



McCormick Reports Fourth Quarter Financial Results And Provides Financial Outlook For 2016

January 28, 2016

SPRING, Md., Jan. 28, 2016 (PRNewswire) - McCormick & Company, Incorporated (NYSE:MKC), a global leader in flavor, today reported financial results for the fourth quarter and fiscal year ended November 30, 2015 and provided a 2016 financial outlook.

"In the fourth quarter of 2015, the company grew sales 9% in constant currency, including the impact of unfavorable foreign currency, sales rose 9% from the year-ago period. Earnings per share was \$1.18, and excluding special charges, adjusted earnings per share was \$1.18.

- **In fiscal year 2015, the company grew sales 9% in constant currency, including the impact of unfavorable foreign currency, sales rose 9% from the year-ago period. Earnings per share was \$1.18, and excluding special charges, adjusted earnings per share was \$1.18. Cash flow from operations grew 17% to a record \$309 million in 2015 and the company returned \$351 million to its shareholders through dividends and share repurchases.**
- **Led by its Comprehensive Continuous Improvement (CCI) program, McCormick delivered a record \$8 million in cost savings in 2015. The company expects to generate cost savings of at least \$95 million in 2016.**
- **In fiscal year 2016, McCormick expects to grow sales 4% to 6% in constant currency, including the impact of unfavorable foreign currency, sales are expected to grow 0% to 2%. Excluding the impact of unfavorable foreign currency, as well as special charges, adjusted earnings per share is expected to grow 9% to 11% from adjusted earnings per share of \$3.48 in 2015.**

Alan D. Wilson, Chairman and CEO, commented on McCormick's 2015 fiscal year performance, "Our 2015 results demonstrated the effectiveness of our strategies and the engagement and efforts of McCormick's employees around the world. McCormick's products are on-brand with today's consumer and their increased interest in better flavors, focus on wellness and fresh ingredients, and demand for convenience. To face year 2015, we grew sales 9% in constant currency through product innovation, brand building, expanded distribution and sales strategic execution. Since 2009, we have been building our growth with cost savings from our CCI program and in 2015, we delivered a record \$8 million of cost savings from CCI and our organization and streamlining activities. The performance of our joint ventures in Mexico was particularly strong this year, driving a 20% increase in income from unconsolidated operations. We reported 2015 earnings per share of \$1.11. We grew adjusted earnings per share 2% to \$1.18 from \$1.17 in 2014, concerning significant product headwinds, including material cost inflation and currency. Led by an improvement in working capital, our cash flow from operations reached \$309 million, a strong increase from \$268 million in 2014.

"We had a good performance throughout 2015 and have good momentum heading into 2016. As I transition into the role of Executive Chairman, I look forward to continuing the work to drive success and build value for McCormick shareholders."

Lawrence C. Kuraty, President and COO, commented on McCormick's 2015 fiscal year performance, "Our fourth quarter was a strong finish to 2015. We grew sales 9% in constant currency with the benefit of our acquisition and a 3% increase in the base business, led by higher volume. The increase in our consumer segment was 6% in constant currency with particularly strong growth in the European, Middle East and Africa (MEA) region. In our U.S. consumer business, actions underway for the past two years show improved performance. In the fourth quarter of 2015, we reached our sales of category share goals for our region, and achieved solid sales growth of McCormick's brand equity and earnings, backed by a 4% increase in retail sales of these products. The gross margin adjusted constant currency sales in double-digit rise in each of our three regions, resulting in significant profit growth. For the third quarter, we grew adjusted operating income 10% in constant currency and adjusted earnings per share was \$1.18.

"To 2016, we expect to grow earnings per share in line with our long-term 9% to 11% objective, including the impact of currency and the impact of special charges in both 2016 and 2015. Our plan to grow sales in 2016 include new products, increased brand marketing, further distributor expansion and pricing actions to offset higher material costs. Together with an increased benefit from acquisitions completed in 2015, we anticipate 4% to 6% sales growth in constant currency. We have set a target for at least \$5 million in cost savings to fuel our growth and improve margin. Along with higher profit, we are looking toward another year of strong cash flow. Our focus remains on growth, performance and our people, including great business leaders and more than 16,000 employees around the world. Together, we are heading into 2016 from a position of strength with advantaged categories and effective strategies."

Fourth Quarter 2015 Results

Fourth quarter sales rose 2% from the year-ago period. In constant currency, the company grew sales 9%. Consumer segment sales increased 6% in constant currency, with similar contributions from both acquisitions and higher volume and product mix for the base business. The higher volume and product mix was driven by product innovation, expanded distribution and an 11% increase in brand marketing. The company grew industrial segment sales 11% in constant currency with a double-digit increase in each of its three regions. Sales from acquisitions added 2% to sales growth. The increase in the base business was driven by product innovation, as well as support for the international expansion of established customers, and/or emerging markets.

Operating income was \$12 million in the fourth quarter of 2015. Adjusted operating income this period was \$15 million, which was a 4% increase from \$12 million of adjusted operating income in the fourth quarter of 2014. On a constant currency basis, the year-to-year increase in fourth quarter adjusted operating income was 10%, with higher sales and cost savings more than offsetting material cost inflation, increased employee benefit expense and a \$3 million increase in income from unconsolidated operations net versus the year-ago period, but was also impacted by unfavorable currency exchange rates. Earnings per share was \$1.18 in the fourth quarter of 2015. Adjusted earnings per share was \$1.18 in the fourth quarter of 2015 compared to \$1.16 in the year-ago period, with the impact of higher adjusted operating income offset in part by a higher tax rate.

Fiscal Year 2015 Results

For the fiscal year ended November 30, 2015, sales rose 9% from the year-ago period. In constant currency, the company grew sales 9%, with about one quarter of the increase due to the three acquisitions completed in 2015. Higher volume and product mix added 4% to sales growth, and reflects the rise in demand for McCormick products in markets around the world. In 2015, the company drove sales growth with product innovation, \$241 million in brand marketing and expanded distribution. To fuel these investments in growth, the company is generating significant cost savings through its CCI program and streamlining activities and in 2015 reported \$8 million in cost savings compared to \$69 million in 2014.

Operating income was \$268 million for fiscal year 2015. Adjusted operating income was \$314 million, which was a 1% increase from \$68 million of adjusted operating income in fiscal year 2014. On a constant currency basis, the year-to-year increase in adjusted operating income was 5%. Higher sales and cost savings more than offset material cost inflation, increased employee benefit expense and a \$14 million increase in brand marketing. In fiscal year 2015, earnings per share was \$1.11. Adjusted earnings per share rose to \$1.18 in 2015 from \$1.17 in the year-ago period, driven largely by higher adjusted operating income.

2016 Financial Outlook

McCormick expects further global growth in consumer demand for flavor. Through 2020, Economist International projects a mid-single digit compound annual growth rate in global retail sales of herbs and spices. The company expects to contribute to the higher demand and grow its sales of herbs and spices, along with other flavor products, through brand marketing, product innovation, expanded distribution and acquisitions.

In 2016, the company expects to grow sales 4% to 6% in constant currency, driven by base business increases, new products, pricing and acquisitions completed in 2015 that should add 1% to 2% of sales growth. Including the estimated impact of unfavorable currency rates, expected sales growth is 2% to 2%. Pricing actions are expected to offset a one single digit increase in raw and packaging material costs. The company plans to achieve at least \$5 million of cost savings to improve margin and fuel an increase in brand marketing of approximately \$20 million. Operating income is expected to grow 9% to 11% from \$168 million of operating income in 2015. Excluding an estimated \$7 million of special charges in 2016 that relate to previously announced organizational and operational actions, and \$50 million of special charges in 2015, adjusted operating income is expected to grow 9% to 11% from adjusted operating income of \$144 million in 2015. Excluding the impact of foreign currency, the projected year-to-year increase in adjusted operating income is 9% to 11%.

Operating income this period was \$15 million, which was a 4% increase from \$12 million of adjusted operating income in the fourth quarter of 2014. On a constant currency basis, the year-to-year increase in fourth quarter adjusted operating income was 10%, with higher sales and cost savings more than offsetting material cost inflation, increased employee benefit expense and a \$3 million increase in income from unconsolidated operations net versus the year-ago period, but was also impacted by unfavorable currency exchange rates. Earnings per share was \$1.18 in the fourth quarter of 2015 compared to \$1.16 in the year-ago period, with the impact of higher adjusted operating income offset in part by a higher tax rate.

Business Segment Results

Consumer Segment

(in millions)

	Three months ended	Twelve months ended
	11/30/2015	11/30/2014
Net sales	\$ 164.4	\$ 171.9
Operating income	16.8	16.3
Operating income, including special charges	18.2	17.0
Operating income, excluding special charges	16.8	16.3

For the fourth quarter of 2015, consumer segment sales rose 4% when compared to the fourth quarter of 2014. In constant currency, the consumer segment grew sales 6% from the year-ago period as a result of acquisitions, higher volume and product mix and pricing actions taken to offset the impact of higher material costs.

- Consumer sales in the Americas rose 1%. In constant currency, the increase was 2%, with 2% added by higher volume and product mix. Sales from Shab's, acquired toward the end of the third quarter, also contributed to sales growth in the fourth quarter. The higher volume and product mix was led by U.S. sales growth of spices and seasonings, including Old Market and Lavry's products, gourmet items and Hispanic products.
- Fourth quarter consumer sales in EMEA rose 1%. In constant currency, the increase was 2%, with 1% added by sales from the acquisition of Driphaga & Almatem in mid-2015. Volume and product mix grew 7%, with particular strength from new distribution in Poland and in France from new products and brand marketing.
- Consumer sales in the Asia/Pacific region declined 6%. In constant currency, sales increased 1% as sales growth in Australia and China was offset by lower sales in India. In the third quarter of 2015, the company announced a decision to discontinue some lower margin product lines in India.

Consumer segment operating income, including special charges, was \$16.8 million in the fourth quarter of 2015 compared to \$17.0 million in the year-ago period. In constant currency, adjusted operating income rose 6% from the year-ago period, with the favorable impact of sales growth and cost savings offset in part by the unfavorable impact of higher material costs and employee benefit expense, and a \$7 million increase in brand marketing.

Industrial Segment

(in millions)

	Three months ended	Twelve months ended
	11/30/2015	11/30/2014
Net sales	\$ 117.2	\$ 102.1
Operating income	46.2	36.1
Operating income, including special charges	46.2	36.1
Operating income, excluding special charges	46.2	36.1

For the fourth quarter of 2015, industrial segment sales rose 4% when compared to the fourth quarter of 2014. In constant currency, the industrial segment grew sales 11% from the year-ago period as a result of higher volume and product mix, an acquisition and pricing actions taken to offset the impact of higher material costs.

- Industrial sales in the Americas rose 6%. In constant currency, the increase was 10%, with 4% added by sales from the acquisition of Brand Anatomics early in the second quarter of 2015. Higher volume and product mix added 5% to sales growth this period, with higher sales in U.S. of branded food service products and customized flavor solutions, and increased sales in Mexico.
- Fourth quarter industrial sales in EMEA rose 1%. In constant currency, the increase was 14%. This significant increase was driven by sales to both quick service restaurants and food manufacturers that are expanding in this region.
- Industrial sales in the Asia/Pacific region were comparable to the year-ago period. In constant currency, the increase was 11% due to higher volume and product mix. In China, there was a further recovery in demand from quick service restaurants, and in Australia, the sales growth included new products for quick service restaurants in the region.

Industrial segment operating income, including special charges, was \$46.2 million in the fourth quarter of 2015 compared to \$36.1 million in the year-ago period. In constant currency, adjusted operating income rose 6% from the year-ago period, with the favorable impact of sales growth and cost savings more than offsetting the unfavorable impact of higher material costs and employee benefit expense.

Non-GAAP Financial Measures

The adjusted sales include the impact 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 are prepared in a compliance 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 at our management's discretion. Additionally, we recorded \$0 million and \$11 million in cost of goods sold and non-income statement, respectively, for the three and twelve months ended November 30, 2015 which we classified as special charges. Special charges consist of expenses associated with certain actions undertaken by the company to reduce raw material costs, and improve our competitiveness and are of such significance in terms of both short-term costs and organizational/cultural impact to require approval by our Board of Directors. Our Chairman and Chief Executive Officer, President and Chief Operating Officer, Executive Vice President and Chief Financial Officer, President, Global Industrial Division and McCormick International President, Global Consumer Segment and North America, and Senior Vice President, Human Resources. Upon presentation of each such proposed action (including details with respect to estimated costs, which generally consist of employee retention and related benefits, together with ancillary costs associated with the action that may include a non-competitor or a non-employment which relates to inventory acquisition that are included in cost of goods sold, impacted operations or operations, respectively) to the Management Committee and the Committee's advance approval, expenses associated with the action may be classified as special charges upon recognition and recorded on an on-going basis through completion.

We believe that these non-GAAP financial measures are important for purposes of comparison to prior periods and development of new products and strategic growth prospects. This information is also used by management to measure the profitability of our ongoing operations and analyze our business performance and trends.

These non-GAAP financial measures may be considered in addition to results prepared in accordance with GAAP but 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 but will not be 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.

	Three Months Ended		Twelve Months Ended	
	11/30/2015	11/30/2014	11/30/2015	11/30/2014
Operating income	\$ 16.8	\$ 16.3	\$ 168.0	\$ 163.0

