



Reconciliation of Non-GAAP Financial Measures

Non-GAAP Financial Measures

This presentation contains references to Free Cash Flow and Free Cash Flow Before New Business Investments, which are “non-GAAP financial measures” as this term is defined in Item 10(e) of Regulation S-K under the Securities Act of 1933 and the Securities Exchange Act of 1934 and Regulation G under the Securities Exchange Act of 1934. In accordance with these rules, G&W has reconciled these non-GAAP financial measures to their most directly comparable U.S. GAAP measures.

Management views these non-GAAP financial measures as important measures of G&W’s operating performance or, in the case of Free Cash Flow, an important financial measure of how well G&W is managing its assets and a useful indicator of cash flow that may be available for discretionary use by G&W. Management also views these non-GAAP financial measures as a way to assess comparability between periods. Key limitations of the Free Cash Flow measure include the assumptions that G&W will be able to refinance its existing debt when it matures and meet other cash flow obligations from financing activities, such as principal payments on debt.

These non-GAAP financial measures are not intended to represent, and should not be considered more meaningful than, or as an alternative to, their most directly comparable GAAP measures. These non-GAAP financial measures may be different from similarly-titled non-GAAP financial measures used by other companies.

The following tables set forth reconciliations of each of these non-GAAP financial measures to their most directly comparable GAAP measure (in millions).

Free Cash Flow and Free Cash Flow Before New Business Investments

	2007	2008	2009	2010	2011	2012
Net cash provided by operating activities	\$ 35	\$ 129	\$ 127	\$ 172	\$ 174	\$ 171
Net cash used in investing activities	(70)	(414)	(54)	(389)	(235)	(2,102)
Net cash paid for acquisitions/divestitures	115	353	2	335	101	1,964
Free cash flow	\$ 80	\$ 68	\$ 75	\$ 118	\$ 40	\$ 33
New business investments	-	-	-	-	78	102
Free cash flow before new business investments	<u>\$ 80</u>	<u>\$ 68</u>	<u>\$ 75</u>	<u>\$ 118</u>	<u>\$ 118</u>	<u>\$ 135</u>

	2013	2014	2015	2016	2017 E
Net cash provided by operating activities	\$ 414	\$ 492	\$ 475	\$ 407	\$ 499
Net cash used in investing activities	(209)	(510)	(1,074)	(1,135)	(341)
Net cash paid for acquisitions/divestitures	13	221	792	987	113
Free cash flow	\$ 218	\$ 203	\$ 193	\$ 259	\$ 271
New business investments	34	93	66	25	14
Free cash flow before new business investments	<u>\$ 252</u>	<u>\$ 296</u>	<u>\$ 259</u>	<u>\$ 284</u>	<u>\$ 285</u>
Distributions to noncontrolling interest					(28)
Free cash flow attributable to G&W					<u>\$ 257</u>

