



Multi-Color Corporation

Third Quarter FY2019 Webcast

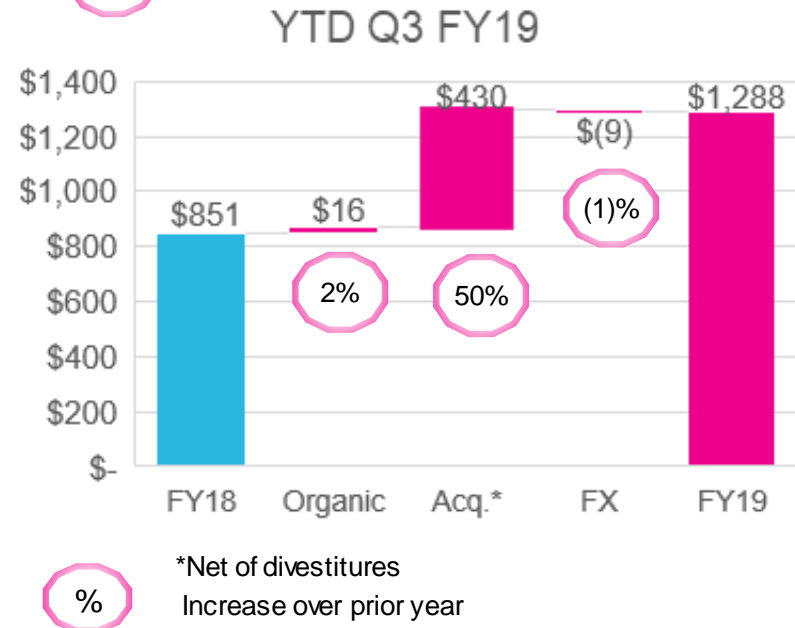
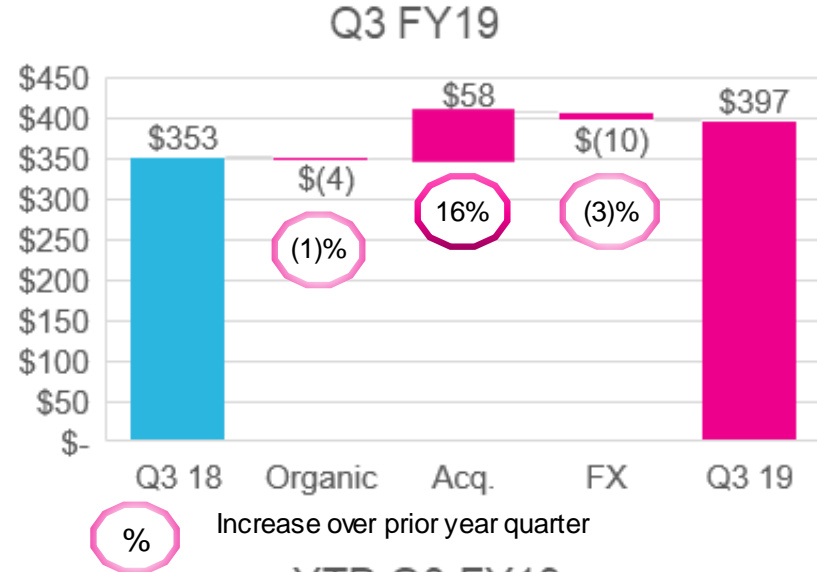
Nasdaq: LABL
www.mcclabel.com



Net Revenues (\$ in millions)

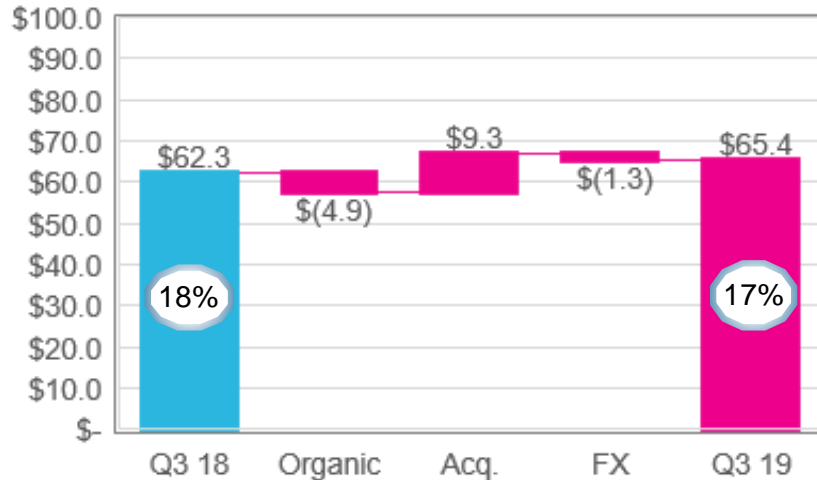
- **Net revenues increased 13% or \$44.3 million over the prior year quarter**
 - Organic growth was flat.
 - Acquisitions increased revenues by 16%
 - Currency fluctuations decreased revenues by 3%
 - Timing of revenue recognition related to ASC 606 reduced revenue by 1%.

- **Net revenues increased 51% or \$436.9 million over the nine months ended December 31, 2017**
 - Organic growth of 2%
 - Acquisitions increased revenues by 50%
 - Currency fluctuations decreased revenues by 1%

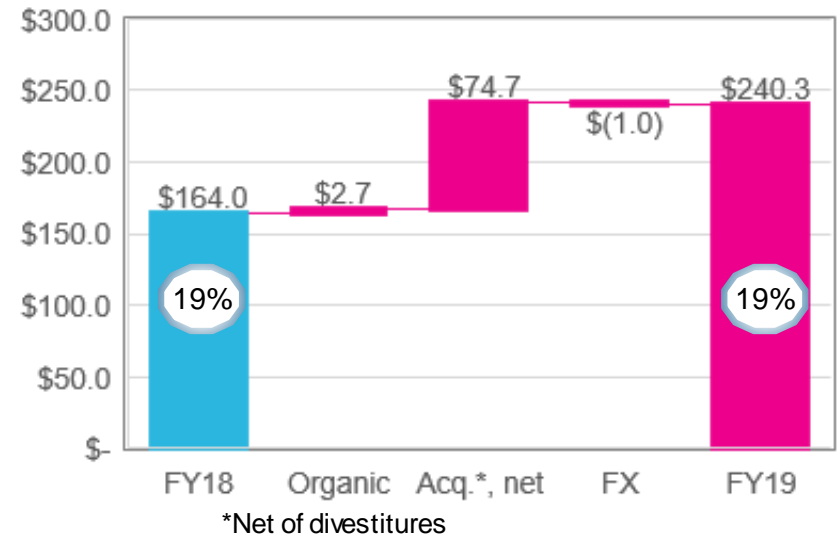


Core Gross Margin (\$ in millions)

Q3 FY19



YTD Q3 FY19



Core gross margin



Core gross margin

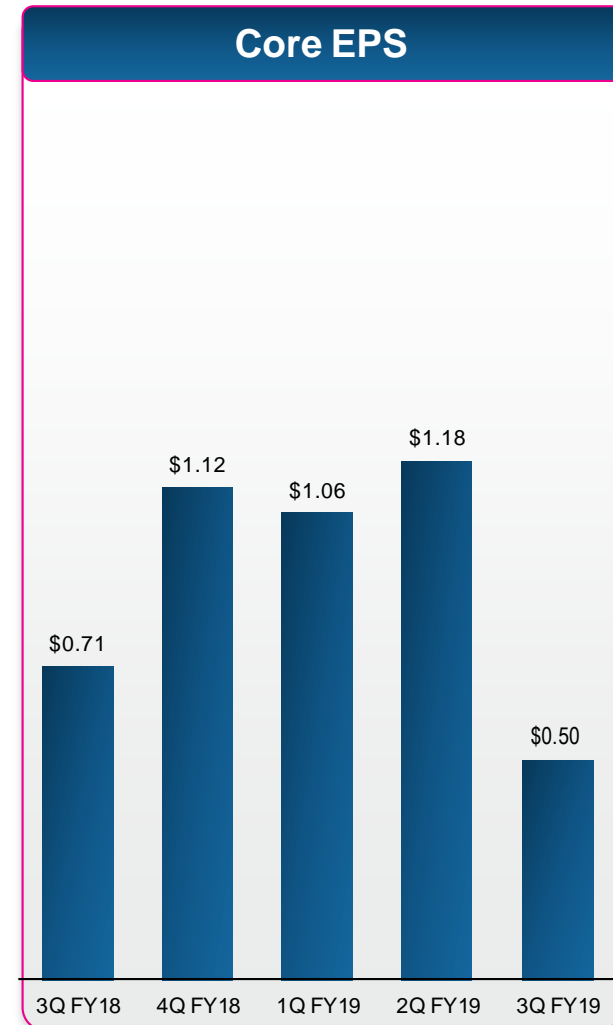
Q3 FY19 core gross margins were 120 bps lower primarily due to sales and operating inefficiencies in the U.S.

- Q3 FY19 YTD legacy core gross margins were 19%

The sum of the changes in Core Gross Margin may not equal the totals due to rounding.

Q3 FY19 Results

- **Core diluted EPS decreased 30% to \$0.50 compared to the prior year quarter**
- **Core operating income decreased 6% or \$2.1 million compared to the prior year quarter**
 - Core SG&A expenses increased to 8.7% from 8.4% of revenues
- **Core EBITDA increased to \$57.1 million for the quarter**
- **Core other income of \$0.5m**
 - Primarily foreign exchange
- **Core interest expense of \$19 million**
 - FY19 forecast \$76 million
 - Primarily related to Constantia Labels acquisition debt
- **Core effective tax rate was 15% in the quarter**
 - FY19 forecast 19% or 22%, excluding release of indemnification receivable in Q2 in other income / expense



Free Cash Flow (\$ in millions)

Increased Operating Cash Flow

	Q3 19	Q3 19 YTD
Core EBITDA	\$57	\$208
Interest expense (cash paid)	(31)	(73)
Acquisition & integration expenses (cash paid)	(2)	(8)
Tax benefit (expense)	1	(9)
Working capital	(4)	9
Operating cash	21	127
Capital expenditures	(14)	(68)
Free cash flow (non-GAAP)	7	59

- \$9 million of bond interest was paid in excess of expense in Q3 and \$11 million in FY19 YTD.
- Increased interest payments relate to financing of the Q3 FY18 acquisition of Constantia Labels.
- Capital expenditure forecast at \$90 million in FY19.

Debt Profile (\$ in millions)

Balance Sheet

	Q3 19
Debt	\$1,543.4
Cash	51.8
Net debt	\$1,491.6

- Blended interest rate of 4.7%
- Free cash flow priority is debt reduction

Debt Profile

	Q3 19
Fixed / floating-interest rate ratio*	75% fixed
Undrawn committed facilities (Revolver)	\$360

Debt Structure

\$400m Revolver matures 2022
\$143m Term A matures 2022
\$495m Term B matures 2024
\$250m Bond matures 2022
\$600m Bond matures 2025 (€400m swapped)

*In FY20, \$100M Forward starting swap increases fixed debt to 80%

Thank you for your interest In Multi-Color Corporation

Nasdaq: LABL
www.mcclabel.com

