

WESTROCK Q3 FY2021 RESULTS

AUGUST 5, 2021



FORWARD LOOKING STATEMENTS; NON-GAAP FINANCIAL MEASURES

FORWARD LOOKING STATEMENTS:

This presentation contains forward-looking statements within the meaning of the Private Securities Litigation Reform Act of 1995, including but not limited to the statements on the slides entitled “CEO Perspective – What’s Ahead”, “Q3 FY21 Corrugated Packaging Results”, “Pricing and Mix Management Outpacing Inflation”, “Successful Deleveraging With Strong Cash Flows”, “Q4 FY21 Guidance” and “Key Commodity Annual Consumption Volumes” that give guidance or estimates for future periods, as well as statements regarding, among other things, (i) the items addressed under “Path To Shareholder Value Creation” and “Disciplined Capital Allocation” on slide 6; (ii) that the Florence and Tres Barras strategic investments are ramping up; (iii) that Consumer published price realization is accelerating into FY22; (iv) that our net leverage ratio will be below 2.5 times by the end of FY21 and that we have a strong balance sheet that is well positioned for the future; (v) the guidance that appears on slide 15; (vi) the additional guidance that appears on slide 20; (vii) the FY21 commodity annual consumption volumes that appear on slide 21; and (viii) that the April previously published containerboard increase is expected to be fully implemented in August 2021.

Forward-looking statements are based on our current expectations, beliefs, plans or forecasts and are typically identified by words or phrases such as “may,” “will,” “could,” “should,” “would,” “anticipate,” “estimate,” “expect,” “project,” “intend,” “plan,” “believe,” “target,” “prospects,” “potential” and “forecast,” and other words, terms and phrases of similar meaning. Forward-looking statements involve estimates, expectations, projections, goals, forecasts, assumptions, risks and uncertainties. WestRock cautions readers that a forward-looking statement is not a guarantee of future performance and that actual results could differ materially from those contained in the forward-looking statement. WestRock’s businesses are subject to a number of risks that would affect any such forward-looking statements, including, among others, developments related to the COVID-19 pandemic, including the severity, magnitude and duration of the pandemic, negative global economic conditions arising from the pandemic, impacts of governments’ responses to the pandemic on our operations, impacts of the pandemic on commercial activity, our customers and consumer preferences and demand, supply chain disruptions, and disruptions in the credit or financial markets; decreases in demand for their products; increases in energy, raw materials, shipping and capital equipment costs; reduced supply of raw materials; our ongoing assessment of the recent ransomware incident, adverse legal, reputational and financial effects on us resulting from the incident or additional cyber incidents; fluctuations in selling prices and volumes; intense competition; the potential loss of certain customers; the scope, costs, timing and impact of any restructuring of our operations and corporate and tax structure; the occurrence of a natural disaster, such as hurricanes or other unanticipated problems, such as labor difficulties, equipment failure or unscheduled maintenance and repair; risks associated with completing our strategic capital projects on the anticipated timelines and realizing our anticipated EBITDA improvements; benefits that we expect to realize from actions that we are taking and plan to take in response to COVID-19; and adverse changes in general market and industry conditions. Such risks and other factors that may impact management’s assumptions are more particularly described in our filings with the Securities and Exchange Commission, including in Item 1A under the caption “Risk Factors” in our Annual Report on Form 10-K for the year ended September 30, 2020. The information contained herein speaks as of the date hereof and WestRock does not have or undertake any obligation to update or revise its forward-looking statements, whether as a result of new information, future events or otherwise.

NON-GAAP FINANCIAL MEASURES:

We report our financial results in accordance with accounting principles generally accepted in the United States (“GAAP”). However, management believes certain non-GAAP financial measures provide users with additional meaningful financial information that should be considered when assessing our ongoing performance. Management also uses these non-GAAP financial measures in making financial, operating and planning decisions and in evaluating our performance. Non-GAAP financial measures should be viewed in addition to, and not as an alternative for, our GAAP results. The non-GAAP financial measures we present may differ from similarly captioned measures presented by other companies.

We may from time to time be in possession of certain information regarding WestRock that applicable law would not require us to disclose to the public in the ordinary course of business, but would require us to disclose if we were engaged in the purchase or sale of our securities. This presentation shall not be considered to be part of any solicitation of an offer to buy or sell WestRock securities. This presentation also may not include all of the information regarding WestRock that you may need to make an investment decision regarding WestRock securities. Any investment decision should be made on the basis of the total mix of information regarding WestRock that is publicly available as of the date of the investment decision.

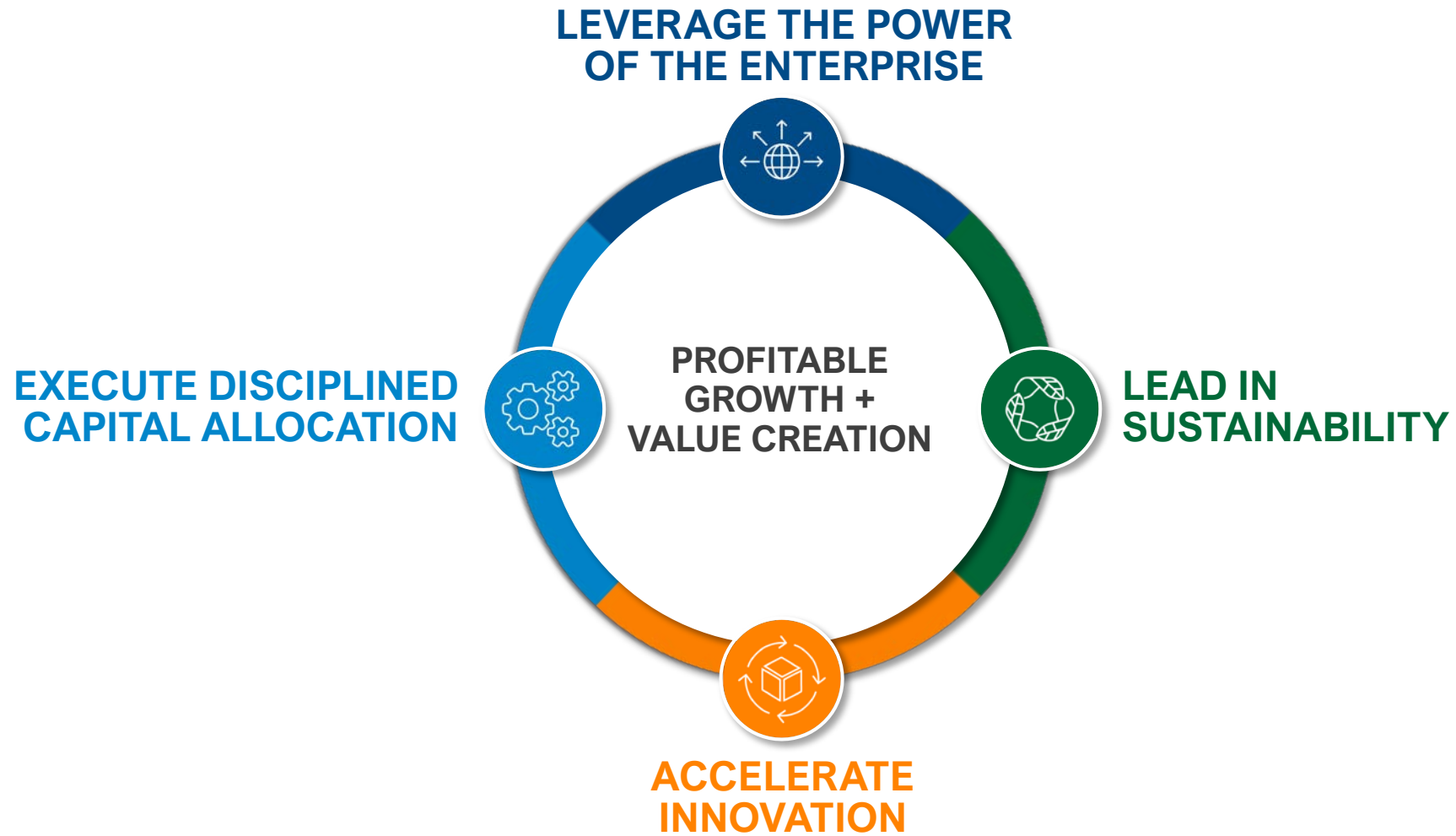
Q3 FY21 KEY HIGHLIGHTS

STRONG SALES AND EARNINGS GROWTH EXCEEDED EXPECTATIONS

- Financial results
 - Record revenue of \$4.8 billion, up 14% year-over-year
 - Adjusted Segment EBITDA⁽¹⁾ of \$811 million, up 15% year-over-year
 - Adjusted EPS⁽¹⁾ of \$1.00 per share, up 32% year-over-year
 - Generated \$554 million of Adjusted Free Cash Flow⁽¹⁾; more than \$1.1 billion fiscal year-to-date
- Packaging sales⁽¹⁾ increased 15% year-over-year; North American Corrugated per day box shipments increased 9% year-over-year
- Successfully implemented price increases across paper and packaging
 - Reflects increased customer demand and higher input costs
 - Price realization outpaced inflation
- Net leverage reduction ahead of expectations – 2.54x at end of Q3⁽¹⁾

1) Non-GAAP Financial Measure. See Non-GAAP Financial Measures and Reconciliations in the Appendix.

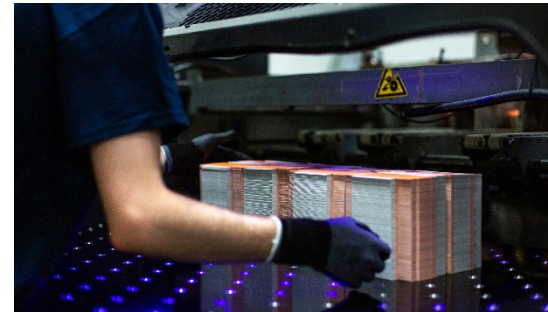
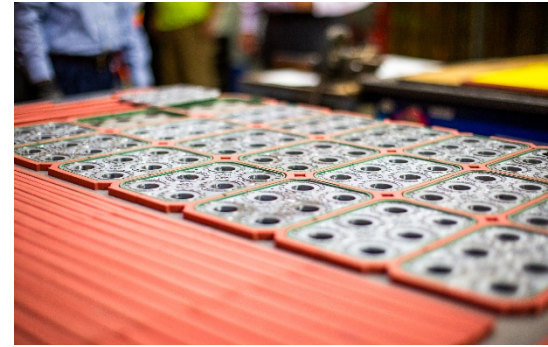
STRATEGIC PRIORITIES



CEO PERSPECTIVE | FIRST FOUR MONTHS

TAKING DECISIVE ACTIONS

- Initiated strategy and portfolio review
- Realigned team to accelerate growth and innovation in packaging markets
- Combined corrugated and consumer mill operations to drive greater efficiencies
- Committed to set Science-Based Target to reduce greenhouse gas emissions
- Reduced debt and strengthened balance sheet
- Increased dividend 20%



CEO PERSPECTIVE | WHAT'S AHEAD

PATH TO SHAREHOLDER VALUE CREATION

- Leverage the power of the enterprise to improve margins and returns
- Accelerate innovation and lead in sustainability
 - Help customers meet demand for sustainable packaging
 - Capture plastics replacement opportunities
- Focus portfolio on higher return segments
 - Invest in our converting system to support growth in packaging
 - Invest in mill system to improve cost structure
 - Reduce exposure to low-margin export containerboard and specialty SBS

DISCIPLINED CAPITAL ALLOCATION

- Execute a balanced approach while maintaining a strong balance sheet
- Priorities include:
 - Invest in our business
 - Consistently grow the dividend
 - Maintain investment grade profile
 - Pursue tuck-in acquisitions that clearly align to strategy and generate attractive returns
 - Opportunistic share repurchases

EVERGROW™ | LEADING IN INNOVATION AND SUSTAINABILITY

END-TO-END PACKAGING SOLUTIONS FOR THE PRODUCE MARKET

- Made from sustainably sourced wood fiber and curbside recyclable
- Uniquely leverages WestRock's platform and capabilities
 - Containerboard
 - Paperboard
 - Machinery
 - Design
- Enhances shelf presence with printable interior and exterior surfaces
- Natural fit with our corrugated produce distribution trays creating an all-in-one solution for customers

REDUCES OR ELIMINATES PLASTIC PACKAGING



EXPERIENCE IN 3D



- Open your smartphone camera and scan the QR code
- Click the link
- Point your camera at a flat surface

AN INTEGRATED APPROACH – PACKAGING ENABLED BY MACHINERY AUTOMATION



TRAY FORMER MACHINES



RCT 16 TRAY
(reinforced corners)



TRAY 8 TRAY FORMER



TRAY 8
(8-sided tray)



PFS 500

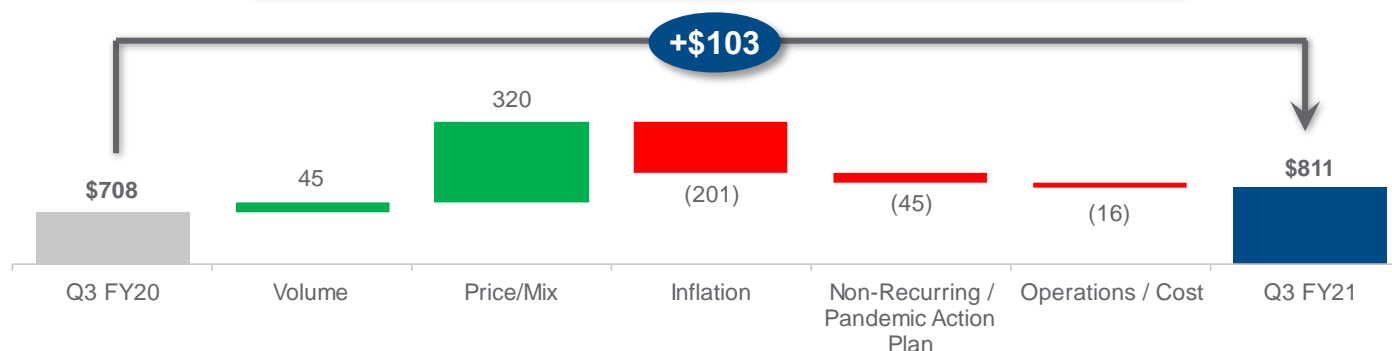


TRAY AND PUNNET FORMER

Q3 FY21 WESTROCK RESULTS

\$ IN MILLIONS, EXCEPT PER SHARE ITEMS	THIRD QUARTER	
	FY21	FY20
Net Sales	\$4,816	\$4,236
Adjusted Segment Income ⁽¹⁾	\$442	\$343
Adjusted Segment EBITDA ⁽¹⁾	\$811	\$708
% Margin ⁽¹⁾	16.8%	16.7%
Capital Expenditures	\$202	\$244
Adjusted Free Cash Flow ⁽¹⁾	\$554	\$508
Adjusted Earnings Per Diluted Share ⁽¹⁾	\$1.00	\$0.76

ADJUSTED SEGMENT EBITDA (\$ IN MILLIONS)⁽¹⁾

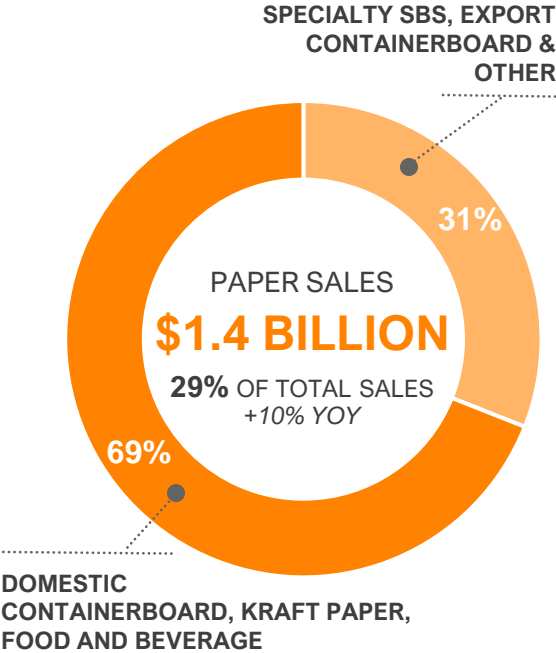
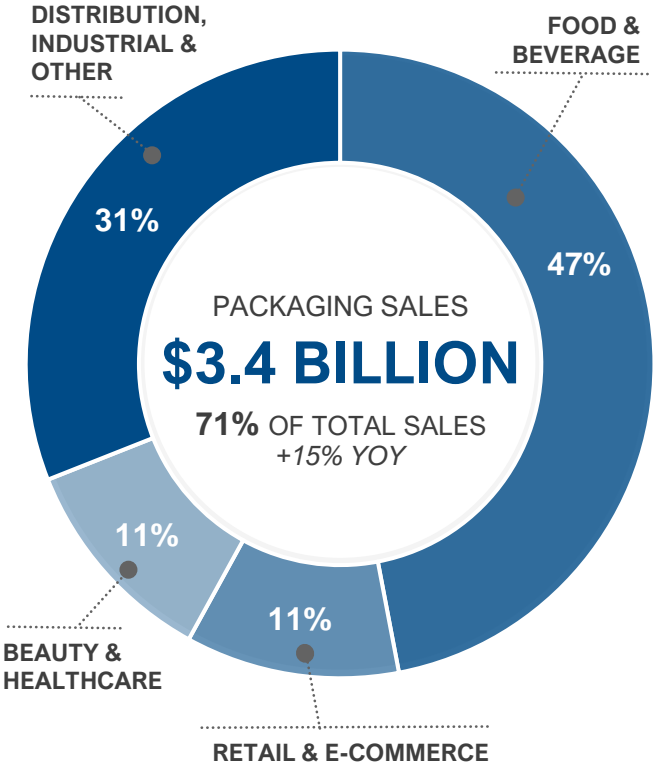


Q3 YEAR-OVER-YEAR HIGHLIGHTS

- Record net sales up 14% in the quarter
 - Revenue growth across all businesses
 - North American corrugated per day box shipments increased 9%
- Pricing realization exceeded cost inflation
- Higher inflation led by freight, energy, chemical and recycled fiber costs
- Pandemic Action Plan related cost reductions in prior year
- Peak maintenance outage quarter
- Strong Adjusted Free Cash Flow⁽¹⁾ and debt reduction

WESTROCK FINANCIAL RESULTS OVERVIEW

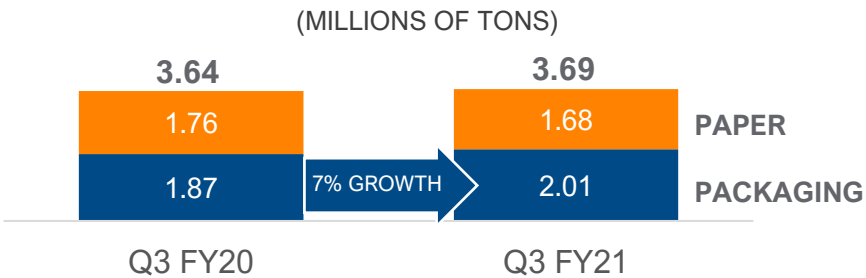
Q3 FY21 SALES BY END MARKET⁽¹⁾



KEY TAKEAWAYS

- Record Packaging sales and volumes
- Paper sales increased 10% driven by implementation of published price increases
- Reduced exposure to lower margin Specialty SBS and Export Containerboard markets

TOTAL VOLUME BY QUARTER⁽²⁾



1) Non-GAAP Financial Measure. See Non-GAAP Financial Measures and Reconciliations in the Appendix
2) Tons do not sum due to rounding

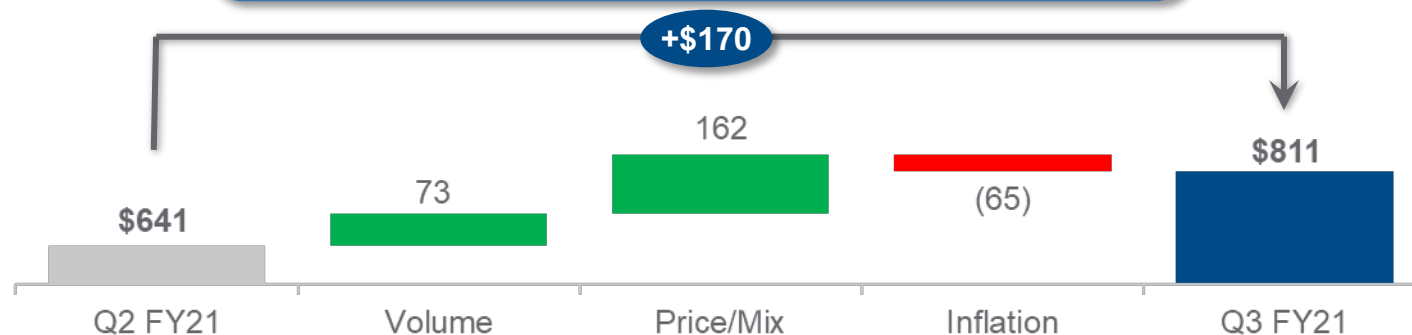
Q3 FY21 WESTROCK SEQUENTIAL RESULTS

\$ IN MILLIONS, EXCEPT PER SHARE ITEMS	FY21	
	Q3	Q2
Net Sales	\$4,816	\$4,438
Adjusted Segment Income ⁽¹⁾	\$442	\$280
Adjusted Segment EBITDA ⁽¹⁾	\$811	\$641
% Margin ⁽¹⁾	16.8%	14.4%
Capital Expenditures	\$202	\$132
Adjusted Free Cash Flow ⁽¹⁾	\$554	\$6
Adjusted Earnings Per Diluted Share ⁽¹⁾	\$1.00	\$0.54

Q3 SEQUENTIAL HIGHLIGHTS

- Packaging demand continued to increase across end markets
 - Total net sales increased 8.5%
- Pricing and improved mix outpaced inflation by approximately \$100 million
- Sequential inflation in recycled fiber, freight, chemical and energy costs
- Peak maintenance outage quarter
- Containerboard and paperboard inventories below target levels

ADJUSTED SEGMENT EBITDA (\$ IN MILLIONS)⁽¹⁾



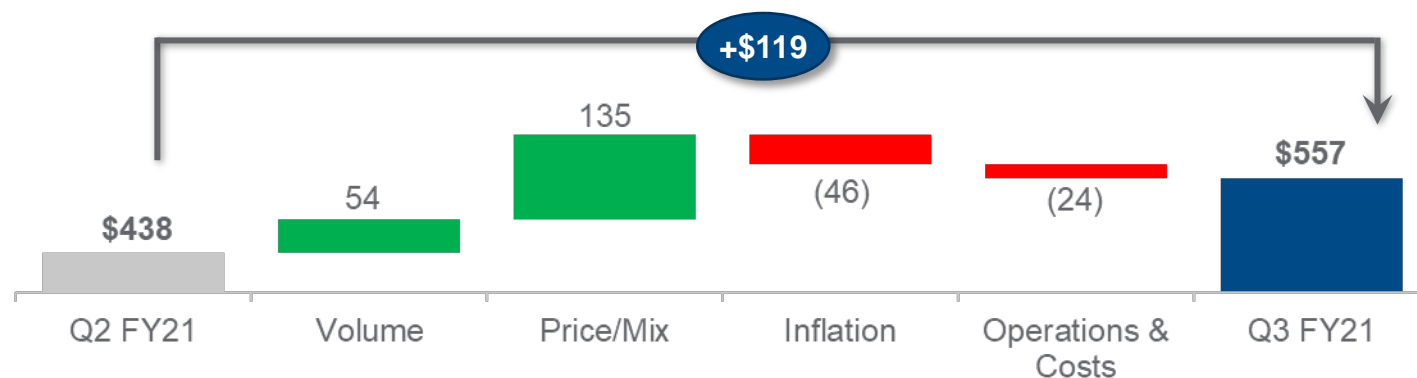
Q3 FY21 CORRUGATED PACKAGING RESULTS

\$ IN MILLIONS, EXCEPT PER SHARE ITEMS	FY21	
	Q3	Q2
Net Sales	\$3,167	\$2,913
Adjusted Segment Income ⁽¹⁾	\$324	\$208
Adjusted Segment EBITDA ⁽¹⁾	\$557	\$438
% Margin ⁽¹⁾	18.1%	15.4%
North American Adjusted Segment EBITDA Margin ⁽¹⁾	19.3%	16.5%
Brazil Adjusted Segment EBITDA Margin ⁽¹⁾	23.2%	17.1%

Q3 SEQUENTIAL HIGHLIGHTS

- Broad-based strength in demand
 - Per day box shipments up 3%
 - Lower margin export volumes declined 11%
- Pricing flow through outpaced inflation
- Sequential benefit from ransomware and weather impact in Q2
- Peak Q3 maintenance downtime negatively impacted costs
- Florence and Tres Barras strategic project benefits ramping-up

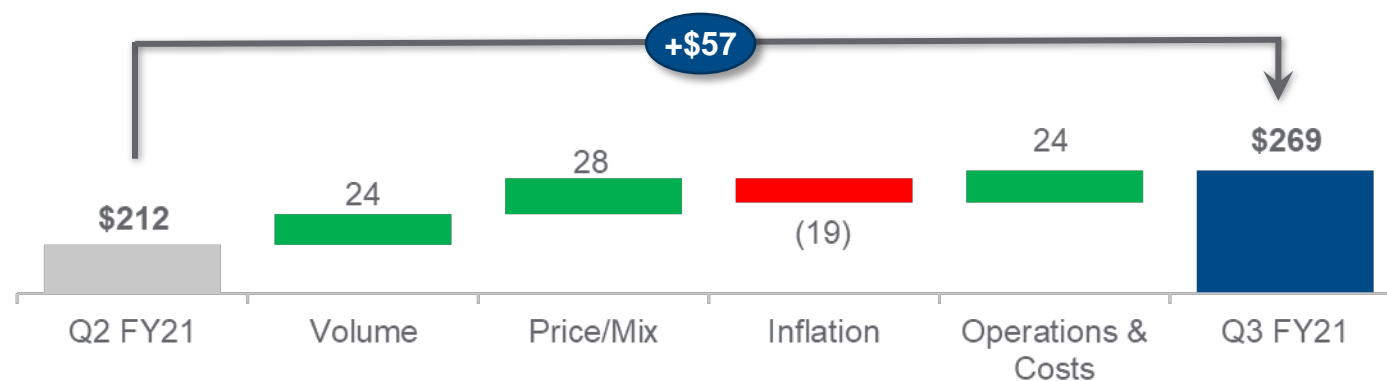
ADJUSTED SEGMENT EBITDA (\$ IN MILLIONS)⁽¹⁾



Q3 FY21 CONSUMER PACKAGING RESULTS

\$ IN MILLIONS, EXCEPT PER SHARE ITEMS	FY21	
	Q3	Q2
Net Sales	\$1,735	\$1,590
Adjusted Segment Income ⁽¹⁾	\$134	\$82
Adjusted Segment EBITDA ⁽¹⁾	\$269	\$212
% Margin ⁽¹⁾	15.5%	13.4%

ADJUSTED SEGMENT EBITDA (\$ IN MILLIONS)⁽¹⁾

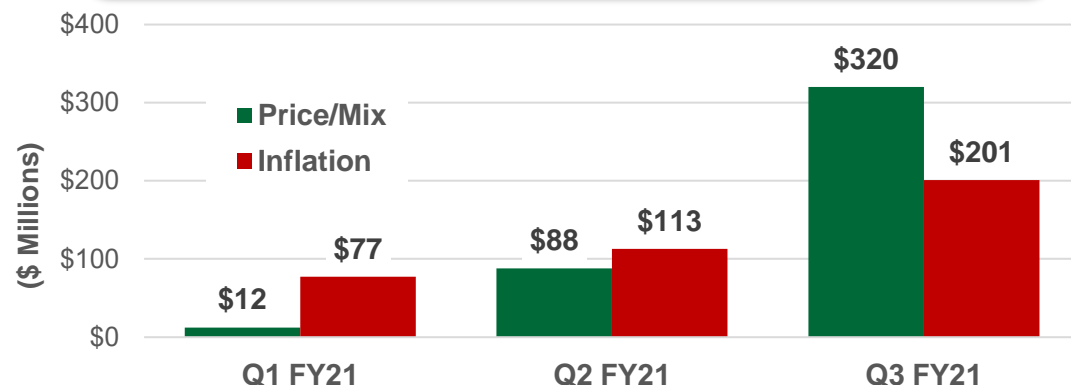


Q3 SEQUENTIAL HIGHLIGHTS

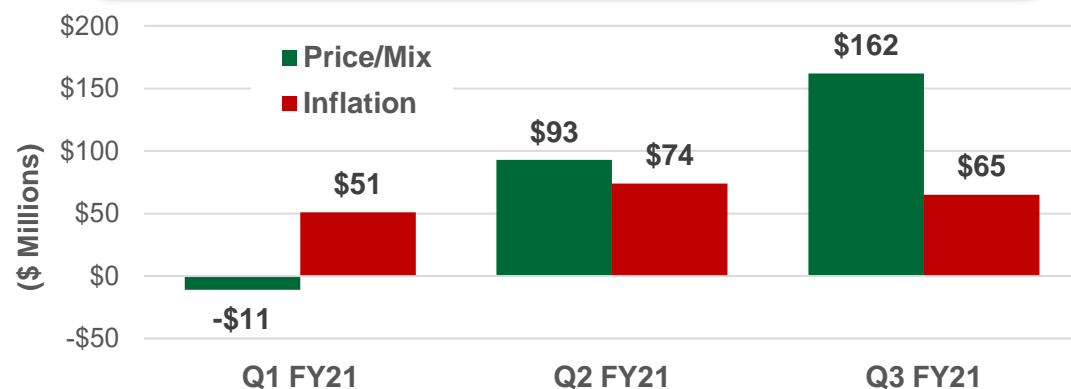
- Net sales increased 9%
 - Paperboard shipments increased 13%
 - Packaging shipments increased 2% with strength in food, beverage and branded consumer markets
- Pricing flow through and mix benefit outpace inflation
- Reconfiguration of Evadale mill drove mix benefit
- Strong mill operating performance
- Paperboard backlogs remain strong at 6 to 7 weeks

PRICING AND MIX MANAGEMENT OUTPACING INFLATION

YEAR-OVER-YEAR PRICE/MIX AND INFLATION



SEQUENTIAL PRICE/MIX AND INFLATION

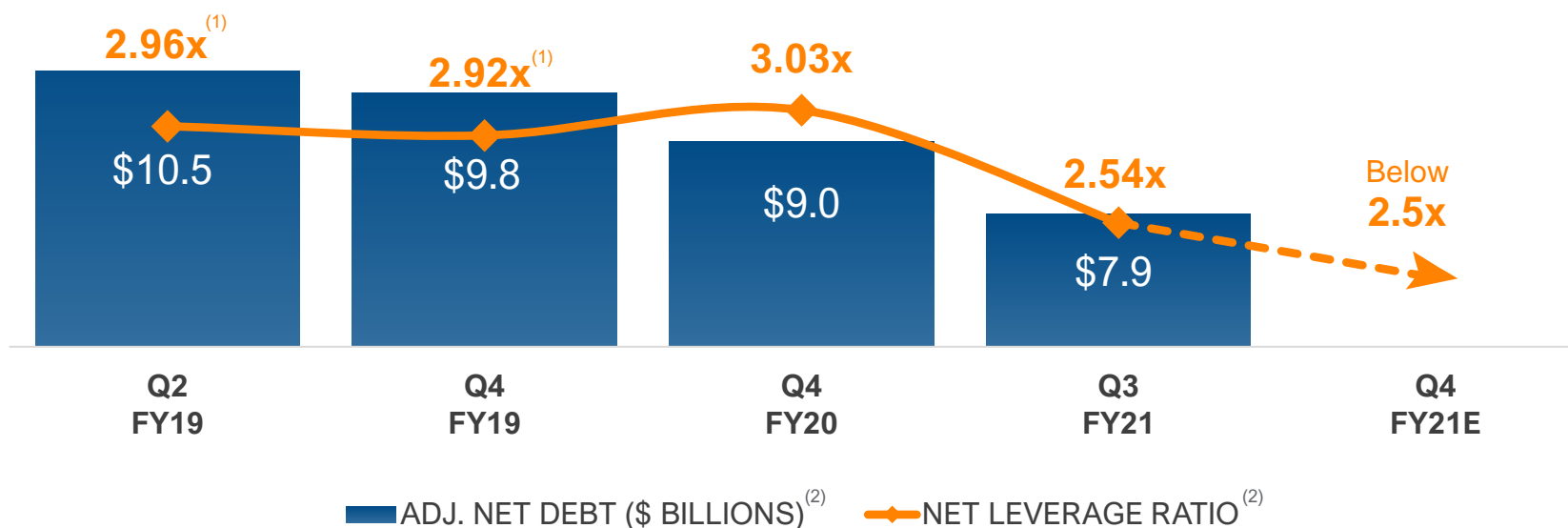


HIGHLIGHTS

- Published price increases since Q4 FY20:
 - ✓ +\$110/ton North America Containerboard
 - ✓ +\$150/ton CNK
 - ✓ +\$130/ton SBS folding carton grades
 - ✓ +\$100/ton SBS plate and cup stock grades
 - ✓ +\$150/ton CRB
- April previously published containerboard increase expected to be fully implemented in August
- Flow through of published price increases in kraft paper; higher export containerboard prices
- Consumer published price realization accelerating into FY22
- Key inflation drivers included recycled fiber, freight, energy and chemicals

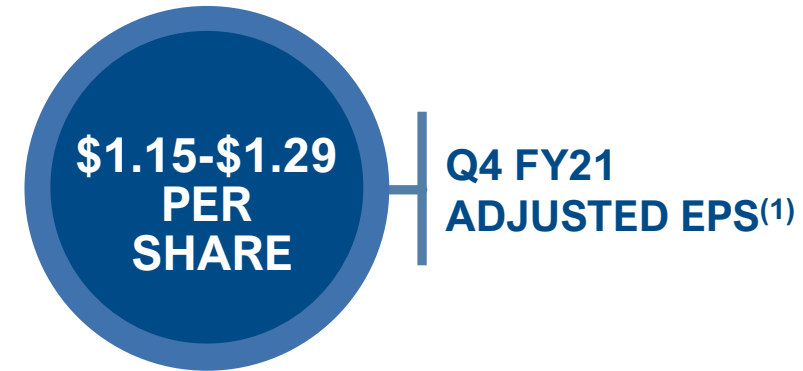
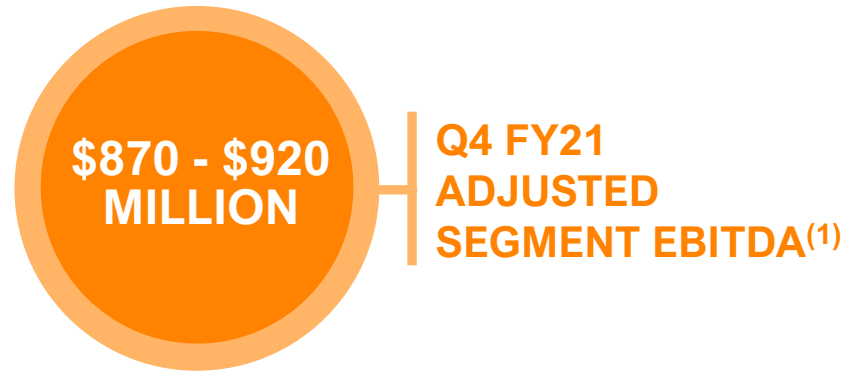
SUCCESSFUL DELEVERAGING WITH STRONG CASH FLOWS

STRONG CASH GENERATION WITH MEANINGFUL DEBT REDUCTION



- Reduced Adjusted Net Debt by \$2.6 billion since the peak following the KapStone acquisition⁽²⁾
- Approaching Target Net Leverage Ratio of 2.25x to 2.50x
- Strong balance sheet well positioned for the future

Q4 FY21 GUIDANCE



Q4 FY21 SEQUENTIAL GUIDANCE DETAILS

- Flow through of previously published price increases across containerboard, kraft paper, SBS, CNK, CRB and URB
- Volume increase with one additional shipping day
- Sequential inflation with higher fiber and energy costs
- Lower maintenance downtime

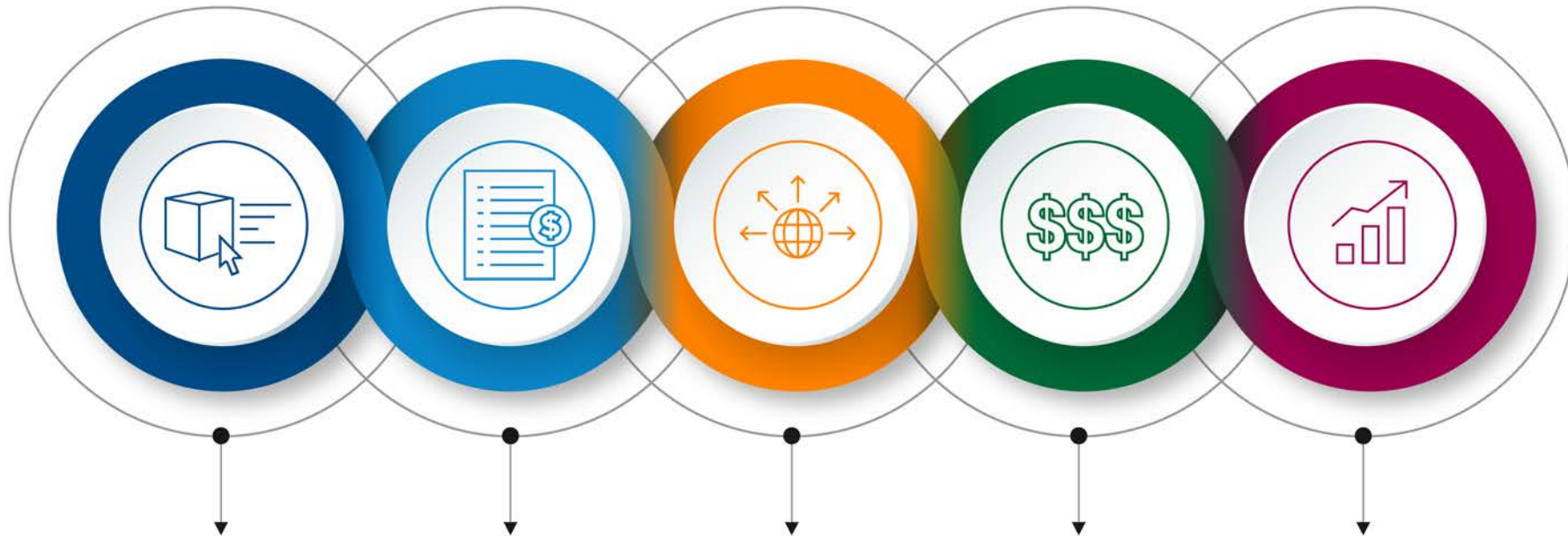
STRONG DEMAND
FOR FIBER-BASED
PAPER AND
PACKAGING

PORTFOLIO
UNIQUELY
POSITIONED TO
MEET CUSTOMER
NEEDS

MULTIPLE MARGIN
EXPANSION
OPPORTUNITIES

STRONG CASH
FLOW AND
BALANCE SHEET

DISCIPLINED AND
BALANCED CAPITAL
ALLOCATION



CREATING VALUE

APPENDIX

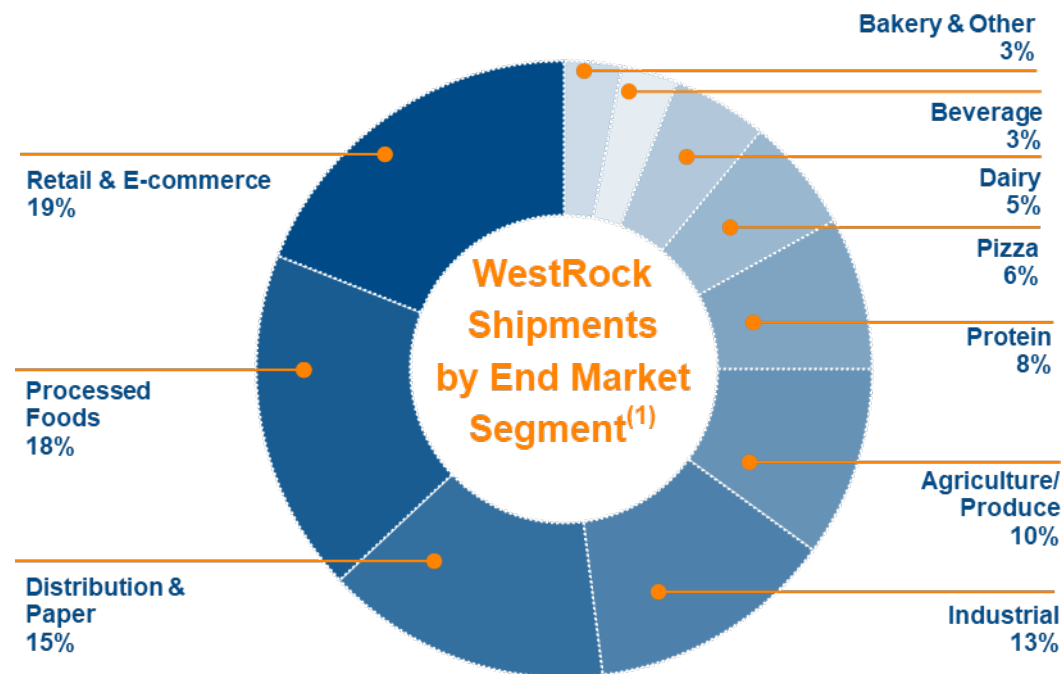
Q3 YEAR OVER YEAR BRIDGES

ADJUSTED SEGMENT EBITDA⁽¹⁾ (\$ IN MILLIONS)



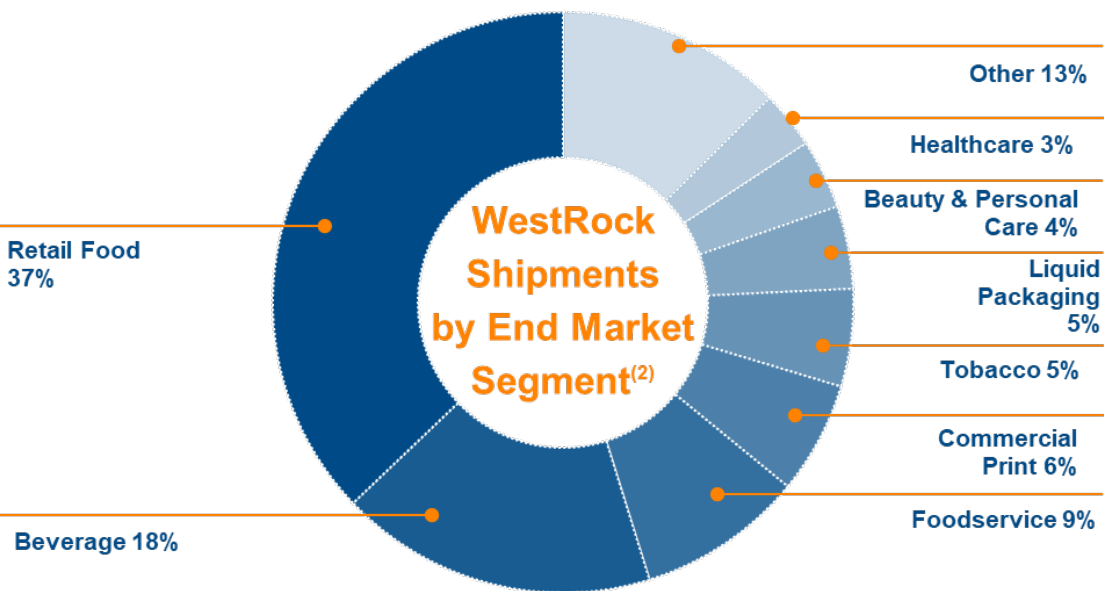
WESTROCK SERVES DIVERSE END MARKET SEGMENTS

N.A. CORRUGATED PACKAGING



1) Represents WestRock trailing twelve-month Q3 FY21 sales of North American corrugated boxes, excluding sheets

CONSUMER PACKAGING SEGMENT



2) Represents WestRock trailing twelve-month Q3 FY21 sales of converted shipments and paperboard shipped to end markets.

ADDITIONAL GUIDANCE

FY21 GUIDANCE

FY21 GUIDANCE	Q4 FY21	FULL YEAR
Depreciation & Amortization	Approx. \$365 million	Approx. \$1.46 billion
Net Interest Expense and Interest Income	Approx. \$95 million	Approx. \$375 million
Effective Adjusted Book Tax Rate ⁽¹⁾	Approx. 24.5%	Approx. 24%
Adjusted Cash Tax Rate ⁽¹⁾		Approx. 24%
Share Count	Approx. 270 million	Approx. 268 million

MILL MAINTENANCE SCHEDULE (TONS IN THOUSANDS)

NORTH AMERICAN CORRUGATED PACKAGING

	Q1	Q2	Q3	Q4	Full Year
FY21 Maintenance	79	55	104	11	249
FY20 Maintenance	110	87	21	88	306

CONSUMER PACKAGING

	Q1	Q2	Q3	Q4	Full Year
FY21 Maintenance	26	10	15	0	51
FY20 Maintenance	36	18	0	14	68

Note: North American Corrugated Packaging FY21 maintenance downtime excludes 48,000 tons of mill downtime in Brazil during Q1 FY21 from the Tres Barras mill upgrade

KEY COMMODITY ANNUAL CONSUMPTION VOLUMES

KEY COMMODITY ANNUAL CONSUMPTION VOLUMES

APPROX. FY21 ANNUAL CONSUMPTION VOLUMES

Commodity Category	Volume
Recycled Fiber (tons millions)	5.8
Wood (tons millions)	41
Natural Gas (MMBTU)	92
Electricity (kwh billions)	6.1
Polyethylene (lbs millions)	32
Caustic Soda (tons thousands)	238
Starch (lbs millions)	577

SENSITIVITY ANALYSIS

Category	Increase in Spot Price	Approx. Annual EPS Impact
Recycled Fiber (tons millions)	+\$10.00 / ton	(\$0.16)
Natural Gas (MMBTU)	+\$0.25 / MMBTU	(\$0.07)
FX Translation Impact	+10% USD Appreciation	(\$0.06)

SHIPMENT DATA

	Unit	FY20				FY21		
		Q1	Q2	Q3	Q4	Q1	Q2	Q3
Consolidated Packaging Volumes	Thousands of tons	1,898.8	1,914.4	1,871.9	2,001.2	1,995.8	1,967.1	2,007.9
Consolidated Paper Volumes	Thousands of tons	1,755.3	1,832.4	1,763.1	1,627.0	1,575.2	1,558.7	1,678.0
Consolidated Paper & Packaging Volumes	Thousands of tons	3,654.1	3,746.8	3,635.0	3,628.2	3,571.0	3,525.8	3,685.9
Intracompany Shipments	Thousands of tons	27.6	42.2	30.3	38.1	45.5	56.3	79.1
Consolidated Paper & Packaging Volumes and Intracompany Shipments	Thousands of tons	3,681.7	3,789.0	3,665.3	3,666.3	3,616.5	3,582.1	3,765.0
<u>Corrugated Packaging</u>								
External Box, Containerboard & Kraft Paper Shipments	Thousands of tons	2,509.8	2,538.3	2,407.6	2,416.4	2,447.1	2,403.0	2,509.1
Pulp Shipments	Thousands of tons	81.4	80.5	96.8	88.0	72.2	82.2	73.6
Total North American Corrugated Packaging Shipments	Thousands of tons	2,591.2	2,618.8	2,504.4	2,504.4	2,519.3	2,485.2	2,582.7
Brazil and India Corrugated Packaging Shipments	Thousands of tons	168.1	182.5	176.4	185.1	156.8	183.9	194.9
Total Corrugated Packaging Segment Shipments⁽¹⁾	Thousands of tons	2,759.3	2,801.3	2,680.8	2,689.5	2,676.1	2,669.1	2,777.6
N.A. Corrugated Container Shipments	Billions of square feet	23.9	23.8	23.2	24.9	25.4	24.7	25.3
N.A. Corrugated Container Shipments per Shipping Day	Millions of square feet	385.9	371.2	369.3	388.0	416.7	391.5	402.0
N.A. Corrugated Corrugated Packaging Converting Shipments	Thousands of tons	1,423.8	1,427.6	1,380.3	1,477.4	1,505.4	1,468.9	1,499.7
Brazil and India Corrugated Packaging Converting Shipments	Thousands of tons	109.0	102.8	100.5	122.1	115.5	119.1	121.8
<u>Consumer Packaging</u>								
Consumer Packaging Paperboard and Converting Shipments	Thousands of tons	876.1	942.3	911.1	910.7	903.8	884.8	964.8
Pulp Shipments	Thousands of tons	46.3	45.4	73.4	66.1	36.6	28.2	22.6
Total Consumer Packaging Segment Shipments	Thousands of tons	922.4	987.7	984.5	976.8	940.4	913.0	987.4
Consumer Packaging Converting Shipments	Thousands of tons	366.0	384.0	391.1	401.7	374.9	379.1	386.4
<u>Downtime</u>								
Corrugated Packaging Maintenance Downtime	Thousands of tons	110.3	86.5	21.2	88.5	78.7	55.4	103.5
Corrugated Packaging Economic Downtime	Thousands of tons	2.1	1.2	123.7	20.4	0.3	-	-
Consumer Packaging Maintenance Downtime	Thousands of tons	35.9	18.2	0.4	13.6	26.1	9.5	14.9
Consumer Packaging Economic Downtime	Thousands of tons	16.0	22.4	30.7	86.8	39.2	6.6	2.3

1) Combined North America, Brazil and India shipments.

NON-GAAP FINANCIAL MEASURES

ADJUSTED EARNINGS PER DILUTED SHARE

We use the non-GAAP financial measure “adjusted earnings per diluted share,” also referred to as “adjusted earnings per share” or “Adjusted EPS”, because we believe this measure provides our board of directors, investors, potential investors, securities analysts and others with useful information to evaluate our performance since it excludes restructuring and other costs, net, and other specific items that we believe are not indicative of our ongoing operating results. Our management and board of directors use this information to evaluate our performance relative to other periods. We believe the most directly comparable GAAP measure is Earnings per diluted share.

ADJUSTED OPERATING CASH FLOW AND ADJUSTED FREE CASH FLOW

We use the non-GAAP financial measures “adjusted operating cash flow” and “adjusted free cash flow” because we believe these measures provide our board of directors, investors, potential investors, securities analysts and others with useful information to evaluate our performance relative to other periods because they exclude restructuring and other costs, net of tax, that we believe are not indicative of our ongoing operating results. While these measures are similar to adjusted free cash flow, we believe they provide greater comparability across periods when capital expenditures are changing since they exclude an adjustment for capital expenditures. We believe adjusted free cash flow is also a useful measure as it reflects our cash flow inclusive of capital expenditures. We believe the most directly comparable GAAP measure is net cash provided by operating activities.

ADJUSTED SEGMENT INCOME, ADJUSTED SEGMENT EBITDA AND ADJUSTED SEGMENT EBITDA MARGINS

We use the non-GAAP financial measures “adjusted segment income”, “adjusted segment EBITDA” and “adjusted segment EBITDA margins”, along with other factors, to evaluate our segment performance against our peers. We believe that investors use these measures to evaluate our performance relative to our peers. We calculate adjusted segment income for each segment by adding segment income to certain adjustments and calculate “adjusted segment EBITDA” by further adding depreciation, depletion and amortization. We calculate adjusted segment EBITDA margin for each segment by dividing that segment’s adjusted segment EBITDA by its adjusted segment sales.

LEVERAGE RATIO, NET LEVERAGE RATIO, TOTAL FUNDED DEBT AND ADJUSTED TOTAL FUNDED DEBT

We use the non-GAAP financial measures “leverage ratio” and “net leverage ratio” as measurements of our operating performance and to compare to our publicly disclosed target leverage ratio. We believe investors use each measure to evaluate our available borrowing capacity – in the case of “net leverage ratio”, adjusted for cash and cash equivalents. We define leverage ratio as our Total Funded Debt divided by our Credit Agreement EBITDA, each of which term is defined in our credit agreement, dated July 1, 2015. Borrowing capacity under our credit agreement depends on, in addition to other measures, the Credit Agreement Debt/EBITDA ratio or the leverage ratio. As of June 30, 2021, our leverage ratio was 2.72 times. While the leverage ratio under our credit agreement determines the credit spread on our debt, we are not subject to a leverage ratio cap. Our credit agreement is subject to a Debt to Capitalization and Consolidated Interest Coverage Ratio, as defined therein. We define “Adjusted Total Funded Debt” as our Total Funded Debt less cash and cash equivalents. Net Leverage Ratio is the product of Adjusted Total Funded Debt divided by our Credit Agreement EBITDA. As of June 30, 2021, our net leverage ratio was 2.54 times.

ADJUSTED NET DEBT

We use the non-GAAP financial measure “adjusted net debt” to measure our level of debt across periods. We define adjusted net debt as total debt as reduced by items such as cash and cash equivalents, the fair value of debt step-up, and adjusted for the impact of the October 1, 2019 lease standard adoption, to reflect comparability across periods.

FORWARD-LOOKING GUIDANCE

We are not providing a reconciliation of forward-looking non-GAAP financial measures to the most directly comparable U.S. GAAP measure because we are unable to predict with reasonable certainty the ultimate outcome of certain significant items without unreasonable effort. These items include, but are not limited to, merger and acquisition-related expenses, restructuring expenses, asset impairments, litigation settlements, changes to contingent consideration and certain other gains or losses. These items are uncertain, depend on various factors, and could have a material impact on U.S. GAAP reported results for the guidance period.

ADJUSTED NET INCOME AND ADJUSTED EARNINGS PER DILUTED SHARE RECONCILIATION

(\$ in millions, except per share data)

	Q3 FY21						
	Adjustments to Segment EBITDA			Consolidated Results			
	Corrugated Packaging	Consumer Packaging	Other	Pre-Tax	Tax	Net of Tax	EPS
GAAP Results⁽¹⁾				\$ 328.4	\$ (77.4)	\$ 251.0	\$ 0.93
Ransomware recovery costs	2.1	0.9	6.3	9.3	(2.2)	7.1	0.02
MEPP liability adjustment due to interest rates	n/a	n/a	n/a	7.7	(1.9)	5.8	0.02
Restructuring and other items	n/a	n/a	n/a	6.9	(1.5)	5.4	0.02
Losses at closed plants, transition and start-up costs ⁽²⁾	0.5	0.8	-	1.4	(0.3)	1.1	0.01
Gain on sale of investment	n/a	n/a	n/a	(1.3)	0.3	(1.0)	-
Adjustments / Adjusted Results	\$ 2.6	\$ 1.7	\$ 6.3	\$ 352.4	\$ (83.0)	\$ 269.4	\$ 1.00
Noncontrolling interests						(0.9)	
Adjusted Net Income						\$ 268.5	

1) The GAAP results for Pre-Tax, Tax, Net of Tax and EPS are equivalent to the line items "Income before income taxes", "Income tax expense", "Consolidated net income" and "Earnings per diluted share", respectively, as reported on the statements of income.

2) The variance between the Pre-Tax column and the sum of the Adjustments to Segment EBITDA is depreciation and amortization.

ADJUSTED SEGMENT SALES, ADJUSTED SEGMENT EBITDA AND ADJUSTED SEGMENT INCOME⁽¹⁾

Q3 FY21

(\$ in millions)	Corrugated Packaging	Consumer Packaging	Corporate / Eliminations	Consolidated
Segment / Net sales	\$ 3,167.1	\$ 1,734.7	\$ (85.5)	\$ 4,816.3
Less: Trade sales	(84.8)	-	-	(84.8)
Adjusted Segment Sales	<u>\$ 3,082.3</u>	<u>\$ 1,734.7</u>	<u>\$ (85.5)</u>	<u>\$ 4,731.5</u>
Segment income ⁽¹⁾	\$ 321.7	\$ 132.0	\$ -	\$ 453.7
Non-allocated expenses	-	-	(22.3)	(22.3)
Depreciation and amortization	232.8	134.9	1.3	369.0
Segment EBITDA	554.5	266.9	(21.0)	800.4
Adjustments ⁽²⁾	2.6	1.7	6.3	10.6
Adjusted Segment EBITDA	<u>\$ 557.1</u>	<u>\$ 268.6</u>	<u>\$ (14.7)</u>	<u>\$ 811.0</u>
Segment EBITDA Margins ⁽³⁾	<u>17.5%</u>	<u>15.4%</u>		<u>16.6%</u>
Adjusted Segment EBITDA Margins ⁽³⁾	<u>18.1%</u>	<u>15.5%</u>		<u>16.8%</u>
Segment income	\$ 321.7	\$ 132.0	\$ -	\$ 453.7
Non-allocated expenses	-	-	(22.3)	(22.3)
Adjustments, including D&A adjustments	2.7	1.7	6.3	10.7
Adjusted Segment Income	<u>\$ 324.4</u>	<u>\$ 133.7</u>	<u>\$ (16.0)</u>	<u>\$ 442.1</u>

1) Segment income includes pension and other postretirement income (expense).

2) See the Adjusted Net Income table on slide 24 for adjustments.

3) Segment EBITDA Margins are calculated using Segment / Net sales, Corrugated Packaging and Consumer Packaging Adjusted Segment EBITDA Margins are calculated using Adjusted Segment Sales; the Consolidated Adjusted Segment EBITDA Margin is calculated using Segment / Net sales.

CORRUGATED PACKAGING ADJUSTED SEGMENT EBITDA

	Q3 FY21			
(\$ in millions)	North American Corrugated	Brazil Corrugated	Other ⁽¹⁾	Corrugated Packaging
Segment sales	\$ 2,731.2	\$ 127.2	\$ 308.7	\$ 3,167.1
Less: Trade sales	(84.8)	-	-	(84.8)
Adjusted Segment Sales	\$ 2,646.4	\$ 127.2	\$ 308.7	\$ 3,082.3
Segment income ⁽²⁾	\$ 292.8	\$ 17.7	\$ 11.2	\$ 321.7
Depreciation and amortization	214.9	11.8	6.1	232.8
Segment EBITDA	507.7	29.5	17.3	554.5
Adjustments ⁽³⁾	2.6	-	-	2.6
Adjusted Segment EBITDA	\$ 510.3	\$ 29.5	\$ 17.3	\$ 557.1
Segment EBITDA Margins ⁽⁴⁾	18.6%	23.2%		17.5%
Adjusted Segment EBITDA Margins ⁽⁴⁾	19.3%	23.2%		18.1%

1) The "Other" column includes our Victory Packaging and India corrugated operations.

2) Segment income includes pension and other postretirement income (expense).

3) See the Adjusted Net income table on slide 24 for adjustments.

4) Segment EBITDA Margins are calculated using Segment sales and Adjusted Segment EBITDA Margins are calculated using Adjusted Segment Sales.

ADJUSTED NET INCOME AND ADJUSTED EARNINGS PER DILUTED SHARE RECONCILIATION

(\$ in millions, except per share data)

	Q2 FY21						
	Adjustments to Segment EBITDA			Consolidated Results			
	Corrugated Packaging	Consumer Packaging	Other	Pre-Tax	Tax	Net of Tax	EPS
GAAP Results⁽¹⁾				\$ 144.9	\$ (30.5)	\$ 114.4	\$ 0.42
Grupo Gondi option	n/a	n/a	n/a	22.5	(6.7)	15.8	0.06
Ransomware recovery costs	2.0	0.8	17.0	19.8	(4.9)	14.9	0.06
Accelerated compensation - former CEO	-	n/a	11.7	11.7	-	11.7	0.04
Restructuring and other items	n/a	n/a	n/a	5.2	(1.4)	3.8	0.01
Losses at closed plants, transition and start-up costs ⁽²⁾	0.4	0.2	-	0.8	(0.2)	0.6	-
Accelerated depreciation on major capital projects and certain plant closures ⁽²⁾	n/a	n/a	n/a	0.5	(0.2)	0.3	-
Gain on sale of sawmill	n/a	n/a	n/a	(16.5)	8.3	(8.2)	(0.03)
MEPP liability adjustment due to interest rates	n/a	n/a	n/a	(8.1)	2.0	(6.1)	(0.02)
Adjustments / Adjusted Results	\$ 2.4	\$ 1.0	\$ 28.7	\$ 180.8	\$ (33.6)	\$ 147.2	\$ 0.54
Noncontrolling interests						(1.9)	
Adjusted Net Income						\$ 145.3	

1) The GAAP results for Pre-Tax, Tax, Net of Tax and EPS are equivalent to the line items "Income before income taxes", "Income tax expense", "Consolidated net income" and "Earnings per diluted share", respectively, as reported on the statements of income.

2) The variance between the Pre-Tax column and the sum of the Adjustments to Segment EBITDA is depreciation and amortization.

ADJUSTED SEGMENT SALES, ADJUSTED SEGMENT EBITDA AND ADJUSTED SEGMENT INCOME⁽¹⁾

Q2 FY21

(\$ in millions)	Corrugated Packaging	Consumer Packaging	Corporate / Eliminations	Consolidated
Segment / Net sales	\$ 2,913.4	\$ 1,589.9	\$ (65.5)	\$ 4,437.8
Less: Trade sales	(71.1)	-	-	(71.1)
Adjusted Segment Sales	<u>\$ 2,842.3</u>	<u>\$ 1,589.9</u>	<u>\$ (65.5)</u>	<u>\$ 4,366.7</u>
Segment income ⁽¹⁾	\$ 205.3	\$ 81.2	\$ -	\$ 286.5
Non-allocated expenses	-	-	(39.5)	(39.5)
Depreciation and amortization	229.9	130.1	1.4	361.4
Segment EBITDA	435.2	211.3	(38.1)	608.4
Adjustments ⁽²⁾	2.4	1.0	28.7	32.1
Adjusted Segment EBITDA	<u>\$ 437.6</u>	<u>\$ 212.3</u>	<u>\$ (9.4)</u>	<u>\$ 640.5</u>
Segment EBITDA Margins ⁽³⁾	<u>14.9%</u>	<u>13.3%</u>		<u>13.7%</u>
Adjusted Segment EBITDA Margins ⁽³⁾	<u>15.4%</u>	<u>13.4%</u>		<u>14.4%</u>
Segment income	\$ 205.3	\$ 81.2	\$ -	\$ 286.5
Non-allocated expenses	-	-	(39.5)	(39.5)
Adjustments, including D&A adjustments	2.8	1.2	28.7	32.7
Adjusted Segment Income	<u>\$ 208.1</u>	<u>\$ 82.4</u>	<u>\$ (10.8)</u>	<u>\$ 279.7</u>

1) Segment income includes pension and other postretirement income (expense).

2) See the Adjusted Net Income table on slide 27 for adjustments.

3) Segment EBITDA Margins are calculated using Segment / Net sales, Corrugated Packaging and Consumer Packaging Adjusted Segment EBITDA Margins are calculated using Adjusted Segment Sales; the Consolidated Adjusted Segment EBITDA Margin is calculated using Segment / Net sales.

CORRUGATED PACKAGING ADJUSTED SEGMENT EBITDA

(\$ in millions)	Q2 FY21			
	North American Corrugated	Brazil Corrugated	Other ⁽¹⁾	Corrugated Packaging
Segment sales	\$ 2,540.9	\$ 96.5	\$ 276.0	\$ 2,913.4
Less: Trade sales	(71.1)	-	-	(71.1)
Adjusted Segment Sales	\$ 2,469.8	\$ 96.5	\$ 276.0	\$ 2,842.3
Segment income ⁽²⁾	\$ 192.2	\$ 5.3	\$ 7.8	\$ 205.3
Depreciation and amortization	212.7	11.2	6.0	229.9
Segment EBITDA	404.9	16.5	13.8	435.2
Adjustments ⁽³⁾	2.3	-	0.1	2.4
Adjusted Segment EBITDA	\$ 407.2	\$ 16.5	\$ 13.9	\$ 437.6
Segment EBITDA Margins ⁽⁴⁾	15.9%	17.1%		14.9%
Adjusted Segment EBITDA Margins ⁽⁴⁾	16.5%	17.1%		15.4%

1) The "Other" column includes our Victory Packaging and India corrugated operations.

2) Segment income includes pension and other postretirement income (expense).

3) See the Adjusted Net income table on slide 27 for adjustments.

4) Segment EBITDA Margins are calculated using Segment sales and Adjusted Segment EBITDA Margins are calculated using Adjusted Segment Sales.

ADJUSTED NET INCOME AND ADJUSTED EARNINGS PER DILUTED SHARE RECONCILIATION

(\$ in millions, except per share data)

	Q3 FY20						
	Adjustments to Segment EBITDA			Consolidated Results			
	Corrugated Packaging	Consumer Packaging	L&D and Other	Pre-Tax	Tax	Net of Tax	EPS
GAAP Results⁽¹⁾				\$ 199.2	\$ (19.2)	\$ 180.0	\$ 0.69
COVID-19 manufacturing and operations bonus	16.5	15.1	-	31.6	(7.7)	23.9	0.09
Restructuring and other items	n/a	n/a	n/a	9.7	(2.4)	7.3	0.03
North Charleston and Florence transition and reconfiguration costs ⁽²⁾	5.8	-	-	6.3	(1.5)	4.8	0.02
Losses at closed plants, transition and start-up costs ⁽²⁾	2.4	2.4	-	5.6	(1.2)	4.4	0.02
Direct costs from Hurricane Michael	0.5	-	-	0.5	(0.1)	0.4	-
Loss on extinguishment of debt	n/a	n/a	n/a	0.6	(0.2)	0.4	-
Adjustment related to Tax Cuts and Jobs Act	n/a	n/a	n/a	-	(16.4)	(16.4)	(0.06)
Brazil indirect tax ⁽³⁾	(4.2)	-	-	(9.9)	3.3	(6.6)	(0.03)
Other	-	(1.3)	-	0.9	(0.3)	0.6	-
Adjustments / Adjusted Results	\$ 21.0	\$ 16.2	\$ -	\$ 244.5	\$ (45.7)	\$ 198.8	\$ 0.76
Noncontrolling interests						(1.5)	
Adjusted Net Income						\$ 197.3	

1) The GAAP results for Pre-Tax, Tax, Net of Tax and EPS are equivalent to the line items "Income before income taxes", "Income tax expense", "Consolidated net income" and "Earnings per diluted share", respectively, as reported on the statements of income.

2) The variance between the Pre-Tax column and the sum of the Adjustments to Segment EBITDA is depreciation and amortization.

3) The variance between the Pre-Tax column and the sum of the Adjustments to Segment EBITDA is primarily interest income.

ADJUSTED SEGMENT SALES, ADJUSTED SEGMENT EBITDA AND ADJUSTED SEGMENT INCOME⁽¹⁾

Q3 FY20

(\$ in millions)

	Corrugated Packaging	Consumer Packaging	Corporate / Eliminations	Consolidated
Segment / Net sales	\$ 2,728.8	\$ 1,552.6	\$ (45.1)	\$ 4,236.3
Less: Trade sales	(94.7)	-	-	(94.7)
Adjusted Segment Sales	<u>\$ 2,634.1</u>	<u>\$ 1,552.6</u>	<u>\$ (45.1)</u>	<u>\$ 4,141.6</u>
Segment income ⁽²⁾	\$ 227.9	\$ 95.3	\$ -	\$ 323.2
Non-allocated expenses	-	-	(18.3)	(18.3)
Depreciation and amortization	233.1	131.2	1.4	365.7
Segment EBITDA	461.0	226.5	(16.9)	670.6
Adjustments ⁽³⁾	21.0	16.2	-	37.2
Adjusted Segment EBITDA	<u>\$ 482.0</u>	<u>\$ 242.7</u>	<u>\$ (16.9)</u>	<u>\$ 707.8</u>
Segment EBITDA Margins	<u>16.9%</u>	<u>14.6%</u>		<u>15.8%</u>
Adjusted Segment EBITDA Margins	<u>18.3%</u>	<u>15.6%</u>		<u>16.7%</u>
Segment income	\$ 227.9	\$ 95.3	\$ -	\$ 323.2
Non-allocated expenses	-	-	(18.3)	(18.3)
Adjustments, including D&A adjustments	21.7	16.8	-	38.5
Adjusted Segment Income	<u>\$ 249.6</u>	<u>\$ 112.1</u>	<u>\$ (18.3)</u>	<u>\$ 343.4</u>

1) Segment income includes pension and other postretirement income (expense).

2) See the Adjusted Net Income table on slide 30 for adjustments.

3) Segment EBITDA Margins are calculated using Segment / Net sales, Corrugated Packaging and Consumer Packaging Adjusted Segment EBITDA Margins are calculated using Adjusted Segment Sales; the Consolidated Adjusted Segment EBITDA Margin is calculated using Segment / Net sales.

CORRUGATED PACKAGING ADJUSTED SEGMENT EBITDA

	Q3 FY20			
(\$ in millions)	North American Corrugated	Brazil Corrugated	Other ⁽¹⁾	Corrugated Packaging
Segment sales	\$ 2,392.5	\$ 87.8	\$ 248.5	\$ 2,728.8
Less: Trade sales	(94.7)	-	-	(94.7)
Adjusted Segment Sales	<u>\$ 2,297.8</u>	<u>\$ 87.8</u>	<u>\$ 248.5</u>	<u>\$ 2,634.1</u>
Segment income ⁽²⁾	\$ 213.6	\$ 13.7	\$ 0.6	\$ 227.9
Depreciation and amortization	<u>216.3</u>	<u>10.5</u>	<u>6.3</u>	<u>233.1</u>
Segment EBITDA	429.9	24.2	6.9	461.0
Adjustments ⁽³⁾	<u>24.1</u>	<u>(3.5)</u>	<u>0.4</u>	<u>21.0</u>
Adjusted Segment EBITDA	<u>\$ 454.0</u>	<u>\$ 20.7</u>	<u>\$ 7.3</u>	<u>\$ 482.0</u>
Segment EBITDA Margins ⁽⁴⁾	<u>18.0%</u>	<u>27.6%</u>		<u>16.9%</u>
Adjusted Segment EBITDA Margins ⁽⁴⁾	<u>19.8%</u>	<u>23.6%</u>		<u>18.3%</u>

1) The "Other" column includes our Victory Packaging and India corrugated operations.

2) Segment income includes pension and other postretirement income (expense).

3) See the Adjusted Net income table on slide 30 for adjustments.

4) Segment EBITDA Margins are calculated using Segment sales and Adjusted Segment EBITDA Margins are calculated using Adjusted Segment Sales.

RECONCILIATION OF NET INCOME TO ADJUSTED SEGMENT EBITDA

(\$ in millions)	Q3 FY20	Q2 FY21	Q3 FY21
Net income attributable to common stockholders	\$ 178.5	\$ 112.5	\$ 250.1
<u>Adjustments:</u> ⁽¹⁾			
Less: Net Income attributable to noncontrolling interests	1.5	1.9	0.9
Income tax expense	19.2	30.5	77.4
Other (income) expense, net	5.0	13.4	(6.4)
Loss on extinguishment of debt	0.6	-	-
Interest expense, net	92.4	83.5	102.5
Restructuring and other costs	9.7	5.2	6.9
Multiemployer pension withdrawal income	(2.0)	-	-
Non-allocated expenses	18.3	39.5	22.3
Segment Income ⁽²⁾	323.2	286.5	453.7
Non-allocated expenses	(18.3)	(39.5)	(22.3)
Depreciation and amortization	365.7	361.4	369.0
Segment EBITDA	670.6	608.4	800.4
Adjustments ⁽³⁾	37.2	32.1	10.6
Adjusted Segment EBITDA	\$ 707.8	\$ 640.5	\$ 811.0
Net Sales	\$ 4,236.3	\$ 4,437.8	\$ 4,816.3
Net income margin	4.2%	2.5%	5.2%
Segment EBITDA Margin	15.8%	13.7%	16.6%
Adjusted Segment EBITDA Margin	16.7%	14.4%	16.8%

1) Schedule adds back expense or subtracts income for certain financial statement and segment footnote items to compute segment income, Segment EBITDA and Adjusted Segment EBITDA.

2) Segment income includes pension and other postretirement income (expense).

3) See the Adjusted Net Income tables on slides 30, 27 and 24 for adjustments.

ADJUSTED OPERATING CASH FLOW AND FREE CASH FLOW RECONCILIATION

	Q3 FY21 YTD			Q3 FY21 YTD
(\$ in millions)	Q1 FY21	Q2 FY21	Q3 FY21	
Net cash provided by operating activities	\$ 719.4	\$ 132.2	\$ 750.8	\$ 1,602.4
Plus: Cash Restructuring and other costs, net of income tax benefit of \$4.2, \$1.9, and \$1.7 respectively	12.8	5.9	5.4	24.1
Adjusted Operating Cash Flow	732.2	138.1	756.2	1,626.5
Less: Capital expenditures	(170.7)	(132.3)	(202.4)	(505.4)
Adjusted Free Cash Flow	\$ 561.5	\$ 5.8	\$ 553.8	\$ 1,121.1

RECONCILIATION OF PACKAGING SOLUTIONS & EXTERNAL PAPER SALES TO CONSOLIDATED NET SALES

(\$ in millions)

	Q3 FY21				
	Packaging Solutions	External Paper	Change in Eliminations	Other	Total
Corrugated Packaging	\$ 2,321.4	\$ 837.9	\$ 7.8	\$ -	\$ 3,167.1
Consumer Packaging	1,132.7	544.6	57.4	-	1,734.7
Eliminations	(20.3)	-	(65.2)	-	(85.5)
Consolidated	\$ 3,433.8	\$ 1,382.5	\$ -	\$ -	\$ 4,816.3
<i>% of Total</i>	71.3%	28.7%			
<i>YoY Increase</i>	15.4%	9.7%			

	Q3 FY20				
	Packaging Solutions	External Paper	Change in Eliminations	Other	Total
Corrugated Packaging	\$ 1,969.8	\$ 756.8	\$ 2.2	\$ -	\$ 2,728.8
Consumer Packaging	1,024.4	503.6	24.6	-	1,552.6
Land & Development	-	-	-	-	-
Eliminations	(18.3)	-	(26.8)	-	(45.1)
Consolidated	\$ 2,975.9	\$ 1,260.4	\$ -	\$ -	\$ 4,236.3
<i>% of Total</i>	70.2%	29.8%			

TTM CREDIT AGREEMENT EBITDA

TTM CREDIT AGREEMENT EBITDA

(\$ in millions)	TTM Mar. 31, 2019	TTM Sep. 30, 2019	TTM Sep. 30, 2020	TTM Jun. 30, 2021
Net loss attributable to common stockholders	\$ 847.3	\$ 862.9	\$ (690.9)	\$ (641.4)
Interest expense, net	352.7	413.7	382.2	368.7
Income tax expense	289.8	276.8	163.5	198.2
Depreciation and amortization	1,372.5	1,511.2	1,487.0	1,460.5
Additional permitted charges and acquisition EBITDA ⁽¹⁾	639.8	247.1	1,567.7	1,661.7
Credit Agreement EBITDA	\$ 3,502.1	\$ 3,311.7	\$ 2,909.5	\$ 3,047.7

TOTAL DEBT, FUNDED DEBT AND LEVERAGE RATIO

(\$ in millions, except ratios)	Mar. 31, 2019	Sep. 30, 2019	Sep. 30, 2020	Jun. 30, 2021
Current portion of debt	\$ 1,422.4	\$ 561.1	\$ 222.9	\$ 565.7
Long-term debt due after one year	9,373.1	9,502.3	9,207.7	8,106.9
Total debt	10,795.5	10,063.4	9,430.6	8,672.6
Less: FV step up and deferred financing fees	(208.0)	(186.8)	(169.3)	(162.2)
Less: short-term and long-term chip mill obligation	-	-	(97.3)	(94.1)
Less: other adjustments to funded debt	(82.8)	(68.0)	(100.0)	(116.0)
Total Funded Debt	\$ 10,504.7	\$ 9,808.6	\$ 9,064.0	\$ 8,300.3
LTM credit agreement EBITDA	\$ 3,502.1	\$ 3,311.7	\$ 2,909.5	\$ 3,047.7
Leverage Ratio	3.00x	2.96x	3.12x	2.72x
Total funded debt	\$ 10,504.7	\$ 9,808.6	\$ 9,064.0	\$ 8,300.3
Less: cash and cash equivalents	(154.2)	(151.6)	(251.1)	(549.8)
Adjusted Total Funded Debt	\$ 10,350.5	\$ 9,657.0	\$ 8,812.9	\$ 7,750.5
Net Leverage Ratio	2.96x	2.92x	3.03x	2.54x

1) Additional Permitted Charges includes among other items, \$1,333 million of non-cash goodwill impairment charges in TTM Sep. 2020 and TTM Jun. 2021, permitted acquisition EBITDA primarily in TTM Sep. 2019, restructuring and other costs, and other items in all periods.

ADJUSTED NET DEBT

(\$ in millions)	<u>Mar. 31, 2019</u>	<u>Sep. 30, 2019</u>	<u>Sep. 30, 2020</u>	<u>Jun. 30, 2021</u>
Current portion of debt	\$ 1,422.4	\$ 561.1	\$ 222.9	\$ 565.7
Long-term debt due after one year	9,373.1	9,502.3	9,207.7	8,106.9
Total debt	\$ 10,795.5	\$ 10,063.4	\$ 9,430.6	\$ 8,672.6
Plus: lease standard adoption ⁽¹⁾	100.3	100.3	-	-
Adjusted Total Debt	\$ 10,895.8	\$ 10,163.7	\$ 9,430.6	\$ 8,672.6
Less: Cash and cash equivalents	(154.2)	(151.6)	(251.1)	(549.8)
Less: Fair value of debt step-up	(243.2)	(228.4)	(208.9)	(196.6)
Adjusted Net Debt	\$ 10,498.4	\$ 9,783.7	\$ 8,970.6	\$ 7,926.2
Adjusted Net Debt reduction Since Mar. 31, 2019				\$ 2,572.2

1) Adjusts for the October 1, 2019 lease standard adoption as codified in ASC 842 that caused us to recharacterize a short-term and long-term liability for two chip mills to a finance lease obligation.

