



**Bemis**<sup>®</sup>

# **SUPPLEMENTAL SCHEDULES**

Third Quarter 2017

**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 a number of 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)).

# U.S. PACKAGING Q3 2017

(\$ in millions)

## Net Sales

	Third Quarter		
	2017	2016	% Change
<b>U.S. Packaging</b>	\$ 672.3	\$ 657.6	
Organic sales growth *			2.2%

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

## Organic sales :

- unit volumes +2%

## Operating Profit

	Third Quarter		
	2017	2016	Change
<b>U.S. Packaging</b>	\$ 99.6	\$ 100.8	\$ (1.2)
% of Net Sales	14.8%	15.3%	-50 bps

## Op Profit :

- Includes previously-negotiated contractual selling price reductions on select products, partially offset by manufacturing efficiencies and the benefits of increased unit volumes
- sequential improvement from Q2 2017 of \$19.5million

# GLOBAL PACKAGING Q3 2017

(\$ in millions)

## Net Sales

	Third Quarter		
	2017	2016	% Change
<b>Global Packaging</b>	\$ 362.8	\$ 369.6	(1.8%)
Currency translation effect			0.5%
<b>Organic sales decline*</b>			<b>(2.3%)</b>

\*Organic sales decline = sum of price, mix, and volume

## Organic sales :

- unit volumes ~ flat
  - volume down in Latin American business, as anticipated
  - net volume up in remaining regions
- decreased mix of products sold, partially offset by sales price

## Operating Profit

	Third Quarter		
	2017	2016	Change
<b>Global Packaging</b>	\$ 24.6	\$ 36.2	\$ (11.6)
<i>% of Net Sales</i>	6.8%	9.8%	-300 bps

## Op Profit :

- driven by the impact of the challenging economic environment in Brazil
- sequential improvement from Q2 2017 of \$6.9million

# **ADDITIONAL RECONCILIATIONS**



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# RECONCILIATION OF EARNINGS PER SHARE

	2017				2016					2015				
	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	\$ 0.55	\$ 0.30	\$ 0.61	\$ 1.46	\$ 0.59	\$ 0.53	\$ 0.72	\$ 0.64	\$ 2.48	\$ 0.58	\$ 0.67	\$ 0.64	\$ 0.58	\$ 2.47
Non-GAAP adjustments per share, net of taxes														
Restructuring and related costs	0.03	0.18	0.09	0.30		0.09	0.03	0.04	0.16	0.03		0.01	0.01	0.05
Other costs					0.01	0.05		0.01	0.07			0.02	0.01	0.03
Gain on sale of land and building								(0.02)	(0.02)					
Diluted earnings per share, as adjusted	\$ 0.58	\$ 0.48	\$ 0.70	\$ 1.76	\$ 0.60	\$ 0.67	\$ 0.75	\$ 0.67	\$ 2.69	\$ 0.61	\$ 0.67	\$ 0.67	\$ 0.60	\$ 2.55

# COMPONENTS OF CHANGES IN NET SALES

Net Sales (\$ in millions)	Third Quarter			Q3 YTD		
	2017	2016	% Change	2017	2016	% Change
<b>U.S. Packaging</b>	\$ 672.3	\$ 657.6	2.2%	\$ 1,982.7	\$ 1,989.1	(0.3%)
Organic sales growth (decline) *			2.2%			(0.3%)
<b>Global Packaging</b>	362.8	369.6	(1.8%)	1,059.9	1,027.3	3.2%
Currency effect			0.5%			1.0%
Acquisition effect			0.0%			2.4%
Organic sales decline *			(2.3%)			(0.2%)
<b>Total Net Sales</b>	<u>\$ 1,035.1</u>	<u>\$ 1,027.2</u>	0.8%	<u>\$ 3,042.6</u>	<u>\$ 3,016.4</u>	0.9%
Currency effect			0.2%			0.3%
Acquisition effect			0.0%			0.8%
Organic sales growth (decline) *			0.6%			(0.2%)

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