

## Financials

 Local case growth .....

 Sales .....

 Gross Profit .....

 Operating Income .....

 EPS .....



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## Three-Year Plan

## Forward-Looking Statement

## **SYSCO CORPORATION AND ITS CONSOLIDATED SUBSIDIARIES NON-GAAP RECONCILIATION (UNAUDITED) IMPACT OF CERTAIN ITEMS**

### **ADJUSTED OPERATING INCOME TARGET**

We have an adjusted operating income target that we expect to achieve by fiscal 2020. Due to the uncertainties within these projected amounts, we cannot provide a quantitative reconciliation of these non-GAAP measures to the most directly comparable GAAP measure without unreasonable effort. However, we expect to calculate these adjusted results in the same manner as the reconciliations provided for the periods that are presented herein.

### **ADJUSTED RETURN ON INVESTED CAPITAL (ROIC) TARGET**

We have an ROIC target of 16% that we expect to achieve by fiscal 2020. We cannot predict with certainty when we will achieve these results or whether the calculation of our ROIC in such future period will be on an adjusted basis due to the effect of certain items, which would be excluded from such calculation. Due to these uncertainties, we cannot provide a quantitative reconciliation of this non-GAAP measure to the most directly comparable GAAP measure without unreasonable effort. However, we would expect to calculate adjusted ROIC, if applicable, in the same manner as we have calculated this historically and all components of our adjusted ROIC calculation would be impacted by certain items as shown in the foregoing calculation.

### **FORM OF CALCULATION:**

Net earnings (GAAP)  
Impact of Certain Items on net earnings  
Adjusted net earnings (Non-GAAP)  
Invested Capital (GAAP)  
Adjustments to invested capital  
Adjusted Invested capital (GAAP)  
Return on investment capital (GAAP)  
Return on investment capital (Non-GAAP)