

(dollars in millions)

SALES	2016	Restated(5)		2015	Restated(5)		2014	Restated(5)		2013	Restated(5)		2012
		Increase(4) (Decrease)	Increase (Decrease)		Increase(4) (Decrease)	Increase (Decrease)		Increase(4) (Decrease)	Increase (Decrease)		Increase(4) (Decrease)	Increase (Decrease)	
	\$559.4	(9)	(5)	\$612.9	(17)	(0)	\$740.6	(5)	(1)	\$782.7	(1)	0	\$791.4
Asia Pacific	748.6	(3)	(1)	771.0	(8)	1	839.6	0	7	836.9	7	14	780.7
Tupperware North America	358.3	1	8	353.7	1	11	349.9	(2)	(0)	358.0	4	3	344.8
Beauty North America	190.0	(21)	(10)	240.0	(17)	(6)	290.9	(9)	(6)	320.1	(8)	(10)	348.3
South America	356.8	17	30	306.2	(20)	25	385.1	3	36	373.9	17	26	318.6
TOTAL SALES	\$2,213.1	(3) *	2 *	\$2,283.8	(12)	4	\$2,606.1	(2)	5	\$2,671.6	3	6	\$2,583.8
TOTAL SEGMENT PROFIT (Excluding Adjustments)													
Europe	\$65.8 ^{(1) (2)}	(29)	(25)	\$93.0 ^{(1) (2)}	(21)	(5)	\$117.9 ⁽¹⁾	(9)	(6)	\$130.2 ⁽¹⁾	(2)	2	\$132.2 ^{(1) (2)}
Asia Pacific	182.9 ^{(1) (2)}	2	5	178.7 ^{(1) (2)}	(8)	1	194.5 ^{(1) (2)}	3	11	189.3 ⁽¹⁾	9	15	173.6 ⁽¹⁾
Tupperware North America	71.2 ⁽²⁾	5	17	67.8 ⁽²⁾	(1)	13	68.3	4	7	65.9	3	2	63.7
Beauty North America	2.5 ^{(1) (2)}	(74)	(64)	9.7 ^{(1) (2)}	(18)	35	11.8 ^{(1) (2)}	(39)	(35)	19.3 ⁽¹⁾	(38)	(35)	31.0 ⁽¹⁾
South America	86.8 ^{(1) (2)}	40	48	61.9 ^{(1) (2)}	(12)	71	70.1 ^{(1) (2)}	(4)	29	73.3 ^{(1) (2)}	20	29	61.0
Total	409.2	(1)	5	411.1	(11)	9	462.6	(3)	6	478.0	4	7	461.5
Adjustments	(14.6) ^{(1) (2)}			(26.6) ^{(1) (2)}			(56.7) ^{(1) (2)}			(9.0) ^{(1) (2)}			(2.3) ^{(1) (2)}
REPORTED SEGMENT PROFIT	394.6	3	9	384.5	(5)	19	405.9	(13)	(5)	469.0	2	5	459.2
Unallocated expenses	(67.6)			(72.8)			(55.9)			(62.4)			(62.6)
Gains on disposal of assets including insurance recoveries ⁽³⁾	27.3			13.7			2.7			0.7			7.9
Re-engineering and impairment charges	(7.6)			(20.3)			(11.0)			(9.3)			(22.4)
Impairment of goodwill and intangible assets	0.0			0.0			0.0			0.0			(76.9)
Interest expense, net	(45.4)			(45.2)			(43.5)			(37.6)			(32.4)
Income before taxes	301.3			259.9			298.2			360.4			272.8
Provision for income taxes	77.7			74.1			83.8			86.2			79.8
NET INCOME	\$223.6			\$185.8			\$214.4			\$274.2			\$193.0

Non-GAAP Financial Measures

* The Company's fiscal year ends on the last Saturday of December and included 53 weeks in 2016 compared with 52 weeks in the other years presented. The Company estimates that having an additional week in its fiscal year in 2016 had a 1-percentage point benefit on the year-over-year sales comparison with 2015.

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 that are excluded from the indicated segment profit.

(1) \$7.6, \$10.2, \$11.8, \$4.8 and \$2.1 million were recorded in 2016, 2015, 2014, 2013, and 2012, respectively, for the amortization of intangible assets of acquired beauty units. Of the totals, \$5.5, \$7.1, \$8.5 and \$3.2 million related to the Beauty North America segment in 2016, 2015, 2014 and 2013, respectively.

(2) As a result of devaluations in the Venezuelan bolivar, the Company had negative impacts of \$4.3 million in 2016, \$14.9 million in 2015, \$42.4 million in 2014 and \$4.2 million in 2013. These amounts related to expense from remeasuring bolivar denominated net monetary assets at the lower exchange rates at the times of devaluations, along with the impact of recording in income amounts on the balance sheet when the devaluations occurred, primarily inventory, at which the amounts went on the balance sheet, rather than the exchange rates in use when they were included in income. Adjustments also include, in 2014, \$5.6 million the Company received for approximately 51 million bolivars at an average exchange rate of 9.1 bolivars per U.S. dollar, which generated an exchange gain of \$4.6 million. In 2016 and 2015, adjustments include \$2.7 and \$1.5 million in pension settlements costs. In 2014, adjustments include \$2.5 million of costs incurred in connection with the decision to cease operating the Armand Dupree business in the United States, the Nutrimerics business in Thailand and a manufacturing plant in India. 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.

(3) The Company has a program to sell land for development near its Orlando, Florida headquarters. During 2016, 2015, 2014 and 2013, pretax gains from these sales were \$27.3 million, \$13.7 million, \$1.3 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.

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

Gains of -

- \$7.9 million in 2012 including \$7.5 million 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 ;
- \$1.1 million in 2014 from the sale of property in Australia; and
- \$0.3 million, net in 2014 of other small asset impairments and equipment sales.

(4) Percentage increase at reported exchange rates.

(5) Percentage increase at constant exchange rates.

	2016	Percentage Increase (Decrease)	2015	Percentage Increase (Decrease)	2014	Percentage Increase (Decrease)	2013	Percentage Increase (Decrease)	2012
Total Salesforce (a)									
Europe	747,585	4	715,722	7	665,957	(2)	679,984	8	627,167
Asia Pacific	1,082,718	(3)	1,116,153	4	1,070,958	5	1,021,452	4	980,498
Tupperware North America	421,075	7	393,143	9	359,284	3	347,423	5	330,859
Beauty North America	378,646	(12)	430,757	(4)	447,855	(7)	482,520	(11)	545,102
South America	482,654	15	420,116	5	398,632	10	363,254	18	309,128
Total	3,112,678	1	3,075,891	5	2,942,686	2	2,894,633	4	2,792,754

Average Active Sales Force (a)(b)

Europe	97,277	(1)	98,397	3	95,092	(5)	100,461	2	98,328
Asia Pacific	226,780	(7)	244,904	3	237,673	(0)	238,811	6	225,407
Tupperware North America (b)	49,684	6	46,968	10	42,657	4	40,847	(20)	50,817
Beauty North America	191,700	(13)	219,868	(6)	233,043	(7)	250,096	(14)	289,587
South America	121,719	13	107,686	2	105,130	7	98,055	(1)	99,013
Total	687,160	(4)	717,823	1	713,595	(2)	728,270	(5)	763,152

Total Salesforce by Quarter (a)

	2016				2015				2014			
	Qtr 1	Qtr 2	Qtr 3	Qtr4	Qtr 1	Qtr 2	Qtr 3	Qtr4	Qtr 1	Qtr 2	Qtr 3	Qtr4
Europe	746,410	742,525	733,506	747,585	687,529	692,171	712,539	715,722	685,430	708,414	691,955	665,957
Asia Pacific	1,065,388	1,121,378	1,089,772	1,082,718	1,039,228	1,072,322	1,104,293	1,116,153	1,015,768	1,007,929	1,025,394	1,070,958
Tupperware North America	392,038	410,121	412,061	421,075	355,043	367,793	384,034	393,143	340,304	346,575	354,118	359,284
Beauty North America	405,973	402,612	389,409	378,646	440,755	447,671	446,582	430,757	465,617	470,694	449,288	447,855
South America	433,974	457,213	487,158	482,654	403,652	415,504	415,813	420,116	374,315	388,219	393,309	398,632
Total	3,043,783	3,133,849	3,111,906	3,112,678	2,926,207	2,995,461	3,063,261	3,075,891	2,881,434	2,921,831	2,914,064	2,942,686

Average Active Sales Force by Quarter (a)(b)

	2016				2015				2014			
	Qtr 1	Qtr 2	Qtr 3	Qtr4	Qtr 1	Qtr 2	Qtr 3	Qtr4	Qtr 1	Qtr 2	Qtr 3	Qtr4
Europe	100,706	100,982	88,793	98,530	103,366	96,699	91,643	101,882	104,872	97,643	83,174	94,680
Asia Pacific	224,409	235,669	227,712	219,865	237,827	241,131	249,477	251,177	234,212	228,748	234,386	253,345
Tupperware North America (b)	49,299	49,573	51,101	48,829	45,419	45,566	47,678	49,210	42,094	43,690	43,366	41,478
Beauty North America	200,364	205,588	186,874	175,241	220,491	235,883	211,634	211,465	238,708	247,164	222,685	223,614
South America	110,965	123,313	126,513	125,774	103,852	108,926	108,711	109,255	98,631	106,100	107,445	108,344
Total	685,743	715,125	680,993	668,239	710,955	728,205	709,143	722,989	718,517	723,345	691,056	721,461

(a) As collected by the Company and, in some cases, provided by distributors and sales force. Average active sales force measures the average number of sales force members purchasing in each ordering cycle.

(b) In the second quarter of 2016, the Company began measuring sales force activity of Tupperware Mexico on a weekly rather than a monthly basis. For comparison purposes, active sellers for Tupperware Mexico have been restated using the weekly method for all periods presented.