## DAVE MARBERGER

CHIEF FINANCIAL OFFICER

## Key Messages

Delivered strong financial results while effectively reshaping our portfolio

Continued significant investment in Innovation, Quality, Infrastructure, and Capacity

Balanced approach to capital allocation supports growth and attractive returns to shareholders

Well positioned to drive sustainable profitable growth moving forward

## What I Will Cover

Financial and Operating Performance

FY23 Outlook and Long-Term Algorithm

Financial and Operating Performance

FY23 Outlook and Long-Term Algorithm

## Our Strategy has Driven Strong TSR and Positions Conagra for Continued Value Creation



Deliver Strong TSR

## N

## Strong Financial Performance from the Conagra Way Playbook



## Double-Digit EPS Growth Since FY16



## Since FY15, We Have Delivered Strong TSR



## Smart Capital Allocation



## Strong Balance Sheet



[^0]
## Strong Operating Cash Flow Supporting Increased Capital Investment

## CapEx \% of NS



## Leveraging M\&A to Reshape the Portfolio



## LambWeston: . <br> SEEING POSSIBILITIES IN POTATOES

(spin-off)

Pinnacle
(acquisition)


HAWAIIN.
Snyder
themans

Wesson

## Pinnacle is Integrated and Synergies Delivered

Synergies of $\$ 305 \mathrm{MM}$, or $10 \%$ of Pinnacle Net Sales, Achieved by end of FY22
All domestic operations converted to SAP
~\$320MM investment in Birds Eye Waseca plant and Gardein Capacity
Continuing to Progress Premiumization and Modernization Across Brands


## Cumulative Shareholder Return

$\$ 5.8$ billion

## Dividends

$\$ 3.4$ billion

## Share Repurchases

$\$ 2.4$ billion

## What I Will Cover

## Financial and Operating Performance

FY23 Outlook and Long-Term Algorithm

## FY23 Guidance ${ }^{1,2}$

| Guidance | FY23 |
| :--- | :---: |
| Organic Net Sales Growth (vs. FY22) ${ }^{3}$ | $+4 \%$ to $+5 \%$ |
| Adj. Operating Margin ${ }^{4}$ | $\sim 15.0 \%$ |
| Adj. EPS Growth (vs. FY22) | $+1 \%$ to $+5 \%$ |

## FY23 P\&L Considerations and Assumptions



## New Long-Term Financial Algorithm - Beyond FY23¹,2

| Metric | Target |
| :--- | :---: |
| Organic Net Sales Growth ${ }^{3}$ | Low Single Digits |
| Adj. Operating Margin ${ }^{4}$ | Mid to High Teens |
| Adj. Diluted EPS from Cont. Ops. Growth | Mid to High Single Digits |
| Cash Flows from Operations | $>\$ 1.2$ billion annually |
| CapEx \% of Net Sales | $\sim 4 \%$ to $5 \%$ |
| Dividend Payout Ratio | $\sim 50 \%$ to $55 \%$ of Adj. EPS |
| Leverage Ratio <br> (Net Debt to LTM Adj. EBITDA) |  |

## All Domains Expected to Drive Sales Growth ${ }^{1,2}$

Low Single Digit Organic Net Sales ${ }^{3}$ beyond FY23


## Drivers of Margin Enhancement



## Price Realization to Offset Inflation

FY22 Inflation by Cost of Goods Sold Category


## Principle Based Pricing

- +95\% of Portfolio Priced Since Q4 FY20
- FY22 Exited with $+14 \%$ Increase in Average Price
- FY23 Will Reflect Carry in Pricing of $\sim \$ 800$ million
- FY23 Inflation Justified Pricing Actions Underway


## Supply Chain Productivity



## Margin Accretive Innovation and Mix - Healthy Choice Story

Investments to Modernize


Legacy Healthy Choice


Modernized Power Bowls

Superior Products Drive Incremental Profit

- We're Investing ~20\% More in the Product
- Premium Ingredients
- Sustainable Packaging
- Creating Higher Demand at a Higher Retail Price
- Driving ~2x Brand Sales Growth Since FY18
- Resulting in a More Modernized and Profitable Brand
- Power Platform Margins are ~400 bps Accretive to Legacy Platform


## A\&P Investment in Modern Marketing and Consumer Advocacy

Modern Marketing Approach
A\&P as a \% of Net Sales

- Digital Transformation
- Real-Time Personalization
- Social Engagement
- Omni-Commerce Activation
- Building Supporting Capabilities
- Evolve with the External Environment
- Consumer Advocacy for Viral Impact



## Leverage Automation to Maintain Best in Class Lean SG\&A

Adj. SG\&A as a \% of Net Sales


## Key Benefits

- Agile and Faster Decision-Making
- Enhanced Analytics


## Areas of Focus Going Forward

- Automation and Capabilities
- Modernization


## Disciplined Approach to Acquisitions...

## Synergistic Acquisitions

- Tend to be larger and less frequent
- Can enhance network and capabilities
- Can offer material economic benefit

Modernizing
Acquisitions

- Tend to be smaller and more frequent
- Consistent with emerging trends
- Provide platform for expansion
- Strategic Fit
- Disadvantaged category fundamentals
- Low priority for innovation or investment
- Financial Fit
- Consistent business underperformance
- Lower-than-average returns
- Outside buyer offering value in excess of internal value


## Balance EPS Dilution with Accelerated De-Leveraging

## Key Messages

Delivered strong financial results while effectively reshaping our portfolio

Continued significant investment in Innovation, Quality, Infrastructure, and Capacity

Balanced approach to capital allocation supports growth and attractive returns to shareholders

Well positioned to drive sustainable profitable growth moving forward

## APPENDIX

## Reconciliation of Non-GAAP Financial Measures to Reported Financial Measures (in millions)

|  | FY22 |  | FY21 |  | FY19 |  | FY16 |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Net Sales | \$ | 11,535.9 | \$ | 11,184.7 | \$ | 9,538.4 | \$ | 8,664.1 |
| Impact of foreign exchange |  | (16.2) |  | 1.4 |  | 30.2 |  | - |
| Impact of 53rd week ${ }^{1}$ |  | - |  | - |  | - |  | - |
| Net sales from acquired businesses |  | - |  | - |  | $(1,798.3)$ |  | - |
| Net sales from divested businesses |  |  |  | (82.8) |  | (171.3) |  | (468.1) |
| Net sales from sold Trenton plant |  | - |  | - |  | (2.0) |  | - |
| Organic Net Sales | \$ | 11,519.7 | \$ | 11,103.3 | \$ | 7,597.0 | \$ | 8,196.0 |
|  |  |  |  |  |  |  |  |  |
| Year-over-year change - Net Sales |  | 3.1\% |  | 1.2\% |  | 20.2\% |  | (4.1)\% |
| Impact of foreign exchange (pp) |  | (0.1) |  | - |  | 0.4 |  | - |
| Impact of 53rd week (pp) |  | - |  | 1.9 |  | - |  |  |
| Net sales from acquired businesses (pp) |  | - |  | - |  | (22.7) |  | - |
| Net sales from divested businesses (pp) |  | 0.8 |  | 2.0 |  | 1.4 |  | (0.1) |
| Net sales from sold Trenton plant (pp) |  | - |  | - |  | 1.0 |  | - |
| Organic Net Sales Growth |  | 3.8\% |  | 5.1\% |  | 0.3\% |  | (4.2)\% |
| FY21 | FY21 |  | FY20 |  | FY18 |  | FY15 |  |
| Net Sales | \$ | 11,184.7 | \$ | 11,054.4 | \$ | 7,938.3 | \$ | 9,034.0 |
| Impact of 53rd week ${ }^{1}$ |  | - |  | (208.3) |  | - |  | - |
| Net sales from divested businesses |  | (82.8) |  | (278.6) |  | (283.2) |  | (474.7) |
| Net sales from sold Trenton plant |  | - |  | - |  | (79.1) |  | - |
| Organic Net Sales | \$ | 11,101.9 | \$ | 10,567.5 | \$ | 7,576.0 | \$ | 8,559.3 |

## Reconciliation of Non-GAAP Financial Measures to Reported Financial Measures (in millions)

|  | FY22 YTD |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | Gross profit |  | Selling, general and administrative expenses |  | Operating profit ${ }^{1}$ |  | Income before income taxes and equity method investment earnings |  | Income tax expense (benefit) |  | $\frac{\text { Income tax rate }}{24.6 \%}$ | Net income attributable to Conagra Brands, Inc. |  | Diluted EPS from income attributable to Conagra Brands, Inc common stockholders |  |
| GAAP Reported | \$ | 2,838.8 | \$ | 1,492.8 | \$ | 1,346.0 | \$ | 1,033.4 | \$ | 290.5 |  | \$ | 888.2 | \$ | 1.84 |
| \% of Net Sales |  | 24.6\% |  | 12.9\% |  | 11.7\% |  |  |  |  |  |  |  |  |  |
| Restructuring plans |  | 21.8 |  | 27.2 |  | 49.0 |  | 49.0 |  | 12.1 |  |  | 36.9 |  | 0.08 |
| Acquisitions and divestitures |  | - |  | 2.4 |  | 2.4 |  | 2.4 |  | 0.6 |  |  | 1.8 |  | - |
| Corporate hedging losses (gains) |  | (4.4) |  | - |  | (4.4) |  | (4.4) |  | (1.1) |  |  | (3.3) |  | (0.01) |
| Advertising and promotion expenses ${ }^{2}$ |  | - |  | 244.6 |  | - |  | - |  | - |  |  | - |  | - |
| Consulting fees on tax matters |  | - |  | 2.8 |  | 2.8 |  | 2.8 |  | 0.7 |  |  | 2.1 |  | - |
| Fire related costs |  | 9.1 |  | 2.2 |  | 11.3 |  | 11.3 |  | 2.8 |  |  | 8.5 |  | 0.02 |
| Impairment of business held for sale |  | - |  | 70.1 |  | 70.1 |  | 70.1 |  | 9.7 |  |  | 60.4 |  | 0.13 |
| Proceeds received from the sale of a legacy investment |  | - |  | (3.3) |  | (3.3) |  | (3.3) |  | (0.5) |  |  | (2.8) |  | (0.01) |
| Brand impairment charges ${ }^{3}$ |  | - |  | 209.0 |  | 209.0 |  | 209.0 |  | 48.4 |  |  | 159.0 |  | 0.33 |
| Legal matters |  | - |  | (19.6) |  | (19.6) |  | (19.6) |  | (4.8) |  |  | (14.8) |  | (0.03) |
| Environmental matters |  | - |  | (6.5) |  | (6.5) |  | (6.5) |  | (1.5) |  |  | (5.0) |  | (0.01) |
| Unusual tax items |  | - |  | - |  | - |  | - |  | (8.9) |  |  | 8.9 |  | 0.02 |
| Adjusted | \$ | 2,865.3 | \$ | 963.9 | \$ | 1,656.8 | \$ | 1,344.2 | \$ | 348.0 | 23.4\% | \$ | 1,139.9 | \$ | 2.36 |
| \% of Net Sales |  | 24.8\% |  | 8.4\% |  | 14.4\% |  |  |  |  |  |  |  |  |  |
| Year-over-year \% of net sales change - reported |  | (382) bps |  | 40 bps |  | (421) bps |  |  |  |  |  |  |  |  |  |
| Year-over-year \% of net sales change-adjusted |  | (378) bps |  | (47) bps |  | (312) bps |  |  |  |  |  |  |  |  |  |
|  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Year-over-year change - reported |  | (10.7)\% |  | 6.4\% |  | (24.2)\% |  | (26.7)\% |  | 49.9\% |  |  | (31.6)\% |  | (30.8)\% |
| Year-over-year change-adjusted |  | (10.5)\% |  | (2.4)\% |  | (15.3)\% |  | (15.4)\% |  | (9.0)\% |  |  | (11.6)\% |  | (10.6)\% |

## Reconciliation of Non-GAAP Financial Measures to Reported Financial Measures (in millions)

|  | FY21 YTD |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | Gross profit |  | Selling, general and administrative expenses |  | Operating profit ${ }^{1}$ |  | Income before income taxes and equity method investment earnings |  | Income tax expense (benefit) |  | Income tax rate13.0\% | Net income attributable to Conagra Brands, Inc. |  | Diluted EPS from income attributable to Conagra Brands, Inc common stockholders |  |
| GAAP Reported | \$ | 3,179.2 | \$ | 1,403.0 | \$ | 1,776.2 | \$ | 1,410.3 | \$ | 193.8 |  | \$ | 1,298.8 | \$ | 2.66 |
| \% of Net Sales |  | 28.4\% |  | 12.5\% |  | 15.9\% |  |  |  |  |  |  |  |  |  |
| Restructuring plans |  | 37.1 |  | 40.8 |  | 77.9 |  | 77.9 |  | 19.6 |  |  | 58.3 |  | 0.12 |
| Acquisitions and divestitures |  | - |  | 5.7 |  | 5.7 |  | 5.7 |  | 1.4 |  |  | 4.3 |  | 0.01 |
| Corporate hedging losses (gains) |  | (15.6) |  | - |  | (15.6) |  | (15.6) |  | (3.9) |  |  | (11.7) |  | (0.02) |
| Advertising and promotion expenses ${ }^{2}$ |  | - |  | 258.0 |  | - |  | - |  | - |  |  |  |  | - |
| Consulting fees on tax matters |  | - |  | 7.2 |  | 7.2 |  | 7.2 |  | 1.8 |  |  | 5.4 |  | 0.01 |
| Net gain on divestiture of businesses |  | - |  | (58.4) |  | (58.4) |  | (58.4) |  | (29.2) |  |  | (29.2) |  | (0.06) |
| Early extinguishment of debt |  | - |  | 68.7 |  | 68.7 |  | 68.7 |  | 17.2 |  |  | 51.5 |  | 0.11 |
| Brand impairment charges |  | - |  | 90.9 |  | 90.9 |  | 90.9 |  | 21.0 |  |  | 69.9 |  | 0.14 |
| Legal matters |  | - |  | 2.6 |  | 2.6 |  | 2.6 |  | 0.6 |  |  | 2.0 |  | - |
| Capital loss valuation allowance adjustment |  | - |  | - |  | - |  | - |  | 37.0 |  |  | (37.0) |  | (0.08) |
| Unusual tax items |  | - |  | - |  | - |  | - |  | 7.6 |  |  | (7.6) |  | (0.02) |
| Tax restructuring of Ardent Mills ownership interest |  | - |  | - |  | - |  | - |  | 115.6 |  |  | (115.6) |  | (0.24) |
| Rounding |  | - |  | - |  | - |  | - |  | - |  |  | - |  | 0.01 |
| Adjusted | \$ | 3,200.7 | \$ | 987.5 | \$ | 1,955.2 | \$ | 1,589.3 | \$ | 382.5 | 22.9\% | \$ | 1,289.1 | \$ | 2.64 |
| \% of Net Sales |  | 28.6\% |  | 8.8\% |  | 17.5\% |  |  |  |  |  |  |  |  |  |
| Year-over-year \% of net sales change - reported |  | 66 bps |  | (213) bps |  | 279 bps |  |  |  |  |  |  |  |  |  |
| Year-over-year \% of net sales change - adjusted |  | 50 bps |  | (73) bps |  | 101 bps |  |  |  |  |  |  |  |  |  |
|  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Year-over-year change - reported |  | 3.6\% |  | (13.5)\% |  | 22.7\% |  | 45.4\% |  | (3.7)\% |  |  | 54.6\% |  | 54.7\% |
| Year-over-year change - adjusted |  | 3.0\% |  | (6.5)\% |  | 7.4\% |  | 14.6\% |  | 12.7\% |  |  | 15.6\% |  | 15.8\% |

## Reconciliation of Non-GAAP Financial Measures to Reported Financial Measures (in millions)

|  | FY20 YTD |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | Gross profit |  | Selling, general and administrative expenses |  | Operating profit ${ }^{1}$ |  | Income before income taxes and equity method investment earnings |  | Income tax expense (benefit) |  | Income tax rate19.3\% | Net income attributable to Conagra Brands, Inc. |  | Diluted EPS from income attributable to Conagra Brands, Inc common stockholders |  |
| GAAP Reported | \$ | 3,069.6 | \$ | 1,622.5 | \$ | 1,447.1 | \$ | 969.9 | \$ | 201.3 |  | + | 840.1 | \$ | 1.72 |
| \% of Net Sales |  | 27.8\% |  | 14.7\% |  | 13.1\% |  |  |  |  |  |  |  |  |  |
| Restructuring plans |  | 33.2 |  | 105.7 |  | 138.9 |  | 139.5 |  | 32.7 |  |  | 106.8 |  | 0.22 |
| Acquisitions and divestitures |  | - |  | 5.3 |  | 5.3 |  | 5.3 |  | 1.4 |  |  | 3.9 |  | 0.01 |
| Gain on Ardent JV asset sale |  | - |  | - |  | - |  | - |  | (1.0) |  |  | (3.1) |  | (0.01) |
| Corporate hedging losses (gains) |  | 5.5 |  | - |  | 5.5 |  | 5.5 |  | 1.4 |  |  | 4.1 |  | 0.01 |
| Advertising and promotion expenses ${ }^{2}$ |  | - |  | 230.7 |  | - |  | - |  | - |  |  | - |  | - |
| Environmental matters |  | - |  | 6.6 |  | 6.6 |  | 6.6 |  | 1.6 |  |  | 5.0 |  | 0.01 |
| Pension settlement and valuation adjustment |  | - |  | - |  | - |  | 42.9 |  | 10.8 |  |  | 32.1 |  | 0.07 |
| Impairment of business held for sale |  | - |  | 59.0 |  | 59.0 |  | 59.0 |  | 4.0 |  |  | 55.0 |  | 0.11 |
| Contract settlement gain |  | - |  | (11.9) |  | (11.9) |  | (11.9) |  | (3.0) |  |  | (8.9) |  | (0.02) |
| Loss on divestiture of businesses |  | - |  | 1.7 |  | 1.7 |  | 1.7 |  | (0.2) |  |  | 1.9 |  | - |
| Intangible impairment charges |  | - |  | 165.5 |  | 165.5 |  | 165.5 |  | 38.5 |  |  | 127.0 |  | 0.26 |
| Legal matters |  | - |  | 3.5 |  | 3.5 |  | 3.5 |  | 0.9 |  |  | 2.6 |  | 0.01 |
| Unusual tax items |  | - |  | - |  | - |  | - |  | 51.2 |  |  | (51.2) |  | (0.10) |
| Rounding |  | - |  | - |  | - |  | - |  | - |  |  | - |  | (0.01) |
| Adjusted | \$ | 3,108.3 | \$ | 1,056.4 | \$ | 1,821.2 | \$ | 1,387.5 | \$ | 339.6 | 23.2\% | \$ | 1,115.3 | \$ | 2.28 |
| \% of Net Sales |  | 28.1\% |  | 9.6\% |  | 16.5\% |  |  |  |  |  |  |  |  |  |
| Year-over-year \% of net sales change - reported |  | (5) bps |  | (77) bps |  | 73 bps |  |  |  |  |  |  |  |  |  |
| Year-over-year \% of net sales change - adjusted |  | (39) bps |  | (88) bps |  | 107 bps |  |  |  |  |  |  |  |  |  |
|  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Year-over-year change - reported |  | 15.7\% |  | 10.1\% |  | 22.7\% |  | 17.8\% |  | (8.0)\% |  |  | 23.8\% |  | 12.4\% |
| Year-over-year change - adjusted |  | 14.3\% |  | 6.1\% |  | 23.9\% |  | 22.9\% |  | 15.7\% |  |  | 24.7\% |  | 13.4\% |

## Reconciliation of Non-GAAP Financial Measures to Reported Financial Measures (in millions)

| GAAP Reported | FY19 YTD |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | Gross profit |  |  |  | Operating profit ${ }^{1}$ |  | Income from continuing operations before income taxes and equity method investment earnings |  | Income tax expense (benefit) |  | Income tax rate | Net income attributable to Conagra Brands, Inc. |  | Diluted EPS from income from continuing operations attributable to Conagra Brands, Inc common stockholders |  |
|  | \$ | 2,653.0 | 5 | 1,473.4 | \$ | 1,179.6 | \$ | 823.3 | \$ | 218.8 | 24.3\% | \$ | 678.3 | \$ | 1.53 |
| \% of Net Sales |  | 27.8\% |  | 15.4\% |  | 12.4\% |  |  |  |  |  |  |  |  |  |
| Restructuring plans |  | 11.1 |  | 170.3 |  | 181.4 |  | 180.8 |  | 41.9 |  |  | 138.9 |  | 0.31 |
| Acquisitions and divestitures |  | - |  | 106.2 |  | 106.2 |  | 118.1 |  | 23.3 |  |  | 94.8 |  | 0.21 |
| Integration costs |  | - |  | 8.9 |  | 8.9 |  | 8.9 |  | 2.3 |  |  | 6.6 |  | 0.01 |
| Corporate hedging losses (gains) |  | 1.8 |  | - |  | 1.8 |  | 1.8 |  | 0.4 |  |  | 1.4 |  | - |
| Advertising and promotion expenses ${ }^{2}$ |  | - |  | 253.4 |  | - |  | - |  | - |  |  | - |  | - |
| Legal matters |  | - |  | (39.1) |  | (39.1) |  | (39.1) |  | (10.0) |  |  | (29.1) |  | (0.07) |
| Inventory fair value mark-up rollout |  | 53.0 |  | - |  | 53.0 |  | 53.0 |  | 13.5 |  |  | 39.5 |  | 0.09 |
| Novation of a legacy guarantee |  | - |  | (27.3) |  | (27.3) |  | (27.3) |  | - |  |  | (27.3) |  | (0.06) |
| Fair value adjustment of cash settleable equity awards issued in connection with Pinnacle acquisition |  | - |  | (15.1) |  | (15.1) |  | (15.1) |  | (2.9) |  |  | (12.2) |  | (0.03) |
| Gain on divestiture of businesses |  | - |  | (69.4) |  | (69.4) |  | (69.4) |  | (34.3) |  |  | (35.1) |  | (0.08) |
| Intangible impairment charges ${ }^{3}$ |  | - |  | 89.6 |  | 89.6 |  | 89.6 |  | 20.8 |  |  | 66.9 |  | 0.15 |
| Pension settlement and valuation adjustment |  | - |  | - |  | - |  | 4.3 |  | 1.1 |  |  | 3.2 |  | 0.01 |
| Gain on Ardent JV asset sale |  | - |  | - |  | - |  | - |  | (3.5) |  |  | (11.6) |  | (0.03) |
| Captial loss valuation allowance adjustment |  | - |  | - |  | - |  | - |  | 32.4 |  |  | (32.4) |  | (0.07) |
| Unusual tax items |  | - |  | - |  | - |  | - |  | (10.4) |  |  | 10.4 |  | 0.02 |
| Loss from discontinued operations, net of noncontrolling interests |  | - |  | - |  | - |  | - |  | - |  |  | 1.9 |  | - |
| Rounding |  | - |  | - |  | - |  | - |  | - |  |  | - |  | 0.02 |
| Adjusted | \$ | 2,718.9 | \$ | 995.9 | \$ | 1,469.6 | \$ | 1,128.9 | \$ | 293.4 | 24.7\% | \$ | 894.2 | \$ | 2.01 |
| \% of Net Sales |  | 28.5\% |  | 10.4\% |  | 15.4\% |  |  |  |  |  |  |  |  |  |
| Year-over-year \% of net sales change - reported |  | (181) bps |  | (217) bps |  | 36 bps |  |  |  |  |  |  |  |  |  |
| Year-over-year \% of net sales change - adjusted |  | (115) bps |  | (70) bps |  | 40 bps |  |  |  |  |  |  |  |  |  |
|  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Year-over-year change - reported |  | 12.8\% |  | 5.4\% |  | 23.8\% |  | (5.9)\% |  | 25.3\% |  |  | 16.1)\% |  | (21.5)\% |
| Year-over-year change - adjusted |  | 15.5\% |  | 12.7\% |  | 23.4\% |  | 1.0\% |  | (16.1)\% |  |  | 4.2\% |  | (4.7)\% |

## Reconciliation of Non-GAAP Financial Measures to Reported Financial Measures (in millions)

|  | FY18 YTD |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | Gross profit |  | Selling, general and administrative expenses |  | Operating profit ${ }^{1}$ |  | Income from continuing operations before income taxes and equity method investment earnings |  | Income tax expense (benefit) |  | $\begin{array}{r}\text { Income tax rate } \\ \hline 18.0 \% \\ \hline\end{array}$ | Net income attributable to Conagra Brands, Inc. |  | Diluted EPS from income from continuing operations attributable to Conagra Brands, Inc common stockholders |  |
| GAAP Reported | \$ | 2,351.5 | \$ | 1,398.4 | \$ | 953.1 | \$ | 874.8 | \$ | 174.6 |  | \$ | 808.4 | \$ | 1.95 |
| \% of Net Sales |  | 29.6\% |  | 17.6\% |  | 12.0\% |  |  |  |  |  |  |  |  |  |
| Restructuring plans |  | 7.8 |  | 30.2 |  | 38.0 |  | 38.0 |  | 11.0 |  |  | 27.0 |  | 0.07 |
| Acquisitions and divestitures |  | 0.6 |  | 15.1 |  | 15.7 |  | 15.7 |  | 4.8 |  |  | 10.9 |  | 0.03 |
| Corporate hedging losses (gains) |  | (6.2) |  | - |  | (6.2) |  | (6.2) |  | (1.6) |  |  | (4.6) |  | (0.01) |
| Pension settlement and valuation adjustment |  | - |  | - |  | - |  | 5.4 |  | 1.7 |  |  | 3.7 |  | 0.01 |
| Intangible impairment charges |  | - |  | 4.8 |  | 4.8 |  | 4.8 |  | 1.1 |  |  | 3.7 |  | 0.01 |
| Early exit of an unfavorable lease contract by purchasing the building |  | - |  | 34.9 |  | 34.9 |  | 34.9 |  | 9.3 |  |  | 25.6 |  | 0.06 |
| Gain on substantial liquidation of an international joint venture |  | - |  | - |  | - |  | - |  | (1.4) |  |  | (2.9) |  | (0.01) |
| Advertising and promotion expenses ${ }^{2}$ |  | - |  | 278.6 |  | - |  | - |  | - |  |  | - |  | - |
| Legal matters |  | - |  | 151.0 |  | 151.0 |  | 151.0 |  | 37.7 |  |  | 113.3 |  | 0.28 |
| Wesson valuation allowance adjustment |  | - |  | - |  | - |  | - |  | (78.6) |  |  | 78.6 |  | 0.19 |
| Tax reform adjustments |  | - |  | - |  | - |  | - |  | 233.3 |  |  | (233.3) |  | (0.57) |
| Unusual tax items |  | - |  | - |  | - |  | - |  | (42.1) |  |  | 42.1 |  | 0.10 |
| Income from discontinued operations, net of noncontrolling interests |  | - |  | - |  | - |  | - |  | - |  |  | (14.3) |  | - |
| Adjusted | \$ | 2,353.7 | \$ | 883.8 | \$ | 1,191.3 | \$ | 1,118.4 | \$ | 349.8 | 28.9\% | \$ | 858.2 | \$ | 2.11 |
| \% of Net Sales |  | 29.7\% |  | 11.1\% |  | 15.0\% |  |  |  |  |  |  |  |  |  |
| Year-over-year \% of net sales change - reported |  | (32) bps |  | (122) bps |  | 21 bps |  |  |  |  |  |  |  |  |  |
| Year-over-year \% of net sales change - adjusted |  | (57) bps |  | (3) bps |  | 15 bps |  |  |  |  |  |  |  |  |  |
|  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Year-over-year change - reported |  | 0.3\% |  | (5.1)\% |  | 9.6\% |  | 19.9\% |  | (31.5)\% |  |  | 26.4\% |  | 56.0\% |
| Year-over-year change -adjusted |  | (0.5)\% |  | 1.1\% |  | 2.5\% |  | 9.4\% |  | (0.2)\% |  |  | 15.8\% |  | 21.3\% |

## Reconciliation of Non-GAAP Financial Measures to Reported Financial Measures (in millions)



## Reconciliation of Non-GAAP Financial Measures to Reported Financial Measures (in millions)

|  | FY16 YTD |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | Gross profit |  | Selling, general and administrative expenses |  | Operating profit ${ }^{1}$ |  | Income from continuing operations before income taxes and equity method investment earnings |  | Income tax expense (benefit) |  | Income tax rate | Net income (loss) attributable to Conagra Brands, Inc. |  | Diluted EPS from income from continuing operations attributable to Conagra Brands, Inc common stockholders |  |
| GAAP Reported | \$ | 2,429.2 | \$ | 1,720.8 | \$ | 708.4 | \$ | 108.8 | \$ | 46.4 | 26.5\% | \$ | (677.0) | \$ | 0.29 |
| \% of Net Sales |  | 28.0\% |  | 19.9\% |  | 8.2\% |  |  |  |  |  |  |  |  |  |
| Restructuring plans |  | 49.0 |  | 206.9 |  | 256.0 |  | 281.8 |  | 103.6 |  |  | 178.2 |  | 0.41 |
| Corporate hedging gains |  | (16.4) |  | - |  | (16.4) |  | (16.4) |  | (6.3) |  |  | (10.1) |  | (0.02) |
| Pension valuation adjustment |  | - |  | - |  | - |  | 348.5 |  | 133.4 |  |  | 215.1 |  | 0.49 |
| Intangible impairment charges |  | - |  | 50.1 |  | 50.1 |  | 50.1 |  | 18.5 |  |  | 31.6 |  | 0.07 |
| Early extinguishment of debt |  | - |  | 23.9 |  | 23.9 |  | 23.9 |  | 8.5 |  |  | 15.4 |  | 0.04 |
| Advertising and promotion expenses ${ }^{2}$ |  | - |  | 347.2 |  | - |  | - |  | - |  |  | - |  | - |
| Legal matters |  | - |  | 5.0 |  | 5.0 |  | 5.0 |  | 1.9 |  |  | 3.1 |  | 0.01 |
| Unusual tax items |  | - |  | - |  | - |  | - |  | (11.0) |  |  | 11.0 |  | 0.03 |
| Loss from discontinued operations, net of noncontrolling interests |  | - |  | - |  | - |  | - |  | - |  |  | 803.6 |  | - |
| Rounding |  | - |  | - |  | - |  | - |  | - |  |  | - |  | (0.02) |
| Adjusted | \$ | 2,461.8 | \$ | 1,087.7 | \$ | 1,027.0 | \$ | 801.7 | \$ | 295.0 | 34.0\% | \$ | 570.9 | \$ | 1.30 |
| \% of Net Sales |  | 28.4\% |  | 12.6\% |  | 11.9\% |  |  |  |  |  |  |  |  |  |
| 6-year CAGR |  |  |  |  |  |  |  |  |  |  |  |  |  |  | 36.1\% |
| 6-year CAGR-adjusted |  |  |  |  |  |  |  |  |  |  |  |  |  |  | 10.5\% |

# Reconciliation of Non-GAAP Financial Measures to Reported Financial Measures (in millions) 

|  | Q4 FY22 | Q4 FY19 | Q4 FY16 |  |
| :--- | ---: | ---: | ---: | ---: |
| Notes payable | $\$ 184.3$ | $\$$ | 1.0 | $\$ 13.9$ |
| Current installments of long-term debt | 707.3 | 20.6 | 559.4 |  |
| Senior long-term debt, excluding current installments | $8,088.2$ | $10,459.8$ | $4,685.5$ |  |
| Subordinated debt | - | 195.9 | 195.9 |  |
| Total Debt | $\mathbf{\$ 8 , 9 7 9 . 8}$ | $\mathbf{\$ 1 0 , 6 7 7 . 3}$ | $\mathbf{\$ 5 , 4 5 4 . 7}$ |  |
| Less: Cash | 83.3 | 236.6 | 798.1 |  |
| Net Debt | $\mathbf{\$ 8 , 8 9 6 . 5}$ | $\mathbf{\$ 1 0 , 4 4 0 . 7}$ | $\mathbf{\$ 4 , 6 5 6 . 6}$ |  |

## Reconciliation of Non-GAAP Financial Measures to Reported Financial Measures (in millions)




[^0]:    Note: Data as of FYE 2022, unless noted otherwise

