



WestRock

KeyBanc's Basic Materials and Packaging Conference

September 14, 2016

Forward-looking Statements

This presentation contains forward-looking statements within the meaning of the Private Securities Litigation Reform Act of 1995, including but not limited to the statements on the slides entitled “WestRock – Building a Growing Paper and Packaging Leader”, “Creating Value”, “Generating Solid Free Cash Flow and Expanding Profitability Margins”, “Executing on Core Packaging Business and Footprint Opportunities”, “Making Strategic Investments Focused on Growth and Value Creation”, “Executing Balanced Capital Allocation Strategy Focused on Value Creation” and “Synergy and Performance Improvements” that give guidance or estimates for future periods as well as statements regarding, among other things, that we have an unmatched ability to provide our breadth of product offerings, capabilities and geographic reach to our customers; we are on track to achieve our \$1 billion synergy and business performance improvement target by end of fiscal 2018; we estimate annualized run-rate savings of ~\$500 million by end of fiscal 2016; we estimate Adjusted Free Cash Flow in fiscal 2016 of at least \$1 billion; we expect 8.6% of Free Cash Flow Yield in fiscal 2016; the Cenveto integration is going well and we are integrating 25K tons of paperboard; we see continued strong economic and real estate trends in Charleston, SC; we expect to complete monetization of our land portfolio over the next 24 to 30 months; we expect total gross proceeds of approximately \$600 million to be split with various joint venture partners, and approximately \$275 – \$300 million of after-tax cash flow with more than one-half of the cash flow expected to be realized by end of fiscal 2017; and our expectations regarding the composition of our three-year synergy and performance improvement target.

Forward-looking statements are based on our current expectations, beliefs, plans or forecasts and are typically identified by words or phrases such as “may,” “will,” “could,” “should,” “would,” “anticipate,” “estimate,” “expect,” “project,” “intend,” “plan,” “believe,” “target,” “prospects,” “potential” and “forecast,” and other words, terms and phrases of similar meaning. Forward-looking statements involve estimates, expectations, projections, goals, forecasts, assumptions, risks and uncertainties. We caution readers that a forward-looking statement is not a guarantee of future performance and that actual results could differ materially from those contained in the forward-looking statement. With respect to these statements, we have made assumptions regarding, among other things, the results and impacts of the merger of MeadWestvaco and RockTenn; economic, competitive and market conditions generally; volumes and price levels of purchases by customers; competitive conditions in our businesses and possible adverse actions of their customers, competitors and suppliers. Further, our businesses are subject to a number of general risks that would affect any such forward-looking statements including, among others, decreases in demand for their products; increases in energy, raw materials, shipping and capital equipment costs; reduced supplies of raw materials; fluctuations in selling prices and volumes; intense competition; the potential loss of certain customers; the scope, costs, timing and impact of any restructuring of our operations and corporate and tax structure; the occurrence of a natural disaster or other unanticipated problems such as labor difficulties, equipment failure or unscheduled maintenance and repair, which could result in operational disruptions of varied duration; our desire or ability to continue to repurchase company stock; and adverse changes in general market and industry conditions. Such risks and other factors that may impact management’s assumptions are more particularly described in our filings with the Securities and Exchange Commission, including in Item 1A under the caption “Risk Factors” in our Annual Report on Form 10-K for the fiscal year ended September 30, 2015. The information contained herein speaks as of the date hereof and WestRock does not have or undertake any obligation to update or revise its forward-looking statements, whether as a result of new information, future events or otherwise.

Disclaimer; Non-GAAP Financial Measures

We may from time to time be in possession of certain information regarding WestRock that applicable law would not require us to disclose to the public in the ordinary course of business, but would require us to disclose if we were engaged in the purchase or sale of our securities. This presentation shall not be considered to be part of any solicitation of an offer to buy or sell WestRock securities. This presentation also may not include all of the information regarding WestRock that you may need to make an investment decision regarding WestRock securities. Any investment decision should be made on the basis of the total mix of information regarding WestRock that is publicly available as of the date of the decision.

We report our financial results in accordance with accounting principles generally accepted in the United States ("GAAP"). However, management believes certain non-GAAP financial measures provide users with additional meaningful financial information that should be considered when assessing our ongoing performance. Management also uses these non-GAAP financial measures in making financial, operating and planning decisions and in evaluating our performance. Non-GAAP financial measures should be viewed in addition to, and not as an alternative for, our GAAP results. The non-GAAP financial measures we present may differ from similarly captioned measures presented by other companies. See the Appendix for details about these non-GAAP financial measures, as well as the required reconciliations.

WestRock

Building a Growing Paper and Packaging Leader



\$14.2 billion
sales⁽¹⁾



~39,000
employees



>250 operating
and business
locations

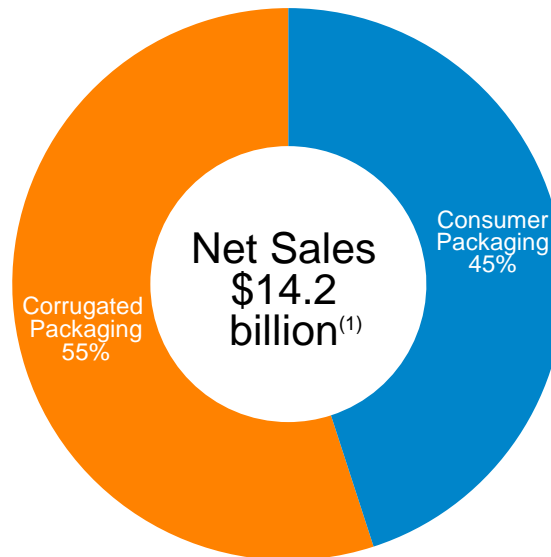


Americas,
Europe and
Asia-Pacific

Corrugated Packaging



- #2 North American Containerboard
- #2 North American Corrugated Packaging
- #2 Brazil Corrugated Packaging
- #1 India Containerboard

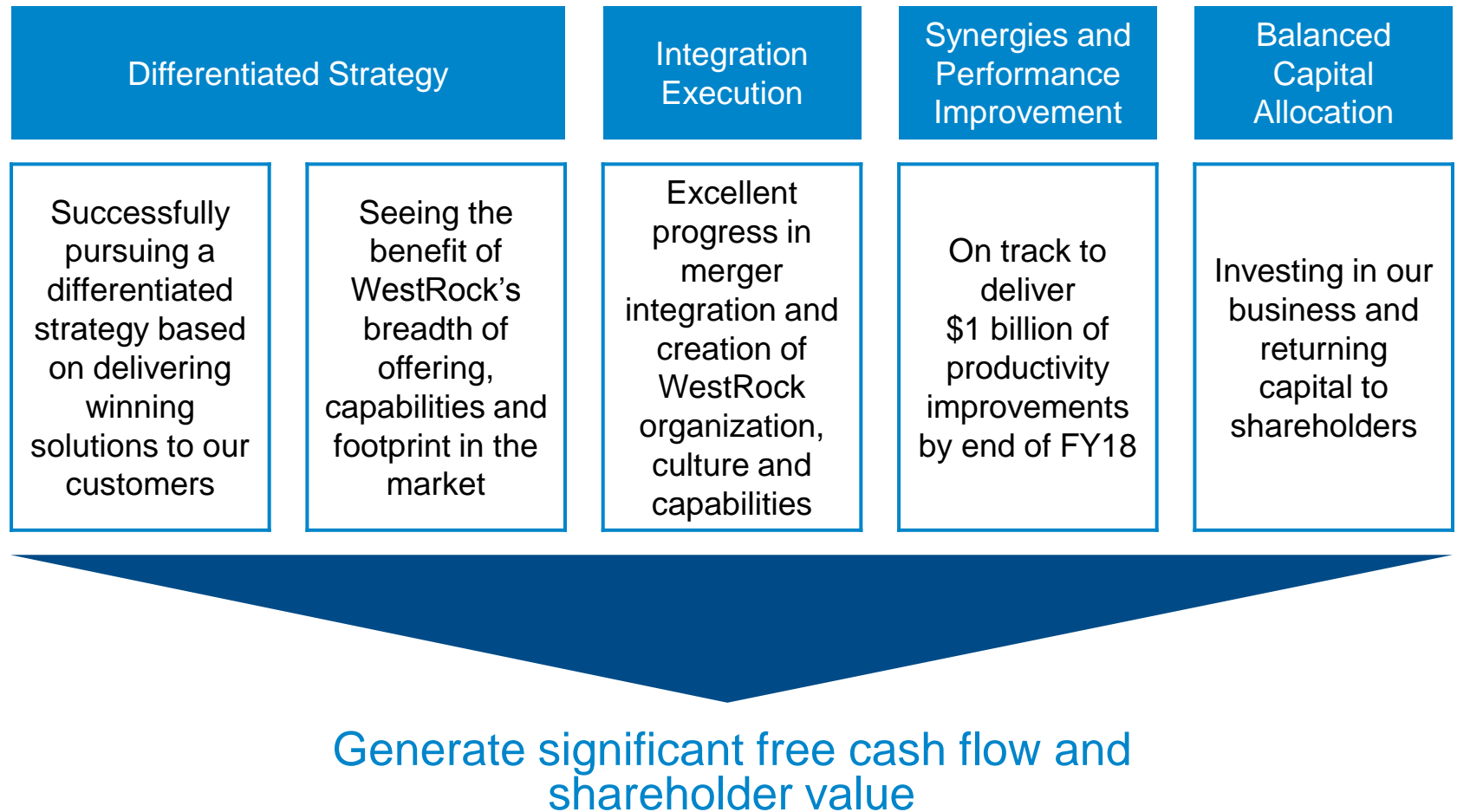


Consumer Packaging

- #1 North American Consumer Paperboard
- #2 North American Folding Carton
- #1 North American Merchandising Displays
- #2 Beverage Multi-pack Packaging
- #1/2 Dispensing Systems



Creating Value



Generating Solid Free Cash Flow and Expanding Profitability Margins

On track to deliver more than \$1 billion of adjusted free cash flow ⁽¹⁾ in FY16
Raised full-year guidance

Corrugated Packaging

Q3 FY16 EBITDA Margin⁽²⁾

North America: 18.3%

Brazil: 22.8%



North America and Brazil corrugated box demand is stable

- Q3 FY16 segment sales of \$1,968 million
- North American corrugated EBITDA margin ⁽¹⁾ up 80 basis points sequentially
- Grupo Gondi joint venture sales of \$188 million, EBITDA margins ⁽¹⁾ over 20% ⁽²⁾
- Brazil corrugated shipments up 6K tons, or 5%, versus prior year
- North American containerboard inventory reduced by 152K tons sequentially

Consumer Packaging

Q3 FY16 EBITDA Margin⁽²⁾

Increase of 190 basis points



Solid EBITDA margin expansion from merger synergies and productivity benefits

- Q3 FY16 segment sales of \$1,636 million
- Q3 FY16 EBITDA margin ⁽¹⁾ of 16.8% up 190 basis points versus prior year
- Stable demand and pricing in packaging end markets: folding carton, beverage and home, health and beauty
- Home, health and beauty — strong execution; record EBITDA margins ⁽¹⁾

What we have done, and
what we are doing post
merger...

Executing on Core Packaging Business and Footprint Opportunities



Completed

- Closed four containerboard mills to balance WestRock containerboard system and improve profitability
 - Newberg, OR
 - Coshocton, OH
 - Uncasville, CT
 - Vapi, India
- Completed two acquisitions and invested in one joint venture to strengthen and optimize our packaging business
- Separated Ingevity, WestRock's Specialty Chemicals business; separation completed on May 15, 2016
- Completed review and accelerating monetization of Land and Development assets in Charleston, SC; expected after tax cash flow of approximately \$275 – \$300 million; more than one-half expected to be realized by end of FY17



In Process

- Monitoring entire portfolio of assets for efficiency, cost improvement and value creation opportunities
- Evaluating further growth opportunities

Making Strategic Investments Focused on Growth and Value Creation



Acquisition of SP Fiber:

- Low-cost, lightweight containerboard, creating portfolio opportunities
- Equity purchase price of \$282 million and debt purchased of \$37 million
- Dublin mill: 585K tons of low-cost, recycled liner medium and kraft paper; allowed for other portfolio actions to take place
- Newberg mill: Permanently closed
- Synergies expected to exceed original acquisition assumption



Acquisition of Cenveo Packaging:

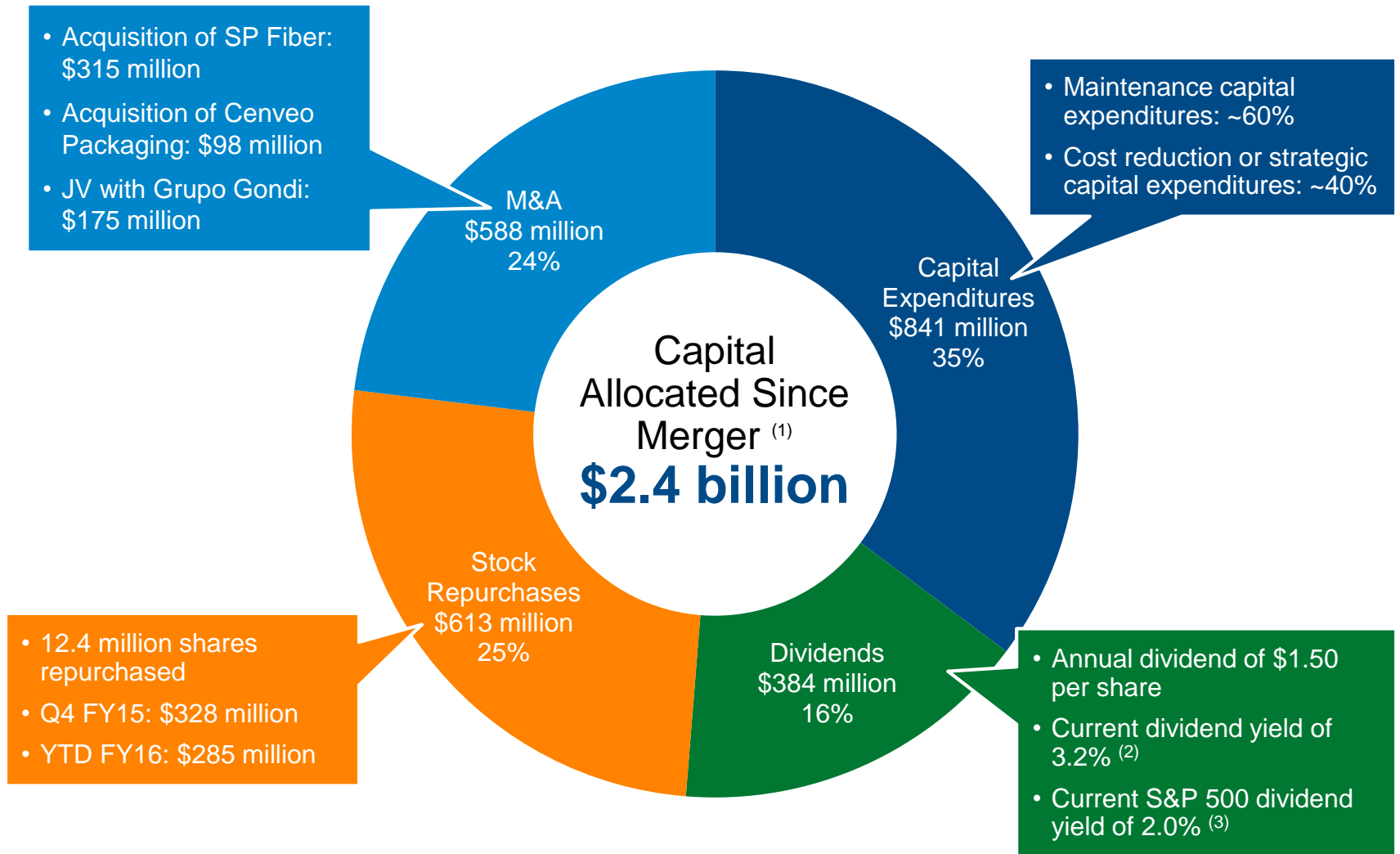
- Increasing downstream integration and capabilities; attractive multiple
- Equity purchase price of ~\$100 million; EBITDA multiple of 3x, with synergies
- Approximate annual revenue of \$190 million
- Seven folding carton and litho laminate display locations with additional product capabilities
- Expected to integrate 25K tons of internal SBS and CRB demand, annually



Joint venture with Grupo Gondi:

- Transformational partnership enabling expansion of paper and packaging businesses in attractive high-growth market
- Cash contribution of \$175 million plus three WestRock Mexican box plants for a 25% equity interest in joint venture
- 800K tons of containerboard and paperboard packaging made up of WestRock's three box plants that ship 200K tons of corrugated packaging and Grupo Gondi's 10 production sites that ship 600K tons of corrugated, folding carton and beverage packaging
- Expected combined annual sales and EBITDA margin⁽¹⁾ of >\$750 million and >20%, respectively

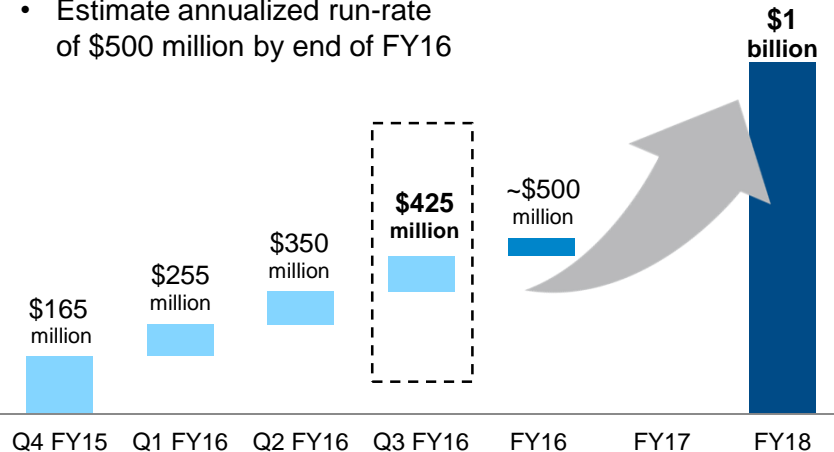
Executing Balanced Capital Allocation Strategy Focused on Value Creation



Synergy and Performance Improvements

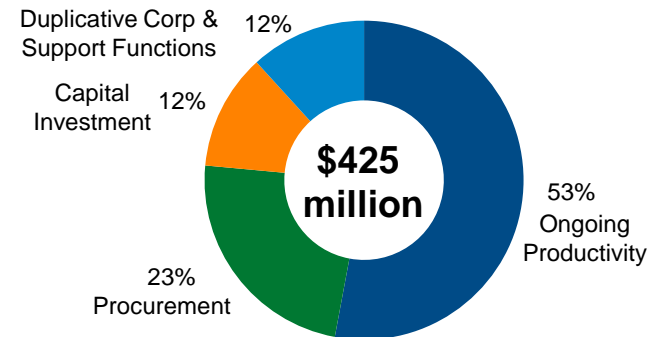
Q3 FY16 PROGRESS

- Achieved annualized run-rate of \$425 million at 6/30
- Estimate annualized run-rate of \$500 million by end of FY16

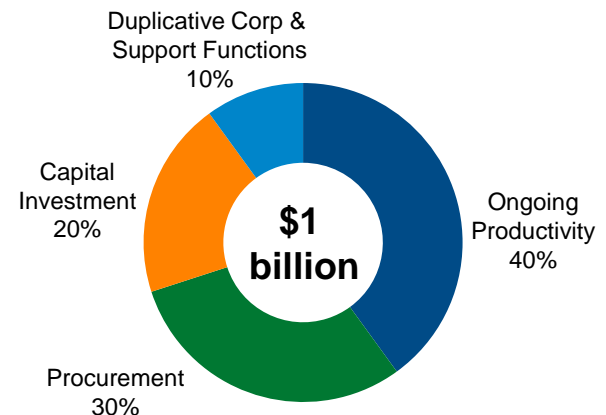


On track to achieve \$1 billion objective by end of FY18

RUN-RATE AT 6/30/16



THREE YEAR GOAL



WestRock

Building a Growing Paper and Packaging Leader

Industry Leadership & Scale	<ul style="list-style-type: none"> • Holds number 1 or number 2 positions in attractive paper and packaging markets • Net sales exceeding \$14 billion¹ • Global scale & diversity, with ~39,000 employees in >250 locations • 45% Consumer Packaging, 55% Corrugated Packaging
Differentiated Strategy	<ul style="list-style-type: none"> • Focus on value-added, innovative paper and packaging solutions that help our customers win in their markets • Unmatched ability to provide our breadth of product offerings, capabilities and geographic reach to our customers
Strong Cash Flow Generation	<ul style="list-style-type: none"> • Adjusted Free Cash Flow forecast for FY16 of at least \$1 billion² • FY16 Adjusted Free Cash Flow Yield estimate of approximately 8.6%²
Realizing Productivity Benefits	<ul style="list-style-type: none"> • \$425 million annualized run-rate achieved as of June 30, 2016 • On track to achieve \$1 billion synergy and business performance improvement target by end of FY18
Balanced Capital Allocation	<ul style="list-style-type: none"> • Returned \$1 billion of cash to stockholders since merger • Deployed \$588 million to strategic M&A growth opportunities since merger • Successfully completed separation of Ingevity that returned \$1 billion to stockholders

12 1) Represents trailing twelve months ended June 2016 sales adjusted for separation of Ingevity.
 2) Non-GAAP Financial Measure. We believe the most directly comparable GAAP measure to Adjusted Free Cash Flow is Operating Cash Flow and the most directly comparable GAAP measure to Adjusted Free Cash Flow Yield is Operating Cash Flow Yield. See Reconciliation in Appendix.

Appendix

Non-GAAP Financial Measures

Credit Agreement EBITDA

“Credit Agreement EBITDA” is calculated in accordance with the definition contained in our Credit Agreement. Credit Agreement EBITDA is generally defined as Consolidated Net Income plus: consolidated interest expense, income taxes of the consolidated companies determined in accordance with GAAP, depreciation and amortization expense of the consolidated companies determined in accordance with GAAP, loss on extinguishment of debt and financing fees, certain non-cash and cash charges incurred, including goodwill impairment, certain restructuring and other costs, merger / acquisition and integration costs, charges and expenses associated with the write-up of inventory acquired and other items. LTM Credit Agreement EBITDA margin is calculated by dividing LTM Credit Agreement EBITDA by Net Sales adjusted for Trade Sales.

Adjusted Free Cash Flow

Free Cash Flow is defined as Cash Provided by Operating Activities, excluding after-tax cash restructuring costs minus capital expenditures. Free Cash Flow Yield is defined as Free Cash Flow divided by Market Capitalization (Shares Outstanding as of 7/29/2016 times Share Price as of 9/9/2016). We believe the most directly comparable GAAP measure is net cash provided by operating activities. Management believes this is an important measure in evaluating our financial performance and measures our ability to generate cash without incurring additional external financings.

Total Funded Debt and Leverage Ratio

“Total Funded Debt” is calculated in accordance with the definition contained in our Credit Agreement. Total Funded Debt is generally defined as aggregate debt obligations reflected in our balance sheet less the stepped up value of said debt, less non-recourse debt except for Securitization related debt, less trade payables related debt that may be recharacterized as debt, less insurance policy loans to the extent offset by assets of the applicable insurance policies, obligations with the hedge adjustments resulting from terminated and existing fair value interest rate derivatives or swaps, if any, less certain cash, plus additional outstanding letters of credit not already reflected in debt and certain guarantees.

Our management uses Credit Agreement EBITDA and Total Funded Debt to evaluate compliance with our debt covenants and borrowing capacity available under our Credit Agreement, as a measure of operating performance and to compare to our target Leverage Ratio of 2.25x – 2.50x. Management believes that investors also use these measures to evaluate our compliance with our debt covenants and available borrowing capacity. Borrowing capacity is dependent upon, in addition to other measures, the “Credit Agreement Debt/EBITDA ratio” or the “Leverage Ratio,” which is defined as Total Funded Debt divided by Credit Agreement EBITDA. As of the June 30, 2016 calculation, our Leverage Ratio was 2.33 times. While the Leverage Ratio under the Credit Agreement determines the credit spread on our debt we are not subject to a Leverage Ratio cap. The Credit Agreement is subject to a Debt to Capitalization and Consolidated Interest Coverage Ratio, as defined in the Credit Agreement.

Non-GAAP Financial Measures (cont.)

Adjusted Segment EBITDA Margins

Our management uses “Adjusted Segment EBITDA Margins”, along with other factors, to evaluate our segment performance against our peers. Management believes that investors also use this measure to evaluate our performance relative to our peers. “Adjusted Segment EBITDA Margin” is calculated for each segment by dividing that segment’s Adjusted Segment EBITDA by Adjusted Segment Sales. “Adjusted Segment EBITDA” is calculated for each segment by adding that segment’s “Adjusted Segment Income” to its Depreciation, Depletion and Amortization.

Q3 FY16 Adjusted Segment Sales, Adjusted EBITDA and Adjusted EBITDA Margin

(\$ in millions, except percentages)	Corrugated Packaging	Consumer Packaging	Land and Development	Non-Allocated / Eliminations	Consolidated
Segment Sales	\$ 1,967.7	\$ 1,635.8	\$ 42.0	\$ (49.0)	\$ 3,596.5
Less: Trade Sales	(70.6)	-	-	-	(70.6)
Adjusted Segment Sales	<u>\$ 1,897.1</u>	<u>\$ 1,635.8</u>	<u>\$ 42.0</u>	<u>\$ (49.0)</u>	<u>\$ 3,525.9</u>
Segment Income including non-allocated	\$ 192.4	\$ 151.7	\$ 9.5	\$ (15.3)	\$ 338.3
Depreciation and Amortization	144.1	124.2	0.3	2.0	270.6
Segment EBITDA	336.5	275.9	9.8	(13.3)	608.9
Plus: Inventory Step-up	2.8	(0.8)	-	-	2.0
Adjusted Segment EBITDA	<u>\$ 339.3</u>	<u>\$ 275.1</u>	<u>\$ 9.8</u>	<u>\$ (13.3)</u>	<u>\$ 610.9</u>
Segment EBITDA Margins	<u>17.1%</u>	<u>16.9%</u>	<u>23.3%</u>		
Adjusted Segment EBITDA Margins	<u>17.9%</u>	<u>16.8%</u>	<u>23.3%</u>		

Q3 FY16 Corrugated EBITDA Margins

	Q3 FY16			
(\$ in millions, except percentages)	North America	Brazil	Other	Corrugated Packaging
Segment Sales	\$ 1,761.4	\$ 92.3	\$ 114.0	\$ 1,967.7
Less: Trade Sales	(70.6)	-	-	(70.6)
Adjusted Segment Sales	<u>\$ 1,690.8</u>	<u>\$ 92.3</u>	<u>\$ 114.0</u>	<u>\$ 1,897.1</u>
Segment Income	\$ 177.5	\$ 9.2	\$ 5.7	\$ 192.4
Depreciation and Amortization	129.6	11.8	2.7	144.1
Segment EBITDA	307.1	21.0	8.4	336.5
Plus: Inventory Step-up	2.8	-	-	2.8
Adjusted Segment EBITDA	<u>\$ 309.9</u>	<u>\$ 21.0</u>	<u>\$ 8.4</u>	<u>\$ 339.3</u>
Segment EBITDA Margins	<u>17.4%</u>	<u>22.8%</u>	<u>7.4%</u>	<u>17.1%</u>
Adjusted Segment EBITDA Margins	<u>18.3%</u>	<u>22.8%</u>	<u>7.4%</u>	<u>17.9%</u>

	Q3 FY15 - RKT			Q3 FY15 - MWV			Q3 FY15 - RKT + MWV
(\$ in millions, except percentages)	North America	Other	Corrugated Packaging	Brazil	Other	Corrugated Packaging	Corrugated Packaging
Segment Sales	\$ 1,797.3	\$ 90.0	\$ 1,887.3	\$ 101.8	\$ 21.3	\$ 123.1	\$ 2,010.4
Less: Trade Sales	(78.5)	-	(78.5)	-	-	-	(78.5)
Adjusted Segment Sales	<u>\$ 1,718.8</u>	<u>\$ 90.0</u>	<u>\$ 1,808.8</u>	<u>\$ 101.8</u>	<u>\$ 21.3</u>	<u>\$ 123.1</u>	<u>\$ 1,931.9</u>
Segment Income	\$ 214.5	\$ 2.5	\$ 217.0	\$ 19.0	\$ (3.5)	\$ 15.5	\$ 232.5
Depreciation & Amortization	119.8	2.6	122.4	7.6	1.2	8.8	131.2
Adjusted Segment EBITDA	<u>\$ 334.3</u>	<u>\$ 5.1</u>	<u>\$ 339.4</u>	<u>\$ 26.6</u>	<u>\$ (2.3)</u>	<u>\$ 24.3</u>	<u>\$ 363.7</u>
Adjusted Segment EBITDA Margins	<u>19.4%</u>	<u>5.7%</u>	<u>18.8%</u>	<u>26.1%</u>	<u>-10.8%</u>	<u>19.7%</u>	<u>18.8%</u>

Q3 FY16 Packaging Shipments Results ⁽¹⁾

Corrugated Packaging

North America Corrugated	Unit	FY15				FY16		
		Q1	Q2	Q3	Q4	Q1	Q2	Q3
External Box, Containerboard & Kraft Paper Shipments	Thousands of tons	1,908.2	1,877.1	1,953.0	1,934.0	1,940.6	1,969.2	2,019.8
Newsprint Shipments	Thousands of tons	-	-	-	-	26.0	-	-
Pulp Shipments	Thousands of tons	87.6	59.6	79.6	84.0	80.1	71.1	94.3
Total North American Corrugated Packaging Shipments	Thousands of tons	1,995.8	1,936.7	2,032.6	2,018.0	2,046.7	2,040.3	2,114.1
Corrugated Container Shipments ⁽²⁾	Billions of square feet	18.2	18.1	18.8	18.7	18.7	18.2	18.6
Corrugated Container Shipments per Shipping Day ⁽²⁾	Millions of square feet	297.7	292.6	298.7	292.6	306.3	288.6	291.4
Corrugated Packaging Maintenance Downtime	Thousands of tons	68.5	79.6	104.1	3.1	119.9	68.1	60.5
Corrugated Packaging Economic Downtime	Thousands of tons	53.1	24.5	29.5	83.9	144.0	30.1	71.7
Brazil and India								
Corrugated Packaging Shipments	Thousands of tons	166.5	168.2	175.1	171.4	180.2	173.5	166.9
Corrugated Container Shipments	Billions of square feet	1.4	1.4	1.5	1.4	1.5	1.3	1.4
Corrugated Container Shipments per Shipping Day	Millions of square feet	18.7	20.4	19.9	18.1	19.2	19.8	19.1
Total Corrugated Packaging Segment Shipments ⁽³⁾	Thousands of tons	2,162.3	2,104.9	2,207.7	2,189.4	2,226.9	2,213.8	2,281.0
Consumer Packaging								
WestRock								
Consumer Packaging Segment Shipments	Thousands of tons	871.0	875.4	955.3	955.1	876.0	898.3	911.0
Pulp Shipments	Thousands of tons	68.3	45.6	60.7	88.8	73.3	76.1	75.3
Consumer Packaging Converting Shipments	Billions of square feet	8.6	8.6	9.2	9.2	8.8	9.0	9.5

Q3 FY16 LTM Credit Agreement EBITDA, Net Sales and LTM Credit Agreement EBITDA Margin

(\$ in millions, except percentages)	WRK	
	LTM Q3 FY16	
Income from Continuing Operations	\$	348.5
Interest Expense, Net		185.9
Income Taxes		186.0
Depreciation, Depletion and Amortization		1,069.8
Additional Permitted Charges		553.7 ⁽¹⁾
LTM Credit Agreement EBITDA	\$	2,343.9
Net Sales	\$	14,176.2
Less: Trade Sales		(280.7)
Net Sales Adjusted for Trade Sales	\$	13,895.5
LTM Credit Agreement EBITDA Margin		16.9%

Q3 and YTD FY16 Adjusted Free Cash Flow

(\$ in millions)	<u>Q3 FY16</u>	<u>YTD FY16</u>
Cash Flow from Operations	\$ 531.6	\$ 1,306.8
Less: Capital Expenditures	<u>(196.3)</u>	<u>(614.7)</u>
	335.3	692.1
Plus: Restructuring and Other Costs, Net of Tax	<u>37.9</u>	<u>113.2</u>
Adjusted Free Cash Flow	<u>\$ 373.2</u>	<u>\$ 805.3</u>

Q3 FY15 Reconciliation of Reported to Recast Segment Income and EBITDA

(\$ in millions, except percentages)	RKT	MWV as Reported ⁽¹⁾	MWV Adjustments ⁽²⁾	MWV Recast Total	Combined RKT / MWV	Less: Specialty Chemicals	Combined RKT / MWV Excluding Specialty Chemicals
<u>Segment Sales</u>							
Corrugated Packaging	\$ 1,887.3	\$ 123.1	\$ -	\$ 123.1	\$ 2,010.4	\$ -	\$ 2,010.4
Consumer Packaging	690.2	1,020.4	-	1,020.4	1,710.6	-	1,710.6
Specialty Chemicals	-	262.2	-	262.2	262.2	(262.2)	-
Land & Development	-	22.0	-	22.0	22.0	-	22.0
Intersegment Eliminations	(38.6)	(5.4)	-	(5.4)	(44.0)	-	(44.0)
Total Segment Sales	<u>\$ 2,538.9</u>	<u>\$ 1,422.3</u>	<u>\$ -</u>	<u>\$ 1,422.3</u>	<u>\$ 3,961.2</u>	<u>\$ (262.2)</u>	<u>\$ 3,699.0</u>
<u>Adjusted Segment Income</u>							
Corrugated Packaging	\$ 217.0	\$ 18.1	\$ (2.6)	\$ 15.5	\$ 232.5	\$ -	\$ 232.5
Consumer Packaging	77.9	125.0	(34.7)	90.3	168.2	-	168.2
Specialty Chemicals	-	61.7	(2.8)	58.9	58.9	(58.9)	-
Land & Development	-	2.1	6.0	8.1	8.1	-	8.1
Total Segment Income	294.9	206.9	(34.1)	172.8	467.7	(58.9)	408.8
Non-Allocated Expenses	(12.7)	(30.5)	42.1	11.6	(1.1)	-	(1.1)
Adjusted Segment Income Including							
Non-Allocated Expenses	282.2	176.4	8.0	184.4	466.6	(58.9)	407.7
Noncontrolling Interest	-	8.0	(8.0)	-	-	-	-
MWV Interest and Other Items	-	(76.2)	-	(76.2)	(76.2)	-	(76.2)
	<u>\$ 282.2</u>	<u>\$ 108.2</u>	<u>\$ -</u>	<u>\$ 108.2</u>	<u>\$ 390.4</u>	<u>\$ (58.9)</u>	<u>\$ 331.5</u>
<u>Depreciation and Amortization</u>							
Corrugated Packaging	\$ 122.4	\$ 8.8	\$ -	\$ 8.8	\$ 131.2	\$ -	\$ 131.2
Consumer Packaging	28.7	58.8	-	58.8	87.5	-	87.5
Specialty Chemicals	-	8.5	-	8.5	8.5	(8.5)	-
Land & Development	-	0.4	-	0.4	0.4	-	0.4
Total Segment D&A	151.1	76.5	-	76.5	227.6	(8.5)	219.1
Non-Allocated Expenses	3.9	3.3	-	3.3	7.2	-	7.2
Total Depreciation and Amortization	<u>\$ 155.0</u>	<u>\$ 79.8</u>	<u>\$ -</u>	<u>\$ 79.8</u>	<u>\$ 234.8</u>	<u>\$ (8.5)</u>	<u>\$ 226.3</u>
<u>Adjusted Segment EBITDA</u>							
Corrugated Packaging	\$ 339.4	\$ 26.9	\$ (2.6)	\$ 24.3	\$ 363.7	\$ -	\$ 363.7
Consumer Packaging	106.6	183.8	(34.7)	149.1	255.7	-	255.7
Specialty Chemicals	-	70.2	(2.8)	67.4	67.4	(67.4)	-
Land & Development	-	2.5	6.0	8.5	8.5	-	8.5
Total Adjusted Segment EBITDA	446.0	283.4	(34.1)	249.3	695.3	(67.4)	627.9
Non-Allocated Expenses	(8.8)	(27.2)	42.1	14.9	6.1	-	6.1
Noncontrolling Interest	-	8.0	(8.0)	-	-	-	-
Adjusted Segment EBITDA Including							
Non-Allocated Expenses	<u>\$ 437.2</u>	<u>\$ 264.2</u>	<u>\$ -</u>	<u>\$ 264.2</u>	<u>\$ 701.4</u>	<u>\$ (67.4)</u>	<u>\$ 634.0</u>
<u>Adjusted Segment EBITDA Margins</u>							
Corrugated Packaging ⁽³⁾	18.8%	21.9%	nm	19.7%	18.8%		18.8%
Consumer Packaging	15.4%	18.0%	nm	14.6%	14.9%		14.9%
Specialty Chemicals	0.0%	26.8%	nm	25.7%	25.7%		nm
Land and Development	0.0%	11.4%	nm	38.6%	38.6%		38.6%

1) As adjusted for segment realignment and presented to one decimal.

2) Recasting of allocation of additional Corporate, pension and stock-based compensation costs to segments in order to conform to the WestRock methodology.

3) Margin calculations for RKT and Combined RKT/MWV exclude Trade Sales of \$78.5 million.

FX Reconciliation

(\$ in millions, except percentages)	Q3 FY16	Combined Q3 FY15	% Change	Q3 FY16 Currency Impact \$'s	Q3 FY16 Currency Adjusted	Currency Adjusted % Change
<u>Net sales</u>						
Corrugated Packaging	\$ 1,967.7	\$ 2,010.4	-2.1%	\$ (19.8)	\$ 1,987.5	-1.1%
Consumer Packaging	1,635.8	1,710.6	-4.4%	(5.9)	1,641.7	-4.0%
Land and Development	42.0	22.0	nm	-	42.0	nm
Intersegment Eliminations	(49.0)	(44.0)	nm	-	(49.0)	nm
Total Net Sales	\$ 3,596.5	\$ 3,699.0	-2.8%	\$ (25.7)	\$ 3,622.2	-2.1%
<u>Adjusted Segment Income</u>						
Corrugated Packaging	\$ 195.2	\$ 232.5	-16.0%	\$ (1.2)	\$ 196.4	-15.5%
Consumer Packaging	150.9	168.2	-10.3%	(1.4)	152.3	-9.5%
Land and Development	9.5	8.1	nm	-	9.5	nm
Total Adjusted Segment Income ⁽¹⁾	\$ 355.6	\$ 408.8	-13.0%	\$ (2.6)	\$ 358.2	-12.4%
<u>Adjusted Segment EBITDA</u>						
Corrugated Packaging	\$ 339.3	\$ 363.7	-6.7%	\$ (2.5)	\$ 341.8	-6.0%
Consumer Packaging	275.1	255.7	7.6%	(1.7)	276.8	8.3%
Land and Development	9.8	8.5	nm	-	9.8	nm
Total Adjusted Segment EBITDA ⁽¹⁾	\$ 624.2	\$ 627.9	-0.6%	\$ (4.2)	\$ 628.4	0.1%

nm = not meaningful

FY16 FCF Yield Forecast

	WRK <u>FY16 Guidance</u>
(in millions, except percentages)	
WestRock FY16 Free Cash Flow Guidance	\$1,000
WestRock Shares Outstanding as at 7/29/2016	251.5
WestRock Share Price as at 9/9/2016	\$46.49
WestRock Market Capitalization	\$11,692
Implied WestRock FY16 Free Cash Flow Yield	<u>8.6%</u>

Forecasted FY16 Major Consumption Volumes and FX by Currency

Annual Consumption Volumes

Major Annual Consumption Volumes	Units
Recycled Fiber (tons millions)	5.1
Wood (tons millions)	31.2
Natural Gas (cubic feet billions)	68
Diesel (gallons millions)	73
Electricity (kwh billions)	4.7
Polypro/Polyethylene (lbs millions)	97
Caustic Soda (tons thousands)	208
Starch (lbs millions)	532

Sensitivity Analysis

Category	Increase in Spot Price	Annual EPS Impact
Recycled Fiber (tons millions)	+\$10.00 / ton	(\$0.11)
Natural Gas (cubic feet billions)	+\$0.25 / MMBTU	(\$0.04)
FX Translation Impact	+10% USD Appreciation	(\$0.05 - \$0.06)

FX By Currency in Q3

