



McCormick Reports Third Quarter Results and Provides Latest 2015 Financial Outlook

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SPRING, Md., Oct. 1, 2015 /PRNewswire/ - McCormick & Company, Incorporated (NYSE: MCC), a global leader in flavor, today reported financial results for the third quarter ended August 31, 2015 and provided its latest outlook for fiscal year 2015.

- **Sales rose 2% in the third quarter of 2015 from the year-ago period.** Excluding the unfavorable impact of foreign currency, the company grew sales 7% in constant currency with strong increases in both business segments.
- **Earnings per share was \$0.76 in the third quarter of 2015.** Excluding the impact of special charges, adjusted earnings per share was \$0.85. As anticipated by the company, this was a decline from the year-ago period due primarily to a lower tax rate in the third quarter of 2014. In the third quarter of 2015, adjusted earnings per share was also unfavorably impacted by a decline in profit from the Kikkoman business and the effect of a recent decline in the Mexican peso on the company's income from unconsolidated operations.
- **Based on strong year-to-date sales growth and momentum heading into the fourth quarter, the company guided to the upper end of its 4% to 6% projected constant currency sales growth range for fiscal year 2015.** Based largely on the third quarter profit result and expected currency impact, the company projects adjusted earnings per share at the lower end of its \$3.47 to \$3.54 guidance range.

Chairman's Remarks

As Vice Chairman and CEO, continued, "McCormick's third quarter and year-to-date 2015 financial results reflect the effectiveness of our growth strategies and engagement of our employees. Though the third quarter we have grown sales 6% in constant currency. Both our consumer and industrial businesses are delivering mid-single-digit constant currency sales increases, driven by innovation, effective brand marketing support, expanded distribution and customer intimacy. In addition to the strong growth in our base business, we have completed three acquisitions that are expected to add to our global portfolio of brands.

"Our year-to-date sales performance and momentum have a leading impact on our 2015 constant currency sales target. However, we have a more conservative view of our 2015 profit outlook, which is a result of declines in the Mexican peso and a profit from our Kikkoman business in both, whose actions are consistent with our overall strategy to drive and focus on control and new higher margin products. Excluding these factors, strength in our underlying business is being driven not only by higher sales, but also by significant cost savings. The support of our cost reduction activity this year and our employee engagement across factories and around the world, are now expected to achieve \$55 million in cost savings, ahead of our initial goal and up from \$40 million in the second quarter of 2014. We saw early a portion of these funds as our fuel for growth and we now plan to invest in our 2015 brand marketing at a high single-digit rate from a year ago. Our business also generates strong cash flow and we have a balanced end of cash year-to-date, with ample amounts invested in the business through acquisitions and returned to shareholders through dividends and share repurchases."

Third Quarter 2015 Results

McCormick reported a 2% sales increase in the third quarter from the year-ago period, and in constant currency, grew sales 7%. In constant currency, consumer business sales rose 7%, due to increased volume and product mix driven by product innovation, brand marketing support and expanded distribution, as well as the impact of acquisitions completed in 2015. The increase was broad-based with growth in each region, including the U.S. market where actions have been underway to improve performance. In constant currency, industrial business grew 6% from the year-ago period and product mix, driving sales to their highest material costs and an acquisition completed in 2015. The year-to-date constant currency sales growth continues to be particularly strong in the Europe, Middle East and Africa (EMEA) region, driven by innovation, increased distribution and geographic expansion. Also, momentum derived from quick service restaurants in China has continued in 2015, following weak results in the second half of 2014.

Operating income was \$150 million in the third quarter compared to \$157 million in the year-ago period. Excluding special charges, adjusted operating income was \$154 million compared to \$160 million of adjusted operating income in the year-ago period. In constant currency, adjusted operating income rose 1%, with the favorable impact of higher sales and cost savings more than offsetting higher material input costs and increased benefit expenses, as well as a \$3 million decline in profit from the Kikkoman business from the year-ago period.

The company recorded \$10 million of special charges in the third quarter of 2015. Related to previously announced restructuring actions in North America and EMEA, the company recorded \$2 million of special charges. The remaining special charges related to the company's timely merger Kikkoman business, purchased in 2011. In the third quarter of 2015, the company approved a plan for this business to discontinue the sale of certain lower margin brands to focus on higher margin items. This led to the discontinuation of a \$10 million non-cash impairment charge to reduce the value of the Kikkoman brand name. In addition, an \$3 million special charge was recorded in cost of goods sold, which represents an inventory valuation decline directly related to the decision to discontinue the sale of these lower margin brands to product lines. The \$3 million special charge included a cost of good sold, along with a \$3 million year-over decline in gross profit due to the special charges. Inconstant gross profit margin fell 0.5 percentage points in the third quarter.

Earnings per share was \$0.76 in the third quarter compared to \$0.84 in the year-ago period. Excluding the \$0.05 impact of special charges in the third quarter of 2015, adjusted earnings per share was \$0.85 compared to \$0.95 adjusted earnings per share in the third quarter of 2014, which included \$0.01 of special charges. Total quarter 2015 adjusted earnings per share declined \$0.10 from the year-ago period, mainly due to a higher tax rate and the decline in adjusted operating income. This rate of decline was consistent with the guidance previously provided by McCormick. The most significant driver on earnings per share was the tax rate, which rose 20% in the third quarter of 2015 compared to 21% in the third quarter of 2014, when the tax was favorably impacted by discrete tax items. For the fourth quarter of 2015, the company continues to expect a tax rate of approximately 20%.

The company continues to generate strong cash flow and use cash prudently by operating activities for the first three quarters of the fiscal year as \$17 million in 2015 compared to \$25 million in 2014.

2015 Financial Outlook

Based on McCormick's strong year-to-date sales growth, the completion of three acquisitions and a positive fourth quarter outlook, fiscal year 2015 sales are expected to grow at the upper end of its 4% to 6% guidance range in constant currency. The company anticipates that currency will lower the fiscal year sales growth range by 5 percentage points based on prevailing rates.

In constant currency, the company may expect to increase 2015 adjusted operating income in the year and end of its 4% to 7% guidance range, from adjusted operating income of \$600 million in 2014. This more conservative view is due in part to weak Kikkoman results. The company has increased its expected 2015 cost savings to at least \$55 million and has also raised its planned brand marketing support to a high single-digit year-over increase. On a reported basis, operating income is expected to decline at the lower end of a 7% to 8% range, from operating income of \$603 million in 2014. This range includes the impact of an estimated \$65 million of special charges and an estimated 4 percentage point impact from currency.

Based on the current projections for operating income and the impact of the hour decline in the Mexican peso on McCormick's income from unconsolidated operations, the company now expects to report earnings per share at the lower end of its \$1.11 to \$1.18 guidance range. Excluding an estimated impact of \$0.30 from special charges, adjusted earnings per share is expected to be at the lower end of the company's \$3.47 to \$3.54 guidance range. On a constant currency basis, this is a growth rate of at least 7% from 2014 adjusted earnings per share of \$3.37. Another year of strong cash flow is anticipated in 2015, with a further amount returned to shareholders through dividends and share repurchases.

Business Segment Results

Consumer Business

(in millions)	Third quarter ended		Year-to-date ended	
	2015	2014	2015	2014
Net sales	\$ 1,546	\$ 1,511	\$ 4,554	\$ 4,423
Operating income	99	121	273	301
Operating income, excluding special charges	114	122	289	302

Consumer business sales rose 2% when compared to the third quarter of 2014, and in constant currency, the company grew sales 7%, due in part to increased volume and product mix. In addition, acquisitions completed in 2015 added 3 percentage points of the year-over growth in the third quarter.

- Consumer sales in the Americas rose 2%, in constant currency, the increase was 3%, and due to higher volume and product mix, and pricing actions taken to offset the impact of higher material costs. The higher volume and product mix this period included increased U.S. sales of McCormick recipe mixes and Oil Mates, as well as Kikkoman recipe mixes and Zatarain's items. The company is also having success in Latin America with the regional expansion of McCormick brand products.
- Consumer sales in EMEA declined 1%, although in constant currency the company grew sales 15%. Sales from Doughty & Almonst, acquired mid-2014, added 11 percentage points of the increase. Also contributing to sales growth this quarter were increased volume and product mix in Poland, France, U.K. and Russia, driven in part by a significant increase in brand marketing support, as well as product innovation and expanded distribution.
- Third quarter consumer sales in the Asia/Pacific region rose 3%, in constant currency, sales grew 7%, with increased volume and product mix, offset in part by lower pricing. As in the second quarter of 2015, both in China and Australia, the company grew sales at a double-digit rate in constant currency from the year-ago period.

Consumer business operating income, excluding special charges, was \$115 million compared to \$122 million in the year-ago period. In constant currency, adjusted operating income declined 2% from the year-ago period, with the favorable impact of sales growth and cost savings more than offset by the unfavorable impact of higher material costs and employee benefit expense, and a \$3 million decline in Kikkoman adjusted operating income from the year-ago period.

Industrial Business

(in millions)	Third quarter ended		Year-to-date ended	
	2015	2014	2015	2014
Net sales	\$ 348	\$ 327	\$ 1,044	\$ 1,023
Operating income	38	36	103	102
Operating income, excluding special charges	39	37	104	103

Industrial business sales rose 2% when compared to the third quarter of 2014, and in constant currency, the increase was 8%. Higher volume and product mix contributed to the increase, as well as pricing actions taken to respond to higher material costs. In addition, an acquisition completed earlier in 2015 added 2 percentage points of the year-over growth in the third quarter.

- Industrial sales in the Americas rose 2%, in constant currency, the increase was 5%, driven by higher pricing and 3 percentage points of growth from Brand America, acquired early in the second quarter. During the third quarter, higher customer demand and innovation in Mexico offset weak demand from quick service restaurants in the U.S.
- In EMEA, industrial sales rose 2%, in constant currency, the company grew sales 15%. This was another quarter of strong growth in this region, primarily driven by product innovation, distribution gains and geographic expansion. Pricing actions to cover higher material costs also added to the year-over growth this period.
- Industrial sales in the Asia/Pacific region rose 4%. In constant currency, sales increased 12% as a result of higher volume and product mix in both Australia and China.

Industrial business operating income, excluding special charges, was \$38 million compared to \$38 million in the year-ago period. In constant currency, adjusted operating income had a strong 12% increase from the year-ago period, with the favorable impact of higher sales and cost savings more than offsetting the unfavorable impact of increases in material costs and employee benefit expense.

Non-GAAP Financial Measures

The table below includes financial measures of adjusted operating income, adjusted income from unconsolidated operations, adjusted net income and adjusted diluted earnings per share, each including the impact of special charges for the periods presented. These represent non-GAAP financial measures which we prepared as a complement to our financial results prepared in accordance with United States generally accepted accounting principles. In our consolidated income statement, we include a separate line item captioned "special charges" in writing or our consolidated operating income. Additionally, we record a \$1 million in cost of goods sold in our income statement for three and one month ended August 31, 2015 which we classify as special charge. Special charge consists of expenses associated with the company's timely merger Kikkoman business, and prior to our consolidation and are of equal significance in terms of both cost and organizational/structural impact to require advance approval by our Management Committee, comprised of our Chairman and Chief Executive Officer (President and Chief Operating Officer, and President/Global Controller, Director Vice President/Financial Officer, President/Global Controller, and President, EMEA and Asia/Pacific, President/North America, and Senior Vice President, Human Resources). Your presentation of any such prepared action including details with respect to estimated costs, which generally consist principally of employee severance and related benefits, together with ancillary costs associated with the action that may include a non-cash component or a component which relates to inventory adjustments that are included in cost of goods sold, impacted employees or operations, expected timing and expected financial and tax consequences, approval associated with the approval action are detailed as special charges upon recognition and reflected on an on-going basis through completion.

We believe that non-GAAP financial measures are important for purposes of comparison to prior periods and development of future projections and earnings growth prospects. This information is also used by management to measure the probability of our ongoing operations and evaluate our business performance and trends.

These non-GAAP financial measures may be considered in addition to results prepared in accordance with GAAP, but it should not be considered a substitute for, or superior to, GAAP results. In addition, these non-GAAP financial measures may not be comparable to similarly titled measures of other companies because our companies may not calculate them in the same manner that we do. We intend to continue to provide these non-GAAP financial measures as part of our future earnings discussions and, therefore, the inclusion of these non-GAAP financial measures will provide consistency in our financial reporting. A reconciliation of these non-GAAP financial measures to the related GAAP financial measures is provided below:

(in millions except per share data)	Third Month Ended		Nine Months Ended	
	2015	2014	2015	2014
Operating income	\$ 150	\$ 157	\$ 454	\$ 462
Impact of special charges included in cost of goods sold	14	—	34	—

