# FORTUNE BRANDS REPORTS SECOND QUARTER SALES AND EPS GROWTH; RAISES MIDPOINT OF 2017 ANNUAL EPS RANGE 

Highlights from continuing operations reflect continued solid execution:

- Q2 2017 sales increased 5 percent year-over-year to $\$ 1.4$ billion
- EPS \$0.90; EPS before charges/gains increased 12 percent to $\$ 0.92$
- Company raises bottom-end of full-year 2017 EPS outlook by 4 cents; EPS before charges/gains outlook now \$3.04-\$3.12 on sales growth of 6-8 percent

DEERFIELD, III. Aug. 2, 2017 - Fortune Brands Home \& Security, Inc. (NYSE: FBHS), an industry-leading home and security products company, today announced second quarter 2017 results.
"The home products market continued to grow in the second quarter, with strong growth in new construction and continued growth in repair and remodel-particularly at entry and mid-price points. Our teams grew operating margin across all businesses, and delivered exceptional sales growth in plumbing," said Chris Klein, chief executive officer, Fortune Brands. "We remain ontrack to achieve our 2017 outlook for sales and operating margin."

## Second Quarter 2017

For the second quarter of 2017, sales were $\$ 1.4$ billion, an increase of 5 percent over the second quarter of 2016. Earnings per share were $\$ 0.90$, compared to $\$ 0.80$ in the prior-year quarter. EPS before charges/gains were $\$ 0.92$, compared to $\$ 0.82$ the same quarter last year. Operating income was $\$ 212.4$ million, compared to $\$ 187.7$ million in the prior-year quarter. Operating income before charges/gains was $\$ 215.6$ million, compared to $\$ 191.7$ million the same quarter last year, up 12 percent.
"In the second quarter, sales increased 6 percent for our home products businesses, and 7 percent excluding foreign currency. Importantly, our teams focused on profitable growth and increased total company operating margin before charges/gains by 100 basis points to 15.8 percent," Klein said.

For each segment in the second quarter of 2017, compared to the prior-year quarter:

- Plumbing sales increased 15 percent and high single digits organically, with growth in all businesses. Operating margin before charges/gains was 23.8 percent.
- Cabinet sales increased 1 percent against a strong 17 percent prior year comparison. Growth was driven by strength in new construction and in-stock cabinets and vanities, partly offset by softness in higher-end repair and remodel and in Canada. Segment operating margin before charges/gains increased 70 basis points to 13.6 percent.
- Door sales increased 4.5 percent driven by new construction and operating margin before charges/gains increased 160 basis points to 16.9 percent.
- Security sales decreased 2 percent due primarily to shifts in the timing of sales. Operating margin before charges/gains increased 160 basis points to 15.0 percent.


## Annual Outlook for 2017

The Company's 2017 annual outlook continues to be based on a U.S. home products market growth assumption of 6 to 7 percent and an assumption of 5 to 6 percent growth for our total global market. The Company expects full-year 2017 sales growth in the range of 6 to 8 percent.

The Company raised the midpoint of its full-year 2017 EPS outlook before charges/gains by two cents, with a new range of $\$ 3.04$ to $\$ 3.12$ versus the prior range of $\$ 3.00$ to $\$ 3.12$.

The Company also expects to generate free cash flow of approximately $\$ 450$ million for the full year 2017.
"I am pleased with our teams' performance in the second quarter and the demand for home products remains solid," said Klein. "We remain focused on driving profitable growth in the second half of the year, and we continue to evaluate a healthy pipeline of potential acquisitions."

## CFO Transition

As previously announced on June 26, Fortune Brands appointed Patrick Hallinan as senior vice president and chief financial officer effective July 1, 2017. The Company's former senior vice president and chief financial officer, Lee Wyatt, was named executive vice president effective July 1, and will retire at the end of 2017.

## About Fortune Brands

Fortune Brands Home \& Security, Inc. (NYSE: FBHS), headquartered in Deerfield, III., creates products and services that fulfill the dreams of homeowners and help people feel more secure. The Company's four operating segments are Cabinets, Plumbing, Doors and Security. Its trusted brands include more than a dozen core brands under MasterBrand Cabinets; Moen, ROHL and Riobel under the Global Plumbing Group (GPG); Therma-Tru entry door systems; and Master Lock and SentrySafe security products under The Master Lock Company. Fortune Brands holds market leadership positions in all of its segments. Fortune Brands is part of the S\&P 500 Index. For more information, please visit www.FBHS.com.

## CAUTIONARY STATEMENT CONCERNING FORWARD-LOOKING STATEMENTS

This press release contains certain "forward-looking statements" regarding business strategies, market potential, future financial performance, the potential of our categories and brands, and other matters. Statements preceded by, followed by or that otherwise include the words "believes," "expects," "estimates," "plans," "look to," "outlook," and similar expressions or future or conditional verbs such as "will," "should," "would," "may" and "could" are generally forwardlooking in nature and not historical facts. Where, in any forward-looking statement, we express an expectation or belief as to future results or events, such expectation or belief is based on the current plans and expectations of our management. Although we believe that these statements are based on reasonable assumptions, they are subject to numerous factors, risks and
uncertainties that could cause actual outcomes and results to be materially different from those indicated in such statements. Our actual results could differ materially from the results contemplated by these forward-looking statements due to a number of factors, including the factors discussed in Item 1A of our Annual Report on Form 10-K for the year ended December 31, 2016, filed with the Securities and Exchange Commission. The forward-looking statements included in this release are made as of the date hereof, and except as required by law, we undertake no obligation to update, amend or clarify any forward-looking statements to reflect events, new information or circumstances occurring after the date of this release.

## Use of Non-GAAP Financial Information

This press release includes measures not derived in accordance with generally accepted accounting principles ("GAAP"), such as diluted earnings per share before charges/gains, operating income before charges/gains, net sales for the home products segments excluding impact of foreign exchange, operating margin before charge/gains and free cash flow. These measures should not be considered in isolation or as a substitute for any measure derived in accordance with GAAP and may also be inconsistent with similar measures presented by other companies. Reconciliations of these measures to the most closely comparable GAAP measures, and reasons for the Company's use of these measures, are presented in the attached pages.

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## FORTUNE BRANDS HOME \& SECURITY, INC. (In millions, except per share amounts) (Unaudited)



| Year to Date Operating Income |  |  |  |  |  |  |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Operating Income (loss) Before Charges/Gains ${ }^{(a)}$ | Before Charges \& Gains |  |  |  |  |  | GAAP |  |  |  |  |
|  | Six Months Ended June 30, |  |  |  |  |  | Six Months Ended June 30, |  |  |  |  |
|  | 2017 |  | 2016 |  | \% Change |  | 2017 |  | 2016 |  | \% Change |
| Cabinets | \$ | 135.7 | \$ | 121.0 | 12 | Cabinets | \$ | 135.7 | \$ | 119.2 | 14 |
| Plumbing |  | 176.0 |  | 159.6 | 10 | Plumbing |  | 173.5 |  | 158.6 | 9 |
| Doors |  | 30.6 |  | 23.8 | 29 | Doors |  | 30.7 |  | 23.8 | 29 |
| Security |  | 36.6 |  | 31.1 | 18 | Security |  | 28.7 |  | 21.8 | 32 |
| Corporate: |  |  |  |  |  | Corporate: |  |  |  |  |  |
| General and administrative expense |  | (43.3) |  | (40.8) | (6) | General and administrative expense |  | (43.3) |  | (40.9) | (6) |
| Defined benefit plan income ${ }^{\text {(b) }}$ |  | 2.0 |  | 1.6 | 25 | Defined benefit plan income ${ }^{(1)}$ |  | 2.0 |  | 0.7 | 186 |
| Total Corporate Expenses |  | (41.3) |  | (39.2) | (5) | Total Corporate Expenses |  | (41.3) |  | (40.2) | (3) |
| Total Operating Income Before Charges/Gains | \$ | 337.6 | \$ | 296.3 | 14 | Total Operating Income (GAAP) | \$ | 327.3 | \$ | 283.2 | 16 |
| Earnings Per Share Before Charges/Gains ${ }^{(c)}$ |  |  |  |  |  | Diluted EPS From Continuing Operations (GAAP) |  |  |  |  |  |
| Diluted - Continuing Operations | \$ | 1.45 | \$ | 1.24 | 17 | Diluted EPS - Continuing Operations | \$ | 1.39 | \$ | 1.18 | 18 |
| EBITDA Before Charges/Gains ${ }^{\text {(d) }}$ | \$ | 401.5 | \$ | 354.3 | 13 | Income from Continuing Operations, net of tax | \$ | 217.7 | \$ | 186.1 | 17 |

(1) Corporate expenses as derived in accordance with GAAP include the components of defined benefit plan expense other than service cost including actuarial gains and losses

FORTUNE BRANDS HOME \& SECURITY, INC. CONDENSED CONSOLIDATED BALANCE SHEET (GAAP)
(In millions)
(Unaudited)

| June 30, |
| :---: |
| 2017 |

December 31, 2016

## Assets

Current assets
Cash and cash equivalents
Accounts receivable, net
Inventories
Other current assets
Total current assets

Property, plant and equipment, net
Goodwill
Other intangible assets, net of accumulated amortization
Other assets
Total assets

| $\$$ | 252.7 |
| :--- | ---: |
|  | 595.7 |
|  | 581.4 |
|  | 123.3 |
|  | $1,553.1$ |
|  |  |
|  | 675.6 |
|  | $1,832.1$ |
|  | $1,093.2$ |
|  | 99.4 |
| $\mathbf{\$}$ | $\mathbf{5 , 2 5 3 . 4}$ |


| $\$$ | 251.5 |
| :--- | ---: |
|  | 550.7 |
|  | 531.1 |
|  | 111.9 |
|  | $1,445.2$ |
|  |  |
|  | 662.5 |
|  | $1,833.8$ |
|  | $1,107.0$ |
|  | 80.0 |
| $\mathbf{\$}$ | $\mathbf{5 , 1 2 8 . 5}$ |

## Liabilities and Equity

## Current liabilities

Accounts payable
Other current liabilities
Total current liabilities

Long-term debt
Deferred income taxes
Other non-current liabilities
Total liabilities

Stockholders' equity
Noncontrolling interests
Total equity
Total liabilities and equity

| $\$$ | 397.0 |
| :--- | ---: |
|  | 394.1 |
|  | 791.1 |
|  | $1,391.9$ |
|  | 168.3 |
|  | 333.4 |
|  | $2,684.7$ |
|  | $2,567.2$ |
|  | 1.5 |
|  | $\mathbf{2 , 5 6 8 . 7}$ |
| $\mathbf{\$}$ | $\mathbf{5 , 2 5 3 . 4}$ |


| $\$$ | 393.8 |
| :--- | ---: |
|  | 449.0 |
|  | 842.8 |
|  | $1,431.1$ |
|  | 163.5 |
|  | 328.1 |
|  | $2,765.5$ |
|  | $2,361.5$ |
|  | 1.5 |
|  | $\mathbf{2 , 3 6 3 . 0}$ |
| $\mathbf{\$}$ | $\mathbf{5 , 1 2 8 . 5}$ |

## FORTUNE BRANDS HOME \& SECURITY, INC.

 CONDENSED CONSOLIDATED STATEMENTS OF CASH FLOWS
## (In millions)

(Unaudited)

Operating Activities
Net income
Depreciation and amortization
Asset impairment charges
Recognition of actuarial losses
Deferred taxes
Loss on sale of product line
Other noncash items
Changes in assets and liabilities, net
Net cash provided by operating activities

## Investing Activities

Capital expenditures, net of proceeds from asset sales
Proceeds from the sale of assets
Proceeds from sale of product line
Cost of acquisitions, net of cash
Net cash used in investing activities

## Financing Activities

(Decrease)/Increase in debt, net
Proceeds from the exercise of stock options
Treasury stock purchases
Dividends to stockholders
All other, net
Net cash (used) provided by financing activities

Effect of foreign exchange rate changes on cash
Net increase in cash and cash equivalents
Cash and cash equivalents at beginning of period
Cash and cash equivalents at end of period

| Six Months Ended June 30, |  |  |  |
| :---: | :---: | :---: | :---: |
| 2017 |  | 2016 |  |
| \$ | 215.1 | \$ | 186.1 |
|  | 64.0 |  | 59.8 |
|  | 3.2 |  | - |
|  | - |  | 0.9 |
|  | 5.6 |  | (25.0) |
|  | 2.4 |  | 倍 |
|  | 21.9 |  | 18.3 |
|  | (141.0) |  | (75.1) |
| \$ | 171.2 | \$ | 165.0 |
|  |  |  |  |
| \$ | (59.5) | \$ | (74.7) |
|  |  |  | 0.3 |
|  | 1.5 |  |  |
|  | (0.1) |  | (81.2) |
| \$ | (58.1) | \$ | (155.6) |
|  |  |  |  |
| \$ | (40.0) | \$ | 432.4 |
|  | 22.1 |  | 14.5 |
|  | (32.7) |  | (362.7) |
|  | (55.3) |  | (49.0) |
|  | (9.3) |  | (9.0) |
| \$ | (115.2) | \$ | 26.2 |
|  |  |  |  |
|  | 3.3 4.6 |  |  |
|  |  |  |  |
| \$ | 1.2 | \$ | 40.2 |
|  | 251.5 |  | 238.5 |
| \$ | 252.7 | \$ | 278.7 |

## FREE CASH FLOW

## Free Cash Flow*

Add:
Capital expenditures
Less:
Proceeds from the sale of assets
Proceeds from the exercise of stock options
Cash Flow From Operations (GAAP)

* Free cash flow is cash flow from operations calculated in accordance with U.S. generally accepted accounting principles ("GAAP") less net capital expenditures (capital expenditures less proceeds from the sale of assets including property, plant and equipment, and the proceeds from the exercise of stock options). Free cash flow does not include adjustments for certain non-discretionary cash flows such as mandatory debt repayments. Free cash flow is a measure not derived in accordance with GAAP. Management believes that free cash flow provides investors with helpful supplemental information about the Company's ability to fund internal growth, make acquisitions, repay debt and related interest, pay dividends and repurchase common stock. This measure may be inconsistent with similar measures presented by other companies.


## FORTUNE BRANDS HOME \& SECURITY, INC. CONSOLIDATED STATEMENT OF INCOME (GAAP) <br> (In millions, except per share amounts) <br> (Unaudited)

## Net Sales

Cost of products sold
Selling, general and administrative expenses

Amortization of intangible assets

Loss on sale of product line
Asset impairment charges
Restructuring charges
Operating Income

Interest expense
Other expense (income), net
Income from continuing operations before income taxes

Income taxes

Income from continuing operations, net of tax
Loss from discontinued operations, net of tax
Net income

Less: Noncontrolling interests

## Net income attributable to <br> Fortune Brands Home \& Security

Earnings Per Common Share, Diluted:
Net Income from continuing operations

Diluted Average Shares Outstanding

| Three Months Ended June 30, |  |  |
| :---: | :---: | :---: |
| 2017 | 2016 | \% Change |


| \$ | 1,365.4 | \$ | 1,297.8 | 5 |
| :---: | :---: | :---: | :---: | :---: |
|  | 849.9 |  | 823.1 | 3 |
|  | 291.8 |  | 276.7 | 5 |
|  | 8.0 |  | 6.6 | 21 |
|  | 2.4 |  | - | 100 |
|  | - |  | - |  |
|  | 0.9 |  | 3.7 | (76) |
|  | 212.4 |  | 187.7 | 13 |
|  | 12.3 |  | 13.9 | (12) |
|  | 0.9 |  | (0.4) | 325 |
|  | 199.2 |  | 174.2 | 14 |
|  | 58.9 |  | 49.1 | 20 |
| \$ | 140.3 | \$ | 125.1 | 12 |
|  | (2.6) |  | - | (100) |
| \$ | 137.7 | \$ | 125.1 | 10 |
|  | - |  | (0.1) | 100 |
| \$ | 137.7 | \$ | 125.2 | 10 |


| Six Months Ended June 30, |  |  |
| :---: | :---: | :---: |
| 2017 | 2016 | \% Change |


| \$ | 2,552.2 | \$ | 2,404.3 | 6 |
| :---: | :---: | :---: | :---: | :---: |
|  | 1,619.7 |  | 1,551.8 | 4 |
|  | 580.4 |  | 546.9 | 6 |
|  | 16.1 |  | 13.1 | 23 |
|  | 2.4 |  | - | 100 |
|  | 3.2 |  | - | 100 |
|  | 3.1 |  | 9.3 | (67) |
|  | 327.3 |  | 283.2 | 16 |
|  | 24.2 |  | 25.7 | (6) |
|  | 0.1 |  | (0.7) | 114 |
|  | 303.0 |  | 258.2 | 17 |
|  | 85.3 |  | 72.1 | 18 |
| \$ | 217.7 | \$ | 186.1 | 17 |
|  | (2.6) |  | - | (100) |
| \$ | 215.1 | \$ | 186.1 | 16 |
|  | - |  | (0.1) | 100 |
| \$ | 215.1 | \$ | 186.2 | 16 |

$$
\begin{array}{|ll|ll|l|}
\hline \$ & 0.90 & \$ & 0.80 & 13 \\
\hline
\end{array}
$$

156.6

| \$ | 1.39 | $\$$ | 1.18 |
| :--- | :--- | :--- | :--- | 156.4 158.3

(1)

## DILUTED EPS BEFORE CHARGES/GAINS RECONCILIATION

For the second quarter of 2017, diluted EPS before charges/gains is net income from continuing operations, net of tax including the impact from noncontrolling interests calculated on a diluted per-share basis excluding $\$ 0.8$ million ( $\$ 0.5$ million after tax) of restructuring and other charges and a loss on sale of product line of $\$ 2.4$ million ( $\$ 2.5$ million after tax or $\$ 0.02$ per diluted share).

For the six months ended June 30, 2017, diluted EPS before charges/gains is net income from continuing operations, net of tax including the impact from noncontrolling interests calculated on a diluted per-share basis excluding $\$ 4.7$ million ( $\$ 3.4$ million after tax or $\$ 0.02$ per diluted share) of restructuring and other charges, asset impairment charges of $\$ 3.2$ million ( $\$ 3.2$ million after tax or $\$ 0.02$ per diluted share) and the loss on sale of product line of $\$ 2.4$ million ( $\$ 2.5$ million after tax or $\$ 0.02$ per diluted share).

For the second quarter of 2016, diluted EPS before charges/gains is net income including the impact from noncontrolling interests calculated on a diluted per-share basis excluding $\$ 4.0$ million ( $\$ 2.8$ million after tax or $\$ 0.02$ per diluted share) of net restructuring and other charges, the impact of the write-off of prepaid debt issuance costs of $\$ 1.3$ million ( $\$ 0.8$ million after tax) and a tax item of $\$ 0.8$ million.

For the six months ended June 30, 2016, diluted EPS before charges/gains is net income including the impact from noncontrolling interests calculated on a diluted pershare basis excluding $\$ 12.2$ million ( $\$ 8.4$ million after tax or $\$ 0.06$ per diluted share) of net restructuring and other charges, the impact of the write-off of prepaid debt issuance costs of $\$ 1.3$ million ( $\$ 0.8$ million after tax), tax items of $\$ 1.1$ million and actuarial losses of $\$ 0.9$ million ( $\$ 0.6$ million after tax).
Earnings Per Common Share - Diluted
Diluted EPS Before Charges/Gains - Continuing Operations ${ }^{\text {(c) }}$
Restructuring and other charges
Asset impairment charges
Loss on sale of product line
Defined benefit plan actuarial losses
Tax item
Diluted EPS - Continuing Operations


| Six Months Ended June 30, |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: |
| 2017 |  | 2016 |  | \% Change |
| \$ | 1.45 | \$ | 1.24 | 17 |
|  | (0.02) |  | (0.06) | 67 |
|  | (0.02) |  | - | - |
|  | (0.02) |  | - | - |
|  | - |  | - | - |
| \$ | 1.39 | \$ | 1.18 | 18 |

## RECONCILIATION OF FULL YEAR 2017 EARNINGS GUIDANCE TO GAAP

The Company is targeting diluted EPS before charges/gains from coninuing operations to be in the range of $\$ 3.04$ to $\$ 3.12$ per share. For the full year, on a GAAP basis, the Company is targeting diluted EPS from continuing operations to be in the range of $\$ 2.98$ to $\$ 3.06$ per share. Reconciliation of non-GAAP diluted EPS guidance to GAAP diluted EPS guidance cannot be provided without unreasonable efforts on a forward-looking basis due to the high variability and low visibility with respect to gains and losses associated with our defined benefit plans and restructuring and other charges, which are excluded from the diluted EPS before charges/gains. In addition, the Company's GAAP EPS range assumes the Company incurs no additional gains or losses associated with its defined benefit plans.
(c) For definitions of Non-GAAP measures, see Definitions of Terms page

## FORTUNE BRANDS HOME \& SECURITY, INC.

 (In millions)(Unaudited)

## RECONCILIATION OF EBITDA BEFORE CHARGES/GAINS TO NET INCOME

EBITDA BEFORE CHARGES/GAINS ${ }^{\text {(d) }}$
Depreciation *
Amortization of intangible assets
Restructuring and other charges
Interest expense **
Loss on sale of product line
Asset impairment charges
Defined benefit plan actuarial losses
Income taxes

Income from continuing operations, net tax


| Six Months Ended June 30, |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: |
| 2017 |  | 2016 |  | \% Change |
| \$ | 401.5 | \$ | 354.3 | 13 |
| \$ | $(47.9)$ $(16.1)$ $(4.7)$ $(24.2)$ $(2.4)$ $(3.2)$ - $(85.3)$ | \$ | $(44.2)$ $(13.1)$ $(12.2)$ $(25.7)$ - - $(0.9)$ $(72.1)$ | $(8)$ $(23)$ 61 6 $(100)$ $(100)$ 100 $(18)$ |
| \$ | 217.7 | \$ | 186.1 | 17 |

* Depreciation excludes accelerated depreciation of (\$2.5) million for the six months ended June 30, 2016. Accelerated depreciation is included in restructuring and other charges.
** Interest expense includes the write-off of prepaid debt issuance costs of (\$1.3) million for the three and six months ended June 30, 2016.

| FORTUNE BRANDS HOME \& SECURITY, INC. <br> Reconciliation of Income Statement - GAAP to Before Charges/Gains Information Three Months Ended June 30, |  |  |  |  |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| \$ in millions, except per share amounts (unaudited) |  |  |  |  |  |  |  |  |  |
|  | GAAP (unaudited) |  | Before Charges/Gains adjustments |  |  |  |  |  |  |
|  |  |  | Restructuring and other charges | Tax Item |  | Write-off of Prepaid Debt Issuance Costs | Loss on sale of product line |  | $\begin{aligned} & \text { Gains } \\ & \text { AP) } \\ & \hline \end{aligned}$ |
| 2017 | SECOND QUARTER |  |  |  |  |  |  |  |  |
| Net Sales | \$ | 1,365.4 | - |  | - | - | - |  |  |
| Cost of products soldSelling, general \& administrative expenses |  | 849.9 | 0.1 |  | - | - | - |  |  |
|  |  | 291.8 | - |  | - | - | - |  |  |
| Selling, general \& administrative expenses Amortization of intangible assets |  | 8.0 | - |  | - | - | - |  |  |
| Loss on sale of product line |  | 2.4 | - |  | - | - | (2.4) |  |  |
| Restructuring charges |  | 0.9 | (0.9) |  | - | - | - |  |  |
| Operating Income |  | 212.4 | 0.8 |  | - | - | 2.4 |  | 215.6 |
| Interest expense |  | 12.3 | - |  | - | - | - |  |  |
| Other expense, net |  | 0.9 | - |  | - | - | - |  |  |
| Income from continuing operations before income taxes |  | 199.2 | 0.8 |  | - | - | 2.4 |  | 202.4 |
| Income taxes |  | 58.9 | 0.3 |  | - | - | (0.1) |  |  |
| Income from continuing operations, net of tax | \$ | 140.3 | 0.5 |  | - | - | 2.5 | \$ | 143.3 |
| Loss from discontinued operations |  | (2.6) | - |  | - | - | - |  |  |
| Net Income |  | 137.7 | - |  | - | - | - |  |  |
| Less: Noncontrolling interests |  | - | - |  | - | - | - |  |  |
| Net Income attributable |  |  |  |  |  |  |  |  |  |
| Income from continuing operations, net of tax less noncontrolling interests | \$ | 140.3 | 0.5 |  | - | - | 2.5 | \$ | 143.3 |
| Diluted Average Shares Outstanding |  | 156.6 |  |  |  |  |  |  | 156.6 |
| Diluted EPS - Continuing Operations |  | 0.90 |  |  |  |  |  |  | 0.92 |
| 2016 |  |  |  |  |  |  |  |  |  |
| Net Sales | \$ | 1,297.8 | - |  | - | - | - |  |  |
| Cost of products sold |  | 823.1 | (0.2) |  | - | - | - |  |  |
| Selling, general \& administrative expenses |  | 276.7 | (0.1) |  | - | - | - |  |  |
| Amortization of intangible assets |  | 6.6 | (0) |  | - | - | - |  |  |
| Restructuring charges |  | 3.7 | (3.7) |  | - | - | - |  |  |
| Operating Income |  | 187.7 | 4.0 |  | - | - | - |  | 191.7 |
| Interest expense |  | 13.9 | - |  | - | (1.3) | - |  |  |
| Other income, net |  | (0.4) | - |  | - | (1) | - |  |  |
| Income from continuing operations before income taxes |  | 174.2 | 4.0 |  | - | 1.3 | - |  | 179.5 |
| Income taxes |  | 49.1 | 1.2 |  | (0.8) | 0.5 | - |  |  |
| Income from continuing operations, net of tax | \$ | 125.1 | 2.8 |  | 0.8 | 0.8 | - | \$ | 129.5 |
| Income from discontinued operations, net of tax |  | - | - |  | - | - | - |  |  |
| Net Income |  | 125.1 | - |  | - | - | - |  |  |
| Less: Noncontrolling interests |  | (0.1) | - |  | - | - | - |  |  |
| Net Income attributable |  |  |  |  |  |  |  |  |  |
| Income from continuing operations, net of tax less noncontrolling interests | \$ | 125.2 | 2.8 |  | 0.8 | 0.8 | - | \$ | 129.6 |
| Diluted Average Shares Outstanding |  | 157.2 |  |  |  |  |  |  | 157.2 |
| Diluted EPS - Continuing Operations |  | 0.80 |  |  |  |  |  |  | 0.82 |


| FORTUNE BRANDS HOME \& SECURITY, INC. <br> Reconciliation of Income Statement - GAAP to Before Charges/Gains Information <br> Six Months Ended June 30, |  |  |  |  |  |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| \$ in millions, except per share amounts (unaudited) |  |  |  |  |  |  |  |  |  |  |
|  | GAAP(unaudited) |  | Before Charges/Gains adjustments |  |  |  |  |  |  |  |
|  |  |  | Restructuring and other charges | Defined benefit plan actuarial losses | Asset impairment charges | Tax Items | Write-off of Prepaid Debt Issuance Costs | Loss on sale of product line |  | Gains <br> AP) |
| 2017 | YEAR TO DATE |  |  |  |  |  |  |  |  |  |
| Net Sales | \$ | 2,552.2 | - | - | - | - | - | - |  |  |
| Cost of products sold |  | 1,619.7 | (0.9) | - | - | - | - | - |  |  |
| Selling, general \& administrative expenses |  | 580.4 | (0.7) | - | - | - | - | - |  |  |
| Amortization of intangible assets |  | 16.1 | - | - | - | - | - | - |  |  |
| Loss on sale of product line |  | 2.4 | - | - | - | - | - | (2.4) |  |  |
| Asset impairment charges |  | 3.2 | - | - | (3.2) | - | - | (2) |  |  |
| Restructuring charges |  | 3.1 | (3. | - | - | - | - | - |  |  |
| Operating Income |  | 327.3 | 4. | - | 3.2 | - | - | 2.4 |  | 337.6 |
| Interest expense |  | 24.2 | - | - | - | - | - | - |  |  |
| Other expense, net |  | 0.1 | - | - | - | - | - | - |  |  |
| Income from continuing operations before income taxes |  | 303.0 | 4. | - | 3.2 | - | - | 2.4 |  | 313.3 |
| Income taxes |  | 85.3 | 1. | - | - | - | - | (0.1) |  |  |
| Income from continuing operations, net of tax | \$ | 217.7 | 3.4 | - | 3.2 | - | - | 2.5 | \$ | 226.8 |
| Loss from discontinued operations, net of tax |  | (2.6) | - | - | - | - | - | - |  |  |
| Net Income |  | 215.1 | - | - | - | - | - | - |  |  |
| Less: Noncontrolling interests |  | - | - | - | - | - | - | - |  |  |
| Net Income attributable to Fortune Brands Home \& Security, Inc. | \$ | 215.1 | 3. | - | 3.2 | - | - | 2.5 | \$ | 224.2 |
| Income from continuing operations, net of tax less noncontrolling interests | \$ | 217.7 | 3. | - | 3.2 | - | - | 2.5 | \$ | 226.8 |
| Diluted Average Shares Outstanding |  | 156.4 |  |  |  |  |  |  |  | 156.4 |
| Diluted EPS - Continuing Operations |  | 1.39 |  |  |  |  |  |  |  | 1.45 |
| 2016 |  |  |  |  |  |  |  |  |  |  |
| Net Sales | \$ | 2,404.3 | - | - | - | - | - | - |  |  |
| Cost of products sold |  | 1,551.8 | (2.) | (0.6) | - | - | - | - |  |  |
| Selling, general \& administrative expenses |  | 546.9 | (0.2) | (0.3) | - | - | - | - |  |  |
| Amortization of intangible assets |  | 13.1 | - | - | - | - | - | - |  |  |
| Restructuring charges |  | 9.3 | (9.3) | - | - | - | - | - |  |  |
| Operating Income |  | 283.2 | 12. | 0.9 | - | - | - | - |  | 296.3 |
| Interest expense |  | 25.7 | - | - | - | - | (1.3) | - |  |  |
| Other income, net |  | (0.7) | - | - | - | - |  | - |  |  |
| Income from continuing operations before income taxes |  | 258.2 | 12.2 | 0.9 | - | - | 1.3 | - |  | 272.6 |
| Income taxes |  | 72.1 | 3.8 | 0.3 | - | (1.1) | 0.5 | - |  |  |
| Income from continuing operations, net of tax | \$ | 186.1 | 8. | 0.6 | - | 1.1 | 0.8 | - | \$ | 197.0 |
| Income from discontinued operations, net of tax |  | - | - | - | - | - | - | - |  |  |
| Net Income |  | 186.1 | - | - | - | - | - | - |  |  |
| Less: Noncontrolling interests |  | (0.1) | - | - | - | - | - | - |  |  |
| Net Income attributable to Fortune Brands Home \& Security, Inc. | \$ | 186.2 | 8. | 0.6 | - | 1.1 | 0.8 | - | \$ | 197.1 |
| Income from continuing operations, net of tax less noncontrolling interests | \$ | 186.2 | 8. | 0.6 | - | 1.1 | 0.8 | - | \$ | 197.1 |
| Diluted Average Shares Outstanding |  | 158.3 |  |  |  |  |  |  |  | 158.3 |
| Diluted EPS - Continuing Operations |  | 1.18 |  |  |  |  |  |  |  | 1.24 |

FORTUNE BRANDS HOME \& SECURITY, INC. (In millions, except per share amounts) (Unaudited)


| Six Months Ended June 30, |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: |
| 2017 |  |  | 2016 | \% Change |
| \$ | 1,227.0 | \$ | 1,195.1 | 3 |
|  | 813.2 |  | 716.9 | 13 |
|  | 235.7 |  | 222.1 | 6 |
|  | 276.3 |  | 270.2 | 2 |
| \$ | 2,552.2 | \$ | 2,404.3 | 6 |


| $\$$ | 135.7 | $\$$ | 119.2 |
| ---: | ---: | ---: | ---: |
|  | 173.5 |  | 158.6 |
| 30.7 | 23.8 | 14 |  |
|  | 28.7 | 21.8 | 29 |
|  | $(43.3)$ | $(40.9)$ | 32 |
|  | 2.0 | 0.7 | $(6)$ |
|  | $(41.3)$ | $(40.2)$ | 186 |
|  |  |  | $(3)$ |
|  | 327.3 | $\$$ | 283.2 |

OPERATING INCOME BEFORE CHARGES/GAINS RECONCILIATION
Operating Income (loss) Before Charges/Gains ${ }^{(\text {a) }}$
Cabinets
Plumbing
Doors
Security
Corporate:
General and administrative expense
$\quad$ Defined benefit plan income ${ }^{(\text {b) }}$
Total Corporate expenses
Total Operating Income Before Charges/Gains ${ }^{\text {(a) }}$
Restructuring and other charges ${ }^{(2)(3)}$
Asset impairment charge
Loss on sale of product line
Defined benefit plan actuarial losses ${ }^{(4)}$
Total Operating Income (GAAP)

| $\$$ | 88.7 | $\$$ | 83.5 |
| ---: | ---: | ---: | ---: |
|  | 103.4 |  | 6 |
|  | 22.6 | 87.7 | 18 |
|  | 21.6 | 19.6 | 15 |
|  |  | 19.6 | 10 |
|  | $(21.7)$ | $(19.5)$ | $(11)$ |
|  | 1.0 | 0.8 | 25 |
|  | $(20.7)$ | $(18.7)$ | $(11)$ |
|  | 215.6 | 191.7 |  |
|  | $(0.8)$ | $(4.0)$ | 12 |
|  | - | - | 80 |
|  | $(2.4)$ | - | $(100)$ |
|  | - | - | - |
| $\$$ | 212.4 | $\$$ | 187.7 |


| $\$$ | 135.7 | $\$$ | 121.0 |
| ---: | ---: | ---: | ---: |
|  | 176.0 |  | 159.6 |
| 30.6 | 23.8 | 12 |  |
|  | 36.6 |  | 31.1 |
|  | $(43.3)$ | 29 |  |
|  | 2.0 | $(40.8)$ | 18 |
|  | $(41.3)$ | 1.6 | $(6)$ |
|  |  | $(39.2)$ | 25 |
|  |  | $(5)$ |  |
|  | $(437.6$ | 296.3 |  |
|  | $(3.2)$ | $(12.2)$ | 14 |
|  | - | 61 |  |
|  | $(2.4)$ | - | $(100)$ |
|  | - | $(0.9)$ | $(100)$ |
|  | 327.3 | $\$$ | 283.2 |

(1) Corporate expenses as derived in accordance with GAAP include the components of defined benefit plan expense other than service cost including actuarial gains and losses.
(2) Restructuring charges are costs incurred to implement significant cost reduction initiatives and include workforce reduction costs.
(3) "Other charges" represent charges or gains directly related to restructuring initiatives that cannot be reported as restructuring under GAAP. Such costs may include losses on disposal of inventories, trade receivables allowances from exiting product lines, accelerated depreciation resulting from the closure of facilities, and gains or losses on the sale of previously closed facilities. For Corporate, other charges incurred represent external costs directly related to the acquisition of Norcraft and primarily include expenditures for banking, legal, accounting and other similar services. In addition, it includes estimated acquisition related inventory step-up expense in our Plumbing segment of $\$ 0.9$ million for the six months ended June 30, 2017.
(4) Represents actuarial gains or losses associated with our defined benefit plans. Actuarial gains or losses in a period represent the difference between actual and actuarially assumed experience, principally related to liability discount rates and plan asset returns, as well as other actuarial assumptions including compensation rates, turnover rates, and health care cost trend rates. The Company recognizes actuarial gains or losses immediately in operating income to the extent they cumulatively exceed a "corridor." The corridor is equal to the greater of $10 \%$ of the fair value of plan assets or $10 \%$ of a plan's projected benefit obligation. Actuarial gains or losses are determined at required remeasurement dates which occur at least annually in the fourth quarter. Remeasurements due to plan amendments and settlements may also occur in interim periods during the year. Our operating income before charges/gains reflects our expected rate of return on pension plan assets which in a given period may materially differ from our actual return on plan assets. Our liability discount rates and plan asset returns are based upon difficult to predict fluctuations in global bond and equity markets that are not directly related to the Company's business. We believe that the exclusion of actuarial gains or losses from operating income before charges/gains provides investors with useful supplemental information regarding the underlying performance of the business from period to period that may be considered in conjunction with our operating income as measured on a GAAP basis. We present this supplemental information because such actuarial gains or losses may create volatility in our operating income that does not necessarily have an immediate corresponding impact on operating cash flow or the actual compensation and benefits provided to our employees. The table below sets forth additional supplemental information on the Company's historical actual and expected rate of return on plan assets, as well as discount rates used to value its defined benefit obligations:
(\$ In millions)
tual return on plan assets
Expected return on plan assets
Discount rate at December 31:
Pension benefits
Postretirement benefits

| Year Ended <br> December 31, |  |
| :---: | :---: |
| 1016 | $\$$ |
| $10.0 \%$ | $\$ 46.6$ |
| $6.6 \%$ | 37.2 |
|  |  |
| $4.3 \%$ |  |
| $3.4 \%$ |  |


| Year Ended |  |
| :---: | :---: |
| December 31, | 2015 |
| $\frac{\%}{\%}$ | $\$$ |
| $(2.1) \%$ | $(\$ 18.2)$ |
| $6.8 \%$ | 40.2 |
| $4.6 \%$ |  |
| $4.1 \%$ |  |

## FORTUNE BRANDS HOME \& SECURITY, INC.

 BEFORE CHARGES/GAINS OPERATING MARGIN TO OPERATING MARGIN
## (Unaudited)

## CABINETS

Before Charges/Gains Operating Margin Operating Margin


| $13.6 \%$ | $12.9 \%$ | 70 bps |
| :--- | :--- | :--- |
| $13.6 \%$ | $12.9 \%$ | 70 bps |

## PLUMBING

Before Charges/Gains Operating Margin
Restructuring \& Other Charges
Operating Margin

| 23.8\% | $\begin{aligned} & \hline 23.2 \% \\ & \text { (0.2\%) } \end{aligned}$ | 60 bps |
| :---: | :---: | :---: |
| 23.8\% | 23.0\% | 80 bps |

## DOORS

Before Charges/Gains Operating Margin Restructuring \& Other Charges
Operating Margin

| $16.9 \%$ <br> - | $15.3 \%$ <br> - | 160 bps |
| :---: | :---: | :---: |
| $16.9 \%$ | $15.3 \%$ | 160 bps |

## SECURITY

## Before Charges/Gains Operating Margin <br> Restructuring \& Other Charges <br> Loss on sale of product line <br> Operating Margin

| $15.0 \%$ | $13.4 \%$ | 160 bps |
| :---: | :---: | :---: |
| $(0.4 \%)$ | $(2.3 \%)$ |  |
| $(1.7 \%)$ | - |  |
| $12.9 \%$ | $11.1 \%$ | 180 bps |

## FBHS

Before Charges/Gains Operating Margin
Restructuring \& Other Charges
Loss on sale of product line
Operating Margin

| $15.8 \%$ | $14.8 \%$ | 100 bps |
| :---: | :---: | :---: |
| $(0.1 \%)$ | $(0.3 \%)$ |  |
| $(0.1 \%)$ | - |  |
| $15.6 \%$ | $14.5 \%$ | 110 bps |

Operating margin is calculated as operating income derived in accordance with GAAP divided by GAAP Net Sales. Before charges/gains operating margin is operating income derived in accordance with GAAP excluding restructuring and other charges and the loss on sale of operation divided by GAAP net sales. Before charges/gains operating margin is a measure not derived in accordance with GAAP. Management uses this measure to evaluate the returns generated by FBHS and its business segments. Management believes this measure provides investors with helpful supplemental information regarding the underlying performance of the Company from period to period. This measure may be inconsistent with similar measures presented by other companies.

FORTUNE BRANDS HOME \& SECURITY, INC.
RECONCILIATION OF PERCENTAGE CHANGE IN HOME PRODUCTS SEGMENTS NET SALES EXCLUDING THE IMPACT OF CURRENCY TO PERCENTAGE CHANGE IN NET SALES (GAAP)
(Unaudited)


## HOME PRODUCTS SEGMENTS (CABINETS, PLUMBING \& DOORS)

Percentage change in Home Products Net Sales excluding the impact of currency Q2 2017 Impact of currency Q2 2017
Percentage change in Home Products Segments Net Sales (GAAP)

| $7 \%$ |
| :---: |
| $(1 \%)$ |
| $6 \%$ |

Home Products Segments net sales excluding the impact of currency in Q2 2017 is net sales derived in accordance with GAAP excluding the Security segment of FBHS and the impact of foreign currency in Q2 2017. Management uses this measure to evaluate the overall performance of the Home Products businesses and believes this measure provides investors with helpful supplemental information regarding the underlying performance of the segment from period to period. This measure may be inconsistent with similar measures presented by other companies.

## Definitions of Terms: Non-GAAP Measures

(a) Operating income before charges/gains is operating income derived in accordance with GAAP excluding restructuring and other charges, the impact of income and expense from actuarial gains or losses associated with our defined benefit plans, asset impairment charges, the loss on the sale of product line and a tax item. Operating income before charges/gains is a measure not derived in accordance with GAAP. Management uses this measure to evaluate the returns generated by FBHS and its business segments Management believes this measure provides investors with helpful supplemental information regarding the underlying performance of the Company from period to period. This measure may be inconsistent with similar measures presented by other companies.
(b) Defined benefit plan income includes the components of defined benefit plan expense other than service costs. It further excludes actuarial gains or losses.
(c) Diluted EPS before charges/gains is income from continuing operations, net of tax, less noncontrolling interests calculated on a diluted per-share basis excluding restructuring and other charges, the impact of an income tax item, the impact of income and expense from actuarial gains or losses associated with our defined benefit plans, asset impairment charges and the loss on the sale of product line. Diluted EPS before charges/gains is a measure not derived in accordance with GAAP. Management uses this measure to evaluate the overall performance of the Company and believes this measure provides investors with helpful supplemental information regarding the underlying performance of the Company from period to period. This measure may be inconsistent with similar measures presented by other companies.
(d) EBITDA before charges/gains is income from continuing operations, net of tax, derived in accordance with GAAP excluding restructuring and other charges, the impact of income and expense from actuarial gains or losses associated with our defined benefit plans, depreciation, asset impairment charges, the loss on sale of product line, amortization of intangible assets, interest expense, and income taxes. EBITDA before charges/gains is a measure not derived in accordance with GAAP. Management uses this measure to assess returns generated by FBHS. Management believes this measure provides investors with helpful supplemental information about the Company's ability to fund internal growth, make acquisitions and repay debt and related interest. This measure may be inconsistent with similar measures presented by other companies.

