

TUPPERWARE BRANDS 2014 FACT SHEET

(dollars in millions)

SALES	2014	Restated(5)		2013	Restated(5)		2012	Restated(5)		2011	Restated(5)		2010
		Increase(4) (Decrease)	Increase (Decrease)		Increase(4) (Decrease)	Increase (Decrease)		Increase(4) (Decrease)	Increase (Decrease)		Increase(4) (Decrease)	Increase (Decrease)	
Europe	\$730.3	(5)	(1)	\$771.5	(1)	(0)	\$780.0	(7)	1	\$835.9	7	3	\$783.5
Asia Pacific	849.9	0	6	848.1	7	14	792.1	9	11	727.0	22	14	596.5
TW North America	349.9	(2)	0	358.0	4	3	344.8	(2)	0	352.0	6	5	331.5
Beauty North America	290.9	(9)	(6)	320.1	(8)	(10)	348.3	(12)	(9)	395.5	(3)	(3)	406.0
South America	385.1	3	36	373.9	17	26	318.6	16	29	274.6	50	48	182.9
REPORTED SALES	\$2,606.1	(2)	5	\$2,671.6	3	6	\$2,583.8	(0)	5	\$2,585.0	12	9	\$2,300.4
TOTAL SEGMENT PROFIT (Excluding Adjustments)													
Europe	\$118.3 ⁽¹⁾	(9)	(5)	\$130.7 ⁽¹⁾	(1)	0	\$132.5 ^{(1) (2)}	(11)	(3)	\$148.4 ⁽¹⁾	1	(2)	\$147.5 ⁽¹⁾
Asia Pacific	194.1 ^{(1) (2)}	3	10	188.8 ⁽¹⁾	9	15	173.3 ⁽¹⁾	15	20	150.3 ^{(1) (2)}	32	26	113.6 ⁽¹⁾
Tupperware North America	68.3	4	7	65.9	3	2	63.7	9	13	58.4	11	9	52.8
Beauty North America	11.8 ^{(1) (2)}	(39)	(35)	19.3 ⁽¹⁾	(38)	(35)	31.0 ⁽¹⁾	(21)	(15)	39.0 ⁽¹⁾	(36)	(36)	60.5 ⁽¹⁾
South America	70.1 ^{(1) (2)}	(4)	29	73.3 ^{(1) (2)}	20	29	61.0 ⁽¹⁾	25	42	48.7 ⁽¹⁾	99	92	24.5 ⁽¹⁾
Total	462.6	(3)	6	478.0	4	7	461.5	4	11	444.8	13	9	398.9
Adjustments	(56.7) ^{(1) (2)}			(9.0) ^{(1) (2)}			(2.3) ^{(1) (2)}			(4.6) ^{(1) (2)}			(3.9) ⁽¹⁾
REPORTED SEGMENT PROFIT	405.9	(13)	(5)	469.0	2	5	459.2	4	11	440.2	11	8	395.0
Unallocated expenses	(55.9)			(62.4)			(62.6)			(58.9)			(56.8)
Gains on disposal of assets including insurance recoveries ⁽³⁾	2.7			0.7			7.9			3.8			0.2
Re-engineering and impairment charges	(11.0)			(9.3)			(22.4)			(7.9)			(7.6)
Impairment of goodwill and intangible assets	-			-			(76.9)			(36.1)			(4.3)
Interest expense, net	(43.5)			(37.6)			(32.4)			(45.8)			(26.8)
Income before taxes	298.2			360.4			272.8			295.3			299.7
Provision for income taxes	83.8			86.2			79.8			77.0			74.1
NET INCOME	\$214.4			\$274.2			\$193.0			\$218.3			\$225.6

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 that are excluded from the indicated segment profit.

(1) \$11.8, \$4.8, \$2.1, \$2.9, and \$3.9 million were recorded in 2014, 2013, 2012, 2011, and 2010, respectively, for the amortization of intangible assets of acquired beauty units. Of the totals, \$8.5 and \$3.2 million related to the Beauty North America segment in 2014 and 2013, respectively.

(2) As a result of step devaluations in the Venezuelan bolivar from 5.3 bolivars per U.S. dollar to 6.3, 10.8 and 50.0 bolivars per U.S. dollar as of the end of January 2013, March 2014 and June 2014, respectively, the Company had impacts of \$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. In 2014, adjustments include \$2.5 million of costs incurred in connection with the decision to cease operating its Armand Dupree business in the United States, its 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. 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 2014, 2013 and 2011, pretax gains from these sales were \$1.3 million, \$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 or 2010.

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;
- \$1.1 million in 2014 and \$0.2 million in 2010 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, 2014 actual, exchange rates.

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	2014	Percentage Increase (Decrease)	2013	Percentage Increase (Decrease)	2012	Percentage Increase (Decrease)	2011	Percentage Increase (Decrease)	2010
Total Salesforce (a)									
Europe	659,711	(2)	673,679	8	621,548	10	567,574	(11)	638,250
Asia Pacific	1,077,204	5	1,027,757	4	986,117	6	926,763	9	852,007
Tupperware North America	359,284	3	347,423	5	330,859	2	322,988	9	296,727
Beauty North America	447,855	(7)	482,520	(11)	545,102	(5)	571,735	0	571,258
South America	<u>398,632</u>	10	<u>363,254</u>	18	<u>309,128</u>	13	<u>272,667</u>	12	<u>243,390</u>
Total	<u>2,942,686</u>	2	<u>2,894,633</u>	4	<u>2,792,754</u>	5	<u>2,661,727</u>	2	<u>2,601,632</u>

Average Active Sales Force (a)

Europe	94,243	(5)	99,565	4	95,800	(3)	98,592	(7)	105,848
Asia Pacific	238,522	(0)	239,707	5	227,935	6	214,385	11	193,995
Tupperware North America	99,439	4	96,033	(9)	105,026	(1)	105,855	13	93,785
Beauty North America	233,043	(7)	250,096	(14)	289,587	(12)	329,870	(1)	333,496
South America	<u>105,130</u>	7	<u>98,055</u>	(1)	<u>99,013</u>	(1)	<u>99,815</u>	(6)	<u>105,928</u>
Total	<u>770,377</u>	(2)	<u>783,456</u>	(4)	<u>817,361</u>	(4)	<u>848,517</u>	2	<u>833,052</u>

Salesforce by Quarter (a)

	2014				2013				2012			
	Qtr 1	Qtr 2	Qtr 3	Qtr4	Qtr 1	Qtr 2	Qtr 3	Qtr4	Qtr 1	Qtr 2	Qtr 3	Qtr4
Europe	679,141	702,146	685,845	659,711	618,532	632,952	632,371	673,679	570,611	598,156	635,758	621,548
Asia Pacific	1,022,057	1,014,197	1,031,504	1,077,204	927,075	960,313	992,100	1,027,757	951,990	932,071	962,367	986,117
Tupperware North America	340,304	346,575	354,118	359,284	334,842	341,481	340,475	347,423	330,965	332,684	336,339	330,859
Beauty North America	465,617	470,694	449,288	447,855	518,705	510,948	468,261	482,520	556,173	549,358	539,000	545,102
South America	<u>374,315</u>	<u>388,219</u>	<u>393,309</u>	<u>398,632</u>	<u>320,422</u>	<u>340,569</u>	<u>353,600</u>	<u>363,254</u>	<u>282,132</u>	<u>291,865</u>	<u>300,649</u>	<u>309,128</u>
Total	<u>2,881,434</u>	<u>2,921,831</u>	<u>2,914,064</u>	<u>2,942,686</u>	<u>2,719,576</u>	<u>2,786,263</u>	<u>2,786,807</u>	<u>2,894,633</u>	<u>2,691,871</u>	<u>2,704,134</u>	<u>2,774,113</u>	<u>2,792,754</u>

Average Active Sales Force by Quarter (a)

	2014				2013				2012			
	Qtr 1	Qtr 2	Qtr 3	Qtr4	Qtr 1	Qtr 2	Qtr 3	Qtr4	Qtr 1	Qtr 2	Qtr 3	Qtr4
Europe	104,041	96,766	82,430	93,735	106,924	103,304	89,794	98,240	101,323	96,348	89,965	95,564
Asia Pacific	235,043	229,625	235,130	254,290	231,735	235,517	240,089	251,486	220,274	219,974	230,151	241,343
Tupperware North America	96,542	105,020	100,419	95,775	92,157	101,810	95,986	94,179	114,056	110,904	103,375	91,769
Beauty North America	238,708	247,164	222,685	223,614	267,943	255,673	234,767	242,003	299,691	298,040	281,841	278,777
South America	<u>98,631</u>	<u>106,100</u>	<u>107,445</u>	<u>108,344</u>	<u>89,956</u>	<u>99,955</u>	<u>103,912</u>	<u>98,398</u>	<u>101,594</u>	<u>103,561</u>	<u>97,374</u>	<u>93,525</u>
Total	<u>772,965</u>	<u>784,675</u>	<u>748,109</u>	<u>775,758</u>	<u>788,715</u>	<u>796,259</u>	<u>764,548</u>	<u>784,306</u>	<u>836,938</u>	<u>828,827</u>	<u>802,706</u>	<u>800,978</u>

(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.