

# 2013 Fact Sheet

Building  
CONFIDENCE  
Together



(dollars in millions)	Restated <sup>(5)</sup>			Restated <sup>(5)</sup>			Restated <sup>(5)</sup>			Restated <sup>(5)</sup>			
	2013	Increase <sup>(4)</sup> (Decrease)	Increase (Decrease)	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
<b>SALES</b>													
Europe	\$782.7	(1)	0	\$791.4	(7)	1	\$848.9	7	3	\$796.0	4	4	\$768.9
Asia Pacific	836.9	7	14	780.7	9	12	714.0	22	15	584.0	18	8	494.0
TW North America	358.0	4	3	344.8	(2)	0	352.0	6	5	331.5	12	8	296.9
Beauty North America	320.1	(8)	(10)	348.3	(12)	(9)	395.5	(3)	(3)	406.0	4	(1)	391.6
South America	373.9	17	26	318.6	16	29	274.6	50	48	182.9	4	28	176.1
<b>REPORTED SALES</b>	<u>\$2,671.6</u>	3	6	<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>
<b>TOTAL SEGMENT PROFIT (LOSS) (Excluding Adjustments)</b>													
Europe	\$130.2 <sup>(1)</sup>	(2)	0	\$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>
Asia Pacific	189.3 <sup>(1)</sup>	9	16	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>
Tupperware North America	65.9	3	2	63.7	9	13	58.4	11	9	52.8	31	26	40.3
Beauty North America	19.3 <sup>(1)</sup>	(38)	(35)	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>
South America	73.3 <sup>(1) (2)</sup>	20	29	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>
Total	478.0	4	7	461.5	4	11	444.8	12	9	398.9	18	15	337.0
Adjustments	(9.0) <sup>(1)</sup>			(2.3) <sup>(1) (2)</sup>			(4.6) <sup>(1) (2)</sup>			(3.9) <sup>(1)</sup>			(5.1) <sup>(1)</sup>
<b>REPORTED SEGMENT PROFIT</b>	<u>469.0</u>	2	5	<u>459.2</u>	4	11	<u>440.2</u>	11	8	<u>395.0</u>	19	16	<u>331.9</u>
Unallocated expenses	(62.4)			(62.6)			(58.9)			(56.8)			(51.9)
Gains on disposal of assets including insurance recoveries <sup>(3)</sup>	0.7			7.9			3.8			0.2			21.9
Re-engineering and impairment charges	(9.3)			(22.4)			(7.9)			(7.6)			(8.0)
Impairment of goodwill and intangible assets	0.0			(76.9)			(36.1)			(4.3)			(28.1)
Interest expense, net	(37.6)			(32.4)			(45.8)			(26.8)			(28.7)
Income before taxes	360.4			272.8			295.3			299.7			237.1
Provision for income taxes	86.2			79.8			77.0			74.1			62.0
<b>NET INCOME</b>	<u>\$274.2</u>			<u>\$193.0</u>			<u>\$218.3</u>			<u>\$225.6</u>			<u>\$175.1</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) \$4.8, \$2.1, \$2.9, \$3.9, and \$5.1 million were recorded in 2013, 2012, 2011, 2010, and 2009, respectively, for the amortization of intangible assets of acquired beauty units.
- (2) In 2013, translation impact of \$4.2 million was related to the net monetary asset, inventory and non-recurring deferred tax balance sheet positions when the Venezuelan government devalued the bolivar to U.S. dollar exchange rate to 6.3. In 2012, adjustments include \$0.2 million of inventory obsolescence expense incurred in connection with the decision to cease operating Nutrimerics 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.
- (3) The Company has a program to sell land for development near its Orlando, Florida headquarters. During 2013 and 2011, pretax gains from these sales were \$0.7 million and \$0.7 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, as a result of \$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; and
  - \$19.0 million in 2009, as a result of insurance recoveries from a 2007 fire in South Carolina.

(4) Percent increase at reported exchange rates.

(5) Percent increase at constant, 2013 actual, exchange rates.

+ Increase of more than 100%.

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	2013	Percentage Increase (Decrease)	2012	Percentage Increase (Decrease)	2011	Percentage Increase (Decrease)	2010	Percentage Increase (Decrease)	2009			
<b>Total Salesforce (a)</b>												
Europe	679,984	8	627,167	9	573,066	(11)	643,382	10	587,481			
Asia Pacific	1,021,452	4	980,498	6	921,271	9	846,875	13	749,358			
Tupperware North America	347,423	5	330,859	2	322,988	9	296,727	9	272,582			
Beauty North America	482,520	(11)	545,102	(5)	571,735	0	571,258	0	570,163			
South America	363,254	18	309,128	13	272,667	12	243,390	4	234,291			
<b>Total</b>	<b>2,894,633</b>	<b>4</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>Average Active Sales Force (a)</b>												
Europe	100,461	2	98,328	(3)	100,929	(7)	108,065	(3)	111,819			
Asia Pacific	238,811	6	225,407	6	212,048	11	191,778	6	181,186			
Tupperware North America	96,033	(9)	105,026	(1)	105,855	13	93,785	7	87,464			
Beauty North America	250,096	(14)	289,587	(12)	329,870	(1)	333,496	(2)	339,954			
South America	98,055	(1)	99,013	(1)	99,815	(6)	105,928	9	96,798			
<b>Total</b>	<b>783,456</b>	<b>(4)</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>Salesforce by Quarter (a)</b>	2013				2012				2011			
	Qtr 1	Qtr 2	Qtr 3	Qtr4	Qtr 1	Qtr 2	Qtr 3	Qtr4	Qtr 1	Qtr 2	Qtr 3	Qtr4
Europe	624,312	638,974	638,496	679,984	576,598	604,174	641,746	627,167	664,837	674,910	645,588	573,066
Asia Pacific	921,295	954,291	985,975	1,021,452	946,003	926,053	956,379	980,498	804,812	825,318	860,549	921,271
Tupperware North America	334,842	341,481	340,475	347,423	330,965	332,684	336,339	330,859	299,238	301,240	308,907	322,988
Beauty North America	518,705	510,948	468,261	482,520	556,173	549,358	539,000	545,102	578,346	594,366	668,313	571,735
South America	320,422	340,569	353,600	363,254	282,132	291,865	300,649	309,128	246,056	263,507	268,407	272,667
<b>Total</b>	<b>2,719,576</b>	<b>2,786,263</b>	<b>2,786,807</b>	<b>2,894,633</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>Average Active Sales Force by Quarter (a)</b>	2013				2012				2011			
	Qtr 1	Qtr 2	Qtr 3	Qtr4	Qtr 1	Qtr 2	Qtr 3	Qtr4	Qtr 1	Qtr 2	Qtr 3	Qtr4
Europe	107,744	104,292	90,577	99,231	104,092	98,942	92,287	97,991	109,477	104,416	94,428	94,672
Asia Pacific	230,915	234,529	239,306	250,495	217,505	217,380	227,829	238,916	200,873	201,615	214,668	231,896
Tupperware North America	92,157	101,810	95,986	94,179	114,056	110,904	103,375	91,769	105,474	107,000	104,227	106,748
Beauty North America	267,943	255,673	234,767	242,003	299,691	298,040	281,841	278,777	313,396	323,198	353,475	330,678
South America	89,956	99,955	103,912	98,398	101,594	103,561	97,374	93,525	96,185	99,782	102,365	101,206
<b>Total</b>	<b>788,715</b>	<b>796,259</b>	<b>764,548</b>	<b>784,306</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>

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