

# Ardagh Group S.A.

## Fourth Quarter and Full Year 2018 Results

February 21, 2019

# Disclaimer

## Forward-Looking Statements

This presentation may contain "forward-looking" statements within the meaning of Section 21E of the U.S. Securities Exchange Act of 1934, as amended (the "Exchange Act") and Section 27A of the U.S. Securities Act of 1933. Forward-looking statements reflect the Company's current expectations and projections about future events at the time, and thus involve uncertainty and risk. The words "believe," "expect," "anticipate," "will," "could," "would," "should," "may," "plan," "estimate," "intend," "predict," "potential," "continue," and the negatives of these words and other similar expressions generally identify forward-looking statements. It is possible the Company's future financial performance may differ from expectations due to a variety of factors including, but not limited to the following:

(i) global and regional economic downturn; (ii) competition from other metal and glass packaging producers and manufacturers of alternative forms of packaging; (iii) the Company's inability to maintain relationships with its largest customers or suppliers; (iv) less than expected increase in demand; (v) varied seasonal demands, climate and water conditions, and the availability and cost of raw materials; (vi) currency and interest rate fluctuations; (vii) various environmental requirements (viii) the Company's substantial debt and its ability to generate cash and comply with financial covenants; (ix) the Company's ability to integrate acquired businesses and achieve expected operating efficiencies and cost savings; (x) the availability and cost of raw materials and energy; (xi) foreign currency, interest rate, exchange rate and commodity price fluctuations; (xii) operating hazards or unanticipated interruptions at our manufacturing facilities, including labor strikes or work stoppages; (xiii) claims of injury or illness from materials used at our production sites or in our products; and (xiv) regulation of materials used in packaging and consumer preferences for alternative forms of packaging.

Any forward-looking statements in this document are based on certain assumptions and analyses made by the Company in light of its experience and perception of historical trends, current conditions, expected future developments, and other factors it believes are appropriate in the circumstances. Forward-looking statements are not a guarantee of future performance and actual results or developments may differ materially from expectations. While the Company continually reviews trends and uncertainties affecting the Company's results of operations and financial condition, the Company does not assume any obligation to update or supplement any particular forward-looking statements contained in this document.

## Non-GAAP Financial Measures

This presentation may contain certain consolidated financial measures such as Adjusted EBITDA, working capital, operating cash flow, Adjusted free cash flow, net debt, Adjusted profit/(loss), Adjusted earnings/(loss) per share, and ratios relating thereto that are not calculated in accordance with IFRS or U.S. GAAP. Non-GAAP financial measures may be considered in addition to GAAP financial information, but should not be used as substitutes for the corresponding GAAP measures. The non-GAAP financial measures used by Ardagh may differ from, and not be comparable to, similarly titled measures used by other companies.

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The Company routinely posts important information on its website – <https://www.ardaghgroup.com/corporate/investors>

# Highlights

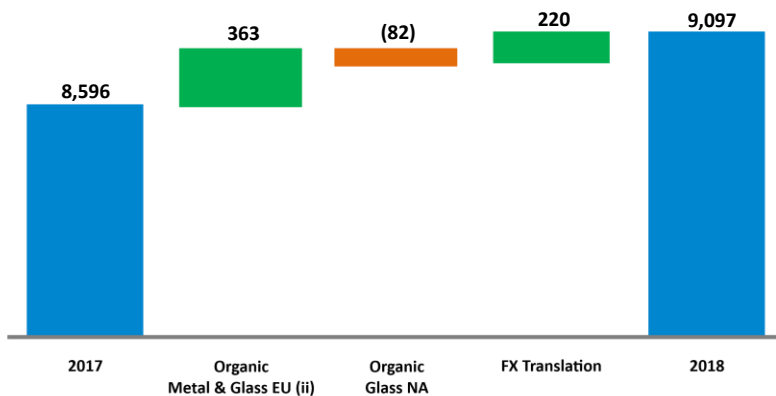
- Revenue increased by 6% to \$9.1 billion for the full year, with constant currency growth of 3%;
- Adjusted EBITDA for the full year of \$1,478 million (2017: \$1,508 million);
- Loss per share of \$0.40 for the year, with Adjusted earnings per share of \$1.69 (2017: \$1.84);
- Revenue and Adjusted EBITDA growth of 4% for the fourth quarter at constant currency;
- Volume/mix growth of 1% for the full year and 2% for the fourth quarter;
- Global beverage can volume growth of 8% for the quarter and 5% for the year;
- Glass packaging volume/mix growth of 2% in Europe for the quarter, offset by a 3% decline in North America;
- Beverage can strategic projects completed on plan; short payback project spending of \$65 million in 2018;
- Adjusted free cash flow of \$441 million in 2018 <sup>(i)</sup>;
- Leverage reduced to 5.0x at December 2018, with no maturities before late-2022;

(i) Before short payback projects of \$65 million.

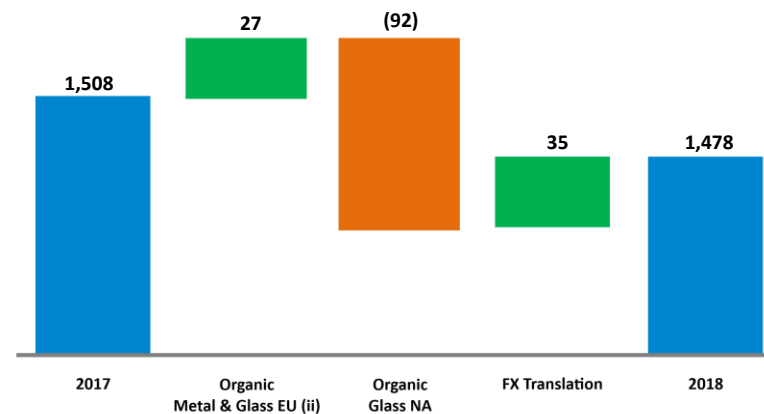
# Full Year 2018

	December 31, 2018	December 31, 2017	Change %
	(\$m except per share data)		
Revenue	9,097	8,596	6%
Adjusted EBITDA	1,478	1,508	(2%)
Adjusted earnings per share (\$)	1.69	1.84	
Operating cash flow	895	1,105	
Adjusted free cash flow	376	546	

## Revenue



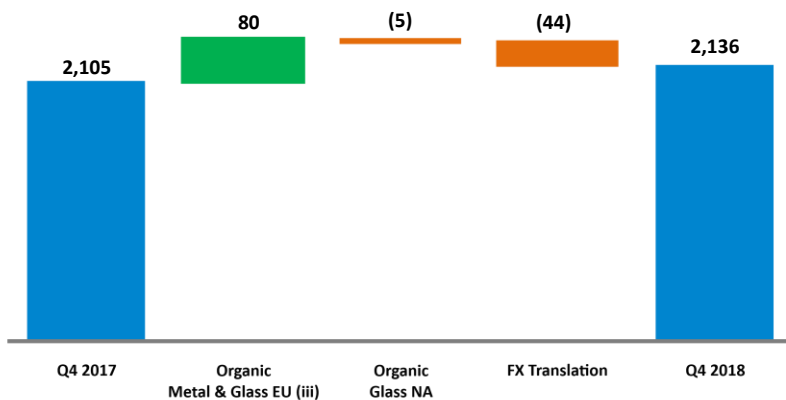
## Adjusted EBITDA



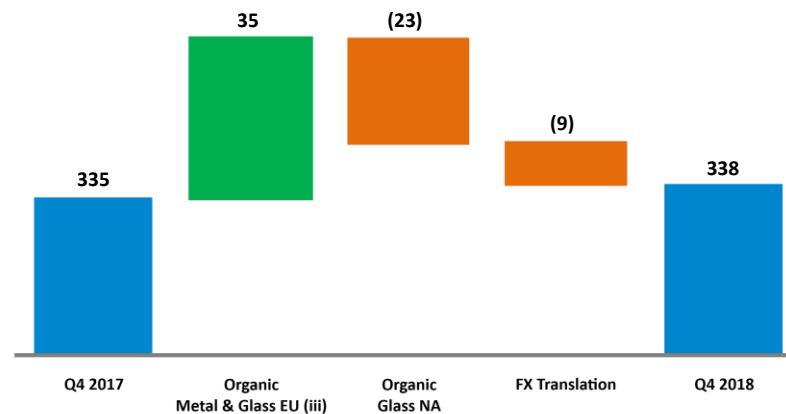
# Fourth Quarter 2018

	December 31, 2018	December 31, 2017	Change %
	(\$m except per share data)		
Revenue	2,136	2,105	1%
Adjusted EBITDA	338	335	1%
Adjusted earnings per share (\$)	0.33	0.36	
Operating cash flow	540	438	
Adjusted free cash flow	365	254	

## Revenue



## Adjusted EBITDA



# Net Debt and Liquidity

(\$ millions)	December 31, 2018	Leverage (x Adjusted EBITDA)
<b>Total Debt</b>	<b>7,992</b>	
Cash & Cash Equivalents	(530)	
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<b>Net Debt</b>	<b>7,462</b>	<b>5.0x</b>
<b>Net Secured Debt</b> <sup>(iv)</sup>	<b>2,697</b>	<b>1.8x</b>
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<b>Cash and Available Liquidity</b>	<b>1,170</b>	

# 2019 Outlook

## Full Year

- Adjusted EBITDA
- Adjusted earnings per share
- Adjusted free cash flow

## 2019

At least \$1.5 billion

\$1.60 - \$1.75

approximately \$450 million <sup>(v)</sup>

## First Quarter

- Adjusted EBITDA

## 2019

approximately \$350 million

(v) Before short payback projects.

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