

**UNITED STATES  
SECURITIES AND EXCHANGE COMMISSION**

Washington, D.C. 20549

**FORM 8-K**

**CURRENT REPORT**

**Pursuant to Section 13 OR 15(d) of  
The Securities Exchange Act of 1934**

**September 11, 2013**

Date of Report (Date of earliest event reported)



**OWENS-ILLINOIS, INC.**

(Exact name of registrant as specified in its charter)

**Delaware**

(State or other jurisdiction  
of incorporation)

**1-9576**

(Commission  
File Number)

**22-2781933**

(IRS Employer  
Identification No.)

**One Michael Owens Way  
Perrysburg, Ohio**

(Address of principal executive offices)

**43551-2999**

(Zip Code)

**(567) 336-5000**

(Registrant's telephone number, including area code)

(Former name or former address, if changed since last report)

Check the appropriate box if the Form 8-K filing is intended to simultaneously satisfy the filing obligation of the registrant under any of the following provisions:

- Written communications pursuant to Rule 425 under the Securities Act (17 CFR 230.425)
- Soliciting material pursuant to Rule 14a-12 under the Exchange Act (17 CFR 240.14a-12)
- Pre-commencement communications pursuant to Rule 14d-2(b) under the Exchange Act (17 CFR 240.14d-2(b))
- Pre-commencement communications pursuant to Rule 13e-4(c) under the Exchange Act (17 CFR 240.13e-4(c))

**ITEM 7.01. REGULATION FD DISCLOSURE.**

Steve Bramlage, Senior Vice President and Chief Financial Officer at Owens-Illinois, Inc. (the "Company"), will present at the KeyBanc Capital Markets Basic Materials and Packaging Conference on September 11, 2013 in Boston, Massachusetts. The slides of the Company's presentation for this conference are furnished pursuant to this Item 7.01 as Exhibit 99.1 to this Current Report.

The information contained in this Item 7.01 is being furnished and shall not be deemed "filed" with the Securities and Exchange Commission or otherwise incorporated by reference into any registration statement or other document filed pursuant to the Securities Act of 1933, as amended, or the Securities Exchange Act of 1934, as amended.

**ITEM 9.01. FINANCIAL STATEMENTS AND EXHIBITS.**

**(d) Exhibits.**

<b>Exhibit No.</b>	<b>Description</b>
99.1	Investor Presentation, dated September 11, 2013

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**SIGNATURES**

Pursuant to the requirements of the Securities Exchange Act of 1934, the registrant has duly caused this report to be signed on its behalf by the undersigned hereunto duly authorized.

OWENS-ILLINOIS, INC.

Date: September 11, 2013

By: /s/ Stephen P. Bramlage, Jr.  
Name: Stephen P. Bramlage, Jr.  
Title: Senior Vice President and  
Chief Financial Officer



## KeyBanc Basic Materials & Packaging Conference

Owens-Illinois, Inc.  
September 11, 2013



# Safe Harbor Comments

## Regulation G

The information presented above regarding adjusted net earnings relates to net earnings attributable to the Company exclusive of items management considers not representative of ongoing operations and does not conform to U.S. generally accepted accounting principles (GAAP). It should not be construed as an alternative to the reported results determined in accordance with GAAP. Management has included this non-GAAP information to assist in understanding the comparability of results of ongoing operations. Management uses this non-GAAP information principally for internal reporting, forecasting, budgeting and calculating compensation payments. Further, the information presented above regarding free cash flow does not conform to GAAP. Management defines free cash flow as cash provided by continuing operating activities less capital spending (both as determined in accordance with GAAP) and has included this non-GAAP information to assist in understanding the comparability of cash flows. Management uses this non-GAAP information principally for internal reporting, forecasting and budgeting. Management believes that the non-GAAP presentation allows the board of directors, management, investors and analysts to better understand the Company's financial performance in relationship to core operating results and the business outlook.

## Forward Looking Statements

This document contains "forward looking" statements within the meaning of Section 21E of the Securities Exchange Act of 1934 and Section 27A of the Securities Act of 1933. Forward looking statements reflect the Company's current expectations and projections about future events at the time, and thus involve uncertainty and risk. The words "believe," "expect," "anticipate," "will," "could," "would," "should," "may," "plan," "estimate," "intend," "predict," "potential," "continue," and the negatives of these words and other similar expressions generally identify forward looking statements. It is possible the Company's future financial performance may differ from expectations due to a variety of factors including, but not limited to the following: (1) foreign currency fluctuations relative to the U.S. dollar, specifically the Euro, Brazilian real and Australian dollar, (2) changes in capital availability or cost, including interest rate fluctuations and the ability of the Company to refinance debt at favorable terms, (3) the general political, economic and competitive conditions in markets and countries where the Company has operations, including uncertainties related to the economic conditions in Europe and Australia, disruptions in capital markets, disruptions in the supply chain, competitive pricing pressures, inflation or deflation, and changes in tax rates and laws, (4) consumer preferences for alternative forms of packaging, (5) cost and availability of raw materials, labor, energy and transportation, (6) the Company's ability to manage its cost structure, including its success in implementing restructuring plans and achieving cost savings, (7) consolidation among competitors and customers, (8) the ability of the Company to acquire businesses and expand plants, integrate operations of acquired businesses and achieve expected synergies, (9) unanticipated expenditures with respect to environmental, safety and health laws, (10) the Company's ability to further develop its sales, marketing and product development capabilities, and (11) the timing and occurrence of events which are beyond the control of the Company, including any expropriation of the Company's operations, floods and other natural disasters, events related to asbestos-related claims, and the other risk factors discussed in the Company's Annual Report on Form 10-K for the year ended December 31, 2012 and any subsequently filed Quarterly Report on Form 10-Q. It is not possible to foresee or identify all such factors. Any forward looking statements in this document are based on certain assumptions and analyses made by the Company in light of its experience and perception of historical trends, current conditions, expected future developments, and other factors it believes are appropriate in the circumstances. Forward looking statements are not a guarantee of future performance and actual results or developments may differ materially from expectations. While the Company continually reviews trends and uncertainties affecting the Company's results of operations and financial condition, the Company does not assume any obligation to update or supplement any particular forward looking statements contained in this document.

## Presentation Note

Unless otherwise noted, the information presented in this presentation reflects continuing operations only.

2

# Global Leader in Glass Packaging

## Mature Markets

- #1 position in Europe
- #1 position in Australia and New Zealand
- #1 in North America

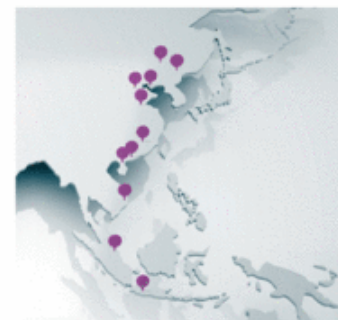
## Emerging Markets with Growth Opportunities

- #1 positions in Brazil, Colombia, Ecuador, Peru
- Leading position within SE Asia
- Foothold in China and Argentina

**\$13 billion manufacturing footprint\* globally**

**79 plants and 148 furnaces in 21 countries**

**\$7 billion net sales in 2012**



\* Replacement basis

## O-I Investment Thesis

- Global leader in glass packaging
- Sustainable secular trends in glass packaging
- Enhanced focus on value drivers, particularly reducing structural costs
- Rising and more consistent bottom line results

	2012	2013 Guidance	2015 Target
Free Cash Flow	\$290M	> \$300M	> \$400M
Adjusted EPS	\$2.64	\$2.65 - \$2.85	> \$3.50

- Disciplined, balanced capital allocation



4

## Executing on our Value Drivers

Value Drivers	<ul style="list-style-type: none"> <li>▪ <b>Reduce</b> structural costs</li> <li>▪ <b>Grow</b> selectively</li> <li>▪ <b>Deliver</b> brand-building product innovation</li> <li>▪ <b>Invest</b> strategically in R&amp;D to lower production costs</li> </ul>
Execution	<ul style="list-style-type: none"> <li>▪ <b>Focus</b> on value-added initiatives</li> <li>▪ <b>Manage progress</b> against milestones</li> <li>▪ <b>Directly align</b> incentive compensation to financial deliverables</li> </ul>

5

# Driving Structural Cost Reductions

## North America

- Drive further gains in asset efficiency
- Implement financially viable automation

## South America

- Optimize regional cost structure for growth

## Europe

- Drive multi-year asset optimization
- Leverage best practices

## Asia Pacific

- Implement cost reduction and productivity programs



## Annual Savings by 2015:

- Europe Asset Optimization savings: \$80M
- COGS and SG&A savings: \$75M

# Generating Long-term Value

## Grow Selectively

- Well positioned to harness growth in emerging regions
  - 20% of sales in fast growing economies
- Niche growth in mature markets



## Brand Building Product Innovation

- Work more strategically with customers
- Enhance brands through glass
- Introduce Helix screw cork
- Build on Glass Is Life™ momentum



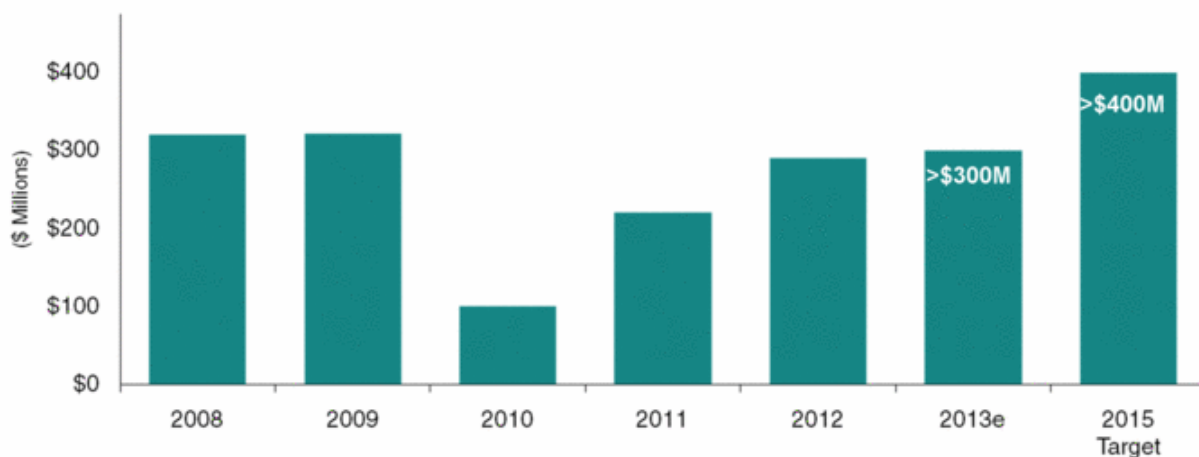
## Strategic Investments in R&D

- Maintain balanced portfolio
  - Short term vs long term
- Enhance manufacturing edge
  - Energy efficiency
  - Lightweighting
  - Roll out best practices
- Accelerate commercialization



7

# Rising Free Cash Flow Generation



## Building on Fundamentals to Improve Financial Performance

- Price to offset cost inflation
- Asset optimization and productivity improvements
- Reducing structural costs
- Profitable growth in South America
- Deleveraging

8

# Capital Allocation Priorities



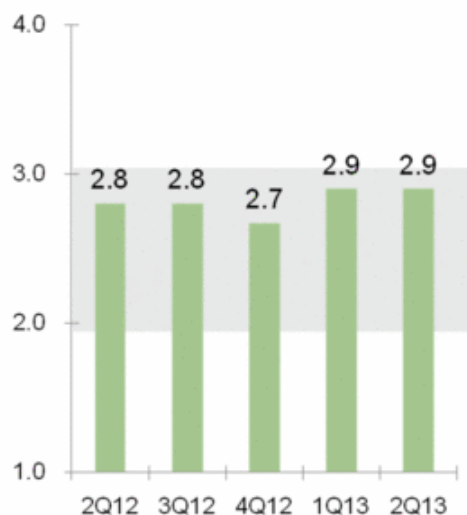
## 2013: primarily focused on deleveraging

- Maintain split for use of free cash flow
  - 90% – Pay down debt
  - 10% – Repurchase shares
- No planned material M&A
  - Small strategic bolt-ons possible

## 2014 and beyond: more balanced approach

- Anticipate reaching low end of leverage ratio
- Increase share repurchases
- Strategically reduce debt and legacy liabilities

**Leverage Ratio  
(Net debt to EBITDA)<sup>(1)</sup>**



<sup>1</sup> Total debt less cash divided by bank credit agreement EBITDA. See appendix for EBITDA reconciliations. Current bank covenants allow for a maximum ratio of 4.0x.

# 3Q13 Business Outlook



	3Q13 vs. 3Q12	Comments
<b>Operational</b>		
Europe		<ul style="list-style-type: none"> <li>▪ Positive growth driven by share recapture in wine</li> <li>▪ Asset optimization yields continuing benefits</li> <li>▪ Tailwind from higher production compared to prior year</li> </ul>
North America		<ul style="list-style-type: none"> <li>▪ Volumes flat*</li> <li>▪ Improving structural costs</li> </ul>
South America		<ul style="list-style-type: none"> <li>▪ Mid single digit volume decline, driven by beverage softness*</li> <li>▪ Increasing Fx headwinds*</li> </ul>
Asia Pacific		<ul style="list-style-type: none"> <li>▪ Volume up low single digits</li> <li>▪ Restructuring benefits begin to lap</li> <li>▪ Fx headwinds</li> </ul>
<b>Non-Operational</b>		
Corporate and Other Costs		<ul style="list-style-type: none"> <li>▪ Corporate costs: ~\$30M, higher pension partially offset by spending controls*</li> <li>▪ Lower net interest expense</li> </ul>
<b>Net Income</b>		
Adjusted Earnings		<ul style="list-style-type: none"> <li>▪ ~10% YoY improvement</li> </ul>

\* Updated since 2Q13 earnings call on July 25, 2013



# Q&A





## Europe Overview

### Trends & Outlook

- Strong marketplace for glass packaging
- Weak macroeconomic conditions
- Price to offset inflation
- Management of production volatility
- Partial recapture of wine share

### Asset Optimization

- Rebalance asset footprint with market trends
- Incremental investment \$200-\$250M thru 2015
- Program to yield \$80M annual savings by 2015

Asset Optimization through 2013



	2010	2011	2012	2015 Target
Sales (€ Millions)	2,086	2,177	2,105	~1% Annual
Segment Margin	12.4%	11.3%	11.3%	~14%

# North America Overview

## Trends & Outlook

- Stable macroeconomic conditions
- Mega beer contraction
- Strong growth in craft beer
- Gains in food, wine and spirits
- Good progress on structural cost reduction programs
  - Increased automation
  - Improved supply chain efficiencies
  - Labor cost savings



	2010	2011	2012	2015 Target
Sales (\$ Millions)	1,879	1,929	1,966	~1% Annual
Segment Margin	13.5%	11.5%	14.6%	~15%

14

# South America Overview

## Trends & Outlook

- Macroeconomic pressures
- Currency headwinds
- Regional softness in beer
- Gains in wine, food and spirits
- Ongoing cost optimization
  - Improved asset utilization
  - Low cost incremental capacity



	2010	2011	2012	2015 Target
Sales (\$ Millions)	975	1,226	1,252	~3% Annual
Segment Margin	23.0%	20.4%	18.1%	20-22%

15

# Asia Pacific Overview

## Trends & Outlook

- Australia and New Zealand
  - Demand stabilizing
  - Improved cost competitiveness
  - Currency headwinds
  
- SE Asia
  - Improving socioeconomic trends
  - Growing middle class
  
- China
  - Integration of existing assets



	2010	2011	2012	2015 Target
Sales (\$ Millions)	996	1,059	1,028	< 1% Annual
Segment Margin	14.5%	7.8%	11.0%	13-14%

# Reconciliation of GAAP to Non-GAAP Items



<b>\$ Millions, except per-share amts</b>	<b>Twelve months ended December 31, 2012</b>	
	<b>Earnings</b>	<b>EPS</b>
Earnings from continuing operations attributable to the Company	\$ 186	\$ 1.12
<i>Items that management considers not representative of ongoing operations consistent with Segment Operating Profit</i>		
• Charges for asbestos related costs	155	0.94
• Restructuring, asset impairment and related charges	144	0.87
• Gain on China land compensation	(33)	(0.20)
• Net benefit related to changes in unrecognized tax positions	(14)	(0.09)
Adjusted net earnings	<u>\$ 438</u>	<u>\$ 2.64</u>
Diluted shares outstanding (millions)	165.8	

17

# Reconciliation of Segment Margin



<b>\$ Millions</b>	<b>Years ended December 31,</b>		
	2012	2011	2010
<b>Segment Operating Profit:</b>			
Europe	\$307	\$345	\$340
North America	288	222	253
South America	227	250	224
Asia Pacific	113	83	144
<b>Net Sales:</b>			
Europe (expressed in Euros below)	\$2,717	\$3,052	\$2,746
North America	1,966	1,929	1,879
South America	1,252	1,226	975
Asia Pacific	1,028	1,059	996
<b>Segment Margin</b>			
Europe	11.3%	11.3%	12.4%
North America	14.6%	11.5%	13.5%
South America	18.1%	20.4%	23.0%
Asia Pacific	11.0%	7.8%	14.5%

<b>Europe Net Sales</b>	<b>Years ended December 31,</b>		
<b>Millions</b>	2012	2011	2010
Europe net sales (EURO)	€ 2,105	€ 2,177	€ 2,086
Weighted average exchange rate	1.29	1.40	1.32
Europe net sales (USD)	<u>\$2,717</u>	<u>\$3,052</u>	<u>\$2,746</u>

18

# Reconciliation to Free Cash Flow



<b>\$ Millions</b>	<b>Years ended December 31</b>				
	2012	2011	2010	2009	2008
Cash provided by continuing operating activities	\$ 580	\$ 505	\$ 600	\$ 729	\$ 660
Additions to property, plant and equipment - continuing	(290)	(285)	(500)	(407)	(340)
Free cash flow	<u>\$ 290</u>	<u>\$ 220</u>	<u>\$ 100</u>	<u>\$ 322</u>	<u>\$ 320</u>

19

# Reconciliation of Credit Agreement EBITDA



<b>\$ Millions</b>	<b>Last 12 months ended</b>				
	6/30/2013	3/31/2013	12/31/2012	9/30/2012	6/30/2012
Earnings (loss) from continuing operations	\$ 180	\$ 178	\$ 220	\$ (406)	\$ (382)
Interest expense	250	255	248	255	264
Provision for income taxes	93	97	108	113	110
Depreciation	367	371	378	384	388
Amortization of intangibles	37	35	34	29	24
EBITDA	<u>927</u>	<u>936</u>	<u>988</u>	<u>375</u>	<u>404</u>
Adjustments in accordance with the Company's bank credit agreement:					
Asia Pacific goodwill adjustment	-	-	-	641	641
Charges for asbestos-related costs	155	155	155	150	170
Restructuring and asset impairment	178	178	168	104	100
Gain on China land compensation	(61)	(61)	(61)	-	-
Credit Agreement EBITDA	<u>\$ 1,199</u>	<u>\$ 1,208</u>	<u>\$ 1,250</u>	<u>\$ 1,270</u>	<u>\$ 1,315</u>
Total debt	3,773	3,897	3,773	3,893	4,019
Less cash	249	359	431	336	336
Net debt	<u>3,524</u>	<u>3,538</u>	<u>3,342</u>	<u>3,557</u>	<u>3,683</u>
Net debt divided by Credit Agreement EBITDA	2.9	2.9	2.7	2.8	2.8

20

