



INVESTOR BRIEFING

March 2013



Safe Harbor Statement

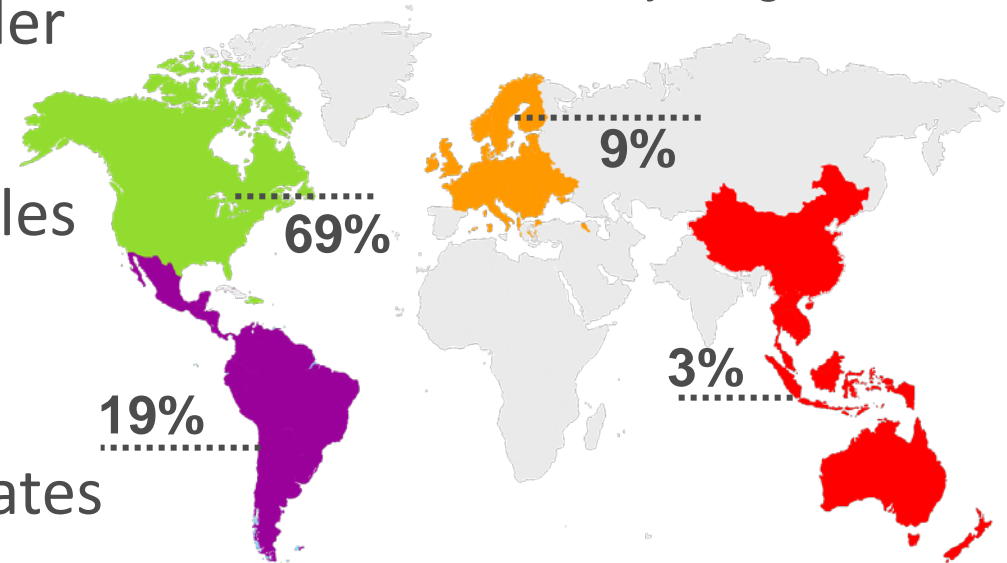
This presentation includes forward-looking statements within the meaning of the Safe Harbor provisions of the Securities Litigation Reform Act of 1995. Such statements include, but are not limited to, statements relating to the expected future performance of the company and its objectives, expectations and intentions for the future. These forward-looking statements are based on the current beliefs and expectations of Bemis Company's management and are subject to risks and uncertainties. The forward-looking statements speak only as of the date of this presentation, and Bemis Company does not undertake to update such statements to reflect changes that occur after that date. There are a number of factors that could cause actual results to differ from those set forth in the forward-looking statements. These factors include, but are not limited to: general economic conditions, competitive conditions in our markets, regional governmental regulations, the cost and availability of raw materials, and our ability to pass these price changes on to our customers or otherwise manage commodity price fluctuation risks. These and other risks, uncertainties, and assumptions are identified from time to time in our filings with the Securities and Exchange Commission including our most recent Annual Report on form 10-K and our quarterly reports on Form 10-Q. Such reports are available on the website of the Securities and Exchange Commission (www.sec.gov).



Bemis Company Profile

- ❑ Packaging industry leader since 1858
- ❑ \$5.1 billion 2012 net sales
 - *Fortune 500*
 - *S&P 500*
- ❑ Vertical integration creates competitive advantage
- ❑ 74 facilities in 11 countries
- ❑ ~ 20,000 employees worldwide

2012 Net Sales by Region



- North America
- Latin America
- Europe
- Asia Pacific

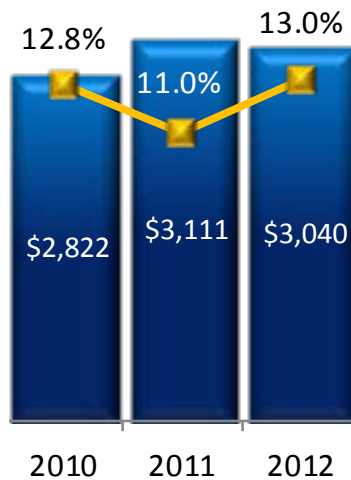
2012 Highlights

- ❑ Record adjusted EPS of \$2.15
- ❑ Increased dividend payable to shareholders
- ❑ Announced new reportable segment structure:
 - U.S. Packaging
 - Global Packaging
 - Pressure Sensitive Materials
- ❑ Substantially completed facility consolidation program to close 9 manufacturing locations and save \$50 million annually (beginning Q213)
- ❑ Increased footprint in Asia-Pacific

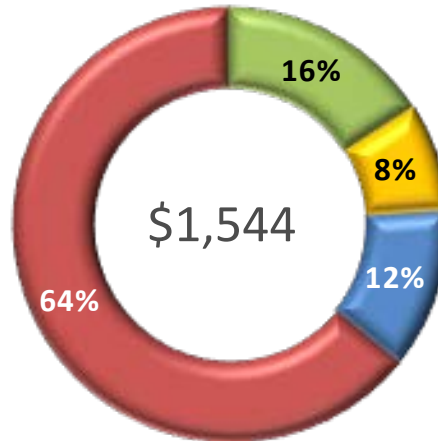
Net Sales & Adjusted Op Profit* % by Segment

(\$ in millions)

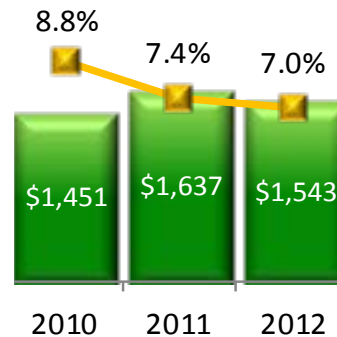
U.S. Packaging



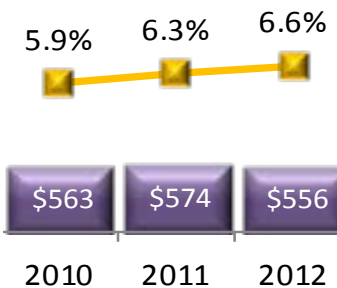
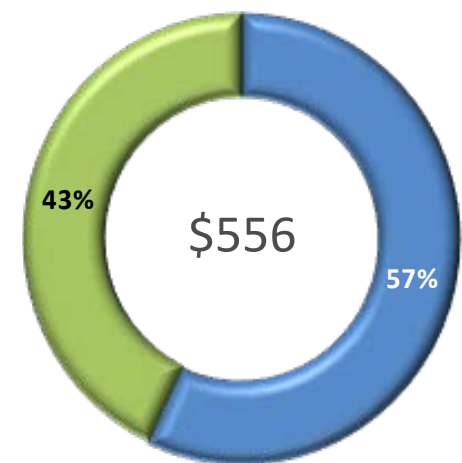
Global Packaging



■ North America ■ Latin America
■ Europe ■ Asia Pacific



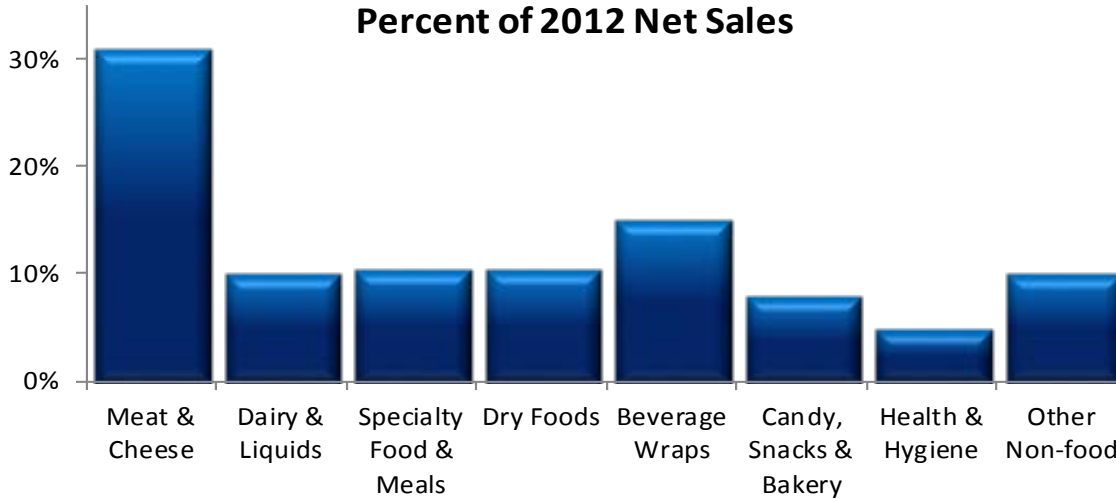
Pressure Sensitive Materials



* See appendix for reconciliation from GAAP to Adjusted Operating Profit excluding certain items.

U.S. Packaging Profile

Percent of 2012 Net Sales



- Extends shelf life of perishable foods (meat, cheese, dairy, produce)
- Proprietary and patented film structures
- Premium manufacturing scale and printing capabilities support both national and regional brands

U.S. Packaging Growth Drivers



Glass jar



Pouch

- Conversion from jars and cans to pouches
- Single serving / convenience sizes
- Material content and weight reduction for sustainability and cost management
- Convenient cook-in packages
- Elimination of PVdC content from plastic cups



Paper envelope



Stand up pouch w/window



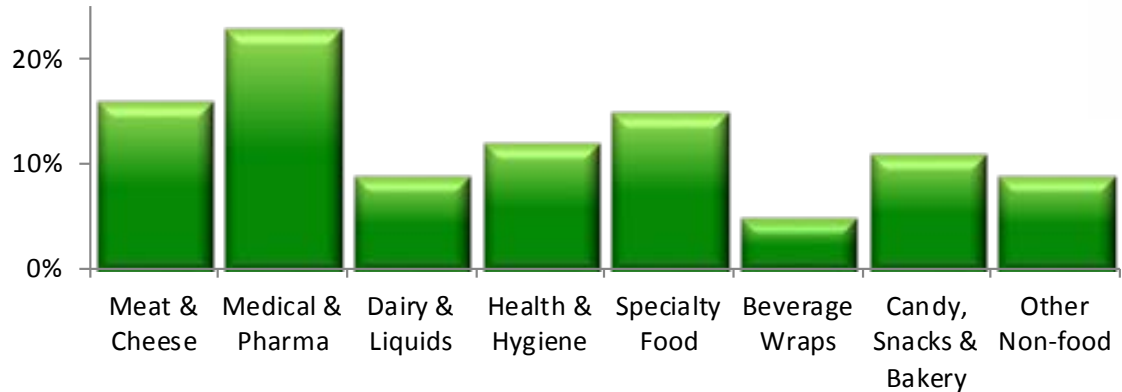
Can



Cook-in Pouch

Global Packaging Profile

Percent of 2012 Net Sales



- Expanding consumer markets in Latin America and Asia
- Sterility and quality are paramount for medical applications

Global Packaging Growth Drivers

Wal-Mart located in China



- Food safety regulations in emerging markets
- New generation of consumers looking for convenience features
- Need for shelf stable foods due to lack of available refrigeration space

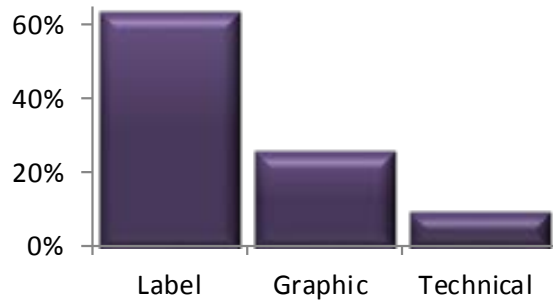


Retort



Pressure Sensitive Materials Profile

Percent of 2012 Net Sales

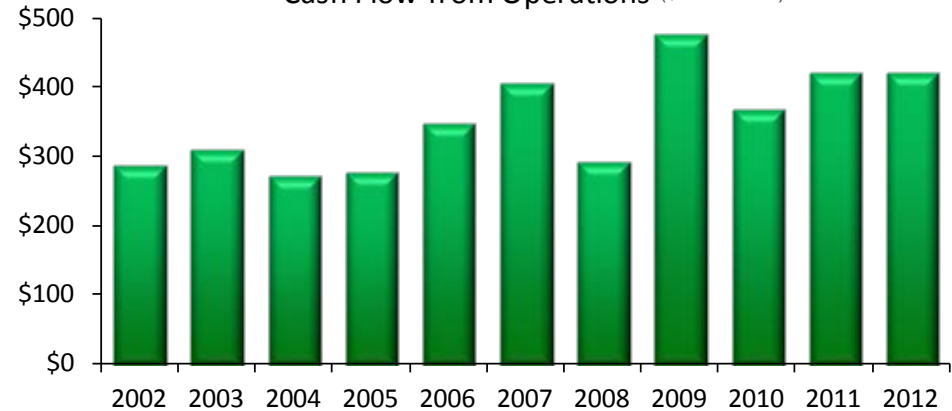


Disciplined Capital Stewardship

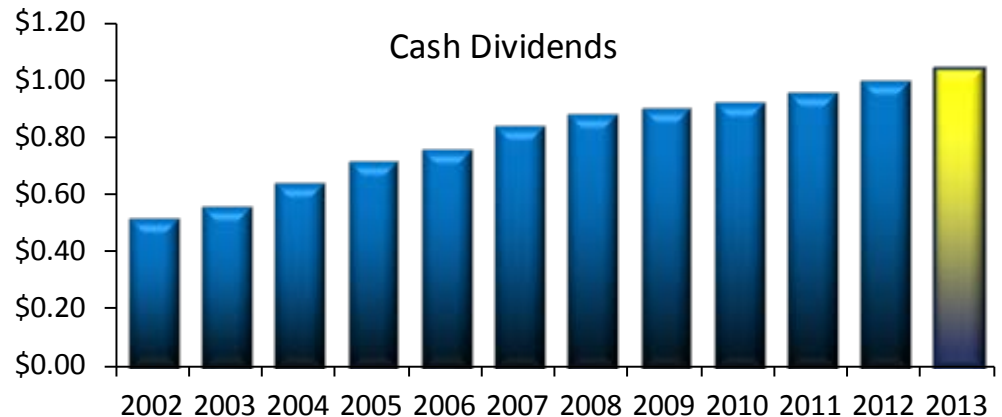
Priorities:

- 1) 30 consecutive years of increasing dividend payments
- 2) Fund organic growth to enhance revenues and returns
- 3) Fund acquisitions
- 4) Balance share repurchases and deleveraging

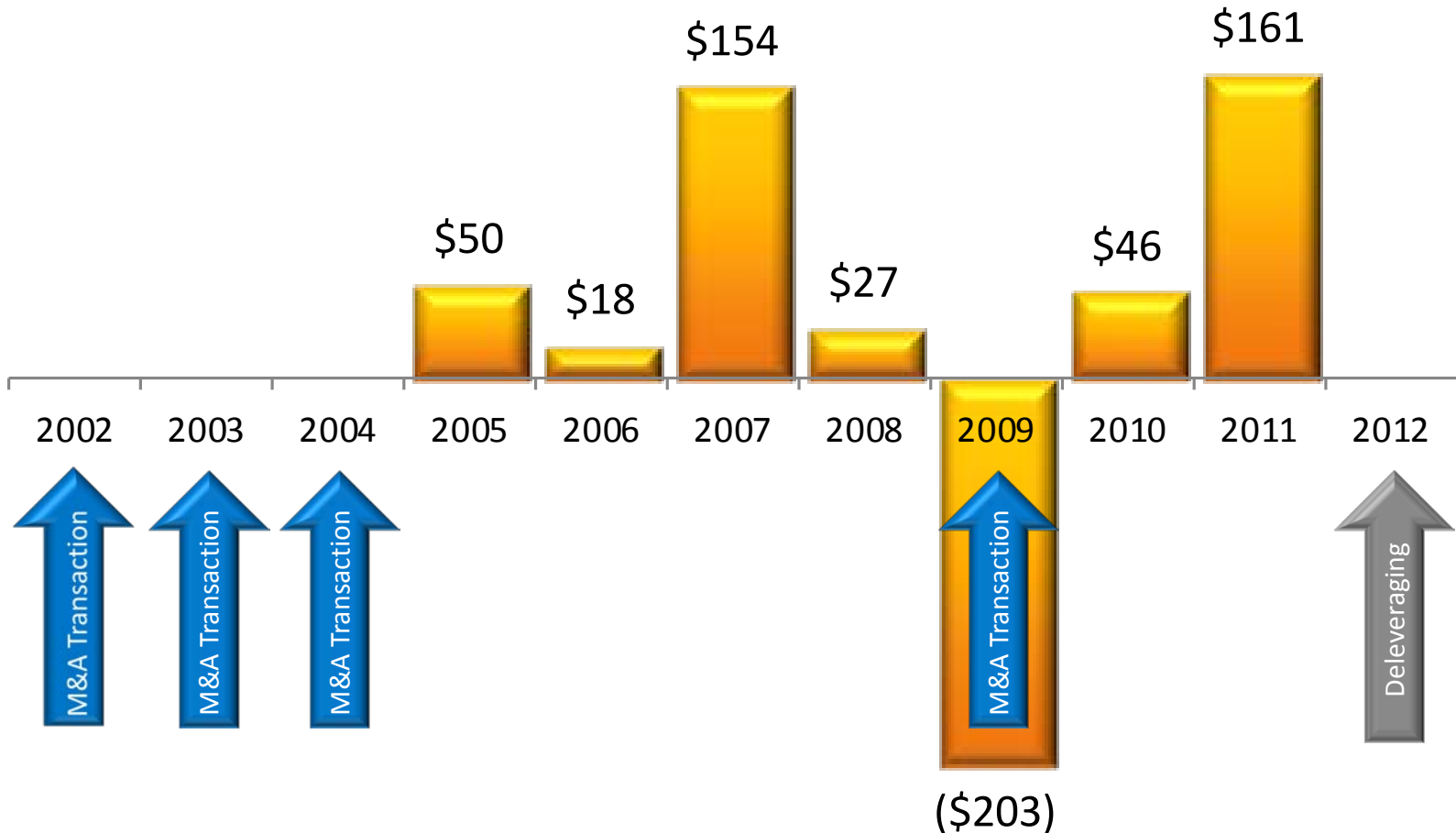
Cash Flow from Operations (\$ in millions)



Cash Dividends



Share Repurchase History



World Class Customer Base

Why customers choose Bemis:

- *Unique technological and engineering resources*
- *Reduced waste in production and distribution system*
- *Flexible capacity to accommodate new product launches*
- *Reliable supply; Quality product*
- *Investment grade supplier*
- *Global supply capabilities*

Boston
Scientific

Heinz

Mondelēz
International

BRF
BRASIL FOODS

HERSHEY'S

Nestlé

Coca-Cola

Hillshire
BRANDS

OWENS
CORNING®

Colgate®

Hormel
Foods

PEPSICO

ConAgra
Foods®

Johnson & Johnson

P&G

FlowersFoods

Kellogg's®

Saputo

G

General Mills

KRAFT

Smithfield

GREAT LAKES
CHEESE

Kimberly-Clark®

Tyson

Malt-O-Meal

Unilever

GRUPO
BIMBO

MARS
incorporated

BEMIS®

Strategic Priorities

Optimize & Leverage
Our Scale



Grow in Target Areas

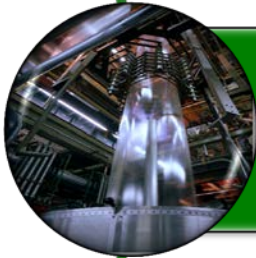


Accelerate Innovation

Optimize & Leverage our Scale



Complete Facility Consolidation



World Class Operations Management



Ongoing Specification Consolidation

Grow in Target Areas

Packaging demand from developing countries

- Emerging economies demanding/regulating food safety and convenience features
- Lack of refrigeration creates need for shelf stable packaging
- Increasing consumer populations

Medical and pharmaceutical industries

- Demographics continue to drive growth
- Modern bio-technology requires more complex packaging
- Opportunities for smart packaging to solve emerging market needs

High barrier packaging opportunities

- New products continue to win business in established U.S. food applications
- Expanding opportunities for high barrier film in Latin America and Asia

Accelerate Innovation



Polyethylene
Polyester
Nylon
Polypropylene
Barrier resins

EZ Peel/Reseal
IntegraCut / IntegraScore
Microwaveable/self venting



Proprietary sealants
Antimicrobial coatings
Retort technologies



Weight reduction
Reduced transportation
Reduced packaging material
Less food and material waste
Lower carbon footprint

Our Sustainability Commitment

Economic sustainability

Transparency and good governance are fundamental tools for delivering long-term value to shareholders

Environmental Sustainability

2020 Targets:

- **Reduce** electricity and fuel use by 10%
- **Reduce** use of solvents by 20%
- **Zero** waste to landfills
- **Zero** process water discharged

Social Sustainability

We are a responsible member of the communities in which we operate and make safety our number one priority in each of our global operations

2013 Guidance

Adjusted EPS guidance of \$2.30 to \$2.45

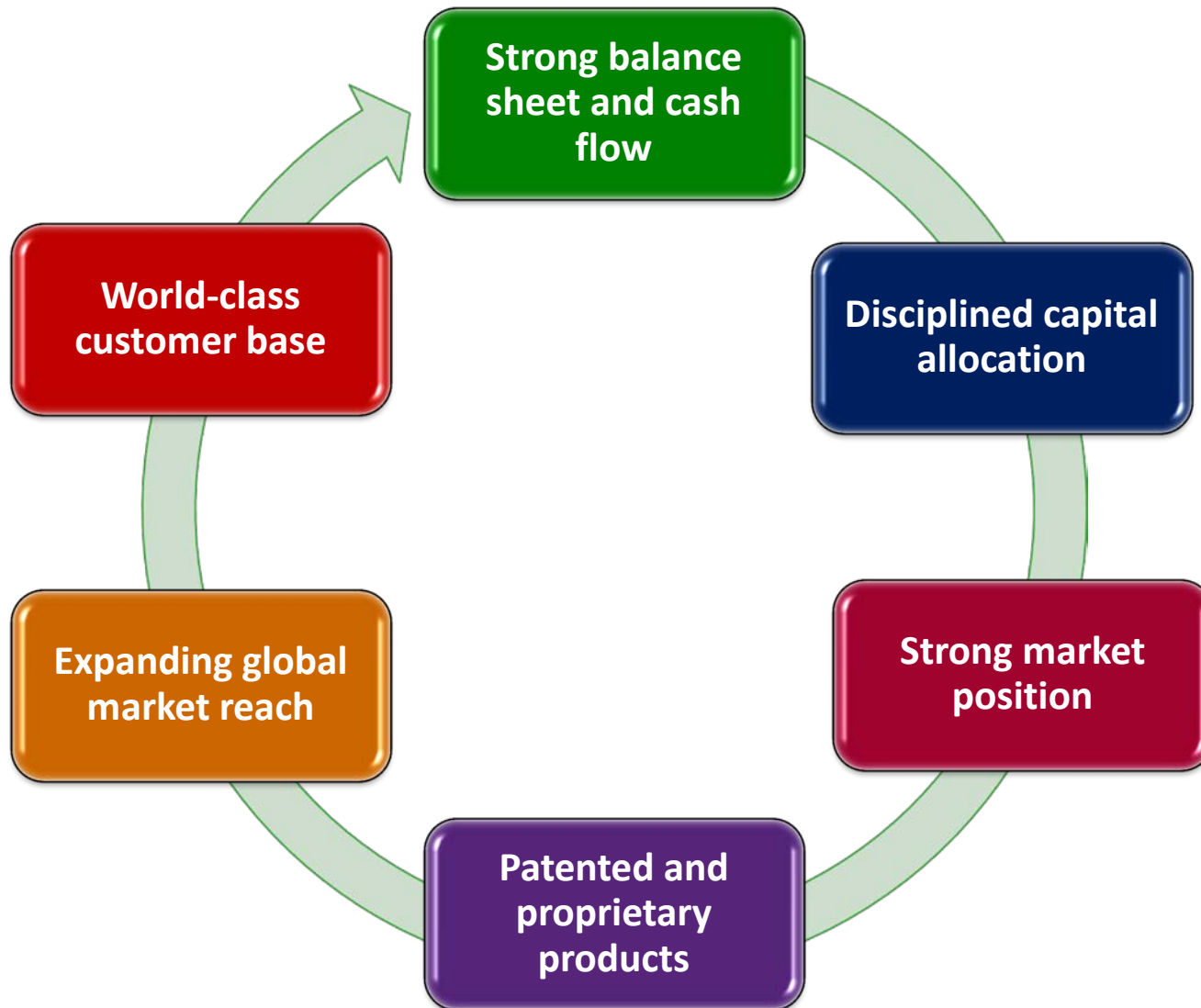
Cash flow from operations > \$430 million

- Reflects ~\$40 million of pension contributions
- Includes ~\$50 million of cash payments for facility consolidation activities
- Cash flow from operations expected to be \$500 million beginning in 2014

Capital expenditures of ~\$175 million

Note: Guidance as of January 31, 2013

An Attractive Investment



APPENDIX



Reconciliation of Non-GAAP EPS

	2011 Actual	Q112 Actual	Q212 Actual	Q312 Actual	Q412 Actual	2012 Actual
GAAP EPS	\$ 1.73	\$ 0.42	\$ 0.40	\$ 0.45	\$ 0.38	\$ 1.66
Special charges:						
Transaction related costs	0.02	-	-	-	-	-
Acquisition related costs	0.03	0.02	0.02	0.01	-	0.04
Facility consolidation and other costs	0.24	0.05	0.12	0.14	0.14	0.45
Other charges / gains	(0.03)	-	-	-	-	-
Adjusted EPS	\$ 1.99	\$ 0.49	\$ 0.54	\$ 0.60	\$ 0.52	\$ 2.15

Components of Change in 2012 Net Sales

Net Sales (\$ in millions)	Total Year		
	2012	2011	% Change
U.S. Packaging	\$ 3,040.1	\$ 3,110.7	(2.3%)
Currency effect			0.0%
Acquisition effect			0.8%
Organic growth (decline)			(3.1%)
Global Packaging	1,543.5	1,637.2	(5.7%)
Currency effect			(9.7%)
Acquisition effect			2.4%
Organic growth (decline)			1.6%
Pressure Sensitive Materials	555.6	574.8	(3.3%)
Currency effect			(3.1%)
Acquisition effect			0.0%
Organic growth (decline)			(0.2%)
Total Net Sales	<u>\$ 5,139.2</u>	<u>\$ 5,322.7</u>	(3.4%)
Currency effect			(3.3%)
Acquisition effect			1.2%
Organic growth (decline)			(1.3%)

Note: Organic growth = Volume + Price + Mix impact



Segment Adjusted Operating Profit excluding certain items

	Total Year	
	2012	2011
US Packaging	\$ 366.7	\$ 315.0
<i>% of Net Sales</i>	12.1%	10.1%
Adjusted for:		
Facilities Consolidation Expense	42.1	26.3
Policy Harmonization Expense (Income)	(13.8)	-
Total	395.0	341.3
<i>% of Net Sales</i>	13.0%	11.0%
Global Packaging	59.9	112.6
<i>% of Net Sales</i>	3.9%	6.9%
Adjusted for:		
Facilities Consolidation Expense	26.6	8.6
Acquisition and Other Expense (Income)	4.6	0.7
Policy Harmonization Expense (Income)	16.4	-
Total	107.5	121.9
<i>% of Net Sales</i>	7.0%	7.4%
Pressure Sensitive Materials	37.1	33.4
<i>% of Net Sales</i>	6.7%	5.8%
Adjusted for:		
Facilities Consolidation Expense		2.7
Policy Harmonization Expense (Income)	(0.5)	-
Total	\$ 36.6	\$ 36.1
<i>% of Net Sales</i>	6.6%	6.3%



Facility Consolidation Financial Summary

	<u>Expense</u>	<u>Cash Paid</u>	<u>Cost Savings</u>
Q411	\$ 38.4	\$ 3.3	
2011	<u>38.4</u>	<u>3.3</u>	
Q112	8.3	8.0	
Q212	19.7	4.5	
Q312	21.4	11.2	5.0
Q412	19.3	11.5	3.0
2012	<u>68.7</u>	<u>35.2</u>	<u>8.0</u>
2013 Estimate	<u>34.0</u>	<u>50.0</u>	<u>45.0</u>
Total Facility Consolidation Impact	<u>\$ 141.1</u>	<u>\$ 88.5</u>	