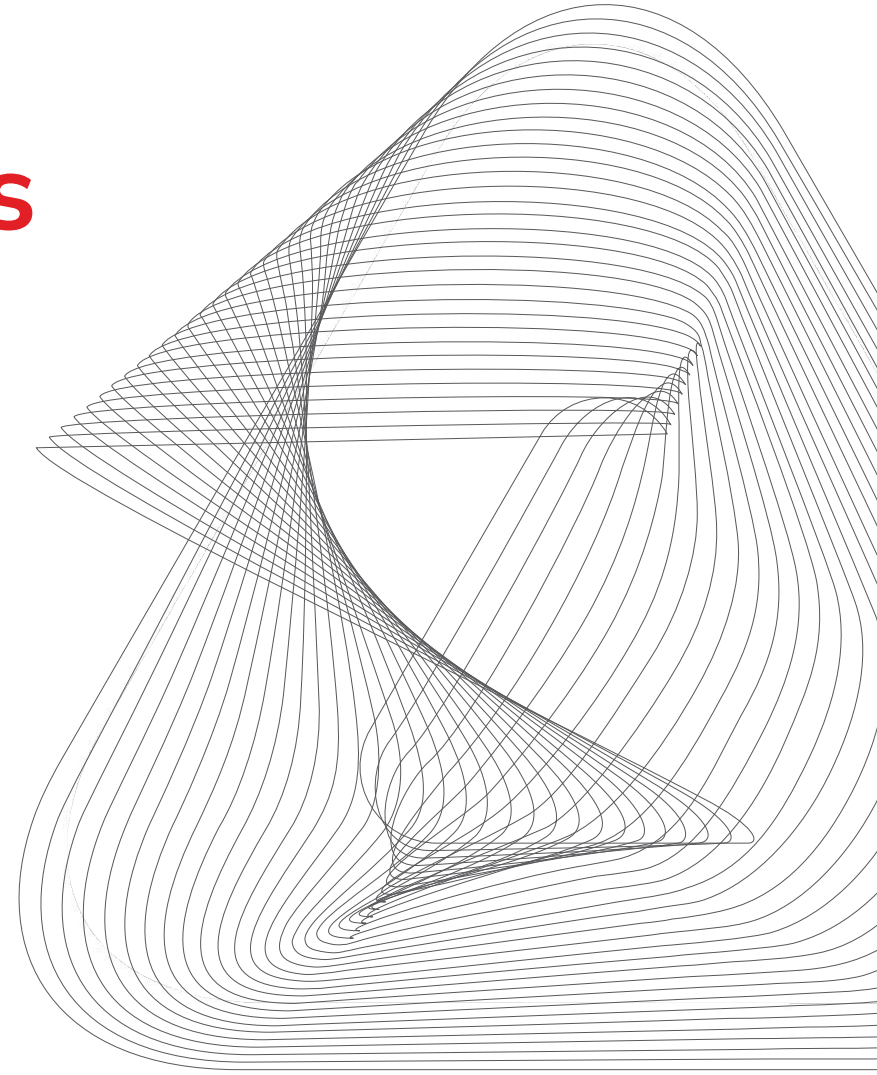


# Third Quarter 2022 Financial Review and Analysis (preliminary, unaudited)

October 26, 2022

## Supplemental Presentation Materials

Unless otherwise indicated, comparisons are to the same period in the prior year.



# Safe Harbor Statement

Certain statements contained in this document are "forward-looking statements" intended to qualify for the safe harbor from liability established by the Private Securities Litigation Reform Act of 1995. These forward-looking statements, and financial or other business targets, are subject to certain risks and uncertainties. We believe that the most significant risk factors that could affect our financial performance in the near term include: (i) the impacts to underlying demand for our products from global economic conditions, political uncertainty, and changes in environmental standards and governmental regulations, including as a result of COVID-19; (ii) the cost and availability of raw materials; (iii) competitors' actions, including pricing, expansion in key markets, and product offerings; (iv) the degree to which higher costs can be offset with productivity measures and/or passed on to customers through price increases, without a significant loss of volume; (v) foreign currency fluctuations; and (vi) the execution and integration of acquisitions.

Actual results and trends may differ materially from historical or anticipated results depending on a variety of factors, including but are not limited to, risks and uncertainties relating to the following:

- Our Business – fluctuations in demand affecting sales to customers; fluctuations in the cost and availability of raw materials and energy; changes in our markets due to competitive conditions, technological developments, environmental standards, laws and regulations, and customer preferences; the impact of competitive products and pricing; execution and integration of acquisitions; selling prices; customer and supplier concentrations or consolidations; financial condition of distributors; outsourced manufacturers; product and service quality; timely development and market acceptance of new products, including sustainable or sustainably-sourced products; investment in development activities and new production facilities; successful implementation of new manufacturing technologies and installation of manufacturing equipment; our ability to generate sustained productivity improvement; our ability to achieve and sustain targeted cost reductions; and collection of receivables from customers
- International Operations – worldwide and local economic and market conditions; changes in political conditions, including those related to the Russian invasion of Ukraine; and fluctuations in foreign currency exchange rates and other risks associated with foreign operations, including in emerging markets
- COVID-19
- Income Taxes – fluctuations in tax rates; changes in tax laws and regulations, and uncertainties associated with interpretations of such laws and regulations; retention of tax incentives; outcome of tax audits; and the realization of deferred tax assets
- Information Technology – disruptions in information technology systems or data security breaches, including cyber-attacks or other intrusions to network security; and successful installation of new or upgraded information technology systems
- Human Capital – recruitment and retention of employees; and collective labor arrangements
- Our Indebtedness – credit risks; our ability to obtain adequate financing arrangements and maintain access to capital; fluctuations in interest rates; volatility of financial markets; and compliance with our debt covenants
- Ownership of Our Stock – potential significant variability of our stock price and amounts of future dividends and share repurchases
- Legal and Regulatory Matters – protection and infringement of intellectual property; impact of legal and regulatory proceedings, including with respect to environmental, anti-corruption, health and safety, and trade compliance
- Other Financial Matters – fluctuations in pension costs and goodwill impairment

For a more detailed discussion of these factors, see "Risk Factors" and "Management's Discussion and Analysis of Financial Condition and Results of Operations" in our 2021 Form 10-K, filed with the Securities and Exchange Commission on February 23, 2022, and subsequent quarterly reports on Form 10-Q.

**The forward-looking statements included in this document are made only as of the date of this document, and we undertake no obligation to update these statements to reflect subsequent events or circumstances, other than as may be required by law.**

# Use of Non-GAAP Financial Measures

This presentation contains certain non-GAAP financial measures as defined by SEC rules. We report our financial results in conformity with accounting principles generally accepted in the United States of America, or GAAP, and also communicate with investors using certain non-GAAP financial measures. These non-GAAP financial measures are not in accordance with, nor are they a substitute for or superior to, the comparable GAAP financial measures. These non-GAAP financial measures are intended to supplement the presentation of our financial results prepared in accordance with GAAP. Based on feedback from investors and financial analysts, we believe that the supplemental non-GAAP financial measures we provide are useful to their assessments of our performance and operating trends, as well as liquidity. In accordance with Regulations G and S-K, reconciliations of non-GAAP financial measures from the most directly comparable GAAP financial measures, including limitations associated with these non-GAAP financial measures, are provided in the appendix to this document and/or financial schedules accompanying the earnings news release for the quarter (see Attachments A-4 through A-10 to news release dated October 26, 2022).

Our non-GAAP financial measures exclude the impact of certain events, activities or strategic decisions. The accounting effects of these events, activities or decisions, which are included in the GAAP financial measures, may make it more difficult to assess our underlying performance in a single period. By excluding the accounting effects, positive or negative, of certain items (e.g., restructuring charges, outcomes of certain legal proceedings, certain effects of strategic transactions and related costs, losses from debt extinguishments, gains or losses from curtailment or settlement of pension obligations, gains or losses on sales of certain assets, gains or losses on venture investments and other items), we believe that we are providing meaningful supplemental information that facilitates an understanding of our core operating results and liquidity measures. While some of the items we exclude from GAAP financial measures recur, they tend to be disparate in amount, frequency or timing.

We use these non-GAAP financial measures internally to evaluate trends in our underlying performance, as well as to facilitate comparison to the results of competitors for quarters and year-to-date periods, as applicable. We use the non-GAAP financial measures described below in this presentation.

- **Sales change ex. currency** refers to the increase or decrease in net sales, excluding the estimated impact of foreign currency translation and the reclassification of sales between segments, and, where applicable, an extra week in our fiscal year and the calendar shift resulting from the extra week in the prior fiscal year, and currency adjustment for transitional reporting of highly inflationary economies. The estimated impact of foreign currency translation is calculated on a constant currency basis, with prior period results translated at current period average exchange rates to exclude the effect of currency fluctuations.
- **Organic sales change** refers to sales change ex. currency, excluding the estimated impact of acquisitions and product line divestitures.

We believe that sales change ex. currency and organic sales change assist investors in evaluating the sales change from the ongoing activities of our businesses and enhance their ability to evaluate our results from period to period.

We believe that the following measures assist investors in understanding our core operating trends and comparing our results with those of our competitors.

- **Adjusted operating income** refers to income before taxes; interest expense; other non-operating expense (income), net; and other expense (income), net.
- **Adjusted EBITDA** refers to adjusted operating income before depreciation and amortization.
- **Adjusted operating margin** refers to adjusted operating income as a percentage of net sales.
- **Adjusted EBITDA margin** refers to adjusted EBITDA as a percentage of net sales.
- **Adjusted tax rate** refers to the projected full-year GAAP tax rate, adjusted to exclude certain unusual or infrequent events that are expected to significantly impact that rate, such as effects of certain discrete tax planning actions, impacts related to enactments of comprehensive tax law changes, and other items.
- **Adjusted net income** refers to income before taxes, tax-effected at the adjusted tax rate, and adjusted for tax-effected restructuring charges and other items.
- **Adjusted net income per common share, assuming dilution (adjusted EPS)** refers to adjusted net income divided by the weighted average number of common shares outstanding, assuming dilution.
- **Adjusted EPS ex. currency** refers to the change in adjusted net income per common share, assuming dilution, on a constant currency basis. The estimated impact of foreign currency translation is calculated on a constant currency basis, with prior period results translated at current period average exchange rates to exclude the effect of currency fluctuations.
- **Net debt to adjusted EBITDA ratio** refers to total debt (including finance leases) less cash and cash equivalents, divided by adjusted EBITDA for the last twelve months. We believe that the net debt to adjusted EBITDA ratio assists investors in assessing our leverage position.
- **Free cash flow** refers to cash flow provided by operating activities, less payments for property, plant and equipment, software and other deferred charges, plus proceeds from sales of property, plant and equipment, plus (minus) net proceeds from insurance and sales (purchases) of investments. Free cash flow is also adjusted for, where applicable, certain acquisition-related transaction costs. We believe that free cash flow assists investors by showing the amount of cash we have available for debt reductions, dividends, share repurchases, and acquisitions.

This document has been furnished (not filed) on Form 8-K with the SEC and may be found on our website at [www.investors.averydennison.com](http://www.investors.averydennison.com).

# Continuing to deliver strong earnings growth, Q3 in-line with expectations

## Significant sales and income growth

- Reported EPS of \$2.70; adj. EPS (non-GAAP) of \$2.46, up 15% and 26% ex. currency
- Net sales of \$2.32 bil., up 19% ex. currency (non-GAAP) and 16% organically (non-GAAP)
- Operating income up significantly
  - Adj. EBITDA (non-GAAP) of \$360 mil., up 13%
  - Adj. EBITDA margin (non-GAAP) of 15.6%, up 20 bps
- YTD free cash flow (non-GAAP) of \$423 mil.

## LGM and RBIS both delivered significant sales growth and strong margins

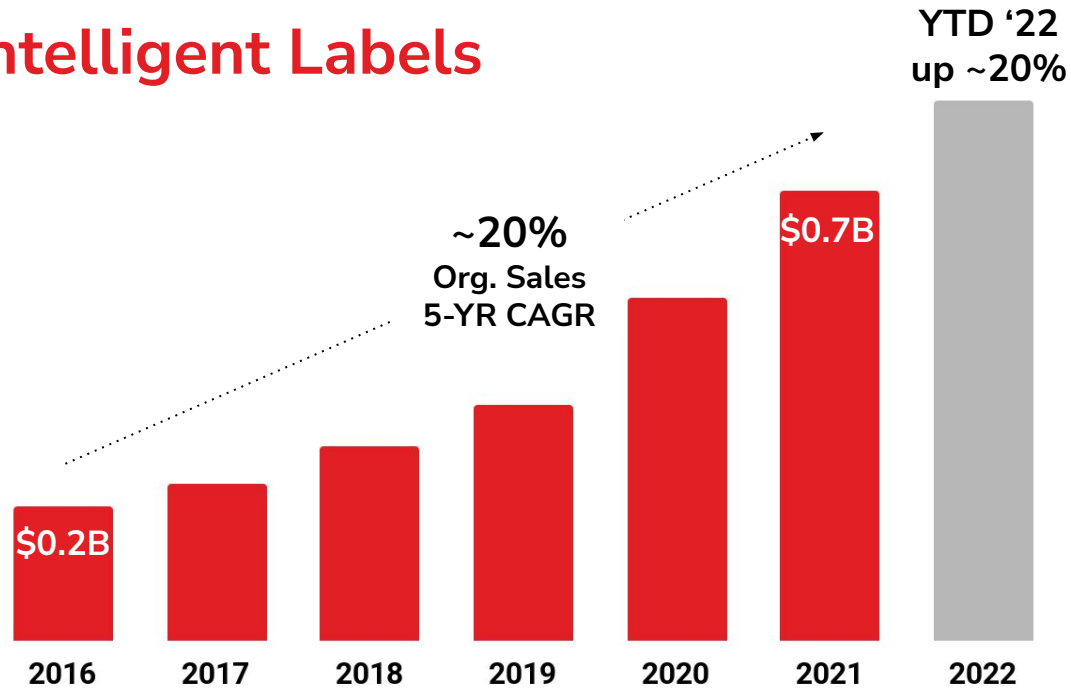
- LGM growth driven by pricing to offset increasing inflation in paper, energy and labor
- RBIS growth driven by continued strength in high value categories

## Intelligent Labels continues strong growth trend; momentum accelerating and investing for growth

## Narrowing full year adj. EPS guidance range to \$9.70 to \$9.85, incl. incremental 10 cent currency headwind

- Up ~10% compared to prior year and 18% ex. currency
- FY organic sales growth ~13%, down 0.5 pts. from previous expectation, reflecting lower volume growth

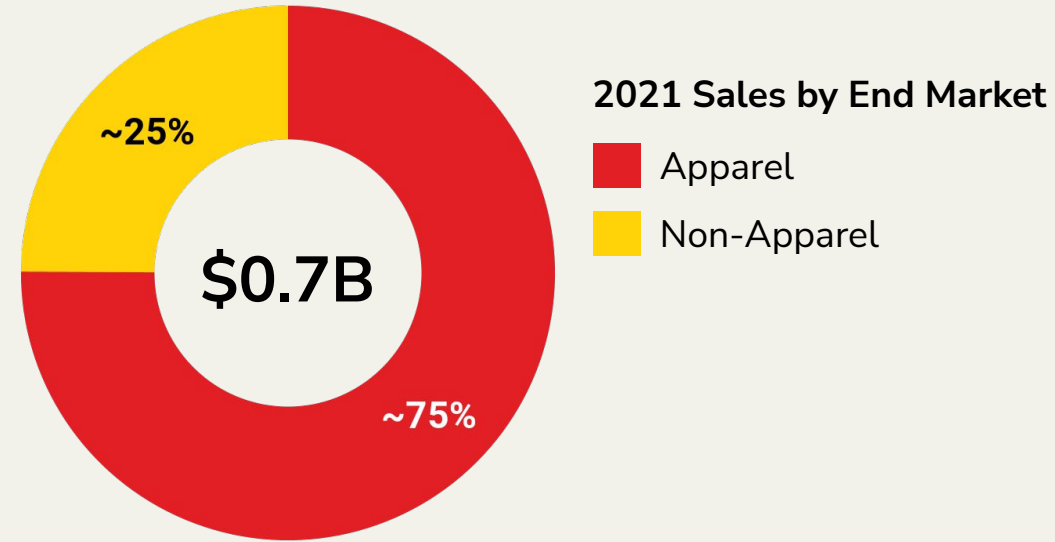
# Intelligent Labels



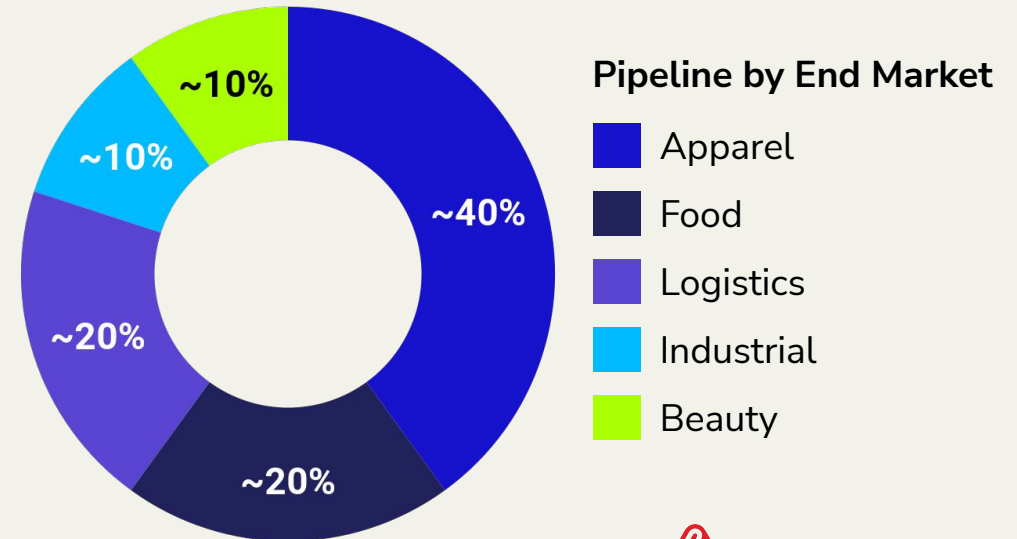
- Industry-leading position; 50%+ UHF RFID segment share
- Targeting 20%+ organic growth in coming years
- Clear innovation leader
- Investing in capacity and market development

Solutions enabling omnichannel retail, more efficient supply chains, enhanced consumer experience and less waste

End Market



# of Engagements



## Quarterly Sales Trend Analysis

	3Q21	4Q21	1Q22	2Q22	3Q22
<b>Reported Sales Change</b>	<b>19.8%</b>	<b>9.7%</b>	<b>14.5%</b>	<b>11.7%</b>	<b>11.8%</b>
Organic Sales Change <sup>(1)</sup>	13.9%	12.8%	12.7%	11.3%	15.5%
Acquisitions/Divestitures	3.0%	5.7%	5.3%	5.4%	3.5%
Sales Change Ex. Currency <sup>(1),(2)</sup>	17.0%	18.5%	18.0%	16.7%	19.0%
Extra Week Impact	-	(8.5%)	-	-	-
Currency Translation	2.8%	(0.3%)	(3.4%)	(5.0%)	(7.2%)
<b>Reported Sales Change<sup>(2)</sup></b>	<b>19.8%</b>	<b>9.7%</b>	<b>14.5%</b>	<b>11.7%</b>	<b>11.8%</b>

(1) Non-GAAP

(2) Totals may not sum due to rounding

October 26, 2022

Third Quarter 2022 Financial Review and Analysis



## Quarterly Sales Trend Analysis (cont.)

	Organic Sales Change				
	3Q21	4Q21	1Q22	2Q22	3Q22
LGM	14%	11%	12%	15%	20%
RBIS	14%	20%	20%	5%	7%
IHM	15%	10%	1%	7%	5%
<b>Total Company</b>	<b>14%</b>	<b>13%</b>	<b>13%</b>	<b>11%</b>	<b>16%</b>
<b>Total Company Sales Change Ex. Currency</b>	<b>17%</b>	<b>19%</b>	<b>18%</b>	<b>17%</b>	<b>19%</b>

# Third Quarter Sales Growth and Operating Margin Comparison

## Third Quarter Sales Growth

	Reported	Ex. Currency	Organic
Label and Graphic Materials	11.6%	20.2%	20.4%
Retail Branding and Information Solutions	17.4%	21.6%	7.2%
Industrial and Healthcare Materials	(1.9%)	4.0%	5.4%
Total Company	11.8%	19.0%	15.5%

## Reported Operating Margin

## Adj. EBITDA Margin

	3Q22	3Q21	3Q22	3Q21
Label and Graphic Materials	14.3%	13.7%	15.6%	15.9%
Retail Branding and Information Solutions	12.2%	11.0%	18.9%	18.7%
Industrial and Healthcare Materials	10.6%	9.6%	14.3%	13.4%
Total Company	12.6%	11.7%	15.6%	15.4%



# Label and Graphic Materials

**Reported sales** increased 12% to \$1.5 bil.

Sales up 20% organically due almost entirely to pricing

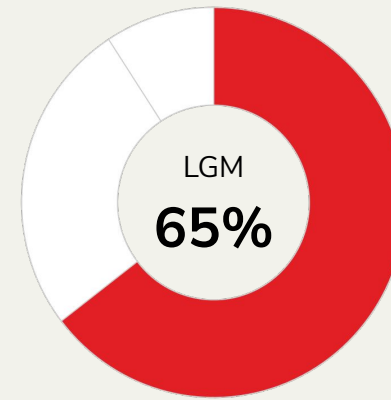
- Label and Packaging Materials up more than 20% on organic basis, with strong growth in both high value and base categories
- Combined Graphics and Reflective Solutions up mid-to-high single digits on organic basis
- Organically, sales up mid-teens in North America, ~40% in Western Europe and high-teens in emerging markets

**Reported operating margin** increased 60 bps to 14.3%

- Adj. EBITDA of \$235 mil., up 10%
- Adj. EBITDA margin remained strong at 15.6%

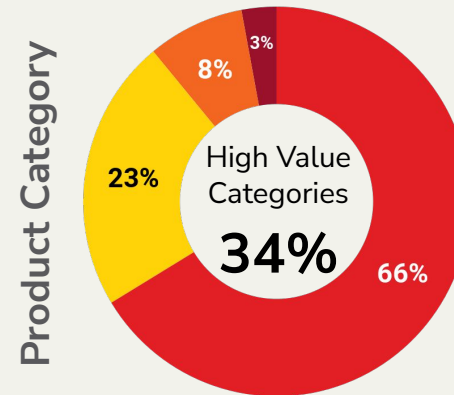
Inflation persists in our materials businesses

- FY22: anticipate more than 20% inflation vs. prior year



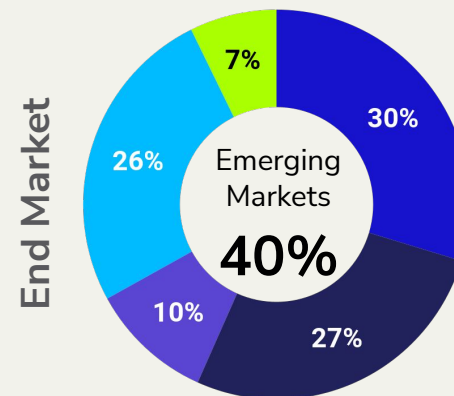
AVY '21 Sales by Segment

- LGM
- RBIS
- IHM



LGM '21 Sales by Product

- Base (Label & Graphics)
- Specialty/Durables Labels
- Specialty Graphics
- Reflectives



LGM '21 Sales by Geography

- U.S. & Canada
- Western Europe
- E. Europe & MENA
- Asia Pacific
- Latin America

# Retail Branding and Information Solutions

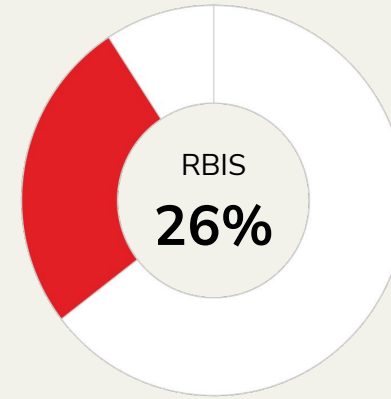
**Reported sales** increased 17% to \$623 mil.

Sales up 22% ex. currency and 7% organically

- High value categories up high-teens on organic basis
- Base apparel down low-single digits on organic basis as customers adjust inventory levels
- Enterprise-wide Intelligent Labels sales up ~20% YTD on organic basis

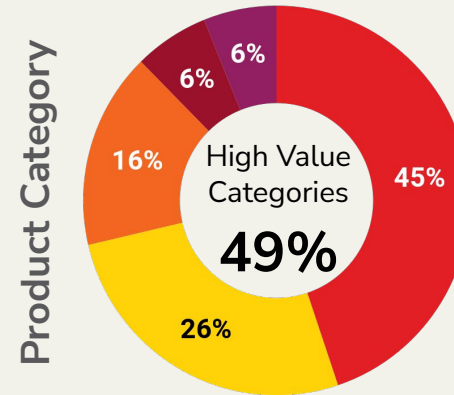
**Reported operating margin** increased 120 bps to 12.2%

- Adj. EBITDA of \$118 mil., up 19%
- Adj. EBITDA margin remained strong at 18.9%



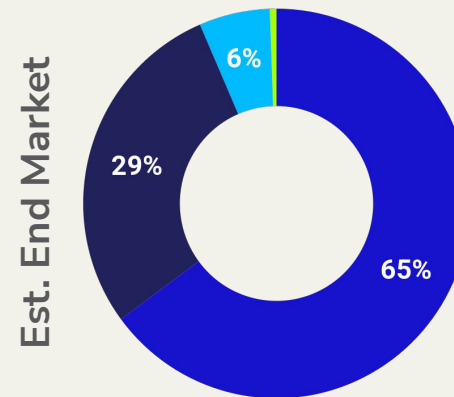
AVY '21 Sales by Segment

- LGM
- RBIS
- IHM



RBIS '21 Sales by Product<sup>(1)</sup>

- Base Tags & Labels
- Intelligent Labels
- Vestcom
- AIDC<sup>(2)</sup> Solutions
- Ext. Embellishments



RBIS '21 Sales by Geography<sup>(1)</sup>

- U.S. & Canada
- Europe
- Asia Pacific
- Latin America

(1) Adjusted to include FY21 Vestcom sales  
 (2) Automatic Identification and Data Capture ("AIDC")

## Industrial and Healthcare Materials

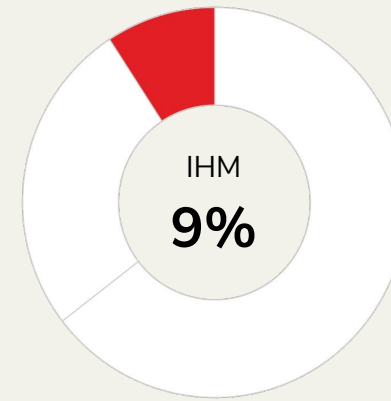
**Reported sales** decreased 2% to \$192 mil.

Sales up 4% ex. currency and 5% organically

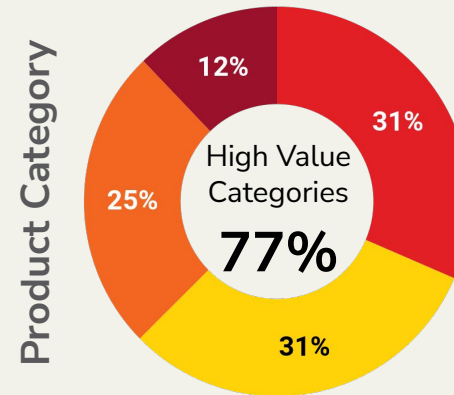
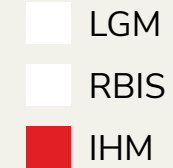
- High value categories up high-single digits on organic basis
- Base categories down mid-single digits on organic basis

**Reported operating margin** increased 100 bps to 10.6%

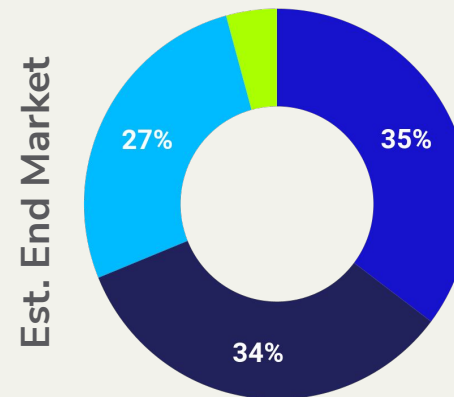
- Adj. EBITDA of \$27 mil., up 4%
- Adj. EBITDA margin of 14.3%, up sequentially and year-over-year



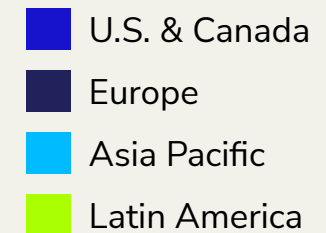
AVY '21 Sales by Segment



IHM '21 Sales by Product

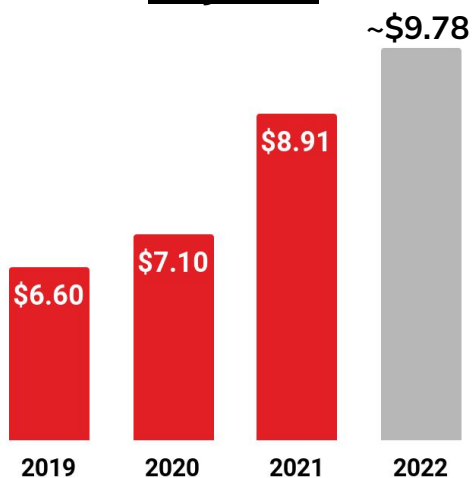


IHM '21 Sales by Geography

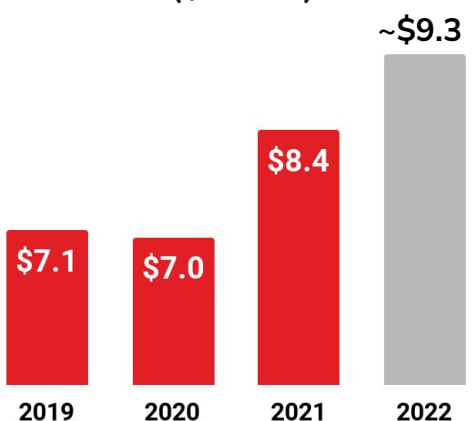


# Track record of consistent results; once again poised to deliver in 2022

## Adj. EPS



## Net Sales (\$ billion)



## 2022 EPS Guidance

	Previous	Updated
Reported EPS	\$9.60 – \$9.90	\$9.65 – \$9.80
Add Back:		
Est. restructuring costs and other items, including venture investment gain	~\$0.10	~\$0.05
Adjusted EPS (non-GAAP)	\$9.70 – \$10.00	\$9.70 – \$9.85

## Contributing Factors to 2022

- Reported sales growth of ~10%; ~6% currency headwind (previously ~5%)
  - Sales ex. currency growth of ~16%; ~3% benefit from acquisitions
  - Organic sales growth of ~13% (previously 13% to 14%)
- Currency translation headwind to operating income of ~\$77 mil. (previously ~\$67 mil.)
  - At current rates, ~\$55 mil. headwind in 2023 (principally in 1H)
- Investing ~\$35 mil., principally in Intelligent Labels, digital capabilities and sustainability
- Tax rate in mid-20% range
- Fixed and IT capital spend of up to \$350 mil.

# Appendix:

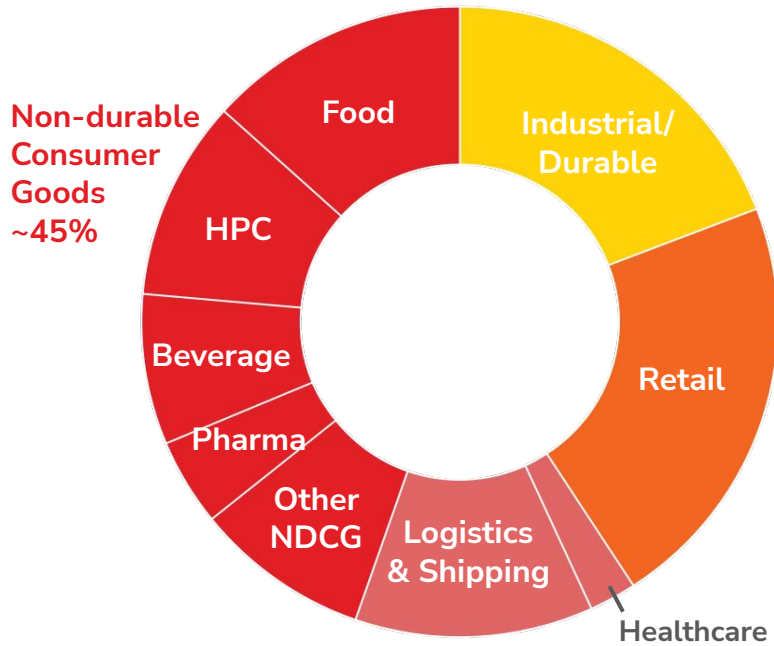
## End Market Exposure

## Supplemental Non-GAAP Reconciliations

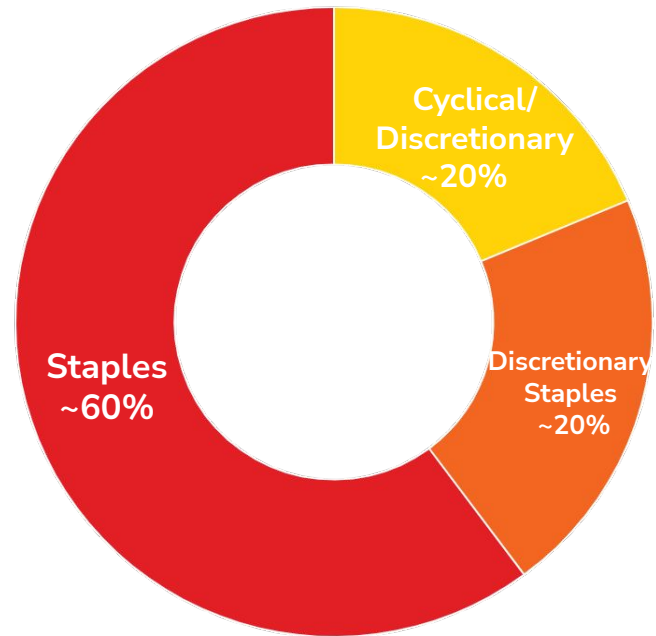


# Broad exposure to diverse end markets

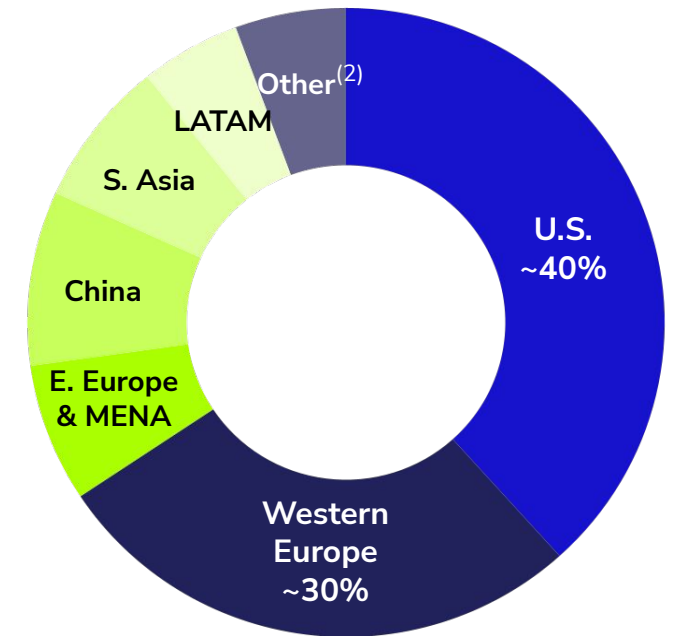
Sales by Product Category<sup>(1)</sup>



Sales by Consumer/Economic Sensitivity<sup>(1)</sup>



Sales by End Market<sup>(1)</sup>



(1) FY21 sales (adjusted to include Vestcom for the full year)

(2) Includes Australia, Canada, Japan, New Zealand, and South Africa

Note: Avery Dennison has ceased shipment of all products for the Russian market (~1% of total company revenue in 2021)

# Adjusted EPS

	<u>2019</u>	<u>2020</u>	<u>2021</u>
As reported net income per common share, assuming dilution	\$ 3.57	\$ 6.61	\$ 8.83
<b><u>Non-GAAP adjustments per common share, net of tax:</u></b>			
Restructuring charges and other items <sup>(1)</sup>	\$ 0.47	\$ 0.48	\$ 0.05
Pension plan settlements and related charges	\$ 3.12	\$ 0.01	\$ 0.03
Tax benefit from discrete foreign tax structuring and planning transactions	\$ (0.56)		
<b><u>Adjusted net income per common share, assuming dilution (non-GAAP)</u></b>	<b>\$ 6.60</b>	<b>\$ 7.10</b>	<b>\$ 8.91</b>

The adjusted tax rate was 25%, 24.1%, and 24.6% for 2021, 2020, and 2019, respectively.

(1) Includes restructuring and related charges, transaction and related costs, gain/loss on venture investments, gain/loss on sale of assets, gain on sale of product line, outcomes of legal proceedings, and other items.

## Adjusted EPS ex. currency

(In millions, except % and per share amounts)

<u>QTD</u>	<u>Adjusted net income Non-GAAP</u>	<u>Weighted average number of common shares outstanding, assuming dilution</u>	<u>Adjusted net income per common share, assuming dilution Non-GAAP</u>
Q3 2022 As reported	\$201.5	81.9	\$2.46
Q3 2021 As reported	\$178.9	83.7	\$2.14
% Change			15%
Q3 2022 As reported	\$201.5	81.9	\$2.46
Q3 2021 As reported, ex. currency	~ \$162.8	83.7	~ \$1.95
% Change ex. currency			~ 26%



