

# GROWTH GAME PLAN INTO ACTION

**Morgan Stanley Global  
Consumer & Retail Conference**

**Michael B. Polk – President & Chief Executive Officer**

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Paper Mate®



IRWIN  
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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 and financial results from recently completed acquisitions 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; 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 complete planned acquisitions and divestitures; our ability to realize the expected benefits and financial results from our recently acquired businesses and planned divestitures; 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.

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## INVESTOR RELATIONS CONTACTS:

**Nancy O'Donnell**  
VP, Investor Relations  
(770) 418-7723  
[nancy.odonnell@newellco.com](mailto:nancy.odonnell@newellco.com)

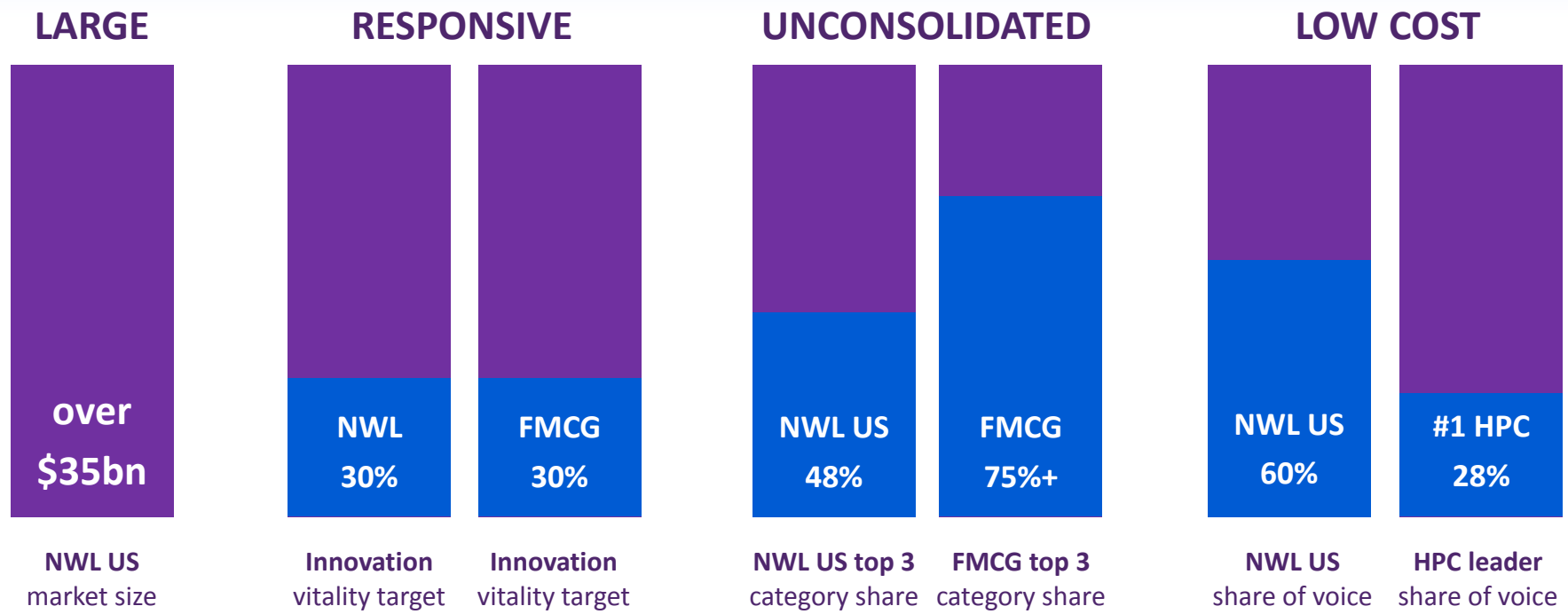
**Alisha Dubique**  
Sr. Manager, Investor Relations  
(770) 418-7706  
[alisha.dubique@newellco.com](mailto:alisha.dubique@newellco.com)



# Leading portfolio of brands



# Great formula for top and bottom line growth

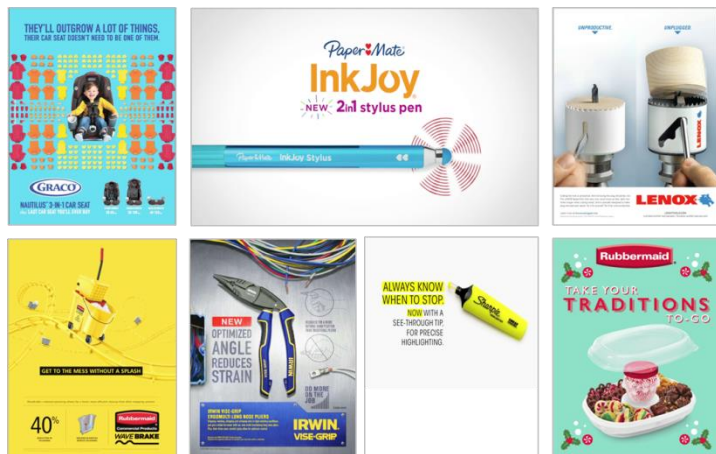


# Launched clear corporate strategy (2012)

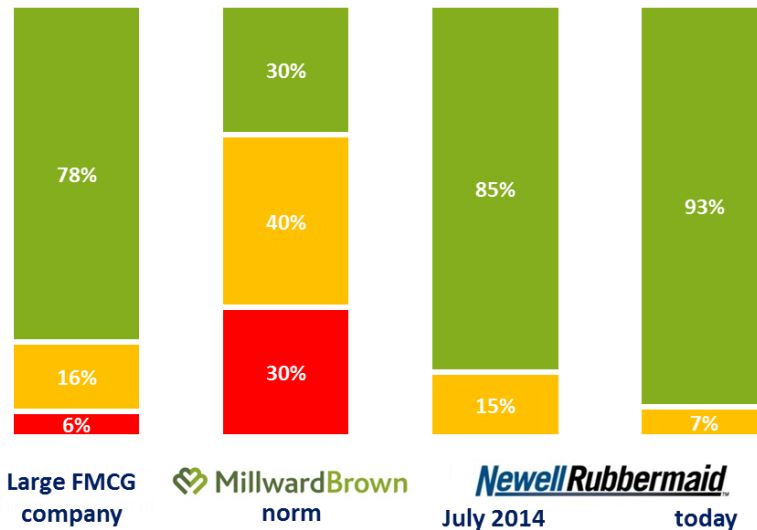


# Strengthened quality of advertising

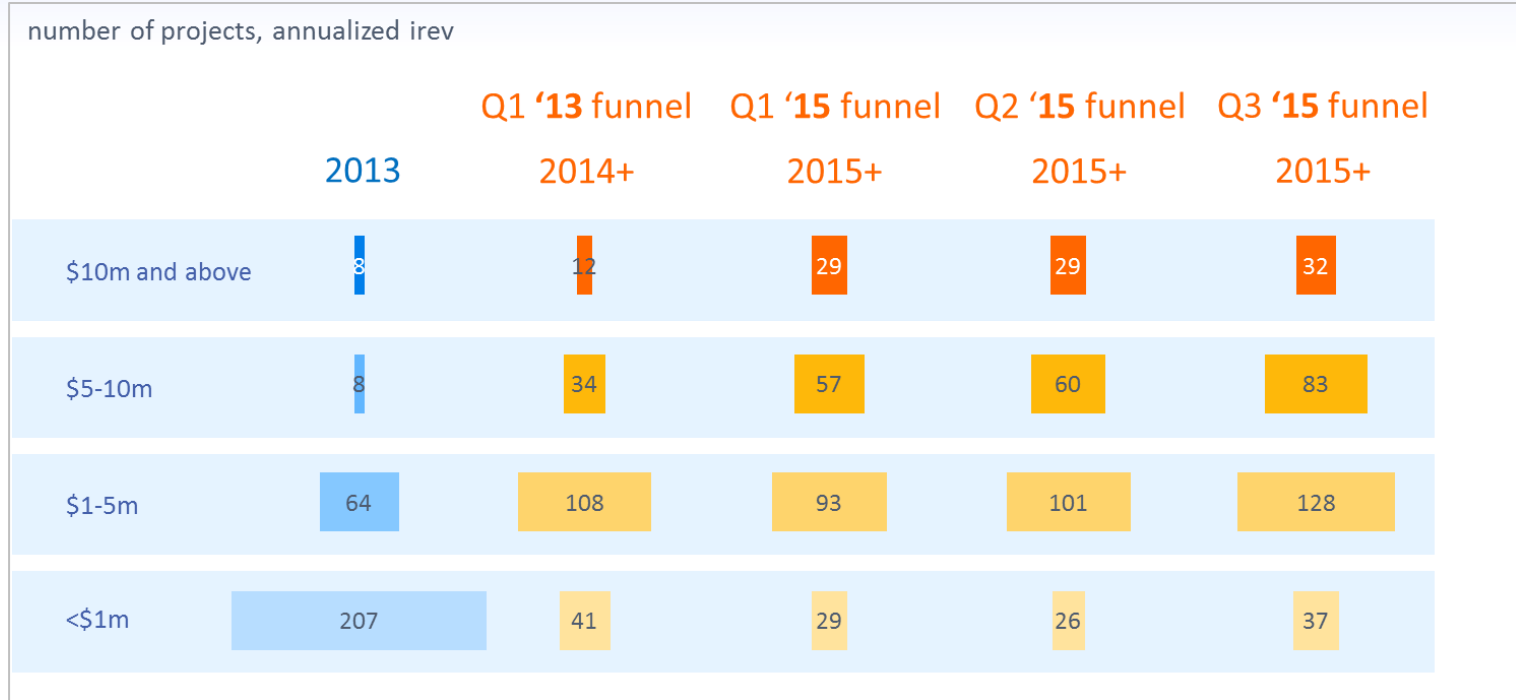
## High Impact Creative



## Strong Ad Test Results



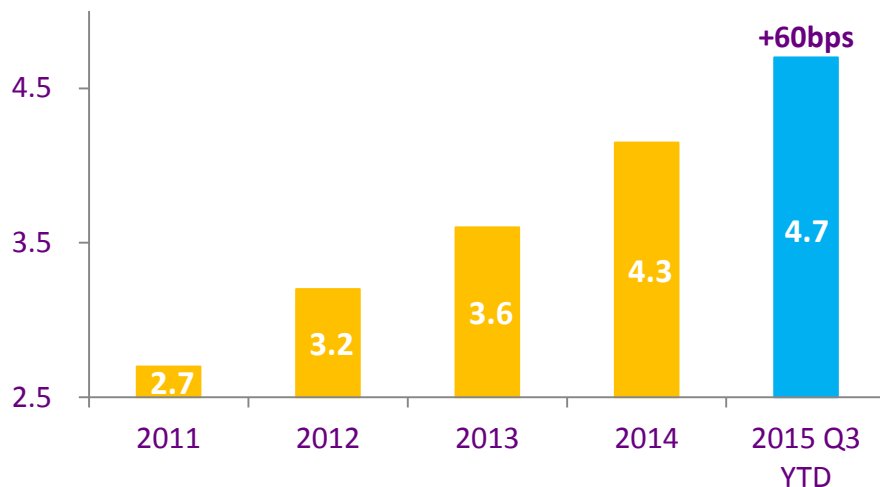
# Doubled the value of our innovation funnel



Note: Annualized irev is projected incremental revenue as validated through concept test and sometimes product/concept fulfilment testing

# Increased investment in brands

## A&P % of Revenue



Note: Actual rates; 2013/2014 adjusted for discontinued operations

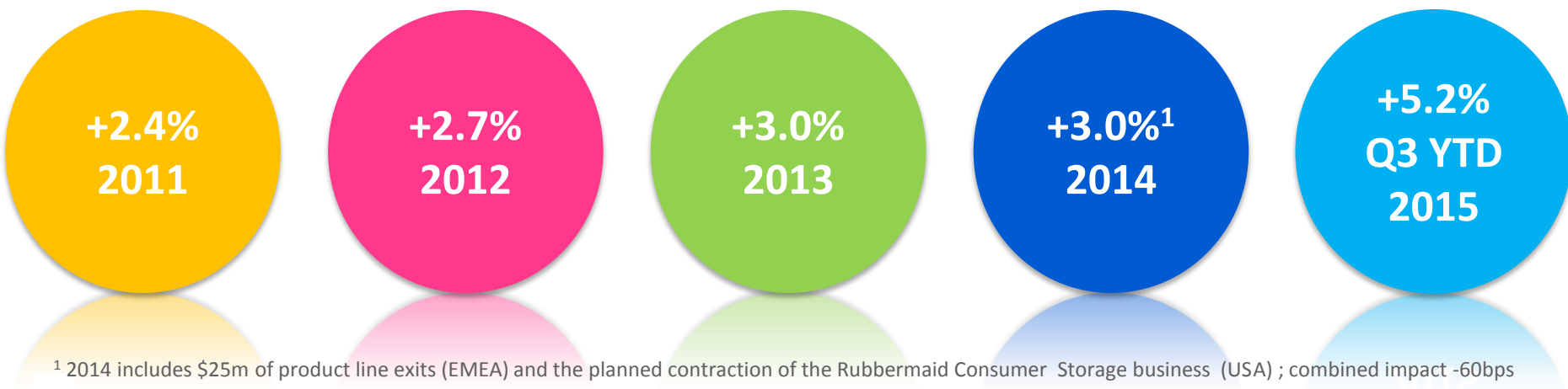
## Winning Innovation





# Driving core growth acceleration

## Core Sales Growth Rate 2011 to Q3 YTD 2015



# Coupled with active portfolio management

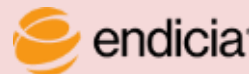
## OPPORTUNITIES CONVERTED

\$0.6BN REV / \$1.2BN EV



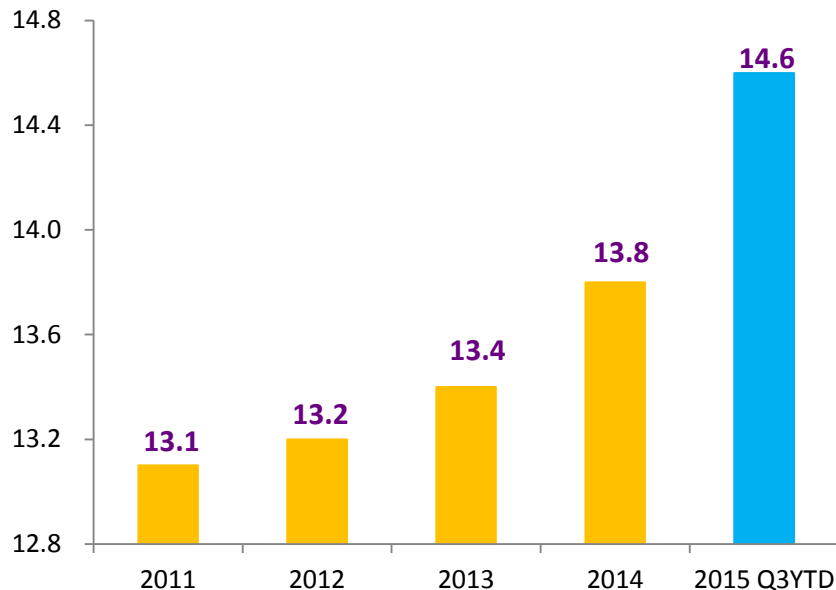
## DISPOSALS CONVERTED

\$0.7BN REV / \$0.7BN EV

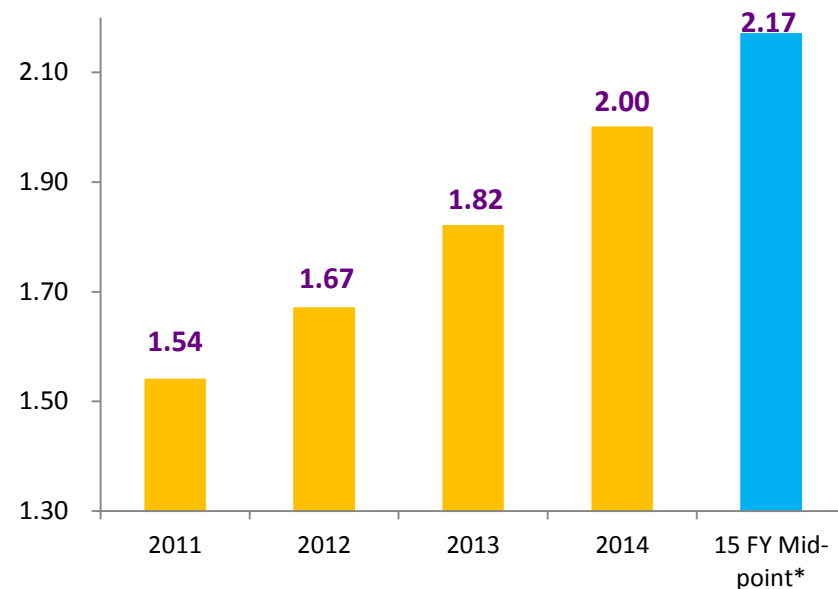


# Simultaneous margin and earnings development

## Normalized Operating Margin

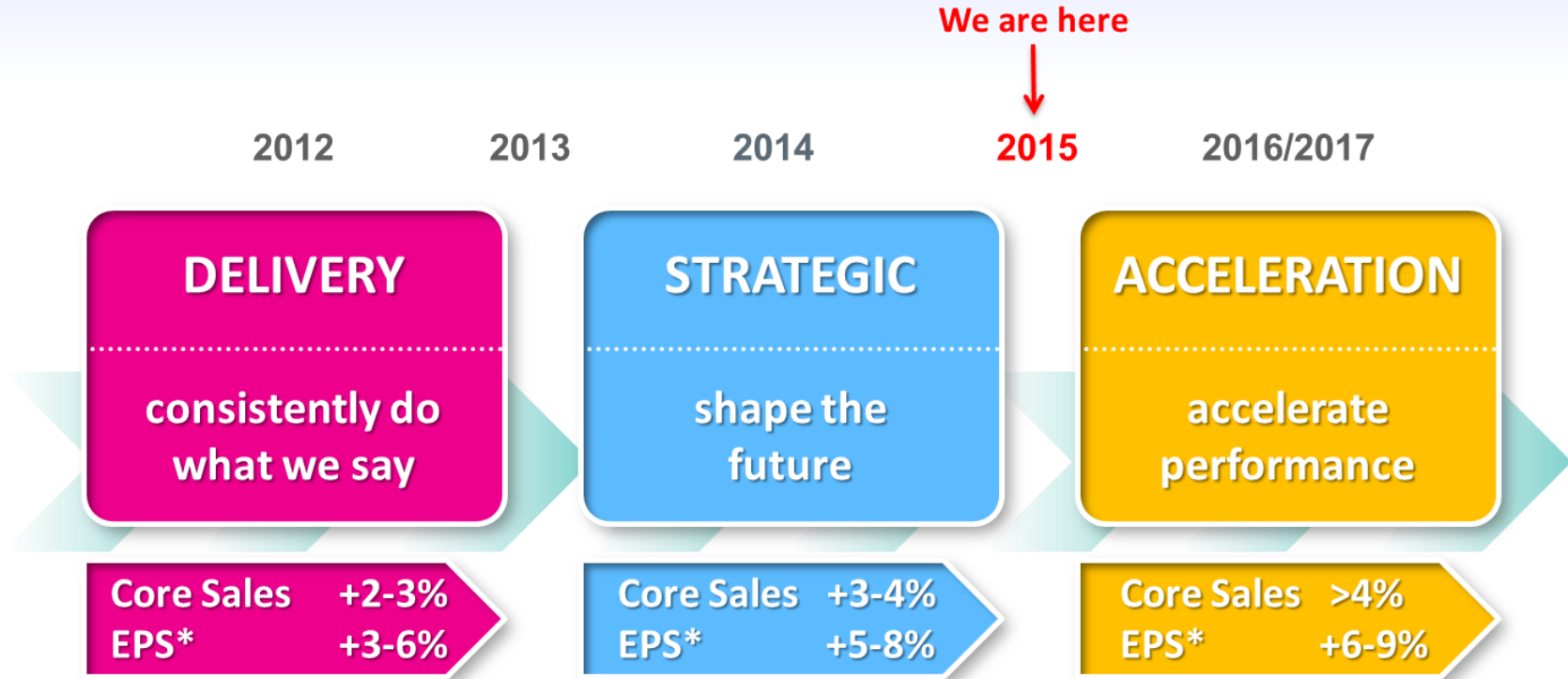


## Normalized EPS



\*Both normalized EPS and operating income margin restated for discontinued operations; 2015 Normalized EPS mid-point of full year guidance range

# Results ahead of plan and accelerating



\* Normalized EPS

# With significant cost opportunity ahead

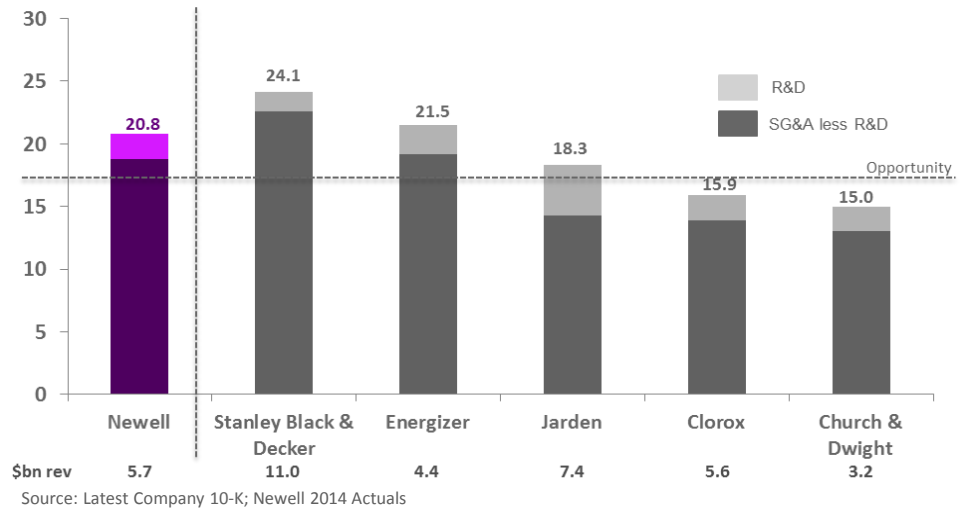
## Project Renewal Savings

**\$325m to date**

**\$295 to 350m to come**

Source: Company Q3 10Q

## Overhead Ratio (including R&D)



# Bigger better ideas in 2016

InkJoy® Gel Pens



Rubbermaid®  
fresh works



Dymo®  
Industrial XTL



# Expect NWL to deliver strong organic results

## Leading Underlying Performance 2016 to 2020<sup>1</sup>

4% pa  
core sales  
growth<sup>2</sup>

~9% pa  
norm EPS  
growth<sup>3</sup>

Strong  
free cash  
flow

<sup>1</sup> Including current share repurchase authorization but excluding any new acquisitions or disposals or any new repurchase

<sup>2</sup> Growth Game Plan acceleration stage core sales growth per annum guidance (CAGNY 2012)

<sup>3</sup> High end Growth Game Plan acceleration stage per annum earnings guidance including current share repurchase authorization, but excluding new acquisitions, disposals, share repurchases

# Resource optionality will strengthen outcome

## Newell Rubbermaid Financial Model 2016 to 2020



Source: Newell Financial Model 2016 to 2020



# Growth Game Plan our blueprint



# GROWTH GAME PLAN INTO ACTION

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# Appendix

# FY 2015 guidance

## FY 2015 Guidance\*

### Core Sales

5.0% to 5.5%

Currency

(5.5)% to (6.0)%

Acquisitions Net of Planned & Completed Divestitures

3.5% to 4.0%

Net Sales Growth

3.0% to 3.5%

### Normalized EPS\*\*

\$2.14 to \$2.20

\* Reflects outlook communicated in the Q3 2015 Earnings Release and Earnings Call

\*\* See reconciliation included in the appendix

# FY 2016 guidance

## FY 2016 Outlook\*

|  | <u>Including Venezuela</u> | <u>Excluding Venezuela</u> |
|--|----------------------------|----------------------------|
| <b>Core Sales</b>                                    | <b>5.0% to 6.0%</b>        | <b>4.0% to 5.0%</b>        |
| Currency   | (2.0)% to (3.0)%           | (1.0)% to (2.0)%           |
| Acquisitions Net of Planned & Completed Divestitures | (0.5)% to 0.5%             | (0.5)% to 0.5%             |
| Net Sales Growth                                     | 2.5% to 3.5%               | 2.5% to 3.5%               |
| <b>Normalized EPS**</b>                              | <b>\$2.35 to \$2.44</b>    | <b>\$2.21 to \$2.30</b>    |

\* Reflects outlook communicated in the Q3 2015 Earnings Release and Earnings Call

\*\* See reconciliation included in the appendix

# Reconciliation: Normalized EPS

**Newell Rubbermaid**  
**Non-GAAP Reconciliation**  
**Normalized EPS**  
**Years Ended December 31, 2014, 2013, 2012 and 2011**

|   | <b>2014</b> | <b>2013</b> | <b>2012</b> | <b>2011</b> |
|---|-------------|-------------|-------------|-------------|
| Diluted EPS, as reported                    | \$ 1.35     | \$ 1.63     | \$ 1.37     | \$ 0.42     |
| Restructuring & restructuring-related costs | 0.25        | 0.39        | 0.23        | 0.23        |
| Product recall costs                        | 0.03        | -           | -           | -           |
| Venezuela devaluation                       | 0.11        | 0.02        | -           | -           |
| Venezuela inventory charges                 | 0.02        | -           | -           | -           |
| Advisory costs                              | 0.02        | -           | -           | -           |
| Acquisition & integration costs             | 0.01        | -           | -           | -           |
| Pension settlement charge                   | 0.15        | -           | -           | -           |
| Losses on extinguishment of debt            | 0.08        | -           | 0.02        | 0.01        |
| Impairment charges                          | -           | -           | -           | 0.83        |
| CEO transition costs                        | -           | -           | -           | 0.02        |
| Nonrecurring tax items                      | (0.01)      | (0.03)      | 0.08        | (0.17)      |
| Discontinued operations                     | (0.02)      | (0.20)      | (0.04)      | 0.20        |
| Normalized EPS*                             | \$ 2.00     | \$ 1.82     | \$ 1.67     | \$ 1.54     |
| <br>  |             |             |             |             |
| % Increase                                  | 9.9%        | 9.0%        | 8.4%        |             |

\* Totals may not add due to rounding.

# Reconciliation: FY 2015 Normalized EPS

## Year Ending December 31, 2015

Diluted earnings per share  
 Graco product recall  
 Restructuring and other Project Renewal costs  
 Acquisition and integration costs  
 Devaluation of the Venezuelan Bolivar  
 Pension settlement charge  
 Discontinued operations  
 Normalized earnings per share

| <u>Year Ending<br/>December 31, 2015</u> |    |         |  |
|--|----|---------|--|
| \$ 1.59                                  | to | \$ 1.65 |  |
|  |    | \$ 0.03 |  |
| \$ 0.35                                  | to | \$ 0.45 |  |
|  |    | \$ 0.01 |  |
|  |    | \$ 0.02 |  |
| \$ 0.08                                  | to | \$ 0.10 |  |
| \$ (0.01)                                | to | \$ 0.01 |  |
| \$ 2.14                                  | to | \$ 2.20 |  |

# Reconciliation: FY 2016 Normalized EPS

## Year Ending December 31, 2016

### *Excluding Venezuela*

Diluted earnings per share  
Restructuring and other Project Renewal costs  
Normalized earnings per share

### **Year Ending December 31, 2016**

|         |    |         |
|---------|----|---------|
| \$ 1.81 | to | \$ 1.90 |
| \$ 0.35 | to | \$ 0.45 |
| \$ 2.21 | to | \$ 2.30 |

### *Including Venezuela*

Diluted earnings per share  
Restructuring and other Project Renewal costs  
Normalized earnings per share

### **Year Ending December 31, 2016**

|         |    |         |
|---------|----|---------|
| \$ 1.95 | to | \$ 2.04 |
| \$ 0.35 | to | \$ 0.45 |
| \$ 2.35 | to | \$ 2.44 |



# Reconciliation: Consolidated Core Sales

Newell Rubbermaid

Non-GAAP Reconciliation

Consolidated Core Sales

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

(\$ amounts in millions)

|            | As Reported  |            |          | Core Sales (1) |            |          |              |                          | Currency Impact | Year-over-year Increase (Decrease) |                    |                 | Acquisitions | Core Sales Growth (1) |
|------------|--------------|------------|----------|----------------|------------|----------|--------------|--------------------------|-----------------|------------------------------------|--------------------|-----------------|--------------|-----------------------|
|            | Current Year | Prior Year | Increase | Current Year   | Prior Year | Increase | Acquisitions | Incr. Excl. Acquisitions |                 | Excluding Currency                 | Including Currency | Currency Impact |              |                       |
| 2014 Sales | \$ 5,727.0   | \$ 5,607.0 | \$ 120.0 | \$ 5,848.5     | \$ 5,613.2 | \$ 235.3 | \$ 68.9      | \$ 166.4                 | \$ (115.3)      | 4.2%                               | 2.1%               | -2.1%           | 1.2%         | 3.0%                  |
| 2013 Sales | \$ 5,607.0   | \$ 5,508.5 | \$ 98.5  | \$ 5,677.5     | \$ 5,512.6 | \$ 164.9 | \$ -         | \$ 164.9                 | \$ (66.4)       | 3.0%                               | 1.8%               | -1.2%           | 0.0%         | 3.0%                  |
| 2012 Sales | \$ 5,508.5   | \$ 5,451.5 | \$ 57.0  | \$ 5,598.5     | \$ 5,450.6 | \$ 147.9 | \$ -         | \$ 147.9                 | \$ (90.9)       | 2.7%                               | 1.0%               | -1.7%           | 0.0%         | 2.7%                  |
| 2011 Sales | \$ 5,451.5   | \$ 5,224.0 | \$ 227.5 | \$ 5,349.5     | \$ 5,224.0 | \$ 125.5 | \$ -         | \$ 125.5                 | \$ 102.0        | 2.4%                               | 4.4%               | 2.0%            | 0.0%         | 2.4%                  |

(1) "Core Sales" is determined by applying a fixed exchange rate, calculated as the 12-month average in the 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 and acquisitions.

# Reconciliation: Q3 YTD 2015 Core Sales

Newell Rubbermaid Inc.  
Nine Months Ended September 30, 2015  
In Millions

## Currency Analysis

## By Segment

|   | Net Sales,<br>As Reported |            |                        | Core<br>Sales (1) |                             |                      |                    |            |                             |                    |                         |                                   |                    | Year-Over-Year<br>Increase (Decrease) |                                       |                    |              |                             |                          |  |  |
|---|---------------------------|------------|------------------------|-------------------|-----------------------------|----------------------|--------------------|------------|-----------------------------|--------------------|-------------------------|-----------------------------------|--------------------|---------------------------------------|---------------------------------------|--------------------|--------------|-----------------------------|--------------------------|--|--|
|   |                           |            |                        | Less              |                             |                      |                    |            | Less                        |                    |                         | Constant                          | Inc. (Dec.) Excl.  |                                       | Year-Over-Year<br>Increase (Decrease) |                    |              |                             |                          |  |  |
|   | 2015                      | 2014       | Increase<br>(Decrease) | 2015              | Planned<br>Divestitures (2) | Less<br>Acquisitions | 2015<br>Core Sales | 2014       | Planned<br>Divestitures (2) | 2014<br>Core Sales | Currency<br>Inc. (Dec.) | Planned Divest. &<br>Acquisitions | Currency<br>Impact | Excluding<br>Currency                 | Including<br>Currency                 | Currency<br>Impact | Acquisitions | Planned<br>Divestitures (2) | Core Sales<br>Growth (1) |  |  |
| Writing                                     | \$ 1,297.2                | \$ 1,290.7 | \$ 6.5                 | \$ 1,418.0        | \$ -                        | \$ -                 | \$ 1,418.0         | \$ 1,284.5 | \$ -                        | \$ 1,284.5         | \$ 133.5                | \$ 133.5                          | \$ (127.0)         | 10.4%                                 | 0.5%                                  | (9.9)%             | 0.0%         | 0.0%                        | 10.4%                    |  |  |
| Home Solutions                              | 1,262.4                   | 1,116.8    | 145.6                  | 1,276.9           | 83.3                        | 151.5                | 1,042.1            | 1,115.7    | 83.9                        | 1,031.8            | 161.2                   | 10.3                              | (15.6)             | 14.4%                                 | 13.0%                                 | (1.4)%             | 13.6%        | (0.2)%                      | 1.0%                     |  |  |
| Tools                                       | 582.3                     | 624.9      | (42.6)                 | 635.4             | -                           | -                    | 635.4              | 619.9      | -                           | 619.9              | 15.5                    | 15.5                              | (58.1)             | 2.5%                                  | (6.8)%                                | (9.3)%             | 0.0%         | (0.0)%                      | 2.5%                     |  |  |
| Commercial Products                         | 602.6                     | 624.1      | (21.5)                 | 619.5             | 26.5                        | -                    | 593.0              | 621.6      | 54.1                        | 567.5              | (2.1)                   | 25.5                              | (19.4)             | (0.3)%                                | (3.4)%                                | (3.1)%             | 0.0%         | (4.8)%                      | 4.5%                     |  |  |
| Baby & Parenting                            | 610.4                     | 544.5      | 65.9                   | 633.9             | -                           | 65.6                 | 568.3              | 541.4      | -                           | 541.4              | 92.5                    | 26.9                              | (26.6)             | 17.1%                                 | 12.1%                                 | (5.0)%             | 12.1%        | 0.0%                        | 5.0%                     |  |  |
| Total Company                               | \$ 4,354.9                | \$ 4,201.0 | \$ 153.9               | \$ 4,583.7        | \$ 109.8                    | \$ 217.1             | \$ 4,256.8         | \$ 4,183.1 | \$ 138.0                    | \$ 4,045.1         | \$ 400.6                | \$ 211.7                          | \$ (246.7)         | 9.6%                                  | 3.7%                                  | (5.9)%             | 5.2%         | (0.8)%                      | 5.2%                     |  |  |
| Win Bigger Businesses Core Sales Growth (3) | \$ 2,524.2                | \$ 2,336.7 | \$ 187.5               | \$ 2,702.1        | \$ -                        | \$ 151.5             | \$ 2,550.6         | \$ 2,347.2 | \$ -                        | \$ 2,347.2         | \$ 354.9                | \$ 203.4                          | \$ (167.4)         | 15.1%                                 | 8.0%                                  | (7.1)%             | 6.5%         | (0.0)%                      | 8.7%                     |  |  |
| By Geography                                |                           |            |                        |                   |                             |                      |                    |            |                             |                    |                         |                                   |                    |                                       |                                       |                    |              |                             |                          |  |  |
| United States                               | \$ 3,153.2                | \$ 2,884.1 | \$ 269.1               | \$ 3,153.2        | \$ 104.2                    | \$ 200.5             | \$ 2,848.5         | \$ 2,884.1 | \$ 130.8                    | \$ 2,753.3         | \$ 269.1                | \$ 95.2                           | \$ -               | 9.3%                                  | 9.3%                                  | 0.0%               | 7.0%         | (1.1)%                      | 3.5%                     |  |  |
| Canada                                      | 180.5                     | 208.9      | (28.4)                 | 204.8             | 5.6                         | 2.3                  | 196.9              | 206.8      | 7.2                         | 199.6              | (2.0)                   | (2.7)                             | (26.4)             | (1.0)%                                | (13.6)%                               | (12.6)%            | 1.1%         | (0.8)%                      | (1.4)%                   |  |  |
| Total North America                         | 3,333.7                   | 3,093.0    | 240.7                  | 3,358.0           | 109.8                       | 202.8                | 3,045.4            | 3,090.9    | 138.0                       | 2,952.9            | 267.1                   | 92.5                              | (26.4)             | 8.6%                                  | 7.8%                                  | (0.8)%             | 6.6%         | (1.1)%                      | 3.1%                     |  |  |
| Europe, Middle East and Africa              | 437.7                     | 508.3      | (70.6)                 | 524.3             | -                           | 14.3                 | 510.0              | 499.0      | -                           | 499.0              | 25.3                    | 11.0                              | (95.9)             | 5.1%                                  | (13.9)%                               | (19.0)%            | 2.9%         | (0.0)%                      | 2.2%                     |  |  |
| Latin America                               | 313.6                     | 310.8      | 2.8                    | 402.9             | -                           | -                    | 402.9              | 308.0      | -                           | 308.0              | 94.9                    | 94.9                              | (92.1)             | 30.8%                                 | 0.9%                                  | (29.9)%            | 0.0%         | (0.0)%                      | 30.8%                    |  |  |
| Asia Pacific                                | 269.9                     | 288.9      | (19.0)                 | 298.5             | -                           | -                    | 298.5              | 285.2      | -                           | 285.2              | 13.3                    | 13.3                              | (32.3)             | 4.7%                                  | (6.6)%                                | (11.3)%            | 0.0%         | 0.0%                        | 4.7%                     |  |  |
| Total International                         | 1,021.2                   | 1,108.0    | (86.8)                 | 1,225.7           | -                           | 14.3                 | 1,211.4            | 1,092.2    | -                           | 1,092.2            | 133.5                   | 119.2                             | (220.3)            | 12.2%                                 | (7.8)%                                | (20.0)%            | 1.3%         | 0.0%                        | 10.9%                    |  |  |
| Total Company                               | \$ 4,354.9                | \$ 4,201.0 | \$ 153.9               | \$ 4,583.7        | \$ 109.8                    | \$ 217.1             | \$ 4,256.8         | \$ 4,183.1 | \$ 138.0                    | \$ 4,045.1         | \$ 400.6                | \$ 211.7                          | \$ (246.7)         | 9.6%                                  | 3.7%                                  | (5.9)%             | 5.2%         | (0.8)%                      | 5.2%                     |  |  |

(1) "Core Sales" is determined by applying a fixed exchange rate, calculated as the 12-month average in 2014, 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) Actual and planned divestitures represent the Rubbermaid medical cart business on a year-to-date basis and Levolor and Kirsch window coverings brands ("Décor") for the third quarter.

(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.

# Reconciliation: Normalized Operating Margin

**Newell Rubbermaid**  
**Non-GAAP Reconciliation**  
**Normalized Operating Margin**  
**Years Ended December 31, 2014, 2013, 2012 and 2011**  
*(\$ amounts in millions)*

|                                 | <b>2014</b> | <b>2013</b> | <b>2012</b> | <b>2011</b> |
|---------------------------------|-------------|-------------|-------------|-------------|
| Net sales                       | \$ 5,727.0  | \$ 5,607.0  | \$ 5,508.5  | \$ 5,451.5  |
| Operating income, as reported   | \$ 604.7    | \$ 615.1    | \$ 637.7    | \$ 306.8    |
| Restructuring costs             | 52.8        | 110.3       | 52.9        | 47.9        |
| Restructuring-related costs     | 33.8        | 24.9        | 34.5        | 37.4        |
| Product recall costs            | 15.0        | -           | -           | -           |
| Venezuela inventory charges     | 5.2         | -           | -           | -           |
| Advisory costs                  | 10.2        | -           | -           | -           |
| Acquisition & integration costs | 5.5         | -           | -           | -           |
| Pension settlement charge       | 65.4        | -           | -           | -           |
| Impairment charges              | -           | -           | -           | 317.9       |
| CEO transition costs            | -           | -           | -           | 6.3         |
| Normalized operating income     | \$ 792.6    | \$ 750.3    | \$ 725.1    | \$ 716.3    |
| Normalized operating margin     | 13.8%       | 13.4%       | 13.2%       | 13.1%       |
| Change-basis points             | 40          | 20          | 10          |             |

# Reconciliation: Q3 YTD 2015 Operating Margin

Newell Rubbermaid Inc.  
RECONCILIATION OF GAAP AND NON-GAAP INFORMATION  
CERTAIN LINE ITEMS  
(in millions, except per share data)

| GAAP Measure                               | Nine Months Ended September 30, 2015 |                          |                |                 |             |                     |   |                                      |   |                             |      |      | Non-GAAP Measure |                     |
|--|--------------------------------------|--------------------------|----------------|-----------------|-------------|---------------------|---|--------------------------------------|---|-----------------------------|------|------|------------------|---------------------|
|  | Reported                             | Product recall costs (1) | Advisory Costs | Personnel Costs | Other Costs | Restructuring Costs | Inventory charge from the devaluation of the Venezuelan Bolivar (3) | Acquisition and integration cost (4) | Charge resulting from the devaluation of the Venezuelan Bolivar (5) | Discontinued operations (6) |      |      | Normalized*      | Percentage of Sales |
| Cost of products sold                      | \$ 2,647.5                           | \$ -                     | \$ -           | \$ (3.7)        | \$ (4.5)    | \$ -                | \$ (2.0)  | \$ (1.6)                             | \$ -  | \$ -                        | \$ - | \$ - | \$ 2,635.7       | 60.5%               |
| Gross margin                               | \$ 1,707.4                           | \$ -                     | \$ -           | \$ 3.7          | \$ 4.5      | \$ -                | \$ 2.0  | \$ 1.6                               | \$ -  | \$ -                        | \$ - | \$ - | \$ 1,719.2       | 39.5%               |
| Selling, general & administrative expenses | \$ 1,146.3                           | \$ (10.2)                | \$ (31.8)      | \$ (13.6)       | \$ (4.2)    | \$ -                | \$ -  | \$ (1.7)                             | \$ -  | \$ -                        | \$ - | \$ - | \$ 1,084.8       | 24.9%               |
| Operating income                           | \$ 499.5                             | \$ 10.2                  | \$ 31.8        | \$ 17.3         | \$ 8.7      | \$ 58.6             | \$ 2.0  | \$ 6.3                               | \$ -  | \$ -                        | \$ - | \$ - | \$ 634.4         | 14.6%               |
| Nonoperating expenses                      | \$ 69.2                              | \$ -                     | \$ -           | \$ -            | \$ -        | \$ -                | \$ -  | \$ -                                 | \$ (9.2)  | \$ -                        | \$ - | \$ - | \$ 60.0          |                     |
| Income before income taxes                 | \$ 430.3                             | \$ 10.2                  | \$ 31.8        | \$ 17.3         | \$ 8.7      | \$ 58.6             | \$ 2.0  | \$ 6.3                               | \$ 9.2  | \$ -                        | \$ - | \$ - | \$ 574.4         |                     |
| Income taxes (9)                           | \$ 91.3                              | \$ 3.3                   | \$ 10.8        | \$ 5.9          | \$ 2.9      | \$ 14.5             | \$ 0.7  | \$ 2.3                               | \$ 3.1  | \$ -                        | \$ - | \$ - | \$ 134.8         |                     |
| Net income from continuing operations      | \$ 339.0                             | \$ 6.9                   | \$ 21.0        | \$ 11.4         | \$ 5.8      | \$ 44.1             | \$ 1.3  | \$ 4.0                               | \$ 6.1  | \$ -                        | \$ - | \$ - | \$ 439.6         |                     |
| Net income                                 | \$ 336.8                             | \$ 6.9                   | \$ 21.0        | \$ 11.4         | \$ 5.8      | \$ 44.1             | \$ 1.3  | \$ 4.0                               | \$ 6.1  | \$ 2.2                      | \$ - | \$ - | \$ 439.6         |                     |
| Diluted earnings per share**               | \$ 1.24                              | \$ 0.03                  | \$ 0.08        | \$ 0.04         | \$ 0.02     | \$ 0.16             | \$ 0.00   | \$ 0.01                              | \$ 0.02   | \$ 0.01                     | \$ - | \$ - | \$ 1.62          |                     |

\* Normalized results are financial measures that are not in accordance with GAAP and exclude the above normalized adjustments. See below for a discussion of each of these adjustments.

\*\*Totals may not add due to rounding.

(1) During the nine months ended September 30, 2015 and 2014, the Company recognized \$10.2 million and \$13.8 million, respectively, of charges associated with the Graco product recall.

(2) Costs associated with Project Renewal during the nine months ended September 30, 2015 include \$57.8 million of project-related costs and \$58.6 million of restructuring costs. Project-related costs include advisory and consultancy costs, compensation and related costs of personnel dedicated to transformation projects, and other project-related costs. Restructuring and restructuring-related costs during the nine months ended September 30, 2014 include \$25.7 million of organizational change implementation and restructuring-related costs and \$43.2 million of restructuring costs incurred in connection with Project Renewal.

(3) During the nine months ended September 30, 2015 and 2014, the Company recognized an increase of \$2.0 million and \$5.1 million, respectively, in cost of products sold resulting from increased costs of inventory due to changes in the exchange rate for the Venezuelan Bolivar.

(4) During the nine months September 30, 2015, the Company incurred \$6.3 million (including \$3.0 million of restructuring costs) of acquisition and integration costs associated with the acquisitions of Ignite Holdings, bubba brands, Baby Jogger, and Elmer's. During the nine months ended September 30, 2014, the Company incurred \$3.1 million of costs associated with the acquisition and integration of Ignite Holdings.

(5) During the nine months ended September 30, 2015 and 2014, the Company recognized foreign exchange losses of \$9.2 million and \$45.6 million, respectively, resulting from the devaluation of and subsequent changes in the exchange rate for the Venezuelan Bolivar, which under hyperinflationary accounting is recorded in the Statement of Operations.

(6) During the nine months ended September 30, 2015, the Company recognized a loss of \$2.2 million in discontinued operations, primarily associated with Endicia and certain Culinary businesses. During the nine months ended September 30, 2014, the Company recognized net income, net of impairments, of \$2.1 million in discontinued operations, which include the results of operations of Endicia and certain Culinary businesses.

(9) The Company determined the tax effect of the items excluded from normalized results by applying the estimated effective rate for the applicable jurisdiction in which the pre-tax items were incurred, and for which realization of the resulting tax benefit, if any, is expected. In certain situations in which an item excluded from normalized results impacts income tax expense, the Company uses a "with" and "without" approach to determine normalized income tax expense.