

# 2012 Fact Sheet

Building  
CONFIDENCE  
Changing LIVES



(dollars in millions)	Restated <sup>(5)</sup>			Restated <sup>(5)</sup>			Restated <sup>(5)</sup>			Restated <sup>(5)</sup>			
	2012	Increase <sup>(4)</sup> (Decrease)	Increase (Decrease)	2011	Increase <sup>(4)</sup> (Decrease)	Increase (Decrease)	2010	Increase <sup>(4)</sup> (Decrease)	Increase (Decrease)	2009	Increase <sup>(4)</sup> (Decrease)	Increase (Decrease)	2008
<b>SALES</b>													
Europe	\$791.4	(7)	1	\$848.9	7	3	\$796.0	4	4	\$768.9	(3)	5	\$789.2
Asia Pacific	780.7	9	12	714.0	22	15	584.0	18	8	494.0	9	11	451.8
TW North America	344.8	(2)	0	352.0	6	5	331.5	12	8	296.9	(3)	5	306.4
Beauty North America	348.3	(12)	(9)	395.5	(3)	(3)	406.0	4	(1)	391.6	(15)	(3)	460.7
South America	318.6	16	29	274.6	50	48	182.9	4	28	176.1	15	23	153.7
<b>REPORTED SALES</b>	<u>\$2,583.8</u>	(0)	5	<u>\$2,585.0</u>	12	9	<u>\$2,300.4</u>	8	6	<u>\$2,127.5</u>	(2)	6	<u>\$2,161.8</u>
<b>SEGMENT PROFIT(LOSS) (Excluding Adjustments)</b>													
Europe	\$132.2 <sup>(1) (2)</sup>	(11)	(4)	\$148.8 <sup>(1)</sup>	1	(1)	\$147.8 <sup>(1)</sup>	4	3	\$142.8 <sup>(1)</sup>	16	25	\$122.8 <sup>(1)</sup>
Asia Pacific	173.6 <sup>(1)</sup>	16	21	149.9 <sup>(1) (2)</sup>	32	26	113.3 <sup>(1)</sup>	30	18	86.9 <sup>(1)</sup>	26	29	68.8 <sup>(1)</sup>
Tupperware North America	63.7	9	13	58.4	11	9	52.8	31	26	40.3	38	52	29.2
Beauty North America	31.0 <sup>(1)</sup>	(21)	(15)	39.0 <sup>(1)</sup>	(36)	(36)	60.5 <sup>(1)</sup>	12	4	54.2 <sup>(1)</sup>	(16)	3	64.3 <sup>(1)</sup>
South America	61.0 <sup>(1)</sup>	25	42	48.7 <sup>(1)</sup>	99	92	24.5 <sup>(1)</sup>	91	+	12.8 <sup>(1)</sup>	nm	nm	(1.5) <sup>(1) (2)</sup>
Total	461.5	4	11	444.8	12	9	398.9	18	15	337.0	19	29	283.6
Adjustments	(2.3) <sup>(1) (2)</sup>			(4.6) <sup>(1) (2)</sup>			(3.9) <sup>(1)</sup>			(5.1) <sup>(1)</sup>			(11.9) <sup>(1) (2)</sup>
<b>REPORTED SEGMENT PROFIT</b>	<u>459.2</u>	4	11	<u>440.2</u>	11	8	<u>395.0</u>	19	16	<u>331.9</u>	22	34	<u>271.7</u>
Unallocated expenses	(62.6)			(58.9)			(56.8)			(51.9)			(39.8)
Gains on disposal of assets including insurance recoveries <sup>(3)</sup>	7.9			3.8			0.2			21.9			24.9
Re-engineering and impairment charges	(22.4)			(7.9)			(7.6)			(8.0)			(9.0)
Impairment of goodwill and intangible assets	(76.9)			(36.1)			(4.3)			(28.1)			(9.0)
Interest expense, net	(32.4)			(45.8)			(26.8)			(28.7)			(36.9)
Income before taxes	272.8			295.3			299.7			237.1			201.9
Provision for income taxes	79.8			77.0			74.1			62.0			40.5
<b>NET INCOME</b>	<u>\$193.0</u>			<u>\$218.3</u>			<u>\$225.6</u>			<u>\$175.1</u>			<u>\$161.4</u>

**Non-GAAP Financial Measures**

The Company has utilized non-GAAP financial measures in this document, which are provided to assist in readers' understanding of the Company's results of operations. The adjustment items materially impact the comparability of the Company's results of operations. The adjusted information is intended to be indicative of Tupperware's primary operations, and is intended to assist readers in evaluating performance and analyzing trends across periods. See footnotes (1)-(3) for specific adjustments which are excluded from the indicated segment profit.

(1) \$2.1, \$2.9, \$3.9, \$5.1 and \$9.0 million were recorded in 2012, 2011, 2010, 2009 and 2008, respectively, for the amortization of intangibles of acquired beauty units.

(2) In 2012, adjustments include \$0.2 million of inventory obsolescence expense incurred in connection with the decision to cease operating Nutrimecs businesses in Greece and the United Kingdom. In 2011, the Company decided to integrate its two businesses in Malaysia, which resulted in a \$1.7 million charge related to inventory obsolescence. In 2008, the Company reached a decision to begin selling beauty products in Brazil through the Tupperware sales force and cease operating a separate beauty business in Brazil. As a result of this decision, the Company recorded a \$2.9 million charge relating to the write off of inventory, prepaid assets, and accounts receivable.

(3) In 2002, the Company began a program to sell land for development near its Orlando, Florida headquarters. During 2011 and 2008, pretax gains from these sales were \$0.7 million and \$2.2 million, respectively, and were included in gains on disposal of assets including insurance recoveries, net. There were no such amounts in 2012, 2010 or 2009.

Included in disposal of assets including insurance recoveries, net were (pretax):

Gains of -

- \$7.9 million in 2012, including a \$7.5 million gain from the sale of a facility in Belgium, \$0.2 million of insurance proceeds related to a flood in Venezuela, and \$0.2 million, net, of other small asset impairments and equipment sales;
- \$3.1 million in 2011, as a result of insurance recoveries from flood damage in Australia;
- \$0.2 million in 2010 and \$2.9 million in 2009, from the sale of property in Australia;
- \$19.0 million in 2009 and \$22.2 million in 2008, as a result of insurance recoveries from a 2007 fire in South Carolina; and
- \$1.1 million in 2008, as a result of insurance recoveries from flood damage in France and Indonesia.

Loss of -

- \$0.6 million in 2008, as a result of asset disposals in the Philippines.

(4) At reported exchange rates.

(5) At constant, 2012 actual, exchange rates.

+ Increase of more than 100%.

nm Not meaningful.

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	2012		2011		2010		2009		2008			
		Percentage Increase (Decrease)		Percentage Increase (Decrease)		Percentage Increase (Decrease)		Percentage Increase (Decrease)		Percentage Increase (Decrease)		
<b>Total Salesforce (a)</b>												
Europe	627,167	9	573,066	(11)	643,382	10	587,481	15	512,495			
Asia Pacific	980,498	6	921,271	9	846,875	13	749,358	12	670,908			
Tupperware North America	330,859	2	322,988	9	296,727	9	272,582	10	247,301			
Beauty North America	545,102	(5)	571,735	0	571,258	0	570,163	(8)	620,613			
South America	309,128	13	272,667	12	243,390	4	234,291	4	224,617			
<b>Total</b>	<b>2,792,754</b>	<b>5</b>	<b>2,661,727</b>	<b>2</b>	<b>2,601,632</b>	<b>8</b>	<b>2,413,875</b>	<b>6</b>	<b>2,275,934</b>			
<b>Average Active Sales Force (a)</b>												
Europe	98,328	(3)	100,929	(7)	108,065	(3)	111,819	6	105,939			
Asia Pacific	225,407	6	212,048	11	191,778	6	181,186	6	170,547			
Tupperware North America	105,026	(1)	105,855	13	93,785	7	87,464	11	78,949			
Beauty North America	289,587	(12)	329,870	(1)	333,496	(2)	339,954	(2)	346,889			
South America	99,013	(1)	99,815	(6)	105,928	9	96,798	(13)	111,513			
<b>Total</b>	<b>817,361</b>	<b>(4)</b>	<b>848,517</b>	<b>2</b>	<b>833,052</b>	<b>2</b>	<b>817,221</b>	<b>0</b>	<b>813,837</b>			
<b>Salesforce by Quarter (a)</b>	2012				2011				2010			
	Qtr 1	Qtr 2	Qtr 3	Qtr 4	Qtr 1	Qtr 2	Qtr 3	Qtr 4	Qtr 1	Qtr 2	Qtr 3	Qtr 4
Europe	576,598	604,174	641,746	627,167	664,837	674,910	645,588	573,066	619,222	628,788	636,269	643,382
Asia Pacific	946,003	926,053	956,379	980,498	804,812	825,318	860,549	921,271	758,759	789,869	808,970	846,875
Tupperware North America	330,965	332,684	336,339	330,859	299,238	301,240	308,907	322,988	275,699	276,379	276,643	296,727
Beauty North America	556,173	549,358	539,000	545,102	578,346	594,366	668,313	571,735	582,769	589,101	583,328	571,258
South America	282,132	291,865	300,649	309,128	246,056	263,507	268,407	272,667	234,710	250,634	243,340	243,390
<b>Total</b>	<b>2,691,871</b>	<b>2,704,134</b>	<b>2,774,113</b>	<b>2,792,754</b>	<b>2,593,289</b>	<b>2,659,341</b>	<b>2,751,764</b>	<b>2,661,727</b>	<b>2,471,159</b>	<b>2,534,771</b>	<b>2,548,550</b>	<b>2,601,632</b>
<b>Average Active Sales Force by Quarter (a)</b>	2012				2011				2010			
	Qtr 1	Qtr 2	Qtr 3	Qtr 4	Qtr 1	Qtr 2	Qtr 3	Qtr 4	Qtr 1	Qtr 2*	Qtr 3	Qtr 4
Europe	104,092	98,942	92,287	97,991	109,477	104,416	94,428	94,672	115,836	113,865	94,170	108,390
Asia Pacific	217,505	217,380	227,829	238,916	200,873	201,615	214,668	231,896	183,302	182,073	196,722	205,013
Tupperware North America	114,056	110,904	103,375	91,769	105,474	107,000	104,227	106,748	89,375	97,075	90,960	97,729
Beauty North America	299,691	298,040	281,841	278,777	313,396	323,198	353,475	330,678	309,209	344,924	341,140	338,711
South America	101,594	103,561	97,374	93,525	96,185	99,782	102,365	101,206	99,965	114,355	104,808	104,585
<b>Total</b>	<b>836,938</b>	<b>828,827</b>	<b>802,706</b>	<b>800,978</b>	<b>825,405</b>	<b>836,011</b>	<b>869,163</b>	<b>865,200</b>	<b>797,687</b>	<b>852,292</b>	<b>827,800</b>	<b>854,428</b>

(a) As collected by the Company and, in some cases, provided by distributors and sales force.

\* Revised for accuracy subsequent to Q2 2010 earnings release.