WestRock
Building a Growing Paper and Packaging Leader

-$13.6 billion sales\(^{(1)}\)

\~36,000 employees

240+ operating and business locations

Americas, Europe and Asia-Pacific

**Corrugated Packaging**

#2 North American Containerboard
#2 North American Corrugated Packaging
#2 Brazil Corrugated Packaging
#1 India Containerboard

**Consumer Packaging**

#1 North American Consumer Paperboard
#2 North American Folding Carton
#1 North American Merchandising Displays
#2 Beverage Multi-pack Packaging

\(\text{Net Sales} \$13.6 \text{ billion}\(^{(1)}\)\)

\(\text{Corrugated Packaging} \ 55\%\)

\(\text{Consumer Packaging} \ 45\%\)

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\(^{(1)}\) Represents trailing twelve months ended September 2016 sales adjusted for separation of Ingevity and Home, Health and Beauty business

\(^{(2)}\) Source of rankings: Company and market research. Rankings are based on capacity.
WestRock’s business segments

Corrugated Packaging

**Containerboard Mills**
- Coated white top linerboard
- White top linerboard
- Solid bleached linerboard
- Virgin and recycled linerboard
- Corrugated medium
- Kraft paper
- Pulp (fluff pulp, bleached market pulp, unbleached market pulp)

**Corrugated Container**
- Corrugated containers to protect, ship, store and display products
- Foodservice containers
- Automated Packaging Systems
## WestRock’s business segments

### Consumer Packaging

<table>
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<tr>
<th>Segment</th>
<th>Products/Services</th>
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| **Consumer Paperboard Mills**                | • Solid bleached sulfate (SBS)  
• Coated unbleached kraft (CUK)  
• Coated recycled board (CRB)  
• Uncoated recycled board (URB) |
| **Beverage**                                 | • Paperboard multiple packaging  
• Packaging machinery                                                             |
| **Folding Carton**                           | • Folding cartons  
• Food service packaging  
• Express mail envelopes  
• Labels                                                                        |
| **Merchandising Displays**                   | • Temporary promotional and permanent point-of-purchase displays                 |
| **Partitions & Protective Packaging (RTS)**  | • Solid fiber partitions  
• Corrugated partitions  
• Die-cut paperboard                                                             |
Balance among environmental, social and economic performance targets
Our Pillars

*Sustainability is key to WestRock’s long-term business strategy. We continuously work to create lasting value for our stakeholders, while operating our business safely, using natural resources responsibly, and investing in our communities.*
Our Goals

- Safety
- Diversity & Inclusion
- Communities
- Employee Engagement
- Ethics
- Supplier Diversity

- Water Use
- Waste Recycling
- Energy Efficiency
- Greenhouse Gases
- Chain of Custody
- Certified Fiber

- Certified Land
- Financial Health
- Supplier Conduct
- Customers Innovation
- Certified Office Products
“It’s not innovation until somebody buys it”

Matt Nurse, Head of Nike’s Sports Research Lab*

*Bloomberg BusinessWeek, 2017
Capabilities Supporting Innovation

Our end-to-end capabilities ensure superior performance from design to delivery to in-market

**Insight**
Consumer, retail, or supply chain insights that identify, frame and solve customer problems and help us develop solutions

**Design**
Develop programs, processes, products or packaging designs that benefit the customer

**Materials**
Fiber-based substrates, coatings, and barrier chemistry that deliver tangible performance or cost benefits

**Technology**
Develop machinery, converting, and paper manufacturing processes that significantly improve performance
Lighter weight paperboard
Enshield® Paperboard
Recyclable Grease Resistant Packaging

• Oil & grease barrier protection equivalent to poly-coated SBS
• Fully repulpable
• Technically recyclable
• Ideal for foodservice and bakery applications
Meta® e
E-Commerce Packaging Solution

- Container with integrated paper packaging
- Eliminates void fill materials
- Reduces product damage
- Improves production efficiency
- Lowers cost
- Recyclable
Meta® e
E-Commerce Packaging Solution
Sustainability isn't just a word. It's the fiber of our company.

Sustainability is about meeting today's needs without compromising the ability of future generations to do the same.

As a key part of our long-term business strategy, our sustainability platform is built on three pillars: People, Planet and Performance. By investing in our workforce and our communities, acting responsibly with regard to the environment, and delivering strong financial results and innovative packaging solutions for our customers, we continue to make our business more sustainable.