



# Kansas City and Chicago Investor Meetings

July 7-8, 2016

## FORWARD-LOOKING STATEMENTS

- All presentations contain 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

- These presentations may include 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](http://www.greif.com).



# Greif overview and strategy

Best customer service company in industrial packaging

Mitigate risk through a diverse, global portfolio

Comprehensive packaging provider, with leverage to the industrial economy

Reliable earnings and cash flow generation

Share price growth and substantial and secure dividend yield<sup>1</sup>

Undergoing Transformation to regain market credibility and improve operations

<sup>1</sup>According to Goldman Sachs, Greif's dividend yield places it in the 96<sup>th</sup> percentile of companies ranked by dividend yield in the S&P 500 (data as of March 31, 2016)



**Rigid Industrial  
Packaging &  
Services**

2015 Revenue:  
**\$2,586M**



**Paper Packaging  
& Services**

2015 Revenue:  
**\$676M**



**Flexible Products  
& Services**


2015 Revenue:  
**\$323M**



**Land  
Management**

2015 Revenue:  
**\$32M**

*Founded in 1877 - Diversified Business with a Global Platform*

2015	2016	2017 													
<ul style="list-style-type: none"> <li>Embarked on Transformation process</li> <li>Completed portfolio review</li> <li>Held Greif's first Investor Day</li> <li>Published 2017 Transformation commitments</li> </ul>	<p><b>New direction:</b></p> <ul style="list-style-type: none"> <li>New leadership</li> <li>Customer service excellence</li> <li>Execution discipline</li> </ul>	<table border="1"> <thead> <tr> <th data-bbox="1058 285 1425 408">(\$M)</th> <th data-bbox="1425 285 1827 408">RUN RATE COMMITMENTS</th> </tr> </thead> <tbody> <tr> <td data-bbox="1058 408 1425 500">Net Sales</td> <td data-bbox="1425 408 1827 500"><b>\$3,500</b></td> </tr> <tr> <td data-bbox="1058 500 1425 591">Gross Profit</td> <td data-bbox="1425 500 1827 591"><b>\$720 - \$730</b></td> </tr> <tr> <td data-bbox="1058 591 1425 683">SG&amp;A</td> <td data-bbox="1425 591 1827 683"><b>\$345 - \$355</b></td> </tr> <tr> <td data-bbox="1058 683 1425 832">Operating Profit Before Special Items<sup>1</sup></td> <td data-bbox="1425 683 1827 832"><b>\$365 - \$385</b></td> </tr> <tr> <td data-bbox="1058 832 1425 923">Free Cash Flow<sup>2</sup></td> <td data-bbox="1425 832 1827 923"><b>\$205 - \$225</b></td> </tr> </tbody> </table>	(\$M)	RUN RATE COMMITMENTS	Net Sales	<b>\$3,500</b>	Gross Profit	<b>\$720 - \$730</b>	SG&A	<b>\$345 - \$355</b>	Operating Profit Before Special Items <sup>1</sup>	<b>\$365 - \$385</b>	Free Cash Flow <sup>2</sup>	<b>\$205 - \$225</b>	
(\$M)	RUN RATE COMMITMENTS														
Net Sales	<b>\$3,500</b>														
Gross Profit	<b>\$720 - \$730</b>														
SG&A	<b>\$345 - \$355</b>														
Operating Profit Before Special Items <sup>1</sup>	<b>\$365 - \$385</b>														
Free Cash Flow <sup>2</sup>	<b>\$205 - \$225</b>														

*2017 Transformation OPBSI Commitment is intact and updated only for FX change*

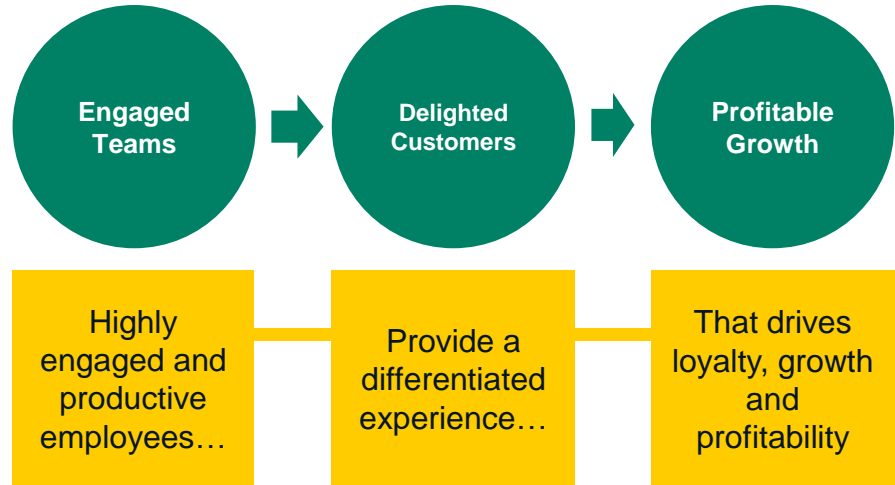
<sup>1</sup>Operating Profit Before Special Items (OPBSI). Special items include restructuring charges, acquisition-related costs, timberland gains, non-cash asset impairment charges and gain or loss on disposal of properties, plants, equipment and businesses, net.  
<sup>2</sup>Free cash flow is defined as net cash provided by operating activities less cash paid for capital expenditures.

## VISION:

In Industrial Packaging, be the best performing customer service company in the world

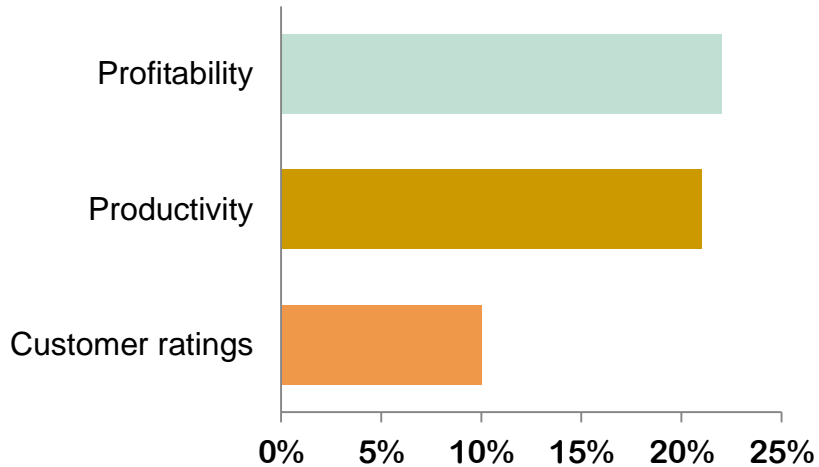
## Three strategic priorities:

- 1 Building teams aligned to value delivery
- 2 Customer service excellence
- 3 Achieving transformational performance



*Our vision is founded in the service-profit chain*

## Gallup survey findings: Higher engagement leads to better performance<sup>1</sup>



- New leadership team
- Colleague engagement
- Culture of accountability with incentives aligned to value creation

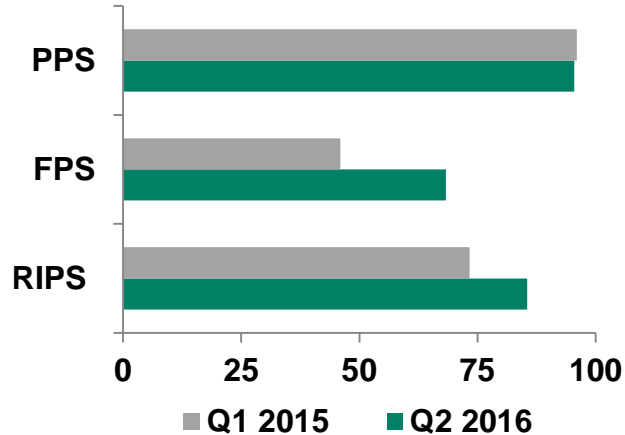


*Our vision is founded in the service-profit chain*

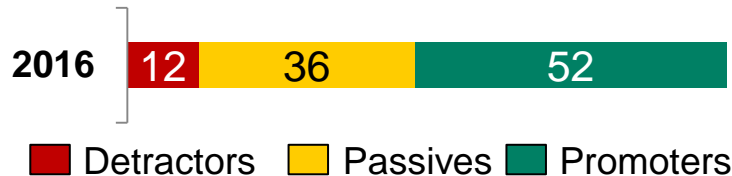
<sup>1</sup>Gallup's 2015 *State of the American Manager* report. The chart highlights the differences between businesses with top and bottom quartile engagement scores.



## Greif Customer Satisfaction Index (CSI)



## Greif Global Net Promoter Score (NPS)



- Performance metrics
  - Customer Satisfaction Index
  - Net Promoter Score
- Studies indicate direct correlation to an increase in customer loyalty to profitable growth<sup>1</sup>



*Our vision is founded in the service-profit chain*

<sup>1</sup>Putting the Service Profit Chain to Work, Harvard Business Review, July – August 2008

## Optimize and strengthen the portfolio

- 22 divestitures and 13 closed operations
- Targeted growth:
  - 21% volume growth – global Intermediate Bulk Containers (IBC)<sup>1</sup>
  - 28% revenue growth – Paper Packaging specialty products<sup>1</sup>
- New facilities:
  - Germany IBC/reconditioning plant
  - Saudi Arabia steel drum plant
  - CorrChoice sheet feeder



*Great progress made on the Transformation commitments*

## Expanding margins through fundamental operating improvements

- 19.6% = Trailing four quarter gross profit margin
- Disciplined execution of commercial excellence, supply chain and operational excellence
- Pursuing quality of market share over quantity and enhancing product mix for profitability



*Great progress made on the Transformation commitments*

## Fiscal discipline

- 2X improvement<sup>1</sup> in anticipated Free Cash Flow between 2015 and 2016
- \$84M reduction in SG&A between 2014 and 2015, \$30-\$35M reduction in 2016
- Cost control mechanisms implemented for sustainability



*Great progress made on the Transformation commitments*

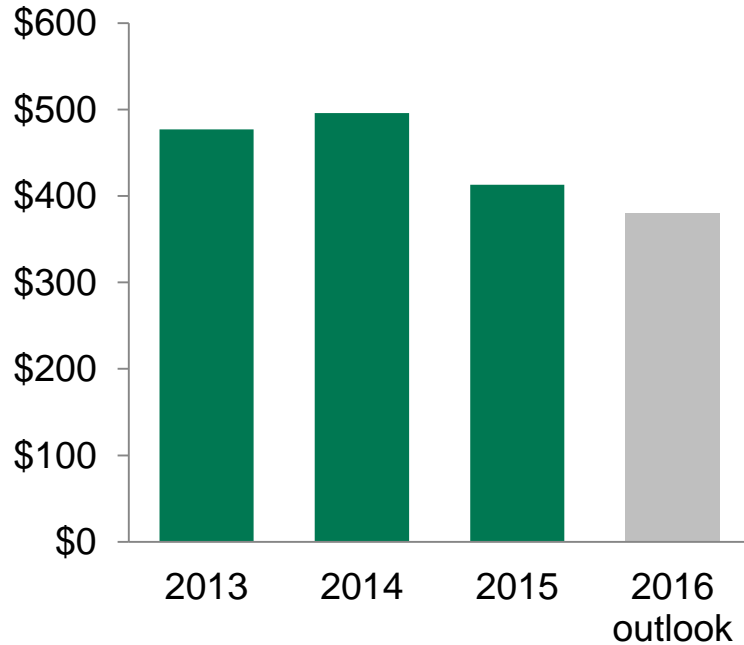
<sup>1</sup>Assumes midpoint of 2016 free cash flow outlook of \$130M - \$160M. Free cash flow is defined as net cash provided by operating activities less cash paid for capital expenditures.



# Financial review

# SG&A REDUCED BY 20% SINCE 2013

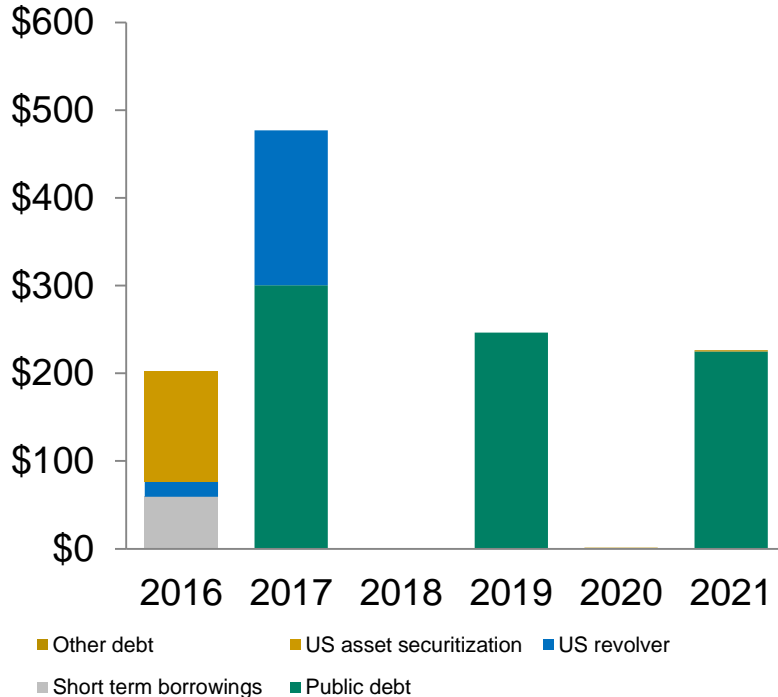
## Annual SG&A expense (\$M)



- Sustainable SG&A reductions implemented
- Additional, but smaller, opportunities exist
- Improved culture of accountability



## Debt profile (\$M) at April 30, 2016



- Total debt of \$1.1B as of Q2 2016
  - Leverage ratio of 2.6 of Q2 2016
  - Target leverage ratio of 2.0 – 2.5X coming out of 2017
- Declining debt profile
  - \$300M in senior notes due in 2017; exploring multiple refinancing options available due to low leverage, improved results and strong balance sheet
  - Business needs funded through operating cash flows and working capital management
- Near term capital allocation priorities
  - Fund maintenance and capital projects
  - Pay dividend
  - Pay down debt

## Greif 2014 and 2017 financial ratios

	2014 Actual	2017
Gross Profit	19.1%	20.0%
SG&A	11.7%	10.0%
Operating Profit before Special Items <sup>1</sup>	7.5%	10.0%
Operating Working Capital <sup>2</sup>	9.7%	< 7.5%

**Greif's trailing four quarter gross margin percentage = 19.6%**



<sup>1</sup>Special items include restructuring charges, acquisition-related costs, timberland gains, non-cash asset impairment charges and gain or loss on disposal of properties, plants, equipment and businesses, net.

<sup>2</sup>Operating Working Capital percentage is calculated using the October 31, 2014 balances of trade accounts receivable, plus inventories less accounts payable as a percentage of net sales for fiscal 2014.

Note: A reconciliation of the differences between all historical non-GAAP financial measures used in this presentation with the most directly comparable GAAP financial measures is included in the appendix of this presentation.



## Greif 2017 consolidated Transformation commitments

(\$M)	2017 run rate commitments: June 10, 2015	2017 run rate commitments: June 24, 2016
Net Sales	\$3,831	\$3,500
Gross Profit	\$760 – \$770	\$720 – \$730
SG&A	\$375 – \$385	\$345 – \$355
Operating Profit before Special Items <sup>1</sup>	\$375 – \$395	\$365 – \$385
Free Cash Flow <sup>2</sup>	\$225 – \$235	\$205 – \$225

**Greif 2017 consolidated Transformation Operating Profit Before Special Item commitment updated for foreign exchange changes only**



<sup>1</sup>Special items include restructuring charges, acquisition-related costs, timberland gains, non-cash asset impairment charges and gain or loss on disposal of properties, plants, equipment and businesses, net.

<sup>2</sup>Free cash flow is defined as net cash provided by operating activities less cash paid for capital expenditures.

# PAPER PACKAGING & SERVICES: 2017 TRANSFORMATION COMMITMENTS

(\$M)	2017 run rate commitments: June 10, 2015	2017 run rate commitments: June 24, 2016	Trends
Net Sales	\$887	\$640	<b>Weaker containerboard pricing and higher fiber costs year to date</b>
Gross Profit	\$195 – \$205	\$152 – \$162	
SG&A	\$50 – \$55	\$46 – \$51	
Operating Profit before Special Items <sup>1</sup>	\$145 – \$150	\$106 – \$111	



*Network performance helping to offset a challenging environment*

<sup>1</sup>Special items include restructuring charges, acquisition-related costs, non-cash asset impairment charges and gain or loss on disposal of properties, plants, equipment and businesses, net.

# FLEXIBLE PRODUCTS & SERVICES: 2017 TRANSFORMATION COMMITMENTS

(\$M)	2017 run rate commitments: June 10, 2015	2017 run rate commitments: June 24, 2016	Trends
Net Sales	\$315	\$290	<b>Instilling a sense of urgency to fix underperforming operations</b>
Gross Profit	\$55 – \$65	\$43 – \$53	
SG&A	\$45 – \$50	\$38 – \$43	
Operating Profit before Special Items <sup>1</sup>	\$10 – \$15	\$5 – \$10	



*Accelerating the pace of change at FPS*

<sup>1</sup>Special items include restructuring charges, acquisition-related costs, non-cash asset impairment charges and gain or loss on disposal of properties, plants, equipment and businesses, net.

# RIGID INDUSTRIAL PACKAGING & SERVICES: 2017 TRANSFORMATION COMMITMENTS

(\$M)	2017 run rate commitments: June 10, 2015	2017 run rate commitments: June 24, 2016	Trends
Net Sales	\$2,605	\$2,544	<b>Accelerating gross profit improvement</b>
Gross Profit	\$495 – \$505	\$506 – \$516	
SG&A	\$280 – \$285	\$256 – \$261	<b>Focused on quality of market share over quantity of market share</b>
Operating Profit before Special Items <sup>1</sup>	\$215 – \$220	\$250 – \$255	



*RIPS is getting back to basics and showing upside*

<sup>1</sup>Special items include restructuring charges, acquisition-related costs, non-cash asset impairment charges and gain or loss on disposal of properties, plants, equipment and businesses, net.

# LAND MANAGEMENT: 2017 TRANSFORMATION COMMITMENTS

(\$M)	2017 run rate commitments: June 10, 2015	2017 run rate commitments: June 24, 2016	Trends
Net Sales	\$24	\$26	<b>Steady performance</b>
Gross Profit	\$5 – \$15	\$4 – \$14	
SG&A	\$0 – \$5	\$0 – \$5	
Operating Profit before Special Items <sup>1</sup>	\$5 – \$10	\$4 – \$9	



*Greif's land position offers opportunities beyond sustainable timber harvesting*

<sup>1</sup>Special items include restructuring charges, acquisition-related costs, timberland gains, non-cash asset impairment charges and gain or loss on disposal of properties, plants, equipment and businesses, net.



## Q2 2016 earnings highlights

# Q2 2016 FINANCIAL PERFORMANCE HIGHLIGHTS

	Q2 2016	Q2 2015
Net Sales After Divestitures and Currency Translation <sup>1</sup>	\$874	\$875
<b>Operating Profit</b>	<b>\$83</b>	<b>\$51</b>
Operating Profit Before Special Items <sup>2</sup>	\$79	\$73
<b>Net Income Attributable to Greif, Inc.</b>	<b>\$31</b>	<b>\$21</b>
Net Income Attributable to Greif, Inc. Before Special Items <sup>2</sup>	\$28	\$32
<b>Class A Earnings Per Share</b>	<b>\$0.53</b>	<b>\$0.35</b>
Class A Earnings Per Share Before Special Items <sup>2</sup>	\$0.47	\$0.53
<b>Free Cash Flow<sup>3</sup></b>	<b>\$69</b>	<b>\$2</b>

<sup>1</sup> A summary of the adjustments for the impact of divestitures and currency translation is set forth in the GAAP to Non-GAAP Reconciliation Net Sales to Net Sales Excluding the Impact of Divestitures and Currency Translation in the financial schedules that can be found in the appendix of this presentation.

<sup>2</sup> 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.

<sup>3</sup> Free cash flow is defined as net cash provided by operating activities less cash paid for capital expenditures.

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.

# 2016 FULL YEAR GUIDANCE IMPROVED AT Q2 2016

	Guidance @ 3/7/2016	Guidance @ 6/8/2016
Class A EPS per share (\$/sh) <sup>1</sup>	\$2.10 – \$2.40	\$2.20 – \$2.46
Capital expenditure (\$M)	\$99 – \$124	\$99 – \$124
Free Cash Flow (\$M) <sup>2</sup>	\$125 – \$150	\$130 – \$160
Restructuring expense (\$M)	\$15 – \$25	\$20 – \$30
GAAP tax rate	39% – 41%	39% – 41%

## Factors contributing to guidance:

The company's fiscal year 2016 earnings and free cash guidance have been revised higher as of June 8, 2016 as Transformation activities are expected to more than offset the impact of a sluggish global economy and weaker containerboard environment.

<sup>1</sup> Class A earnings per share excluding special items. Special items include restructuring charges, acquisition-related costs, timberland gains, non-cash asset impairment charges and gain on disposal of properties, plants, equipment and businesses, net. No reconciliation of the fiscal year 2016 Class A earning per share guidance, a non-GAAP financial measure which excludes gains and losses on the sales of businesses, timberland and property, plant and equipment, acquisition costs and restructuring and impairment charges, is included in this release because, due to the high variability and difficulty in making accurate forecasts and projections of some of the excluded information, together with some of the excluded information 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.

<sup>2</sup> Free cash flow is defined as net cash provided by operating activities less cash paid for capital expenditures.



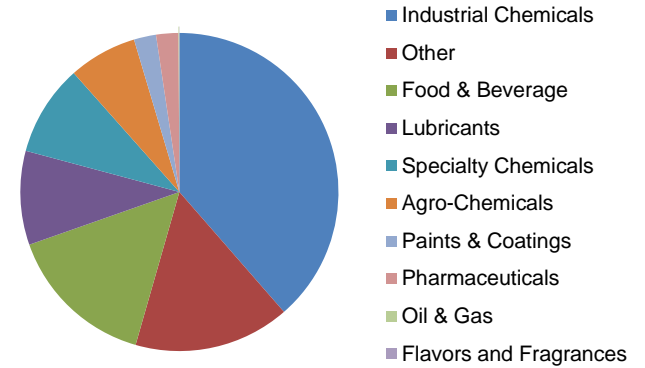


# Appendix

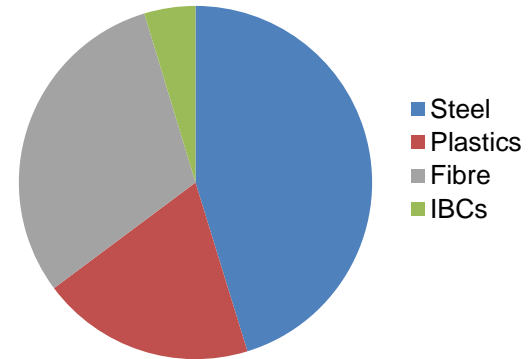
# RIPS AMERICAS: 72 FACILITIES LOCATED ACROSS TWO CONTINENTS **GREIF**



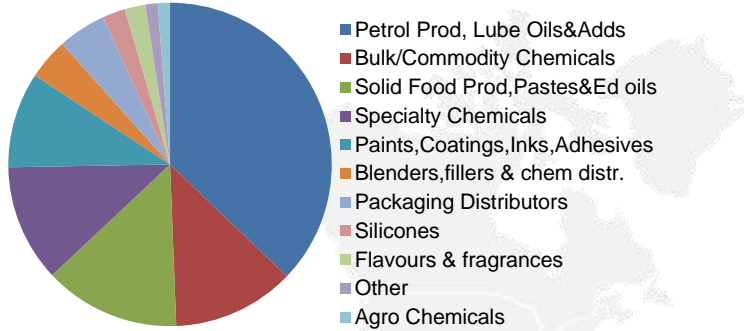
**RIPS NA: Key end markets (by revenue)**



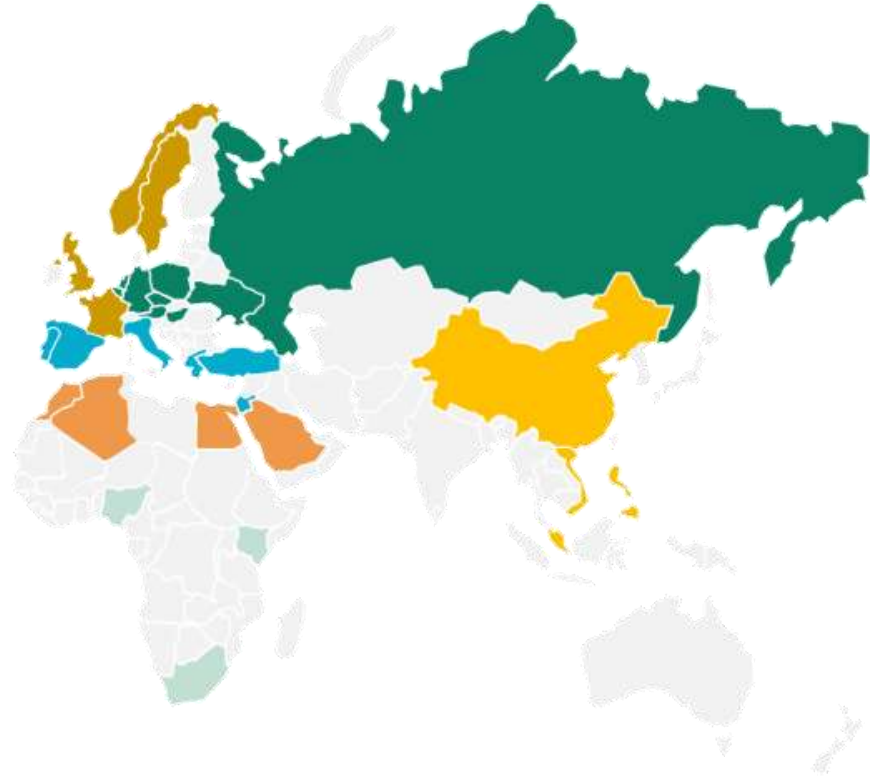
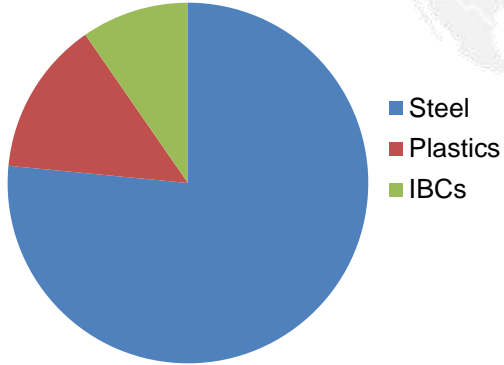
**RIPS NA: Key products (by revenue)**



## RIPS EMEA: Key end markets (by revenue)

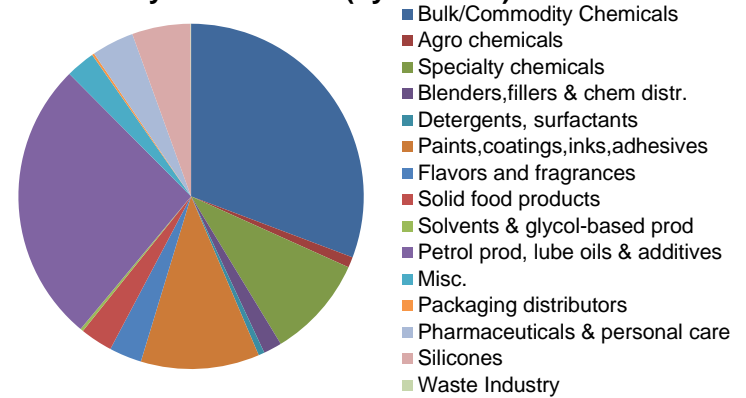


## RIPS EMEA: Key products (by revenue)

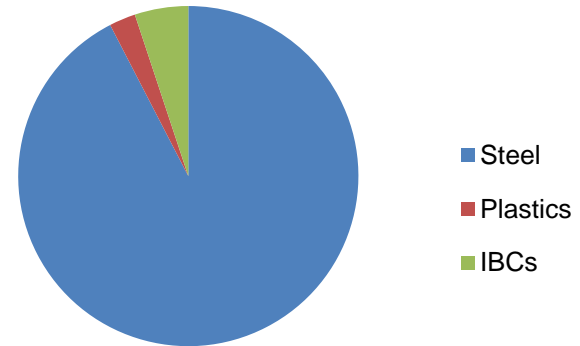




**RIPS APAC: Key end markets (by revenue)**



**RIPS APAC: Key products (by revenue)**



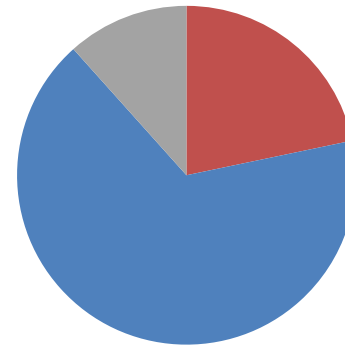


**Corrugated  
Sheet  
Feeders**



**Containerboard  
Mills**

PPS: Key products (by revenue)



■ Mills

■ Sheet

■ Box Board

*Since 2009, PPS has invested over \$200M in our 7 operations*

- Assumed market growth rate of 0-1%
- Raw material costs assumed flat against current indices in the markets in which we participate
- Major raw material price increases are passed to customers through price adjustment mechanisms in contracts or otherwise with customary delay
- The FX impact was calculated using actual year to date FX rates in 2016 through April and the assumption that the rates remain constant at the April rates through the remainder of the year
- Salary/wage increase assumed at historical rates
- For purposes of calculation of run rate free cash flow exiting 2017, we have assumed an effective cash tax rate range of 37-40%
- Cap-Ex at \$90 - 120M
- \$75-85M restructuring costs estimated for 2015-17 period
- All divestitures completed by the end of FY2016; no material acquisitions

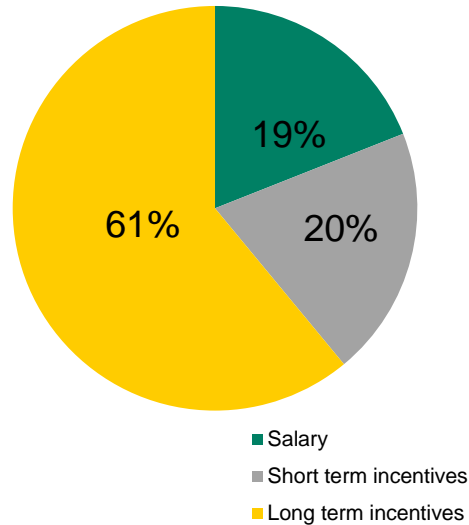
## Incentive plans

- Short term incentive is based on Return on Net Assets
- Long term incentive considers three year performance periods and is based on EBITDA

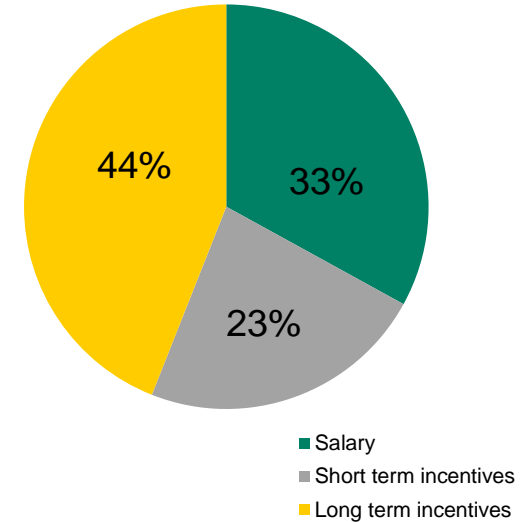
## Insider purchasing

- Insiders have purchased more than 110,000 shares on the open market since announcing Transformation in January 2015

### CEO compensation mix



### Named executive officer mix



*Incentives are aligned to the shareholder experience and based on profitability*

# GAAP TO NON-GAAP RECONCILIATION:

## RECONCILIATION OF NET SALES EXCLUDING THE IMPACT OF DIVESTITURES AND CURRENCY TRANSLATION



(Dollars in Millions)

	Three months ended April 30		(Decrease) in Net Sales (\$)	(Decrease) in Net Sales (%)
	2016	2015		
<b>Net Sales</b>	\$ 839.6	\$ 915.9	\$ (76.3)	(8.3%)
Impact of Divestitures	21.6	40.7		
<b>Net Sales excluding the impact of divestitures</b>	\$ 818.0	\$ 875.2		
Currency Translation	(55.7)	N/A		
<b>Net Sales excluding the impact of divestitures and currency translation</b>	<u>\$ 873.7</u>	<u>\$ 875.2</u>	\$ (1.5)	(0.2%)

	Six months ended April 30		(Decrease) in Net Sales (\$)	(Decrease) in Net Sales (%)
	2016	2015		
<b>Net Sales</b>	\$ 1,611.0	\$ 1,818.2	\$ (207.2)	(11.4%)
Impact of Divestitures	42.1	90.2		
<b>Net Sales excluding the impact of divestitures</b>	\$ 1,568.9	\$ 1,728.0		
Currency Translation	(134.1)	N/A		
<b>Net Sales excluding the impact of divestitures and currency translation</b>	<u>\$ 1,703.0</u>	<u>\$ 1,728.0</u>	\$ (25.0)	(1.4%)



# GAAP TO NON-GAAP RECONCILIATION:

## SEGMENT AND CONSOLIDATED OPERATING PROFIT (LOSS) BEFORE SPECIAL ITEMS

(Dollars in Millions)

	Three months ended		Six months ended	
	April 30		April 30	
	2016	2015	2016	2015
<b>Operating profit (loss):</b>				
Rigid Industrial Packaging & Services	\$ 59.2	\$ 25.8	\$ 56.6	\$ 46.0
Paper Packaging & Services	24.2	27.1	45.4	55.2
Flexible Products & Services	(2.9)	(5.3)	(6.0)	(14.1)
Land Management	2.3	3.5	4.4	29.4
Total operating profit (loss)	82.8	51.1	100.4	116.5
<b>Restructuring charges:</b>				
Rigid Industrial Packaging & Services	2.9	6.4	4.3	8.8
Paper Packaging & Services	-	0.5	-	0.5
Flexible Products & Services	2.5	0.4	3.4	1.2
Total restructuring charges	5.4	7.3	7.7	10.5
<b>Acquisition-related costs:</b>				
Rigid Industrial Packaging & Services	0.1	-	0.1	0.2
Total acquisition-related costs	0.1	-	0.1	0.2
<b>Timberland gains:</b>				
Land Management	-	-	-	(24.3)
Total timberland gains	-	-	-	(24.3)
<b>Non-cash asset impairment charges:</b>				
Rigid Industrial Packaging & Services	1.7	4.8	38.5	4.9
Paper Packaging & Services	-	0.5	1.5	0.5
Flexible Products & Services	-	(0.8)	0.8	(0.7)
Total non-cash asset impairment charges	1.7	4.5	40.8	4.7
<b>(Gain) loss on disposal of properties, plants, equipment and businesses, net:</b>				
Rigid Industrial Packaging & Services	(9.6)	10.7	(9.7)	9.5
Paper Packaging	(0.1)	(0.1)	(0.1)	(0.1)
Flexible Products & Services	(0.7)	-	(0.9)	(0.8)
Land Management	(0.3)	(0.9)	(0.9)	(1.3)
Total (gain) loss on disposal of properties, plants, equipment and businesses, net	(10.7)	9.7	(11.6)	7.3
<b>Operating profit (loss) before special items:</b>				
Rigid Industrial Packaging & Services	54.3	47.7	89.8	69.4
Paper Packaging & Services	24.1	28.0	46.8	56.1
Flexible Products & Services	(1.1)	(5.7)	(2.7)	(14.4)
Land Management	2.0	2.6	3.5	3.8
Total operating profit (loss) before special items	\$ 79.3	\$ 72.6	\$ 137.4	\$ 114.9

# YTD GAAP TO NON-GAAP RECONCILIATION:

## SELECTED FINANCIAL INFORMATION EXCLUDING THE IMPACT OF DIVESTITURES



(Dollars in Millions)

	Three months ended		Twelve months ended	
	October 31		October 31	
	2015	2014	2015	2014
<b>Operating profit (loss):</b>				
Rigid Industrial Packaging & Services	\$ 10.9	\$ 46.7	\$ 86.4	\$ 170.1
Paper Packaging	32.6	41.4	109.3	125.8
Flexible Products & Services	(12.8)	(56.2)	(36.6)	(78.6)
Land Management	1.4	5.6	33.7	32.0
Total operating profit (loss)	<u>32.1</u>	<u>37.5</u>	<u>192.8</u>	<u>249.3</u>
<b>Restructuring charges:</b>				
Rigid Industrial Packaging & Services	9.2	3.8	29.6	9.6
Paper Packaging	1.2	-	2.2	-
Flexible Products & Services	2.8	1.8	8.1	6.5
Land Management	0.1	-	0.1	-
Total restructuring charges	<u>13.3</u>	<u>5.6</u>	<u>40.0</u>	<u>16.1</u>
<b>Acquisition-related costs:</b>				
Rigid Industrial Packaging & Services	-	0.4	0.3	1.6
Total acquisition-related costs	<u>-</u>	<u>0.4</u>	<u>0.3</u>	<u>1.6</u>
<b>Timberland gains:</b>				
Land Management	-	-	(24.3)	(17.1)
Total timberland gains	<u>-</u>	<u>-</u>	<u>(24.3)</u>	<u>(17.1)</u>
<b>Non-cash asset impairment charges:</b>				
Rigid Industrial Packaging & Services	22.1	3.9	43.4	11.6
Paper Packaging	-	-	0.8	-
Flexible Products & Services	1.5	66.3	1.7	74.2
Total non-cash asset impairment charges	<u>23.6</u>	<u>70.2</u>	<u>45.9</u>	<u>85.8</u>
<b>(Gain) loss on disposal of properties, plants, equipment and businesses, net:</b>				
Rigid Industrial Packaging & Services	0.3	1.1	2.7	10.3
Paper Packaging	(0.5)	(4.2)	(0.5)	(5.1)
Flexible Products & Services	3.2	(18.3)	2.7	(19.6)
Land Management	-	(2.6)	(2.7)	(5.4)
Total (gain) loss on disposal of properties, plants, equipment and businesses, net	<u>3.0</u>	<u>(24.0)</u>	<u>2.2</u>	<u>(19.8)</u>
<b>Impact of Venezuela devaluation on cost of products sold:</b>				
Rigid Industrial Packaging & Services	-	-	9.3	-
Total impact of Venezuela devaluation on cost of products sold	<u>-</u>	<u>-</u>	<u>9.3</u>	<u>-</u>
<b>Operating profit (loss) before special items:</b>				
Rigid Industrial Packaging & Services	42.5	55.9	171.7	203.2
Paper Packaging	33.3	37.2	111.8	120.7
Flexible Products & Services	(5.3)	(6.4)	(24.1)	(17.5)
Land Management	1.5	3.0	6.8	9.5
Total operating profit (loss) before special items	<u>\$ 72.0</u>	<u>\$ 89.7</u>	<u>\$ 266.2</u>	<u>\$ 315.9</u>

# GAAP TO NON-GAAP RECONCILIATION:

## CLASS A EARNINGS PER SHARE BEFORE SPECIAL ITEMS

(Dollars in Millions)

	<u>Class A</u>	
<b>Three months ended April 30, 2016</b>		
Net Income Attributable to Greif, Inc.	\$ 31.4	\$ 0.53
Less: (Gain) loss on disposal of properties, plants, equipment and businesses, net	(8.1)	(0.14)
Plus: Restructuring charges	3.4	0.06
Plus: Non-cash asset impairment charges	1.1	0.02
Net Income Attributable to Greif, Inc. Excluding Special Items	<u>\$ 27.8</u>	<u>\$ 0.47</u>

	<u>Class A</u>	
<b>Three months ended April 30, 2015</b>		
Net Income Attributable to Greif, Inc.	\$ 20.8	\$ 0.35
Less: (Gain) loss on disposal of properties, plants, equipment and businesses, net	2.9	0.05
Plus: Restructuring charges	4.9	0.08
Plus: Non-cash asset impairment charges	2.9	0.05
Net Income Attributable to Greif, Inc. Excluding Special Items	<u>\$ 31.5</u>	<u>\$ 0.53</u>

	<u>Class A</u>	
<b>Six months ended April 30, 2016</b>		
Net Income Attributable to Greif, Inc.	\$ 20.3	\$ 0.35
Less: (Gain) loss on disposal of properties, plants, equipment and businesses, net	(8.6)	(0.15)
Plus: Restructuring charges	5.0	0.09
Plus: Non-cash asset impairment charges	34.8	0.59
Plus: Acquisition related costs	0.1	-
Net Income Attributable to Greif, Inc. Excluding Special Items	<u>\$ 51.6</u>	<u>\$ 0.88</u>

	<u>Class A</u>	
<b>Six months ended April 30, 2015</b>		
Net Income Attributable to Greif, Inc.	\$ 50.9	\$ 0.67
Less: (Gain) loss on disposal of properties, plants, equipment and businesses, net	1.5	0.02
Less: Timberland Gains	(14.9)	(0.25)
Plus: Restructuring charges	7.6	0.13
Plus: Non-cash asset impairment charges	3.0	0.05
Plus: Acquisition related costs	0.1	-
Net Income Attributable to Greif, Inc. Excluding Special Items	<u>\$ 48.2</u>	<u>\$ 0.82</u>

All special items are net of tax and noncontrolling interests

# OWC AS A PERCENTAGE OF FISCAL 2014 NET SALES

(Dollars in Millions)

	<b><u>FY 2014</u></b>
Trade accounts receivable	\$ 501
Inventories	\$ 381
Accounts Payable	<u>\$ (471)</u>
	\$ 411
Net Sales	\$ 4,239.1
OWC as % of Net Sales	9.7%

# TRAILING FOUR QUARTER:

GROSS PROFIT MARGIN, SG&A RATIO AND OPERATING PROFIT BEFORE SPECIAL ITEM MARGIN



(Dollars in Millions)

	Q2 2016		Q1 2016		Q4 2015		Q3 2015		TTM	
	\$	%	\$	%	\$	%	\$	%	\$	%
Net Sales	839.6		771.4		868.5		930.0		3,409.5	
Gross Profit	173.7	20.7%	151.3	19.6%	168.0	19.3%	166.8	17.9%	659.8	19.4%
Venezuela inventory revaluation (special item)	-		-		-		9.3		9.3	
Gross Profit after Venezuela inventory revaluation	173.7	20.7%	151.3	19.6%	168.0	19.3%	176.1	18.9%	669.1	19.6%
SG&A	94.5	11.3%	93.2	12.1%	96.0	11.1%	96.9	10.4%	380.6	11.2%
OPBSI	79.3	9.4%	58.1	7.5%	72.0	8.3%	79.3	8.5%	288.7	8.5%

# GAAP TO NON-GAAP RECONCILIATION:

## FREE CASH FLOW



(Dollars in Millions)

	Three months ended April 30		Six months ended April 30	
	2016	2015	2016	2015
<b>Net cash provided by (used in) operating activities</b>	\$ 83.9	\$ 32.8	\$ 57.7	\$ (26.5)
Less: Cash paid for capital expenditures	(15.0)	(30.6)	(44.8)	(69.8)
<b>Free Cash Flow <sup>1</sup></b>	<u>\$ 68.9</u>	<u>\$ 2.2</u>	<u>\$ 12.9</u>	<u>\$ (96.3)</u>

### FREE CASH FLOW FROM VENEZUELA OPERATIONS <sup>2</sup>

	Three months ended April 30		Six months ended April 30	
	2016	2015	2016	2015
<b>Net cash provided by operating activities for Venezuela</b>	\$ -	\$ 3.3	\$ -	\$ 5.6
Less: Cash paid for capital expenditures for Venezuela	-	(3.3)	-	(14.4)
<b>Free Cash Flow for Venezuela</b>	<u>\$ -</u>	<u>\$ -</u>	<u>\$ -</u>	<u>\$ (8.8)</u>

### FREE CASH FLOW EXCLUDING THE IMPACT OF VENEZUELA OPERATIONS <sup>3</sup>

	Three months ended April 30		Six months ended April 30	
	2016	2015	2016	2015
<b>Net cash provided by (used in) operating activities excluding the impact of Venezuela operations</b>	\$ 83.9	\$ 29.5	\$ 57.7	\$ (32.1)
Less: Cash paid for capital expenditures excluding the impact of Venezuela operations	(15.0)	(27.3)	(44.8)	(55.4)
<b>Free Cash Flow excluding the impact of Venezuela operations</b>	<u>\$ 68.9</u>	<u>\$ 2.2</u>	<u>\$ 12.9</u>	<u>\$ (87.5)</u>

<sup>1</sup> Free cash flow is defined as net cash provided by operating activities less cash paid for capital expenditures.

<sup>2</sup> Free cash flow from Venezuela operations is defined as net cash provided by Venezuela operating activities less cash paid for Venezuela capital expenditures.

<sup>3</sup> Free cash flow excluding the impact of Venezuela operations is defined as net cash provided by operating activities, less capital expenditures, excluding Venezuela's capital expenditures. The information is relevant and presented due to the impact of the devaluation of the Venezuelan currency at the end of the third quarter 2015 from 6.3 bolivars per USD to 199.4 bolivars per USD. The translated value of both the cash provided by operating activities of Venezuela and the cash paid for capital expenditures does not reflect the true economic impact to the company because actual conversion of bolivars to U.S. dollars at the official exchange rate used for the first three quarters of 2015 would not have been possible.

# OPERATING WORKING CAPITAL

(Dollars in Millions)

	RIPS Americas		PPS		FPS	
	April 30, 2016	April 30, 2015	April 30, 2016	April 30, 2015	April 30, 2016	April 30, 2015
Accounts Receivable	138.4	170.2	71.6	75.3	48.9	52.5
<i>plus:</i> Inventory	72.8	112.1	49.8	53.1	53.2	72.5
<i>minus:</i> Accounts Payable	78.0	99.5	45.3	42.1	29.5	30.0
Operating Working Capital	<u>133.2</u>	<u>182.8</u>	<u>76.1</u>	<u>86.3</u>	<u>72.6</u>	<u>95.0</u>

- **Customer Satisfaction Index:** Customer Satisfaction Index is an internal measure of a plants or businesses 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. Categories are weighted by importance. Customer complaints and customers weighting for complaint responses may be considered more important than a credit request. Late delivery to a customer may also be more inconvenient than a credit. Therefore each category is measured, multiplied by a factor, before adding all the scores together.
- **Net Promoter Score:** a management tool that can be used to gauge the loyalty of a firm's customer relationships. It serves as an alternative to traditional customer satisfaction research and claims to be correlated with revenue growth. NPS can be as low as -100 (everybody is a detractor) or as high as +100 (everybody is a promoter). An NPS that is positive (i.e., higher than zero) is felt to be good, and an NPS of +50 is excellent.



- With respect to all forward looking non-GAAP measures including Operating Profit Before Special Items and Free Cash Flow, no reconciliation is included in this presentation because, due to the high variability and difficulty in making accurate forecasts and projections of some of the excluded information, together with some of the excluded information 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.

# RIPS IS A DEMONSTRATED MARKET LEADER

**Steel**



**#1**

**Fibre**



**#1**

**Plastic**



**#2**

**Rigid Pkg.  
Recon.**



**#4**

**Filling & Blending**



**#1**

**IBC**



**#3**