



wildpack
BEVERAGE INC.

TSX.V:CANS

Q2 2022 Earnings

Disclaimer

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Disclaimer

Forward-looking statements or information are based on current expectations, estimates and projections that involve substantial known and unknown risks and uncertainties which are beyond the control of the Company and which could cause actual results to differ materially from those anticipated by the Company and described in the forward-looking statements or information. Although the Company has attempted to identify important factors that could cause actual actions, events or results to differ materially from those described in the forward-looking statements, there may be other factors that cause actions, events or results not to be as anticipated, estimated or intended. All subsequent forward-looking statements or information, whether written or oral, attributable to the Company or persons acting on its behalf are expressly qualified in their entirety by these cautionary statements. Furthermore, the forward-looking statements or information are made as at the date of this Presentation and unless required by law, the Company undertakes no obligation to update publicly any forward-looking statements, whether as a result of new information, future events, or otherwise to reflect future events or circumstances or reflect the occurrence of unanticipated events.

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This Presentation refers to certain financial performance measures that are not defined by and do not have a standardized meaning under International Financial Reporting Standards (termed "Non-IFRS measures"). Non-IFRS measures are used by management to assess the financial and operational performance of the Company. The Company believes that these Non-IFRS measures, in addition to conventional measures prepared in accordance with International Financial Reporting Standard, enable investors to evaluate the Company's operating results, underlying performance and prospects in a similar manner to the Company's management. As there are no standardized methods of calculating these Non-IFRS measures, the Company's approach may differ from those used by others, and accordingly, the use of these measures may not be directly comparable. Accordingly, these Non-IFRS measures are intended to provide additional information and should not be considered in isolation or as a substitute for measures of performance prepared in accordance with International Financial Reporting Standards. The Company defines EBITDA as earnings before interest tax depreciation and amortisation and EBITDA Margin % as EBITDA divided by total revenue. We are presenting these measures because we believe that our current and potential investors, and many analysts, use them to assess our current and future operating results and to make investments decisions. Management uses these measures in managing the business and making decisions. EBITDA and EBITDA Margin % are not intended as a substitute for IFRS measures.

Market and Industry Data

Market data and industry forecasts contained in this Presentation have been obtained from industry publications, various publicly available sources and subscription-based reports as well as from management's good faith estimates, which are derived from management's knowledge of the industry and independent sources that management believes to be reliable. Industry publications, publicly-available sources and subscription-based reports generally state that the information contained therein has been obtained from sources believed to be reliable. We have not independently verified any of the information from such third-party sources nor have we ascertained the validity or accuracy of the underlying economic assumptions relied upon therein. The Company hereby disclaims any responsibility or liability whatsoever in respect of any third party sources of market and industry data or information.

Currency

Unless otherwise indicated, all dollar references herein refer to Canadian dollars (C\$).

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2022 Q2 Overview

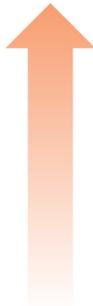


Q2 Wins

Total Can Volume

179%

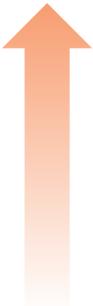
Q/Q



Sales

10%

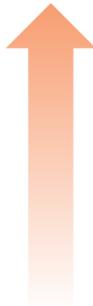
Q/Q



Quality Assurance
Yield

>90%

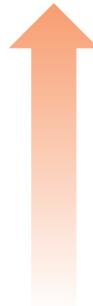
All Operations



Plant Utilization

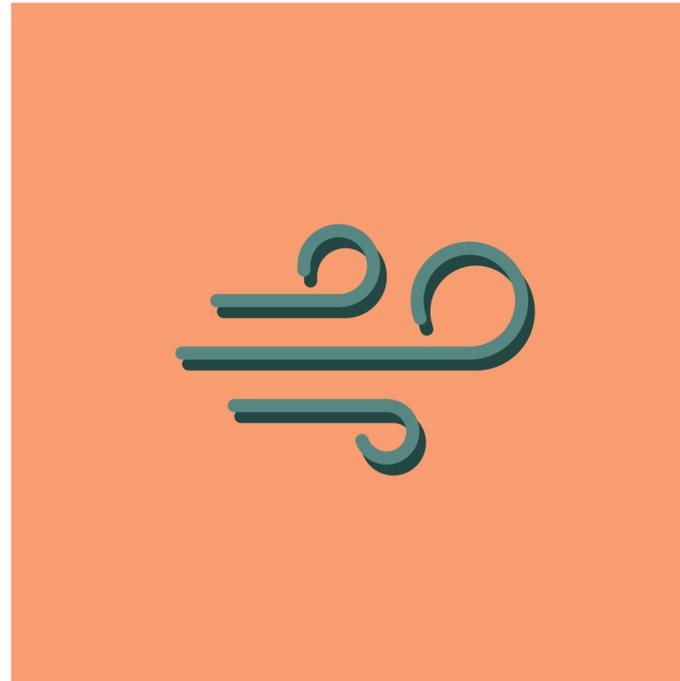
64%

QOQ



New Records

Q1 Macro

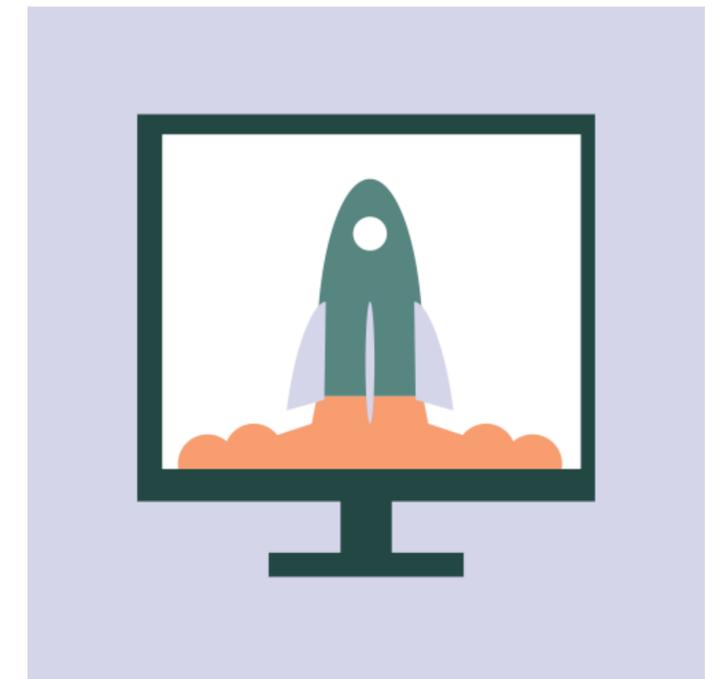


Headwinds

- Return of inflation
- Cost of capital has skyrocketed
- Elevated concerns over recession

Tailwinds

- Sustainability is a top priority
- TAM has estimated CAGR >20% through 2027
- Brand SKU proliferation = more flavours, smaller runs
- New entrants. Ex. Animal food, liquid food ingredients & household cleaners



Wildpack Opportunity

Lack of manufacturing capacity

Fragmented services and vendors

High costs of shipping and production inefficiencies

Access to sustainable format for ready-to-drink packaging

Delivering A Solution

Filling Capacity

6.15m

Cans per month

Decorating Capacity

14.4m

Can per month



(NYSE: BLL)

All-in-one vendor

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Fully Integrated Services

Facilities

6

Strategically Located

Ball Corp. supply agreement enables Wildpack to expand our brokering services across all 6 locations.

Looking Ahead - 2022

Guidance:

**Revenue
\$40-55m**

Strategy changes:

1. Adapt – Low cost expansion, improve ability to acquire customers.
2. Discipline – Right people in the right places.
3. Scale – Integrate and expand the least capital intensive vertical: can & tertiary packaging sales.

Results of being nimble & disciplined:

1. Earn more from our customers.
2. Improve our per can economics.
3. Cut costs.

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Q2 Financials

Q2 By The Numbers

Revenue	Cost of Sales	Net Loss	Production Volume (Cans)
Q2 2022 \$8.91m	Q2 2022 \$8.51m	Q2 2022 \$(5.20m)	Q2 2022 50.75m
Q2 2021 \$8.14m	Q2 2021 \$7.11m	Q2 2021 \$(2.04m)	Q2 2021 18.22m

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Q2

Operations

Growth Initiatives

 <p>(NYSE: BLL)</p> <p>Operations</p>	<ul style="list-style-type: none"> • Ball and Wildpack both operate networks of facilities to reduce landed costs • Long-term competitive cost for aluminum cans • Domestic supply, mitigates international supply chain delays 	<ul style="list-style-type: none"> ✓ Reduce cost ✓ Improve Per Can Economics
<p>Larger Customers</p>	<ul style="list-style-type: none"> • Competitive pricing, attracts larger customers due to increased stability of contracted domestic supply • Printed can decorating is the most sought-after label format for large beverage brands. • Printed cans are long-term partnerships with recurring revenue 	<ul style="list-style-type: none"> ✓ Earn more from our customers ✓ Reduce costs
<p>Scale</p>	<ul style="list-style-type: none"> • New customers, in new regions, including ability to attract & services Canadian customers • New locations, Wildpack can initial enter new locations through warehousing and as demand increases, commission production lines. • Cross-selling to filling and sleeve decorating segments. • Another element of the supply chain management Wildpack can manage for customers 	<ul style="list-style-type: none"> ✓ Earn more from our customers ✓ Improve Per Can Economics

Additional Operational improvements:

- Baltimore batching increased capacity by 100%
 - From: 12,500 batched per week
 - To: 25,000 batched per week
- Quality & training
 - Onboarded industry experienced to improve efficiency and
 - Prepare for expanded shifts across Las Vegas and Baltimore locations



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Q&A

Thank You!