



**Bemis**<sup>®</sup>

# **SUPPLEMENTAL SCHEDULES**

Third Quarter 2016

**NYSE: BMS**

# SAFE HARBOR STATEMENT

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This presentation includes forward-looking statements within the meaning of the Safe Harbor provisions of the Securities Litigation Reform Act of 1995. Such statements include, but are not limited to, statements relating to the expected future performance of the Company and its objectives, expectations, and intentions for the future. These forward-looking statements are based on the current beliefs and expectations of Bemis Company's management and are subject to risks and uncertainties. The forward-looking statements speak only as of the date of this presentation, and Bemis Company does not undertake to update such statements to reflect changes that occur after that date. There are numerous factors that could cause actual results to differ from those set forth in the forward-looking statements. These factors include, but are not limited to: general economic conditions, competitive conditions in our markets, the cost and availability of raw materials, and our ability to pass these price changes on to our customers. These and other risks, uncertainties, and assumptions are identified from time to time in our filings with the Securities and Exchange Commission including our most recent Annual Report on form 10-K and our quarterly reports on Form 10-Q. Such reports are available on the website of the Securities and Exchange Commission ([www.sec.gov](http://www.sec.gov)).

# US PACKAGING Q3 2016

(\$ in millions)

## Net Sales

	Third Quarter		
	2016	2015	% Change
<b>U.S. Packaging</b>	\$ 657.6	\$ 690.2	
Organic growth (decline) *			(4.7%)

\*Organic growth (decline) = sum of price, mix, and volume

## Sales \$ impacted by:

- Contractual price reductions to pass through lower raw material costs (neutral to profit)
- Lower sales mix
- Unit volumes ~flat

## Operating Profit

	Third Quarter		
	2016	2015	Change
<b>U.S. Packaging</b>	\$ 100.8	\$ 100.0	\$ 0.8
<i>% of Net Sales</i>	15.3%	14.5%	+80 bps

## Op Profit impacted by:

- Manufacturing efficiencies, primarily from the asset recapitalization program
- Percentage is helped minimally by “the math” of lower resin price flow through – no impact to \$s of OP

# GLOBAL PACKAGING Q3 2016

(\$ in millions)

## Net Sales

	Third Quarter		
	2016	2015	% Change
<b>Global Packaging</b>	\$ 369.6	\$ 328.1	12.6%
Currency translation effect			(6.0%)
Acquisition effect			9.9%
<b>Organic growth*</b>			<b>8.7%</b>

\*Organic growth = sum of price, mix, and volume

## Organic sales driven by:

- Sales price and mix
- Unit volumes ~flat

## Adjusted Operating Profit

	Third Quarter		
	2016	2015	Change
<b>Global Packaging</b>	\$ 36.2	\$ 31.8	\$ 4.4
<i>% of Net Sales</i>	9.8%	9.7%	

\*See reconciliation to GAAP on page 7

## Op Profit impacts:

- Operational inefficiencies at Oshkosh healthcare packaging facility
- Positive sales mix and volume

# ADDITIONAL RECONCILIATIONS



# RECONCILIATION OF EARNINGS PER SHARE

	2016				2015					2014				
	Q1	Q2	Q3	YTD	Q1	Q2	Q3	Q4	Full Year	Q1	Q2	Q3	Q4	Full Year
<b>Continuing Operations:</b>														
Diluted earnings per share, as reported	\$ 0.59	\$ 0.53	\$ 0.72	\$ 1.84	\$ 0.58	\$ 0.67	\$ 0.64	\$ 0.58	\$ 2.47	\$ 0.58	\$ 0.60	\$ 0.61	\$ 0.57	\$ 2.36
Non-GAAP adjustments per share, net of taxes														
Restructuring costs		0.09	0.03	0.12	0.03	-	0.01	0.01	0.05					
Acquisition-related costs	0.01	0.05	-	0.06			0.02	0.01	0.03					
Gain on Paper divestiture										(0.06)				(0.06)
Diluted earnings per share, as adjusted	\$ 0.60	\$ 0.67	\$ 0.75	\$ 2.02	\$ 0.61	\$ 0.67	\$ 0.67	\$ 0.60	\$ 2.55	\$ 0.52	\$ 0.60	\$ 0.61	\$ 0.57	\$ 2.30

# ADJUSTED OPERATING PROFIT TO GAAP

Segment Operating Profit	Third Quarter		Q3 YTD	
	2016	2015	2016	2015
<b>US Packaging</b>	\$ 100.8	\$ 100.0	\$ 306.0	\$ 298.3
<i>% of Net Sales</i>	15.3%	14.5%	15.4%	14.3%
<b>Global Packaging</b>	\$ 31.8	\$ 29.9	\$ 56.0	\$ 81.2
Adjusted for:				
Restructuring costs	4.3	1.4	17.6	6.7
Acquisition-related costs	0.1	0.5	7.0	0.5
Adj Global Packaging OP	\$ 36.2	\$ 31.8	\$ 80.6	\$ 88.4
<i>% of Net Sales</i>	9.8%	9.7%	7.8%	8.9%

# COMPONENTS OF CHANGES IN NET SALES

Net Sales (\$ in millions)	Third Quarter			Q3 YTD		
	2016	2015	% Change	2016	2015	% Change
<b>U.S. Packaging</b>	\$ 657.6	\$ 690.2	(4.7%)	\$ 1,989.1	\$ 2,091.9	(4.9%)
Organic growth (decline) *			(4.7%)			(4.9%)
<b>Global Packaging</b>	369.6	328.1	12.6%	1,027.3	996.8	3.1%
Currency effect			(6.0%)			(13.1%)
Acquisition effect			9.9%			7.2%
Organic growth (decline) *			8.7%			9.0%
<b>Total Net Sales from Continuing Operations</b>	<u>\$ 1,027.2</u>	<u>\$ 1,018.3</u>	0.9%	<u>\$ 3,016.4</u>	<u>\$ 3,088.7</u>	(2.3%)
Currency effect			(1.9%)			(4.2%)
Acquisition effect			3.2%			2.4%
Organic growth (decline) *			(0.4%)			(0.5%)

\*Organic growth (decline) = sum of price, mix, and volume