



Second Quarter 2011 Conference Call

June 9, 2011

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,” “intend,” “project,” “continue,” “believe”, “expect,” “anticipate,” “estimate,” “target,” and similar expressions, among others, identify forward-looking statements. All forward-looking statements are based on information currently available to management. Although the Company believes that the expectations reflected in these forward-looking statements have a reasonable basis, the Company can give no assurance that these expectations will prove to be correct. Such forward-looking statements are subject to certain risks and uncertainties that could cause actual events or results to differ materially from those expressed or implied. The risks and uncertainties related to forward-looking statements are discussed in the Company’s Annual Report on Form 10-K for the fiscal year ended Oct. 31, 2010. The Company assumes no obligation to update any forward-looking statements.

Regulation G

This presentation uses certain non-GAAP financial measures, including those that exclude special items such as restructuring charges and acquisition-related costs that fluctuate from period to period, special items and EBITDA (as defined at the end of this presentation) before special items. Management believes the non-GAAP measures provide a better indication of operational performance and a more stable platform on which to compare the historical performance of the Company than the most nearly equivalent GAAP data. 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 in the second quarter 2011 earnings release, which is on the Greif website at www.Greif.com.

Second Quarter 2011 Highlights

- Record second quarter net sales, net income, and net income and EBITDA, both before special items
- Sequential margin improvement in Rigid Industrial Packaging & Services, benefiting from cost pass-through mechanisms
- Continued improvement in Flexible Products & Services operating results
- Solid performance in Paper Packaging

Business Overview

- Strategy Team at work
 - Represent all parts of the world
 - From all functions and businesses
- Diversity of Greif's network continues to mitigate impact of natural disasters
- KSA fabric hub under construction
- Smooth transition underway

Sustainability Matters

- interpack in Düsseldorf
 - Flexible Products & Services debuted as one company
 - “Sustainability” a theme of most of the exhibitors

- WBCSD US Midwest Meeting
 - Hosting the first event of its kind at Greif headquarters
 - 30 multinational companies attending



Financial Summary

(Dollars in millions, except per share amounts)

	<u>Q2 2011</u>	<u>Q1 2011</u>	<u>Q2 2010</u>	<u>Q2 11/Q1 11</u>	<u>Q2 11/Q2 10</u>
Net sales	\$ 1,050.7	\$ 943.8	\$ 836.6	11%	26%
Gross profit	207.3	176.1	168.5	18%	23%
<i>Gross profit margin</i>	19.7%	18.7%	20.1%		
SG&A	113.9	106.5	91.6	7%	24%
<i>SG&A expense ratio</i>	10.8%	11.3%	10.9%		
Operating profit ⁽¹⁾	104.3	80.2	82.2	30%	27%
<i>Operating profit margin⁽¹⁾</i>	9.9%	8.5%	9.8%		
Net income ⁽¹⁾	61.0	50.1	50.4	22%	21%
Diluted earnings per share ⁽¹⁾					
Class A Common Stock	1.04	0.86	0.86	21%	21%
Class B Common Stock	1.57	1.28	1.29	23%	22%
EBITDA ^{(2), (1)}	\$ 131.6	\$ 115.2	\$ 109.0	14%	21%

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 financial schedules that are part of this presentation.

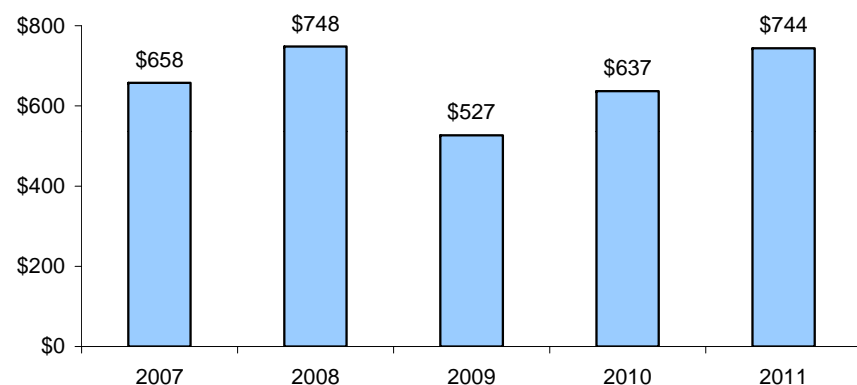
(1) Before restructuring charges and acquisition-related costs. See GAAP to non-GAAP reconciliation included in the Appendix of this presentation.

(2) EBITDA is defined as net income plus interest expense, net plus income tax expense less equity earnings (losses) of unconsolidated subsidiaries net of tax plus depreciation, depletion and amortization expense.

Rigid Industrial Packaging & Services

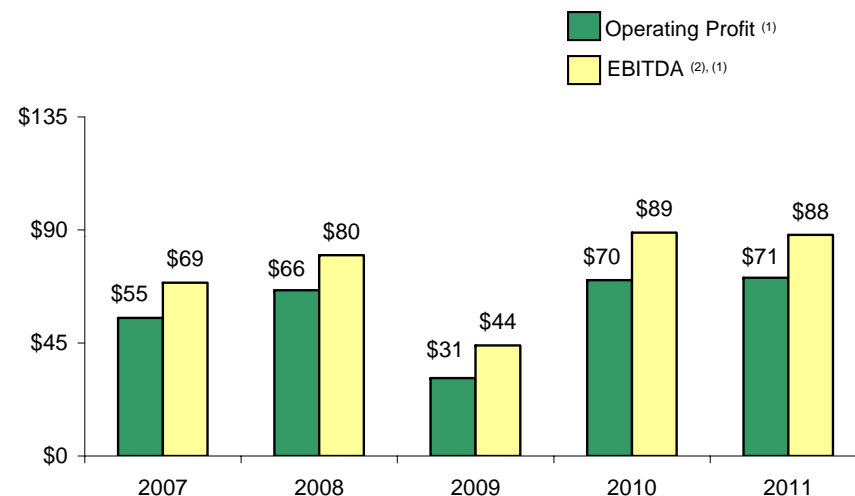
For the quarter ended April 30
(Dollars in millions)

Net Sales



- 16.9% net sales increase versus second quarter 2010
- Higher selling prices due to pass-through of higher input costs

Operating Profit⁽¹⁾ & EBITDA^{(2), (1)}



- Operating profit⁽¹⁾ approximately \$1 million above second quarter 2010 primarily due to higher selling prices, efficiency improvements and gain on sale of facility
- EBITDA^{(2), (1)} approximately \$1 million below second quarter 2010 due to an increase in other expenses compared to last year

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 financial schedules that are part of this presentation

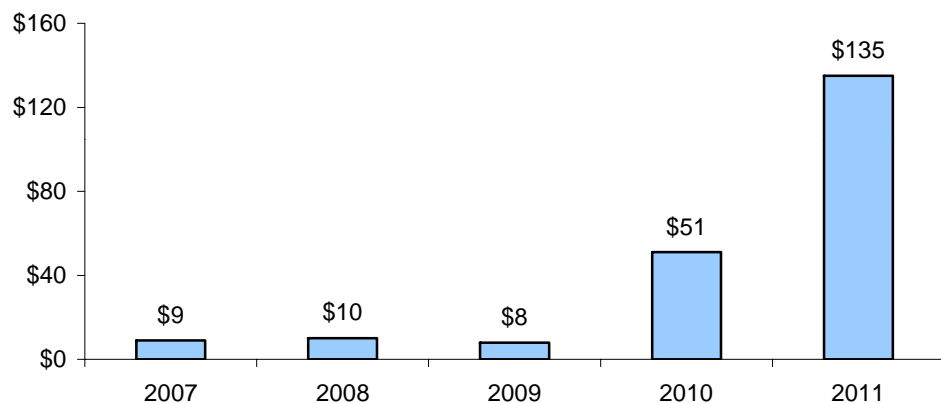
(1) Before restructuring charges, restructuring-related inventory charges and acquisition-related costs

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Flexible Products & Services

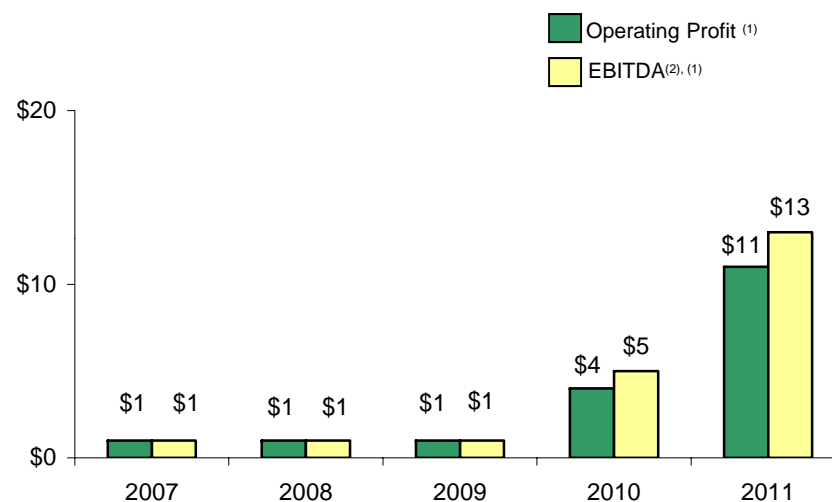
For the quarter ended April 30
(Dollars in millions)

Net Sales



- Significant increase primarily due to acquisitions in 2010
- Higher selling prices implemented in response to increased input costs

Operating Profit⁽¹⁾ & EBITDA^{(2), (1)}



- Operating profit⁽¹⁾ increase principally due to acquisitions in 2010
- EBITDA^{(2), (1)} includes \$5.3 million and \$3.7 million of acquisition-related costs for the second quarter of 2011 and 2010, respectively

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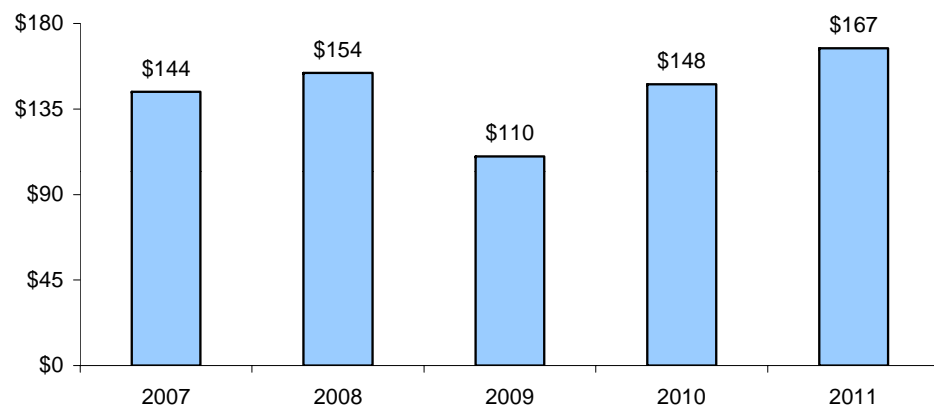
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Paper Packaging

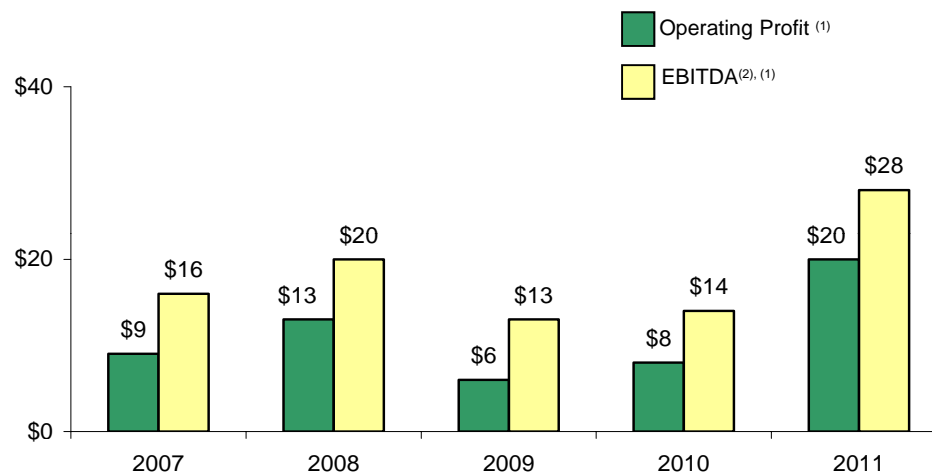
For the quarter ended April 30
(Dollars in millions)

Net Sales



12.9% increase in net sales due to higher sales volumes and higher containerboard selling prices

Operating Profit⁽¹⁾ & EBITDA^{(2), (1)}



Similar increases in operating profit and EBITDA, both before special items, due to higher net sales, improved gross profit margin and lower SG&A expenses

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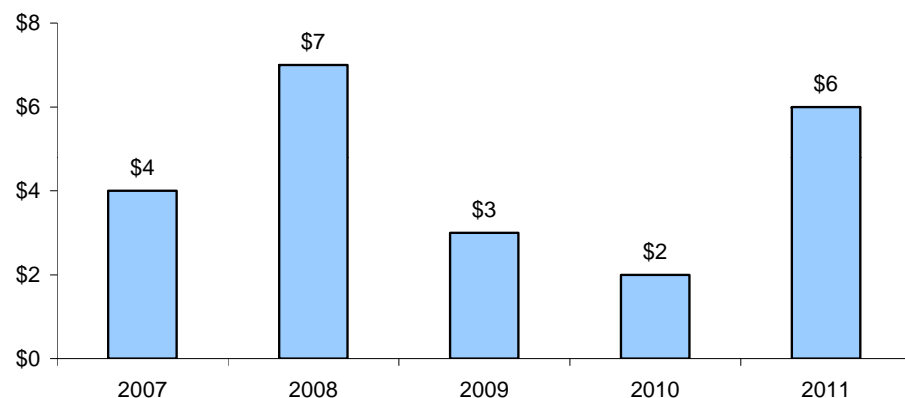
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Land Management

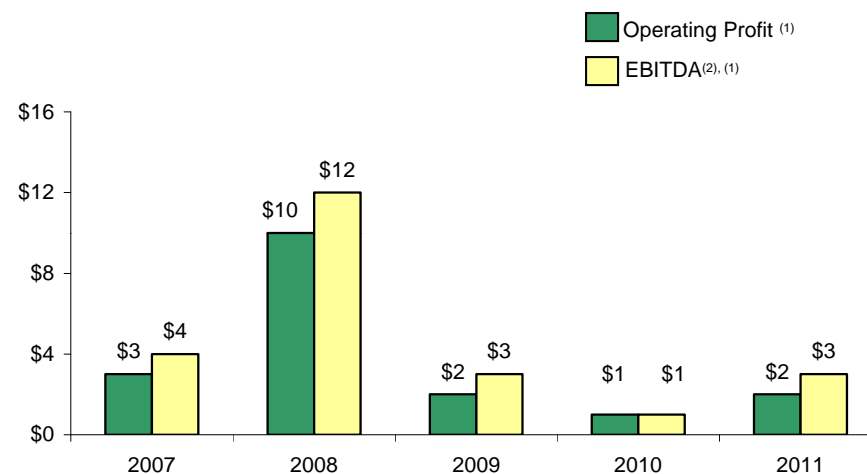
For the quarter ended April 30
(Dollars in millions)

Net Sales



\$4 million increase in net sales due to higher timberland sales in southeastern United States

Operating Profit⁽¹⁾ & EBITDA^{(2), (1)}



Operating profit for special use properties (surplus, higher and better use, and development properties) of \$0.3 million and \$0.5 million for the second quarter of 2011 and 2010, respectively.

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 financial schedules that are part of this presentation

(1) Before restructuring charges, restructuring-related inventory charges and acquisition-related costs

(2) EBITDA is defined as net income plus interest expense, net plus income tax expense less equity earnings (losses) of unconsolidated subsidiaries, net of tax plus depreciation, depletion and amortization expense

Other Financial Information

(Dollars in millions, except per share amounts)

	<u>2011 Estimate</u>	<u>2010 Actual</u>	
Capital expenditures ⁽¹⁾	\$ 150	\$ 144	
Depreciation, depletion and amortization expense	\$ 136	\$ 116	
EPS ⁽²⁾ - Class A Common Stock	\$4.50 - \$4.75	\$ 4.35	
	<u>Q2 2011</u>	<u>Q4 2010</u>	<u>Q2 2010</u>
Working capital ⁽³⁾	\$ 480.8	\$ 404.1	\$ 357.0
Net working capital ⁽³⁾	\$ 385.3	\$ 297.1	\$ 272.0
Long-term debt	\$ 955.0	\$ 953.1	\$ 955.0
Net debt ⁽⁴⁾	\$ 1,113.4	\$ 919.5	\$ 938.9

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 financial schedules that are part of this presentation

(1) Before timberland purchases and acquisitions

(2) Before restructuring charges, restructuring-related inventory charges, debt extinguishment charges and acquisition-related costs

(3) Working capital represents current assets less current liabilities, whereas net working capital represents working capital less cash and cash equivalents

(4) Net debt represents long-term debt plus the current portion of long-term debt plus short-term borrowings less cash and cash equivalents

Summary

- Record second quarter
- Sequential margin improvement in Rigid Industrial Packaging & Services
- Continued improvement in Flexible Products & Services
- Solid performance in Paper Packaging
- Further progress integrating acquisitions
- Third and fourth quarter results historically stronger

Questions, Answers and Replay

- **If you would like to ask a question**, please press the * followed by the 1 on your push-button phone.
- You will hear a three-tone prompt following your selection. If you are using speaker equipment, you will have to lift the hand set before pressing the numbers.
- **If you would like to decline** from the polling process, please push the * followed by the 2.
- Replay information
 - Available on www.Greif.com in the Investor Center in approximately one hour

Key Points

- Record quarter
- Strong results from Paper Packaging and Flexible Products & Services
- Margins increased for Rigid Industrial Packaging & Services
- Positioned well for the second half

GAAP to Non-GAAP Reconciliation

Operating Profit and Net Income

UNAUDITED
(Dollars in millions)

	<u>Quarter ended April 30, 2010</u>			<u>Quarter ended January 31, 2011</u>			<u>Quarter ended April 30, 2011</u>		
	<u>Diluted per share amount</u>			<u>Diluted per share amount</u>			<u>Diluted per share amount</u>		
	<u>Class A</u>	<u>Class B</u>		<u>Class A</u>	<u>Class B</u>		<u>Class A</u>	<u>Class B</u>	
Operating profit	\$ 72.8			\$ 68.7			\$ 91.3		
Restructuring charges	4.8			3.0			5.0		
Acquisition-related costs	4.6			8.5			8.0		
Operating profit before special items	<u>\$ 82.2</u>			<u>\$ 80.2</u>			<u>\$ 104.3</u>		
Net income	\$ 42.6	\$ 0.73	\$ 1.10	\$ 41.4	\$ 0.71	\$ 1.06	\$ 50.9	\$ 0.87	\$ 1.31
Restructuring charges, net of tax	4.0	0.07	0.09	2.3	0.04	0.05	3.8	0.06	0.10
Acquisition-related costs, net of tax	3.8	0.06	0.10	6.4	0.11	0.17	6.3	0.11	0.16
Net income before special items	<u>\$ 50.4</u>	<u>\$ 0.86</u>	<u>\$ 1.29</u>	<u>\$ 50.1</u>	<u>\$ 0.86</u>	<u>\$ 1.28</u>	<u>\$ 61.0</u>	<u>\$ 1.04</u>	<u>\$ 1.57</u>

GAAP to Non-GAAP Reconciliation

Operating Profit by Segment

UNAUDITED
(Dollars in millions)

	<u>Q2 2007</u>	<u>Q2 2008</u>	<u>Q2 2009</u>	<u>Q2 2010</u>	<u>Q2 2011</u>
	As Adjusted	As Adjusted	As Adjusted		
Rigid Industrial Packaging & Services					
Operating profit	\$ 53.0	\$ 59.2	\$ 4.3	\$ 64.4	\$ 66.1
Restructuring charges	1.6	6.3	19.6	4.7	2.3
Restructuring-related inventory charges	-	-	7.5	-	-
Acquisition-related costs	-	-	-	0.9	2.7
Operating profit before special items	<u>\$ 54.6</u>	<u>\$ 65.5</u>	<u>\$ 31.4</u>	<u>\$ 70.0</u>	<u>\$ 71.1</u>
Flexible Products & Services					
Operating profit	\$ 0.7	\$ 0.9	\$ 0.7	\$ 0.3	\$ 2.0
Restructuring charges	-	-	-	-	3.2
Acquisition-related costs	-	-	-	3.7	5.3
Operating profit before special items	<u>\$ 0.7</u>	<u>\$ 0.9</u>	<u>\$ 0.7</u>	<u>\$ 4.0</u>	<u>\$ 10.5</u>
Paper Packaging					
Operating profit	\$ 6.3	\$ 12.3	\$ 5.7	\$ 7.6	\$ 20.9
Restructuring charges	2.4	0.9	0.7	0.1	(0.5)
Operating profit before special items	<u>\$ 8.7</u>	<u>\$ 13.2</u>	<u>\$ 6.4</u>	<u>\$ 7.7</u>	<u>\$ 20.4</u>
Land Management					
Operating profit	\$ 3.0	\$ 10.4	\$ 2.4	\$ 0.5	\$ 2.3
Restructuring charges	-	0.1	-	-	-
Timberland disposals, net	0.4	(0.1)	-	-	-
Operating profit before special items	<u>\$ 3.4</u>	<u>\$ 10.4</u>	<u>\$ 2.4</u>	<u>\$ 0.5</u>	<u>\$ 2.3</u>

GAAP to Non-GAAP Reconciliation

EBITDA

UNAUDITED
(Dollars in millions)

	<u>Q2 2010</u>	<u>Q1 2011</u>	<u>Q2 2011</u>
Net income	\$ 44.8	\$ 41.1	\$ 50.6
Plus: interest expense, net	16.8	16.8	18.6
Plus: income tax expense	10.5	13.2	14.8
Plus: depreciation, depletion and amortization expense	27.7	33.1	34.6
Less: equity earnings of unconsolidated affiliates, net of tax	0.2	0.5	-
EBITDA	<u>99.6</u>	<u>103.7</u>	<u>118.6</u>
Restructuring charges	4.8	3.0	5.0
Acquisition-related costs	4.6	8.5	8.0
EBITDA before special items	<u>\$ 109.0</u>	<u>\$ 115.2</u>	<u>\$ 131.6</u>
Net income	\$ 44.8	\$ 41.1	\$ 50.6
Plus: interest expense, net	16.8	16.8	18.6
Plus: income tax expense	10.5	13.2	14.8
Plus: other expense (income), net	0.9	(1.9)	7.3
Less: equity earnings of unconsolidated affiliates, net of tax	0.2	0.5	-
Operating profit	<u>72.8</u>	<u>68.7</u>	<u>91.3</u>
Less: other expense (income), net	0.9	(1.9)	7.3
Plus: depreciation, depletion and amortization expense	27.7	33.1	34.6
EBITDA	<u>99.6</u>	<u>103.7</u>	<u>118.6</u>
Restructuring charges	4.8	3.0	5.0
Acquisition-related costs	4.6	8.5	8.0
EBITDA before special items	<u>\$ 109.0</u>	<u>\$ 115.2</u>	<u>\$ 131.6</u>

GAAP to Non-GAAP Reconciliation

EBITDA by Segment

UNAUDITED

(Dollars in millions)

	<u>Q2 2007</u>	<u>Q2 2008</u>	<u>Q2 2009</u>	<u>Q2 2010</u>	<u>Q2 2011</u>
Rigid Industrial Packaging & Services	As Adjusted	As Adjusted	As Adjusted		
Operating profit	\$ 53.0	\$ 59.2	\$ 4.3	\$ 64.4	\$ 66.1
Less: other expense (income), net	4.4	3.7	(2.0)	1.0	5.1
Plus: depreciation and amortization expense	18.7	18.3	17.6	19.9	21.8
EBITDA	<u>67.3</u>	<u>73.8</u>	<u>23.9</u>	<u>83.3</u>	<u>82.8</u>
Restructuring charges	1.6	6.3	19.6	4.7	2.3
Acquisition-related costs	-	-	-	0.9	2.7
EBITDA before special items	<u>\$ 68.9</u>	<u>\$ 80.1</u>	<u>\$ 43.5</u>	<u>\$ 88.9</u>	<u>\$ 87.8</u>
Flexible Products & Services					
Operating profit	\$ 0.7	\$ 0.9	\$ 0.7	\$ 0.3	\$ 2.0
Less: other expense (income), net	-	-	-	(0.1)	1.5
Plus: depreciation and amortization expense	0.3	0.3	0.2	0.8	4.1
EBITDA	<u>1.0</u>	<u>1.2</u>	<u>0.9</u>	<u>1.2</u>	<u>4.6</u>
Restructuring charges	-	-	-	-	3.2
Acquisition-related costs	-	-	-	3.7	5.3
EBITDA before special items	<u>\$ 1.0</u>	<u>\$ 1.2</u>	<u>\$ 0.9</u>	<u>\$ 4.9</u>	<u>\$ 13.1</u>
Paper Packaging					
Operating profit	\$ 6.3	\$ 12.3	\$ 5.7	\$ 7.6	\$ 20.9
Less: other expense (income), net	-	-	-	-	0.7
Plus: depreciation and amortization expense	6.8	7.0	6.4	6.7	7.9
EBITDA	<u>13.1</u>	<u>19.3</u>	<u>12.1</u>	<u>14.3</u>	<u>28.1</u>
Restructuring charges	2.4	0.9	0.7	0.1	(0.5)
EBITDA before special items	<u>\$ 15.5</u>	<u>\$ 20.2</u>	<u>\$ 12.8</u>	<u>\$ 14.4</u>	<u>\$ 27.6</u>
Land Management					
Operating profit	\$ 3.0	\$ 10.4	\$ 2.4	\$ 0.5	\$ 2.3
Less: other expense (income), net	-	0.1	-	-	-
Plus: depreciation, depletion and amortization expense	1.3	1.2	0.1	0.3	0.8
EBITDA	<u>4.3</u>	<u>11.5</u>	<u>2.5</u>	<u>0.8</u>	<u>3.1</u>
Restructuring charges	-	0.1	-	-	-
Timberland disposals, net	0.4	(0.1)	-	-	-
EBITDA before special items	<u>\$ 3.9</u>	<u>\$ 11.7</u>	<u>\$ 2.5</u>	<u>\$ 0.8</u>	<u>\$ 3.1</u>

GAAP to Non-GAAP Reconciliation

Balance Sheet Data

UNAUDITED
(Dollars in millions)

	<u>Q2 2010</u>	<u>Q4 2010</u>	<u>Q2 2011</u>
Current assets	\$ 967.8	\$ 1,165.9	\$ 1,261.3
Less: current liabilities	610.8	761.8	780.5
Working capital	<u>357.0</u>	<u>404.1</u>	<u>480.8</u>
Less: cash and cash equivalents	85.0	107.0	95.5
Net working capital	<u>\$ 272.0</u>	<u>\$ 297.1</u>	<u>\$ 385.3</u>
Long-term debt	\$ 955.0	\$ 953.1	\$ 1,090.7
Plus: current portion of long-term debt	20.0	12.5	12.5
Plus: short-term borrowings	48.9	60.9	105.7
Less: cash and cash equivalents	85.0	107.0	95.5
Net debt	<u>\$ 938.9</u>	<u>\$ 919.5</u>	<u>\$ 1,113.4</u>

Definitions

Gross profit	Net sales less cost of products sold
Gross profit margin	Gross profit as a percentage of net sales
SG&A expense ratio	Selling, general & administrative expenses as a percentage of net sales
Operating profit	Gross profit less SG&A expenses less restructuring charges plus asset gains, net
Operating profit before special items	Operating profit plus restructuring charges and acquisition-related costs
Operating profit margin	Operating profit as a percentage of net sales
Operating profit margin before special items	Operating profit before special items as a percentage of net sales
EBITDA	Net income plus interest expense, net, plus income tax expense, less equity earnings (loss) of unconsolidated subsidiaries, net of tax, plus depreciation, depletion and amortization expense