

**CCL Industries Inc.**

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## News Release

*For Immediate Release, Thursday, February 22, 2018*

Stock Symbol: TSX – CCL.A and CCL.B

# CCL Industries Announces Record Fourth Quarter and 2017 Results

### Fourth Quarter Highlights

- Adjusted basic earnings per Class B share<sup>(3)</sup> of \$0.83 up 40.7%; basic earnings per Class B share of \$0.97 up 73.2%; currency translation negative \$0.01 per share
- Sales increased 16.6% supported by 7.7% CCL organic growth and 4.0% at Checkpoint
- Operating income<sup>(1)</sup> margin up 290 basis points at CCL
- Return on sales<sup>(1)</sup> improved at Avery, Checkpoint and Container with Innovia negatively impacted by raw material inflation

### 2017 Highlights

- Adjusted basic earnings per Class B share<sup>(3)</sup> of \$2.69, up 18.0%; basic earnings per Class B share of \$2.70 up 36.4%
- The U.S. Tax Cuts and Jobs Act (“TCJA”) reduced income tax expense by \$40 million as deferred tax liabilities decreased
- Sales increased 19.6% supported by 6.2% CCL organic sales growth
- Operating income<sup>(1)</sup> increased 22.2%

Toronto, February 22, 2018 - CCL Industries Inc. (“the Company”), a world leader in specialty label, security and packaging solutions for global corporations, government institutions, small businesses and consumers, today reported record fourth quarter and annual financial results for 2017.

Sales for the fourth quarter of 2017 increased 16.6% to \$1,234.5 million, compared to \$1,058.4 million for the fourth quarter of 2016, with 3.9% organic growth and 14.9% acquisition growth, primarily driven by the Innovia Group of Companies (“Innovia”) acquired on February 28, 2017, partially offset by 2.2% negative foreign currency translation.

Operating income<sup>(1)</sup> for the fourth quarter of 2017 was \$205.1 million, an increase of 27.7% compared to \$160.6 million for the comparable quarter of 2016.

Restructuring and other items increased income by \$4.2 million due the reversal of a pre-acquisition \$15.6 million legal accrual in the Checkpoint Segment’s fourth quarter of 2017 partially offset by \$11.4 million of reorganization costs associated with the 2016 acquisition of

Checkpoint Systems Inc. and the 2017 acquisition of Innovia. There was a net expense for restructuring and other items of \$6.7 million in the 2016 fourth quarter.

Tax expense for the fourth quarter of 2017 was \$4.8 million compared to \$33.6 million in the prior year period. The TCJA legislation, effective January 1, 2018, resulted in a \$40 million decrease in tax expense due to a reduction in deferred tax liabilities. Excluding the TCJA impact the effective tax rate was 25.9% compared to 25.7% for the 2016 fourth quarter. Of this \$40 million TCJA reduction to deferred tax liabilities, \$15 million primarily related to book and tax timing differences and other discreet items. However, \$25 million related to indefinite life intangibles recognized for accounting purposes that had no corresponding tax basis and were therefore excluded from adjusted basic earnings per share.

Net earnings were \$169.4 million for the 2017 fourth quarter compared to \$98.3 million for the 2016 fourth quarter. Basic and adjusted basic earnings per Class B share<sup>(3)</sup> were \$0.97 and \$0.83, respectively, compared to basic and adjusted basic earnings per Class B share<sup>(3)</sup> of \$0.56 and \$0.59, respectively, in the prior year fourth quarter.

For the 2017 year, sales, operating income and net earnings improved 19.6%, 22.2% and 36.9% to \$4.8 billion, \$737.5 million and \$474.1 million, respectively, compared to December 31, 2016. Expensed through the 2017 cost of goods sold was a \$15.2 million non-cash acquisition accounting adjustment to the acquired finished goods inventory from the Innovia acquisition. Excluding this non-cash adjustment, operating income was \$752.7 million. The 2016 year included non-cash acquisition accounting adjustments related to acquired finished goods inventories of \$33.9 million; therefore, comparative adjusted operating income was \$637.2 million. The year ending December 31, 2017, included results from twelve acquisitions completed since January 1, 2016, delivering acquisition related sales growth for the period of 19.1%. Organic sales growth of 2.1% provided the foundation for solid profit improvement and foreign currency translation had a negative impact of \$0.04 per share. For the year ended December 31, 2017, basic and adjusted basic earnings per Class B share<sup>(3)</sup> were \$2.70 and \$2.69, respectively, compared to basic and adjusted basic earnings per Class B share<sup>(3)</sup> of \$1.98 and \$2.28, respectively, in the prior year.

Geoffrey T. Martin, President and Chief Executive Officer, commented, "Strong operating performance and changes to U.S. tax rates combined to deliver record earnings performance for both the fourth quarter and 2017. CCL's 7.7% fourth quarter organic growth on top of 6.9% in the prior year period exceeded expectations as gains in most geographies and business lines, including CCL Secure, drove exceptional profitability. Checkpoint posted solid 4.0% organic growth and improved profitability while both Avery and Container delivered increased operating margins despite top line challenges. Innovia continues to wrestle with raw material inflation and recorded higher amortization expense as we finalized the Innovia purchase accounting equation. As we move into 2018, global economic growth appears to be on the rise, especially in Emerging Markets, but accompanied by cost inflation in raw materials which will need to be recovered by pricing actions in a tough environment for many customers. Lower U.S. tax rates offer a welcome offset to this challenge giving us balanced confidence for the year ahead."

Mr. Martin continued, "Foreign currency translation had a negative impact of \$0.01 and \$0.04 on earnings per Class B share for both the fourth quarter and full year 2017. At today's Canadian dollar exchange rates, currency translation would be a headwind, if sustained, for the first quarter of 2018."

Mr. Martin concluded, "2017 debt repayments totaled \$384.5 million including \$169.2 million in the fourth quarter. Additionally, improved profitability measures including the trailing results of the acquired Innovia business, reduced the Company's leverage ratio<sup>(4)</sup>, to 1.81 times EBITDA<sup>(2)</sup>. Combined \$557.5 million cash-on-hand and US\$397.7 million undrawn capacity on our syndicated revolving credit facility strengthened the Company's balance sheet and liquidity positions. With a strong free cash flow outlook for 2018, the Board of Directors declared a 13.0% increase in the quarterly dividend to \$0.13 per Class B non-voting share and \$0.1275 per Class A voting share, payable to shareholders of record at the close of business on March 16, 2018, to be paid on March 30, 2018. Acquisitions continue to be a focus for excess free cash flow;

both bolt-on transactions such as the announced Fascia Graphics transaction that closed in January 2018 and larger opportunities as they come up for consideration.”

### **2017 Reporting Changes**

Reporting Segment Update: Subsequent to the acquisition of Innovia on February 28, 2017, the Company modified its Segment reporting disclosure. The Label Segment, or CCL Label, was renamed the CCL Segment or CCL, and now includes the results of the former Innovia Security operations. The new Innovia Segment includes the results of the Innovia films operations as well as the legacy films business previously included in the CCL Segment. Commencing the first quarter of 2018, the Container Segment will be reported within the Home & Personal Care business of the CCL Segment. Lastly, on June 5, 2017, the Company effected a 5:1 stock split on its Class A and Class B common shares. Unless otherwise noted, impacted amounts and share information included in this press release have been retroactively adjusted for the stock split as if such stock split occurred on the first day of the first period presented. Certain amounts in this press release may be slightly different than previously reported due to rounding of fractional shares as a result of the stock split.

### **2017 Fourth Quarter Highlights**

#### **CCL (formerly CCL Label)**

- Sales increased 16.2% to \$733.9 million, with 7.7% organic growth, 10.0% acquisition contribution and 1.5% negative currency translation
- Regional organic sales growth: low single digit in North America, mid-single digit in Latin America, high single digit in Europe and low-twenties in Asia Pacific
- 17.2% return on sales<sup>(1)</sup> including a strong CCL Secure performance
- Label joint ventures added \$0.01 earnings per Class B share
- Restructuring and transaction costs totaled \$3.2 million in the quarter predominantly related to the acquired CCL Secure business

#### **Avery**

- Sales down 5.3% to \$171.0 million, with 1.9% acquisition contribution offset by 3.9% organic decline and 3.3% negative currency translation
- Operating income<sup>(1)</sup> improved 14.6% on mix to \$40.7 million, 23.8% return on sales<sup>(1)</sup>
- European acquisitions met expectations

#### **Checkpoint**

- Sales up 0.7% to \$192.3 million, on organic growth of 4.0%, partially offset by 3.3% negative currency translation
- Operating income<sup>(1)</sup> improved 13.2% to \$30.9 million; 16.1% return on sales<sup>(1)</sup>
- \$8.0 million restructuring cost; total spending now \$35.5 million since acquisition, expect to conclude the programme in the first half of 2018
- A pre-acquisition legal reserve of \$15.6 million was settled in favour of the Company and included as income within restructuring and other costs

#### **Innovia**

- Sales were \$91.2 million
- Raw materials inflation persisted in the quarter; combined with higher amortization expense resulted in nominal profitability

## **Container**

- Sales down 16.5% to \$46.1 million with 13.8% organic sales decline and 2.7% negative currency translation
- Operating income<sup>(1)</sup> down nominally but return on sales<sup>(1)</sup> improved to 15.2%
- Rheinfelden Americas aluminum slug joint venture continues to record start-up losses

CCL will hold a conference call at 8:00 a.m. EST on February 22, 2018, to discuss these results. The analyst presentation will be posted on the Company's website.

To access this call, please dial:

1-844-347-1036 Toll Free  
1-209-905-5911 International Dial-In Number  
Optional Conference Passcode: 8979028

Audio replay service will be available from February 22, 2018, at 11:00 a.m. EST until March 12, 2018, at 12:00 p.m. EDT.

To access Conference Replay, please dial:  
1-855-859-2056 Toll Free  
1-404-537-3406 International Dial-In Number  
Conference Passcode: 8979028

For more information on CCL, visit our website - [www.cclind.com](http://www.cclind.com) or contact:

Sean Washchuk	Senior Vice President and Chief Financial Officer	416-756-8526
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## ***Forward-looking Statements***

This press release contains forward-looking information and forward-looking statements (hereinafter collectively referred to as "forward-looking statements"), as defined under applicable securities laws, that involve a number of risks and uncertainties. Forward-looking statements include all statements that are predictive in nature or depend on future events or conditions. Forward-looking statements are typically identified by the words "believes," "expects," "anticipates," "estimates," "intends," "plans" or similar expressions. Statements regarding the operations, business, financial condition, priorities, ongoing objectives, strategies and outlook of the Company, other than statements of historical fact, are forward-looking statements. Specifically, this press release contains forward-looking statements regarding the anticipated growth in sales, the impact of foreign currency exchange rates would be a headwind for the 2018 first quarter; income and profitability of the Company's segments; and the Company's expectations regarding general business and economic conditions.

Forward-looking statements are not guarantees of future performance. They involve known and unknown risks and uncertainties relating to future events and conditions including, but not limited to, the impact of competition; consumer confidence and spending preferences; general economic and geopolitical conditions; currency exchange rates; interest rates and credit availability; technological change; changes in government regulations; risks associated with operating and product hazards; and the Company's ability to attract and retain qualified employees. Do not unduly rely on forward-looking statements as the Company's actual results could differ materially from those anticipated in these forward-looking statements. Forward-looking statements are also based on a number of assumptions, which may prove to be incorrect, including, but not limited to, assumptions about the following: global economic environment and higher consumer spending; improved customer demand for the Company's products; continued historical growth trends, market growth in specific sectors and entering into new sectors; the Company's ability to provide a wide range of products to multinational customers on a global basis; the benefits of the Company's focused strategies and operational approach; the achievement of the Company's plans for improved efficiency and lower costs, including stable aluminum costs; the availability of cash and credit; fluctuations of currency exchange rates; fluctuations in resin prices; the Company's continued relations with its customers; the Company's estimated annual cost reductions and financial impact from the restructuring of the Checkpoint and Innovia acquisitions; and economic conditions. Should one or more

risks materialize or should any assumptions prove incorrect, then actual results could vary materially from those expressed or implied in the forward-looking statements. Further details on key risks can be found in the 2016 Annual Report, Management's Discussion and Analysis, particularly under Section 4: "Risks and Uncertainties." CCL Industries Inc.'s annual and quarterly reports can be found online at [www.cclind.com](http://www.cclind.com) and [www.sedar.com](http://www.sedar.com) or are available upon request.

Except as otherwise indicated, forward-looking statements do not take into account the effect that transactions or non-recurring or other special items announced or occurring after the statements are made may have on the Company's business. Such statements do not, unless otherwise specified by the Company, reflect the impact of dispositions, sales of assets, monetizations, mergers, acquisitions, other business combinations or transactions, asset write-downs or other charges announced or occurring after forward-looking statements are made. The financial impact of these transactions and non-recurring and other special items can be complex and depends on the facts particular to each of them and therefore cannot be described in a meaningful way in advance of knowing specific facts. The forward-looking statements are provided as of the date of this press release and the Company does not assume any obligation to update or revise the forward-looking statements to reflect new events or circumstances, except as required by law.

The financial information presented herein has been prepared on the basis of IFRS for financial statements and is expressed in Canadian dollars unless otherwise stated.

## Financial Information

# CCL Industries Inc.

## Consolidated statements of financial position Unaudited

In millions of Canadian dollars

	<u>As at December 31, 2017</u>	<u>As at December 31, 2016</u>
<b>Assets</b>		
<b>Current assets</b>		
Cash and cash equivalents	\$ 557.5	\$ 585.1
Trade and other receivables	821.3	672.2
Inventories	425.1	351.5
Prepaid expenses	33.6	25.8
Income taxes recoverable	13.1	26.2
Derivative instruments	1.0	0.1
<b>Total current assets</b>	<b>1,851.6</b>	<b>1,660.9</b>
<b>Non-current assets</b>		
Property, plant and equipment	1,514.7	1,216.9
Goodwill	1,580.7	1,131.8
Intangible assets	1,082.7	549.6
Deferred tax assets	28.8	21.2
Equity accounted investments	54.0	64.1
Other assets	31.5	34.3
<b>Total non-current assets</b>	<b>4,292.4</b>	<b>3,017.9</b>
<b>Total assets</b>	<b>\$ 6,144.0</b>	<b>\$ 4,678.8</b>
<b>Liabilities</b>		
<b>Current liabilities</b>		
Trade and other payables	\$ 1,018.4	\$ 844.5
Current portion of long-term debt	230.6	4.2
Income taxes payable	50.7	58.3
<b>Total current liabilities</b>	<b>1,299.7</b>	<b>907.0</b>
<b>Non-current liabilities</b>		
Long-term debt	2,100.8	1,597.1
Deferred tax liabilities	183.5	67.8
Employee benefits	333.6	279.3
Provisions and other long-term liabilities	17.8	52.4
Derivative instruments	50.7	-
<b>Total non-current liabilities</b>	<b>2,686.4</b>	<b>1,996.6</b>
<b>Total liabilities</b>	<b>3,986.1</b>	<b>2,903.6</b>
<b>Equity</b>		
Share capital	279.4	261.4
Contributed surplus	78.0	64.2
Retained earnings	1,853.4	1,450.5
Accumulated other comprehensive loss	(52.9)	(0.9)
<b>Total equity attributable to shareholders of the Company</b>	<b>2,157.9</b>	<b>1,775.2</b>
<b>Total liabilities and equity</b>	<b>\$ 6,144.0</b>	<b>\$ 4,678.8</b>

**CCL Industries Inc.**  
**Consolidated income statements**  
**Unaudited**

	<b>Three Months Ended</b>		<b>Twelve Months Ended</b>	
	<b><u>December 31</u></b>		<b><u>December 31</u></b>	
<i>In millions of Canadian dollars, except per share information</i>	<b>2017</b>	<b>2016</b>	<b>2017</b>	<b>2016</b>
Sales	\$ 1,234.5	\$ 1,058.4	\$ 4,755.7	\$ 3,974.7
Cost of sales	851.5	735.8	3,319.4	2,806.8
Gross profit	383.0	322.6	1,436.3	1,167.9
Selling, general and administrative expenses	190.5	173.0	751.5	612.8
Restructuring and other items	(4.2)	6.7	11.3	34.6
Earnings in equity accounted investments	(1.3)	(1.2)	(3.7)	(4.5)
	<b>198.0</b>	<b>144.1</b>	<b>677.2</b>	<b>525.0</b>
Finance cost	32.5	13.7	87.4	41.8
Finance income	(8.7)	(1.5)	(12.2)	(3.9)
Net finance cost	23.8	12.2	75.2	37.9
<b>Earnings before income tax</b>	<b>174.2</b>	<b>131.9</b>	<b>602.0</b>	<b>487.1</b>
Income tax expense	4.8	33.6	127.9	140.8
<b>Net earnings</b>	<b>\$ 169.4</b>	<b>\$ 98.3</b>	<b>\$ 474.1</b>	<b>\$ 346.3</b>
<b>Attributable to:</b>				
Shareholders of the Company	\$ 169.4	\$ 98.4	\$ 474.1	\$ 346.8
Non-controlling interest	-	(0.1)	-	(0.5)
<b>Net earnings</b>	<b>\$ 169.4</b>	<b>\$ 98.3</b>	<b>\$ 474.1</b>	<b>\$ 346.3</b>
<b>Earnings per share</b>				
Basic earnings per Class B share	\$ 0.97	\$ 0.56	\$ 2.70	\$ 1.98
Diluted earnings per Class B share	\$ 0.95	\$ 0.55	\$ 2.66	\$ 1.95

# CCL Industries Inc.

## Consolidated statements of cash flows

### Unaudited

<i>In millions of Canadian dollars</i>	Three Months Ended December 31		Twelve Months Ended December 31	
	2017	2016	2017	2016
<b>Cash provided by (used for)</b>				
<b>Operating activities</b>				
Net earnings	\$ 169.4	\$ 98.3	\$ 474.1	\$ 346.3
Adjustments for:				
Depreciation and amortization	66.5	54.7	259.2	203.7
Earnings from equity accounted investments, net of dividends received	(1.3)	(1.3)	(1.2)	(1.7)
Net finance costs	23.8	12.2	75.2	37.9
Current income tax expense	40.4	20.6	155.2	126.0
Deferred taxes	(35.6)	13.0	(27.3)	14.8
Equity-settled share-based payment transactions	1.3	3.9	19.7	15.4
Loss (gain) on sale of property, plant and equipment	0.5	(0.2)	(0.9)	(1.4)
	265.0	201.2	954.0	741.0
Change in inventories	15.7	35.9	8.1	61.3
Change in trade and other receivables	27.5	62.0	(36.1)	22.8
Change in prepaid expenses	6.1	4.0	(7.5)	(4.4)
Change in trade and other payables	37.7	(0.2)	3.6	(100.1)
Change in income taxes receivable and payable	3.6	(5.4)	8.4	(2.5)
Change in employee benefits	(3.7)	3.8	10.7	16.6
Change in other assets and liabilities	(2.3)	(3.5)	(8.1)	(9.9)
	349.6	297.8	933.1	724.8
Net interest paid	(15.5)	(3.0)	(67.3)	(36.0)
Income taxes paid	(47.8)	(40.7)	(154.6)	(124.8)
<b>Cash provided by operating activities</b>	<b>286.3</b>	<b>254.1</b>	<b>711.2</b>	<b>564.0</b>
<b>Financing activities</b>				
Proceeds on issuance of long-term debt	-	(2.9)	1,186.6	835.2
Repayment of debt	(169.2)	(69.9)	(384.5)	(302.2)
Proceeds from issuance of shares	0.6	-	12.1	5.6
Purchase of shares held in trust	-	-	-	(28.8)
Dividends paid	(20.4)	(17.6)	(81.2)	(70.2)
<b>Cash provided by (used for) financing activities</b>	<b>(189.0)</b>	<b>(90.4)</b>	<b>733.0</b>	<b>439.6</b>
<b>Investing activities</b>				
Additions to property, plant and equipment	(47.0)	(33.9)	(285.7)	(234.7)
Proceeds on disposal of property, plant and equipment	0.4	2.7	12.8	9.3
Business acquisitions and other long-term investments	(7.6)	(2.8)	(1,191.4)	(571.4)
<b>Cash used for investing activities</b>	<b>(54.2)</b>	<b>(34.0)</b>	<b>(1,464.3)</b>	<b>(796.8)</b>
Net increase (decrease) in cash and cash equivalents	43.1	129.7	(20.1)	206.8
Cash and cash equivalents at beginning of period	512.9	458.3	585.1	405.7
Translation adjustments on cash and cash equivalents	1.5	(2.9)	(7.5)	(27.4)
<b>Cash and cash equivalents at end of the period</b>	<b>\$ 557.5</b>	<b>\$ 585.1</b>	<b>\$ 557.5</b>	<b>\$ 585.1</b>



# CCL Industries Inc.

## Segment Information Unaudited

In millions of Canadian dollars

	<u>Sales</u>				<u>Operating income</u>			
	<u>Three Months Ended December 31</u>				<u>Twelve Months Ended December 31</u>			
	<u>2017</u>	<u>2016</u>	<u>2017</u>	<u>2016</u>	<u>2017</u>	<u>2016</u>	<u>2017</u>	<u>2016</u>
CCL	\$ 733.9	\$ 631.8	\$ 126.4	\$ 90.7	\$ 2,823.1	\$ 2,497.6	\$ 444.8	\$ 378.0
Avery	171.0	180.5	40.7	35.5	752.9	787.7	164.5	166.8
Checkpoint	192.3	190.9	30.9	27.3	675.2	459.0	87.4	28.2
Innovia	91.2	-	0.1	-	308.2	-	14.6	-
Container	46.1	55.2	7.0	7.1	196.3	230.4	26.2	30.3
Total operations	\$ 1,234.5	\$ 1,058.4	\$ 205.1	\$ 160.6	\$ 4,755.7	\$ 3,974.7	\$ 737.5	\$ 603.3
Corporate expense			(12.6)	(11.0)			(52.7)	(48.2)
Restructuring and other items			4.2	(6.7)			(11.3)	(34.6)
Earnings in equity accounted investments			1.3	1.2			3.7	4.5
Finance cost			(32.5)	(13.7)			(87.4)	(41.8)
Finance income			8.7	1.5			12.2	3.9
Income tax expense			(4.8)	(33.6)			(127.9)	(140.8)
Net earnings			\$ 169.4	\$ 98.3			\$ 474.1	\$ 346.3

	<u>Total assets</u>		<u>Total liabilities</u>		<u>Depreciation and amortization</u>		<u>Capital expenditures</u>	
	<u>December 31</u>		<u>December 31</u>		<u>December 31</u>		<u>December 31</u>	
	<u>2017</u>	<u>2016</u>	<u>2017</u>	<u>2016</u>	<u>2017</u>	<u>2016</u>	<u>2017</u>	<u>2016</u>
CCL	\$ 3,172.9	\$ 2,451.9	\$ 775.4	\$ 639.5	\$ 172.5	\$ 152.6	\$ 218.6	\$ 194.8
Avery	593.4	566.6	197.1	201.3	16.1	16.1	13.8	16.2
Checkpoint	941.0	935.8	417.4	441.8	29.0	18.7	23.3	5.9
Innovia	751.5	-	160.5	-	27.4	-	10.9	-
Container	140.1	156.1	46.2	42.3	13.3	15.3	18.7	17.8
Equity accounted investments	54.0	64.1	-	-	-	-	-	-
Corporate	491.1	504.3	2,389.5	1,578.7	0.9	1.0	0.4	-
Total	\$ 6,144.0	\$ 4,678.8	\$ 3,986.1	\$ 2,903.6	\$ 259.2	\$ 203.7	\$ 285.7	\$ 234.7

## Non-IFRS Measures

<sup>(1)</sup> Operating income and operating income margin are key non-IFRS financial measures used to assist in understanding the profitability of the Company's business units. Operating income is defined as earnings before corporate expenses, net finance cost, goodwill impairment loss, earnings in equity accounted investments, restructuring and other items, and taxes. Operating income margin, also known as return on sales, is defined as operating income over sales.

<sup>(2)</sup> EBITDA is a critical non-IFRS financial measure used extensively in the packaging industry and other industries to assist in understanding and measuring operating results. EBITDA is also considered as a proxy for cash flow and a facilitator for business valuations. This non-IFRS financial measure is defined as earnings before net finance cost, taxes, depreciation and amortization, goodwill impairment loss, non-cash acquisition accounting adjustments to finished goods inventory, earnings in equity accounted investments and restructuring and other items. Calculations are provided below to reconcile operating income to EBITDA. The Company believes that this is an important measure as it allows management to assess the ongoing business without the impact of net finance cost, depreciation and amortization and income tax expenses, as well as non-operating factors and one-time items. As a proxy for cash flow, it is intended to indicate the Company's ability to incur or service debt and to invest in property, plant and equipment, and it allows management to compare the business to those of the Company's peers and competitors who may have different capital or organizational structures. EBITDA is tracked by financial analysts and investors to evaluate financial performance and is a key metric in business valuations. EBITDA is considered an important measure by lenders to the Company and is included in the financial covenants included in the senior notes and bank lines of credit.

### Reconciliation of operating income to EBITDA

#### Unaudited

(In millions of Canadian dollars)

	Three months ended December 31		Twelve months ended December 31	
	2017	2016	2017	2016
<u>Sales</u>				
CCL	\$ 733.9	\$ 631.8	\$ 2,823.1	\$ 2,497.6
Avery	171.0	180.5	752.9	787.7
Checkpoint	192.3	190.9	675.2	459.0
Innovia	91.2	-	308.2	-
Container	46.1	55.2	196.3	230.4
Total sales	\$ 1,234.5	\$ 1,058.4	\$ 4,755.7	\$ 3,974.7
<u>Operating income</u>				
CCL	\$ 126.4	\$ 90.7	\$ 444.8	\$ 378.0
Avery	40.7	35.5	164.5	166.8
Checkpoint	30.9	27.3	87.4	28.2
Innovia	0.1	-	14.6	-
Container	7.0	7.1	26.2	30.3
Total operating income	205.1	160.6	737.5	603.3
Less: Corporate expenses	(12.6)	(11.0)	(52.7)	(48.2)
Add: Depreciation & amortization	66.5	54.7	259.2	203.7
Add: Non-cash acquisition accounting adjustment to finished goods inventory	-	-	15.2	33.9
<b>EBITDA</b>	<b>\$ 259.0</b>	<b>\$ 204.3</b>	<b>\$ 959.2</b>	<b>\$ 792.7</b>

(3) Adjusted basic earnings per Class B share is an important non-IFRS measure to assist in understanding the ongoing earnings performance of the Company excluding items of a one-time or non-recurring nature. It is not considered a substitute for basic net earnings per Class B share but it does provide additional insight into the ongoing financial results of the Company. This non-IFRS financial measure is defined as basic net earnings per Class B share excluding gains on business dispositions, goodwill impairment loss, non-cash acquisition accounting adjustments to finished goods inventory, restructuring and other items, and tax adjustments.

Reconciliation of Basic Earnings per Class B Share to Adjusted Basic Earnings per Class B Share

Unaudited

	<b>Three months ended December 31</b>		<b>Twelve months ended December 31</b>	
	<b>2017</b>	<b>2016</b>	<b>2017</b>	<b>2016</b>
Basic earnings per Class B Share	\$ 0.97	\$ 0.56	\$ 2.70	\$ 1.98
Net loss from restructuring and other items	-*	0.03	0.07	0.15
Non-cash acquisition accounting adjustment related to finished goods inventory	-	-	0.06	0.15
TCJA remeasurement of deferred tax on indefinite life intangibles	(0.14)	-	(0.14)	-
<b>Adjusted Basic Earnings per Class B Share</b>	<b>\$ 0.83</b>	<b>\$ 0.59</b>	<b>\$ 2.69</b>	<b>\$ 2.28</b>

\* The net after tax impact of restructuring and other items was nominal.

(4) Leverage ratio is a measure that indicates the Company's ability to service its existing debt. Leverage ratio is calculated as net debt divided by EBITDA.

	<b>December 31, 2017</b>
Unaudited (In millions of Canadian dollars)	
Current debt	\$ 230.6
Long-term debt	2,100.8
Total debt	2,331.4
Cash and cash equivalents	(557.5)
Net debt	\$ 1,773.9
Proforma EBITDA for 12 months ending December 31, 2017 (see below)	\$ 981.8
<b>Leverage Ratio</b>	<b>1.81</b>
EBITDA for 12 months ended December 31, 2017	\$ 959.2
add: Innovia EBITDA	22.6
<b>Proforma EBITDA for 12 months ended December 31, 2017</b>	<b>\$ 981.8</b>

## Supplemental Financial Information

### Sales Change Analysis Revenue Growth Rates (%)

	Three Months Ended December 31, 2017				Twelve Months Ended December 31, 2017			
	Organic Growth	Acquisition Growth	FX Translation	Total	Organic Growth	Acquisition Growth	FX Translation	Total
CCL	7.7%	10.0%	(1.5%)	16.2%	6.2%	8.3%	(1.5%)	13.0%
Avery	(3.9%)	1.9%	(3.3%)	(5.3%)	(4.6%)	1.9%	(1.7%)	(4.4%)
Checkpoint	4.0%	-	(3.3%)	0.7%	(1.0%)	50.1%	(2.0%)	47.1%
Innovia	-	100.0%	-	100.0%	-	100.0%	-	100.0%
Container	(13.8%)	-	(2.7%)	(16.5%)	(12.9%)	-	(1.9%)	(14.8%)
Total	3.9%	14.9%	(2.2%)	16.6%	2.1%	19.1%	(1.6%)	19.6%

### Business Description

**CCL Industries Inc.** employs approximately 20,000 people operating 167 production facilities in 39 countries with corporate offices in Toronto, Canada, and Framingham, Massachusetts. **CCL** is the world's largest converter of pressure sensitive and extruded film materials for a wide range of decorative, instructional, functional and security applications for government institutions and large global customers in the consumer packaging, healthcare and chemicals, consumer electronic device and automotive markets. Extruded and laminated plastic tubes, folded instructional leaflets, precision decorated and die cut components, electronic displays, polymer bank note substrate and other complementary products and services are sold in parallel to specific end-use markets. **Avery** is the world's largest supplier of labels, specialty converted media and software solutions to enable short-run digital printing in businesses and homes alongside complementary products sold through distributors and mass market retailers. **Checkpoint** is a leading developer of RF and RFID based technology systems for loss prevention and inventory management including labeling and tagging solutions for the global retail and apparel industries. **Innovia** is a leading global producer of specialty, high performance, multi-layer, surface engineered films for label, packaging and security applications. **Container** is a leading producer of impact extruded aluminum aerosol cans and specialty bottles for consumer packaged goods and healthcare customers in the United States and Mexico. The **Company** is also backward integrated into materials science with capabilities in polymer extrusion, adhesive development, coating and lamination, surface engineering and metallurgy that are deployed across all five business segments.