



Q2 2016 Earnings Conference Call

Investors@greif.com

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.

TRANSFORMATION IS A JOURNEY TO GROWTH AND HIGHER PROFITABILITY

- Optimizing and strengthening our portfolio
- Expanding gross margins by executing on fundamental operating improvements within the Greif Business System
- Enhancing fiscal discipline to create a lower cost structure and generate higher levels of free cash flow



Our vision: In industrial packaging, be the best performing customer service company in the world

- Operating Profit Before Special Items (“OPBSI”)¹ margin of 9.4% in Q2 2016 compared to 7.9% in Q2 2015
- Free Cash Flow² improved to \$69M compared to \$2M in Q2 of 2015
- Class A EPS Before Special Items¹ of \$0.47 compared to \$0.53 in Q2 2015, impacted by \$0.11 of tax items anticipated to be offset and recovered over the remainder of the year
- Gross Profit Margin expanded to 20.7% in Q2 2016 compared to 19.8% in Q2 2015
- Net Sales of \$840M compared to \$916M in Q2 2015. After adjusting for the effects of divestitures and currency translation, sales for Q2 2016 were flat compared to Q2 2015³

Greif's Q2 2016 gross profit margin was the highest in the last ten quarters

¹ A summary of all special items that are excluded from 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.

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

³ 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.

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.

	Fiscal 2014 Actual	Trailing four quarter performance ²	End of 2017 run rate target
Gross Profit Margin ¹	19.1%	19.6%	20%
SG&A Ratio	11.7%	11.2%	10%
OPBSI Margin ³	7.5%	8.5%	10%

Further progress towards commitments to be discussed at Investor Day on June 24, 2016

¹ Q3 2015 Gross Profit adjusted to exclude Venezuela inventory revaluation of \$9.3M which was classified as a special item at the time.

² Trailing four quarters defined as Q2 2016, Q1 2016, Q4 2015, and Q3 2015.

³ Operating Profit Before Special Items as a percentage of net sales for fiscal 2014, and for the trailing 12 months ended April 30, 2016. 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.

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 2016 Sales: \$590M

RIPS Q2 2016 operating profit before special items¹: \$54M

RIPS North America

- Significant expansion in operating profit before special items, helped by improved execution discipline
- Improved Intermediate Bulk Container (IBC) and fibre drum volumes, offset by softer plastic and steel demand

RIPS Latin America

- Results continue to be impacted by significant foreign exchange headwinds (Argentina, Brazil) and a weaker Brazilian industrial economy
- Steel volumes flat; plastic volumes 9% higher compared to the prior year quarter

Substantial improvement seen in RIPS fundamentals

¹ 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.

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RIPS Europe, Middle East and Africa

- Strong steel and IBC volume increased net sales by 3.2%, excluding the impact of divestitures
- Continued emphasis on improving underperforming operations

RIPS Asia Pacific

- Record quarter: significant expansion of gross and operating profit margins versus the previous year
- IBC volume up 19% compared to previous year, offset by weakness in steel drums

Strong volumes in EMEA; excellent results in APAC

Q2 2016 Sales: \$167M

PPS Q2 2016 operating profit before special items¹: \$24M

- Higher volumes year over year, helping to offset lower containerboard prices
- CorrChoice volume growth of 16% was significantly higher than industry shipments
- Specialty sales continue to expand and are gaining momentum

Strong operational performance and specialty sales expansion

¹ 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.

Q2 2016 Sales: \$76M

FPS Q2 2016 operating loss before special items¹: \$(1)M

- Sequentially stronger quarterly performance as SG&A savings materialize
- Q2 Operating Loss Before Special Items¹ improved by \$5M compared to the prior year quarter
- Leadership change made and intense focus on turnaround plans

FPS showing improvement as turnaround continues

¹ 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.

Q2 2016 Sales: \$7M

Land Q2 2016 operating profit before special items¹: \$2M

- Operating Profit Before Special Items¹ slightly lower due to lower planned timber sales
- Pursuing non-timber revenue opportunities; consulting service revenue accelerating and exceeded FY 2015's sales during the quarter

Land provides steady revenue and opportunities beyond timber

¹ 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.

	Q2 2016	Q2 2015
Net Sales After Divestitures and Currency Translation ¹	\$874	\$875
Operating Profit	\$83	\$51
Operating Profit Before Special Items ²	\$79	\$73
Net Income Attributable to Greif, Inc.	\$31	\$21
Net Income Attributable to Greif, Inc. Before Special Items ²	\$28	\$32
Class A Earnings Per Share	\$0.53	\$0.35
Class A Earnings Per Share Before Special Items ²	\$0.47	\$0.53
Free Cash Flow³	\$69	\$2

Solid results and free cash flow expansion

¹ 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.

² 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.

³ 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.

- Overall, global manufacturing output is tepid
 - JP Morgan's Global Manufacturing Purchasing Managers Index (PMI) registered near contraction territory at 50.1 in April (down from 50.6 in March)
- U.S. industrial economy moderately improving
 - ISM Manufacturing index for May climbed to 51.3 from 50.8 in April
- European outlook is mixed
 - Eurozone GDP rose 0.6% in the first quarter, but Germany, France, Italy and Netherlands all witnessed declines in industrial production in early spring
- Latin American conditions moving in opposite directions
 - Brazil: GDP is expected to shrink 3.8% this year (April's revision was the 13th consecutive downward revision by economists)
 - Argentina: political and regulatory environment expected to improve under new presidential administration, benefitting the local economy

Greif's diverse, global portfolio helps to mitigate volatile markets

	Guidance @ 3/7/2016	Guidance @ 6/8/2016
Class A EPS per share (\$/sh) ¹	\$2.10 – \$2.40	\$2.20 – \$2.46
Capital expenditure (\$M)	\$99 – \$124	\$99 – \$124
Free Cash Flow (\$M) ²	\$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 Transformation activities are expected to more than offset the impact of a sluggish global economy and weaker containerboard environment.

Fiscal year 2016 Class A EPS per share and free cash flow guidance raised

¹ 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.

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



Appendix

PRICE, VOLUME AND FOREIGN CURRENCY IMPACT TO NET SALES: EXCLUDING DIVESTITURES

SBU/Segment Core & Other	Volume	Price	FX	Sales Variance
RIPS Americas	-2.9%	6.1%	-15.4%	-12.2%
	(\$7.9)	\$17.8	(\$47.6)	(\$37.7)
North America	-5.6%	-2.1%	-0.2%	-7.9%
	(\$10.9)	(\$5.4)	(\$0.3)	(\$16.6)
Latin America	3.5%	34.8%	-69.6%	-31.4%
	\$2.1	\$23.5	(\$46.7)	(\$21.0)
RIPS EMEA APAC	2.3%	-6.5%	-2.2%	-6.4%
	\$6.8	(\$20.0)	(\$6.9)	(\$20.1)
EMEA	3.2%	-6.1%	-1.8%	-4.6%
	\$7.5	(\$14.7)	(\$4.6)	(\$11.8)
APAC	-1.1%	-8.4%	-3.7%	-13.2%
	(\$0.7)	(\$5.4)	(\$2.3)	(\$8.4)
RIPS Segment	-0.2%	-0.3%	-8.7%	-9.2%
	(\$1.1)	(\$2.2)	(\$54.6)	(\$57.9)
PPS Segment	10.7%	-6.5%	0.0%	4.2%
	\$17.3	(\$10.5)	\$0.0	\$6.8
FPS Segment	-5.9%	0.2%	-1.4%	-7.1%
	(\$4.3)	(\$0.4)	(\$1.1)	(\$5.8)
Consolidated	1.4%	-1.5%	-6.4%	-6.5%
	\$11.9	(\$13.4)	(\$55.7)	(\$57.2)

Note: - Consolidated includes land management

- Var% > 2.5%

- (2.5)% < Var% < 2.5%

- Var% < (2.5)%



GAAP TO NON-GAAP RECONCILIATION: SEGMENT AND CONSOLIDATED OPERATING PROFIT (LOSS) BEFORE SPECIAL ITEMS

(Dollars in Millions)

	Three months ended April 30		Six months ended April 30	
	2016	2015	2016	2015
Operating profit (loss):				
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)	<u>82.8</u>	<u>51.1</u>	<u>100.4</u>	<u>116.5</u>
Restructuring charges:				
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	<u>5.4</u>	<u>7.3</u>	<u>7.7</u>	<u>10.5</u>
Acquisition-related costs:				
Rigid Industrial Packaging & Services	0.1	-	0.1	0.2
Total acquisition-related costs	<u>0.1</u>	<u>-</u>	<u>0.1</u>	<u>0.2</u>
Timberland gains:				
Land Management	-	-	-	(24.3)
Total timberland gains	<u>-</u>	<u>-</u>	<u>-</u>	<u>(24.3)</u>
Non-cash asset impairment charges:				
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	<u>1.7</u>	<u>4.5</u>	<u>40.8</u>	<u>4.7</u>
(Gain) loss on disposal of properties, plants, equipment and businesses, net:				
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	<u>(10.7)</u>	<u>9.7</u>	<u>(11.6)</u>	<u>7.3</u>
Operating profit (loss) before special items:				
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	<u>\$ 79.3</u>	<u>\$ 72.6</u>	<u>\$ 137.4</u>	<u>\$ 114.9</u>

GAAP TO NON-GAAP RECONCILIATION: NET INCOME AND CLASS A EARNINGS PER SHARE EXCLUDING SPECIAL ITEMS

(Dollars in Millions)

	<u>Class A</u>	
Three months ended April 30, 2016		
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>	
Three months ended April 30, 2015		
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>	
Six months ended April 30, 2016		
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>	
Six months ended April 30, 2015		
Net Income Attributable to Greif, Inc.	\$ 50.9	\$ 0.87
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

GAAP TO NON-GAAP RECONCILIATION:

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

GREIF

(Dollars in Millions)

	Three months ended April 30		(Decrease) in Net Sales (\$)	(Decrease) in Net Sales (%)
	2016	2015		
Net Sales	\$ 839.6	\$ 915.9	\$ (76.3)	(8.3%)
Impact of Divestitures	21.6	40.7		
Net Sales excluding the impact of divestitures	\$ 818.0	\$ 875.2		
Currency Translation	(55.7)	N/A		
Net Sales excluding the impact of divestitures and currency translation	<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		
Net Sales	\$ 1,611.0	\$ 1,818.2	\$ (207.2)	(11.4%)
Impact of Divestitures	42.1	90.2		
Net Sales excluding the impact of divestitures	\$ 1,568.9	\$ 1,728.0		
Currency Translation	(134.1)	N/A		
Net Sales excluding the impact of divestitures and currency translation	<u>\$ 1,703.0</u>	<u>\$ 1,728.0</u>	\$ (25.0)	(1.4%)

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
Net cash provided by (used in) operating activities	\$ 83.9	\$ 32.8	\$ 57.7	\$ (26.5)
Less: Cash paid for capital expenditures	(15.0)	(30.6)	(44.8)	(69.8)
Free Cash Flow ¹	<u>\$ 68.9</u>	<u>\$ 2.2</u>	<u>\$ 12.9</u>	<u>\$ (96.3)</u>

FREE CASH FLOW FROM VENEZUELA OPERATIONS ²

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

FREE CASH FLOW EXCLUDING THE IMPACT OF VENEZUELA OPERATIONS ³

	Three months ended April 30		Six months ended April 30	
	2016	2015	2016	2015
Net cash provided by (used in) operating activities excluding the impact of Venezuela operations	\$ 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)
Free Cash Flow excluding the impact of Venezuela operations	<u>\$ 68.9</u>	<u>\$ 2.2</u>	<u>\$ 12.9</u>	<u>\$ (87.5)</u>

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

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

³ Free cash flow excluding the impact of Venezuela operations is defined as net cash provided by operating activities, excluding Venezuela's 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.

GAAP TO NON-GAAP RECONCILIATION:

CONSOLIDATED OPERATING PROFIT (LOSS) BEFORE SPECIAL ITEMS FOR FY 2014 AND TTM ENDED APRIL 30, 2016

GREIF

(Dollars in Millions)

	Fiscal Year 2014	Trailing Twelve Months ended April 30, 2016
Operating profit	\$ 249.3	\$ 176.7
Restructuring charges	16.1	37.2
Acquisition related costs	1.6	0.2
Non cash asset impairment charges	85.8	82.0
Timberland gains	(17.1)	-
(Gain) loss on disposal of properties, plants and equipment and businesses, ne	(19.8)	(16.7)
Impact of Venezuela devaluation on cost of products sold		9.3
Operating profit before special items	<u>\$ 315.9</u>	<u>\$ 288.7</u>

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%

(Dollars in Millions)

F/x change versus USD	Q2 2016 to Q2 2015
Argentina (Peso)	(7%)
Brazil (Real)	8%
China (Yuan)	1%
Euro	6%
Russia (Ruble)	15%
Singapore (Dollar)	6%
Turkey (Lira)	8%

Impact to net sales (\$M)	
Region	Q2 16
Americas	(48.0)
Europe (Euro)	3.0
Europe (Various)	(5.0)
Middle East & Africa	(3.2)
Asia Pacific	(2.8)
Consolidated	(56.0)