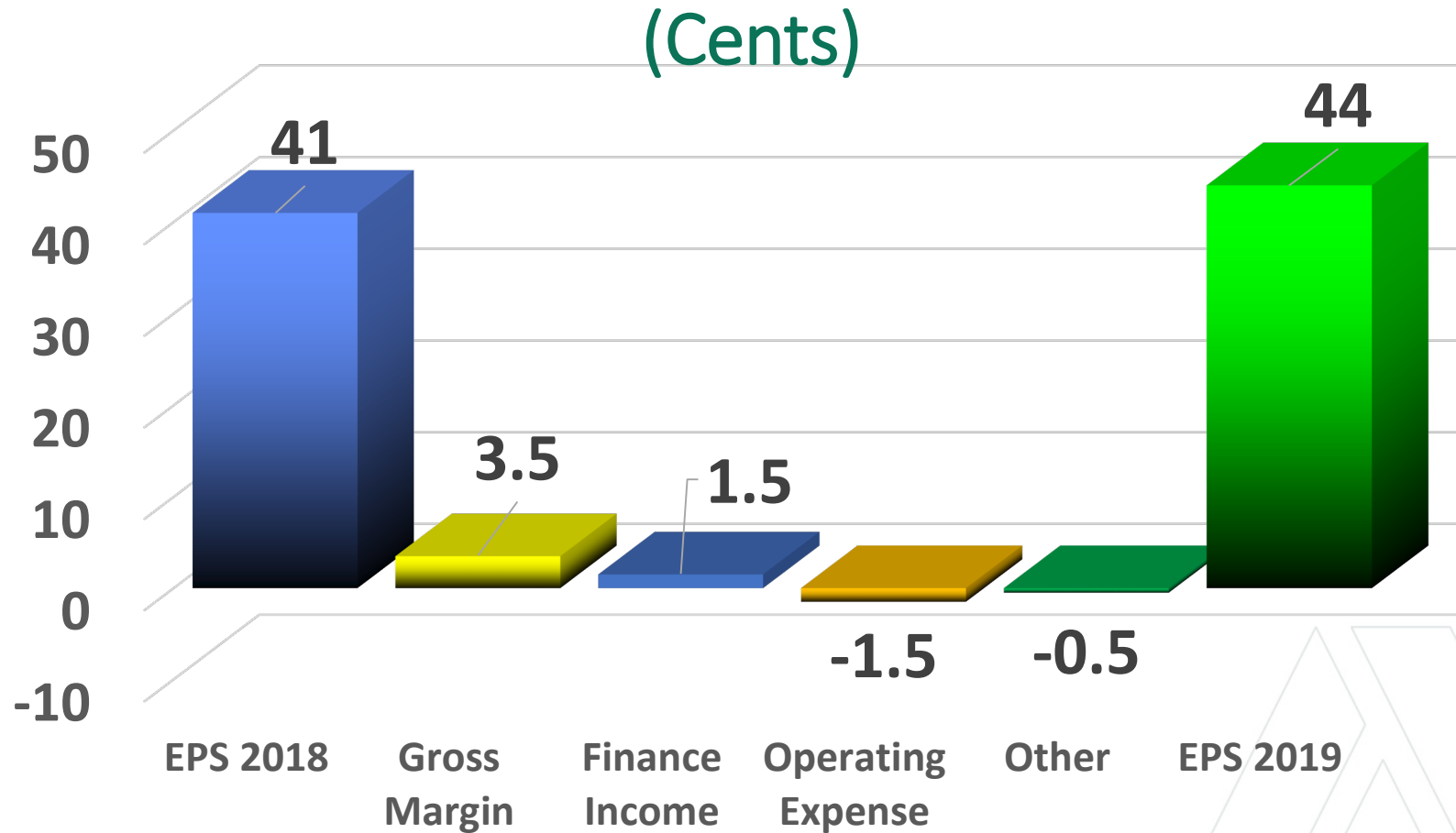
2019



** Restated for retrospective application of IAS 19-Pensions*

FIRST QUARTER NET EARNINGS PER SHARE COMPARISON

2019

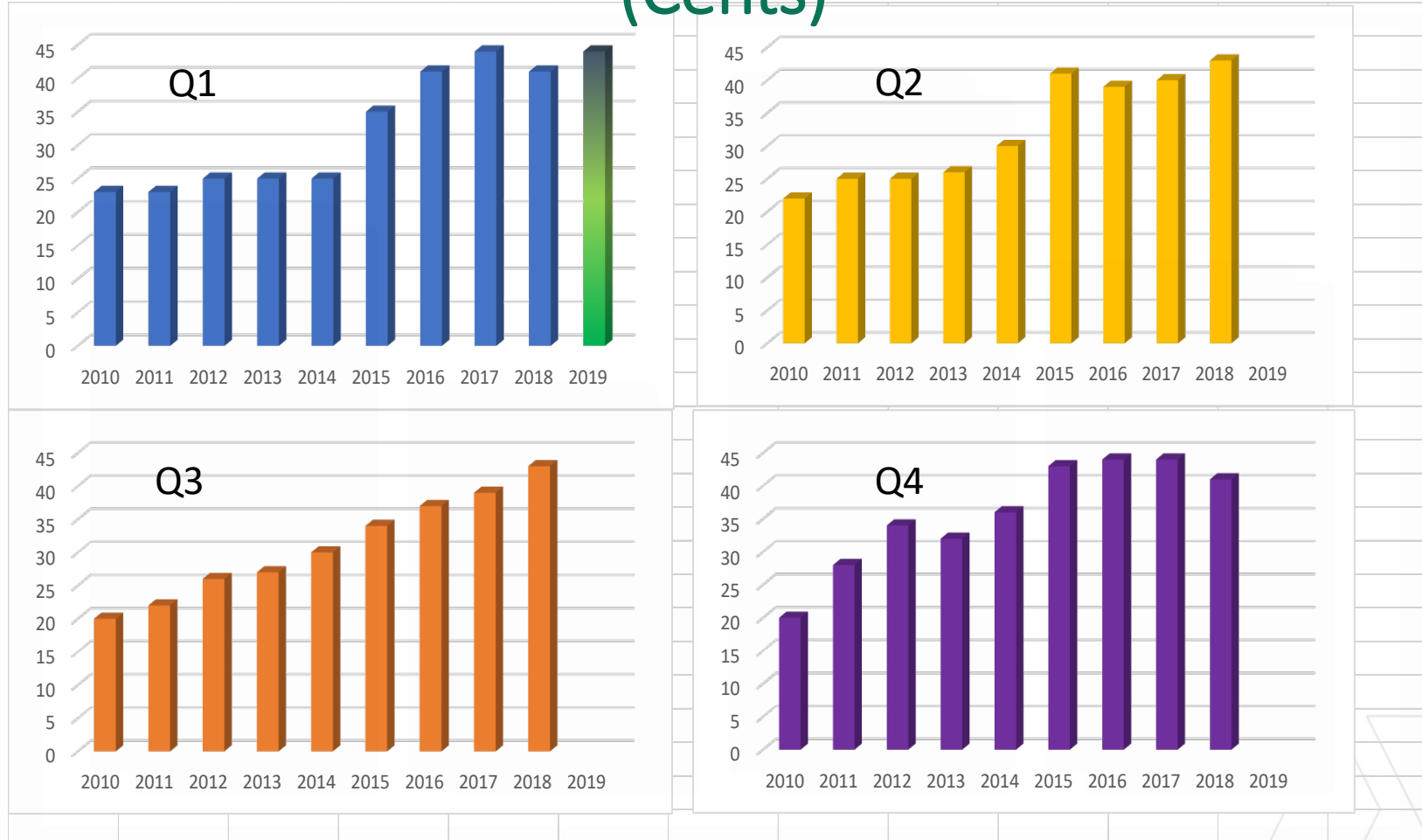


EARNINGS PER SHARE COMPARISON BY QUARTER



2019

(Cents)



- **EPS has equaled, or exceeded, the prior year period in 33 of the last 36 quarters.**

**Q1/12 has been restated for retrospective impact of IAS 19-Pensions*

Q4/2017 has been restated for the one-time income tax adjustment due to US Tax Reform

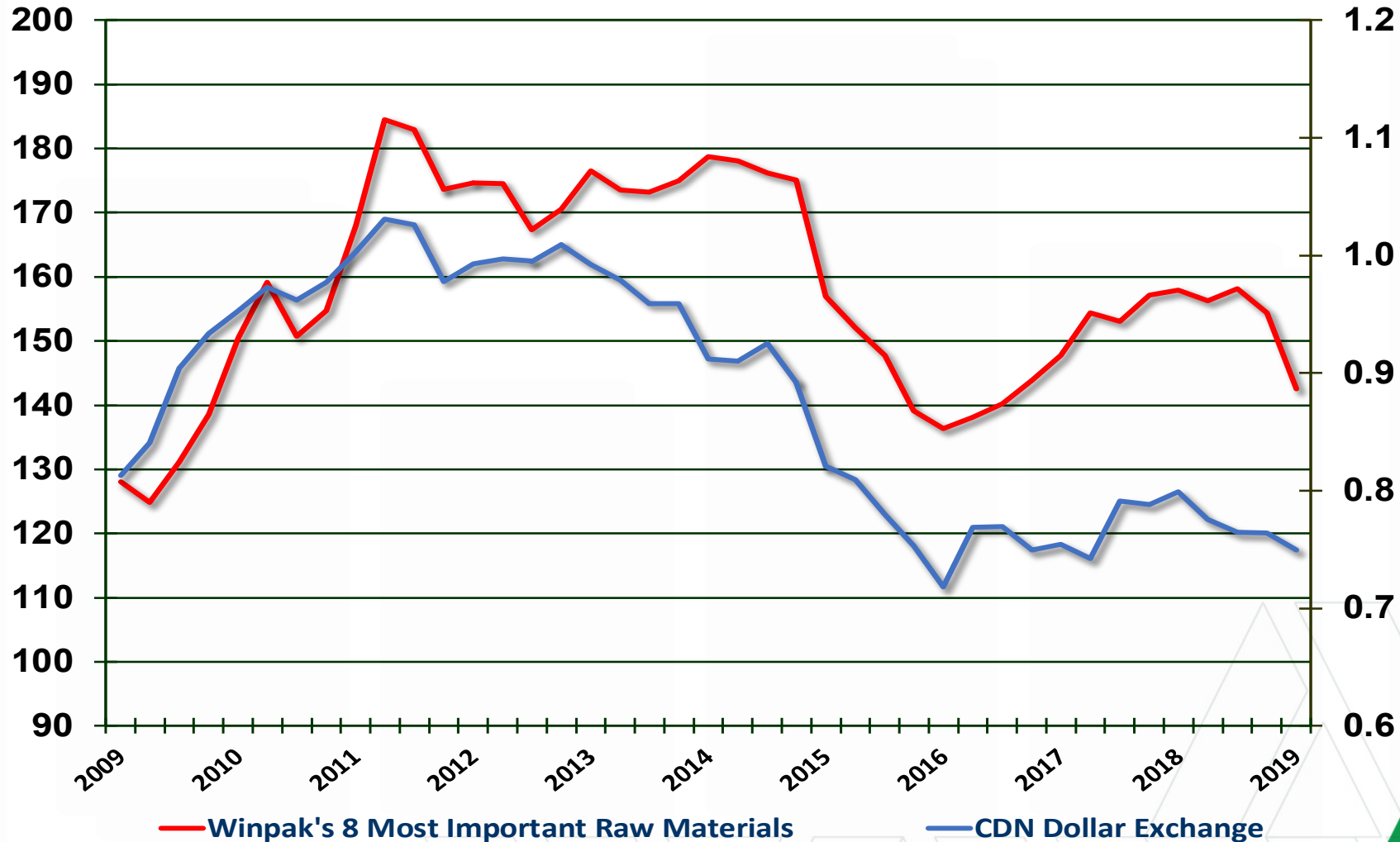
RAW MATERIALS AND FOREIGN EXCHANGE INDEX

2019



(Raw Materials Index)

(Exchange Rate)





IT'S OUR NATURE TO PROTECT

CAPITAL PROJECTS

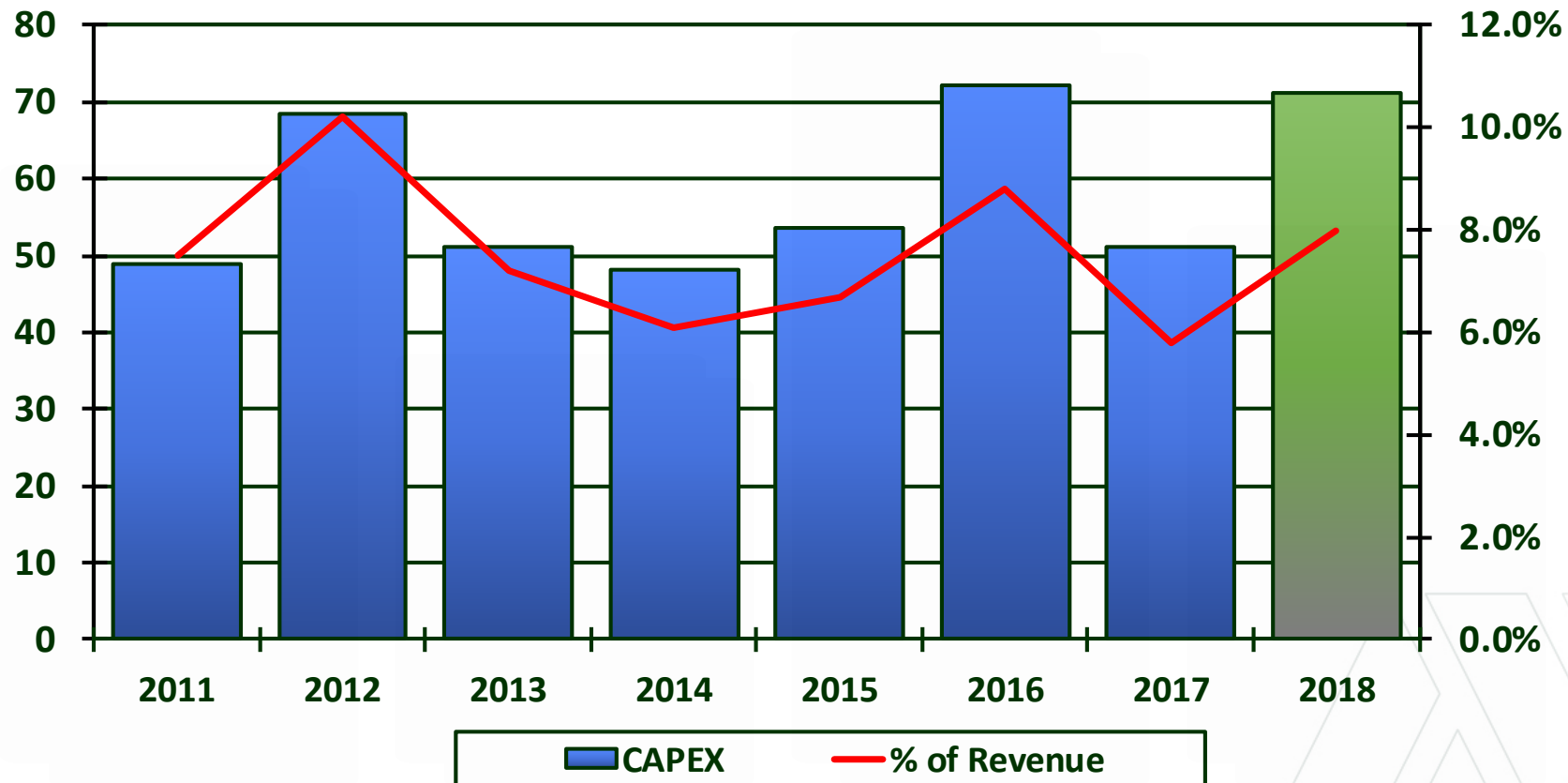
CAPEX

INVESTMENTS REVIEW



(\$US millions)

(%-Revenue)



Over the past decade, CAPEX of \$525 million has averaged 7.2% of revenue.

AMERICAN BIAXIS

WINNIPEG



AMERICAN BIAXIS

EXAMPLES OF CURRENT BOPA USES



AMERICAN BIAXIS

BOPA 3 CONSTRUCTION SITE



WINPAK PORTION PACKAGING

SAUK VILLAGE, IL



WINPAK PORTION PACKAGING

SAUK VILLAGE, IL IN-LINE SHEET AND THERMOFORMING



WINPAK PORTION PACKAGING

EXAMPLES OF CURRENT PRODUCTS



WINPAK PORTION PACKAGING

EXAMPLES OF CURRENT PRODUCTS



WINPAK HEAT SEAL – EMBALLAJE DE MEXICO

NEW FACILITY



WINPAK EMBALLAJE DE MEXICO

NEW FACILITY



WINPAK HEAT SEAL – MONTREAL

NEW / UPGRADED EQUIPMENT



WINPAK HEAT SEAL MONTREAL

PRINTING PRESS



WINPAK HEAT SEAL MONTREAL

EXTRUSION COATING RE-ENGINEERING



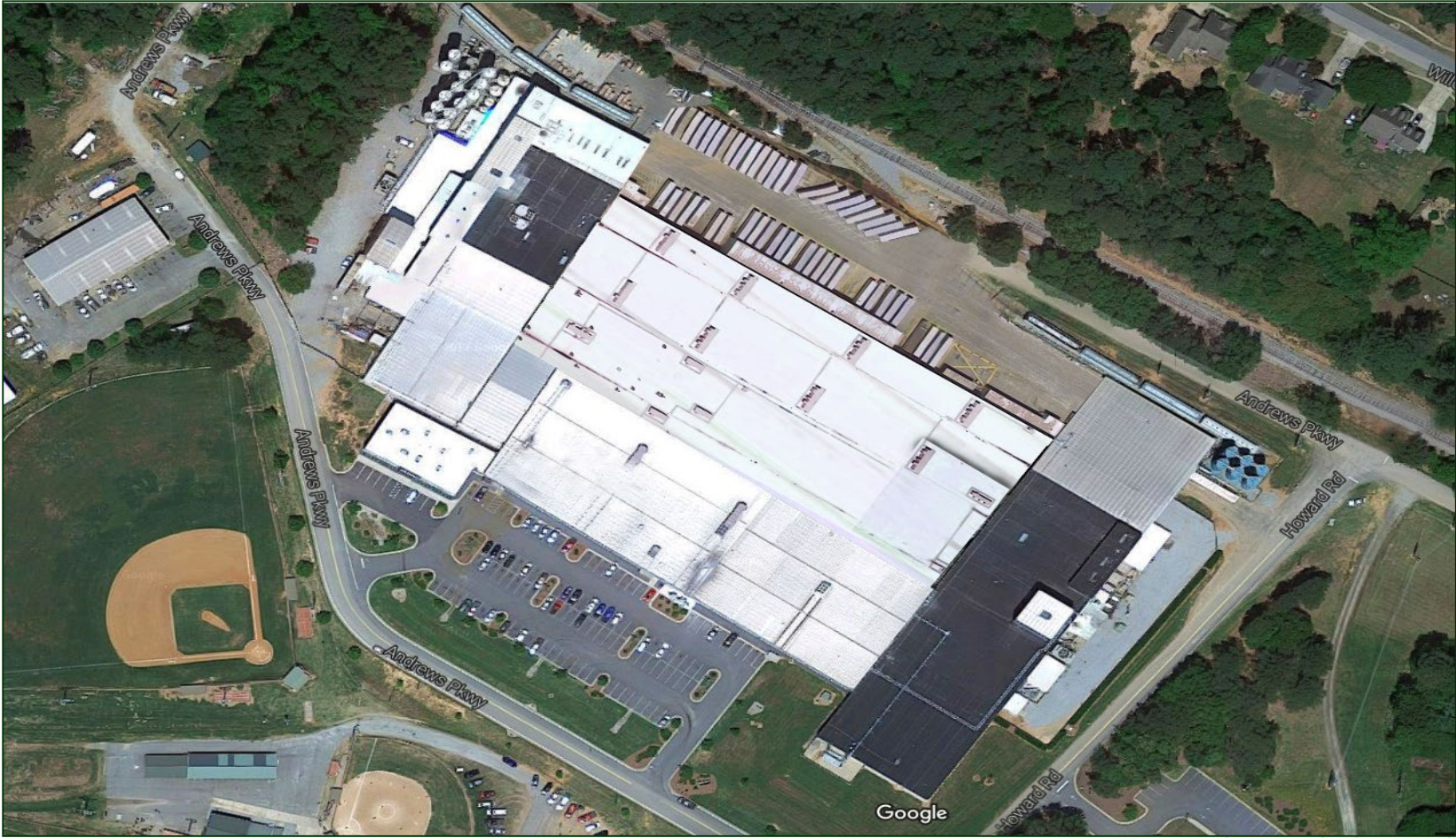
WINPAK EMBALLAJE DE MEXICO

EXAMPLES OF CURRENT PRODUCTS



WINPAK FILMS SENOIA GA

EXPANDED SITE



WINPAK FILMS SENOIA GA

BLOWN FILM LINE



DO NOT STACK OVER 3 HIGH

WINPAK FILMS SENOIA GA

SHRINK TUBE/BAG RE-ENGINEERING



WINPAK FILMS SENOIA GA

EXAMPLES OF CURRENT PRODUCTS



WINPAK DIVISION WINNIPEG, MB



CAST LINE RE-ENGINEERING



NEW BARRIER BLOWN FILM LINE



WINPAK DIVISION WINNIPEG, MB

EXAMPLES OF CURRENT PRODUCTS



WINPAK LANE, SAN BERNARDINO CA

OUR MACHINERY BUSINESS





IT'S OUR NATURE TO PROTECT

SUSTAINABILITY MANDATE

OUR VISION AND MISSION



Our Mission:

At WINPAK, sustainable practices are part of our daily work processes and are incorporated into our guidelines and strategic planning. We create effective methods that incorporate sustainability initiatives into our daily work processes and regularly examine our progress for reporting and improvement opportunities. Our employees and industry partners are fully engaged in creating innovative approaches to positively impact the economic, social and environmental aspects of our products, services and manufacturing practices.

PLANET FOR FUTURE GENERATIONS



- The Planet is our greatest asset, and we care about doing our part to ensure we are good stewards of the environment for our generation and generations to come
- We incorporate sustainability choices into our own operations each and everyday through sourcing energy efficient materials and powering our operations with energy sources that will reduce emissions
- Within our operations, we seek to limit the impact we have on the environment, improving our efficiency and reducing our footprint
- Our employees and industry partners are fully engaged in creating innovative approaches to positively impact the environmental aspects of our products, services and manufacturing practices

CARBON DISCLOSURE PROTOCOL (CDP)



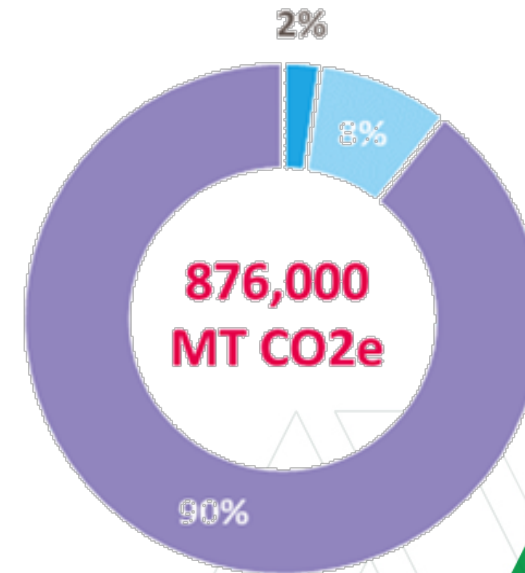
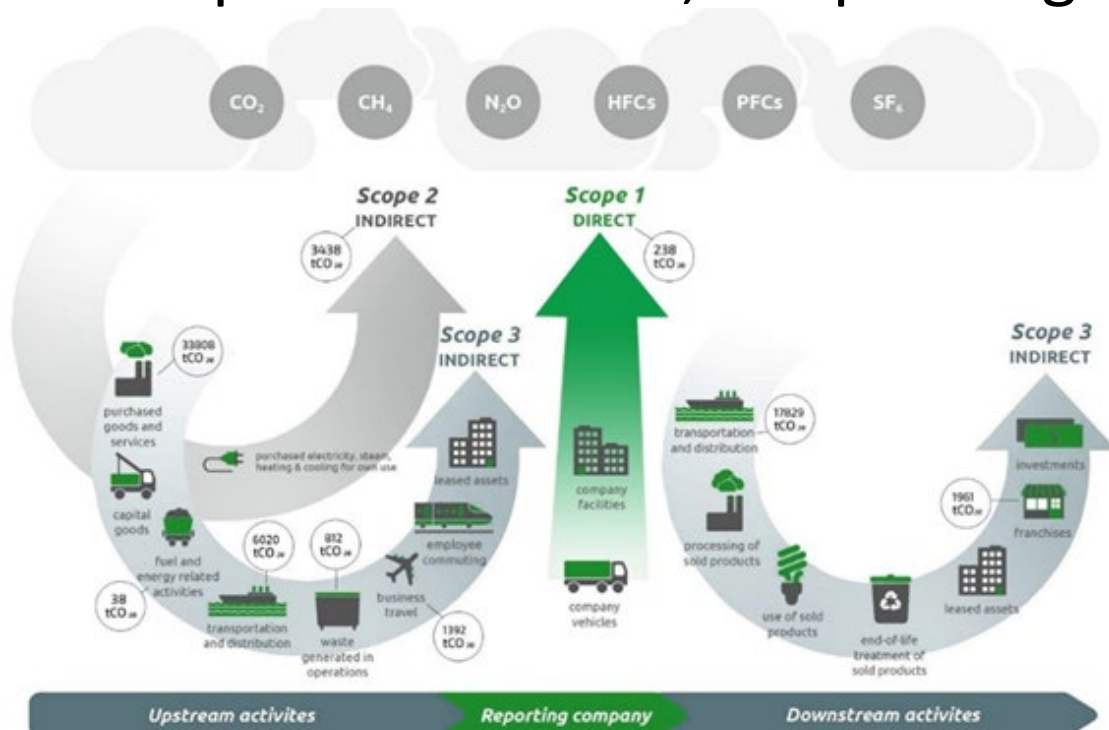
- As part of our transparency efforts, we have filed with CDP
- This filing was our first and provided a baseline
 - Assisted us to set a benchmark
 - Helped us understand major contributors
 - Enabled us to identify improvement opportunities
- In our 2018 CDP filing (covers 2017 emissions data and governance), we received a score of B-. This score demonstrates WINPAK's high level of environmental stewardship, and actions in managing climate change. For more information:
www.winpak.com or www.cdp.net/en



OUR TOTAL CO₂ EMISSIONS



- The GHG Protocol frames WINPAK' GHG emissions according to three Scopes of activities
- For 2017, our total carbon footprint is 876000 MT CO₂ or equivalent to 187,000 passenger vehicles driven for one year



■ Scope 1 ■ Scope 2 ■ Scope 3

OUR VISION AND MISSION

ADDRESSING OUR VALUED PARTNERS



VALUED PARTNER KPI's

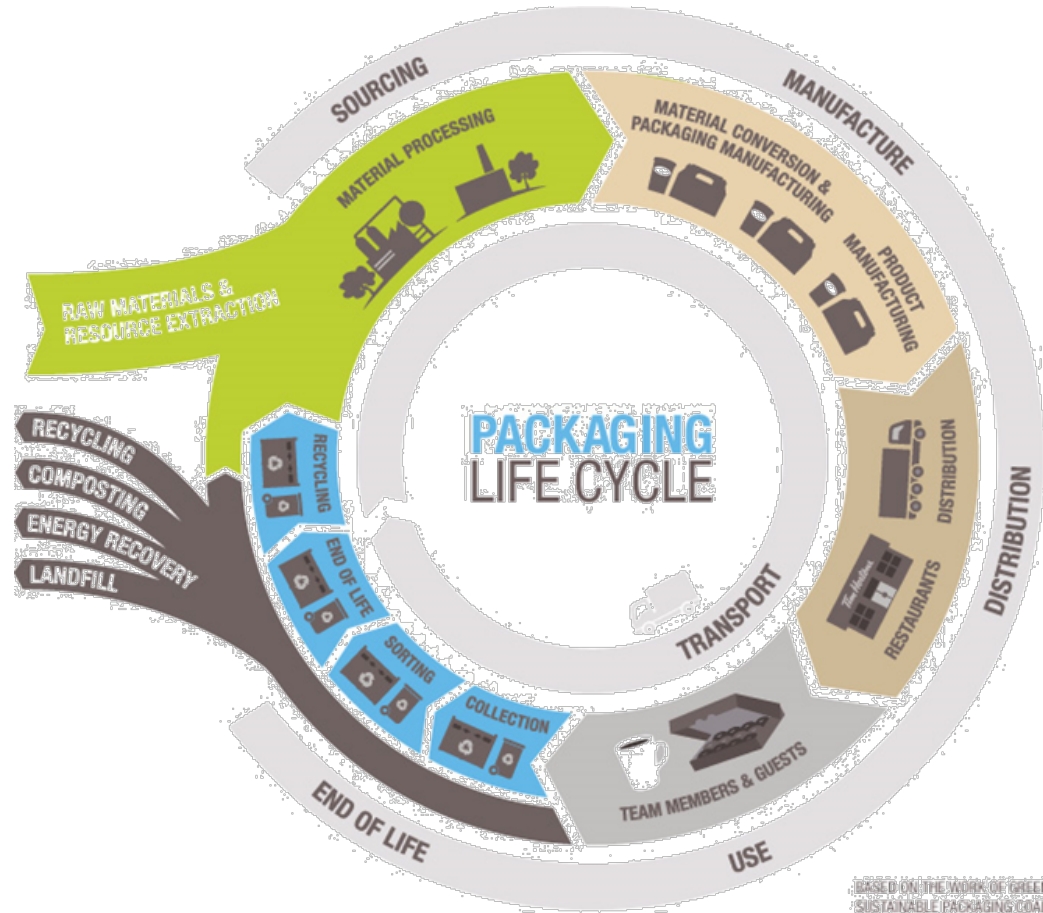


KPI	Key Topics
Customer Satisfaction	Customer intimacy, performance/cost optimization, continued high quality and consistency, and OTIF delivery
Materials/ Resource Management	Minimize waste and maximize re-use, continue efforts in operational excellence via Lean manufacturing and Six-Sigma, maintenance excellence
Sustainable Products	Recycle ready, Recyclable, PCR content, Renewable content, Compostable, Bio-degradable

COVERING ALL GROUNDS



Sustainable Materials Management

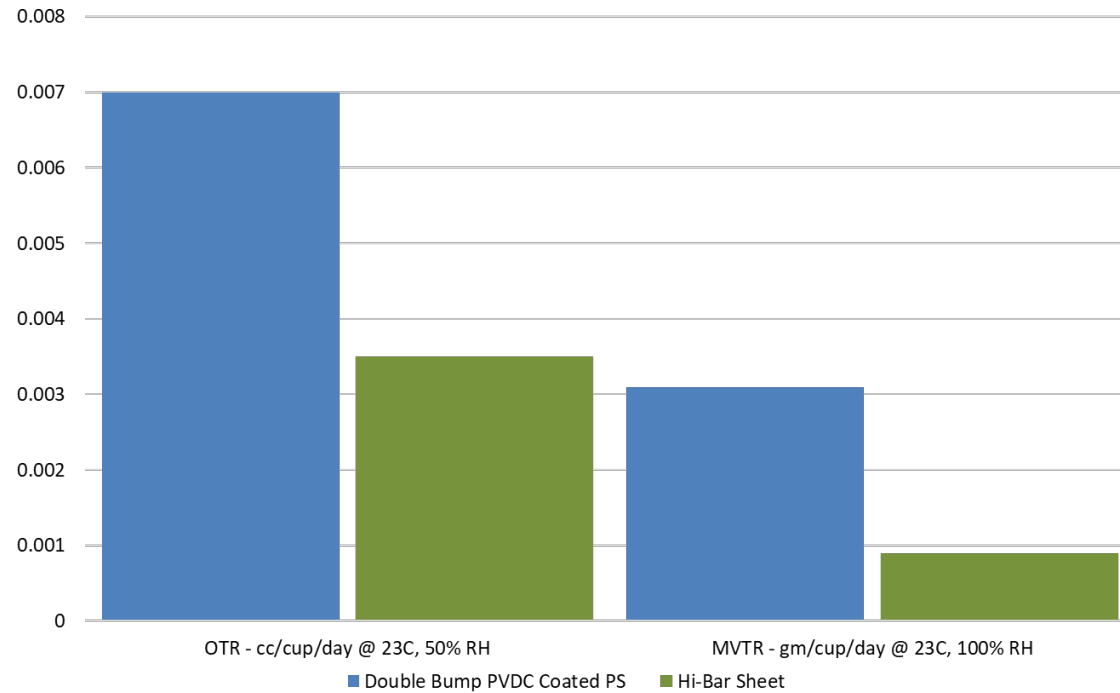


Circular Economy



HI-BAR, A SUSTAINABLE INNOVATION

ELIMINATE BAD ACTORS SUCH AS PVdC AND IMPROVE PERFORMANCE AND COST

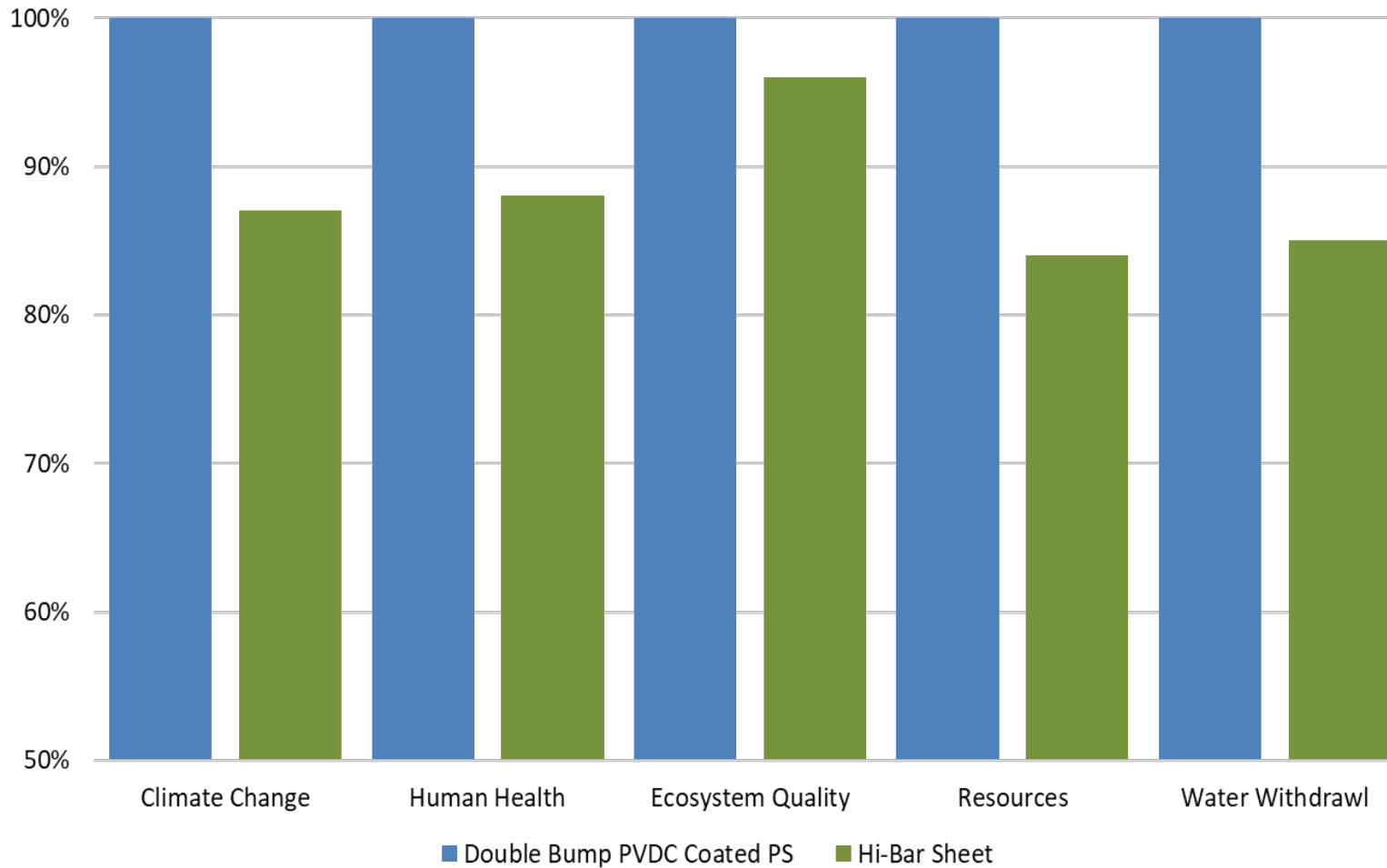


Hi-Bar™ has significantly better moisture (3.5X) and oxygen barrier (2.5X) than PVdC coated PS

HI-BAR, A SUSTAINABLE INNOVATION



LIFE-CYCLE ANALYSIS



**Hi-Bar™ has lower environmental impact than PVdC coated PS
20% lower Carbon Footprint and 25% less oil-based materials**

NEW PRODUCT PLATFORMS



RENEWABLE

Flexible and Rigid Applications:

- ▶ Paper pod for liquid / semi-liquid products, moisture and/or oxygen barrier (FlexPod)
- ▶ Packaging from renewable materials, moisture and/or oxygen barrier (Starch based)
- ▶ Packaging derived from Cellulose as barrier coating on Paper and other substrates

Flexible:

- ▶ Polypropylene or Polyethylene pouch with moisture and/or oxygen barrier
- ▶ Polypropylene flow-wrapper with moisture and oxygen barrier
- ▶ Polyethylene forming webs with moisture and oxygen barrier
- ▶ Polyethylene lidding films with moisture and oxygen barrier
- ▶ Polypropylene based shrink film, moisture and oxygen barrier

Rigid:

- ▶ Polyethylene or Polypropylene based sheets for form-fill-seal applications, moisture and/or oxygen barrier
- ▶ Polyethylene or Polypropylene based cups and trays, moisture and/or oxygen barrier
- ▶ Plastic pod for liquid/semi-liquid products, moisture and/or oxygen barrier (FlexPod)

RECYCLE-READY

RECYCLABLE THERMOFORMED TRAYS & CUPS



- Common applications: Dry and wet food products requiring outstanding shelf life and appeal and moisture and oxygen barrier. Applications requiring unique custom designs with matching lidding films
- Value for brand owners & retailers: Manage end-of-life by enabling a recycle ready solution and highest yield per given packaging material density. Robust toughness for shipping and handling
- Value for packer/co-packer: Fast line speeds with superb seal integrity, robust seal integrity for broad range of products
- Current status: Commercial – consider tool requirement
- Major material type: Polypropylene (homo and co-polymers)



RECYCLE-READY POUCH

POLYPROPYLENE OR POLYETHYLENE BASED

- Common applications: Dry and wet food products requiring outstanding shelf life and appeal in a flexible pouch
- Value for brand owners & retailers: In addition to superior shelf life and appeal, manage end-of-life by enabling a recycle ready solution and highest yield per given packaging material density
- Value for packer/co-packer: Excellent machinability on existing packaging lines, fast line speeds with superb seal integrity and hot-tack strength for broad range of product weights. Optimum stiffness/toughness balance
- Current status:
 - Moisture barrier: Under commercialization
 - Moisture + Oxygen barrier: Under development with large scale trials

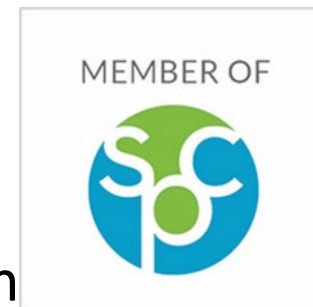
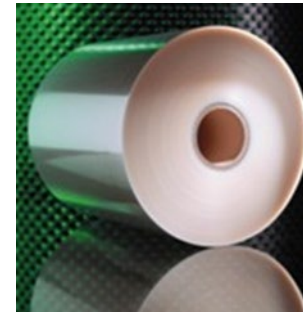


RECYCLABLE THERMOFORMING WEB



MODIFIED ATMOSPHERE PACKAGING

- Common applications: Dry and wet food products requiring outstanding shelf life and appeal and moisture and oxygen barrier
- Value for brand owners & retailers: Manage end-of-life by enabling a recycle ready solution and highest yield per given packaging material density. Robust toughness for shipping and handling
- Value for packer/co-packer: Excellent machinability on existing packaging lines, broad forming window with shape retention, fast line speeds with superb seal integrity and hot-tack strength for broad range of product weights
- Current status: Under development with large scale trials in progress



BIODEGRADABLE OR RECYCLABLE FLEXPOD™

PAPER, OR HIGH DENSITY POLY-ETHYLENE, -PROPYLENE

- Common applications: Dry and wet food products requiring outstanding shelf life and appeal and moisture and/or oxygen barrier
- Value for brand owners & retailers: New innovative package design with low environmental impact. Customized package size and shape. In addition to unique shelf appeal, manage end-of-life by enabling a bio-degradable or recyclable solutions. Compostability is under investigation via paper route
- Value for packer/co-packer: Customized package size and shape, superb seal integrity and broad seal window for broad range of product types and weights
- Current status: Under development





IT'S OUR NATURE TO PROTECT

LOOKING FORWARD STATEMENTS

STRONG FINANCIAL POSITIONS



Debt-free

- Remaining long-term debt was retired in Q1/09
- Net cash position of over \$344 million at end of 2018.

Shareholders' equity of \$920 million

Current ratio of 8.4 to 1

Consistent strong generation of cash flow from operations

Dividends

- Regular dividends of \$0.03 CDN per share are paid quarterly. The last increase in the regular dividend occurred in 2007 when it was doubled.
- Special dividends were declared in 2015 and 2014 of \$1.50 and \$1.00 CDN per share respectively.

LOOKING FORWARD



Raw Materials

- Input costs have remained high during 2018 from the low levels in early 2016. As 2019 begins, new capacity is coming on stream for polyethylene resin combined with the recent decline in world oil prices both of which should provide some downward relief on certain resin prices for the first half of the year with the trend beyond this time appearing to be somewhat stable. This should provide some recovery on gross profit margins in the first half of the year.
- In any event, 73 percent of Winpak's revenues are indexed to raw material pricing, creating a partial hedge. However, a time lag exists before the customers' prices are affected, which average 3 – 4 months, depending on contract terms.

Selling Prices

- 2018 experienced competitive pressures on lower selling prices in the Company's product markets and this environment is expected to persist in 2019, applying pressure on gross profit margins.

Sales Volumes

- Lack luster growth in the North American food packaging industry, due in part to changing consumer consumption patterns, may influence revenue growth to some degree with customers looking forward.

Winpak's Core business is very stable

- Over 90 percent of sales are to food and healthcare markets, resistant to economic downturns.
- Top 15 customers account for approx. 44% of revenues, with the largest customer accounting for approx. 16%.

LOOKING FORWARD



Foreign exchange impacts

- 1 cent increase in CDN \$ equates to approx. 0.8 of a cent decrease in EPS. However, the effect is not immediate due to the Company's hedging policy which covers 50% to 80% of conversion requirements for the ensuing 9 to 15 months.
- The current appreciation in the CDN \$, while a tailwind to revenues, is a headwind to Wapak's bottom line results as 20% of costs but only 10% of revenues are denominated in CDN \$. The Company's functional and reporting currency is USD.

Capital spending

- For 2019, capital expenditures are expected to be \$70 to \$80 million similar to 2018 spending level of \$71.2 million due to a building expansion and new capacity (extrusion & printing) additions.
- The focus of the capital expenditures is to expand on existing & new technology capabilities in extrusion and converting.

Strong cash flow from operations

- Will allow for funding of organic CAPEX without the need for borrowing.

Acquisitions

- The Company will continue to be patient and pursue acquisition opportunities in its core competencies and adjoining market spaces in food and healthcare packaging. With its strong balance sheet, the Company has the ability to borrow sufficient funds, if necessary, to execute a transaction.



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