GREIF®

PACKAGING SUCCESS **TOGETHER**™

FIRST QUARTER 2019 EARNINGS CONFERENCE CALL FEBRUARY 28, 2019

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.

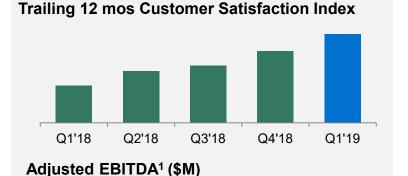
REGULATION G

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.



First Quarter Fiscal Year (FY) 2019 key takeaways

Key performance statistics





Key themes / markets

- Adjusted EBITDA and Adjusted Class A EPS up 15.4% and 32.7%, respectively, versus prior year
 - <u>PPS</u>: solid demand and volume growth; continued favorable price/cost environment
 - <u>FPS</u>: improved manufacturing performance and F/X tailwind helped to offset market softness
 - <u>RIPS</u>: ongoing market softness impacting steel volumes, but continued strong IBC growth; margin challenged by market softness and F/X headwind

Caraustar update

- Announced agreement to acquire Caraustar Industries on December 20, 2018; acquisition closed February 11, 2019
 - Fiscal 2019 guidance revised higher for Caraustar
 - Revised capital allocation priorities with emphasis on deleveraging
 - In-depth integration process underway

Step up in profitability despite market softness

¹ A summary of all special items that are included in Adjusted EBITDA and Adjusted Class A earnings per share 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.



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Rigid Industrial Packaging & Services (RIPS) review

• Net sales up 0.9%, excluding F/X¹, from prior year

- Solid volume demand in the Middle East and North Africa and Southern Europe, offset by continued softness in West/Central Europe, China, Argentina and Brazil
- IBC volumes up 7.9% from prior year despite vendor related challenges

| \$M | Q1 2019 | Q1 2018 |
|-------------------------------|---------|---------|
| Net sales | \$597.9 | \$615.4 |
| Gross profit | \$98.6 | \$110.4 |
| Adjusted EBITDA ^{2:} | \$48.7 | \$48.0 |

• Adj. EBITDA² flat to prior year

 Lower gross profit due to volume softness and a ~\$4M F/X headwind, partially offset by reduced SG&A

Taking action and reducing variable costs in response to soft market conditions



¹A summary of the adjustments for the impact of currency translation is set forth in the appendix of this presentation. ² A summary of all special items that are included in Adjusted EBITDA 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 6.6% from prior year higher selling prices and solid unit volume growth
- Adj. EBITDA ¹ up 29.2% from prior year
 - Solid demand, favorable price/cost environment and improved manufacturing efficiencies
- Expanding specialty portfolio
 - CorrChoice Pennsylvania construction to commence spring 2019
 - Specialty converting capability being added to CorrChoice Cincinnati; start up planned for late spring 2019
- OCC cost assumption: \$65/ton for February through remainder of Fiscal 2019

| \$M | Q1 2019 | Q1 2018 |
|-------------------------------|---------|---------|
| Net sales | \$217.3 | \$203.8 |
| Gross profit | \$53.9 | \$43.3 |
| Adjusted EBITDA ^{1:} | \$46.5 | \$36.0 |

Solid unit growth and favorable price/cost environment



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¹ A summary of all special items that are included in Adjusted EBITDA 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 down 1.4%, excluding F/X¹, from prior year
 - Softer market conditions in parts of Western Europe
- Gross profit up 14.5% from prior year
 - Improved manufacturing efficiencies across the network
- Adjusted EBITDA² up 54.9% from prior year
 - Improved gross profit, lower SG&A and ~\$3M F/X tailwind more than offset lower sales

| \$M | Q1 2019 | Q1 2018 |
|-------------------------------|---------|---------|
| Net sales | \$75.1 | \$80.0 |
| Gross profit | \$17.4 | \$15.2 |
| Adjusted EBITDA ^{2:} | \$7.9 | \$5.1 |

Consistent operating performance helping to fuel profit expansion



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¹A summary of the adjustments for the impact of currency translation is set forth in the appendix of this presentation. ²A summary of all special items that are included in Adjusted EBITDA 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.

February 27, 2019 – P.6

Q1'19 vs. Q1'18: financial comparison

| Key financial metrics (\$M and \$/sh) | Q1 2019 | Q1 2018 |
|--|----------|----------|
| Net Sales, Excluding the Impact of Currency Translation ¹ | \$923.8 | \$905.7 |
| Gross Profit | \$172.8 | \$171.7 |
| SG&A | \$98.1 | \$103.6 |
| Adjusted EBITDA ² | \$106.3 | \$92.1 |
| Interest expense | \$11.7 | \$13.3 |
| Other expense | \$(0.2) | \$7.7 |
| Adjusted Net Income Attributable to Greif, Inc. ² | \$38.3 | \$28.8 |
| Adjusted Class A Earnings Per Share ² | \$0.65 | \$0.49 |
| Capital expenditures | \$26.0 | \$28.0 |
| Adjusted Free Cash Flow ³ | \$(35.6) | \$(81.5) |
| | | |





- Adjusted EBITDA is set forth in the appendix of this presentation.
- Adjusted free cash flow is defined as net cash provided by operating activities, less cash paid for purchases of properties, plants (3) and equipment, plus acquisition related expenses.

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.



Caraustar acquisition closed February 11, 2019

| Compelling strategic combination | Combined pro-forma revenue of \$5.3 billion and EBITDA⁽¹⁾ of more than \$720 million Generates earnings accretion and substantial free cash flow accretion within first year Creates at least \$45 million in annual run-rate cost synergy opportunities⁽²⁾ and performance improvements Strengthens and balances Greif's existing portfolio Expected to increase Greif's pro-forma U.S. sales to approximately two-thirds of total consolidated sales from approximately half in fiscal year 2018 Strong cultural fit and operational alignment |
|--|---|
| Consideration | \$1.8 billion total consideration, corresponding to 8.2x the run-rate EBITDA of \$220 million, or 6.8x the synergized run-rate EBITDA⁽³⁾ of \$265 million |
| Financing | Funded via new \$500M senior debt issuance; revolver draw and Term Loan A Pro-forma leverage = ~3.6x, robust free cash flow enables rapid deleveraging to 2.0x – 2.5x within 36 – 48 months New financing reduced Greif's overall cash interest rate by roughly 50 basis points to ~4.9% |



- (1) Combined revenue and EBITDA includes Greif data for Fiscal 2018 (sales and EBITDA BSI) and Caraustar data for the last twelve months as of 9/30/18. Caraustar EBITDA is a run rate figure.
- (2) Annual run-rate synergies targeted for achievement by the end of 36 months.
- (3) Caraustar last twelve month EBITDA as of 9/30/18 was \$174M. Based on trailing twelve month actual volume, adjusted for current market conditions, the run- rate EBITDA is \$220 million. EBITDA is defined as earnings before interest and taxes, plus depreciation and amortization. Run rate synergies estimated to be \$45 million.

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2019 guidance now incorporates Caraustar

| Fiscal 2019 guidance ¹ (\$/sh and \$M) | FY 2019 Guidance @ Q4'18 call | FY 2019 Guidance @ Q1'19 |
|---|------------------------------------|-------------------------------|
| Adjusted Class A Earnings Per Share ¹ | \$3.55 – \$3.95 | \$3.60 - \$4.00 |
| Adjusted Free Cash Flow ² | \$175 – \$205 | \$215 – \$245 |
| Fiscal 2019 key modelling assumptions (\$M and %) | FY 2019 Assumption @ Q4'18 call | FY 2019 Assumption @ Q1'19 |
| DD&A expense | \$125 – \$130 | \$195 – \$205 |
| Interest expense | \$50 – \$55 | \$120 – \$130 |
| Other expense | \$15 – \$20 | No change |
| Net income attributable to noncontrolling interests | \$18 – \$22 | No change |
| Non – GAAP tax rate | 28% – 32% | No change |
| Capital expenditures | \$130 – \$150 | \$170 – \$190 |



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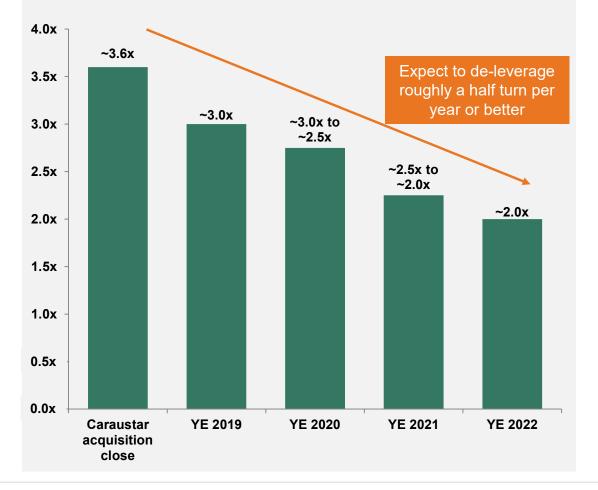
(1) No reconciliation of the fiscal year 2019 adjusted Class A earnings per share guidance, a non-GAAP financial measure which excludes gains and losses on the disposal of businesses, timberland and property, plant and equipment, acquisition costs, non-cash pension settlement charges, restructuring and impairment charges 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.

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(2) Adjusted free cash flow is defined as net cash provided by operating activities, less cash paid for purchases of properties, plants and equipment, plus acquisition related expenses.

Updated capital priorities: near term focus on de-leveraging

Anticipated path to de-leveraging (Net debt¹ to trailing four quarter Adj. EBITDA²⁾



Fiscal 2019 capital priorities

Reinvest in the business

• Fund maintenance and organic growth opportunities that exceed required returns

Maintain annual dividend and periodically review

 Class A and B shares currently yield ~4% and ~5%, respectively

De-leverage the balance sheet

 Target leverage ratio between 2.0 – 2.5x within 36-48 months of Caraustar deal closing

Grow the business

• Advance opportunistic capital options if justified by returns



¹Net debt is defined as total debt less cash and cash equivalents.

²Adjusted EBITDA is defined as net income, plus interest expense, net, plus income tax expense, plus depreciation, depletion and amortization expense, plus restructuring charges, plus acquisition-related costs, plus non-cash impairment charges, less gain on disposal of properties, plants, equipment and businesses, net.

Why invest in Greif?

Comprehensive packaging provider with leverage to the industrial economy

Broad product offering with exposure to favorable long term global trends

Diverse global portfolio that mitigates risk

Global presence in more than 40 countries that reduces risk and is not easily replicated

Best performing customer service company in industrial packaging

Customer centric mindset that strengthens relationships, differentiates the business and engenders loyalty

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



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Q1 Price, Volume and Foreign Currency Impact to Net Sales for Primary Products: Excluding Divestitures

| | VOL | UME | PR | PRICE | | x | TOTAL VARI/ | |
|------------------|-----|-------------------|----|----------------|----------|-------------------|----------------|-----------------|
| RIPS NA | 0 | -0.6% | • | 7.3% | 0 | -0.3% | • | 6.4% |
| | | (\$1.2) | | \$14.0 | | (\$0.6) | | \$12.3 |
| RIPS LATAM | | -12.9% | | 21.5% | | -23.1% | | -14.5% |
| | | (\$5.6) | | \$9.3 | • | (\$9.9) | | (\$6.2 |
| RIPS EMEA | | -2.7% | | 2.5% | | -6.1% | | -6.39 |
| | | (\$6.6) | | \$6.2 | • | (\$15.1) | | (\$15.5 |
| RIPS APAC | | -9.8% | | 3.8% | | -3.3% | | -9.29 |
| NIFS AFAC | | (\$6.5) | | \$2.5 | • | (\$2.2) | • | (\$6.1 |
| RIPS Segment | | -3.6% | | 5.8% | | -5.1% | | -2.89 |
| Kir 5 Segment | | (\$19.8) | | \$32.0 | • | (\$27.7) | • | (\$15.5 |
| PPS Segment | 0 | 1.4% | | 5.4% | 0 | 0.0% | | 6.89 |
| FF3 Segment | | \$2.9 | | \$10.9 | | \$0.0 | | \$13.8 |
| EDS Segment | | -2.5% | | 3.9% | | -4.5% | | 2.40 |
| FPS Segment | | -2.5% | | \$2.9 | • | -4.5% | | -3.19 (\$2.3 |
| | | | | | | | | |
| PRIMARY PRODUCTS | 0 | -2.3% (\$18.7) | • | 5.6% \$45.8 | • | -3.8% (\$31.1) | 0 | -0.5% (\$4.0 |

RECONCILIATION TO TOTAL COMPANY NET SALES

| NON-PRIMARY PRODUCTS | • | -6.0% (\$4.8) |
|----------------------|---|------------------|
| TOTAL COMPANY | 0 | -1.0% (\$8.8) |

NOTES:

(1) Primary products are manufactured steel, plastic and fibre drums; IBCs; linerboard, medium, corrugated sheets and corrugated containers; 18.2 loop and 4 loop FIBCs; and exclude Venezuela (2) Non-primary products include land management; closures; accessories; filling; reconditioning; water bottles; pails; Venezuela and other miscellaneous products / services (3) The breakdown of price, volume, FX is not provided for non-primary products due to the difficulty of computation due to the mix, transactions, and other issues

(4) Var% > 2.5%
(5) (2.5)% < Var% < 2.5%
(6) Var% < (2.5)%



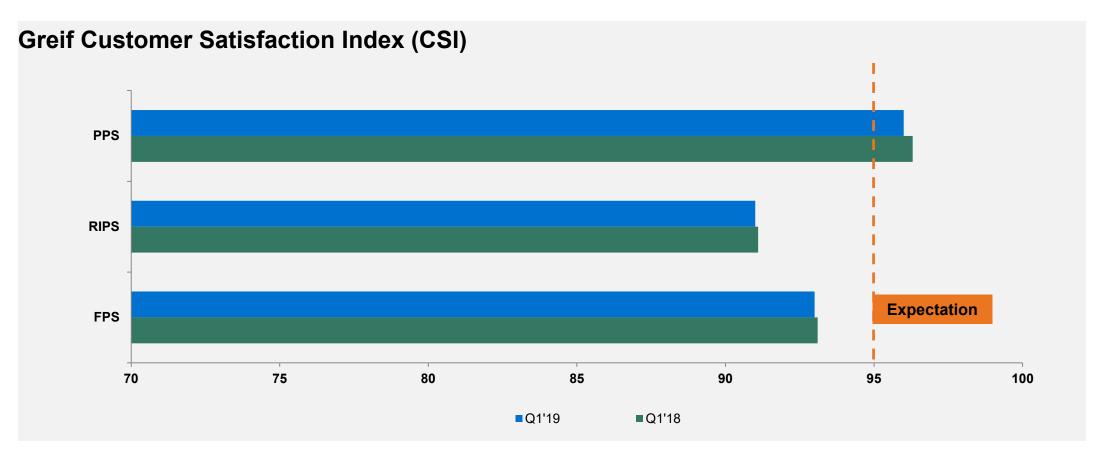
Key Foreign Exchange assumptions

| Currency | 10% strengthening of the USD; impact to EBITDA | Cumulative impact |
|-----------------------------|---|-------------------|
| Euro | \$(9M) – \$(11M) | \$(9M) – \$(11M) |
| Next five largest exposures | \$(7M) – \$(10M) | \$(16M) – \$(21M) |
| Turkish Lira | \$3M – \$4M | |
| Singapore Dollar | \$(3M) – \$(4M) | |
| Russia Ruble | \$(3M) – \$(4M) | |
| British Pound | \$(2M) - \$(3M) | |
| Israeli Shekel | \$(2M) - \$(3M) | |
| All remaining exposures | \$(3M) – \$(5M) | \$(19M) – \$(26M) |

- 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



Striving to become a world class customer service organization



*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.

Segment and Consolidated Financials: Q1 2019, Q1 2018

| | Three more | Three months ende | |
|---------------------------------------|------------|-------------------|-------|
| (in millions) | 2019 | | 2018 |
| Net sales: | | | |
| Rigid Industrial Packaging & Services | \$ 5! | 97.9 \$ | 615.4 |
| Paper Packaging & Services | 2 | 7.3 | 203.8 |
| Flexible Products & Services | | 75.1 | 80.0 |
| Land Management | | 6.7 | 6.5 |
| Total net sales | \$ 8 | 97.0 \$ | 905.1 |
| Gross profit: | | | |
| Rigid Industrial Packaging & Services | \$ | 98.6 \$ | 110.4 |
| Paper Packaging & Services | : | 53.9 | 43.3 |
| Flexible Products & Services | | 7.4 | 15. |
| Land Management | | 2.9 | 2.5 |
| Total gross profit | \$ 1 | 72.8 \$ | 171. |
| Operating profit: | | | |
| Rigid Industrial Packaging & Services | \$ | 23.3 \$ | 31. |
| Paper Packaging & Services | 1 | 35.3 | 27. |
| Flexible Products & Services | | 6.0 | 3. |
| Land Management | | 2.6 | 3. |
| Total operating profit | \$ | 57.2 \$ | 65. |
| EBITDA ⁽¹⁰⁾ : | | | |
| Rigid Industrial Packaging & Services | \$ | 13.2 \$ | 44. |
| Paper Packaging & Services | | 4.0 | 36. |
| Flexible Products & Services | | 7.9 | 4. |
| Land Management | | 3.7 | 4. |
| Total EBITDA | \$ | 8.8 \$ | 89. |
| Adjusted EBITDA ⁽¹¹⁾ : | | | |
| Rigid Industrial Packaging & Services | \$ | 18.7 \$ | 48. |
| Paper Packaging & Services | | 16.5 | 36. |
| Flexible Products & Services | | 7.9 | 5. |
| Land Management | | 3.2 | 3. |
| Total Adjusted EBITDA | \$ 10 | 06.3 \$ | 92 |

⁽¹⁰⁾EBITDA is defined as net income, plus interest expense, net, plus income tax expense, plus depreciation, depletion and amortization. However, because the Company does not calculate net income by segment, this table calculates EBITDA by segment with reference to operating profit by segment, which, as demonstrated in the table of Consolidated EBITDA, is another method to achieve the same result. See the reconciliations in the table of Segment EBITDA.

(11)Adjusted EBITDA is defined as net income, plus interest expense, net, plus income tax expense, plus depreciation, depletion and amortization expense, plus restructuring charges, plus acquisition-related costs, plus non-cash impairment charges, less (gain) loss on disposal of properties, plants, equipment and businesses, net.



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

| | 1 | Three months en | ded | January 31, | | | | |
|--|----|-----------------|-----|-------------|----|-------------------------------|------------------------------|--|
| (in millions) | | 2019 | | 2018 | | Increase in Net Sales (\$) | Increase in Net Sales (%) | |
| Consolidated | | | | | | | | |
| Net Sales | \$ | 897.0 | \$ | 905.7 | \$ | (8.7) | (1.0)% | |
| Currency Translation | | 26.8 | | N/A | | | | |
| Net Sales Excluding the Impact of Currency Translation | \$ | 923.8 | \$ | 905.7 | \$ | 18.1 | 2.0 % | |
| Rigid Industrial Packaging & Services | | | | | | | | |
| Net Sales | \$ | 597.9 | \$ | 615.4 | \$ | (17.5) | (2.8)% | |
| Currency Translation | | 23.0 | | N/A | | | | |
| Net Sales Excluding the Impact of Currency Translation | \$ | 620.9 | \$ | 615.4 | \$ | 5.5 | 0.9 % | |
| Flexible Products & Services | | | | | | | | |
| Net Sales | \$ | 75.1 | \$ | 80.0 | \$ | (4.9) | (6.1)% | |
| Currency Translation | | 3.8 | | N/A | | | | |
| Net Sales Excluding the Impact of Currency Translation | \$ | 78.9 | \$ | 80.0 | \$ | (1.1) | (1.4)% | |

| | Three months ended January 31, | | | | |
|--|--------------------------------|----|--------------|-------------------------------|------------------------------|
| (in millions) | 2018 | | 2017 | Increase in Net Sales (\$) | Increase in Net Sales (%) |
| Consolidated | | | | | |
| Net Sales | \$ 905.7 | \$ | 820.9 | \$ 84.8 | 10.3% |
| Currency Translation | (30.7) | | N/A | | |
| Net Sales Excluding the Impact of Currency Translation | \$ 875.0 | \$ | 820.9 | \$ 54.1 | 6.6% |
| Rigid Industrial Packaging & Services | | | | | |
| Net Sales | \$ 615.4 | \$ | 561.5 | \$ 53.9 | 9.6% |
| Currency Translation | (24.8) | | N/A | | |
| Net Sales Excluding the Impact of Currency Translation | \$ 590.6 | \$ | 561.5 | \$ 29.1 | 5.2% |
| Flexible Products & Services | | | | | |
| Net Sales | \$ 80.0 | \$ | 69.7 | \$ 10.3 | 14.8% |
| Currency Translation | (5.9) | | N/A | | |
| Net Sales Excluding the Impact of Currency Translation | \$ 74.1 | \$ | 69 .7 | \$ 4.4 | 6.3% |



Reconciliation of Net Income to Adjusted EBITDA \$Millions

| | Three months ended January 31, | | | | | | |
|---|--------------------------------|-------|---------|--|--|--|--|
| (in millions) | | 2019 | 2018 | | | | |
| Net income | \$ | 35.8 | \$ 60.1 | | | | |
| Plus: Interest expense, net | | 11.7 | 13.3 | | | | |
| Plus: Income tax expense | | 20.0 | (15.6 | | | | |
| Plus: Depreciation, depletion and amortization expense | | 31.3 | 31.7 | | | | |
| EBITDA | \$ | 98.8 | \$ 89.5 | | | | |
| Net income | \$ | 35.8 | \$ 60.1 | | | | |
| Plus: Interest expense, net | | 11.7 | 13.3 | | | | |
| Plus: Income tax expense | | 20.0 | (15.6 | | | | |
| Plus: Other (income) expense, net | | (0.2) | 7.7 | | | | |
| Plus: Equity earnings of unconsolidated affiliates, net of tax | | (0.1) | _ | | | | |
| Operating profit | \$ | 67.2 | \$ 65.5 | | | | |
| Less: Other (income) expense, net | | (0.2) | 7.7 | | | | |
| Less: Equity earnings of unconsolidated affiliates, net of tax | | (0.1) | _ | | | | |
| Plus: Depreciation, depletion and amortization expense | | 31.3 | 31.7 | | | | |
| EBITDA | \$ | 98.8 | \$ 89.5 | | | | |
| Plus: Restructuring charges | | 3.7 | 4.1 | | | | |
| Plus: Acquisition-related costs | | 2.6 | 0.2 | | | | |
| Plus: Non-cash asset impairment charges | | 2.1 | 2.9 | | | | |
| Less: (Gain) loss on disposal of properties, plants, equipment, and businesses, net | | (0.9) | (4.6 | | | | |
| Adjusted EBITDA | \$ | 106.3 | \$ 92.1 | | | | |



Reconciliation of Segment Operating Profit to Adjusted EBITDA \$Millions

| | Three months | | ended January 31, | | |
|---|--------------|----------|-------------------|--|--|
| (in millions) | | 2019 | 2018 | | |
| Rigid Industrial Packaging & Services | | | | | |
| Operating profit | | 23.3 | 31.2 | | |
| Less: Other (income) expense, net | | (0.1) | 7.3 | | |
| Less: Equity earnings of unconsolidated affiliates, net of tax | | (0.1) | _ | | |
| Plus: Depreciation and amortization expense | | 19.7 | 20.6 | | |
| EBITDA | \$ | 43.2 \$ | 44.5 | | |
| Plus: Restructuring charges | | 3.6 | 3.8 | | |
| Plus: Acquisition-related costs | | 0.1 | 0.2 | | |
| Plus: Non-cash asset impairment charges | | 2.1 | 2.9 | | |
| Less: (Gain) loss on disposal of properties, plants, equipment, and businesses, net | | (0.3) | (3.4 | | |
| Adjusted EBITDA | \$ | 48.7 \$ | 48.0 | | |
| Paper Packaging & Services | | | | | |
| Operating profit | | 35.3 | 27.9 | | |
| Less: Other expense, net | | 0.1 | 0.2 | | |
| Plus: Depreciation and amortization expense | | 8.8 | 8.3 | | |
| EBITDA | \$ | 44.0 \$ | 36.0 | | |
| Plus: Restructuring charges | | 0.1 | _ | | |
| Plus: Acquisition-related costs | | 2.5 | _ | | |
| Less: (Gain) loss on disposal of properties, plants, equipment, net | | (0.1) | _ | | |
| Adjusted EBITDA | \$ | 46.5 \$ | 36.0 | | |
| Flexible Products & Services | | | | | |
| Operating profit | | 6.0 | 3.2 | | |
| Less: Other (income) expense, net | | (0.2) | 0.2 | | |
| Plus: Depreciation and amortization expense | | 1.7 | 1.8 | | |
| EBITDA | \$ | 7.9 \$ | 4.8 | | |
| Plus: Restructuring charges | | _ | 0.3 | | |
| Adjusted EBITDA | \$ | 7.9 \$ | 5.1 | | |
| Land Management | - | | | | |
| Operating profit | | 2.6 | 3.2 | | |
| Plus: Depreciation, depletion and amortization expense | | 1.1 | 1.0 | | |
| EBITDA | \$ | 3.7 \$ | 4.2 | | |
| Plus: Timberland gains | 3 | 3.1 9 | 4.2 | | |
| č | | (0.5) | (1.2 | | |
| Less: (Gain) loss on disposal of properties, plants, equipment, net | | (0.5) | (1.2 | | |
| Adjusted EBITDA | \$ | 3.2 \$ | 3.0 | | |
| Consolidated EBITDA | \$ | 98.8 \$ | 89.5 | | |
| Consolidated Adjusted EBITDA | \$ | 106.3 \$ | 92.1 | | |



Net Income and Class A Earnings Per Share Excluding Adjustments \$Millions and \$/sh

| (in millions, except for per share amounts) | Inco (B Exp Ear Uncor | ne before ome Tax enefit) ense and quity nings of nsolidated iates, net | (B | ncome Tax Benefit) xpense | quity rnings | Conti | on- colling erest | At | Net ncome tributa ble to eif, Inc. | C Ea | Diluted Class A arnings Per Share | Tax Rate |
|---|-----------------------------------|--|----|------------------------------------|-----------------|-------|-------------------------|----|--|---------|---|----------|
| Three months ended January 31, 2019 | \$ | 55.7 | \$ | 20.0 | \$ (0.1) | \$ | 6.1 | \$ | 29.7 | \$ | 0.51 | 35.9 % |
| Gain on disposal of properties, plants, equipment and businesses, net | | (0.9) | | (0.2) | _ | | (0.1) | | (0.6) | | (0.01) | |
| Restructuring charges | | 3.7 | | 0.9 | — | | _ | | 2.8 | | 0.04 | |
| Acquisition-related costs | | 2.6 | | 0.1 | _ | | | | 2.5 | | 0.04 | |
| Non-cash asset impairment charges | | 2.1 | | _ | _ | | _ | | 2.1 | | 0.04 | |
| Tax net benefit resulting from the Tax Reform Act | | _ | | (1.8) | | | _ | | 1.8 | | 0.03 | |
| Excluding Adjustments | \$ | 63.2 | \$ | 19.0 | \$ (0.1) | \$ | 6.0 | \$ | 38.3 | \$ | 0.65 | 30.1 % |
| | | | | | | | | | | | | |
| Three months ended January 31, 2018 | \$ | 44.5 | \$ | (15.6) | \$ — | \$ | 3.6 | \$ | 56.5 | \$ | 0.96 | (35.1)% |
| Gain on disposal of properties, plants, equipment and businesses, net | | (4.6) | | (0.3) | _ | | _ | | (4.3) | | (0.07) | |
| Restructuring charges | | 4.1 | | 0.5 | — | | 0.2 | | 3.4 | | 0.06 | |
| Acquisition-related costs | | 0.2 | | 0.1 | _ | | | | 0.1 | | _ | |
| Non-cash asset impairment charges | | 2.9 | | 0.7 | — | | — | | 2.2 | | 0.03 | |
| Tax net benefit resulting from the Tax Reform Act | | _ | | 29.1 | _ | | _ | | (29.1) | | (0.49) | |
| Excluding Adjustments | \$ | 47.1 | \$ | 14.5 | \$ — | \$ | 3.8 | \$ | 28.8 | \$ | 0.49 | 30.8 % |
| | | | | | | | | | | | | |



Adjusted Free Cash Flow and projected 2019 Adjusted Free Cash Flow guidance

| | Th | Three months ended January 31, | | | | | |
|---|----|--------------------------------|--------|--|--|--|--|
| (in millions) | | 2019 | 2018 | | | | |
| Net cash used in operating activities | \$ | (9.6) \$ | (53.7) | | | | |
| Cash paid for purchases of properties, plants and equipment | | (26.0) | (28.0) | | | | |
| Free cash flow | \$ | (35.6) \$ | (81.7) | | | | |
| Cash paid for acquisition-related costs | | | 0.2 | | | | |
| Adjusted free cash flow | \$ | (35.6) \$ | (81.5) | | | | |

| | Fiscal 2019 Gu | uidance Range | | | |
|---|--------------------|---------------|------------|--|--|
| (in millions) | Scenario 1 | | Scenario 2 | | |
| Net cash provided by operating activities | \$ 350.0 | \$ | 400.0 | | |
| Cash paid for purchases of properties, plants and equipment | (170.0) | | (190.0) | | |
| Free cash flow | \$ 180.0 | \$ | 210.0 | | |
| Cash paid for acquisition-related costs and debt extinguishment | \$ 35.0 | \$ | 35.0 | | |
| Adjusted free cash flow | \$ 215.0 | \$ | 245.0 | | |

