# Barclays Consumerl Staples Conference 

Michael B. Polk Chief Executive Officer

September 6, 2016

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## Forward-looking statements

Statements in this presentation that are not historical in nature constitute forward-looking statements. These forward-looking statements relate to information or assumptions about the effects of sales, income, earnings per share, operating income, operating margin or gross margin improvements or declines, Project Renewal, capital and other expenditures, cash flow, dividends, restructuring and other project costs, costs and cost savings, inflation or deflation, particularly with respect to commodities such as oil and resin, debt ratings, changes in exchange rates, expected benefits and financial results from the Jarden transaction and other recently completed acquisitions and related integration activities and planned divestitures and management's plans, projections and objectives for future operations and performance. These statements are accompanied by words such as "anticipate," "expect," "project," "will," "believe," "estimate" and similar expressions. Actual results could differ materially from those expressed or implied in the forward-looking statements. Important factors that could cause actual results to differ materially from those suggested by the forward-looking statements include, but are not limited to, our dependence on the strength of retail, commercial and industrial sectors of the economy in light of the continuation or escalation of the global economic slowdown or regional sovereign debt issues; currency fluctuations; competition with other manufacturers and distributors of consumer products; major retailers' strong bargaining power and consolidation of our retail customers; changes in the prices of raw materials and sourced products and our ability to obtain raw materials and sourced products in a timely manner from suppliers; our ability to develop innovative new products and to develop, maintain and strengthen our end-user brands, including the ability to realize anticipated benefits of increased advertising and promotion spend; product liability, product recalls or regulatory actions; our ability to expeditiously close facilities and move operations while managing foreign regulations and other impediments; a failure of one of our key information technology systems or related controls; our ability to attract, retain and motivate key employees; future events that could adversely affect the value of our assets and require impairment charges; our ability to improve productivity and streamline operations; changes to our credit ratings; significant increases in the funding obligations related to our pension plans due to declining asset values, declining interest rates or otherwise; the imposition of tax liabilities greater than our provisions for such matters; the risks inherent in our foreign operations, including exchange controls and pricing restrictions; our ability to complete planned divestitures; our ability to successfully integrate acquired businesses, including the recently acquired Jarden business; our ability to realize the expected benefits and financial results from our recently acquired businesses and planned divestitures; and those factors listed in our filings with the Securities and Exchange Commission (including the information set forth under the caption "Risk Factors" in the Company's Annual Report on Form 10-K). Changes in such assumptions or factors could produce significantly different results. The information contained in this presentation is as of the date indicated. The company assumes no obligation to update any forward-looking statements contained in this presentation as a result of new information or future events or developments.

This presentation contains non-GAAP financial measures within the meaning of Regulation G promulgated by the Securities and Exchange Commission and includes a reconciliation of these non-GAAP financial measures to the most directly comparable financial measures calculated in accordance with GAAP. While the company believes that these non-GAAP financial measures are useful in evaluating the company's performance, this information should be considered as supplemental in nature and not as a substitute for or superior to the related financial information prepared in accordance with GAAP. Additionally, these non-GAAP financial measures may differ from similar measures presented by other companies.

## \$16 billion branded consumer goods company



## Shared track record of strong performance

Stock price evolution


Core sales growth


Organic sales growth


## Continued positive momentum in 2016

Newell Brands Q2 YTD 2016


## Newell playbook creates competitive advantage




Project Renewal Savings Enabling Investment


## Opportunity to apply Newell business model



Newell Rubbermaid
U.S. market size


RESPONSIVE


LOW COST


NR U.S. share of voice

## Across the broader combined portfolio



## Scaled positions in key geographies \& channels



## Meaningful but prudent synergies with upside



## Cost synergy delivery timing accelerating

- Trending to higher end of $\$ 50$ to $\$ 80$ million 2016 guidance
- Expect to exit 2016 with ~\$175 million in run-rate synergies
- Synergy delivery sequenced differently than originally planned - Organization synergies accelerated (2016/2017)
- Distribution network optimization deferred (2018/2019)
- Expect to achieve $\$ 500$ million cost synergies by early 2019 or just about 3 years from completing the deal (accelerated delivery versus original guidance of 3 to 4 years)


## Priorities

Significant work underway to deliver 2016 and build the 2017+ plans

## Deliver the 2016 plan

## Deliver Synergies/Renewal Savings

Develop Portfolio/Geographic Prioritization

## Socialize Corporate Strategy

Align Structure to Strategy
Drive Strategy to Action (2017+)

## One Company, One Strategy

- Obtained Board support for new corporate strategy
- Portfolio/geographic priorities established
- Choices made to reshape portfolio (exits, disposals)
- New operating model defined
- Organization changes and capability investments underway


## Key tenets that underpin strategy

- Growth led
- Consumer centric and insight driven
- One company with one strategy
- Transformative value creators
- Entrepreneurial in our choices and market impact
- Passionate to win
- Firm in our commitment to develop our people and build an industry leading team


## Key principles that underpin changes

- Focus on the big opportunities; minimize the distractions
- Prioritize resources to value creating businesses
- Tightly scope change to maximize value, while minimize risk
- Ensure leadership continuity and balance in key businesses
- Move quickly (avoid sequential change)


## Actions to reshape the portfolio initiated


$\underset{\text { (in full year and long-term guidance) }}{\$ 250 \text { to }}$


Initiated work (not in long-term guidance/model)

## Two Operating Models



Growth ahead of market
Profit through growth Newell Playbook


Cash and margin focused Growth with market Entrepreneurial Playbook

## New operating model for 2017

- Organization announcement key functions (August 2016)
- Global functions - IT and legal
- Global expertise - HR (rewards, talent development, communications)
- US Customer teams - One Company teams (FDM, Club, \$, Home Center)
- Brand development and e-commerce investments (Q3 2016)
- Leadership Event (late-September 2016)
- Engagement with broader organization (Q4 16)
- New operating model and strategy into action (2017)


## Delivering through change; Reaffirmed FY 2016 outlook

|  | Twelve Months Ending <br> December 31, 2016 |
| :--- | :---: |
| Core Sales Growth | $3.0 \%$ to $4.0 \%$ |
| Normalized EPS | $\$ 2.75$ to \$2.90 |
| Weighted Average Diluted Shares | $\sim 430$ million |
| Effective Tax Rate | $29 \%$ to $30 \%$ |

## Strong cash generation and financial flexibility

## NWL 2016 to 2018

|  | Dividends |
| :---: | :---: |
|  | $\sim \$ 1.1$ to \$1.2bn |
|  | Capex |
| Cumulative | $\sim \$ 1.1$ to \$1.3bn |
| Operating |  |
| cash flow |  |
| $\sim \$ 5.5$ to \$6.0bn | Debt repayment |
|  | $\sim \$ 2.0$ to \$2.4bn |
|  | Unallocated cash |

## Capital Allocation Priorities

2016/17 free cash to fund planned debt reduction, leaving significant unallocated cash over period

No material share repurchase or acquisitions until leverage ratio range achieved

Opportunity for incremental synergies (net of costs) and working capital benefits further strengthen
unallocated cash position

[^0]
## Investment thesis powerful

Strong track records of performance and value creation
Large, growing, unconsolidated markets with low cost of growth
Proven Newell growth model applied across broader portfolio
Significant synergies/savings to fuel growth and expand margins
Strong shareholder returns complemented by the value creation options related to building unallocated free cash flow

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## Newell Rubbermaid Core Sales

## Newell Rubbermaid <br> Non-GAAP Reconciliation <br> Consolidated Core Sales <br> Years Ended December 31, 2015, 2014, 2013, 2012 and 2011 <br> (\$ amounts in millions)


 reported in the table as "Currency Impact". Core Sales Growth excludes the impact of currency, acquisitions and planned and actual divestitures from the period the intent to divest is determined through the date of sale
(2) Acquisitions reflects approximately one year of sales after the acquisition dates of the following companies at constant currency rates:

Elmer's Products in October 2015
Baby Jogger Holdings in December 2014
The assets of bubba brands in October 2014
Ignite Holdings in September 2014

(4) Win Bigger businesses include Writing \& Creative Expression, which is included in the Writing segment, Tools, Commercial Products (excluding Medical) and Food \& Beverage, which is included in the Home Solutions segment.
(5) As adjusted for the estimated impacts of EMEA product and geographic exits and Rubbermaid Consumer Store product exits, which totaled $\$ 37 \mathrm{M}$, the increase excluding acquisitions and divestitures for 2014 was $\$ 203.4 \mathrm{M}$, or $3.6 \%$.

## Jarden Core Sales

Jarden Corporation
Non-GAAP Reconciliation
Organic Net Sales Growth
Years ended December 31, 2015, 2014, 2013, 2012 and 2011

Foreign exchange impacts
(Acquisitions)/exited businesses and other, net
Organic net sales growth
2015

2014
2013
2012

| $3.8 \%$ | $12.7 \%$ | $9.9 \%$ | $0.3 \%$ | $10.9 \%$ |
| ---: | ---: | ---: | ---: | ---: |
| $5.5 \%$ | $1.4 \%$ | $1.7 \%$ | $1.6 \%$ | $-1.7 \%$ |
| $-4.5 \%$ | $-8.3 \%$ | $-7.2 \%$ | $0.1 \%$ | $-5.9 \%$ |
|  |  |  |  |  |
| $4.8 \%$ | $5.8 \%$ | $4.4 \%$ | $2.0 \%$ | $3.3 \%$ |

## Newell Brands Core Sales

## Newell Brande lise. <br> San Menths Ended June 30, 2016 Actual and Pro Farma Barh, baoed on Jarden tranuaction date of April 15, 2016 In Miliens <br> In Milibna <br> | Curaner Anahtin |
| :---: |
| Br Seqmant |

|  | Wriang |  | $\begin{gathered} \text { Homs } \\ \text { Selhtions } \\ \hline \end{gathered}$ |  | Touh |  | Cammercial Producte |  |  <br> Parentang |  | $\begin{gathered} \text { Branded } \\ \text { Conumables } \end{gathered}$ |  | Consumer Selatikas |  | Outhon <br> Solutiona |  | Proces: Selutions |  | Tetal Company Pro Ferma |  | Tetal Company, w Jarden As Acen. (4) |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| $\frac{\text { Not Salcs, As Reperices }}{2016}$ | Net Salos, As Repertad: |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  | 85.1 |  |  | \$ | 5,173.5 |
| 2015 |  | 837.7 |  | sa3.e |  | 355.6 |  | 395.8 |  | 4628 |  | - |  | - |  | - |  | - |  |  |  | 2824.9 |
| Incriase (Decrease) | 5 | 115.5 | 8 | 2.6 | s | (1.5) | s | (27.3) | 5 | 43.9 | 5 | 777.3 | 5 | 446.6 | 5 | 953.4 | 5 | 85.1 |  |  | 5 | 2,348.6 |
| Net Sales, Pro Forma: |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| 2016 (1) | 5 | 950.2 | \$ | 505.6 | \$ | 377.1 | \$ | 368.5 | 5 | 446.7 | \$ | 777.3 | 5 | 416.6 | 5 | 953.4 | 5 | 85.1 | \$ | 5,173.5 |  |  |
| 2015 (1) |  | 837.7 |  | sa3. 0 |  | 356.6 |  | 395.8 |  | 4628 |  | 568.1 |  | 387.6 |  | 621.9 |  | 84.9 |  | 4,486.4 |  |  |
| Increase (Decrease) | 5 | 115.5 | 5 | 2.6 | 5 | (1.5) | \$ | (27.3) | 5 | 43.9 | \$ | 2096.2 | 5 | 190 | 5 | 332.5 | 5 | 0.2 | 5 | 687.1 |  |  |
| Cara Saka (2): |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| 2016 | 5 | 966.9 | \$ | S00. 1 | \$ | 3526 | \$ | 370.7 | 5 | 4433 | \$ | 766.3 | 5 | 415.5 | 5 | 950.6 | 5 | 85.3 | \$ | 5.210 .3 | 5 | 5,135.9 |
| Less Divestitura (3) |  | - |  | 141.6 |  | - |  | - |  | - |  | - |  | - |  | - |  | - |  | 141.6 |  | 141.6 |
| Leas Acquihitions |  | 124.8 |  | - |  | - |  | - |  | - |  | 176.9 |  | - |  | 329.2 |  | - |  | 634.9 |  | 2,347.2 |
| 2016 Core Sakx | 5 | 842.1 |  | 667.5 | S | 352.6 | 3 | 370.7 | 5 | 4433 | \$ | 609.4 | 5 | 415.5 | 5 | 621.4 | 5 | 8.5 .3 | 5 | 4,437.8. | 5 | 2,766.2 |
| 2015 |  | 828.1 |  | sol. 1 |  | 350.2 |  | 394.4 |  | 462.2 |  | 565.4 |  | 383.7 |  | 6 E . 1 |  | 84.9 |  | 4,458.1 |  | 2,866.9 |
| Leas Diventitura (3) |  | 64.5 |  | 150.4 |  | - |  | 22.6 |  | - |  | - |  | - |  | - |  | - |  | 237.5 |  | 237.5 |
| 2015 Core Sakex | 5 | 763.6 |  | 654.7 | S | 356.2 | s | 371.8 | 5 | 4622 | S | 565.4 | 5 | 365.7 | 5 | 615.1 | 5 | 84.9 | S | 4,220.6 | 5 | 2,568.5 |
| Conitant Currency Inc. (Dec.) |  | $13 \times 8$ |  | 8.0 |  | 2.4 |  | (23.7) |  | 4 LL 1 |  | 220.9 |  | 318 |  | 332.5 |  | 0.4 |  | 752.2 |  | 2,399.0 |
| Inc. (Dac) Excl Dinest \& Acquibitions |  | 78.5 |  | 16.8 |  | 2.4 |  | (1.1) |  | 4 LL 1 |  | 4.4 |  | 318 |  | 3.3 |  | 0.4 |  | 217.2 |  | 137.7 |
| Currency Impact | 5 | (28.3) | 5 | (5.4) | 5 | (10.9) | 5 | (3.0) | 5 | 28 | 5 | (11.7) | 5 | (12.8) | 5 | - | 5 | (1)2) | 3 | (65.1) | 5 | (40.A) |
| Year-Oner-Year locrease (Decraw) |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Exclading Carrency |  | 16.5\% |  | L0\% |  | 4.6\% |  | (6.0\%) |  | 10.2\% |  | 39.1\% |  | $8.3 \%$ |  | 53.3\% |  | 2.5\% |  | 16.9\% |  | 85.1\% |
| Incleding Currancy |  | 13.5\% |  | 2.3\% |  | (2.2\%) |  | (6.9\%) |  | 10.9\% |  | 36.5\% |  | 4.9\% |  | 53.6\% |  | 0.2\% |  | 15.3\% |  | 8.1\% |
| Carrency limpact |  | (3.0\%) |  | (0.7\%) |  | (2.8\%) |  | (0.9\%) |  | 2.7\% |  | (2.3\%) |  | (3.4*) |  | (0.2\%) |  | (0.3\%) |  | (1.6\%) |  | (2.0\%) |
| Acquiations |  | 15.1\% |  | 0.0\% |  | 0.0\% |  | 0.0\% |  | 0.0\% |  | 31.3\% |  | 0.0\% |  | 53.3\% |  | 0.0\% |  | 14.2\% |  | $83.6 \%$ |
| Divatikarsa (3) |  | (8. $6 \%$ ) |  | (1.6\%) |  | 0.0\% |  | (5.7\%) |  | 2.0\% |  | 0.0\% |  | 0.0\% |  | 0.0\% |  | 0.0\% |  | (2.456) |  | (3.9\%) |
| Core Saka Growth (2) |  | 10.3\% |  | 2.6\% |  | 0.6\% |  | (0.3\%) |  | 10.2\% |  | 2.8\% |  | 8.3\% |  | 0.5\% |  | 0.5\% |  | 5.1\% |  | 5.4\% |

(1) Incluias Jerrien sognent and consolibated ales frem April 16, 2016 and 2015, ropectively-






## Newell Brands Normalized Operating Margin

Nemell Brands Inc.
Financial Worlsheet - Segneat Reporting
(In Millions)

|  | 2016 |  |  |  |  |  |  |  |  | 2015 |  |  |  |  |  |  |  |  | Yax-ourworr changsi |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | Reconciliatica (1,2,3,6) |  |  |  |  |  |  |  | Oparating <br> Margin | Nat Szios |  | Reccociliztion ( $1,2,4,5$ ) |  |  |  |  |  | Oparating <br> Magin |  |  |  |  |  |  |
|  | Net Salos |  | Raported$\mathrm{OI}$ |  | $\begin{gathered} \text { Exchuded } \\ \text { Irams } \\ \hline \end{gathered}$ |  | $\begin{aligned} & \text { Nonualized } \\ & \text { OI } \end{aligned}$ |  |  |  |  | $\begin{gathered} \text { Reportod } \\ \text { of } \\ \hline \end{gathered}$ |  | $\begin{aligned} & \text { Exchuded } \\ & \text { Itams } \end{aligned}$ |  | $\begin{gathered} \hline \text { Nomunsinod } \\ \text { OI } \\ \hline \end{gathered}$ |  |  | Net Salas |  |  | Nanmalizod OI |  |  |
|  |  |  | S | \% |  |  | 5 | \% |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| YTD: |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Writing | s | 953.2 |  |  | \$ | 2379 |  |  | s | 7.3 | \$ | 245.2 | 25.7\% | s | 837.7 | s | 214.9 | \$ | 1.1 | S | 216.0 | 25.8\% | $s$ | 115.5 | 13.8\% | \$ | 29.2 | 13.5\% |
| Home Solutioms |  | 805.6 |  | 77.8 |  | 8.1 |  | 85.9 | 10.7\% |  | 803.0 |  | 107.2 |  | 1.3 |  | 108.5 | 13.5\% |  | 2.6 | 0.3\% |  | (22.6) | (20.8)\% |
| Tools |  | 377.1 |  | 409 |  | 1.6 |  | 42.5 | 11.3\% |  | 385.6 |  | 45.6 |  | - |  | 45.6 | 11.8\% |  | (8.5) | (2.2) $\%$ |  | (3.1) | (6.8) $\%$ |
| Commarcial Products |  | 368.5 |  | 47.8 |  | 1.5 |  | 49.3 | 13.4\% |  | 395.8 |  | 45.9 |  | 0.7 |  | 46.6 | 11.8\% |  | (273) | (6.9)\% |  | 2.7 | 5.8\% |
| Baby \& Percating |  | 446.7 |  | 47.5 |  | 1.6 |  | 49.1 | 11.0\% |  | 402.8 |  | 17.2 |  | 11.9 |  | 29.1 | 7.2\% |  | 43.9 | 10.9\% |  | 20.0 | 68.7\% |
| Branded Conerumables |  | 777.3 |  | (26.0) |  | 133.7 |  | 107.7 | 139\% |  | - |  | - |  | - |  | - |  |  | 7773 |  |  | 107.7 |  |
| Comemmar Solutioms |  | 405.6 |  | (16.5) |  | 66.0 |  | 49.5 | 12.2\% |  | - |  | - |  | $\cdot$ |  | - |  |  | 406.6 |  |  | 49.5 |  |
| Outdocr Solurioma |  | 953.4 |  | 55.4 |  | 159.7 |  | 215.1 | 22.6\% |  | - |  | - |  | - |  | - |  |  | 953.4 |  |  | 215.1 |  |
| Process Solurioms |  | 85.1 |  | (1.4) |  | 12.2 |  | 10.8 | 12.7\% |  | - |  | $\checkmark$ |  | - |  | - |  |  | 85.1 |  |  | 10.8 |  |
| Reatructaring Conts |  | - |  | (28.7) |  | 28.7 |  | - |  |  | - |  | (40.6) |  | 40.6 |  | $\cdot$ |  |  | - |  |  | - |  |
| Capporate |  | - |  | (171.6) |  | 96.2 |  | (75.4) |  |  | - |  | (77.3) |  | 33.5 |  | (43.8) |  |  | ${ }^{-}$ |  |  | (31.6) | (72.1)\% |
| Total | 5 | 5,173.5 | 5 | 263.1 | $s$ | 516.6 | 5 | 779.7 | 15.1\% | S | 2,824.9 | S | 3129 | S | 89.1 | S | 402.0 | 14.2\% | 5 | 2,348.6 | 83.1\% | $s$ | 377.7 | 94.0\% |

 project-rolhted cort of $\$ 34.9$ millicn med restructuring corts of $\$ 38.8$ million rolas to Project Revewal




(3) Home Solthicms sormalized oparating incoms for 2016 exchudes $\$ 1.5$ million of conts associsted with the divestituse of Decor.
(4) Baby \& Prouting normalized oparating incowe for 2015 exchuses charges of $\$ 10.2$ milicon rolating to the Graco product recall

(6) Normalized oparating incowo for the threw and six mouths anded June 30,2016 axcludes amartizaticn axpanse of $\$ 42.9$ millisu anociated with acquired intangible asuati.

## Q2 YTD 2016 Normalized Earnings Per Share

|  | NEWELL BRANDS INC. <br> RECONCILIATION OF GAAP AND NON-GAAP INFORMATION CERTAIN LINE ITEMS <br> (in millions, except per share data) |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
|  | GAAP Measure |  | Proiect Renewal Costs (1) |  |  |  |  |  |  | $\begin{gathered} \begin{array}{c} \text { Integration } \\ \text { costs.Jarden }(2) \end{array} \\ \hline \end{gathered}$ | $\begin{gathered} \text { Integration } \\ \text { costs-Elmer's(2) } \end{gathered}$ |  | $\begin{gathered} \text { Acquisition } \\ \text { amortization } \\ \text { costs (3) } \\ \hline \end{gathered}$ |  | $\begin{gathered} \text { Jardin } \\ \text { inentory } \\ \text { sicp-up (4) } \\ \hline \text { s. } \end{gathered}$ |  | $\begin{aligned} & \text { Jarden transaction } \\ & \text { and } \\ & \text { related costs }(5) \end{aligned}$ |  | $\begin{gathered} \text { Interest costs } \\ \text { Jarden-clated }(6) \end{gathered}$ |  | $\begin{gathered} \text { Décor } \\ \text { gain } \\ \text { on sale }(7) \end{gathered}$ |  | $\begin{gathered} \text { Décor } \\ \text { divestiure } \\ \text { costs (8) } \\ \hline \end{gathered}$ |  | $\begin{gathered} \text { Loss on } \\ \text { extingushment } \\ \text { of dcht (9) } \end{gathered}$ |  | $\begin{gathered} \text { Disconinued } \\ \text { operations (10) } \end{gathered}$ |  | Non-GAAP Mesaure |  |  |
|  |  | morted |  |  |  | تromen |  | (luer | $\begin{gathered} \text { Restructuring } \\ \text { costs } \\ \hline \end{gathered}$ |  |  |  |  | malizd* |  |  | $\begin{gathered} \text { Percentage } \\ \text { of Sales } \\ \hline \end{gathered}$ |  |  |  |  |  |  |  |  |  |  |
| Cost of products sold | \$ | 3.572.2 | \$ | (0.7) | s | (3.4) | \$ | (0.8) | s | (0.2) | s | - |  |  | \$ | (2.9) |  |  | \$ | (33.7) | s | - | s | - | \$ | - | \$ | - | s | - | s | - | s | 3,230.5 | 62.4\% |
| Gross profit | \$ | 1,601.3 | \$ | 0.7 | s | 3.4 | \$ | 0.8 | s | 0.2 | \$ | - | \$ | 2.9 | \$ | 333.7 | s | - | s | - | \$ | - | \$ | - | s | - | s | - | s | 1.943.0 | 37.6\% |
| Seling, general \& administrative expenses | \$ | 1,309.5 | \$ | (6.7) | \$ | (14.3) | s | (3.2) | s | (29.8) | \$ | - | \$ | (40.0) | s | - | s | (50.7) | s | - | \$ | - | \$ | (1.5) | s | - | s | - | s | 1,163.3 | 22.5\% |
| Operating income | \$ | 26.1 | s | 7.4 | \$ | 17.7 | s | 4.0 | 13.2 | 38.4 | \$ | 7.1 | \$ | 42.9 | s | 333.7 | s | 50.7 | s | - | \$ | - | \$ | 1.5 | s | - | s | - | s | 779.7 | 15.1\% |
| Non-operating expenses | s | 41.2 | s | - | \$ | - | s | - | \$ . | s - | s | - | s | - | s | - | s | - | s | (16.8) | \$ | 161.0 | \$ | - | s | (47.1) | s | - | s | 138.3 |  |
| Income beforc income taxes | s | 221.9 | s | 7.4 | \$ | 17.7 | s | 4.0 | 13.2 | 38.4 | s | 7.1 | s | 42.9 | \$ | 333.7 | s | 50.7 | s | 16.8 | \$ | (161.0) | s | 1.5 | s | 47.1 | s | - | s | ${ }^{641.4}$ |  |
| Income taxes (14) | \$ | 45.8 | s | 2.2 | \$ | 5.7 | \$ | 1.3 | 5.0 | 12.9 | \$ | 2.1 | \$ | 14.7 | \$ | 116.1 | s | 17.2 | s | 6.7 | \$ | (59.5) | \$ | 0.5 | s | 13.8 | s | - | s | 184.5 |  |
| Net income from continuing operations | \$ | 176.1 | s | 5.2 | \$ | 12.0 | s | 2.7 | $8 \quad 8.2$ | 25.5 | \$ | 5.0 | s | 28.2 | \$ | 217.6 | s | 33.5 | s | 10.1 | \$ | (101.5) | \$ | 1.0 | s | 33.3 | s | - | s | 456.9 |  |
| Net income | \$ | 175.7 | s | 5.2 | \$ | 12.0 | \$ | 2.7 | \$ 8.2 | s 25.5 | \$ | 5.0 | \$ | 28.2 | \$ | 217.6 | s | 33.5 | s | 10.1 | s | (101.5) | \$ | 1.0 | s | 33.3 | s | ${ }^{0.4}$ | s | 456.9 |  |
| Dilucd carnings per share** | \$ | ${ }^{0.49}$ | s | 0.01 | \$ | 0.03 | \$ | 0.01 | \$ 0.02 | 0.07 | s | 0.01 | \$ | 0.08 | \$ | 0.60 | s | 0.09 | s | 0.03 | \$ | (0.28) | \$ | 0.00 | s | 0.09 | s | 0.00 | s | 1.27 |  |

*Normalized results are financial measures that are not in accordance with GAAP and exclude the above normalized adjustments. See beclow for a discussion of each of these adjustmens.
*Totals may not add due to rounding.

(2) During the six monhts ended June 30,2016 , the Company incurred 545.5 million of costs (including $\$ 15.5$ million of restructuring costs) associated with the integration of Jarden and Elmer's, which primarily represents personnel and advisory costs associated with the integration of Jarden. During the six monhts ended June 30,2015 , the Company incurred 54.6 million of a acquistion and integration cossts (including 51.8 million of restructuring costs) associated with hte acquisitions of Igite Holdings, bubba brands and Baby Jogeer.
(3) During the thrce monhhs ended June 30 , 2016 , the Company incurred acquisition amorization costs of 542.9 million.
(4) During the six monnths ended June 30,2016 , the Company incurred 5333.7 million of costs related to the fair-value step-.up of Jarden inventory.
(5) During the six months ended June 30,2016 , the Company recognized $\$ 50.7$ million of costs associated with the Jarden transaction.
(6) During the six months ended June 30, 2016 , the Company incurred $\$ 16.8$ million of interest costs associated with borowings to finance the Jarden transaction that werc incurred prior to the closing of the ransaction.
(7) During the six monhts ended June 30,2016 , the Company recognized a gain of $\$ 161.0$ million related to the divestiure of Décor.
${ }^{(8)}$ During the six monnths ended June 30 , 2016, the Company recognized $\$ 1.5$ million of costs associated with the divestiurre of Décor.
(9) During the six months ended June 30, 2016 , the Company incurred a S1.2 million loss related to the extinguishment of debt and a 545.9 million loss associated with the teminiation of the Jarden Bridge Facility.
(10) During the six monhts ended June 30 , 2016, the Company recognized a net loss of 50.4 million in discontinued operations. During the six months ended June 30,2015 , the Company recognized a loss of $\$ 2.4$ million in discontinued operations, primarily associated with Endicia and certain Culinary businesses.
(11) During the six months ended June 30,2015 , the Company recognized $\$ 102$ million of charges associated with the Graco product recall.
(12) During the six months ended June 30,2015 , the Company recognized an inerease of 50.6 million in cost of products sold resulting from inereased costs of inventory due to changes in the exchange rate for the Venezuelan Bolivar
(13) During the six months ended June 30,2015 , the Company recognized $\$ 4.7$ million of forign exchange losses resulting from the devaluation of the Venezuelan Bolivar.
 income tax expense, the Company uses a "with" and "wihtout" apprach to determine normalized income tax expense.

## Q2 YTD 2015 Normalized Earnings Per Share



## FY 2016 Newell Brands Core Sales

## Newell Brands Inc.

## Reconciliation of Core Sales Growth

## Year Ending December 31, 2016

Estimated net sales growth (GAAP)
Less: Jarden net sales growth included in pro forma base
Net sales growth, Adjusted Pro Forma (1)
Less: Currency
Acquisitions, net of divestitures (2)
Venezuela deconsolidation
Core Sales Growth, Adjusted Pro Forma

| Year Ending <br> December 31, 2016 |  |  |
| ---: | :---: | ---: |
| $122.0 \%$ | to | $127.0 \%$ |
| $115.0 \%$ | to | $120.0 \%$ |
| $7.0 \%$ | to | $8.0 \%$ |
| $-1.0 \%$ | to | $-2.0 \%$ |
| $6.0 \%$ | to | $7.0 \%$ |
|  | $-1.0 \%$ |  |
| $3.0 \%$ | to | $4.0 \%$ |

(1) Adjusted pro forma reflects Jarden sales from April 16, 2016 and 2015, respectively.
(2) Acquisitions, net of divestitures represents estimated sales of The Waddington Group, Inc., Jostens, Inc. and Elmer's Products, Inc. until the one year anniversary of their respective dates of acquisition, net of the impacts of the divestiture of the Rubbermaid medical cart business in August 2015 and the divestiture of the Levolor and Kirsch window coverings brands ("Décor") in June 2016.

## FY 2016 Newell Brands Normalized EPS

## Newell Brands Inc.

Reconciliation of Normalized EPS Guidance
December 31, 2016

Diluted earnings per share
Project Renewal and Project Lean restructuring and other costs
Integration costs to drive synergies
Estimated gain on sale of Décor
Jarden transaction-related costs, including debt/credit facility extinguishment costs
Acquisition-related amortization* and inventory step-up
Normalized earnings per share

* Represents amortization of acquisition-related intangibles beginning in the second quarter of 2016.


## Year Ending

December 31, 2016

| December 31, 2016 |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: |
| $\$$ | 1.45 | to | $\$$ | 1.60 |
| $\$$ | 0.25 | to | $\$$ | 0.35 |
| $\$$ | 0.15 | to | $\$$ | 0.25 |
| $\$$ | $(0.24)$ | to | $\$$ | $(0.26)$ |
| $\$$ | 0.15 | to | $\$$ | 0.25 |
| $\$$ | 0.75 | to | $\$$ | 0.95 |
| $\$$ | 2.75 | to | $\$$ | 2.90 |


[^0]:    Source: Newell Brands Financial Model 2016 through 2018 and Amended S-4 filing; model assumes dividend increase in 2017 and 2018; 3.0X - 3.5X within two to three years

