## NewellRubbermaid <br> Brands That Matter

## Consumer Analyst Group of New York

## Michael B. Polk, President \& Chief Executive Officer

19 February, 2016

## 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/(loss), 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, product recalls, expected benefits, synergies and financial results from recently completed acquisitions and planned acquisitions and 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; the potential inability 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 realize the expected benefits, synergies and financial results from our recently acquired businesses and pending acquisitions; our inability to obtain stockholder or domestic and foreign regulatory approvals required to complete planned acquisitions and divestitures; failure to satisfy a condition to closing of planned acquisitions and divestitures; our ability to complete planned acquisitions and divestitures; difficulties or high costs associated with securing financing necessary to pay the cash portion of the merger consideration contemplated by the pending Jarden transaction; risks related to the substantial indebtedness that Newell Rubbermaid will incur in connection with the pending Jarden transaction and our ability to maintain our investment grade credit ratings; difficulties integrating our business with Jarden and unexpected costs or expenses associated with the pending Jarden transaction; and those factors listed in our most recently filed Quarterly Report on Form 10-Q and Exhibit 99.1 thereto filed with the Securities and Exchange Commission. 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



## Newell Rubbermaid

## Additional Information

Additional Information and Where to Find it
In connection with the pending Jarden transaction, Newell Rubbermaid and Jarden have filed a registration statement on Form S-4 that includes the Joint Proxy Statement of Newell Rubbermaid and Jarden and that also constitutes a prospectus of Newell Rubbermaid. Newell Rubbermaid and Jarden plan to mail to their respective shareholders the Joint Proxy Statement/Prospectus in connection with the pending Jarden transaction. WE URGE INVESTORS AND SHAREHOLDERS TO READ THE JOINT PROXY STATEMENT/PROSPECTUS AND ANY OTHER RELEVANT DOCUMENTS, BECAUSE THEY CONTAIN IMPORTANT INFORMATION ABOUT NEWELL RUBBERMAID, JARDEN, AND THE PENDING JARDEN TRANSACTION. Investors and shareholders are able to obtain copies of the Joint Proxy Statement/Prospectus and other documents filed with the SEC by Newell Rubbermaid and Jarden free of charge at the SEC's website, www.sec.gov. In addition, investors and shareholders are able to obtain free copies of the Joint Proxy Statement/Prospectus and other documents filed with the SEC by Newell Rubbermaid by accessing Newell Rubbermaid's website at www.newellrubbermaid.com by clicking on the "Investor Relations" link and then clicking on the "SEC Filings" link or by contacting Newell Rubbermaid Investor Relations at investor.relations@newellrubbermaid.com or by calling 1-800-424-1941. Shareholders may also read and copy any reports, statements and other information filed by Newell Rubbermaid or Jarden with the SEC, at the SEC public reference room at 100 F Street, N.E., Washington D.C. 20549. Please call the SEC at 1-800-SEC-0330 or visit the SEC's website for further information on its public reference room.

Participants in the Merger Solicitation
Newell Rubbermaid, Jarden and certain of their respective directors, executive officers and other persons may be considered participants in the solicitation of proxies from the respective shareholders of Newell Rubbermaid and Jarden in respect of the proposed combination contemplated by the Joint Proxy Statement/Prospectus. Information regarding Newell Rubbermaid's directors and executive officers is available in Newell Rubbermaid's Form 10-K filed with the SEC on March 2, 2015, its proxy statement filed with the SEC on April 1, 2015 in connection with its 2015 annual meeting of stockholders and its Forms 8 -K filed with the SEC on February 12, 2015, May 19, 2015, October 9 , 2015, November 16, 2015, December 14, 2015 and December 29, 2015. Information regarding Jarden's directors and executive officers is available in Jarden's Form 10-K filed with the SEC on March 2, 2015, its proxy statement filed with the SEC on April 20, 2015 in connection with its 2015 annual meeting of stockholders and its Forms 8-K filed with the SEC on January 5, 2015, June 9,2015 , December 17, 2015 and January 7, 2016. Other information regarding persons who may be considered participants in the proxy solicitation and a description of their direct and indirect interests, by security holdings or otherwise, are contained in the Joint Proxy Statement/Prospectus and other relevant materials filed with the SEC.

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## Portfolio of leading brands



## Newell strategic opportunity 2011

## High cost structure and low brand investment

Resources allocated democratically
"Holding company" approach deleveraged scale

## "Holding company" approach disabled core capabilities

## Launched corporate strategy 2012



## New operating model 2013

## New Model

(1) GROWTH
(2) Core Activity Systems
(3) Partnering Functions
4. Winning Capabilities
(5) Operating Segments


Two Core Activity Systems

## Brand Development

## Commercial Delivery

## From holding company to operating company

Holding Company

## Corporate

## 3 Groups

13 Global BUs

## Functions in GBUs

Operating Company

## Corporate



## Results accelerating



## Newell playbook

## Investing for competitive advantage



## Ideation system driving innovation



Innovation Value Engineering
24
Sessions

33
Segment Teams

180
Participants

379
Initiatives Identified


## Research as source/validation of ideas



## Over \$3bn of unmet

 needs identifiedOver 1,200 innovation concepts tested in 3 years

* Represents spend on marketing insights in 2013, 2014 and 2015.

Insights to marketing talent ratio from 1 to 20 to 1 to 8

## Significantly stronger innovation funnel

|  | 2013 | 2015 |
| :---: | :---: | :---: |
| \$10m and above | 8 | 33 |
| \$5-10m | 8 | 96 |
| \$1-5m | 64 | 130 |
| <\$1m | 207 | 30 |

## 2016 Launches: Writing



## 2016 Launches: Home



## 2016 Launches: Commercial



## 2016 Launches: Tools



## 2016 Launches: Baby



## Advertising investment increased

Advertising Dollars


## Advertising investment more efficient

Non-working spend down


Number of 15 second TRPs


## Advertising vehicles broadened

57\%


TV

2015 spend by medium



## Winning with winning retailers

Lead customer category


Dollar/Club channel development



2011

## E-commerce POS \$ accelerating



## Sharp choices strengthening performance



## Win Bigger performance accelerating

>50\% Revenue


## Profit interventions fix perennial problems

Baby normalized OI* recovery
(NA and Japan excluding Baby Jogger)


EMEA normalized OI* transformation


## Project Renewal optimizing network



Note: $\$ 0.75$ normalized EPS to go calculated based on $\$ 315 m$ annualized Project Renewal savings to be realized in $2016,2017,2018$.

## Transformation office

- Disciplined program management, resourced for speed
- $\$ 360 \mathrm{M}$ savings to date, another $\$ 315 \mathrm{~m}$ to target in structural cost savings (supply chain and overheads)
- Targeting inefficient structural costs in manufacturing, D\&T, non-working overhead
- Top 5 (of 13 ) work streams comprise $75 \%$ of savings
- Significant complexity reduction
- 34\% reduction in SKUs globally in 2016
- $57 \%$ reduction in customers in NA in 2016 (migration to distributors)
- $45 \%$ reduction in cost centers executed in 2016
- Commercial transformation that is driving growth
- Joint planning / checkbooks, new pricing / trade management program with new software and tools


## Yielding increased productivity

VP+ excluding M\&A
VP+ end 2015
Sales per employee (\$k)


## Organic agenda complemented by M\&A

## contigo <br> Cubba: <br> baby jogger'd <br>  <br>  <br>  <br> Annualized run rate at acquisition

## Continue to strengthen playbook



Newell Rubbermaid

## While creating competitive levels of value



20c annualized dividend January 2011

## Bringing NWL and Jarden together

## Leading branded consumer goods company



## Strong value creation track records

Stock price evolution


## Strong performance track records

Core sales growth
Normalized EPS


Note: Please see Jarden press releases dated 2/15/12, 2/14/13, 2/13/14 and 2/12/15 for reconciliations

## Combination strengths

- Creates $\mathbf{\$ 1 6}$ billion company with 20\%+ EBITDA margins post synergies
- More than doubles scale in customers, channels, geographies, suppliers
- Enables increased access to new channels and accelerated international deployment
- At least \$500 million in cost synergies . . . incremental to Project Renewal
- Greater than $\$ 800$ million when combined with Project Renewal 2016 to 2018
- Strong cash flow enables rapid deleveraging to 3.0 to $3.5 x$ leverage ratio target
- Commitment to investment grade credit profile drives initial capital allocation choices
- Once leverage ratio targets achieved, opportunity to strengthen portfolio and pursue other value creation options
- Two proven management teams . . . best of both approach to talent and capabilities


## Highly concentrated footprint

$80 \%+$ of revenue in 9 countries

$60 \%+$ of revenue in
9 channels

$80 \%+$ of revenue in 30 brands

## Opportunity to apply Newell business model



NWL US market size

LESS CONSOLIDATED


NWL US top 3 FMCG top 3 category share category share

RESPONSIVE


Innovation vitality target

Innovation vitality target

LOW COST


NWL US
share of voice

HPC leader share of voice

## Across the broader combined portfolio

US market size (\$bn)


US market fragmentation (share of top 3 players)


## Leveraging leading brands



Baby
GRACO Aprica
baby"
jogger

Outdoor Solutions
Coleman? ${ }^{1}$ Marmot warra


Branded Consumables
YANKEE First Avert Tall

Food \& Beverage
Calphalon Rubbermaid

## contigo

## With scaled positions in key geographies




FY15 estimated sales

Multiple
2.4x
3.4x
2.2x
2.3x
.

## Intuitive category and brand combinations

| Food \& Beverage | Baby | Commercial Products | Kitchenware |
| :---: | :---: | :---: | :---: |
| Rubbermaid. | Graco | Rubbermaid | Calphalon $0^{\circ}$ |
| (7) FoodSaver. | NUK | MAPA | Oster: |
| contigo | baby joggert |  | Mr.Coffee |
| Ball | Tigex | Spontex | CROCKPOT |
| Bubba: | Aprica | Heidumbongiow | Sunbeam. |

## Meaningful but prudent synergies

Total cost synergies as a percent of target revenue


## Synergy roadmap

\$500m of synergies

Corporate duplication

Incremental synergies


Revenue Synergies

## Combination financials

## Assumptions conservative

- Newell Rubbermaid core growth at mid-point of 4 to 5\% guidance range
- Jarden organic growth at low end of 3 to $5 \%$ guidance range despite consistent delivery at higher end of the range
- \$500 million synergies over 4 years; no revenue synergies
- Blended current plans for working capital, capital expenditure, and tax rates
- Current Newell Rubbermaid dividend of 76 cents per share in 2016


## Financing considerations/milestones

- \$9bn bridge facility and \$1.5bn three year term loan in place
- Revolving credit agreement increased to \$1.25bn from \$800m
- Expect to rollover approximately $\mathbf{\$ 6 3 0 m}$ and refinance $\mathbf{\$ 4 . 5 b n}$ of existing Jarden debt
- Expect to incur additional ~\$8.7bn permanent debt financing in lieu of bridge facility
- Expect blended interest rate $\sim 4.5 \%$ on permanent debt financing


## Expect strong accretion and rapid deleveraging

Accretion
Year 1
High single digit

## Year 2

Mid to high teens

Year 3
Strong double digit

Deleveraging

## \$1.5bn <br> 3 year term loan <br> expected to be paid down

## \$0.9bn existing maturities <br> in first three years <br> available to be paid down

## Capital flexibility and cushion to achieve goals

## Capital Allocation Priorities

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

Cumulative
Operating cash flow
~\$5.5 to \$6.0bn

Capex
Dividends
~ $\$ 1.1$ to $\$ 1.2 \mathrm{bm}$
~ $\$ 1.2$ to $\$ 1.3 \mathrm{bn}$

Debt repayment

Unallocated cash

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

Achieve target leverage ratio
of 3.0 to 3.5 x within 2 to 3 years

## Expect to close transaction in Q2



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## Core Sales Reconciliation

\section*{Newell <br> Non-GAAP <br> Reconciliation <br> Consolidated Core <br> | Sales |
| :--- |
| Years | <br> Years Ended December 31, 2015, 2014, 2013, 2012 and <br> ( 5 amounts in <br> millions)}


(1) "Core Sales" is determined by applying a fixed exchange rate, calculated as the 12 -month average of the respective prior year, to the current and prior year local currency sales amounts, with the difference between the change in "As Reported" sales and the change in "Core Sales" 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
(3) Actual and planned divestitures represent the Rubbermaid medical cart business on a year-to-date basis (such business was sold in August 2015) and Levolor and Kirsch window coverings brands ("Décor") for the third quarter and fourth quarter which the Company is planned to sell.
(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 $3.6 \%$.

## Normalized EPS Reconciliation

## Newell Rubbermaid <br> Non-GAAP Reconciliation <br> Normalized EPS

Years Ended December 31, 2015, 2014, 2013, 2012 and 2011

Diluted EPS, as reported
Restructuring \& restructuring-related costs
Product recall costs
Venezuela devaluation
Venezuela inventory charges
Advisory costs
Acquisition \& integration costs
Pension settlement charge
Losses on extinguishment of debt
Impairment charges
CEO transition costs
Nonrecurring tax items
Venezuela deconsolidation charge Discontinued operations
Normalized EPS*

| 2015 |  | 2014 |  | 2013 |  | 2012 |  | 2011 |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| \$ | 1.29 | \$ | 1.35 | \$ | 1.63 | \$ | 1.37 | \$ | 0.42 |
|  | 0.41 |  | 0.25 |  | 0.39 |  | 0.23 |  | 0.23 |
|  | 0.03 |  | 0.03 |  | - |  | - |  | - |
|  | 0.02 |  | 0.11 |  | 0.02 |  | - |  | - |
|  | 0.01 |  | 0.02 |  | - |  | - |  | - |
|  | - |  | 0.02 |  | - |  | - |  | - |
|  | 0.05 |  | 0.01 |  | - |  | - |  | - |
|  | 0.12 |  | 0.15 |  | - |  | - |  | - |
|  | - |  | 0.08 |  | - |  | 0.02 |  | 0.01 |
|  | - |  | - |  | - |  | - |  | 0.83 |
|  | - |  | - |  | - |  | - |  | 0.02 |
|  | (0.02) |  | (0.01) |  | (0.03) |  | 0.08 |  | (0.17) |
|  | 0.61 |  | - |  | - |  | - |  | - |
|  | (0.33) |  | (0.02) |  | (0.20) |  | (0.04) |  | 0.20 |
| \$ | 2.18 | \$ | 2.00 | \$ | 1.82 | \$ | 1.67 | \$ | 1.54 |

* Totals may not add due to rounding.


## A\&P Increase Reconciliation

| (in millions) | $\begin{gathered} \hline \text { Actual } \\ 2012 \end{gathered}$ |  | $\begin{gathered} \hline \text { Estimated } \\ 2016 \end{gathered}$ |  |
| :---: | :---: | :---: | :---: | :---: |
| Advertising | \$ | 53.7 | \$ | 184.7 |
| Promotion |  | 87.1 |  | 101.0 |
| Total, as reported/estimated | \$ | 140.8 | \$ | 285.7 |
| Advertising increase multiple |  |  |  | 3.4 |

## Win Bigger Core Sales Reconciliation

## Newell Rubbermaid

## Non-GAAP Reconciliatio

Win Bigger Core Sales
Years Ended December 31, 2011 and 2015
(\$ amounts in millions)

 (1) "Core Sales" is determined by applying a fixed exchange rate, calculated as the 12 -month average of the 2014 monthly exchange rates, to the 2015 and 2011 local currency sales amounts, with the difference between the change in "Core Sales" 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) CAGR is compound annual growth rate over the 4-year period from 2011 to 2015.
(3) 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.
corporation

## Win Bigger A\&P Reconciliation

## Newell Rubbermaid

Non-GAAP Reconciliation
Win Bigger Advertising
Years Ended December 31, 2011 and 2015
(\$ amounts in millions)

|  | 2011 Advertising \& Promotion | 2011 Other items (1) |  <br> Promotion -Function Currency Impact <br> Based <br> (2) | $2011 \text { at } 2014$ <br> Average Rates |
| :---: | :---: | :---: | :---: | :---: |
| Win Bigger Businesses (3) | 81.5 | 25.0 | 106.5 | 102.9 |
| Other businesses | 69.7 | 15.7 | 85.4 |  |
| Total, As Reported | 151.2 |  |  |  |
|  | 2015 Advertising \& Promotion | 2015 Other items (1) |  <br> Promotion -Function Currency Impact <br> Based <br> (2) | $\begin{gathered} 2015 \text { at } 2014 \\ \text { Average Rates } \\ \hline \end{gathered}$ |
| Win Bigger Businesses (3) | 133.6 | 38.7 | 172.3 (11.3) | 183.6 |
| Other businesses | 80.3 | 36.3 | 116.6 |  |
| Total, As Reported | 213.9 |  |  |  |
| \% Change |  |  |  |  |
| Total, As Reported | 41.5\% |  |  |  |
| Win Bigger, Advertising \& | nction-Based at 2014 | verage Rates |  | 78.4\% |

(1) Other items primarily includes costs of displays and advisory costs.
(2) Currency impact calculated based on average 2014 exchange rates
(3) 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.

## Acquisition Adjusted EBITDA Reconciliation

Newell Rubbermaid<br>Non-GAAP Reconciliation<br>2016 EBITDA for Acquisitions<br>Year Ending December 31, 2016<br>(\$ amounts in millions)

Total Newell Rubbermaid excluding 2014 and 2015 acquisitions 2014 and 2015 acquisitions (1)
Total Newell Rubbermaid

| 2016 Estimated |  |  |  |  |  |  |
| :--- | ---: | ---: | ---: | ---: | ---: | ---: |
| Estimated Operating <br> Income |  <br> Amortization | Restructuring (2) | Adjusted <br> EBITDA |  |  |  |
| $\$$ | 698.0 | $\$$ | 117.1 | $\$$ | 150.0 | $\$$ |
| 94.8 | 34.6 |  | 10.0 | 965.1 |  |  |
| $\$$ | 792.8 | $\$$ | 151.7 | $\$$ | 160.0 | $\$$ |


(1) 2014 and 2015 acquisitions include Ignite Holding, LLC, the assets of bubba brands, Baby Jogger Holdings and Elmer's Products, which occurred in September 2014, October 2014, December 2014 and October 2015, respectively.
(2) $\$ 150.0$ million represents the midpoint of the range of Project Renewal restructuring and other Project Renewal transformation costs previously disclosed in the Company's year-end 2015 press release in January 2016.
(3) Annualized run rate at acquisition represents the approximate trailing twelve months' results at the respective dates of acquisition.

## Baby Normalized OI Reconciliation

Newell Rubbermaid
Non-GAAP Reconciliation
Baby \& Parenting Segment Normalized Operating Income
Years Ending December 31, 2011 and 2016
( $\$$ amounts in millions)

|  | Operating Income (1) |  |  |  |  |  | Operating Income (1) |  |  |  |  |  | \% CAGR |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | As Reported 2011 |  | Currency Impact |  | Constant <br> Currency $2011 \text { (2) }$ |  | $\begin{aligned} & \text { Estimated } \\ & 2016 \end{aligned}$ |  | Currency Impact |  | Constant Currency$2016 \text { (2) }$ |  |  |
| North America \& Japan | \$ | 50.6 | \$ | 1.8 | \$ | 48.8 | \$ | 71.2 | \$ | (2.8) |  | 74.0 | 8.7\% |
| Other regions \& Baby Jogger (3) |  | 1.0 |  | (0.3) |  | 1.3 |  | 17.3 |  | (2.2) |  | 19.5 |  |
| Baby \& Parenting operating income, as reported | \$ | 51.6 | \$ | 1.5 | \$ | 50.1 | \$ | 88.5 |  | (5.0) |  | 93.5 |  |

(1) Operating income excludes restructuring and impairment charges which are disclosed separately by segment in the Company's financial statements.
(2) Constant currency amounts represent amounts at 2014 average annual exchange rates, and the currency impact amounts represent the difference between amounts at actual (or estimated rates in the case of 2016) exchange rates and amounts at the 2014 average annual exchange rates.
(3) Includes impacts of Baby \& Parenting EMEA geographic exits during 2013 and 2014. Also includes estimated results of Baby Jogger in 2016, which the Company acquired in December 2014

## EMEA Normalized OI Reconciliation

## Newell Rubbermaid

Non-GAAP Reconciliation
EMEA Normalized Operating Income

## Years Ending December 31, 2011 and 2016

( $\$$ amounts in millions)

(1) Operating income excludes restructuring and impairment charges which are disclosed separately by segment in the Company's financial statements. Operating income also excludes $\$ 37.4$ million of restructuring-related charges associated with the European Transformation Plan.
(2) Operating income excludes restructuring and other charges for 2016, which are not currently estimable by region. The Company estimates that total Project Renewal and related costs will approximate $\$ 140$ million to $\$ 160$ million for the total Company in 2016, as disclosed in its year-end 2015 press release in January 2016.
(3) Constant currency amounts represent amounts at 2014 average annual exchange rates, and the currency impact amounts represent the difference between amounts at actual (or estimated rates in the case of 2016) exchange rates and amounts at the 2014 average annual exchange rates

## Sales Per Employee Reconciliation

Newell Rubbermaid<br>Non-GAAP Reconciliation<br>Sales per Employee<br>Years Ended December 31, 2011 and 2015<br>(Sales amounts in millions)

Sales - Continuing operations
Sales - Discontinued operations
Total sales
Employees at end of year
Sales per employee

| 2011 |  | 2015 |  |
| :---: | :---: | :---: | :---: |
| \$ | 5,451.5 | \$ | 5,915.7 |
|  | 471.9 |  | 56.5 |
| \$ | 5,923.4 | \$ | 5,972.2 |
|  | 19,900 |  | 17,400 |
| \$ | 297,658 | \$ | 343,230 |

