# GREIF 

PACKAGING SUCCESS TOGETHER ${ }^{\text {TM }}$

SECOND QUARTER 2018 EARNINGS CONFERENCE CALL JUNE 7, 2018

## Safe harbor

## FORWARD-LOOKING STATEMENTS

- This presentation contains certain forward-looking information within the meaning of the Private Securities Litigation Reform Act of 1995. The words "may," "will," "expect," "intend," "estimate," "anticipate," "aspiration," "objective," "project," "believe," "continue," "on track" or "target" or the negative thereof and similar expressions, among others, identify forward-looking statements. All forward looking statements are based on information currently available to management. Such forward-looking statements are subject to certain risks and uncertainties that could cause events and the Company's actual results to differ materially from those expressed or implied. Please see the disclosure regarding forward-looking statements immediately preceding Part I of the Company's Annual Report on the most recently filed Form 10-K. The company assumes no obligation to update any forward-looking statements.


## REGULATION G

- This presentation includes certain non-GAAP financial measures like EBITDA and other measures that exclude special items such as restructuring and other unusual charges and gains that are volatile from period to period. Management of the company uses the non-GAAP measures to evaluate ongoing operations and believes that these non-GAAP measures are useful to enable investors to perform meaningful comparisons of current and historical performance of the company. All non-GAAP data in the presentation are indicated by footnotes. Tables showing the reconciliation between GAAP and non-GAAP measures are available at the end of this presentation and on the Greif website at www.greif.com.


## Second Quarter Fiscal Year (FY) 2018 key takeaways

## Key statistics

Trailing 12 mos Customer Satisfaction Index


Operating Profit Before Special Items ${ }^{1}$ (\$M)


Class A EPS Before Special Items ${ }^{1}$ (\$/sh)


Key themes / trends

- RIPS: continued raw material inflation and choppy volume
- Inflation: price adjustment mechanisms continue to catch up
- Volumes: impacted by customer operational interruptions, weather and our value over volume decisions
- PPS: strong demand and high volume growth; favorable price/cost environment
- FPS: performance accelerating; strong network volume demand
- Transportation: \$7M headwind


## Guidance and other

- Class A Earnings Per Share Before Special Items
- Increased range to \$3.45-\$3.70
- Free Cash Flow
- Range maintained at \$200-\$220M; higher profitability offset by higher capital expenditures related to approved growth projects
- Pension
- Making a one-time contribution of \$70M in Q3'18; will reduce annual expense and premiums. Not reflected in Free Cash Flow.


## Rigid Industrial Packaging \& Services (RIPS) review

- Net sales up $0.9 \%$, excluding $F / \mathbf{X}^{1}$, from prior year
- Gross profit down 7\% from prior year
- Continuing raw material inflation and timing of price adjustment mechanism catch up
- \$3M transportation headwind

| \$M | Q2 2018 | Q2 2017 |
| :--- | :---: | :---: |
| Net sales | $\$ 662.7$ | $\$ 624.3$ |
| Gross profit | $\$ 124.9$ | $\$ 133.9$ |
| Operating profit before <br> special items | $\$ 52.5$ | $\$ 60.3$ |

- Operating profit before special items ${ }^{1}$ down $13 \%$ from prior year


## Profits impacted by lower volumes and continued cost inflation

A summary of all adjustments for the impact of currency translation on net sales and special items that are included in the operating profit before special items is set forth in the appendix of this presentation.
Note: A reconciliation of the differences between all non-GAAP financial measures used in this presentation with the most directly comparable GAAP financial measures is included in the appendix of this presentation.

## Paper Packaging \& Services (PPS) review

- Net sales up $13.4 \%$ from prior year - higher selling prices and strong unit volume growth
- Operating profit before special items ${ }^{1}$ up $60 \%$ from prior year
- \$50/ton containerboard price increase fully implemented end of June; expect favorable price/cost spread for remainder of Fiscal 2018

| \$M | Q2 2018 | Q2 2017 |
| :--- | :---: | :---: |
| Net sales | $\$ 213.9$ | $\$ 188.7$ |
| Gross profit | $\$ 49.9$ | $\$ 32.9$ |
| Operating profit before <br> special items |  |  |

- \$4M transportation headwind
- Announced expansion in mid Atlantic
- New sheet feeder with specialty converting capability
- Expect to be operational in Q4 Fiscal 2019

Favorable price/cost and solid volume growth generating profit expansion

A summary of all special items that are included in the operating profit before special items is set forth in the appendix of this presentation.
Note: A reconciliation of the differences between all non-GAAP financial measures used in this presentation with the most directly comparable GAAP financial measures is included in the appendix of this presentation.

## Flexible Products \& Services (FPS) review

- Net sales up $13.8 \%$, excluding $F / \mathbf{X}^{1}$, from prior year
- Strong operating performance and higher unit volumes across the network
- Gross profit margin = 20.9\%
- 240 BP improvement from prior year

| \$M | Q2 2018 | Q2 2017 |
| :--- | :---: | :---: |
| Net sales | $\$ 84.1$ | $\$ 66.6$ |
| Gross profit | $\$ 17.6$ | $\$ 12.3$ |
| Operating profit before <br> special items |  |  |
| ${ }^{1}:$ | $\$ 5.0$ | $\$ 2.1$ |

## Path to growth: capital projects and expansions



## Capital expansions plastics and IBC

- Alsip expansion (Chicago) - 2nd IBC line co-located in steel plant; operational March 2018
- San Roque expansion (Spain) - new IBC line co-located in steel plant; operational April 2018
- New IBC plant (Houston) - operational August 2018
- Small plastics expansion (Israel) - operational September 2018
- Ede (Netherlands) - $2^{\text {nd }}$ IBC line operational October 2018
- Bradley \& Lavonia (U.S.) - blow molders; operational August 2019
- Kaluga IBC (Russia) - new IBC line co-located in steel plant; operational late 2019



## Capital expansions in paper specialty products

- MultiCorr bulk packaging line expansion (Louisville) - operational April 2018
- Greenfield corrugated sheet feeder and specialty converter to be located in the Mid-Atlantic; operational late 2019


## Q2'18 vs. Q2'17: financial update

| Key financial metrics (\$M and \$/sh) | Q2 2018 | Q2 2017 |
| :---: | :---: | :---: |
| Net Sales, Excluding the Impact of Currency Translation ${ }^{1}$ | \$927.4 | \$887.4 |
| Gross Profit | \$195.3 | \$181.9 |
| SG\&A | \$102.7 | \$97.0 |
| Operating Profit Before Special Items ${ }^{2}$ | \$92.6 | \$84.9 |
| Interest expense | \$13.0 | \$14.3 |
| Other expense | \$2.5 | \$3.2 |
| Net Income Attributable to Greif, Inc. Before Special Items ${ }^{2}$ | \$44.7 | \$39.3 |
| Class A Earnings Per Share Before Special Items ${ }^{2}$ | \$0.76 | \$0.67 |
| Capital expenditures | \$28.3 | \$18.4 |
| Free Cash Flow ${ }^{3}$ | \$29.9 | \$41.2 |
|  | (1)GTS Securites |  |

${ }^{1}$ A summary of the adjustments for the impact of currency translation is set forth in the appendix of this presentation.
A summary of all special items that are excluded from net income attributable to Greif, Inc. before special items, the earnings per diluted Class A share before special items and operating profit before special items is set forth in the appendix of this presentation.
Note: A reconciliation of the differences between all non-GAAP financial measures used in this presentation with the most directly comparable GAAP financial measures is included in the appendix of this presentation.

## Q2'18 guidance update



 not being ascertainable or accessible, we are unable to quantify certain amounts that would be required to be included in the most directly comparable GAAP financial measure without unreasonable efforts.

## Financial flexibility to execute capital priorities



## Capital priorities

## Reinvest in the business

- Fund maintenance and organic growth opportunities that exceed required returns


## Maintain financial flexibility

- Maintain between $2.0-2.5 x$; willing to temporarily exceed if compelling growth opportunity emerges


## Maintain annual dividend

- Class A: \$1.68/sh; Class B: \$2.51/sh


## Grow the business

- Advance opportunistic capital options if justified by returns

Further strengthen the balance sheet if opportunities allow

- Planning to make one time \$70M pension contribution in Q3'18

Return additional capital to shareholders beyond annual dividend

- Will not occur in Fiscal 2018 due to increased capex and pension contribution


## Why invest in Greif?

1) Comprehensive packaging provider with leverage to the industrial economy

Broad product offering with exposure to favorable long term global trends
2) Diverse global portfolio that mitigates risk

Global presence in 44 countries that reduces risk and is not easily replicated
3) Best performing customer service company in industrial packaging

Customer centric mindset that strengthens relationships, differentiates the business and engenders loyalty
4. Disciplined execution and capital deployment, leading to reliable earnings and cash flow

Sharp focus on operating fundamentals driven by the Greif Business System
5) Committed to return of capital to shareholders

Solid track record of paying dividends with potential for other shareholder friendly activities

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## APPENDIX

## Q2 Price, Volume and Foreign Currency Impact to Net Sales for Primary Products:

Excluding Divestitures

| RIPS NA | VoLume |  | PRICE |  | FX |  | total sales VARIANCE |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | $\bigcirc$ | $\begin{aligned} & -2.2 \% \\ & (\$ 4.5) \\ & \hline \end{aligned}$ | - | $\begin{aligned} & 4.7 \% \\ & \$ 9.6 \end{aligned}$ | $\bigcirc$ | $0.3 \%$ $\$ 0.6$ | - | $2.8 \%$ \$5.7 |
| RIPS LATAM | - | $\begin{aligned} & 6.2 \% \\ & \$ 2.3 \end{aligned}$ | - | $\begin{array}{r} 11.1 \% \\ \$ 4.1 \\ \hline \end{array}$ | - | $-11.1 \%$ $(\$ 4.1)$ | - | $6.2 \%$ $\$ 2.3$ |
| RIPS EmEA | - | $\begin{aligned} & -2.9 \% \\ & (\$ 7.2) \end{aligned}$ | - | $\begin{aligned} & 2.7 \% \\ & \$ 6.7 \end{aligned}$ | $\bigcirc$ | $\begin{aligned} & 10.8 \% \\ & \$ 27.3 \\ & \hline \end{aligned}$ | - | $10.7 \%$ $\$ 22.8$ |
| RIPS APAC | - | $\begin{gathered} -10.4 \% \\ (\$ 6.0) \\ \hline \end{gathered}$ | $\bigcirc$ | $\begin{gathered} 7.4 \% \\ \$ 4.3 \end{gathered}$ | $\bigcirc$ | $8.1 \%$ $\$ 4.7$ | - | $5.2 \%$ $\$ 3.0$ |
| RIIPS Segment | - | $\begin{gathered} -2.8 \% \\ (\$ 15.4) \end{gathered}$ | - | $\begin{aligned} & 4.5 \% \\ & \$ 24.8 \\ & \hline \end{aligned}$ | $\bigcirc$ | $\begin{array}{r} 5.2 \% \\ \$ 28.5 \end{array}$ | - | 6.9\% $\$ 37.9$ |
| PPS Segment | - | $\begin{array}{r} 6.4 \% \\ \$ 12.0 \\ \hline \end{array}$ | - | $\begin{array}{r} 6.7 \% \\ \$ 12.6 \\ \hline \end{array}$ | $\bigcirc$ | $\begin{aligned} & 0.0 \% \\ & \$ 0.0 \end{aligned}$ | - | 13.1\% $\$ 24.6$ |
| FPS Segment | - | $\begin{aligned} & 8.4 \% \\ & \$ 5.1 \end{aligned}$ | - | $\begin{aligned} & 5.9 \% \\ & \$ 3.6 \\ & \hline \end{aligned}$ | - | $\begin{array}{r} 13.2 \% \\ \$ 8.0 \\ \hline \end{array}$ | - | $\begin{aligned} & 27.4 \% \\ & \$ 16.7 \\ & \hline \end{aligned}$ |
| PRIMARY PRODUCTS | $\bigcirc$ | $\begin{aligned} & 0.2 \% \\ & \$ 1.7 \end{aligned}$ | - | $\begin{array}{r} 5.1 \% \\ \$ 41.0 \end{array}$ | - | $\begin{array}{r} 4.6 \% \\ \$ 36.5 \\ \hline \end{array}$ | $\bigcirc$ | 9.9\% $\$ 79.2$ |

RECONCILIATION TO TOTAL COMPANY NET SALES

| NON-PRIMARY PRODUCTS | $\bigcirc$ | $1.9 \%$ $\$ 1.7$ |
| :---: | :---: | :---: |
| TOTAL COMPANY | $\bigcirc$ | $\begin{gathered} 9.1 \% \\ \$ 80.8 \end{gathered}$ |

[^0]
## Fiscal 2018 foreign exchange exposure

| Currency | $10 \%$ strengthening of the USD; <br> impact to OPBSI | Cumulative impact |
| :--- | :---: | :---: |
| Euro | $\$(5 M)-\$(7 M)$ | $\$(5 M)-\$(7 M)$ |
| Next five largest exposures | $\$(7 M)-\$(10 M)$ | $\$(12 M)-\$(17 M)$ |
| Turkish Lira | $\$ 4 M-\$ 5 M$ |  |
| Singapore Dollar | $\$(3 M)-\$(4 M)$ |  |
| Argentina Peso | $\$(3 M)-\$(4 M)$ |  |
| Russia Ruble | $\$(3 M)-\$(4 M)$ |  |
| British Pound | $\$(2 M)-\$(3 M)$ | $\$(16 M)-\$(22 M)$ |
| All remaining exposures | $\$(4 M)-\$(5 M)$ |  |

- Greif transacts in more than 25 global currencies
- Our currency exposure profile results in a benefit when the US dollar broadly weakens, and we face challenges when the US dollar broadly strengthens
- Offsets created by our global supply chain and cost structure help to mitigate our foreign exchange exposure


## Key strategic priorities and strategy in place

| Vision | In industrial packaging, be the best performing customer service company in the world |  |  |
| :---: | :---: | :---: | :---: |
| Priorities | People \& Teams <br> - Environment, health and safety <br> - Colleague engagement <br> - Accountability aligned to value creation | Customer Service Excellence <br> - Deliver superior customer satisfaction <br> - Create value for our customers through a solutions based approach <br> - Earn our customers trust and loyalty | Performance <br> - Growth aligned to value <br> - Margin expansion via Greif Business System execution <br> - Fiscal discipline and free cash flow expansion |
| Values | THE GREIF WAY |  |  |
| Our strategy is to be the premier global industrial packaging solutions provider, creating value for our customers with the most diversified products and services offering |  |  |  |

## Building a world class customer service organization

Greif Customer Satisfaction Index (CSI)


Greif Net Promoter Score

${ }^{*}$ Note: CSI is an internal measure of a plant's or business' performance against selected parameters that customers
experience, giving us an indication of our level of meeting our customers basic needs. Components include: customer complaints received; customer complaints open greater than 30 days; credits raised; number of late deliveries; and the
number of deliveries.

## Non - GAAP financial measures

Non-GAAP measures are intended to supplement and should be read together with our financial results. They should not be considered an alternative or substitute for, and should not be considered superior to, our reported financial results. Accordingly, users of this financial information should not place undue reliance on these non-GAAP financial measures.

## GAAP to Non-GAAP reconciliation:

Segment and Consolidated Financials: Q2 2018, Q2 2017, and Q2 2016

| (in millions) | Three months ended April 30, |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | 2018 |  | 2017 |  | 2016 |  |
| Net sales: |  |  |  |  |  |  |
| Rigid Industrial Packaging \& Services | \$ | 662.7 | \$ | 624.3 | \$ | 589.6 |
| Paper Packaging \& Services |  | 213.9 |  | 188.7 |  | 167.2 |
| Flexible Products \& Services |  | 84.1 |  | 66.6 |  | 76.2 |
| Land Management |  | 7.6 |  | 7.8 |  | 6.6 |
| Total net sales | \$ | 968.3 | \$ | 887.4 | \$ | 839.6 |
| Gross profit: |  |  |  |  |  |  |
| Rigid Industrial Packaging \& Services | \$ | 124.9 | \$ | 133.9 | \$ | 123.9 |
| Paper Packaging \& Services |  | 49.9 |  | 32.9 |  | 37.4 |
| Flexible Products \& Services |  | 17.6 |  | 12.3 |  | 9.6 |
| Land Management |  | 2.9 |  | 2.8 |  | 2.8 |
| Total gross profit | \$ | 195.3 | \$ | 181.9 | \$ | 173.7 |
| Operating profit: |  |  |  |  |  |  |
| Rigid Industrial Packaging \& Services | \$ | 47.2 | \$ | 56.1 | \$ | 59.2 |
| Paper Packaging \& Services |  | 33.0 |  | 20.3 |  | 24.2 |
| Flexible Products \& Services |  | 5.0 |  | 1.8 |  | (2.9) |
| Land Management |  | 2.5 |  | 3.3 |  | 2.3 |
| Total operating profit | \$ | 87.7 | \$ | 81.5 | \$ | 82.8 |
| EBITDA: |  |  |  |  |  |  |
| Rigid Industrial Packaging \& Services | \$ | 66.3 | \$ | 72.5 | \$ | 78.7 |
| Paper Packaging \& Services |  | 41.1 |  | 27.4 |  | 32.1 |
| Flexible Products \& Services |  | 7.4 |  | 3.6 |  | (1.0) |
| Land Management |  | 3.6 |  | 4.7 |  | 3.3 |
| Total EBITDA | \$ | 118.4 | \$ | 108.2 | \$ | 113.1 |
| EBITDA before special items: |  |  |  |  |  |  |
| Rigid Industrial Packaging \& Services | \$ | 71.6 | \$ | 77.3 | \$ | 73.8 |
| Paper Packaging \& Services |  | 41.1 |  | 28.2 |  | 32.0 |
| Flexible Products \& Services |  | 7.4 |  | 3.9 |  | 0.8 |
| Land Management |  | 3.2 |  | 3.3 |  | 3.0 |
| Total EBITDA before special items | \$ | 123.3 | \$ | 112.7 | \$ | 109.6 |

## GAAP to Non-GAAP reconciliation:

Segment and Consolidated Q2 2018, Q2 2017, and Q2 2016 Operating Profit (Loss) Before Special Items

|  | Three months ended April 30, |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| (in millions) | 2018 |  | 2017 |  | 2016 |  |
| Operating profit: |  |  |  |  |  |  |
| Rigid Industrial Packaging \& Services | \$ | 47.2 | \$ | 56.1 | \$ | 59.2 |
| Paper Packaging \& Services |  | 33.0 |  | 20.3 |  | 24.2 |
| Flexible Products \& Services |  | 5.0 |  | 1.8 |  | (2.9) |
| Land Management |  | 2.5 |  | 3.3 |  | 2.3 |
| Total operating profit | \$ | 87.7 | \$ | 81.5 | \$ | 82.8 |
| Restructuring charges: |  |  |  |  |  |  |
| Rigid Industrial Packaging \& Services | \$ | 6.0 | \$ | 4.4 | \$ | 2.9 |
| Paper Packaging \& Services |  | - |  | 0.3 |  | - |
| Flexible Products \& Services |  | - |  | 0.4 |  | 2.5 |
| Total restructuring charges | \$ | 6.0 | \$ | 5.1 | \$ | 5.4 |
| Acquisition-related costs: |  |  |  |  |  |  |
| Rigid Industrial Packaging \& Services |  |  |  |  | \$ | 0.1 |
| Total acquisition-related costs | \$ | - | \$ | - | \$ | 0.1 |
| Non-cash asset impairment charges: |  |  |  |  |  |  |
| Rigid Industrial Packaging \& Services | \$ | 0.4 | \$ | 2.0 | \$ | 1.7 |
| Total non-cash asset impairment charges | \$ | 0.4 | \$ | 2.0 | \$ | 1.7 |
| (Gain) loss on disposal of properties, plants, equipment and businesses, net: |  |  |  |  |  |  |
| Rigid Industrial Packaging \& Services | \$ | (1.1) | \$ | (2.2) | \$ | (9.6) |
| Paper Packaging \& Services |  | - |  | - |  | (0.1) |
| Flexible Products \& Services |  | - |  | (0.1) |  | (0.7) |
| Land Management |  | (0.4) |  | (1.4) |  | (0.3) |
| Total gain on disposal of properties, plants, equipment and businesses, net | \$ | (1.5) | \$ | (3.7) | \$ | (10.7) |
| Operating profit before special items: |  |  |  |  |  |  |
| Rigid Industrial Packaging \& Services | \$ | 52.5 | \$ | 60.3 | \$ | 54.3 |
| Paper Packaging \& Services |  | 33.0 |  | 20.6 |  | 24.1 |
| Flexible Products \& Services |  | 5.0 |  | 2.1 |  | (1.1) |
| Land Management |  | 2.1 |  | 1.9 |  | 2.0 |
| Total operating profit before special items | \$ | 92.6 | \$ | 84.9 | \$ | 79.3 |

## GAAP to Non-GAAP reconciliation:

Reconciliation of Net Sales to Net Sales Excluding the Impact of Currency Translation \$Millions

| (in millions) | Three months ended April 30, |  |  |  | Increase in Net Sales (\$) |  | $\begin{gathered} \text { Increase in } \\ \text { Net Sales (\%) } \end{gathered}$ |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | 2018 |  | 2017 |  |  |  |  |
| Consolidated |  |  |  |  |  |  |  |
| Net Sales | \$ | 968.3 | \$ | 887.4 | \$ | 80.9 | 9.1\% |
| Currency Translation |  | (40.9) |  | N/A |  |  |  |
| Net Sales Excluding the Impact of Currency Translation | \$ | 927.4 | \$ | 887.4 | \$ | 40.0 | 4.5\% |
| Rigid Industrial Packaging \& Services |  |  |  |  |  |  |  |
| Net Sales | \$ | 662.7 | \$ | 624.3 | \$ | 38.4 | 6.2\% |
| Currency Translation |  | (32.6) |  | N/A |  |  |  |
| Net Sales Excluding the Impact of Currency Translation | \$ | 630.1 | \$ | 624.3 | \$ | 5.8 | 0.9\% |
| Flexible Products \& Services |  |  |  |  |  |  |  |
| Net Sales | \$ | 84.1 | \$ | 66.6 | \$ | 17.5 | 26.3\% |
| Currency Translation |  | (8.3) |  | N/A |  |  |  |
| Net Sales Excluding the Impact of Currency Translation | \$ | 75.8 | \$ | 66.6 | \$ | 9.2 | 13.8\% |

## GAAP to Non-GAAP reconciliation:

Net Income and Class A Earnings Per Share Excluding Special Items - various time periods \$Millions and \$/sh

| (in millions, except for per share amounfz) | Income before Income Tax(Benefit) Expense, nei |  | $\begin{aligned} & \text { Income Tax } \\ & \text { (Benefit) } \\ & \text { Expense } \end{aligned}$ |  |  |  | $\underset{\substack{\text { Noun- } \\ \text { Controling } \\ \text { Interest }}}{\text { Nos. }}$ |  | $\begin{aligned} & \text { Net Income } \\ & \text { Attributable } \\ & \text { to Greif, Inc. } \end{aligned}$ |  | $\begin{aligned} & \text { Difuted Class } \\ & \text { A Earnings } \\ & \text { Per Share } \end{aligned}$ |  | Tax Rate |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | s | 72.2 | s | 21.1 | \$ | (0.8) | s | 6.8 | \$ | 45.1 | \$ | 0.77 | 29.2\% |
| Gain on disponal of properties, punti, equp buinessel, net |  | (1.5) |  | (0.4) |  | - |  | - |  | (1.1) |  | (0.02) |  |
| Restucturung charges |  | 0.0 |  | 1.4 |  | - |  | - |  | 4.6 |  | 0.08 |  |
| Non-cash asset impairment charges |  | 0.4 |  | - |  | - |  | - |  | 0.4 |  | 0.01 |  |
| Provisional tax net benefit renulting from the Tax Reform Act |  | - |  | 4.3 |  | - |  | - |  | (4.3) |  | (0.08) |  |
| Excluding Special lems | s | 77.1 | s | 26.4 | \$ | (0.8) | s | 6.8 | s | 44.7 | s | 0.76 | 34.2\% |
| ${ }_{2017}{ }_{20}$ Thre monlas ended Aprii so, | s | 62.9 | s | 23.0 | \$ | - | \$ | 3.9 | s | 36.0 | \$ | 0.61 | 36.6\% |
| Oain on disposal of properties, planth, equipment and esses, net |  | (3.7) |  | (0.7) |  | - |  | - |  | (3.0) |  | (0.05) |  |
| Retructuring charem |  | 5.1 |  | 1.4 |  | - |  | 0.2 |  | 3.5 |  | 0.06 |  |
| Non-cash asset impairment charges |  | 2.0 |  | - |  | - |  | (0.2) |  | 2.2 |  | 0.04 |  |
| Non-cash pension settlement charge |  | 1.1 |  | 0.5 |  | - |  | - |  | 0.6 |  | 0.01 |  |
| Excluding Specian lems | $s$ | 67.4 | s | 24.2 | s | - | s | 3.9 | s | 39.3 | \$ | 0.67 | 35.9\% |
| Six montlis ended April 30,2018 | s | 116.7 | s | 5.5 | \$ | (0.8) | s | 10.4 | s | 101.6 | \$ | 1.73 | 4.7\% |
| Gain on disposal of properties, plants, equipment and usmesces, net |  | (6.1) |  | (0.7) |  | - |  | - |  | (5.4) |  | (0.09) |  |
| Reetucturing charges |  | 10.1 |  | 1.9 |  | - |  | 0.2 |  | 8.0 |  | 0.14 |  |
| Aequititon-related costs |  | 0.2 |  | 0.1 |  | - |  | - |  | 0.1 |  | - |  |
| Non-cash atset impairment charges |  | 3.3 |  | 0.7 |  | - |  | - |  | 2.6 |  | 0.04 |  |
| Provisional tax net benefit resulting from the Tax Reform Act |  | - |  | 33.4 |  | - |  | - |  | (33.4) |  | (0.57) |  |
| Excluding Special Iema | 5 | 124.2 | \$ | 40.9 | \$ | (0.8) | 5 | 10.6 | 5 | 73.5 | \$ | 1.25 | 32.9\% |
| Six months ended April 30, 2017 | \$ | 82.7 | \$ | 348 | \$ | - | \$ | 6.5 | \$ | 41.4 | s | 0.71 | 42.1\% |
| Gain on disposal of properties, plants, equipment and simesses, net |  | (4.2) |  | (0.9) |  | - |  | 0.2 |  | (3.5) |  | (0.06) |  |
| Restructuring charges |  | 4.8 |  | (2.9) |  | - |  | 0.4 |  | 7.3 |  | 0.13 |  |
| Non-cash asset impairment charges |  | 3.9 |  | - |  | - |  | 0.1 |  | 3.8 |  | 0.06 |  |
| Non-cash pension settlement charge |  | 24.6 |  | 7.9 |  | - |  | - |  | 16.7 |  | 0.28 |  |
| Excludug Special lems | s | 111.8 | s | 38.9 | \$ | - | s | 7.2 | \$ | 65.7 | \$ | 1.12 | 34.8\% |

## GAAP to Non-GAAP reconciliation:

Free Cash Flow and projected 2018 Free Cash Flow guidance

| (in millions) | Three months ended April 30, |  |  |  | Six months ended April 30, |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | 2018 |  | 2017 |  | 2018 |  | 2017 |  |
| Net cash provided by operating activities | \$ | 58.2 | \$ | 59.6 | \$ | 4.5 | \$ | 15.5 |
| Cash paid for purchases of properties, plants and equipment |  | (28.3) |  | (18.4) |  | (56.3) |  | (39.7) |
| Free Cash Flow | \$ | 29.9 | \$ | 41.2 | \$ | (51.8) | \$ | (24.2) |

${ }^{(11)}$ Free Cash Flow is defined as net cash provided by operating activities less cash paid for purchases of properties, plants and equipment.

GREIF, INC. AND SUBSIDIARY COMPANIES

## PROJECTED 2018 GUIDANCE RECONCILIATION

FREE CASH FLOW
UNAUDITED

|  | Fiscal 2018 Guidance Range |  |  |  |
| :--- | ---: | ---: | ---: | ---: |
| (in millions) | Sceaario 1 | Scenario 2 |  |  |
| Net cash provided by operating activities | $\$$ | 320.0 | $\$$ | 360.0 |
| Cash paid for purchases of properties, plants and equipment |  | $(120.0)$ | $(140.0)$ |  |
| Free Cash Flow | $\$$ | 200.0 | $\$$ | 220.0 |

## Net debt to trailing four quarter EBITDA BSI reconciliation

|  | Q1 2016 | Q2 2016 | Q3 2016 | Q4 2016 | Q1 2017 | Q2 2017 | Q3 2017 | Q4 2017 | Q1 2018 | Q2 2018 |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Short Term Borrowings | 44.1 | 59.4 | 55.2 | 51.6 | 38.9 | 35.5 | 18.3 | 14.5 | 8.1 | 8.8 |
| Current Portion of Long-term Debt | 22.2 | 317.7 | 300.3 | - | - | 15.0 | 16.3 | 15.0 | 15.0 | 15.0 |
| Long Term Debt | 1,112.1 | 777.0 | 758.6 | 974.6 | 1,074.8 | 1,033.6 | 1,033.7 | 937.8 | 1,010.8 | 1,020.5 |
| TOTAL DEBT | 1178.4 | 1154.1 | 1114.1 | 1026.2 | 1113.7 | 1084.1 | 1068.3 | 967.3 | 1033.9 | 1044.3 |
| Less: Cash and Cash Equivalents | 65.3 | 89.6 | 94.3 | 103.7 | 106.8 | 87.0 | 94.6 | 142.3 | 94.3 | 108.2 |
| NET DEBT | 1,113.1 | 1,064.5 | 1,019.8 | 922.5 | 1,006.9 | 997.1 | 973.7 | 825.0 | 939.6 | 936.1 |
| Operating Profit | 17.6 | 82.8 | 71.6 | 53.6 | 42.1 | 81.5 | 89.5 | 60.4 | 65.5 | 87.7 |
| Less: Other (income) expense, net | 3.0 | 1.7 | 2.7 | 1.6 | 3.6 | 3.2 | 1.4 | 3.8 | 7.7 | 2.5 |
| Less: Equity (earnings) losses of unconsolidated affiliates, net of tax | 0.0 | 0.0 | (0.8) | 0.0 | 0.0 | 0.0 | (0.3) | (1.7) | 0.0 | (0.8) |
| Less: Non cash pension settlement charge | 0.0 | 0.0 | 0.0 | 0.0 | 0.0 | (1.1) | 0.0 | 0.0 | 0.0 | 0.0 |
| Plus: Depreciation, depletion and amortization expense | 32.3 | 32.0 | 31.5 | 31.9 | 30.7 | 31.0 | 27.7 | 31.1 | 31.7 | 32.4 |
| EBITDA | 46.9 | 113.1 | 101.2 | 83.9 | 69.2 | 108.2 | 116.1 | 89.4 | 89.5 | 118.4 |
| Restructuring charges | 2.3 | 5.4 | 10.2 | 9.0 | (0.3) | 5.1 | 3.9 | 4.0 | 4.1 | 6.0 |
| Acquisition-related costs | 0.0 | 0.1 | 0.0 | 0.1 | 0.0 | 0.0 | 0.0 | 0.7 | 0.2 | 0.0 |
| Non-cash asset impairment charges | 39.1 | 1.7 | 4.1 | 6.5 | 1.9 | 2.0 | 2.0 | 14.9 | 2.9 | 0.4 |
| Non-cash pension settlement charge | 0.0 | 0.0 | 0.0 | 0.0 | 23.5 | 1.1 | 1.0 | 1.5 | 0.0 | 0.0 |
| (Gain) loss on disposal properties, plants equipment, and businesses, | (0.9) | (10.7) | (2.0) | 17.8 | (0.5) | (3.7) | (1.9) | 7.4 | (4.6) | (1.5) |
| Impact of Venezuela devaluation of inventory on cost of products sold | 0.0 | 0.0 | 0.0 | 0.0 | 0.0 | 0.0 | 0.0 | 0.0 | 0.0 | 0.0 |
| Venezuela devaluation other (income) | 0.0 | 0.0 | 0.0 | 0.0 | 0.0 | 0.0 | 0.0 | 0.0 | 0.0 | 0.0 |
| Timberland gains | 0.0 | 0.0 | 0.0 | 0.0 | 0.0 | 0.0 | 0.0 | 0.0 | 0.0 | 0.0 |
| EBITDA BSI | 87.4 | 109.6 | 113.5 | 117.3 | 93.8 | 112.7 | 121.1 | 117.9 | 92.1 | 123.3 |


| DEBT RATIO CALCULATION | Q1-16 | Q2-16 | Q3-16 | Q4-16 | Q1-17 | Q2-17 | Q3-17 | Q4-17 | Q1-18 | Q2-18 |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Trailing 4 Qtr EBITDA BSI | 404.1 | 409.2 | 414.5 | 427.8 | 434.2 | 437.3 | 444.9 | 445.5 | 443.8 | 454.4 |
| Short Term Borrowings | 44.1 | 59.4 | 55.2 | 51.6 | 38.9 | 35.5 | 18.3 | 14.5 | 8.1 | 8.8 |
| Current Portion of Long-term Debt | 22.2 | 317.7 | 300.3 | - | - | 15.0 | 16.3 | 15.0 | 15.0 | 15.0 |
| Long Term Debt | 1,112.1 | 777.0 | 758.6 | 974.6 | 1,074.8 | 1,033.6 | 1,033.7 | 937.8 | 1010.8 | 1020.5 |
| TOTAL DEBT | 1,221.7 | 1,197.4 | 1,157.4 | 1,069.5 | 1,157.0 | 1,127.4 | 1,111.6 | 1,010.6 | 1,077.2 | 1,087.6 |
| EBITDA BSI MULTIPLE | 3.02x | 2.93x | 2.79x | 2.50x | 2.66x | 2.58x | 2.50x | 2.27x | 2.43x | 2.39 x |
| Cash and Cash Equivalents | (65.3) | (89.6) | (94.3) | (103.7) | (106.8) | (87.0) | (94.6) | (142.3) | (94.3) | (108.2) |
| NET DEBT | 1,113.1 | 1,064.5 | 1,019.8 | 922.5 | 1,006.9 | 997.1 | 973.7 | 825.0 | 939.6 | 936.1 |
| EBITDA BSI MULTIPLE | 2.75x | 2.60x | 2.46x | 2.16x | 2.32x | 2.28x | 2.19x | 1.85x | 2.12x | 2.06x |


[^0]:    NOTES: (2) Non-primary products include land management, closures; accessories; flling; reconditioning; water bottles; pails; Venezuela and other miscellaneous products $/$ services (3) The breakdown of price, volume, FX is not provided for non-primary procoucts due to the difficulyty of computation due to the mix, transactions, and other issues (4) $\operatorname{Var} \%>2.5 \%$
    (5) $(25) \%<\operatorname{Var}$ (5) (2.5) $\%<$ Var\%
    (6) Var $\%<(2.5) \%$

