



O-I Second Quarter 2016  
Earnings Presentation

July 28, 2016



# Safe harbor comments

## Regulation G

Management believes that its presentation and use of certain non-GAAP financial measures, including adjusted EPS and free cash flow, provide relevant and useful information, which is widely used by analysts, investors and competitors in the industry, as well as by management in assessing both consolidated and business unit performance. The information presented regarding adjusted EPS relates to net earnings from continuing operations attributable to the Company, exclusive of items management considers not representative of ongoing operations because such items are not reflective of the normal earnings of the business, divided by weighted average shares outstanding (diluted). In addition, the Company also presents adjusted EPS on a constant currency basis adjusting the currency translation effect on prior year earnings to allow management to evaluate the Company's operations without the external impact of currency translation. Management has included adjusted EPS to assist in understanding the comparability of results of ongoing operations. Further, the information presented regarding free cash flow relates to cash provided by continuing operating activities less capital spending and management has included free cash flow to assist in understanding the comparability of cash flows. Management uses non-GAAP information principally for internal reporting, forecasting, budgeting and calculating compensation payments. Management believes that the non-GAAP presentation allows the board of directors, management, investors and analysts to better understand the Company's financial performance in relation to core operating results and the business outlook.

## Forward Looking Statements

This document contains "forward-looking" statements within the meaning of Section 21E of the Securities Exchange Act of 1934, as amended (the "Exchange Act") and Section 27A of the Securities Act of 1933. Forward-looking statements reflect the Company's current expectations and projections about future events at the time, and thus involve uncertainty and risk. The words "believe," "expect," "anticipate," "will," "could," "would," "should," "may," "plan," "estimate," "intend," "predict," "potential," "continue," and the negatives of these words and other similar expressions generally identify forward looking statements. It is possible the Company's future financial performance may differ from expectations due to a variety of factors including, but not limited to the following: (1) the Company's ability to integrate the Vitro Business in a timely and cost effective manner, to maintain on existing terms the permits, licenses and other approvals required for the Vitro Business to operate as currently operated, and to realize the expected synergies from the Vitro Acquisition, (2) risks related to the impact of integration of the Vitro Acquisition on earnings and cash flow, (3) risks associated with the significant transaction costs and additional indebtedness that the Company incurred in financing the Vitro Acquisition, (4) the Company's ability to realize expected growth opportunities and cost savings from the Vitro Acquisition, (5) foreign currency fluctuations relative to the U.S. dollar, specifically the Euro, Brazilian real, Mexican peso, Colombian peso and Australian dollar, (6) changes in capital availability or cost, including interest rate fluctuations and the ability of the Company to refinance debt at favorable terms, (7) the general political, economic and competitive conditions in markets and countries where the Company has operations, including uncertainties related to economic and social conditions, disruptions in capital markets, disruptions in the supply chain, competitive pricing pressures, inflation or deflation, and changes in tax rates and laws, (8) impacts from the United Kingdom's referendum of withdrawal from the European Union on foreign currency exchange rates and the Company's business, (9) consumer preferences for alternative forms of packaging, (10) cost and availability of raw materials, labor, energy and transportation, (11) the Company's ability to manage its cost structure, including its success in implementing restructuring plans and achieving cost savings, (12) consolidation among competitors and customers, (13) the ability of the Company to acquire businesses and expand plants, integrate operations of acquired businesses and achieve expected synergies, (14) unanticipated expenditures with respect to environmental, safety and health laws, (15) the Company's ability to further develop its sales, marketing and product development capabilities, (16) the timing and occurrence of events which are beyond the control of the Company, including any expropriation of the Company's operations, floods and other natural disasters, events related to asbestos-related claims, (17) the Company's ability to accurately estimate its total asbestos-related liability, and (18) the Company's ability to successfully remediate the material weakness in its internal control over financial reporting, and the other risk factors discussed in the Company's Amendment No. 1 to the Annual Report on Form 10-K/A for the year ended December 31, 2015 and any subsequently filed Quarterly Report on Form 10-Q. It is not possible to foresee or identify all such factors. Any forward-looking statements in this document are based on certain assumptions and analyses made by the Company in light of its experience and perception of historical trends, current conditions, expected future developments, and other factors it believes are appropriate in the circumstances. Forward-looking statements are not a guarantee of future performance and actual results or developments may differ materially from expectations. While the Company continually reviews trends and uncertainties affecting the Company's results of operations and financial condition, the Company does not assume any obligation to update or supplement any particular forward-looking statements contained in this document.

The Company routinely posts important information on its website – [www.o-i.com/investors](http://www.o-i.com/investors).



## Strong 2Q performance, at high end of guidance

- Adj. EPS<sup>1</sup> of \$0.65, at high end of \$0.60 - \$0.65 guidance
  - Up 12% in constant currency<sup>2</sup>
  - Segment operating profit margin up 110 bps vs. 2Q 2015
  - Higher segment operating profit in three largest regions
- Gains driven by acquisition and progress on strategic initiatives
- Sales volumes up 15% driven by acquired business
  - Increases in all regions and product categories
  - Excluding acquisition, shipments up 1% vs. prior year
- Segment operating profit up \$51M in constant currency
  - Europe gains driven by operational improvement
  - Acquisition drives gains in LA and NA
    - Stable performance in legacy LA due to management interventions
  - Asia Pacific results in line with management expectations
- Maintaining full year guidance



<sup>1</sup> Adjusted EPS excludes items management does not consider representative of ongoing operations. See the table entitled Reconciliation to adjusted earnings and constant currency in the appendix of this presentation. In 2Q 2016 there were no items management did not consider representative of ongoing operations. Therefore, in 2Q 2016 adjusted EPS represents GAAP EPS.

<sup>2</sup> Prior year translated at 2Q16 exchange rates

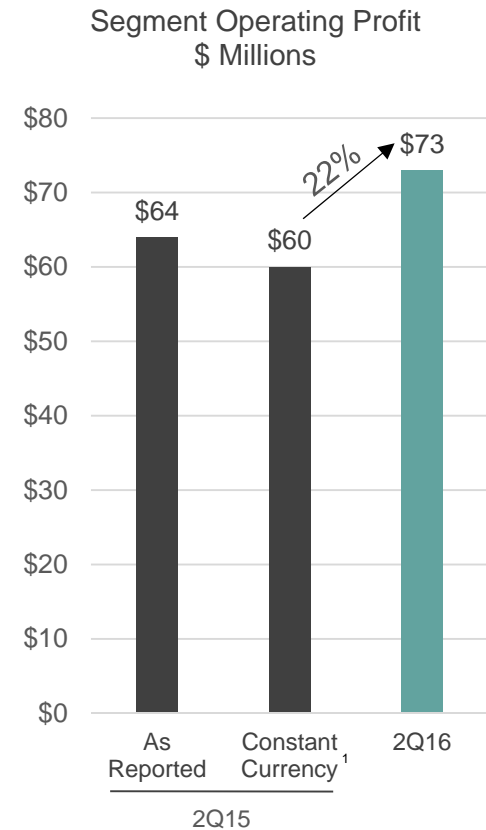
# Europe

## 2Q review

- Shipments up 3%, increases in beer and wine
- Operating profit margin improvement +130 bps YoY
- Stronger operational performance
  - Improved production volume and production costs
  - Higher efficiencies at ~2/3 of facilities

## Full year outlook

- Continuing improvement in production costs
- Increasing performance driven by manufacturing initiatives
- Ongoing pricing pressure, although less intense YoY
- Brexit: estimated negative impact of ~\$5M to \$10M, due to currency alone



	2016 Target	Status	Full Year Outlook
Organic volume growth	~ 1%	●	Gains driven by beer and wine; YoY growth in 2H16 is about 1%
Segment operating profit margin expansion	+150 bps	●	Gains in volume and operating efficiencies partially offset by impact from Brexit



<sup>1</sup> Prior year translated at 2Q16 exchange rates

# North America

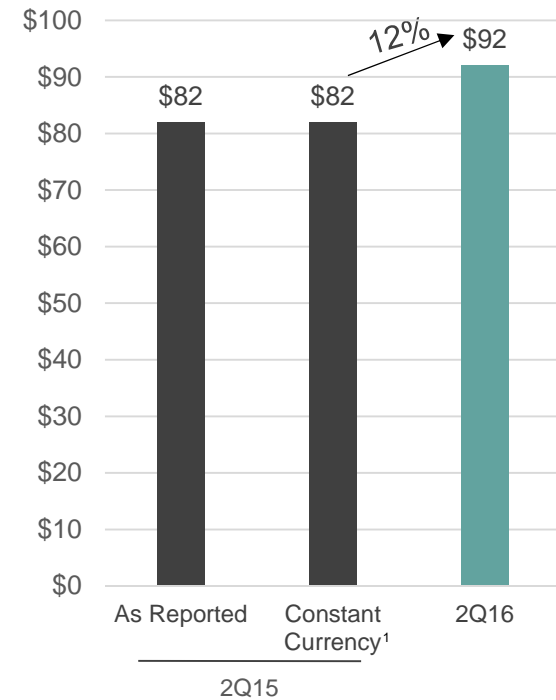
## 2Q review

- Shipments up 8% due to acquired business
  - All categories up except beer modestly down
- Legacy business shipments and segment operating profit on par with prior year

## Full year outlook

- Legacy business up for the year, with stronger volume and improved operations in 2H compared to PY
- Higher profitability driven mostly by addition of O-I Packaging Solutions (acquired business in NA)
- Plant improvement team on track to increase efficiencies at second plant in the region

Segment Operating Profit  
\$ Millions



	2016 Target	Status	Full Year Outlook
Organic volume growth	~ 1%	●	Stronger YoY growth expected in 2H, driven by higher shipments to CBI and OIPS contribution to organic growth in 4Q
Segment operating profit margin expansion	+20 bps	●	Higher margin driven by OIPS profitability



<sup>1</sup> Prior year translated at 2Q16 exchange rates.

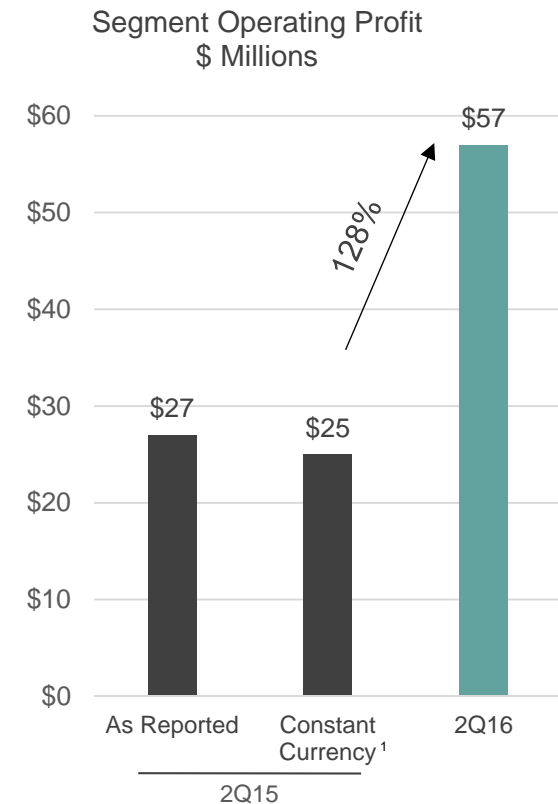
# Latin America

## 2Q review

- Strong performance in Mexico
  - Acquired business contributed \$33M segment operating profit
- Legacy business turns in excellent performance in light of Brazil weakness
  - Continued cost containment, plus ongoing impact of asset optimization
  - 7% decline in shipments, mainly Brazil
  - Price gains in line with cost inflation
- Currency headwind of \$2M vs. PY

## Full year outlook

- Continuation of economic situation in Brazil
- Solid demand forecast to continue in Mexico
- Expect price-cost trends to continue
- Maintain focus on cost containment



	2016 Target	Status	Full Year Outlook
Organic volume growth	~ -3%	●	Smaller YoY volume decline in 2H, as Brazil YoY declines wane and Mexico contributes to organic growth in 4Q
Segment operating profit margin expansion	+60 bps	●	Strong margins YTD, driven by strong execution in the legacy business and the acquisition



<sup>1</sup> Prior year translated at 2Q16 exchange rates.



# Asia Pacific

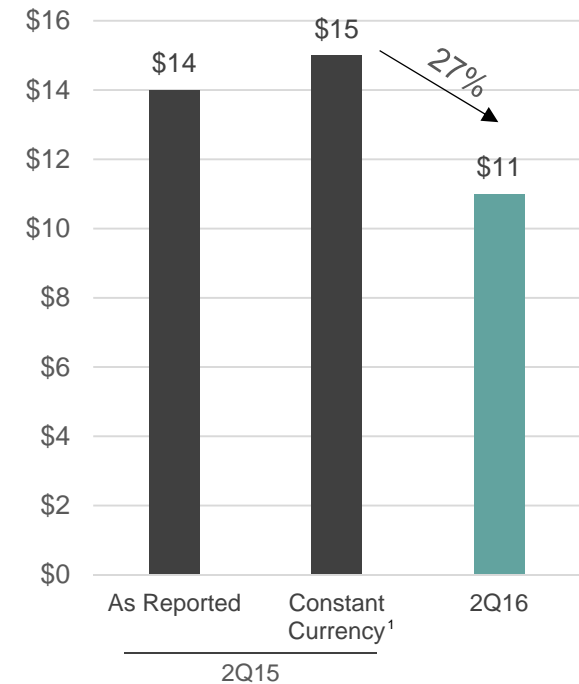
## 2Q review

- Shipments up 2%, mainly due to wine and beer in mature markets
- Price increase in line with cost inflation
- Higher engineering activity versus PY, which sets stage for stronger profitable growth exiting 2016

## Full year outlook

- Volume growth of ~1%
- Planned and accelerated investments in assets throughout region

Segment Operating Profit  
\$ Millions



	2016 Target	Status	Full Year Outlook
Organic volume growth	~ 2%	●	Expecting 1% volume growth; additional engineering activity reduces production volume for the region
Segment operating profit margin expansion	+25 bps	●	Expected YoY improvement in 2H; engineering investments modestly weigh on margin in 2016 before expanding in 2017



<sup>1</sup> Prior year translated at 2Q16 exchange rates

## Building momentum in operational performance



### Manufacturing improvement program

- YTD efficiency improvements at > 60% of global plants, including ~2/3 of European facilities
- Average YTD efficiency improvement for 24 focus plants is > 200 bps YoY
- Improved flexibility (color and job changes)

### Quality improvement initiatives

- Adding capabilities leads to improvement across all regions
- Significant improvement in quality performance

### Asset advancement program

- Increased quantity of furnace repairs using risk-based assessment
- Increased focus on planning for asset projects



\$20M in YTD impact from strategic initiatives: on track to hit 2016 target of \$50M-\$70M



## Developing supply chain and commercial capabilities



### Supply chain

- Created a global supply chain organization
- Replicating best practices globally
  - Advanced techniques for servicing customers
- Integrating procurement decision-making
- Improving business processes
  - Managing inventory levels
  - Optimizing NA warehouse network

### Commercial

- Completed first phase of key account management deployment
  - Broadening customer base in second phase
- Launching sales force effectiveness initiative to drive prospect-to-sales conversion
- Harnessing consumer and customer insights to support sales growth



## Strong gains from investments in Mexico



### Acquired food & beverage business

- Strong business performance continues
- Solid gains from new furnace in Monterrey
- On track to deliver first year synergies with productivity and cost savings

### Joint Venture with Constellation Brands, Inc.

- Successful partnership generating stronger-than-projected operating results
- Exposure to fast growing U.S. beer imports
- Manufacturing productivity on the rise
- Early 3Q16 start-up of second of four planned furnaces is progressing well
- Modestly earnings accretive expected in 2H16

## Improved segment operating profit

Segment Operating Profit \$ millions		
2Q15 Segment Operating Profit	\$187	
Currency	(5)	Negative currency impact of 3% (EU & LA)
2Q15 in constant currency <sup>1</sup>	182	
Acquisition	44	Strong performance: \$33M in LA, \$11M in NA
Price-inflation spread <sup>2</sup>	7	Primarily in the Americas
Sales volume	-	Legacy business on par with prior year
Operating costs, excl. inflation	-	~\$12M of strategic initiatives offset by external events (strikes, Brexit), increased flexibility and investments in reliability
Total reconciling items	51	
2Q16 Segment Operating Profit	\$233	30% increase on constant currency basis

<sup>1</sup> Prior year translated at 2Q16 exchange rates

<sup>2</sup> Price-inflation spread represents the net impact of movement in selling prices and cost inflation.

See the table entitled Reconciliation to earnings from continuing operations before income taxes and the table entitled Price, sales volume, operating costs and currency impact on reportable segment operating profit in the appendix of this presentation.

Note: Reportable segment data excludes the Company's global equipment business.



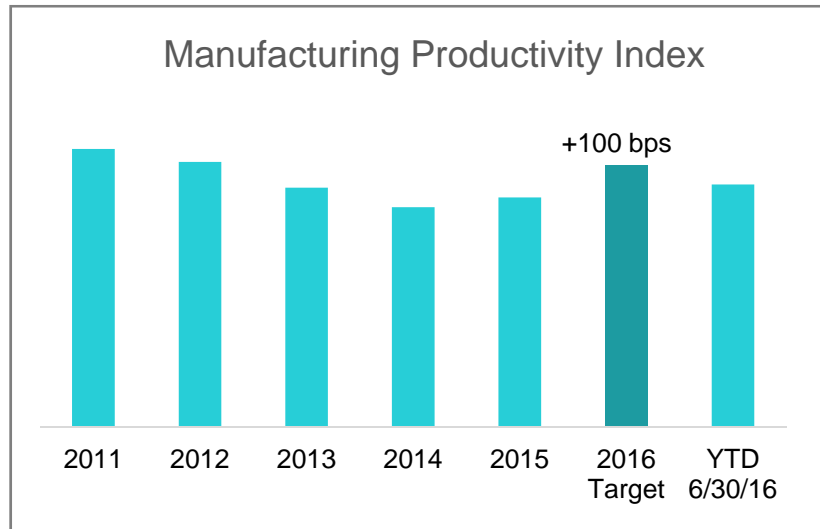
## Strong year-on-year growth in adjusted EPS in 2Q16

2Q16 Adjusted EPS bridge		
<b>2Q15 Adjusted EPS<sup>1</sup></b>	<b>\$0.60</b>	
Currency	(0.02)	▪ Headwinds in Europe and Latin America (BRL, COP)
<b>2Q15 in constant currency</b>	<b>0.58</b>	
Segment operating profit	0.26	▪ Gains in three largest regions
Retained corporate costs	(0.04)	▪ FX hedging impact ▪ Higher management incentive accruals based on performance
Net interest expense	(0.11)	▪ Interest expense up due to acquisition-related debt
Effective tax rate	(0.04)	▪ Geographic mix of earnings (Mexico)
Total reconciling items	0.07	
<b>2Q16 Adjusted EPS</b>	<b>\$0.65</b>	<b>Up 12% vs PY adjusted EPS in constant currency</b>



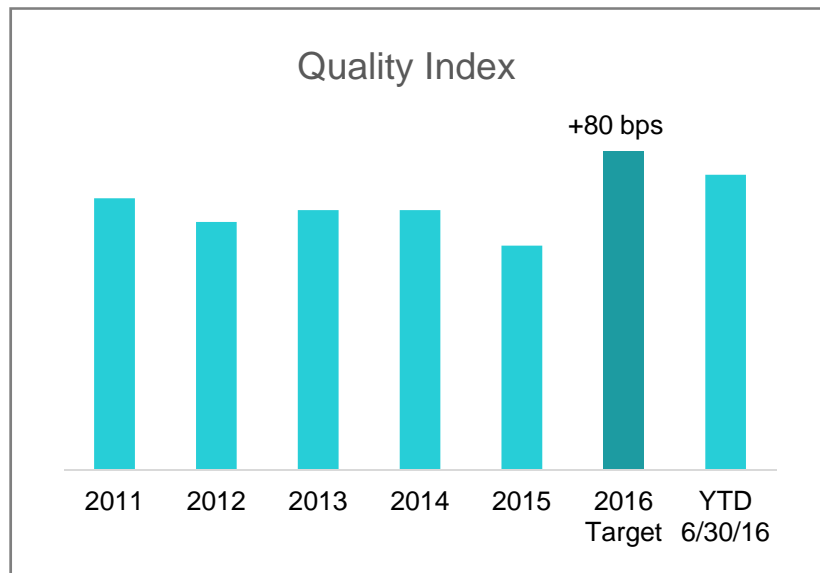
<sup>1</sup> See appendix for a reconciliation to adjusted earnings and constant currency.

## 2016 Operations dashboard...all on track



On track: +70 bps 1H16 vs. 1H15

- Excellent progress on efficiencies in all regions
- Gaining momentum in 2H as additional plants are addressed
- 2H has full 6 months of benefits from improvements made throughout 1H

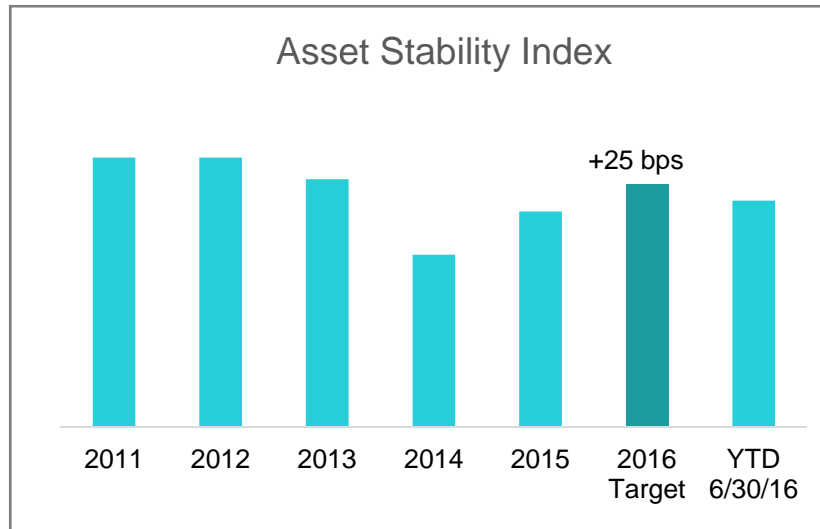


On track: +50 bps 1H16 vs. 1H15

- Strong YoY quality improvement in all regions
- Improved customer experience
- Reduced waste

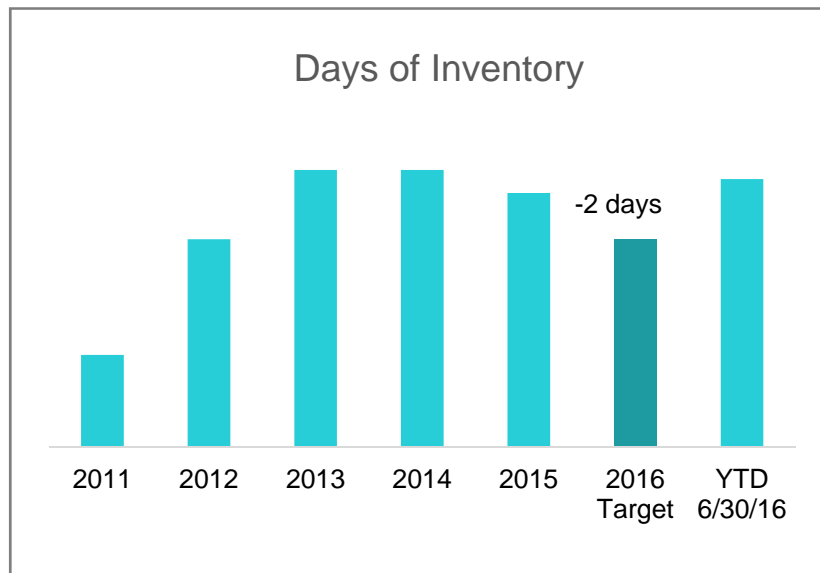


## 2016 Operations dashboard...all on track



On track: +20 bps 1H16 vs. 1H15

- Asset stability to improve over time driven mainly by:
  - Capex investments prioritized by asset advancement program
  - Ongoing Manufacturing Fundamentals training and best practices program
  - Improvements in integrated, cross-functional production planning



On track: 2Q16 is flat compared with 2Q15

- Integrating cross-functional decisions for sustainable gains in inventory
- Days of inventory is seasonal, with 2Q typically higher than year end
- 2Q16 days of inventory is flat to prior year
- Expecting YoY improvement in back half of 2016





## 3Q16 Adjusted EPS outlook

	<b>3Q15 Adjusted EPS<sup>1</sup></b>	<b>\$0.57</b>	
	Currency Impact	(\$0.02)	Assumptions: <sup>2</sup> EUR = 1.11; BRL = 3.22; COP = 2,915; AUD = 0.74; MXN = 18.5
	<b>3Q15 Adjusted EPS in Constant Currency<sup>1</sup></b>	<b>\$0.55</b>	
On a constant currency basis <sup>2</sup>	Europe	▲	▪ Lower production costs; sales volumes +1%
	North America	▲	▪ Strong legacy performance on higher sales and production volumes; asset investments in PY 3Q drive easier comparison
	Latin America	▲	▪ Growth in Mexico; mid-single digit volume decline in legacy LA mitigated by management interventions
	Asia Pacific	↔	▪ Flat to PY despite high level of planned downtime
	<b>Segment Operating Profit</b>	▲	
	Corporate and Other Costs	▼	▪ Corporate ~\$25M, consistent with 2Q16 ▪ Annual tax rate improved to 25-26%
	<b>3Q16 Adjusted EPS<sup>3</sup></b>	<b>\$0.65- \$0.70</b>	Strong improvement vs. PY

<sup>1</sup> Adjusted EPS excludes items management does not consider representative of ongoing operations. See the table entitled Reconciliation to adjusted earnings and constant currency – 3Q 2015 in the appendix of this presentation.

<sup>2</sup> Assumes June 30, 2016 FX rates continue for the remainder of third quarter.

<sup>3</sup> Expected 3Q16 adjusted EPS represents expected GAAP EPS because there are no expected items management does not consider representative of ongoing operations.



## Full year 2016 outlook



### Maintaining full year 2016 EPS & FCF guidance

Adj. EPS<sup>1</sup> guidance: \$2.25 - \$2.35

Free Cash Flow<sup>2</sup> guidance: ~\$300M

### Key factors for 2016 guidance

- Strong business performance in legacy and acquired businesses
- Includes estimated Brexit impact from GBP weakening

	2016 Target	Status	Full Year Outlook
Organic volume growth	~ 1%	●	Stronger 2H volume gains, driven by all regions (except legacy LA) and acquisition's contribution to organic growth in 4Q16
Segment operating profit margin expansion	+100 bps	●	Strong performance in 1H continues in 2H



<sup>1</sup> See table entitled Reconciliation to expected adjusted earnings - FY16 Fcst in the appendix of this presentation.

<sup>2</sup> See table entitled Reconciliation to free cash flow in the appendix of this presentation.

## 2016 management priorities

### Strategic

- Establish and maintain revenue and operational stability
- Improve commercial and end-to-end supply chain performance
- Maximize the value of the food and beverage acquisition in Mexico
- Leverage an enterprise approach and ensure accountability

### Operational

- Exercise a balanced approach to volume and price
- Improve operational performance through asset stability, quality, higher productivity, improved flexibility and lower inventories
- Continue to reduce structural costs

### Financial

- Improve margins and earnings
- Generate strong cash flows in local currencies  
~\$300M free cash flow at current exchange rates<sup>1</sup>
- Deleverage the balance sheet



<sup>1</sup> Assumes June 30, 2016 exchange rates continue for remainder of the year. See the table entitled Reconciliation to free cash flow in the appendix of this presentation.

APPENDIX



## Price, volume and currency impact on reportable segment sales

\$ Millions

	Europe	North America	Latin America	Asia Pacific	Total <sup>1</sup>
2Q15 Segment Sales	\$637	\$530	\$207	\$153	\$1,527
Currency <sup>2</sup>	-	(2)	(23)	(6)	(31)
2Q15 at constant currency	637	528	184	147	1,496
Price	(9)	9	16	2	18
Volume (excl. acquisition)	18	(13)	(14)	9	-
Acquisition	-	75	159	-	234
Total reconciling items	9	71	161	11	252
2Q16 Segment Sales	<u>\$646</u>	<u>\$599</u>	<u>\$345</u>	<u>\$158</u>	<u>\$1,748</u>



<sup>1</sup> Reportable segment sales exclude the Company's global equipment business

<sup>2</sup> Currency effect determined by using month-end foreign currency exchange rates in 2016 to translate 2015 local currency results

## Price, sales volume, operating costs and currency impact on reportable segment operating profit

\$ Millions

	Europe	North America	Latin America	Asia Pacific	Total <sup>1</sup>
2Q15 Segment Operating Profit	\$64	\$82	\$27	\$14	\$187
Currency <sup>2</sup>	(4)	-	(2)	1	(5)
2Q15 at constant currency	60	82	25	15	182
Price	(9)	9	16	2	18
Sales volume (excl. acquisition)	4	(3)	(4)	3	-
Operating costs	18	(7)	(13)	(9)	(11)
Acquisition	-	11	33	-	44
Total reconciling items	13	10	32	(4)	51
2Q16 Segment Operating Profit	<u>\$73</u>	<u>\$92</u>	<u>\$57</u>	<u>\$11</u>	<u>\$233</u>



<sup>1</sup> Reportable segment data exclude the Company's global equipment business

<sup>2</sup> Currency effect determined by using month-end foreign currency exchange rates in 2016 to translate 2015 local currency results.



# Reconciliation to earnings from continuing operations before income taxes

(Dollars in millions)

Unaudited	Three months ended	
	June 30	
	2016	2015
Net sales:		
Europe	\$ 646	\$ 637
North America	599	530
Latin America	345	207
Asia Pacific	158	153
Reportable segment totals	1,748	1,527
Other	12	16
Net sales	<u>\$ 1,760</u>	<u>\$ 1,543</u>
Segment operating profit <sup>(a)</sup> :		
Europe	\$ 73	\$ 64
North America	92	82
Latin America	57	27
Asia Pacific	11	14
Reportable segment totals	233	187
Items excluded from segment operating profit:		
Retained corporate costs and other	(25)	(18)
Items not considered representative of ongoing operations <sup>(b)</sup>	-	(33)
Interest expense, net	(67)	(74)
Earnings from continuing operations before income taxes	<u>\$ 141</u>	<u>\$ 62</u>
Ratio of earnings from continuing operations before income taxes to net sales	8.0%	4.0%
Segment operating profit margin <sup>(c)</sup> :		
Europe	11.3%	10.0%
North America	15.4%	15.5%
Latin America	16.5%	13.0%
Asia Pacific	7.0%	9.2%
Reportable segment margin totals	13.3%	12.2%

(a) Segment operating profit consists of consolidated earnings before interest income, interest expense, and provision for income taxes and excludes amounts related to certain items that management considers not representative of ongoing operations as well as certain retained corporate costs.

The Company presents information on segment operating profit because management believes that it provides investors with a measure of operating performance separate from the level of indebtedness or other related costs of capital. The most directly comparable GAAP financial measure to segment operating profit is earnings from continuing operations before income taxes. The Company presents segment operating profit because management uses the measure, in combination with net sales and selected cash flow information, to evaluate performance and to allocate resources.

(b) Reference reconciliation to adjusted earnings and constant currency.

(c) Segment operating profit margin is segment operating profit divided by segment net sales.



# Reconciliation to adjusted earnings and constant currency

(Dollars in millions, except per share amounts)

The reconciliation below describes the items that management considers not representative of ongoing operations.

Unaudited	Three months ended June 30,	
	2016	2015
Earnings from continuing operations attributable to the Company	\$ 107	\$ 42
Items impacting segment operating profit:		
Items impacting equity earnings		5
Items impacting other expense, net:		
Restructuring, asset impairment and related charges		22
Strategic transactions costs		6
Items impacting interest expense:		
Charges for note repurchase premiums and write-off of finance fees		28
Items impacting income tax:		
Net benefit for income tax on items above		(6)
Total adjusting items (non-GAAP)	\$ -	\$ 55
Adjusted earnings (non-GAAP)	\$ 107	\$ 97
Currency effect on earnings (2015 only) <sup>(a)</sup>		(3)
Adjusted earnings on a constant currency basis (2015 only) (non-GAAP)		94
Diluted average shares (thousands)	162,820	161,907
Earnings per share from continuing operations (diluted)	\$ 0.65	\$ 0.26
Adjusted earnings per share (non-GAAP)	\$ 0.65	\$ 0.60
Adjusted earnings per share on a constant currency basis (non-GAAP)		\$ 0.58

(a) Currency effect on earnings determined by using month-end foreign currency exchange rates in 2016 to translate 2015 local currency results.



# Reconciliation to adjusted earnings and constant currency – 3Q 2015

(Dollars in millions, except per share amounts)

The reconciliation below describes the items that management considers not representative of ongoing operations.

Unaudited	Three months ended Sept 30 <u>2015</u>
Earnings from continuing operations attributable to the Company	\$ 18
Items impacting other expense, net:	
Restructuring, asset impairment and other charges	41
Strategic transaction costs	13
Items impacting cost of goods sold:	
Acquisition-related fair value inventory adjustments	10
Items impacting interest expense:	
Charges for note repurchase premiums and write-off of finance fees	14
Items impacting income tax:	
Net benefit for income tax on items above	<u>(4)</u>
Total adjusting items (non-GAAP)	<u>74</u>
Adjusted earnings (non-GAAP)	<u>\$ 92</u>
Currency effect on earnings <sup>(1)</sup>	<u>(3)</u>
Adjusted earnings on a constant currency basis (non-GAAP)	<u>89</u>
Diluted average shares (thousands)	<u>161,612</u>
Earnings per share from continuing operations (diluted)	<u>\$ 0.11</u>
Adjusted earnings per share (non-GAAP)	<u>\$ 0.57</u>
Adjusted earnings per share on a constant currency basis (non-GAAP)	<u>\$ 0.55</u>

(1) Currency effect on earnings determined by using June 30, 2016 foreign currency exchange rates to translate third quarter 2015 local currency results.



## Reconciliation to expected adjusted earnings - FY16 Fcst

(Dollars in millions, except per share amounts)

Unaudited

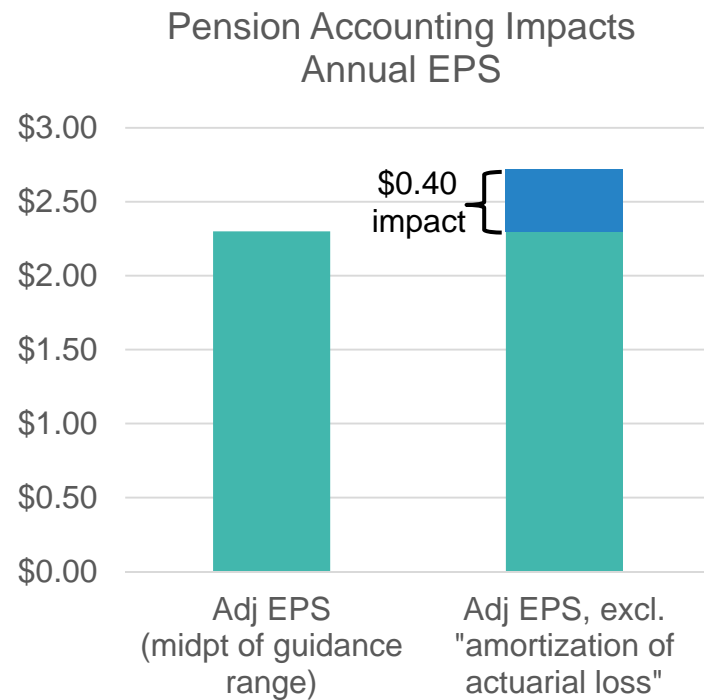
	Forecast for Year Ended December 31, 2016	
	Low End of Guidance Range	High End of Guidance Range
Earnings from continuing operations attributable to the Company	\$ 355	to \$ 372
Items management considers not representative of ongoing operations: <sup>(a)</sup>		
Restructuring, asset impairment and related charges <sup>(b)</sup>	19	19
Gain related to cash received from the Chinese government as compensation for land in China that the Company was required to return to the government <sup>(b)</sup>	(7)	(7)
Net benefit for income tax on items above <sup>(b)</sup>	(4)	(4)
Net impact of noncontrolling interests on items above <sup>(b)</sup>	2	2
Total adjusting items (non-GAAP)	<u>\$ 10</u>	<u>\$ 10</u>
Adjusted earnings (non-GAAP)	<u>\$ 365</u>	to <u>\$ 382</u>
Diluted average shares (thousands)	<u>162,500</u>	<u>162,500</u>
Earnings per share from continuing operations (diluted)	<u>\$ 2.18</u>	to <u>\$ 2.29</u>
Adjusted earnings per share (non-GAAP)	<u>\$ 2.25</u>	to <u>\$ 2.35</u>

(a) The items management considers not representative of ongoing operations does not include an adjustment for asbestos-related costs. The adjustment for asbestos-related costs, if any, will not be determined until the company completes its annual comprehensive legal review in the fourth quarter, unless significant changes in trends or new developments warrant an earlier review.

(b) Includes management decisions through second quarter of 2016. Further actions may be taken in 2016.



## Pension accounting impacts annual EPS



- Sustained non cash pension expense reduces EPS by ~ \$0.40<sup>1</sup>
- Actively managing pension liabilities



<sup>1</sup> Related to the "amortization of actuarial loss" component of pension expense, which is included in GAAP EPS and adjusted EPS

## Reconciliation to free cash flow

\$ Millions

		2016 <u>Fcst</u>
<b>Cash flows</b>		
Cash provided by continuing operating activities	~	\$ <u>750</u>
Cash utilized in investing activities		\$ <u>(a)</u>
Cash provided by financing activities		\$ <u>(a)</u>
<b>Free cash flow</b>		
Cash provided by continuing operating activities	~	\$ 750
Additions to property, plant and equipment	~	(450)
Free cash flow	~	\$ <u>300</u>

(a) Management is not able to estimate this amount.



Note: Management defines free cash flow as cash provided by continuing operating activities less additions to property, plant and equipment from continuing operations (both as determined in accordance with GAAP).



 Impact from currency rates

	<b>Approx. translation impact on EPS from 10% FX change</b>
Euro	\$0.10
Mexican peso	\$0.07
Brazilian real	\$0.05
Colombian peso	\$0.03
Australian dollar	\$0.05