

# McCornick Brings Passion to Flavor™

## McCormick & Company, Inc.

Presentation at Consumer Analyst Group of NY Conference February 19, 2014









#### Forward-looking statement

Certain information contained in these materials and our remarks are "forward-looking statements" within the meaning of Section 21E of the Securities Exchange Act of 1934. These statements may be identified by the use of words such as "may," "will," "expect," "should," "anticipate," "believe" and "plan." These statements may relate to: the expected results of operations of businesses acquired by us, the expected impact of raw material costs and our pricing actions on our results of operations and gross margins, the expected productivity and working capital improvements, expectations regarding growth potential in different geographies and markets, expected trends in net sales and earnings performance and other financial measures, the expectations of pension and postretirement plan contributions and anticipated charges associated with such plans, the holding period and market risks associated with financial instruments, the impact of foreign exchange fluctuations, the adequacy of internally generated funds and existing sources of liquidity, such as the availability of bank financing, our ability to issue additional debt or equity securities and our expectations regarding purchasing shares of our common stock under the existing authorizations.

These and other forward-looking statements are based on management's current views and assumptions and involve risks and uncertainties that could significantly affect expected results. Results may be materially affected by factors such as: damage to our reputation or brand name; loss of brand relevance; increased private label use; product quality, labeling, or safety concerns; negative publicity about our products; business interruptions due to natural disasters or unexpected events; actions by, and the financial condition of, competitors and customers; our ability to achieve expected and/or needed cost savings or margin improvements; the successful acquisition and integration of new businesses; issues affecting our supply chain and raw materials, including fluctuations in the cost and availability of raw and packaging materials; government regulation, and changes in legal and regulatory requirements and enforcement practices; global economic and financial conditions generally, including the availability of financing, and interest and inflation rates; the investment return on retirement plan assets, and the costs associated with pension obligations; foreign currency fluctuations; the stability of credit and capital markets; risks associated with our information technology systems, the threat of data breaches and cyber attacks; volatility in our effective tax rate; climate change; infringement of our intellectual property rights, and those of customers; litigation, legal and administrative proceedings; and other risks described in the company's filings with the Securities and Exchange Commission.

Actual results could differ materially from those projected in the forward-looking statements. We undertake no obligation to update or revise publicly any forward-looking statements, whether as a result of new information, future events or otherwise, except as may be required by law. Unless otherwise indicated herein, information provided in these materials represents our consolidated business activities consistent with the standards of US GAAP and does not represent any of the activities of any one particular legal entity that is part of the consolidated enterprise.



# Celebrating 125 years



## Then

- 4-person business with root beer and flavoring extracts, fruit syrups
- Flavor was finite: salt and pepper
- Make the best!

### Now

- Global leader with brands in 125 countries and territories
- Explosion of flavor: 40 seasonings in pantry
- Make the best!





# Celebrating 125 years







# 10,000 employees united by a passion for flavor



# Our mission: To save your world from boring food







# A thought leader in flavor

"STREET TRUCK STYLE" CHICKEN JALFREZI NAAN WRAP





















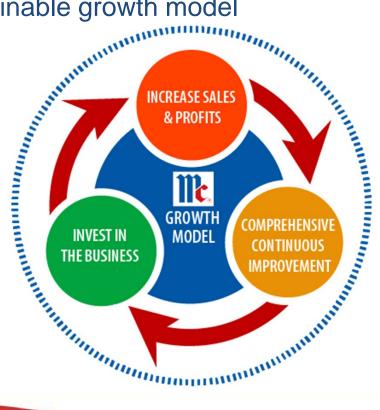


# A leader in sourcing and quality



McCormick Brings Passion to Flavor

















#### Meeting challenges and adapting

- 5% category growth U.S. herbs, spices and seasonings throughout 2013
- Sales growth in U.S. consumer business slowed in 2H 2013
- Share gains by private label and smaller competitors



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Meeting challenges and adapting... "win" with U.S. consumer business

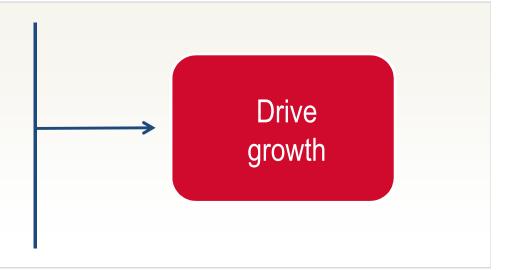
#### Strengthening brand equity with the consumer

- Increased investment in marketing
- Insight-based innovation



#### Winning at retail

- Realigned sales organization
- Investing in insights and analytics
- Category leadership program







#### Resiliency that yields long-term growth in dynamic market

- Leading positions in growing categories
- Breadth of products ... from value-priced to premium
- Flavors for all types of eating occasions
- Market-leading customers
- Expanding geographic presence







Resiliency that yields long-term growth in dynamic market

Flavor: **90%** 



Cost: 10%



While our products are just 10% of the cost of your meal, they deliver 90% of the flavor









An advantaged category: Flavor!

## Demand for flavor is global & growing...









Source: The Alcott Group: McCormick Consumer Segmentation









# People – Ready talent, fully engaged

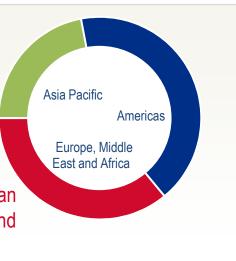


#### A Global Workforce



- Talent to win
- Enhanced leadership capability
  - Organizational capacity to fuel business growth

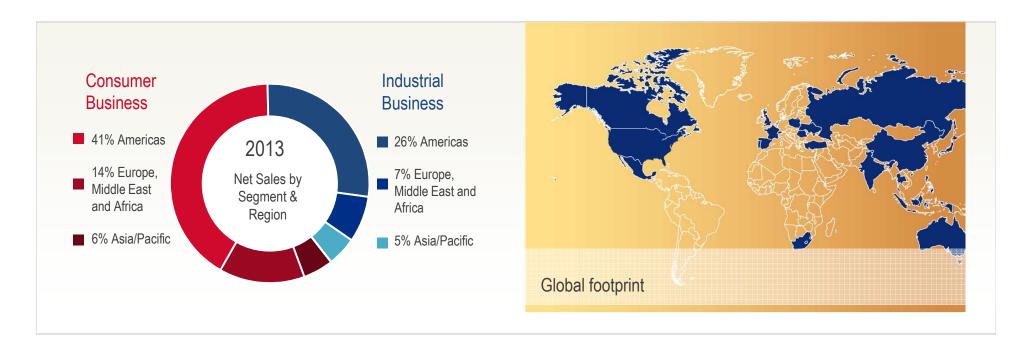
We employ more than 10,000 people around the world



McCornick Brings Passion to Flavor



# Growth – Win share with global focus





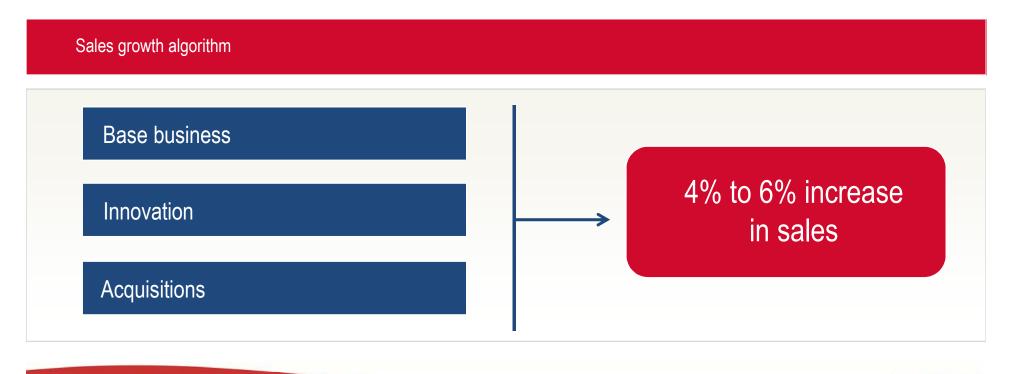
# Performance – Superior results, consistently delivered







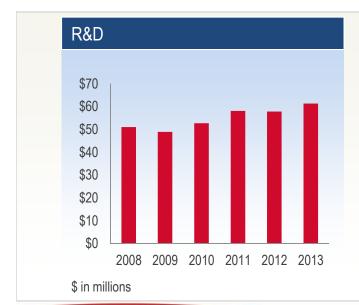
# Performance – Superior results, consistently delivered

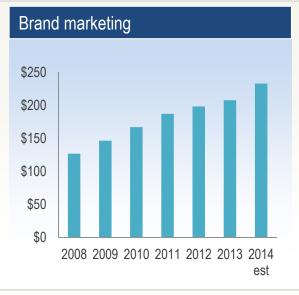




## Performance – Superior results, consistently delivered

#### Investing in R&D, brand marketing and acquisitions







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# Strategic imperatives driving success







# Global leadership



McCornick Brings Passion to Flavor™











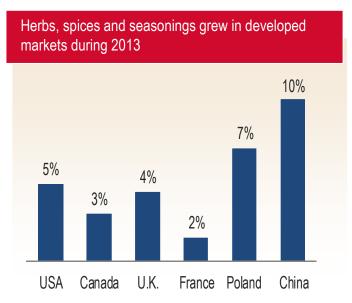
# Strategic imperatives driving success







# Strong retail growth in core category



Source: 52 week dollar sales for herbs, spices and seasonings category from syndicated 2013 reports

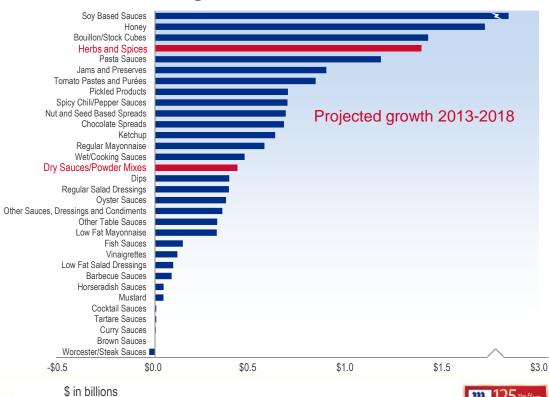


Source: Euromonitor International 12/13



# Strong retail growth projection across flavor categories

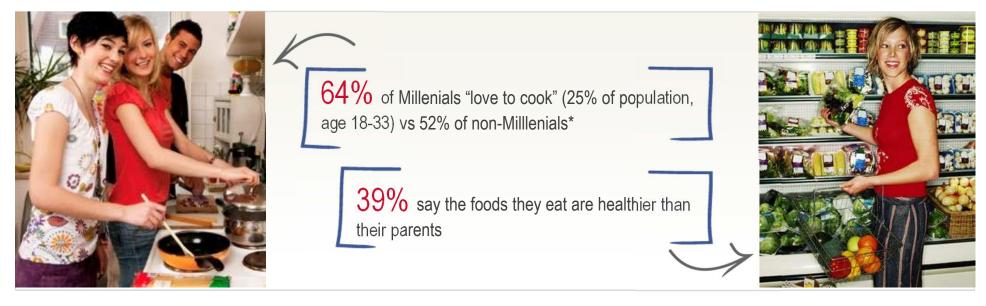
Globally, growth is projected across a number of flavor categories



Source: Euromonitor International 12/13

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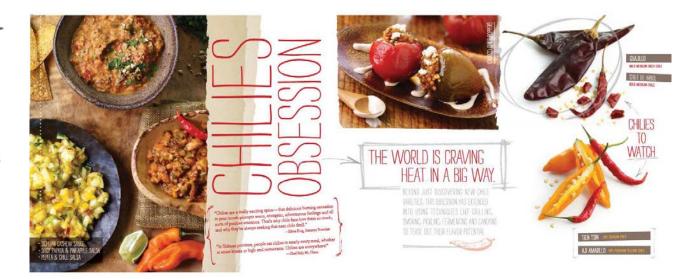


<sup>\* &</sup>quot;American Millenials: Deciphering the Enigma Generation"; 2011 study by Barkley Service Management Group and BCG





54% of consumers prefer hot or spicy sauces, dips or condiments, up from 46% two years earlier\*



Source: Technomics; "Interesting Heat:" Global Expansion in Spicy, Zesty Flavours Enters New Phase, Euromonitor, Michael Schaefer, 6.14.12



46% "want to know how to make food from other cultures"

Cuisine specific or ethnic fare now accounts for 44% of all U.S. flavoring occasions



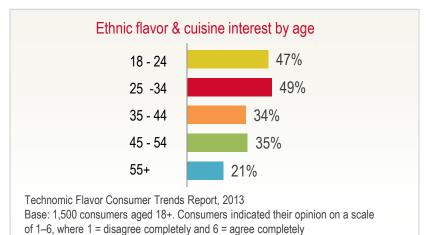






Source: The Alcott Group: McCormick Consumer Segmentation; April 2012 / HRCP Market Map; July 2012

"I am more interested in ethnic flavors and cuisines than I was a year ago"

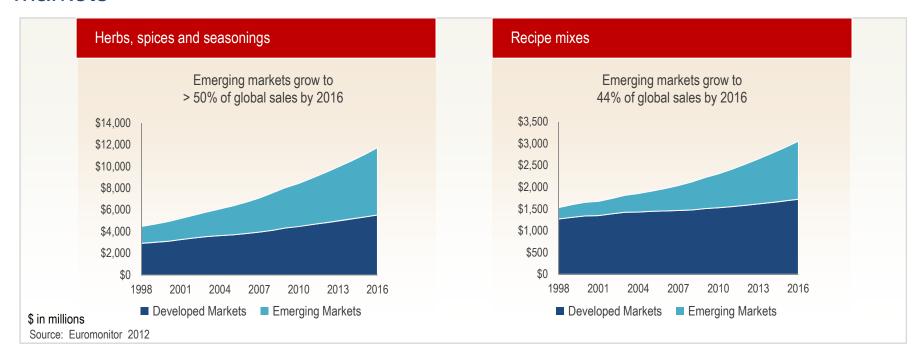








# Consumer demand for flavor growing in both developed and emerging markets





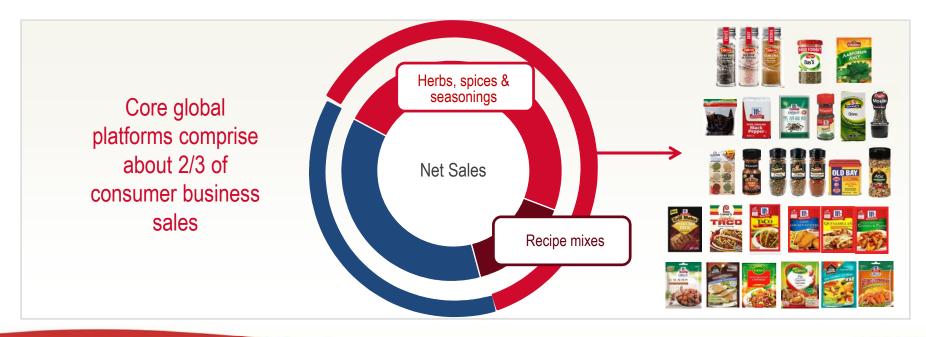
# Consumer business: growth strategies

Drive platforms globally

Build enduring consumer— differentiated brands

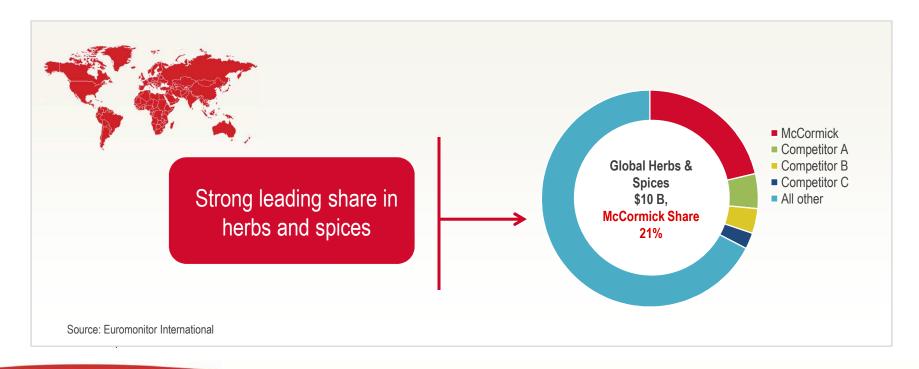
Accelerate scalable geographic customer innovation footprint intimacy





McCornick Brings Passion to Flavor

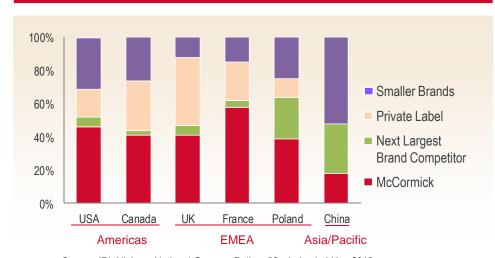


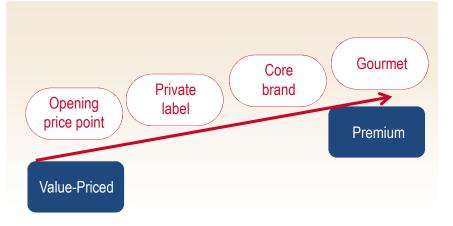




Leading share of herbs, spices and seasonings

Flavor solutions at every price point





Source: IRI, Nielsen, National Grocery Dollars 52 wks/ended Nov 2013



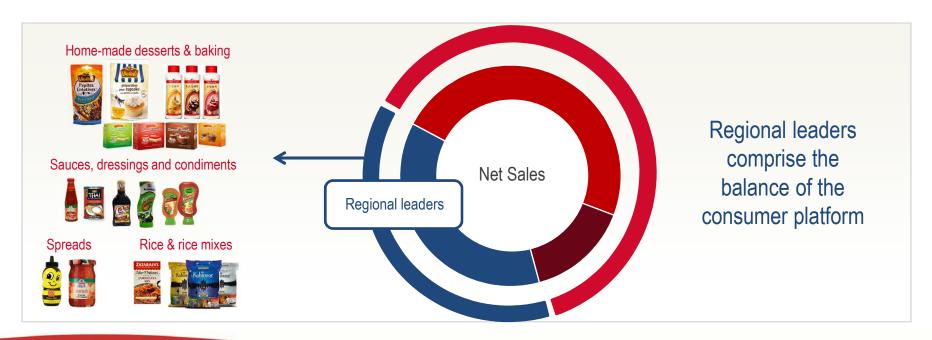








#### Drive platforms globally: regional leaders







#### Drive platforms globally: regional leaders





48% share Asian convenience in U.S.













share mayonnaise in Mexico JV



Note: Share information based on 2013 syndicated scanner data.



























# Consumer business: growth strategies

Drive platforms globally

Build enduring consumer—differentiated brands

Accelerate Expand Superior geographic customer innovation footprint intimacy





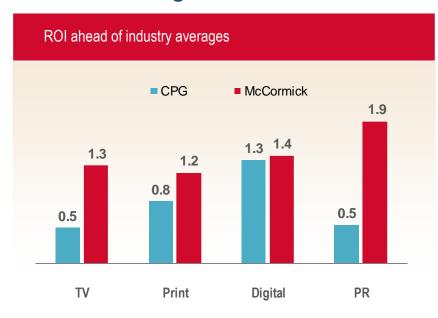
# Building brand equity in U.S. with mega-themed events Comply Asia Simply Asia Kitchen Basics SAVE 52 MINIORITY SAVE 54 MI



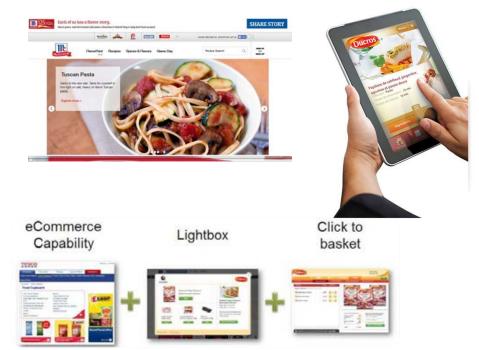






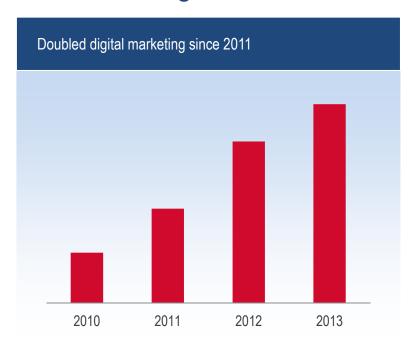


2012 U.S. Marketing Mix Analysis prepared by Marketing Management Analytics







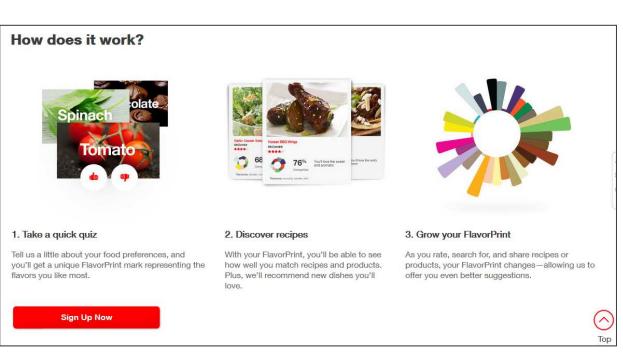








Find the flavorful foods you love and discover the ones you're about to.









Average Visit Duration +17 Minutes

**6X** Higher Pages / Visit

**2** Global Cannes Awards most prestigious industry award

Saved Recipes +14%

per user vs. old site and total saves already 67% of previous site's 5 year history

Ratings & Reviews Up

surpassing previous site's 5 year history

McCormick Brings Passion to Flavor



# Consumer business: growth strategies

Drive platforms globally

Build enduring consumer—differentiated brands

Accelerate Expand Superior geographic customer innovation footprint intimacy



# Consumer business: growth strategies

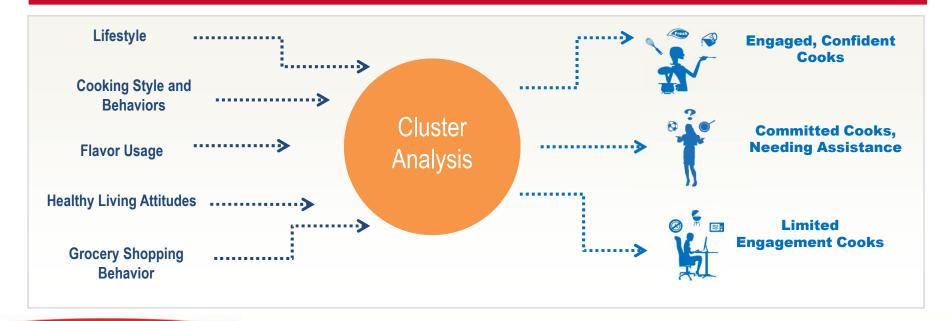
Drive platforms globally

Build enduring consumer— differentiated brands

Accelerate Expand Superior geographic customer innovation footprint intimacy



#### Three global mega consumer segments identified



...and four global mega consumer approaches to cooking

**Everyday** Solutions

45%



Wholesome Family Pleasing 20%



Make it Easy 19%

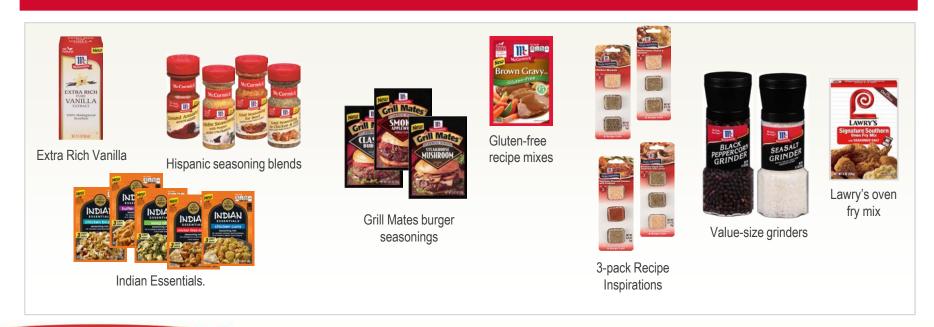


Make it Impressive 16%



#### Accelerate scalable innovation: Americas region

#### ...for every cook & cooking approach



#### Accelerate scalable innovation: EMEA, Asia/Pacific regions

#### ...for every cook & cooking approach



Ducros gourmet in France



seasonings in U.K.



13 spice blend in China



Limited edition



Limited edition recipe mixes in U.K.



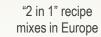
Flavour Shots in U.K.





Marinade in a Bag in Australia





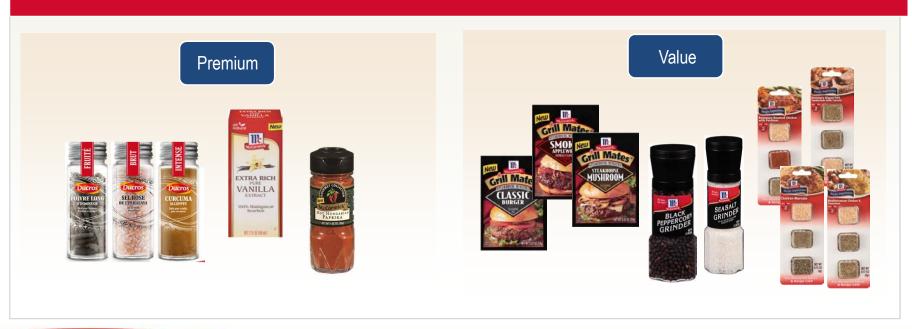


mixes in China





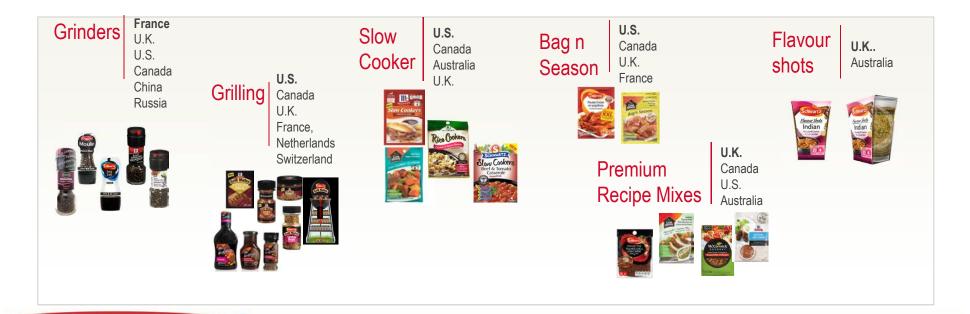
Consumer insight-informed global innovation Premium to Value





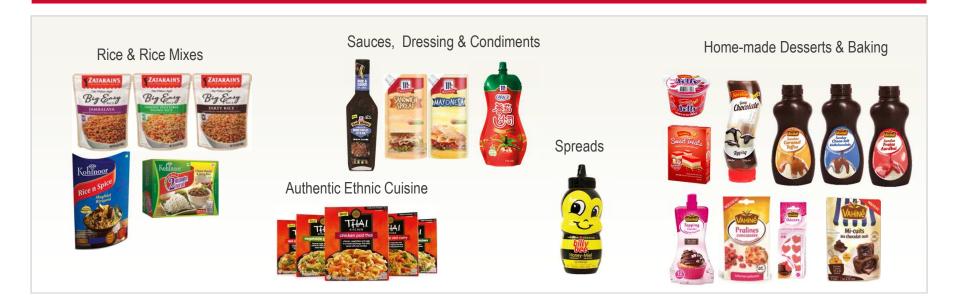


Taking innovation success globally





Our innovation efforts include a robust pipeline of new products for our Regional Leaders













# Consumer business: growth initiatives





These insights reflect emerging trends and key cultural influences that are shaping the tastes of tomorrow. Together, they tell an exciting story about how people except where are coming together for more diverse, colorful and flue of til meals than ever before.







# Consumer business: growth strategies

Drive platforms globally

Build enduring consumer— differentiated brands

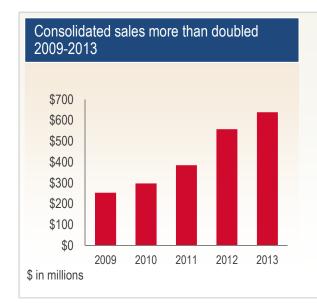
Accelerate scalable innovation

innovation

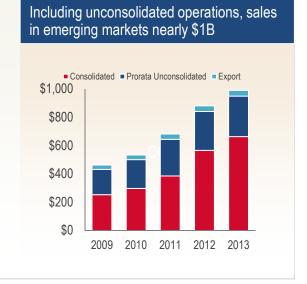
Expand geographic customer footprint

intimacy

We have a growing presence in emerging markets







#### Acquisition criteria

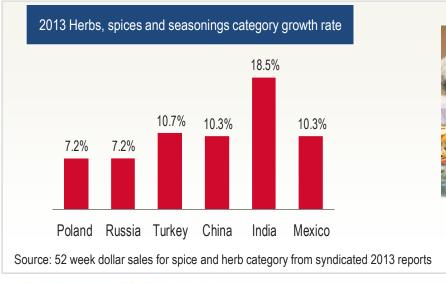
- Emphasis on emerging markets, strong category position, good growth potential
- Financially disciplined, clear business plan, effective integration plan, strong leadership.
- Adding businesses that are quickly accretive with a minimum of risk







#### Expansion priorities align with 6 most attractive markets







Solid presence in key emerging markets that offer strong potential for continued growth









# Consumer business: growth strategies

Drive platforms globally

Build enduring consumer— differentiated brands

Accelerate scalable geographic innovation footprint

Expand Superior customer footprint intimacy





Advantaged position as category leader

# Category leader Innovation and marketing

- Quality products at every
- price point Insights and analytics

#### Enables collaboration on:

- ✓ Merchandising
- ✓ Product assortment
- ✓ Pricing
- ✓ Basket building
- ✓ Loyalty







#### Bringing value to the retailer







#### Adapting to win in a changing retail environment

- Full category solution for value channel
- Mini-fixtures and category resources for small urban stores
- Digital content and services for e-commerce



Shelf Ready Packaging













**Exclusive Branded SKUs** 





#### Delivering e-retailing category leadership globally

- Digital sales resources and capabilities
- Digital/ecommerce category leadership
- Digital shopper marketing
- ecommerce collaboration









Meeting challenges and adapting... "win" in U.S. consumer business

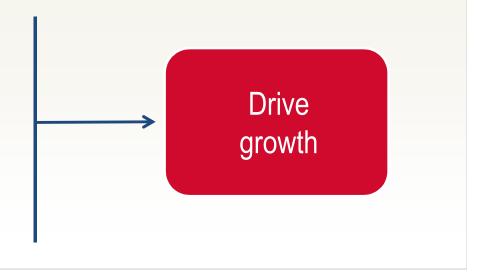
#### Strengthening brand equity with the consumer

- Increased investment in marketing
- Insight-based innovation



#### Winning at retail

- Realigned sales organization
- Investing in insights and analytics
- Category leadership program

























Winning at retail through category leadership

#### RECOMMENDATION

Optimized shelf space and product assortment

- Increase space for unique items
- Remove low-contributing, duplicative items
- Eliminate competitive gourmet rack

Change recipe mix pricing strategy

- Provide everyday value
- Encourage multiple product purchases

#### **RESULTS**

- Category sales Up 5%
- McCormick sales up 8%
- Category sales up 8% with higher profit
- McCormick sales up 24% vs year ago





Meeting challenges and adapting... "win" in U.S. consumer business

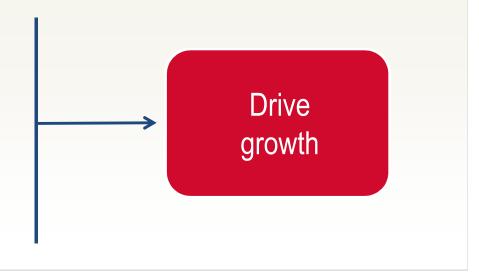
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# Consumer business: growth strategies

Drive platforms globally

Build enduring consumer—differentiated brands

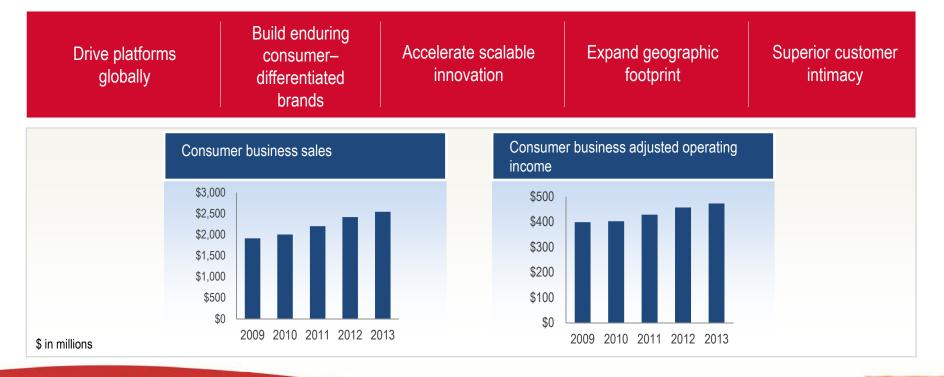
Accelerate scalable geographic footprint

Superior customer intimacy





# Consumer business: growth strategies







# flavoroftogether.com #flavorstory





# Strategic imperatives driving success

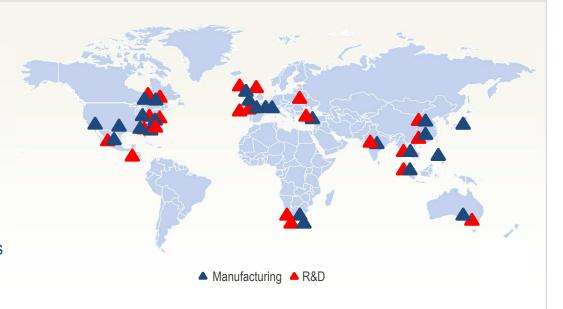




## Industrial business contributing to financial performance

#### Industrial business

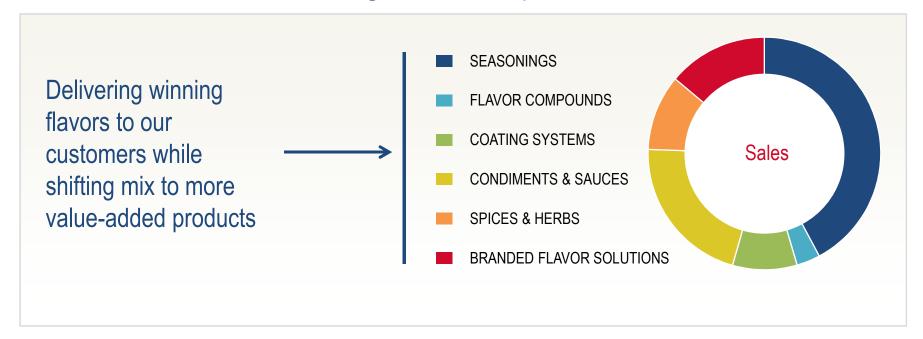
- \$1.6 billion in sales
- Balanced customer mix
- 25 manufacturing locations and 22 technical innovation centers
- Balanced product portfolio
- Contributing to long-term financial objectives





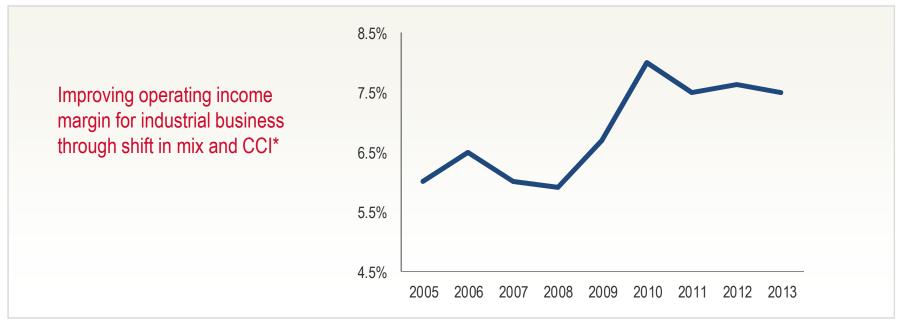


#### Industrial business contributing to financial performance





#### Industrial business contributing to financial performance

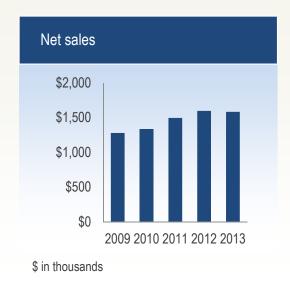


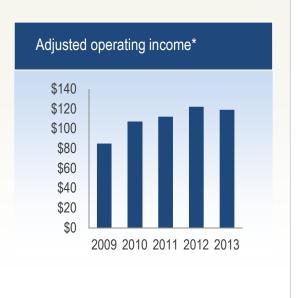
<sup>\*</sup> Based on industrial business operating income, excluding items affecting comparability. See reconciliation at end of presentation.



#### Industrial business an important contributor to financial performance

Delivered average annual increases of 6% in sales and 9% in profit



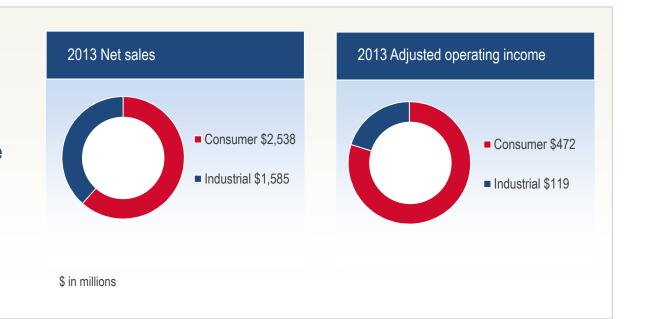


<sup>\*</sup> Industrial business operating income, excluding items affecting comparability. See reconciliation at end of presentation



## Consumer and industrial segments role in portfolio

- In 2013, our Consumer business contributed 80% and Industrial business 20% of adjusted operating income
- On an ROIC basis, the consumer and industrial businesses have a similar contribution





# Consumer and industrial segments role in portfolio

Business shifting toward consumer largely due to acquisitions

Shift of >1 percentage point per year during past decade

% Net sales										
	2003	2013	Change							
Consumer	51%	62%	+11%							
Industrial	49%	38%	-11%							



## Emerging markets projected at 20% of sales by 2015

Increasing percentage of sales in higher growth emerging markets

An average of over 140 basis points per year over last 5 years

	% Net sales									
	2008	2013								
Emerging	8%	15%								
Developed	92%	85%								



## Strong track record with acquisitions

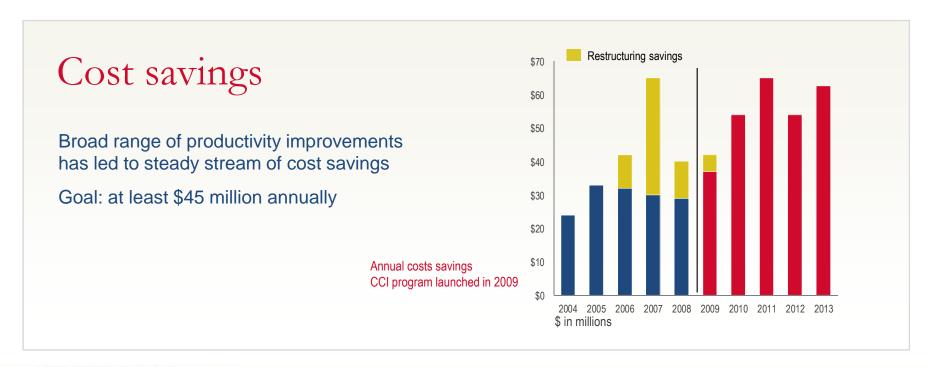


# Long-term financial objectives



Sales growth	4-6%
Operating income	7-9%
EPS	9-11%
Dividend yield (40% payout)	2%
Total shareholder return	11-13%





- Vendor consolidation
- High-speed equipment and automation
- Process reliability
- Streamline selling, general & administration
- System technology
- Sustainability





#### Progress toward 2018 environmental goals



Goal Target	2018 Goal (based on 2009 baseline)	Progress through 2013
Packaging	25% reduction in global bottle packaging weight	15%
Water Usage	Reduce water use by 20%	6%
Electricity	Reduce electricity use by 20%	6%
Solid Waste	Reduce solid waste by 50%	39%



#### Goals for 2018 Corporate social responsibility







#### 2014 Financial outlook

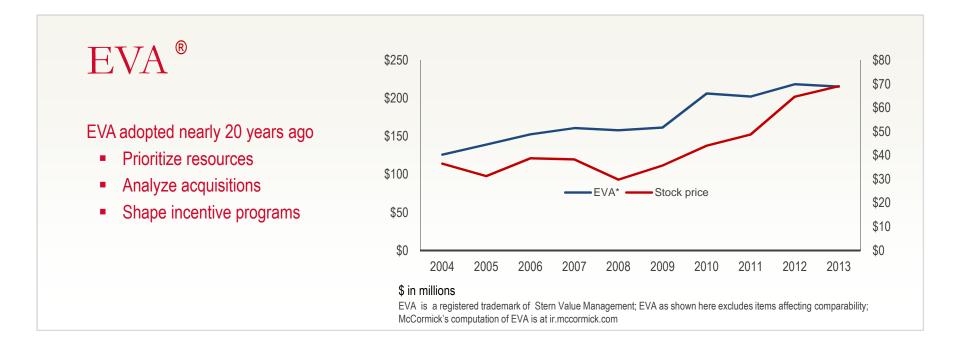


Sales growth in local currency	3% to 5%
Increase in operating income *	6% to 8%
Earnings per share	\$3.22 - \$3.29

<sup>\*</sup> From adjusted operating income of \$591 million in 2013. See reconciliation of GAAP to non-GAAP financial measures at ir.mccormick.com



#### Economic Value Added®



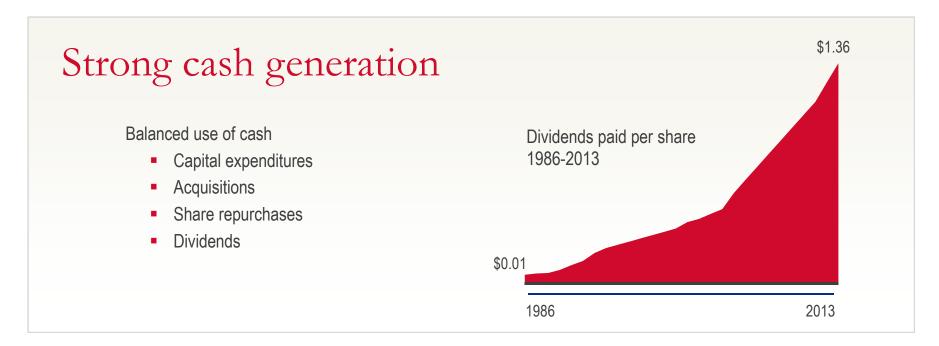
#### Balanced use of cash

# Strong cash generation Balanced use of cash Capital expenditures Acquisitions Share repurchases Dividends Uses of cash 2004-2013 Dividends Acquisitions Acquisitions Capital expenditures

## Accretive share repurchase activity



## Committed to dividend payments





# Strategic imperatives driving success







# McCormick brings passion to flavor







#### McCormick – key takeaways

- Consumer demand for flavor is growing worldwide
- Leading share in on-trend categories and full range of flavors
- Product portfolio and geographic presence provides balance and multiple avenues for growth in developed and emerging markets
- Sound fundamentals: experienced leaders and effective growth strategy





McCornick Brings Passion to flavor™



#### McCormick & Company, Inc. Historical Financial Summary

The financial information contained in this summary should be read in conjunction with the Company's audited financial statements contained in its annual reports.

(millions except per share and ratio data)	2013	2012	2011	2010	2009	2008	2007	2006	2005	2004	2003
For the Year											
Net sales	\$4,123.4	\$4,014.2	\$3,697.6	\$3,336.8	\$3,192.1	\$3,176.6	\$2,916.2	\$2,716.4	\$2,592.0	\$2,526.2	\$2,269.6
Percent increase	2.7%	8.6%	10.8%	4.5%	0.5%	8.9%	7.4%	4.8%	2.6%	11.3%	11.0%
Operating income	550.5	578.3	540.3	509.8	466.9	376.5	354.2	269.6	343.5	332.7	295.5
Income from unconsolidated operations	23.2	21.5	25.4	25.5	16.3	18.6	20.7	17.1	15.9	14.6	16.4
Net income from continuing operations	389.0	407.8	374.2	370.2	299.8	255.8	230.1	202.2	214.9	214.5	199.2
Net income	389.0	407.8	374.2	370.2	299.8	255.8	230.1	202.2	214.9	214.5	210.8
Per Common Share											
Earnings per share - diluted											
Continuing operations	\$ 2.91	\$ 3.04	\$ 2.79	\$ 2.75	\$ 2.27	\$ 1.94	\$ 1.73	\$ 1.50	\$ 1.56	\$ 1.52	\$ 1.40
Discontinued operations	_	_	_	_	_	_	_	_	_	_	0.09
Accounting change	_	_	_	_	_	_	_	_	_	_	(0.01)
Net income	2.91	3.04	2.79	2.75	2.27	1.94	1.73	1.50	1.56	1.52	1.48
Earnings per share - basic	2.94	3.07	2.82	2.79	2.29	1.98	1.78	1.53	1.60	1.57	1.51
Common dividends declared	1.39	1.27	1.15	1.06	0.98	0.90	0.82	0.74	0.66	0.58	0.49
Market Non-Voting closing price - end of year	69.00	64.56	48.70	44.01	35.68	29.77	38.21	38.72	31.22	36.45	28.69
Book value per share	14.85	12.83	12.17	11.00	10.19	8.17	8.57	7.20	6.25	6.79	5.67
At Year-End											
Total assets	\$ 4,449.7	\$4,165.4	\$4,087.8	\$3,419.7	\$3,387.8	\$3,220.3	\$2,787.5	\$2,568.0	\$2,272.7	\$2,369.6	\$2,145.5
Current debt	214.1	392.6	222.4	100.4	116.1	354.0	149.6	81.4	106.1	173.2	171.0
Long-term debt	1,019.0	779.2	1,029.7	779.9	875.0	885.2	573.5	569.6	463.9	465.0	448.6
Shareholders' equity	1,947.7	1,700.2	1,618.5	1,462.7	1,343.5	1,062.8	1,095.0	936.9	829.1	920.7	777.4
Other Financial Measures											
Percentage of net sales											
Gross profit	40.4%	40.3%	41.2%	42.5%	41.6%	40.6%	40.9%	41.0%	40.0%	39.9%	39.6%
Operating income	13.4%	14.4%	14.6%	15.3%	14.6%	11.9%	12.1%	9.9%	13.3%	13.2%	13.0%
Capital expenditures	\$ 99.9	\$ 110.3	\$ 96.7	\$ 89.0	\$ 82.4	\$ 85.8	\$ 78.5	\$ 84.8	\$ 66.8	\$ 62.7	\$ 83.0
Depreciation and amortization	106.0	102.8	98.3	95.1	94.3	85.6	82.6	84.3	74.6	72.0	65.3
Common share repurchases	177.4	132.2	89.3	82.5	_	11.0	157.0	155.9	185.6	173.8	120.6
Average shares outstanding											
Basic	132.1	132.7	132.7	132.9	130.8	129.0	129.3	131.8	134.5	137.0	139.2
Diluted	133.6	134.3	134.3	134.7	132.3	131.8	132.7	135.0	138.1	141.3	142.6

McCormick Brings Passion to Flavor™



#### **Notes to Historical Financial Summary**

The historical financial summary includes the impact of certain items that affect the comparability of financial results year to year. In 2013, special charges of \$25.0 million and a loss on voluntary pension settlement of \$15.3 million were recorded. In 2010, the Company had the benefit of the reversal of a significant tax accrual. From 2006 to 2009 restructuring charges were recorded and are included in the table below. Also, in 2008 an impairment charge of \$29.0 million was recorded to reduce the value of the Silvo brand. Related to the acquisition of Lawry's in 2008, the Company recorded a net gain of \$7.9 million. In 2004, the net gain from a special credit was recorded. The net impact of these items is reflected in the following table:

(millions except per share data)	2013	2012	2011	2010	2009	2008	2007	2006	2005	2004	2003
Operating income	\$ (40.3)	-	_	_	\$ (16.2) \$	(45.6) \$	(34.0) \$	(84.1) \$	(11.2) \$	2.5 \$	(5.5)
Net income	(29.2)	_	_	\$ 13.9	(10.9)	(26.2)	(24.2)	(30.3)	(7.5)	1.2	(3.6)
Earnings per share - diluted	(0.22)	_	_	0.10	(80.0)	(0.20)	(0.18)	(0.22)	(0.05)	0.01	(0.03)

The reconciliation below shows earnings per share excluding the items in the above table:

#### Non-GAAP reconciliation

(per share data)

Earnings per share - diluted	2	2013	2012	2011	2010	2009	2008	2007	2006	2005	2004	2003	
Continuing operations	\$	2.91	\$ 3.04	\$ 2.79	\$ 2.75	\$ 2.27	\$ 1.94	\$ 1.73	\$ 1.50	\$ 1.56	\$ 1.52	\$ 1.40	
Items affecting comparability		(0.22)	_	_	0.10	(80.0)	(0.20)	(0.18)	(0.22)	(0.05)	0.01	(0.03)	
Adjusted earnings per share from													
from continuing operations - diluted	\$	3.13	\$ 3.04	\$ 2.79	\$ 2.65	\$ 2.35	\$ 2.14	\$ 1.91	\$ 1.72	\$ 1.61	\$ 1.51	\$ 1.43	

Other items that varied by year are noted below

In 2006, Mccormick began to record stock-based compensation expense and prior years' results have not been adjusted. Stock-based compensation impacted operating income, net income and earnings per share as indicated in the table below:

(millions except per share data)	2	2013	2	2012	2011	2010	2009	2008	2007	2006
Operating income	\$	(18.7)	\$	(20.2)	\$ (13.0)	\$ (11.9)	\$ (12.7)	\$ (17.9)	\$ (21.2)	\$ (22.0)
Net income		(13.7)		(14.8)	(9.2)	(8.9)	(8.7)	(12.4)	(14.7)	(15.1)
Earnings per share - diluted		(0.10)		(0.11)	(0.07)	(0.07)	(0.07)	(0.10)	(0.11)	(0.11)

Also in 2006 McCormick reclassified the net book value of in-store displays from property, plant and equipment to other assets. Capital expenditures through 2003 have been adjusted to reflect this reclassification.





#### McCormick & Company, Inc. Economic Value Added (EVA®)

We use EVA as a comprehensive way to evaluate business decisions and as a tool to measure the Company's performance. EVA was adopted in 1996 and since that time has had a strong correlation to the creation of long-term value for McCormick shareholders. As such, we use it to evaluate capital expenditures, acquisitions, divestitures and other key business decisions. In addition, we believe that EVA is a performance measure used by industry analysts and investors to evaluate financial performance relative to peers and, therefore, when considered in conjunction with the financial statements, is informative. This measure is not defined by United States generally accepted accounting principles and may be calculated differently from similar measures used by other companies.

#### **EVA Calculation**

We define EVA as net income from operations, excluding interest and amortization expense, in excess of a capital charge for average capital employed. The following table contains selected EVA information for the fiscal years ended November 30 (in millions).

ΕVΛ	¢125 Q	¢218.2	\$202 O	\$210 R	¢150 3	¢131 5	¢136.5	¢122.1	¢131 /	\$127 N
Capital charge	242.1	229.7	208.5	187.1	185.5	164.1	135.7	118.2	115.9	116.1
Interest expense, net of taxes	39.0	40.1	36.3	36.7	36.0	39.8	42.1	38.1	32.4	28.6
Net income	\$389.0	\$407.8	\$374.2	\$370.2	\$299.8	\$255.8	\$230.1	\$202.2	\$214.9	\$214.5
	2013	2012	2011	2010	2009	2008	2007	2006	2005	2004

EVA® is a registered trademark of Stern Stewart & Co.

#### Calculation of capital charge

	2013	2012	2011	2010	2009	2008	2007	2006	2005	2004
Current debt	\$214.1	\$392.6	\$222.4	\$100.4	\$116.1	\$354.0	\$149.6	\$81.4	\$106.1	\$173.2
Long-term debt	1,019.0	779.2	1,029.7	779.9	875.0	885.2	573.5	569.6	463.9	465.0
Shareholders' equity	1,947.7	1,700.2	1,618.5	1,462.7	1,334.6	1,055.3	1,085.1	933.3	799.9	889.7
Total capital	\$3,180.8	\$2,872.0	\$2,870.6	\$2,343.0	\$2,325.7	\$2,294.5	\$1,808.2	\$1,584.3	\$1,369.9	\$1,527.9
Average total capital	\$3,026.4	\$2,871.3	\$2,606.8	\$2,334.4	\$2,310.1	\$2,051.4	\$1,696.3	\$1,477.1	\$1,448.9	\$1,451.4
Weighted avg cost of capital	8.0%	8.0%	8.0%	8.0%	8.0%	8.0%	8.0%	8.0%	8.0%	8.0%
Capital charge	242.1	229.7	208.5	186.7	184.8	164.1	135.7	118.2	115.9	116.1

Average total capital is the average of the current and prior year total capital.





#### McCormick & Company, Inc. Economic Value Added (EVA®)

We have also provided a calculation of EVA that is adjusted for items affecting comparability as disclosed by the company in its Form 10K fillings. On this basis, the following table contains selected EVA information for the fiscal years ended November 30 (in millions).

EVA, adjusted for items affecting comparability	\$215.1	\$218.2	\$202.0	\$205.9	\$161.2	\$157.7	\$160.7	\$152.4	\$138.9	\$125.8
Capital Charge	242.1	229.7	208.5	187.1	185.5	164.1	135.7	118.2	115.9	116.1
Items affecting comparability	29.2	-	-	(13.9)	10.9	26.2	24.2	30.3	7.5	(1.2)
Interest expense, net of taxes	39.0	40.1	36.3	36.7	36.0	39.8	42.1	38.1	32.4	28.6
Net income	\$389.0	\$407.8	\$374.2	\$370.2	\$299.8	\$255.8	\$230.1	\$202.2	\$214.9	\$214.5
	2013	2012	2011	2010	2009	2008	2007	2006	2005	2004

In 2013, special charges of \$25.0 million and a loss on voluntary pension settlement of \$15.3 million were recorded. In 2010, the company had the benefit of the reversal of a significant tax accrual. From 2005 to 2009, restructuring charges were recorded. Also, in 2008 an impairment charge of \$29.0 million was recorded to reduce the value of the Silvo brand. Related to the acquisition of Lawry's in 2008, the Company recorded a net gain of \$7.9 million. In 2004, the net gain from a special credit was recorded.



