

*Campbell's*

# INVESTOR DAY

APPENDIX



# RECONCILIATION OF GAAP AND NON-GAAP FINANCIAL MEASURES

(\$ millions)

Nine Months

2017

Americas Simple Meals and Beverages  
Global Biscuits and Snacks  
Campbell Fresh  
Total Net Sales

Net Sales, As Reported	Impact of Currency	Organic Net Sales
\$ 3,510	\$ (2)	\$ 3,508
1,974	(23)	1,951
742	-	742
<u>\$ 6,226</u>	<u>\$ (25)</u>	<u>\$ 6,201</u>

% Change

Net Sales, As Reported	Organic Net Sales
-1%	-1%
2%	- %
-7%	-7%
-1%	-1%

2016

Americas Simple Meals and Beverages  
Global Biscuits and Snacks  
Campbell Fresh  
Total Net Sales

\$ 3,538
1,942
794
<u>\$ 6,274</u>

# RECONCILIATION OF GAAP AND NON-GAAP FINANCIAL MEASURES

(\$ millions)

## Operating Earnings

Nine Months Ended  
April 30, 2017

Net earnings attributable to Campbell Soup Company	\$ 569
Taxes on earnings	307
Interest, net	84
EBIT	\$ 960
Add: Unallocated corporate expenses	306
Segment operating earnings	\$ 1,266
Net sales	\$ 6,226
Operating margin	20%

# RECONCILIATION OF GAAP AND NON-GAAP FINANCIAL MEASURES

(\$ millions)

Full Year

	Gross Margin	GM %
2016 – As Reported	\$ 2,780	34.9%
Add: Pension and postretirement benefit mark-to-market adjustments	176	
2016 – Adjusted	\$ 2,956	37.1%
2015 – As Reported	\$ 2,782	34.4%
Add: Pension and postretirement benefit mark-to-market adjustments	80	
2015 – Adjusted	\$ 2,862	35.4%

# RECONCILIATION OF GAAP AND NON-GAAP FINANCIAL MEASURES

(\$ millions)

Net Debt

	<u>April 30, 2017</u>
Short-Term Borrowings	\$ 1,122
Long-Term Debt	<u>2,270</u>
Total Debt	\$ 3,392
Less: Cash and Cash Equivalents	<u>(313)</u>
Net Debt	<u>\$ 3,079</u>

# RECONCILIATION OF GAAP AND NON-GAAP FINANCIAL MEASURES

(\$ millions)	Three Months Ended July 31, 2016	Nine Months Ended April 30, 2017	Trailing Twelve Months Ended (TTM) April 30, 2017
EBIT – As Reported	\$ (37)	\$ 960	\$ 923
Add: Pension and postretirement benefit mark-to-market adjustments	138	20	158
Add: Restructuring charges, implementation costs and other related costs	11	18	29
Add: Impairment charges	141	212	353
EBIT – Adjusted	<u>\$ 253</u>	<u>\$ 1,210</u>	<u>\$ 1,463</u>
Depreciation and Amortization – As Reported	\$ 80	\$ 234	\$ 314
Adjusted EBITDA	<u>\$ 333</u>	<u>\$ 1,444</u>	<u>\$ 1,777</u>
Interest, Net	\$ 28	\$ 84	\$ 112
Adjusted Interest Coverage			15.9
Net Debt as of April 30, 2017			\$ 3,079
Net Debt to Adjusted EBITDA			1.7
Net Sales	\$ 1,687	\$ 6,226	\$ 7,913
Adjusted EBIT Margin			18.5%

# RECONCILIATION OF GAAP AND NON-GAAP FINANCIAL MEASURES

(\$ millions, except per share amounts)

Full Year

	Gross Margin	GM %	EBIT	Net Earnings	Diluted EPS
2016 – As Reported	\$ 2,780	34.9%	\$ 960	\$ 563	\$ 1.81
Add: Pension and postretirement benefit mark-to-market adjustments	176		313	200	0.64
Add: Restructuring charges, implementation costs and other related costs	-		78	49	0.16
Add: Impairment charges	-		141	127	0.41
Deduct: Settlement of a claim related to Kelsen acquisition	-		(25)	(25)	(0.08)
2016 – Adjusted	<u>\$ 2,956</u>	<u>37.1%</u>	<u>\$ 1,467</u>	<u>\$ 914</u>	<u>\$ 2.94</u>