



# Q4 and Fiscal Year 2016 Earnings Conference Call

## 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

- This presentation 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).

**Vision**

**In industrial packaging, be the best performing customer service company in the world**

**Strategic Priorities**

**People & Teams**

- Colleague engagement
- Accountability aligned to value creation
- Health and safety

**Customer Service Excellence**

- Superior customer satisfaction
  - Share of wallet growth
- Superior customer loyalty
  - Innovative and solutions focused approach

**Transformational Performance**

- Strengthen the portfolio
- Margin expansion
- Fiscal discipline and free cash flow expansion

**Enabling Platform**

***THE GREIF WAY***



- 15% year-over-year improvement in customer satisfaction index scores

- **Free Cash Flow<sup>1</sup>**
  - Q4: \$114M, up \$9M versus prior year quarter
  - FY 2016: \$201M, up \$130M versus prior year
- **Gross Profit Margin**
  - Q4: 21.1%, up 180 basis points versus prior year quarter
  - FY 2016: 20.6%, up 210 basis points versus prior year
- **Operating Profit Before Special Items (OPBSI)<sup>2</sup> Margin**
  - Q4: 10.0%, up 170 basis points versus prior year quarter
  - FY 2016: 9.3%, up 190 basis points versus prior year
- **Class A EPS Before Special Items<sup>2</sup>**
  - Q4: \$0.65/sh, down \$0.11/sh versus prior year quarter (Q4'15 included one time tax benefit of \$0.20/sh)
  - FY 2016: \$2.44/sh, up \$0.26/sh versus prior year



*Greif manufactures a variety of packaging products to help meet the needs of its industrial customers.*

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

<sup>2</sup>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.

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.

	FY 2014 Actual	FY 2015 Actual	FY 2016 Actual	End of 2017 run rate target
Gross Profit Margin	19.1%	18.5%	20.6%	20%
SG&A Ratio	11.7%	11.4%	11.3%	10%
OPBSI Margin <sup>1</sup>	7.5%	7.4%	9.3%	10%

<sup>1</sup> Operating Profit Before Special Items as a percentage of net sales for fiscal 2014, fiscal 2015 and fiscal 2016. 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.

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.

\$M	Q4 2016	Q4 2015	FY 2016	FY 2015
Sales	\$602.9	\$601.1	\$2,324.2	\$2,586.4
Gross margin	\$130.9	\$112.3	\$489.4	\$463.4
Operating profit before special items <sup>1</sup> :	\$60.4	\$42.5	\$213.7	\$171.7

- Q4 revenue up 7.3% excluding divestitures and currency translation<sup>2</sup>, versus prior year quarter
  - Stronger seasonal juice and agrochemical demand in Latin America; solid pharmaceutical and food demand in North America; demand still unsteady in Eurozone
  - Large plastic drum and IBC volumes up 7% and 11.6%, respectively, versus prior year quarter; Steel drum volumes down 1.8%, mainly due to softness in EMEA
- Q4 Gross Profit Margin = 21.7%, up 300 BP versus prior year quarter
  - Benefitting from focus on quality of market share, margin / mix management and production efficiencies
- Q4 Segment Operating Profit Before Special Items (“OPBSI”)<sup>1</sup> Margin = 10%, up 290 BP versus prior year quarter

*Step change improvement year over year*

<sup>1</sup> 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.

<sup>2</sup> A summary of the adjustments for the impact of divestitures and currency translation is set forth 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.

# PAPER PACKAGING & SERVICES (PPS) REVIEW

\$M	Q4 2016	Q4 2015	FY 2016	FY 2015
Sales	\$189.0	\$179.8	\$687.1	\$676.1
Gross margin	\$39.0	\$46.5	\$144.5	\$163.5
Operating profit before special items <sup>1</sup> :	\$25.1	\$33.3	\$91.7	\$111.8

- Higher Q4 volumes versus the prior year quarter, helping to offset containerboard price/cost squeeze
  - Mill volume growth of 7.8%
  - CorrChoice volume growth of 9.7% versus industry growth of 3.7%
- Implementing announced containerboard price increase
- Q4 specialty sales: 21% improvement versus prior year quarter

*Demand accelerated in mills and corrugated sheet feeder network*

<sup>1</sup> 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.

<sup>2</sup>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.



\$M	Q4 2016	Q4 2015	FY 2016	FY 2015
Sales	\$69.1	\$73.3	\$288.1	\$322.6
Gross profit margin	\$11.7	\$6.9	\$42.0	\$33.8
Operating profit before special items <sup>1</sup> :	\$0.1	\$(5.3)	\$(3.6)	\$(24.1)

- Turnaround plan gaining momentum
  - Gross profit margin percent expanded by 750 BP
  - Optimization leading to lower fixed costs and improved efficiencies
  - Operating improvement evident on underperforming assets

*Four quarters of consecutive operating profit margin improvement*

<sup>1</sup> 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.

<sup>2</sup>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.

	Q4 2016	Q4 2015	FY 2016	FY 2015
Net Sales After Divestitures and Currency Translation <sup>1</sup>	\$880.7	\$836.6	\$3,466.0	\$3,448.6
<b>Operating Profit</b>	\$53.6	\$32.1	\$225.6	\$192.8
Operating Profit Before Special Items <sup>2</sup>	\$87.0	\$72.0	\$308.3	\$266.2
<b>Net Income Attributable to Greif, Inc.</b>	\$8.5	\$12.4	\$74.9	\$71.9
Net Income Attributable to Greif, Inc. Before Special Items <sup>2</sup>	\$38.5	\$44.7	\$143.5	\$127.7
<b>Class A Earnings Per Share</b>	\$0.14	\$0.21	\$1.28	\$1.23
Class A Earnings Per Share Before Special Items <sup>2</sup>	\$0.65	\$0.76	\$2.44	\$2.18
<b>Free Cash Flow<sup>3</sup></b>	\$114.3	\$105.3	\$200.9	\$70.5

*Significant increase in free cash flow*

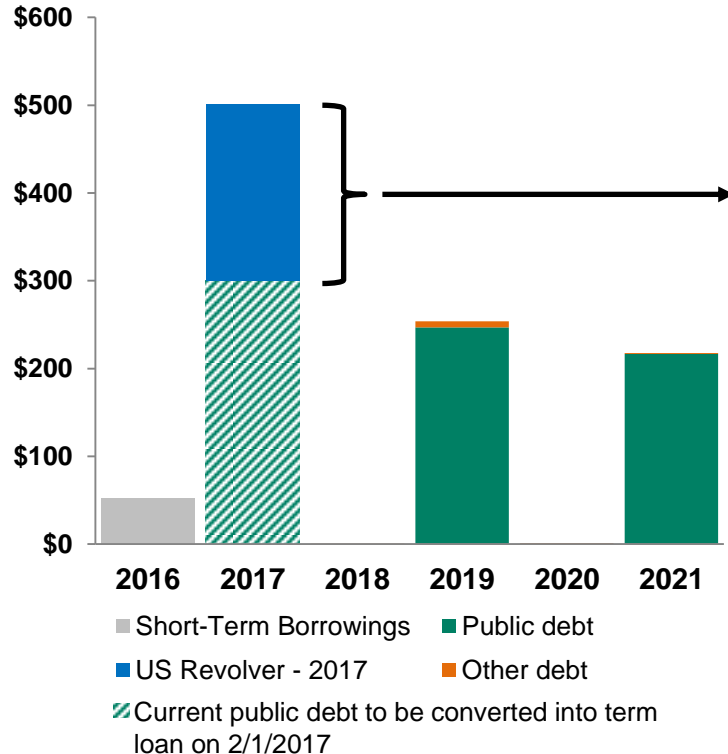
<sup>1</sup> A summary of the adjustments for the impact of divestitures and currency translation is set forth in the appendix of this presentation.

<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.

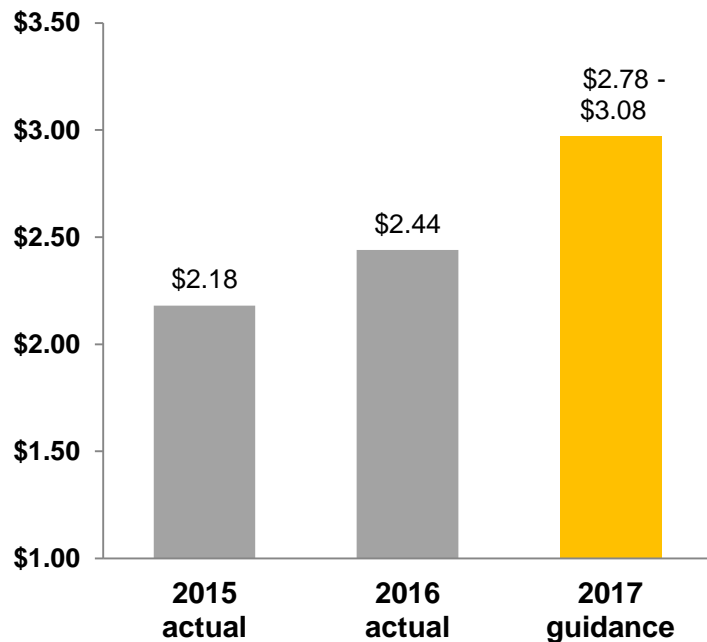
Note: A reconciliation of the differences between all non-GAAP financial measures used in this presentation with the most directly comparable GAAP financial measures is included in the appendix of this presentation.

## Debt maturity profile (\$M) at October 31, 2016



- Leverage ratio at 2.2 as of 10/31/2016
- Announced new credit facility in early November
  - Extends to 2021
  - Enhances financial flexibility and helps reduce interest expense
- Near term capital allocation priorities
  - Fund maintenance and capital projects
  - Pay steady dividends
  - Maintain target leverage ratio
  - Post Transformation, advance prudent Pivot to Growth opportunities

## Class A earnings per share before special items<sup>1</sup> (\$/sh) *Actual and guidance*



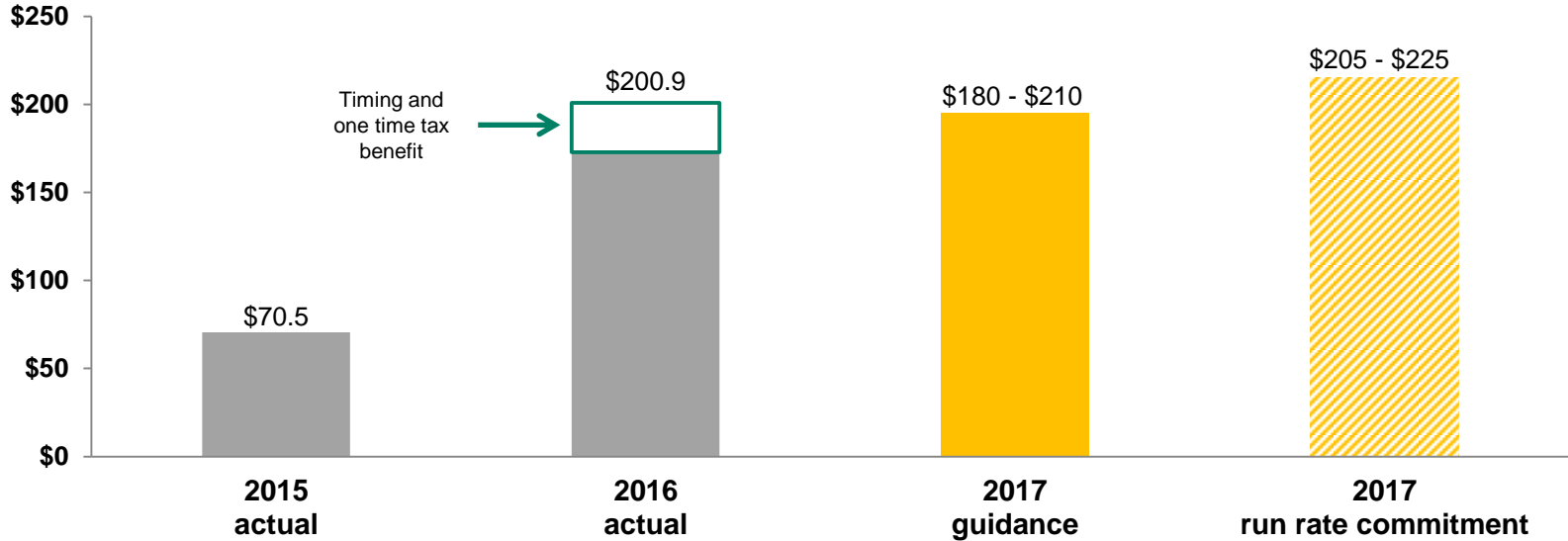
- Fiscal 2017: Expect to generate between \$2.78 and \$3.08 in Class A earnings per share before special items
- Midpoint of Fiscal 2017 guidance:
  - Represents a 20% improvement over fiscal 2016's full year result
  - Improvement driven by:
    - Better margin / product mix management and continued execution discipline
    - Improvement in underperforming operations
    - Share of wallet expansion in key markets
    - Announced containerboard price increase
    - Reduced annual interest expense
    - Lower income tax expense

<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 2017 Class A earnings 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.

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.

## Free Cash Flow<sup>1</sup> (\$/sh)

*Actual, guidance and 2017 run rate commitment*



<sup>1</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.

Best performing customer service company in industrial packaging

Mitigate risk through a diverse, global portfolio

Comprehensive packaging provider, with leverage to the industrial economy

Disciplined operational execution and financial discipline, leading to reliable earnings and cash flow

Committed to return of capital to shareholders

Transformation continues to improve operations and credibility



# Appendix

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.



# PRICE, VOLUME AND FOREIGN CURRENCY IMPACT TO NET SALES FOR PRIMARY PRODUCTS:

## EXCLUDING DIVESTITURES

	Volume	Selling Prices and Product Mix	Currency Translation	Total Net Sales Variance
<b>RIPS AMERICAS</b>	1.5% \$3.3	11.0% \$24.8	-1.8% (\$4.0)	10.7% \$24.1
North America	0.9% \$1.6	10.2% \$18.2	0.0% \$0.0	11.2% \$19.8
Latin America	3.7% \$1.7	14.2% \$6.5	-8.7% (\$4.0)	9.2% \$4.2
<b>RIPS EMEA APAC</b>	-2.1% (\$6.0)	9.6% \$26.8	-2.0% (\$5.7)	5.4% \$15.2
EMEA	-4.8% (\$10.6)	13.2% \$29.6	-2.0% (\$4.5)	6.5% \$14.5
APAC	8.2% \$4.6	-4.8% (\$2.7)	-2.1% (\$1.2)	1.3% \$0.7




RIPS Segment	-0.5% (\$2.7)	10.2% \$51.6	-1.9% (\$9.7)	7.8% \$39.2
PPS Segment	7.3% \$13.2	-2.2% (\$4.0)	0.0% \$0.0	5.1% \$9.2
FPS Segment	-1.5% (\$0.9)	0.9% \$0.6	-3.0% (\$1.9)	-3.6% (\$2.2)

<b>PRIMARY PRODUCTS</b>	1.3% \$9.5	6.4% \$48.2	-1.5% (\$11.5)	6.2% \$46.2
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### RECONCILIATION TO CONSOLIDATED NET SALES

NON-PRIMARY PRODUCTS	-18.8% (\$16.7)
CONSOLIDATED EXCL. DIVESTITURES	3.5% \$29.4
DIVESTITURES	(\$30.3)
CONSOLIDATED	-0.1% (\$0.9)

### NOTES:

- Net sales are impacted primarily by the volume of products sold, selling prices, product mix and the impact of changes in foreign currencies against the U.S. Dollar.
- The table above shows the percentage and dollar impact of these items on net sales for the fourth quarter of 2016 as compared to the fourth quarter of 2015 for the business segments with manufacturing operations.
- Primary products are manufactured steel, plastic and fibre drums; IBCs; linerboard, medium, corrugated sheets and corrugated containers; and 1&2 loop and 4 loop FIBCs
- Non-primary products include land management; closures; accessories; filling; reconditioning; water bottles; and other miscellaneous products / services and have been adjusted to exclude the impact of divestitures.
- 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
- Var% > 2.5% 
- (2.5)% < Var% < 2.5% 
- Var% < (2.5)% 

Currency	10% strengthening of the USD; impact to OPBSI	Cumulative impact
<b>Euro</b>	<b>\$(5M) – \$(7M)</b>	<b>\$(5M) – \$(7M)</b>
<b>Next five largest exposures</b>	<b>\$(6M) – \$(8M)</b>	<b>\$(11M) – \$(15M)</b>
Turkish Lira	\$3M – \$4M	
Singapore Dollar	\$(3M) – \$(4M)	
Argentina Peso	\$(3M) – \$(4M)	
Russia Ruble	\$(1M) – \$(2M)	
British Pound	\$(1M) – \$(2M)	
<b>All remaining exposures</b>	<b>\$(4M) – \$(5M)</b>	<b>\$(15M) – \$(20M)</b>

- 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

# GAAP TO NON-GAAP RECONCILIATION:

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

\$ Millions

	Three months ended October 31,		Twelve months ended October 31,	
	2016	2015	2016	2015
<b>Operating profit (loss):</b>				
Rigid Industrial Packaging & Services	\$ 30.5	\$ 10.9	\$ 143.9	\$ 86.4
Paper Packaging & Services	24.7	32.6	89.1	109.3
Flexible Products & Services	(3.6)	(12.8)	(15.5)	(36.6)
Land Management	2.0	1.4	8.1	33.7
Total operating profit (loss)	53.6	32.1	225.6	192.8
<b>Restructuring charges:</b>				
Rigid Industrial Packaging & Services	7.8	9.2	19.0	29.6
Paper Packaging & Services	0.4	1.2	1.5	2.2
Flexible Products & Services	0.7	2.8	6.3	8.1
Land Management	0.1	0.1	0.1	0.1
Total restructuring charges	9.0	13.3	26.9	40.0
<b>Acquisition-related costs:</b>				
Rigid Industrial Packaging & Services	0.1	—	0.2	0.3
Total acquisition-related costs	0.1	—	0.2	0.3
<b>Timberland gains:</b>				
Land Management	—	—	—	(24.3)
Total timberland gains	—	—	—	(24.3)
<b>Non-cash asset impairment charges:</b>				
Rigid Industrial Packaging & Services	3.5	22.1	43.3	43.4
Paper Packaging & Services	—	—	1.5	0.8
Flexible Products & Services	3.0	1.5	6.6	1.7
Total non-cash asset impairment charges	6.5	23.6	51.4	45.9
<b>(Gain) loss on disposal of properties, plants, equipment and businesses, net:</b>				
Rigid Industrial Packaging & Services	18.5	0.3	7.3	2.7
Paper Packaging	0	(0.5)	(0.4)	(0.5)
Flexible Products & Services	0	3.2	(1.0)	2.7
Land Management	(0.7)	0	(1.7)	(2.7)
Total (gain) loss on disposal of properties, plants, equipment and businesses, net	17.8	3.0	4.2	2.2
<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	—	—	—	9.3
<b>Operating profit (loss) before special items:</b>				
Rigid Industrial Packaging & Services	60.4	42.5	213.7	171.7
Paper Packaging & Services	25.1	33.3	91.7	111.8
Flexible Products & Services	0.1	(5.3)	(3.6)	(24.1)
Land Management	1.4	1.5	6.5	6.8
Total operating profit (loss) before special items	\$ 87.0	\$ 72.0	\$ 308.3	\$ 266.2

# GAAP TO NON-GAAP RECONCILIATION:

## NET INCOME AND CLASS A EARNINGS PER SHARE EXCLUDING SPECIAL ITEMS

### \$ Millions and \$/sh

Three months ended October 31, 2016		Class A	
Net Income Attributable to Greif, Inc.	\$ 8.5	\$ 0.14	
Plus: Loss on disposal of properties, plants, equipment and businesses, net	17.3	0.29	
Plus: Restructuring charges	7.4	0.13	
Plus: Non-cash asset impairment charges	5.3	0.09	
Plus: Acquisition-related costs	—	—	
Net Income Attributable to Greif, Inc. Excluding Special Items	\$ 38.5	\$ 0.65	
Three months ended October 31, 2015		Class A	
Net Income Attributable to Greif, Inc.	\$ 12.4	\$ 0.21	
Plus: Loss on disposal of properties, plants, equipment and businesses, net	1.7	0.03	
Plus: Restructuring charges	9.5	0.16	
Plus: Non-cash asset impairment charges	21.1	0.36	
Net Income Attributable to Greif, Inc. Excluding Special Items	\$ 44.7	\$ 0.76	
Twelve months ended October 31, 2016		Class A	
Net Income Attributable to Greif, Inc.	\$ 74.9	\$ 1.28	
Plus: Loss on disposal of properties, plants, equipment and businesses, net	7.0	0.12	
Plus: Restructuring charges	19.1	0.33	
Plus: Non-cash asset impairment charges	42.4	0.71	
Plus: Acquisition-related costs	0.1	—	
Net Income Attributable to Greif, Inc. Excluding Special Items	\$ 143.5	\$ 2.44	
Twelve months ended October 31, 2015		Class A	
Net Income Attributable to Greif, Inc.	\$ 71.9	\$ 1.23	
Less: Gain on disposal of properties, plants, equipment and businesses, net	(2.8)	(0.05)	
Less: Timberland Gains	(14.9)	(0.25)	
Less: Venezuela devaluation on other income/expense	(4.9)	(0.08)	
Plus: Restructuring charges	28.2	0.48	
Plus: Non-cash asset impairment charges	40.7	0.69	
Plus: Acquisition-related costs	0.2	—	
Plus: Venezuela devaluation of inventory on cost of products sold	9.3	0.16	
Net Income Attributable to Greif, Inc. Excluding Special Items	\$ 127.7	\$ 2.18	

Note: All special items are net of tax and noncontrolling interests

# GAAP TO NON-GAAP RECONCILIATION:

## RECONCILIATION OF SELECTED FINANCIAL INFORMATION EXCLUDING THE IMPACT OF DIVESTITURES

\$ Millions

	Three months ended October 31,			Twelve months ended October 31,		
	2016	Impact of Divestitures	Excluding the Impact of Divestitures	2016	Impact of Divestitures	Excluding the Impact of Divestitures
<b>Net Sales:</b>						
Rigid Industrial Packaging & Services	\$ 602.9	\$ 1.6	\$ 601.3	\$ 2,324.2	\$ 59.6	\$ 2,264.6
Paper Packaging & Services	189.0	—	189.0	687.1	—	687.1
Flexible Products and Services	69.1	—	69.1	288.1	6.5	281.6
Land Management	6.6	—	6.6	24.2	—	24.2
Consolidated	<u>\$ 867.6</u>	<u>\$ 1.6</u>	<u>\$ 866.0</u>	<u>\$ 3,323.6</u>	<u>\$ 66.1</u>	<u>\$ 3,257.5</u>
<b>Gross Profit:</b>						
Rigid Industrial Packaging & Services	\$ 130.9	\$ 0.3	\$ 130.6	\$ 489.4	\$ 5.7	\$ 483.7
Paper Packaging & Services	39.0	—	39.0	144.5	—	144.5
Flexible Products and Services	11.7	—	11.7	42.0	1.1	40.9
Land Management	1.8	—	1.8	9.0	—	9.0
Consolidated	<u>\$ 183.4</u>	<u>\$ 0.3</u>	<u>\$ 183.1</u>	<u>\$ 684.9</u>	<u>\$ 6.8</u>	<u>\$ 678.1</u>
<b>Operating Profit (Loss):</b>						
Rigid Industrial Packaging & Services	\$ 30.5	\$ (0.4)	\$ 30.9	\$ 143.9	\$ (24.6)	\$ 168.5
Paper Packaging & Services	24.7	0	24.7	89.1	—	89.1
Flexible Products and Services	(3.6)	—	(3.6)	(15.5)	0.3	(15.8)
Land Management	2.0	0	2.0	8.1	—	8.1
Consolidated	<u>\$ 53.6</u>	<u>\$ (0.4)</u>	<u>\$ 54.0</u>	<u>\$ 225.6</u>	<u>\$ (24.3)</u>	<u>\$ 249.9</u>
<b>Operating profit (loss) before special items:</b>						
Rigid Industrial Packaging & Services	\$ 60.4	\$ 0.1	\$ 60.3	\$ 213.7	\$ (0.3)	\$ 214.0
Paper Packaging & Services	25.1	—	25.1	91.7	—	91.7
Flexible Products and Services	0.1	—	0.1	(3.6)	0.3	(3.9)
Land Management	1.4	—	1.4	6.5	—	6.5
Consolidated	<u>\$ 87.0</u>	<u>\$ 0.1</u>	<u>\$ 86.9</u>	<u>\$ 308.3</u>	<u>\$ —</u>	<u>\$ 308.3</u>

# GAAP TO NON-GAAP RECONCILIATION:

## RECONCILIATION OF SELECTED FINANCIAL INFORMATION EXCLUDING THE IMPACT OF DIVESTITURES CONTINUED

\$ Millions

	Three months ended October 31,			Twelve months ended October 31,		
	2015	Impact of Divestitures	Excluding The Impact of Divestitures	2015	Impact of Divestitures	Excluding The Impact of Divestitures
<b>Net Sales:</b>						
Rigid Industrial Packaging & Services	\$ 601.1	\$ 29.5	\$ 571.6	\$ 2,586.4	\$ 154.5	\$ 2,431.9
Paper Packaging & Services	179.8	—	179.8	676.1	—	676.1
Flexible Products and Services	73.3	2.4	70.9	322.6	13.6	309.0
Land Management	14.3	—	14.3	31.6	—	31.6
Consolidated	<u>\$ 868.5</u>	<u>\$ 31.9</u>	<u>\$ 836.6</u>	<u>\$ 3,616.7</u>	<u>\$ 168.1</u>	<u>\$ 3,448.6</u>
<b>Gross Profit:</b>						
Rigid Industrial Packaging & Services	\$ 112.3	\$ 2.8	\$ 109.5	\$ 463.4	\$ 9.7	\$ 453.7
Paper Packaging & Services	46.5	—	46.5	163.5	—	163.5
Flexible Products and Services	6.9	0.4	6.5	33.8	2.2	31.6
Land Management	2.3	—	2.3	9.1	—	9.1
Consolidated	<u>\$ 168.0</u>	<u>\$ 3.2</u>	<u>\$ 164.8</u>	<u>\$ 669.8</u>	<u>\$ 11.9</u>	<u>\$ 657.9</u>
<b>Operating Profit (Loss):</b>						
Rigid Industrial Packaging & Services	\$ 10.9	\$ (12.5)	\$ 23.4	\$ 86.4	\$ (36.4)	\$ 122.8
Paper Packaging & Services	32.6	—	32.6	109.3	—	109.3
Flexible Products and Services	(12.8)	—	(12.8)	(36.6)	0.4	(37.0)
Land Management	1.4	—	1.4	33.7	—	33.7
Consolidated	<u>\$ 32.1</u>	<u>\$ (12.5)</u>	<u>\$ 44.6</u>	<u>\$ 192.8</u>	<u>\$ (36.0)</u>	<u>\$ 228.8</u>
<b>Operating profit (loss) before special items:</b>						
Rigid Industrial Packaging & Services	\$ 42.5	\$ 0.7	\$ 41.8	\$ 171.7	\$ (3.7)	\$ 175.4
Paper Packaging & Services	33.3	—	33.3	111.8	—	111.8
Flexible Products and Services	(5.3)	—	(5.3)	(24.1)	0.4	(24.5)
Land Management	1.5	—	1.5	6.8	—	6.8
Consolidated	<u>\$ 72.0</u>	<u>\$ 0.7</u>	<u>\$ 71.3</u>	<u>\$ 266.2</u>	<u>\$ (3.3)</u>	<u>\$ 269.5</u>

Note: The 2015 Acquisitions were completed at the beginning of the fiscal year and are not adjusted because they are fully reflected in both periods.

# GAAP TO NON-GAAP RECONCILIATION:

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

\$ Millions

	Three months ended October 31,		(Decrease) in Net Sales (\$)	(Decrease) in Net Sales (%)
	2016	2015		
<b>Net Sales</b>	\$ 867.6	\$ 868.5	\$ (0.9)	(0.1)%
Impact of Divestitures	1.6	31.9		
<b>Net Sales excluding the impact of divestitures</b>	\$ 866.0	\$ 836.6		
Currency Translation	(14.7)	N/A		
<b>Net Sales excluding the impact of divestitures and currency translation</b>	\$ 880.7	\$ 836.6	\$ 44.1	5.3%

	Twelve months ended October 31,		(Decrease) in Net Sales (\$)	(Decrease) in Net Sales (%)
	2016	2015		
<b>Net Sales</b>	\$ 3,323.6	\$ 3,616.7	\$ (293.1)	(8.1)%
Impact of Divestitures	66.1	168.1		
<b>Net Sales excluding the impact of divestitures</b>	\$ 3,257.5	\$ 3,448.6		
Currency Translation	(208.5)	N/A		
<b>Net Sales excluding the impact of divestitures and currency translation</b>	\$ 3,466.0	\$ 3,448.6	\$ 17.4	0.5%

# GAAP TO NON-GAAP RECONCILIATION

RIGID INDUSTRIAL PACKAGING & SERVICES NET SALES TO NET SALES EXCLUDING THE IMPACT OF DIVESTITURES AND CURRENCY TRANSLATION

GREIF

\$ Millions

	Three months ended October 31,		Increase (Decrease) in Net Sales (\$)	Increase (Decrease) in Net Sales (%)
	2016	2015		
Net Sales	\$ 602.9	\$ 601.1	\$ 1.8	0.3%
Impact of Divestitures	1.6	29.5		
Net Sales excluding the impact of divestitures	\$ 601.3	\$ 571.6		
Currency Translation	(12.3)	N/A		
Net Sales excluding the impact of divestitures and currency translation	\$ 613.6	\$ 571.6	\$ 42.0	7.3%
	Twelve months ended October 31,		Increase (Decrease) in Net Sales (\$)	Increase (Decrease) in Net Sales (%)
	2016	2015		
Net Sales	\$ 2,324.2	\$ 2,586.4	\$ (262.2)	(10.1)%
Impact of Divestitures	59.6	154.5		
Net Sales excluding the impact of divestitures	\$ 2,264.6	\$ 2,431.9		
Currency Translation	(195.5)	N/A		
Net Sales excluding the impact of divestitures and currency translation	\$ 2,460.1	\$ 2,431.9	\$ 28.2	1.2 %



# GAAP TO NON-GAAP RECONCILIATION:

## FREE CASH FLOW

\$ Millions

FREE CASH FLOW <sup>1</sup>				
	Three months ended October 31,		Twelve months ended October 31,	
	2016	2015	2016	2015
<b>Net cash provided by operating activities</b>	\$ 143.0	\$ 132.9	\$ 301.0	\$ 206.3
Less: Cash paid for capital expenditures	(28.7)	(27.6)	(100.1)	(135.8)
<b>Free Cash Flow</b>	\$ 114.3	\$ 105.3	\$ 200.9	\$ 70.5

FREE CASH FLOW FROM VENEZUELA OPERATIONS <sup>2</sup>				
	Three months ended October 31,		Twelve months ended October 31,	
	2016	2015	2016	2015
<b>Net cash provided by (used in) operating activities for Venezuela</b>	\$ —	\$ (0.2)	\$ —	\$ 4.1
Less: Cash paid for capital expenditures for Venezuela	—	—	—	(14.0)
<b>Free Cash Flow for Venezuela</b>	\$ —	\$ (0.2)	\$ —	\$ (9.9)

FREE CASH FLOW EXCLUDING THE IMPACT OF VENEZUELA OPERATIONS <sup>3</sup>				
	Three months ended October 31,		Twelve months ended October 31,	
	2016	2015	2016	2015
<b>Net cash provided by operating activities excluding the impact of Venezuela operations</b>	\$ 143.0	\$ 133.1	\$ 301.0	\$ 202.2
Less: Cash paid for capital expenditures excluding the impact of Venezuela operations	(28.7)	(27.6)	(100.1)	(121.8)
<b>Free Cash Flow Excluding the Impact of Venezuela Operations</b>	\$ 114.3	\$ 105.5	\$ 200.9	\$ 80.4

<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, 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.

# PROJECTED FREE CASH FLOW GUIDANCE RECONCILIATION

\$ Millions

PROJECTED FREE CASH FLOW <sup>1</sup>		
	Forecast Range	
	<u>Scenario 1</u>	<u>Scenario 2</u>
Net cash provided by operating activities	\$275	\$315
Less: Cash paid for capital expenditures	\$(95)	\$(105)
Free Cash Flow	\$180	\$210

<sup>1</sup>The reconciliation includes two scenarios that illustrate our projected free cash flow range for 2017. The amounts used in the reconciliation are subject to many variables, some of which are not under our control and, therefore, are not necessarily indicative of actual results.

# GAAP TO NON-GAAP RECONCILIATION:

CONSOLIDATED OPERATING PROFIT (LOSS) BEFORE SPECIAL ITEMS FOR FY 2014, FY 2015 AND TTM ENDED OCTOBER 31, 2016

\$ Millions

	Fiscal Year	Fiscal Year	Fiscal Year
	2014	2015	2016
Operating profit	\$ 249.3	\$ 192.8	\$ 225.6
Restructuring charges	16.1	40	26.9
Acquisition related costs	1.6	0.3	0.2
Non cash asset impairment charges	85.8	45.9	51.4
Timberland gains	(17.1)	(24.3)	—
(Gain) loss on disposal of properties, plants and equipment and businesses, net	(19.8)	2.2	4.2
Impact of Venezuela devaluation on cost of products sold	-	9.3	0
Operating profit before special items	\$ 315.9	\$ 266.2	\$ 308.3

# TRAILING TWELVE MONTHS:

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

\$ Millions

	Q4 2016		Q3 2016		Q2 2016		Q1 2016		Trailing Twelve Months	
	\$	%	\$	%	\$	%	\$	%	\$	%
Net Sales	867.6		845.0		839.6		771.4		3,323.6	
Gross Profit	183.4	21.1%	176.5	20.9%	173.7	20.7%	151.3	19.6%	684.9	20.6%
Gross Profit after Venezuela inventory revaluation	183.4	21.1%	176.5	20.9%	173.7	20.7%	151.3	19.6%	684.9	20.6%
SG&A	96.5	11.1%	92.6	11.0%	94.5	11.3%	93.2	12.1%	376.8	11.3%
OPBSI	87.0	10.0%	83.9	9.9%	79.3	9.4%	58.1	7.5%	308.3	9.3%