

Ball Corporation
Non-GAAP Financial Measures
Fourth Quarter 2017 Earnings Conference Call

Non-U.S. GAAP Measures - Non-U.S. GAAP measures should not be considered in isolation. They should not be considered superior to, or a substitute for, financial measures calculated in accordance with U.S. GAAP and may not be comparable to similarly titled measures of other companies. Presentations of earnings and cash flows presented in accordance with U.S. GAAP are available in the company's earnings releases and quarterly and annual regulatory filings.

Comparable Earnings Before Interest, Taxes, Depreciation and Amortization (Comparable EBITDA) - Comparable EBITDA is net earnings before interest, taxes, depreciation and amortization, business consolidation and other non-comparable costs. We use Comparable EBITDA internally to evaluate the company's operating performance.

<i>(\$ in millions, except ratios)</i>	Year Ended December 31, 2017
Net earnings attributable to Ball Corporation	\$ 399
Add: Net earnings attributable to noncontrolling interests	6
Net earnings	405
Less: Equity in results of affiliates, net of tax	(31)
Add: Tax provision (benefit)	140
Net earnings before taxes	514
Add: Total interest expense	288
Earnings before interest and taxes (EBIT)	802
Add: Business consolidation and other activities	221
Add: Amortization of acquired Rexam intangibles	162
Add: Catch-up depreciation and amortization for 2016 from finalization of Rexam valuation	35
Comparable Operating Earnings	1,220
Add: Depreciation and amortization	729
Less: Amortization of acquired Rexam intangibles	(162)
Less: Catch-up depreciation and amortization for 2016 from finalization of Rexam valuation	(35)
Comparable EBITDA	<u>\$ 1,752</u>
Total debt at December 31, 2017	\$ 6,971
Less: Cash and cash equivalents	(448)
Net Debt (a)	<u>\$ 6,523</u>
Net Debt/Comparable EBITDA	3.7x

(a) Net Debt - Net debt is total debt less cash and cash equivalents, which are derived directly from the company's financial statements.

Ball management uses net debt to comparable EBITDA as a metric to monitor the credit quality of Ball Corporation. Business consolidation and other activities are separated to evaluate the performance of the company's operations. The above is presented on a non-U.S. GAAP basis (see discussion of non-U.S. GAAP measures above).

Free Cash Flow - Management internally uses a free cash flow measure to: (1) evaluate the company's liquidity, (2) evaluate strategic investments, (3) plan stock buyback and dividend levels and (4) evaluate the company's ability to incur and service debt. Free cash flow is not a defined term under U.S. GAAP, and it should not be inferred that the entire free cash flow amount is available for discretionary expenditures. (See discussion of non-U.S. GAAP measures above).

Free cash flow is typically derived directly from the company's cash flow statements and is defined as cash flows from operating activities less capital expenditures; however, it may be adjusted for items that affect comparability between periods. Based on the company's definition, free cash flow for 2017 was:

	Year Ended December 31, 2017
Total cash provided by operating activities	\$ 1,478
Less: Capital expenditures	(556)
Free cash flow	<u>\$ 922</u>

Based on information currently available, we estimate cash flows from operating activities for 2018 to be in the range of \$1.5 billion, capital expenditures to be approximately \$600 million and free cash flow to be in the range of \$900 million.