

Clarity of Purpose: Sustainable Strategies to Future-Proof Your Business

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Bottom Line Up Front

- 01 / **Consumer preferences and regulations are changing** how companies think about packaging
- 02 / Companies are being challenged to **do more with less**
- 03 / Sustainability is unlocking **new opportunities for growth**
- 04 / **Pregis has the tools** to help you navigate the noise, uncover the gaps and **WIN**









The Pregis Purpose

A value system that impacts everything we do.

The Pregis Purpose helps us lead the way toward a circular economy that puts people and the planet first.

Protecting our planet, **Preserving** natural resources and **Inspiring** customers, partners and employees is all part of Pregis' commitment of sustainability.

Sustainability is everywhere

Amazon extends position as world's largest corporate buyer of renewable energy

Reduce our use of virgin plastic by **25%**

CLIMATE PLEDGE FRIENDLY



GREENER CUPS AND PACKAGING



2X INCREASE IN RECYCLED CONTENT



WATER SAVED

We're teaming up in our supply chain to save water by equipping farmers with innovative irrigation technology through the Central Nebraska Irrigation Project



GHG LOWERED

We're building on over 20 years of climate action to set aggressive greenhouse gas targets for our operations and supply chains



NO FOOD WASTED

Nothing goes to waste. We're steadfast in our commitment to minimizing waste in our operations. We utilize 99.9% of each animal we process

DELTA'S CARBON NEUTRALITY PLAN

ACHIEVING CARBON NEUTRALITY

13M

Metric tons will be offset by Delta, making the company carbon neutral since March pledge

That is equal to carbon sequestered by 17M acres of U.S. forests in one year, which would cover the state of West Virginia

AN AMBITIOUS PATH FORWARD

Sustainable aviation fuels (SAF) and carbon sequestration are not available on a large enough scale to meet the industry's demands

The market is so underdeveloped that all SAF produced in 2020 would only be enough fuel to power Delta's fleet for 1 day of flying pre-COVID

However, Delta is already investing in SAF with a goal to replace 10% of its jet fuel refined from fossil fuel with SAF by the end of 2030

FLEET ADVANCEMENTS

200+

Delta aircraft retired early in 2020

More fuel efficient per seat mile than the aircraft they replace

25%

More fuel efficient per seat mile than the aircraft they replace

6%

More fuel efficient per seat mile in 2020 than in 2019, saving 117 million gallons of fuel due to fleet retirements and reduced passenger loads amid COVID

That is equal to emissions from annual electricity consumption of almost 200,000 households or roughly all households in the city of Atlanta

DELTA

Breaking it down



How are
consumer
preferences
changing?



What are
regulators
doing about
packaging?



How are our
customers
reacting?



What do
we
do about it?

How do you think consumers define sustainable packaging?



Recyclable



**Recycled
Content**



**Material
Selection**



**Packaging
Waste**

Consumer behavior driving the shifts

Sustainability
drives **buying**
decisions

67% of buyers find
it important that their
purchases are in
recyclable packaging



Sustainability
commanding
a **premium**

Consumers are actively
looking to buy from
brands that support the
environment – willing to
pay up to **10%** more



More **awareness and**
focus on companies'
environmental impact

80% agree/somewhat
agree that sustainability
plays a role in their
buying decision



What are the regulators doing about it?



83%

Of the legal measures relating to sustainable packaging worldwide focus on plastics

Primary regulatory approaches

Single use
plastic bans

Examples: grocery bags, straws
takeout containers, “Styrofoam”

What is the objective?

Easiest way to address consumer
sentiment and public pressure; tangible
things everyone understands

Extended Producer
Responsibility
 (“EPR”)

Examples: bottle deposit, packaging tax

What is the objective?

Collect new taxes to fund recycling
infrastructure

62 bills introduced over the last three years

Main impacts to be prepared for:

Shifts in customer preferences

- Plastic to paper
- Increased recycled content
- EPS bans creating opportunities for other insulative packaging

Requests for data

- Product specifications
- Questions on recycled content
- Questions on PFAS or other chemicals
- Climate disclosures...

What are companies thinking about?





Our mantra and framework: Less plastic. Better plastic. No plastic.



Hellmann's squeeze mayo bottle made sustainable

- ✓ Design for recyclability



A world-first: Magnum's recycled plastic ice cream tubs

- ✓ Introduction of recycled content



Persil launches lightweight recycled plastic bottles

- ✓ Light-weighting of packaging

**Sustainability is opening new ways to ADD
VALUE**

Focused on packaging design and optimization

Focused on recycled content and recycling



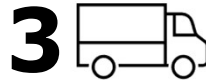
1 Use less

Reduce packaging use; eg, secondary and tertiary use and overuse



2 Refresh

Refresh design or design to value using latest customer and industry insights



3 Transport

Pack and transport more efficiently—improve pack-to-pack product ration and pallet efficiency



4 Materials

Choose sustainable materials; eg, those with lower life-cycle emissions



5 Circularity

optimize for waste management—reuse, recycle, dispose

Upstream

Downstream

How do we FOCUS ON GROWTH in a world where everyone is looking for less ?

Leverage sustainable packaging principles

Material Performance

"best package design
for lowest cost"



damage less

Material Efficiency

"least amount of material
needed to do the job"



use less

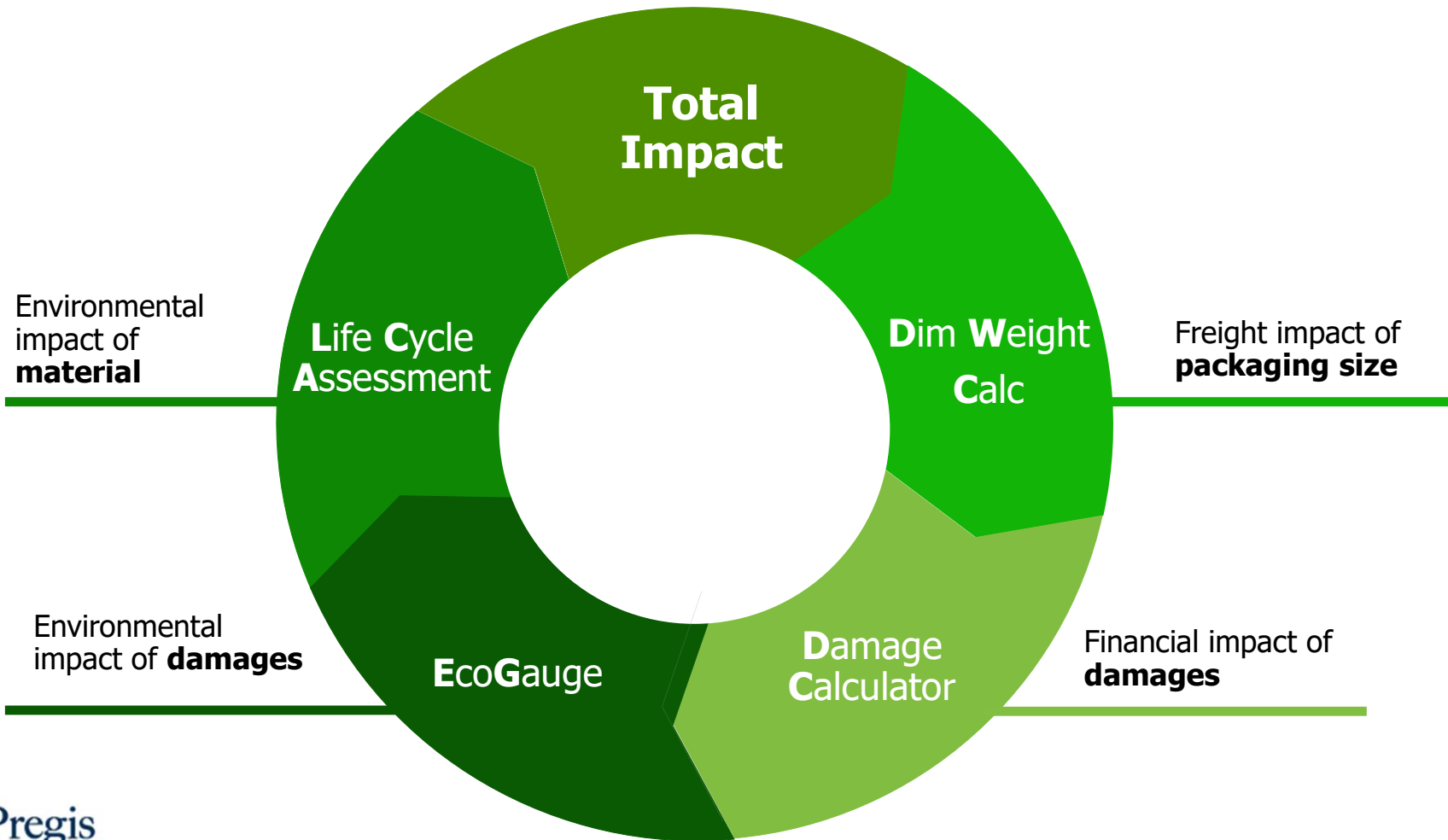
Material Selection

"choose based on lowest
environmental impact"



extract less, waste
less, **landfill less**

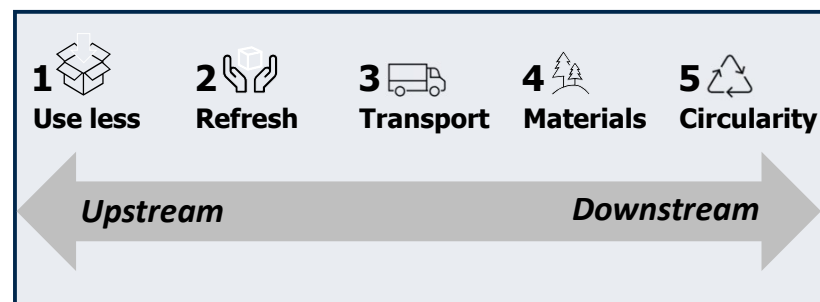
Deliver undeniable data





How do we future-proof our business?

- 1. KNOW YOUR CUSTOMERS** and what they've externally and internally committed to – it's not just fortune 500s, trickling down to mid market
- 2. MAP THE LANDSCAPE** of decision makers, connect into engineering, marketing, sustainability
- 3. SWIM UPSTREAM** to uncover new opportunities
- 4. BE PROACTIVE** - approach your customers on sustainability (education, audits, assessments)



Summing It All Up

- 01 / **The market is evolving** and we have to evolve with it
- 02 / Regardless of industry, **companies are committed to reducing their impact**
- 03 / Leveraging sustainability allows us to **change the conversation** and **unlock new opportunities**
- 04 / **Pregis has the tools** to help you navigate the noise, uncover the gaps and **WIN**

Thank you for your attention!

