PYXUS™

Fourth Quarter and Fiscal Year 2023 Results

June 6, 2023



Forward-looking statements and other matters

Cautionary Statement Regarding Forward-Looking Statements.
This presentation includes statements regarding expectations of our performance or other matters that may affect our business, results of operations, or financial condition are "forward-looking statements" as defined in the Private Securities Litigation Reform Act of 1995. These statements, which are based on current expectations of future events, may be identified by the use of words such as "strategy," "expects," "continues," "plans," "anticipates," "believes," "will," "estimates," "intends," "projects," "goals," "targets," and other words of similar meaning. These statements also may be identified by the fact that they do not relate strictly to historical or current facts. If underlying assumptions prove inaccurate, or if known or unknown risks or uncertainties materialize, actual results could vary materially from those anticipated, estimated, or projected. These risks and uncertainties include those discussed in our Annual Report on Form 10-K for the year ended March 31, 2023, and in our other filings with the Securities and Exchange Commission. These risks and uncertainties include: our reliance on a small number of significant customers; continued vertical integration by our customers; global shifts in sourcing customer requirements; shifts in the global supply and demand position for tobacco products; variation in our financial results due to growing conditions, customer indications and other factors; loss of confidence in us by our customers, farmers and other suppliers; migration of suppliers who have historically grown tobacco and from whom we have purchased tobacco toward growing other crops; risks related to our advancement of inputs to tobacco suppliers to be settled upon the suppliers delivering us unprocessed tobacco at the end of the growing season; risks that the tobacco we purchase directly from suppliers will not meet our customers' quality and quantity requirements; weather and other environmental conditions that can affect the marketability of our inventory; international business risks, including unsettled political conditions, uncertainty in the enforcement of legal obligations, including the collection of accounts receivable, fraud risks, expropriation, import and export restrictions, exchange controls, inflationary economies, currency risks and risks related to the restrictions on repatriation of earnings or proceeds from liquidated assets of foreign subsidiaries; many of our operations are located in jurisdictions that pose a high risk of potential violations of the Foreign Corrupt Practices Act; impacts of international sanctions on our ability to sell or source tobacco in certain regions; exposure to foreign tax regimes in which the rules are not clear, are not consistently applied and are subject to sudden change; fluctuations in foreign currency exchange and interest rates; competition with the other primary global independent leaf tobacco merchant and independent leaf merchants; disruption, failure or security breaches of our information technology systems; continued high inflation; we have identified material weaknesses related to our internal controls in certain prior years, and there can be no assurance that material weaknesses will not be identified in the future; regulations regarding environmental matters; risks related to our capital structure, including risks related to our significant debt and our ability to continue to finance our non-U.S. local operations with uncommitted short-term operating credit lines at the local level; our ability to continue to access capital markets to obtain long-term and short-term financing; potential failure of foreign banks in which our subsidiaries maintain deposits or the failure by such banks to transfer funds or honor withdrawals; the risk that, because our ability to generate cash depends on many factors beyond our control, we may be unable to generate the significant amount of cash required to service our indebtedness; our ability to refinance our current credit facilities at the same availability or at similar interest rates; failure to achieve our stated goals, which may adversely affect our liquidity; developments with respect to our liquidity needs and sources of liquidity; the volatility and disruption of global credit markets; failure by counterparties to derivative transactions to perform their obligations; increasing scrutiny and changing expectations from governments, as well as other stakeholders such as investors and customers, with respect to our environmental, social and governance policies, including sustainability policies; inherent risk of exposure to product liability claims, regulatory action and litigation facing our e-liquids business if its products are alleged to have caused significant loss, injury, or death; certain shareholders have the ability to exercise controlling influence on various corporate matters; reductions in demand for consumer tobacco products; risks and uncertainties related to effects from the COVID-19 pandemic, including shipping constraints, labor shortages and supply-chain impacts; legislative and regulatory initiatives that may reduce consumption of consumer tobacco products and demand for our services and increase regulatory burdens on us or our customers; government actions that significantly affect the sourcing of tobacco, including governmental actions to identify and assess crop diversification initiatives and alternatives to leaf tobacco growing in countries whose economies depend upon tobacco production; governmental investigations into, and litigation concerning, leaf tobacco industry buying and other payment practices; and impact of potential regulations to prohibit the sale of cigarettes in the United States other than low-nicotine cigarettes. We do not undertake to update any forward-looking statements that we may make from time to time except to the extent required by law.

Non-GAAP Financial Information.
This presentation contains financial measures that have not been prepared in accordance with generally accepted accounting principles in the United States ("GAAP"). They include EBITDA, Adjusted EBITDA, Free Cash Flow, Adjusted Free Cash Flow, and Net Debt. Tables showing the reconciliation of historical non-GAAP financial measures are included in the Appendix to this presentation. The range of Adjusted EBITDA anticipated for fiscal year ending March 31, 2024 is calculated in a manner consistent with the presentation of Adjusted EBITDA in the attached tables. Because of the forward-looking nature of the estimated range of Adjusted EBITDA, it is impractical to present a quantitative reconciliation of such measure to a comparable GAAP measure, and accordingly no such GAAP measure is being presented.

References to Fiscal Year 2021.
References to results for FY2021 are to the combined results for the twelve months ended March 31, 2021 and represent the sum of the reported amounts for the Predecessor period from April 1, 2020 through August 31, 2020 combined with the Successor period from September 1, 2020 through March 31, 2021. The Appendix to this presentation includes a reconciliation of results of operations for the twelve-month period ended March 31, 2021.

Agenda

2023 Overview and Key Achievements

Financial Review

2024 Outlook

Questions

Exceeded Guidance and Improved Credit Profile



Exceeded most recent adjusted EBITDA guidance and improved multiple performance metrics despite challenging markets



Sales and margin growth driven by strong global demand and inflationary tobacco pricing



Cash flow and liquidity enhanced by working capital management and use of seasonal credit lines



Improved credit profile with lower net-debt-to-adjusted EBITDA and increased interest coverage



Debt exchange completed, improving pricing, covenant flexibility and extending maturities into 2027

Global Footprint Connecting Farmers and Customers

150
Year Legacy

16
Principle Sourcing Locations

1K
Trained Agronomists and Field Technicians

NORTH AMERICA
USA
Canada
Guatemala

SOUTH AMERICA
Argentina
Brazil

EUROPE
Macedonia
Turkey

ASIA
China
India
Indonesia
Thailand

AFRICA
Malawi
Tanzania
Zambia
Zimbabwe



300K+
Farmer Relationships

300
Customers in
90+
Countries

1M
Farm Visits Conducted Annually

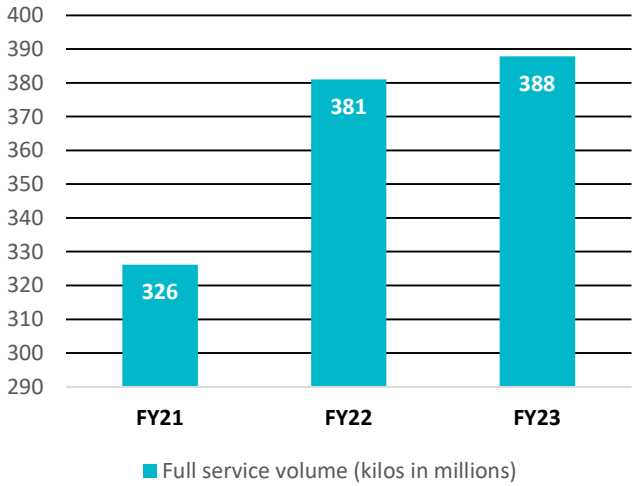
ESG, an Integral Part of Pyxus' Value and Future



- Our R&D & agronomic expertise in tobacco positions us to support complementary crop production such as groundnuts
- Complementary crops can help maximize farmer income & improve soil quality, which is key to increasing tobacco yields and quality
- In Malawi, we purchase and process groundnuts for domestic & international sale
- The groundnut waste (shells) are used to create biomass pellets
- The pellets are used as a sustainable fuel source to operate our tobacco processing facility, decreasing cost & emissions
- Positioning Pyxus to remain competitive and deliver stakeholder value

Stronger Volumes, Prices and Margins

Volume

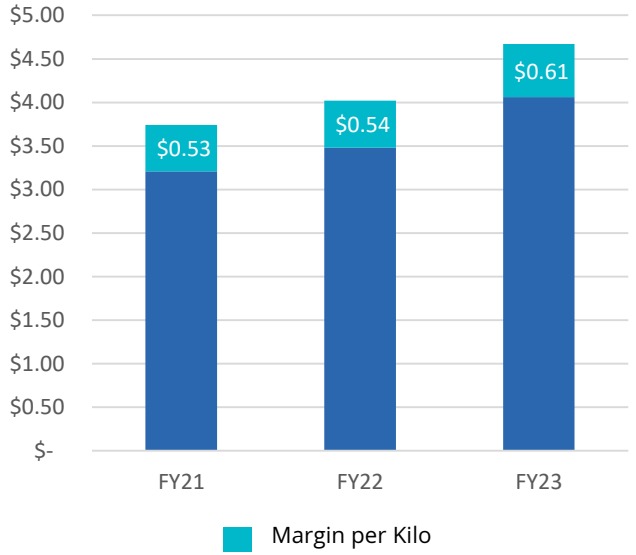


Volume
Up 2% YoY

Regional Volume Increases/Decreases

Africa	↓
Asia	↑
Europe	↓
North America	↑
South America	↓

Average Sales Price per Kilo

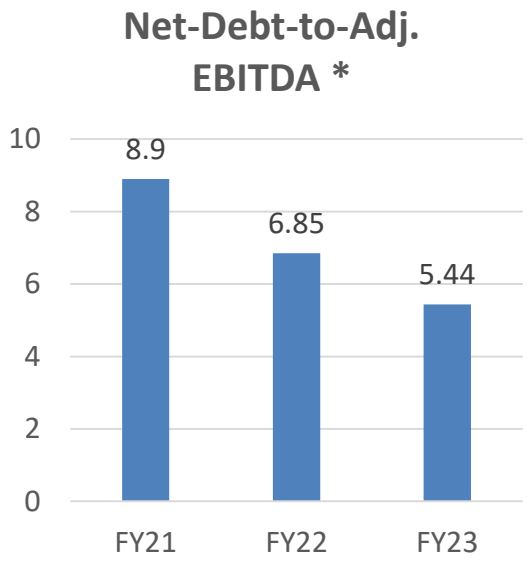


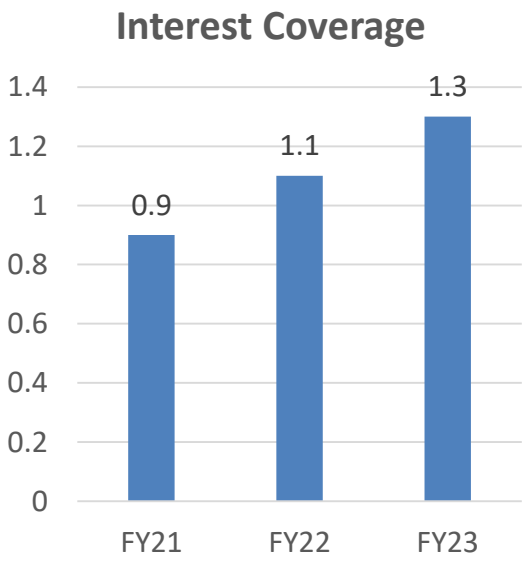
Margin per Kilo
Up 13% YoY

Improving our Credit Profile

IMPROVING PYXUS' CREDIT PROFILE

- Improved YoY net-debt-to-adjusted EBITDA for three consecutive years
- Grew interest coverage for third straight year to 1.3X in 2023

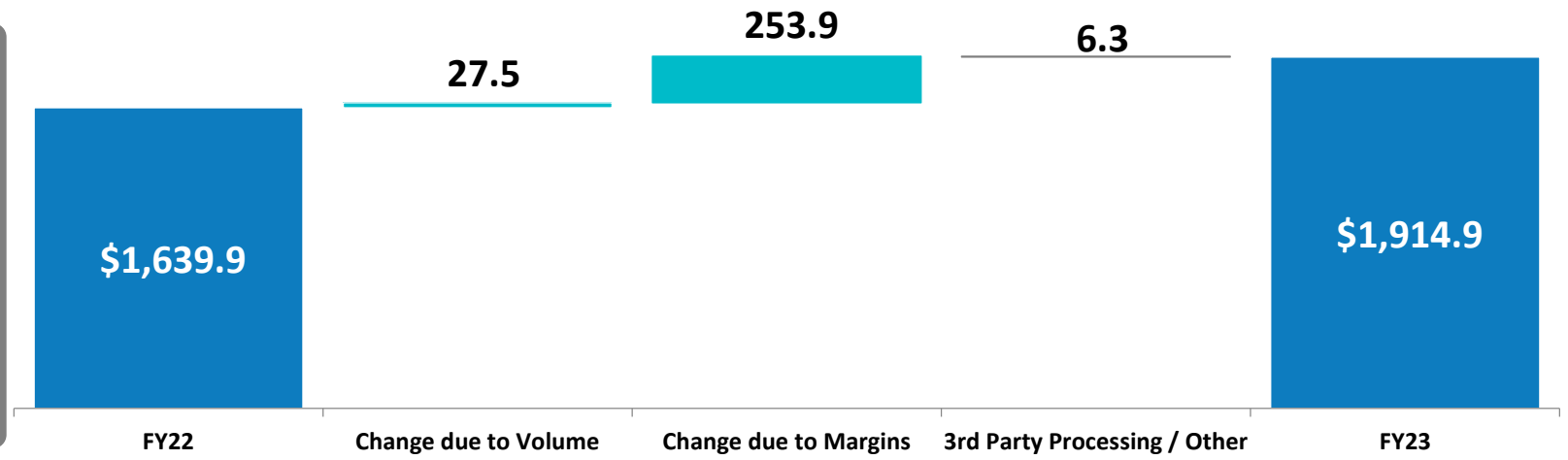




* Non-GAAP measure. See Appendix for a reconciliation to the most comparable GAAP measure.

FY 2023 Sales and Adj. EBITDA (in millions)

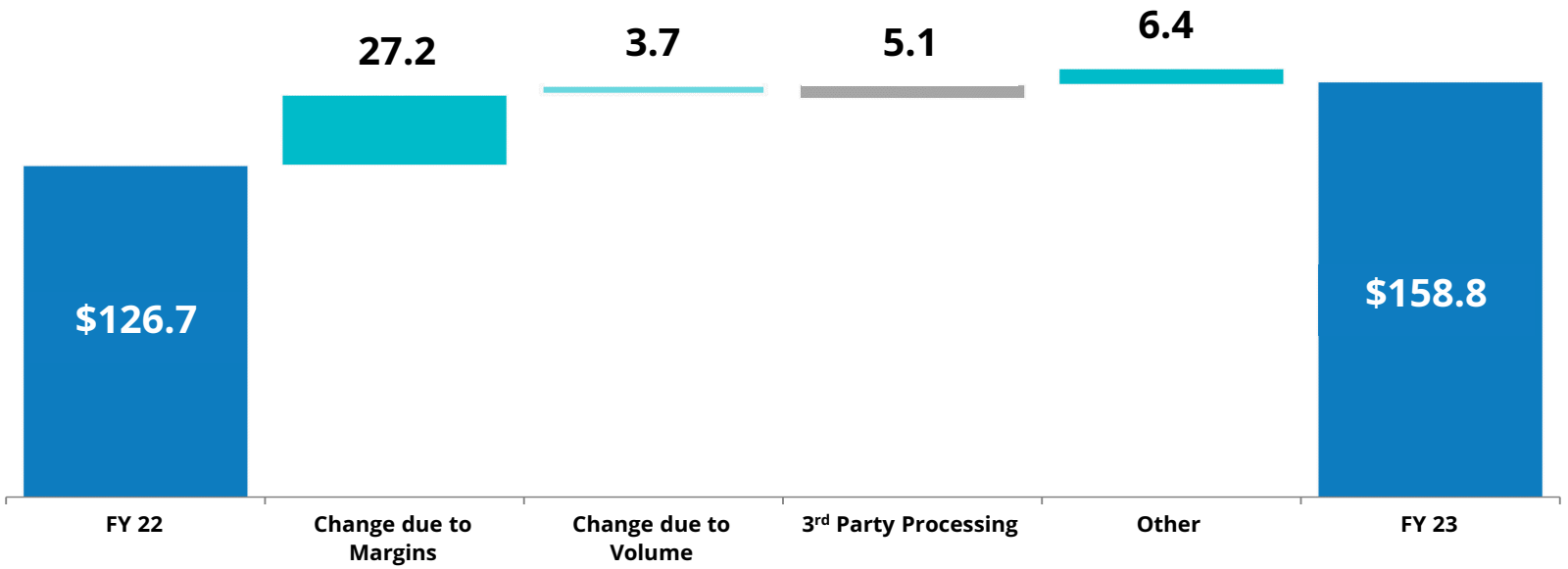
SALES



SALES

- Sales improved 16.8% or $275m year over year.
- Inflationary increases driving average sales prices higher in key markets as well as increased sales for full service.

Adj. EBITDA*



ADJUSTED EBITDA

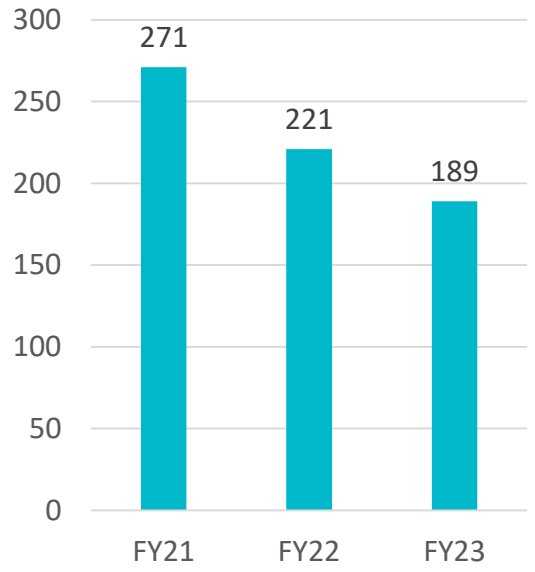
- Improvement primarily driven by higher margins in leaf.
- Processing margins lower due to lower current crop sizes.
- Other includes impact of higher SG&A costs, offset with improved equity pickup from non-controlled joint ventures and reduced losses on non-leaf businesses.

* Non-GAAP measure. See Appendix for a reconciliation to the most comparable GAAP measure.

Cash Conversion Cycle and Free Cash Flow

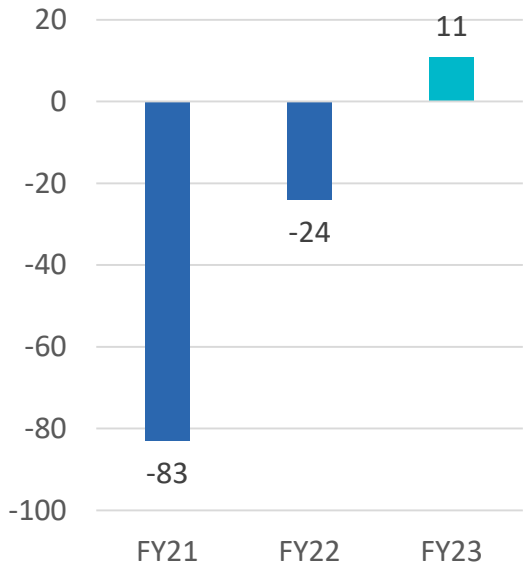
Cash Conversion Cycle*

189 days



Free Cash Flow**

$11 Million



*Cash Conversion Cycle is an internal measurement which uses RTM sales or COGS over average quarterly balance sheet accounts to estimate the cash cycle.

**Free Cash Flow is calculated from net cash used by operating activities, less capital expenditures plus collections on beneficial interests in securitized trade receivables included in net cash provided by investing activities in the statement of cash flows. Free cash flow is a non-GAAP measure. See the Appendix to this presentation for a reconciliation to the most comparable GAAP measure.

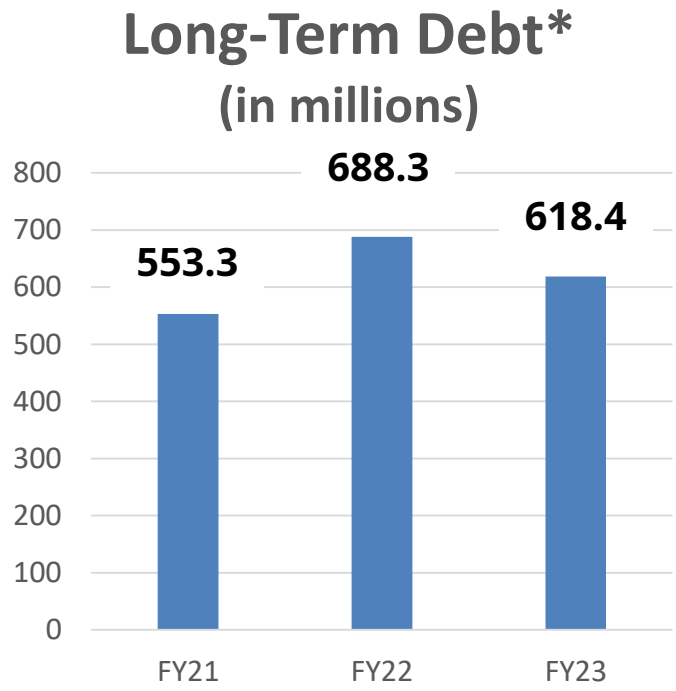
Senior Debt Well Positioned Following Debt Exchange

EXTENDS MATURITY WALL

- New structure extends maturities to February and December 2027
- Previous capital structure had maturities in December 2023, August 2024 and February 2025

IMPROVED FLEXIBILITY; REDUCED RATES

- No call cost or discounts allows for efficient capital market refinancing once markets improve
- Increased ability to borrow through ABL and through seasonal lines
- Eliminated certain restrictive covenants
- 10% notes principally exchanged for 8.5% notes
- Elimination of PIK interest



Long-Term Debt

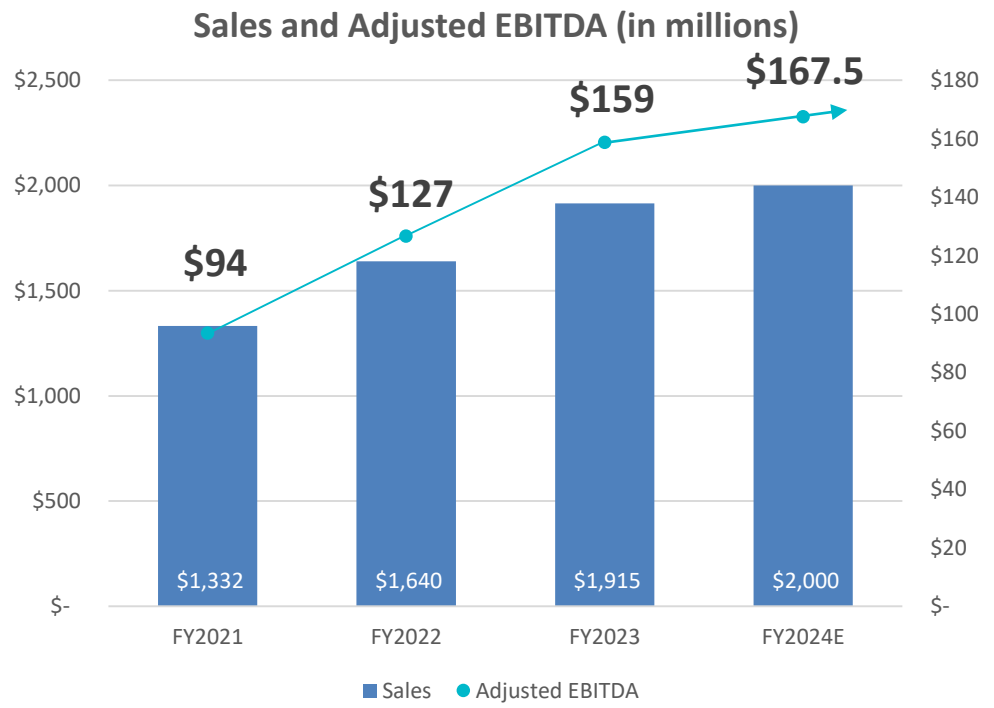
Down $70 mm YoY

*Includes current portion of LT debt. Cash and cash equivalents at period end for FY21, FY22 and FY23 were $92.7 million, $198.8 million, and $136.7 million, respectively.

2024 Expected to Build on 2023 Momentum

FISCAL YEAR 2024 GUIDANCE

- Sales between $1.9 billion and $2.1 billion (mid-point $2 billion)
- Adjusted EBITDA between $155 million and $180 million (mid-point $167.50)



APPENDIX



Appendix – Adjusted EBITDA

(in thousands)	Fiscal Year Ended 3/31/2023	3/31/2022	3/31/2021*
Net loss attributable to Pyxus International, Inc.	$ (39,141)	$ (82,119)	$ (117,649)
Plus: Interest expense	118,458	111,043	103,340
Plus: Income tax expense	34,127	12,640	13,507
Plus: Depreciation and amortization expense	19,137	16,676	28,419
EBITDA [1]	$ 132,581	$ 58,240	$ 27,617
Plus: Reserves for doubtful customer receivables	426	4,404	4,663
Plus: Other expense, net	11,023	3,349	10,154
Plus: Restructuring and asset impairment charges [2]	6,160	8,031	12,383
Plus: Goodwill impairment	-	32,186	1,082
Plus: Reorganization items [3]	-	-	(105,984)
Plus: Debt restructuring [4]	5,496	3,550	23,590
Plus: Pension retirement expense [5]	2,724	-	-
Plus: Development of and exit from non-leaf-tobacco businesses [6]	713	13,589	113,954
Plus: Other adjustments [7]	(316)	3,347	6,065
Adjusted EBITDA [1]	$ 158,807	$ 126,696	$ 93,524

*Combined (Non-GAAP). See accompanying reconciliation for the twelve-month period ended March 31, 2021.

[1] Earnings before interest, taxes, depreciation and amortization ("EBITDA"), adjusted earnings before interest, taxes, depreciation and amortization ("Adjusted EBITDA"), Free Cash Flow, and Net Debt are not measures of results of operations, cash flows from operations or indebtedness under generally accepted accounting principles in the United States ("U.S. GAAP") and should not be considered as an alternative to other U.S. GAAP measurements. We have presented EBITDA and Adjusted EBITDA to adjust for the items identified above because we believe that it would be helpful to the readers of our financial information to understand the impact of these items on our reported amounts. This presentation enables readers to better compare our results to similar companies that may not incur the impact of various items identified above. Management acknowledges that there are many items that impact a company's reported results or operating cash flows and these lists are not intended to present all items that may have impacted these items. EBITDA, Adjusted EBITDA, Free Cash Flow, Net Debt, and any ratios calculated based on these measures are not necessarily comparable to similarly-titled measures used by other companies or appearing in our debt obligations or agreements.

Appendix – Adjusted EBITDA (continued)

(2) Amounts incurred during the twelve months ended March 31, 2023 included employee separation and asset impairment charges primarily related to the restructuring of certain non-leaf agriculture operations and related inventory write-offs classified within cost of goods and services sold in the Company's condensed consolidated statements of operations.

(3) Represents expenditures, gains, and losses that were realized or incurred subsequent to the commencement of the Chapter 11 Cases and as a direct result of the Chapter 11 Cases, which are reported as reorganization items in the consolidated statements of operations, and are primarily composed of write-off of unamortized debt issuance costs and discount, fresh start reporting adjustments, legal, valuation, and consulting professional fees pertaining to the Chapter 11 Cases, United States trustee fees, and debtor-in-possession financing fees.

(4) Amounts incurred during the fiscal year ended March 31, 2023 included legal and professional fees incurred in connection with the debt exchange transactions completed in February 2023 and with the amendment and extension of the delayed-draw term loan. Amounts incurred during the fiscal year ended March 31, 2022 included consulting fees incurred in connection with the implementation of process improvements required in connection with the Company's delayed-draw term loan credit facility established in the prior fiscal year. Amounts incurred during fiscal year ended March 31, 2021 included Legal and professional fees incurred in connection with the Chapter 11 Cases, including the preparation for the commencement of the Chapter 11 Cases.

(5) During the twelve months ended March 31, 2023, the Company settled benefits with vested participants in the U.S. defined benefit pension plan ("U.S. Pension Plan") that elected a lump-sum payout and made a cash contribution to fully fund the U.S. Pension Plan's liabilities in preparation to purchase a group annuity contract to administer future payments to the remaining U.S. Pension Plan participants. This adjustment includes pension settlement charges incurred during the twelve months ended March 31, 2023 and were classified as loss on pension settlement expense and selling, general, and administration expenses in the Company's condensed consolidated statements of operations.

(6) Includes the aggregate amount of certain items related to the Company's development of and subsequent exits from its non-leaf-tobacco businesses (that is, the production and sale of legal cannabis in Canada, the production and sale of industrial hemp products, including CBD extracted from industrial hemp, and the production and sale of tobacco e-liquids) to the extent such items are included in the Company's consolidated results of operations, which includes all items separately reported for such businesses in the presentation by the Company of its adjusted EBITDA in prior periods. Such items include, to the extent reflected in consolidated results, the adjusted EBITDA of the Canadian cannabis and industrial hemp operations otherwise calculated on the same basis as Adjusted EBITDA is presented in this table, loss incurred on the deconsolidation or disposition of certain of these non-leaf tobacco businesses, as applicable, and write-offs of inventory and equipment related to certain of these businesses.

(7) Includes the following items: (i) the addition of amortization of basis difference related to a former Brazilian subsidiary that is now deconsolidated following the completion of a joint venture in March 2014, (ii) the subtraction of the Adjusted EBITDA of the Company's former green leaf sourcing operation in Kenya, which is calculated on the same basis as Adjusted EBITDA presented in this table (in fiscal year 2016 the Company decided to exit green leaf sourcing in the Kenyan market as part of our restructuring program), (iii) the addition of debt retirement expense, and (iv) the subtraction of a one time interest receipt related to a legal settlement in South America, (v) the addition of unrecovered amounts expensed directly to cost of goods and services sold in the income statement for abnormal yield adjustments or unrecovered amounts from prior crops (normal yield adjustments are capitalized into the cost of the current crop and are expensed as cost of goods and services sold as that crop is sold), (vi) the addition of non-cash employee stock-based compensation, (vii) the addition of expenses incurred associated with the internal reorganization of legal entities within the leaf tobacco segments of the company to align with operations, including legal, strategic and tax consulting expenses, (viii) income (included in Other (expense) income, net) from cash received in the period presented from the sale of Brazilian intrastate trade tax credits that had been generated by intrastate purchases of tobacco primarily in prior crop years, and (ix) debt retirement expense of $2.0 million incurred during the twelve months ended March 31, 2022. The Brazilian states of Rio Grande do Sul and Santa Catarina permit the sale or transfer of excess credits to third parties subject to approval by the related tax authorities. The Company has long-term agreements with these Brazilian state governments regarding the amounts and timing of credits that can be sold. Intrastate trade tax credits that are not able to be sold under existing agreements are capitalized into the cost of the current crop and are expensed as cost of goods and services sold as that crop is sold.

Appendix – Net Debt to Adjusted EBITDA and Interest Coverage

	Fiscal Year Ended		
(in thousands)	3/31/2023	3/31/2022	3/31/2021*
Total debt	$ 1,001,049	$ 1,066,945	$ 925,531
Less: Cash	136,733	198,777	92,705
Net debt [1]	$ 864,316	$ 868,168	$ 832,826
Adjusted EBITDA [1]	$ 158,807	$ 126,696	$ 93,524
Interest expense	118,458	111,043	103,340
Interest coverage	1.34x	1.14x	0.91x

*Combined (Non-GAAP). See accompanying reconciliation for the twelve-month period ended March 31, 2021.

[1] Earnings before interest, taxes, depreciation and amortization ("EBITDA"), adjusted earnings before interest, taxes, depreciation and amortization ("Adjusted EBITDA"), Free Cash Flow, and Net Debt are not measures of results of operations, cash flows from operations or indebtedness under generally accepted accounting principles in the United States ("U.S. GAAP") and should not be considered as an alternative to other U.S. GAAP measurements. We have presented Adjusted EBITDA and Net Debt to adjust for the items identified above because we believe that it would be helpful to the readers of our financial information to understand the impact of these items on our reported amounts. This presentation enables readers to better compare our results to similar companies that may not incur the impact of various items identified above. Management acknowledges that there are many items that impact a company's reported results or operating cash flows and these lists are not intended to present all items that may have impacted these items. EBITDA, Adjusted EBITDA, Free Cash Flow, Net Debt, and any ratios calculated based on these measures are not necessarily comparable to similarly-titled measures used by other companies or appearing in our debt obligations or agreements.

Appendix – Free Cash Flow

	Fiscal Year Ended		
(in thousands)	3/31/2023	3/31/2022	3/31/2021*
Net cash used in operating activities	$ (137,822)	$ (198,765)	$ (226,536)
Capital expenditures	(16,307)	(14,827)	(24,385)
Collections from beneficial interests in securitized trade receivables [2]	165,262	189,440	168,390
Free Cash Flow [1]	$ 11,133	$ (24,152)	$ (82,531)

*Combined (Non-GAAP). See accompanying reconciliation for the twelve-month period ended March 31, 2021.

[1] Earnings before interest, taxes, depreciation and amortization ("EBITDA"), adjusted earnings before interest, taxes, depreciation and amortization ("Adjusted EBITDA"), Free Cash Flow, and Net Debt are not measures of results of operations, cash flows from operations or indebtedness under generally accepted accounting principles in the United States ("U.S. GAAP") and should not be considered as an alternative to other U.S. GAAP measurements. We have presented Free Cash Flow to adjust for the items identified above because we believe that it would be helpful to the readers of our financial information to understand the impact of these items on our reported amounts. This presentation enables readers to better compare our results to similar companies that may not incur the impact of various items identified above. Management acknowledges that there are many items that impact a company's reported results or operating cash flows and these lists are not intended to present all items that may have impacted these items. EBITDA, Adjusted EBITDA, Free Cash Flow, Net Debt, and any ratios calculated based on these measures are not necessarily comparable to similarly-titled measures used by other companies or appearing in our debt obligations or agreements.

[2] Represents cash receipts from the beneficial interests in sold receivables under the Company's accounts receivable securitization programs and were classified as investing activities within the consolidated statements of cash flows.

Reconciliation of Items for the Combined Periods

Pyxus International, Inc. (the “Company,” “we” or “us”) applied Financial Accounting Standards Board (“FASB”) ASC Topic 852 – Reorganizations (“ASC 852”) in preparing our condensed consolidated financial statements. For periods subsequent to the commencement of the Chapter 11 Cases on June 15, 2020, ASC 852 requires distinguishing transactions associated with the reorganization separate from activities related to the ongoing operations of the business. Upon the effectiveness of the plan of reorganization (the "Plan") and the emergence from the Chapter 11 Cases of the Company and its subsidiaries that commenced the Chapter 11 Cases, the Company determined it qualified for fresh start reporting under ASC 852, which resulted in the Company becoming a new entity for financial reporting purposes on the August 24, 2020 effective date of the Plan. The Company elected to apply fresh start reporting using a convenience date of August 31, 2020. The Company evaluated and concluded the events between August 24, 2020 and August 31, 2020 were not material to the Company's financial reporting on both a quantitative or qualitative basis. Due to the application of fresh start reporting, the pre-emergence and post-emergence periods are not comparable. The lack of comparability is emphasized by the use of a “black line” to separate the Predecessor and Successor periods in the Company’s condensed consolidated financial statements. References to “Successor” relate to the Company’s financial position and results of operations after August 31, 2020. References to “Predecessor” relate to the financial position and results of operations on or before August 31, 2020.

We do not believe that reviewing the results for Predecessor and Successor periods in isolation would be useful in identifying any trends in or reaching any conclusions regarding our overall operating performance. Management believes that, for periods that span the effective date of the Plan, operating metrics for the Successor period when combined with the Predecessor period provides more meaningful comparisons to other periods and are useful in identifying current business trends. Accordingly, the table on the following slide presents the combined results for the twelve months ended March 31, 2021. The combined results (referenced as “Combined (Non-GAAP)”) for the twelve months ended March 31, 2021 represent the sum of the reported amounts for the Predecessor period from April 1, 2020 through August 31, 2020 combined with the Successor period from September 1, 2020 through March 31, 2021. These combined results are not considered to be prepared in accordance with U.S. GAAP and have not been prepared as pro forma results under applicable regulations. The combined operating results are presented for supplemental purposes only, may not reflect the actual results we would have achieved absent our emergence from bankruptcy, may not be indicative of future results and should not be viewed as a substitute for the financial results of the Predecessor period and Successor period presented in accordance with GAAP.

FY2021 – Combined Results

(in thousands)	Successor Seven months ended March 31, 2021	Predecessor Five months ended August 31, 2020	Combined (Non-GAAP) Year ended March 31, 2021
Sales and other operating revenues	$ 884,328	$ 447,600	$ 1,331,928
Cost of goods and services sold	767,855	402,594	1,170,449
Gross profit	116,473	45,006	161,479
Selling, general, and administrative expenses	110,007	87,858	197,865
Other expense, net	(9,615)	(539)	(10,154)
Restructuring and asset impairment charges	11,817	566	12,383
Goodwill impairment	1,082	-	1,082
Operating loss	(16,048)	(43,957)	(60,005)
Loss on deconsolidation/disposition of subsidiaries	70,242	-	70,242
Debt retirement expense	-	828	828
Interest expense, net	55,376	45,190	100,566
Reorganization items, net	-	105,984	105,984
Income tax expense	13,215	292	13,507
Income from unconsolidated affiliates, net	11,875	2,358	14,233
Net loss attributable to noncontrolling interests	(6,320)	(962)	(7,282)
Net (loss) income attributable to Pyxus International, Inc.	$ (136,686)	$ 19,037	$ (117,649)

(in thousands)	Successor Seven months ended March 31, 2021	Predecessor Five months ended August 31, 2020	Combined (Non-GAAP) Year ended March 31, 2021
Net cash used in operating activities	$ (44,475)	$ (182,061)	$ (226,536)
Capital expenditures	(16,628)	(7,757)	(24,385)
Collections from beneficial interests in securitized trade receivables	94,062	74,328	168,390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