# DA E <br> CONAGRA <br> - B R A N D S • 

## FY23 Q3 Earnings Presentation

 April 5, 2023
## Today's Presenters

Melissa Napier<br>Investor Relations

## Sean Connolly

President and Chief Executive Officer

Dave Marberger<br>Executive Vice President and Chief Financial Officer

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## Note on Forward-Looking Statements

This document contains forward-looking statements within the meaning of the federal securities laws. These forward-looking statements are based on management's current expectations and are subject to uncertainty and changes in circumstances. Readers of this document should understand that these statements are not guarantees of performance or results. Many factors could affect our actual financial results and cause them to vary materially from the expectations contained in the forward-looking statements, including those set forth in this document. These risks, uncertainties, and factors include, among other things: the risk that the cost savings and any other synergies from the acquisition of Pinnacle Foods Inc. (the Pinnacle acquisition) may not be fully realized or may take longer to realize than expected; the risk that the Pinnacle acquisition may not be accretive within the expected timeframe or to the extent anticipated; the risks that the Pinnacle acquisition and related integration will create disruption to the company and its management and impede the achievement of business plans; risks related to our ability to achieve the intended benefits of other recent acquisitions and divestitures; risks associated with general economic and industry conditions; risks associated with our ability to successfully execute our long-term value creation strategies; risks related to our ability to deleverage on currently anticipated timelines, and to continue to access capital on acceptable terms or at all; risks related to our ability to execute operating and restructuring plans and achieve targeted operating efficiencies from cost-saving initiatives, and to benefit from trade optimization programs; risks related to the effectiveness of our hedging activities and ability to respond to volatility in commodities; risks related to the company's competitive environment and related market conditions; risks related to our ability to respond to changing consumer preferences and the success of our innovation and marketing investments; risks related to the ultimate impact of any product recalls and litigation, including litigation related to the lead-based paint and pigment matters, as well as any securities litigation, including securities class action lawsuits; risk associated with actions of governments and regulatory bodies that affect our businesses, including the ultimate impact of new or revised regulations or interpretations; risks related to the impact of the COVID-19 pandemic on our business, suppliers, consumers, customers and employees; risks related to our forecasts of consumer eat-at-home habits as the impacts of the COVID-19 pandemic abate; risks related to the availability and prices of supply chain resources, including raw materials, packaging, and transportation including any negative effects caused by changes in inflation rates, weather conditions, health pandemics or outbreaks of disease, actual or threatened hostilities or war, or other geopolitical uncertainty; disruptions or inefficiencies in our supply chain and/or operations, including from the COVID-19 pandemic; risks related to disruptions in the global economy caused by the ongoing conflict between Russia and Ukraine; risks associated with actions by our customers, including changes in distribution and purchasing terms; risks and uncertainties associated with intangible assets, including any future goodwill or intangible assets impairment charges; risks related to a material failure in or breach of our or our vendors' information technology systems; the amount and timing of future dividends, which remain subject to Board approval and depend on market and other conditions; risks related to the company's ability to execute on its strategies or achieve expectations related to environmental, social, and governance matters, including as a result of evolving legal, regulatory, and other standards, processes, and assumptions, the pace of scientific and technological developments, increased costs, the availability of requisite financing, and changes in carbon markets, and other risks described in our reports filed from time to time with the Securities and Exchange Commission. We caution readers not to place undue reliance on any forward-looking statements included in this document, which speak only as of the date of this document. We undertake no responsibility to update these statements, except as required by law.

## Additional Notes

This presentation may contain references to industry market data. Although we believe industry information to be accurate, it is not independently verified by us and we do not make any representation as to the accuracy of that information.


## Sean Connolly

President and Chief Executive Officer

## Key Messages

- Second consecutive quarter of strong gross margin recovery
- Continued strong pricing execution; elasticities remain muted and consistent
- Unit volume performance continued to lead peers vs. stable, prepandemic baseline; fundamentals in-line with expectations
- Continued progress on the supply chain with service levels above $90 \%$; experienced temporary manufacturing disruptions that impacted sales
- Updating FY23 Guidance


## FY23 Q3 and YTD Results

|  | Q3 | Q3 vs. <br> YA | YTD <br> FY23 | YTD <br> FY23 <br> vs. YA |
| :--- | :---: | :---: | :---: | :---: |
| Organic Net Sales ${ }^{1}$ | $\$ 3,091$ | $+6.1 \%$ | $\$ 9,322$ | $+8.1 \%$ |
| Adj. Gross Margin ${ }^{1}$ | $28.1 \%$ | +409 bps | $27.1 \%$ | +230 bps |
| Adj. Operating Margin ${ }^{1}$ | $16.9 \%$ | +321 bps | $15.9 \%$ | +178 bps |
| Adj. EPS ${ }^{1}$ | $\$ 0.76$ | $+31.0 \%$ | $\$ 2.15$ | $+25.7 \%$ |

## Strong Adj. Gross Margin ${ }^{1}$ Recovery

## Adj. Gross Margin ${ }^{1}$ Evolution FY20 through FY23 Q3



# Adj. Gross Margin ${ }^{1}$ Recovery Outpacing Majority of Near-In-Peers 

Adj. Gross Margin ${ }^{1}$ Performance vs. Peers CY Q4 2022 vs. CY Q4 2019

|  | Change (bps) |
| :--- | :--- |
| Competitor C | +2 bps |
| Competitor A | (34) bps |
| Competitor E | (265) bps bps |
| Competitor D | (366) bps |
| Competitor B | (479) bps |

## Elasticities Remained Consistent Despite Continued Pricing Acceleration

## Conagra Elasticities vs. Price per Unit

(Rolling 52 Week Periods)

Conagra Price per Unit \% Change vs. YA Conagra Price Elasticities


# Elasticities Continue To Outpace Majority of Near-In Peers 

## Conagra Elasticities vs. Near-In Peer Set (Rolling 52 Week Periods)

(0.3)
——Conagra ...... Competitor A ...... Competitor B ...... Competitor C ...... Competitor D ...... Competitor E
2.3)

Q1 FY21 Q2 FY21 Q3 FY21 Q4 FY21 Q1 FY22 Q2 FY22 Q3 FY22 Q4 FY22 Q1 FY23 Q2 FY23 Q3 FY23

## Perspective on Q3 Retail Sales Growth

## Conagra Retail Sales Growth

(FY23 Q3, \% Change)


- Complex comparisons vs. near-in peers
- Continued pruning of low-quality volume
- More meaningful manufacturing disruptions than anticipated


# Our 3-Year Performance Remains Fully Competitive Against Near-in Peers; Unchanged Since Q2 

## Performance vs. Peers

(52 Weeks Ended February 25, 2023)

| Dollar Sales 3-Year CAGR |  |
| :--- | :---: |
| Competitor A | $+9.2 \%$ |
| Competitor B | $+7.1 \%$ |
| Competitor C | $+7.0 \%$ |
| Competitor D | $+6.3 \%$ |
| Competitor E | $+6.0 \%$ |


| Unit Sales 3-Year CAGR |  |
| :--- | :--- |
| Competitor C | $(1.2) \%$ |
| Competitor A | $(1.3) \%$ |
| Competitor E | $(1.6) \%$ |
| Competitor B | $(1.9) \%$ |
| Competitor D | $(2.2) \%$ |

# Our 3-Year Performance in the Quarter Remained In-Line With Near-in Peers 

## Performance vs. Peers

(13 Weeks Ended February 25, 2023)

| Dollar Sales 3-Year CAGR |  |
| :--- | :--- |
| Competitor A | $+10.0 \%$ |
| Competitor B | $+8.2 \%$ |
| Competitor C | $+7.4 \%$ |
| Competitor D | $+7.0 \%$ |
| Competitor E | $+6.6 \%$ |


| Unit Sales 3-Year CAGR |  |
| :--- | :---: |
| Competitor C | $(1.5) \%$ |
| Competitor B | $(1.5) \%$ |
| Competitor A | $(1.9) \%$ |
| Competitor D | $(2.0) \%$ |
| Competitor E | $(3.1) \%$ |

## Solid Results in Frozen



## Conagra Snacks Retail Sales

(Growth Rates)


Conagra Snacks Retail Sales
(Q3, \% Change vs. YA)
Seeds
+22.6\%

## Baking Mixes $+10.6 \%$

```
MW Popcorn +10.6\%
```

Meat Snacks
$+6.0 \%$

# Staples Growth Trajectory Continued Despite Manufacturing Challenges 



Conagra Staples Retail Sales
(Q3, \% Change vs. YA)

```
Whipped Topping
+18.5%
```

Salad Dressing +11.8\%

Pickles +10.0\%

## Supply Chain Progress Continues; Still Not Normalized

- Service metrics improved to ~93\%
- Productivity initiatives on track
- Inflation moderating as anticipated
- Recovering as expected from discrete events
- Industry-wide challenges persist but continue to improve


## Updating Fiscal 2023 Guidance

| Guidance | Prior | New |
| :--- | :---: | :---: |
| Organic Net Sales $^{1}$ Growth (vs. FY22) | $+7 \%$ to $+8 \%$ | $+7 \%$ to $+7.5 \%$ |
| Adj. Operating Margin ${ }^{1}$ | $15.3 \%$ to $15.6 \%$ | $15.5 \%$ to $15.6 \%$ |
| Adj. EPS ${ }^{1}$ | $\$ 2.60$ to $\$ 2.70$ | $\$ 2.70$ to $\$ 2.75$ |



## Dave Marberger

## Executive Vice President and Chief Financial Officer

## Performance Summary

| Dollars in Millions, except per share data Increase/(Decrease) | Q3 | vs. YA |
| :---: | :---: | :---: |
| Reported Net Sales | \$3,087 | +5.9\% |
| Organic Net Sales ${ }^{1}$ Growth |  | +6.1\% |
| Adj. Gross Profit ${ }^{1}$ | 869 | +23.9\% |
| Adj. Gross Margin ${ }^{1}$ | 28.1\% | +409 bps |
| A\&P | 81 | 23.9\% |
| A\&P as \% of NS | 2.6\% | 38 bps |
| Adj. SG\&A ${ }^{1}$ | 266 | 12.4\% |
| Adj. SG\&A ${ }^{1}$ as \% of NS | 8.6\% | 50 bps |
| Adj. Op. Profit ${ }^{1}$ | 522 | +30.8\% |
| Adj. Op. Margin ${ }^{1}$ | 16.9\% | +321 bps |
| Pension Income | 6 | (62.2)\% |
| Equity Earnings | 51 | +4.9\% |
| Adj. Net Income ${ }^{1}$ | 366 | +31.3\% |
| Adj. EBITDA ${ }^{1}$ | 669 | +21.1\% |
| Adj. EPS ${ }^{1}$ | \$0.76 | +31.0\% |

## Net Sales Bridge vs. Year Ago

## Q3 Drivers of Net Sales Change <br> (\% Change vs. YA)

Organic Net Sales ${ }^{1}$ : +6.1\%


## Net Sales Summary By Segment

| Dollars in Millions <br> Increase(Decrease) | Net Sales |  |  |
| :--- | :---: | :---: | :---: |
|  | Q3 | Reported <br> vs. YA | Organic <br> vs. YA |
| Grocery \& Snacks | $\$ 1,244$ | $+3.7 \%$ | $+3.7 \%$ |
| Refrigerated \& Frozen | 1,308 | $+5.6 \%$ | $+5.6 \%$ |
| International | 260 | $+7.7 \%$ | $+9.5 \%$ |
| Foodservice | 275 | $+17.3 \%$ | $+17.3 \%$ |
| Total Conagra Brands | $\$ 3,087$ | $\mathbf{+ 5 . 9 \%}$ | $\mathbf{+ 6 . 1 \%}$ |

## Operating Margin Bridge

## Q3 Adj. Operating Margin ${ }^{1}$ <br> (\% Change vs. YA)

Adj. Gross Margin ${ }^{1}$ : +409 bps vs. YA

Inflation: (8)\%

Price/Mix (incl. Retailer Investments)

COGS Inflation

Productivity, A\&P Net of Operational Offsets

## Segment Adjusted Operating Profit \& Margin Summary

| Dollars in Millions Increase/(Decrease) | Adj. Op. Profit ${ }^{1}$ |  | Adj. Op. Margin ${ }^{1}$ |  |
| :---: | :---: | :---: | :---: | :---: |
|  | Q3 | vs. YA | Q3 | vs. YA |
| Grocery \& Snacks | \$257 | +8.0\% | 20.7\% | +82 bps |
| Refrigerated \& Frozen | 271 | +53.8\% | 20.7\% | +650 bps |
| International | 37 | +23.9\% | 14.3\% | +188 bps |
| Foodservice | 25 | +69.7\% | 9.1\% | +282 bps |
| Adjusted Corporate Expense | (68) | +14.3\% | - | - |
| Total Conagra Brands | \$522 | +30.8\% | 16.9\% | +321 bps |

## Q3 Adjusted EPS Bridge

## Drivers of Q3 Adjusted EPS¹ vs. YA



## Q3 YTD Key Balance Sheet \& Cash Flow Metrics

| (dollars in millions) | February <br> 26,2023 | February <br> 27,2022 |
| :--- | :---: | :---: |
| Debt | $\$ 9,256$ | $\$ 9,158$ |
| Cash | $\$ 71$ | $\$ 80$ |
| Ending Net Debt $^{1}$ | $\$ 9,185$ | $\$ 9,079$ |
| Net Leverage Ratio ${ }^{1}$ | $3.65 x$ | $4.2 x$ |
| (dollars in millions) | YTD FY23 | YTD FY22 |
| Net Cash Flow from Operating Activities | $\$ 703$ | $\$ 753$ |
| Capital Expenditures | $\$ 267$ | $\$ 364$ |
| Free Cash Flow ${ }^{1}$ | $\$ 436$ | $\$ 388$ |
| Dividends Paid | $\$ 466$ | $\$ 432$ |
| Share Repurchases | $\$ 150$ | $\$ 50$ |

## Updating Fiscal 2023 Guidance

| Guidance | Prior | New |
| :--- | :---: | :---: |
| Organic Net Sales $^{1}$ Growth (vs. FY22) | $+7 \%$ to $+8 \%$ | $+7 \%$ to $+7.5 \%$ |
| Adj. Operating Margin ${ }^{1}$ | $15.3 \%$ to $15.6 \%$ | $15.5 \%$ to $15.6 \%$ |
| Adj. EPS ${ }^{1}$ | $\$ 2.60$ to $\$ 2.70$ | $\$ 2.70$ to $\$ 2.75$ |

## Updated FY23 P\&L Considerations and Assumptions




## Q\&A



Appendix

## Notes on Non-GAAP Financial Measures

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This document includes certain non-GAAP financial measures. Management considers GAAP financial measures as well as such non-GAAP financial information in its evaluation of the company's financial statements and believes these non-GAAP financial measures provide useful supplemental information to assess the company's operating performance and financial position. These measures should be viewed in addition to, and not in lieu of, the company's diluted earnings per share, operating performance and financial measures as calculated in accordance with GAAP.

Organic net sales excludes, from reported net sales, the impacts of foreign exchange, divested businesses and acquisitions, as well as the impact of any 53rd week. All references to changes in volume and price/mix throughout this release are on an organic net sales basis.

References to adjusted items throughout this document refer to measures computed in accordance with GAAP less the impact of items impacting comparability. Items impacting comparability are income or expenses (and related tax impacts) that management believes have had, or are likely to have, a significant impact on the earnings of the applicable business segment or on the total corporation for the period in which the item is recognized and are not indicative of the company's core operating results. These items thus affect the comparability of underlying results from period to period.

References to earnings before interest, taxes, depreciation, and amortization (EBITDA) refer to net income attributable to Conagra Brands before the impacts of discontinued operations, income tax expense (benefit), interest expense, depreciation, and amortization. References to adjusted EBITDA refer to EBITDA before the impacts of items impacting comparability.

Hedge gains and losses are generally aggregated, and net amounts are reclassified from unallocated corporate expense to the operating segments when the underlying commodity or foreign currency being hedged is expensed in segment cost of goods sold. The net change in the derivative gains (losses) included in unallocated corporate expense during the period is reflected as a comparability item, Corporate hedging derivate gains (losses).

## Forward-Looking Non-GAAP Financial Measures

Our fiscal 2023 guidance includes certain non-GAAP financial measures (organic net sales growth, adjusted operating margin, adjusted EPS, net leverage ratio, and adjusted effective tax rate) that are presented on a forward-looking basis. Historically, the company has calculated these non-GAAP financial measures excluding the impact of certain items such as, but not limited to, foreign exchange, acquisitions, divestitures, restructuring expenses, the extinguishment of debt, hedging gains and losses, impairment charges, legacy legal contingencies, and unusual tax items. Reconciliations of these forward-looking non-GAAP financial measures to the most directly comparable GAAP financial measures are not provided because the company is unable to provide such reconciliations without unreasonable effort, due to the uncertainty and inherent difficulty of predicting the timing and the financial impact of such items. For the same reasons, the company is unable to address the probable significance of the unavailable information, which could be material to future results.

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

| Q3 FY23 | Grocery \& Snacks |  | Refrigerated \& Frozen |  | International |  | Foodservice |  | Total Conagra Brands |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Net Sales | \$ | 1,243.7 | \$ | 1,307.7 | \$ | 259.7 | \$ | 275.4 | \$ | 3,086.5 |
| Impact of foreign exchange |  | - |  | - |  | 4.3 |  | - |  | 4.3 |
| Organic Net Sales | \$ | 1,243.7 | \$ | 1,307.7 | \$ | 264.0 | \$ | 275.4 | \$ | 3,090.8 |
| Year-over-year change - Net Sales |  | 3.7\% |  | 5.6\% |  | 7.7\% |  | 17.3\% |  | 5.9\% |
| Impact of foreign exchange (pp) |  | - |  | - |  | 1.8 |  | - |  | 0.2 |
| Organic Net Sales |  | 3.7\% |  | 5.6\% |  | 9.5\% |  | 17.3\% |  | 6.1\% |
| Volume (Organic) |  | (10.0)\% |  | (9.8)\% |  | (7.0)\% |  | (1.2)\% |  | (9.0)\% |
| Price/Mix |  | 13.7\% |  | 15.4\% |  | 16.5\% |  | 18.5\% |  | 15.1\% |
| Q3 FY22 | Grocery \& Snacks |  | Refrigerated \& Frozen |  | International |  | Foodservice |  | Total Conagra Brands |  |
| Net Sales | \$ | 1,199.0 | \$ | 1,238.6 | \$ | 241.2 | \$ | 234.9 | \$ | 2,913.7 |
| Net sales from divested businesses |  | - |  | - |  | - |  | - |  | - |
| Organic Net Sales | \$ | 1,199.0 | \$ | 1,238.6 | \$ | 241.2 | \$ | 234.9 | \$ | 2,913.7 |

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



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

| Q3 FY23 | Grocery \& Snacks |  | Refrigerated \& Frozen |  | International |  | Foodservice |  | Corporate Expense |  | Total Conagra Brands |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Operating Profit | \$ | 256.4 | § | 263.6 | \$ | 37.1 | S | 23.8 | \$ | (90.9) | \$ | 490.0 |
| Restructuring plans |  | 0.3 |  | 1.9 |  | 0.1 |  | - |  | 0.2 |  | 2.5 |
| Acquisitions and divestitures |  | - |  | - |  | - |  | - |  | 0.2 |  | 0.2 |
| Fire related costs |  | - |  | 5.2 |  | - |  | 1.4 |  | - |  | 6.6 |
| Municipal water break costs |  | 0.3 |  | - |  | - |  | - |  | - |  | 0.3 |
| Corporate hedging derivative losses (gains) |  | - |  | - |  | - |  | - |  | 22.7 |  | 22.7 |
| Adjusted Operating Profit | \$ | 257.0 | S | 270.7 | S | 37.2 | S | 25.2 | \$ | (67.8) | S | 522.3 |
| Operating Profit Margin |  | 20.6\% |  | 20.2\% |  | 14.3\% |  | 8.6\% |  |  |  | 15.9\% |
| Adjusted Operating Profit Margin |  | 20.7\% |  | 20.7\% |  | 14.3\% |  | 9.1\% |  |  |  | 16.9\% |
| Year-over-year \% change - Operating |  |  |  |  |  |  |  |  |  |  |  |  |
| Profit |  | 10.8\% |  | 66.9\% |  | 24.3\% |  | 409.6\% |  | 40.3\% |  | 36.4\% |
| Year-over year \% change - Adjusted |  |  |  |  |  |  |  |  |  |  |  |  |
| Operating Profit |  | 8.0\% |  | 53.8\% |  | 23.9\% |  | 69.7\% |  | 14.3\% |  | 30.8\% |
| Year-over-year bps change - Operating |  |  |  |  |  |  |  |  |  |  |  |  |
| Profit |  | 32 bps |  | 40 bps |  | bps |  | 5 bps |  |  |  | 355 bps |
| Year-over-year bps change - Adjusted |  |  |  |  |  |  |  |  |  |  |  |  |
| Operating Profit |  | 82 bps |  | 50 bps |  | bps |  | 2 bps |  |  |  | 321 bps |
| Q3 FY22 |  | $\begin{aligned} & \text { ery \& } \\ & \text { tcks } \end{aligned}$ |  | erated ozen |  | ional |  | rice |  |  |  | $\begin{aligned} & \text { onagra } \\ & \text { nds } \end{aligned}$ |
| Operating Profit | \$ | 231.5 | S | 158.0 | S | 29.9 | S | 4.7 | S | (64.9) | S | 359.2 |
| Restructuring plans |  | 2.6 |  | 1.2 |  | 0.2 |  | - |  | 6.7 |  | 10.7 |
| Impairment of businesses held for sale |  | 3.9 |  | 16.9 |  | - |  | 10.1 |  | - |  | 30.9 |
| Acquisitions and divestitures |  | - |  | - |  | - |  | - |  | 0.6 |  | 0.6 |
| Corporate hedging derivative losses (gains) |  | - |  | - |  | - |  | - |  | (1.9) |  | (1.9) |
| Adjusted Operating Profit | \$ | 238.0 | S | 176.1 | \$ | 30.1 | s | 14.8 | S | (59.5) | S | 399.5 |
| Operating Profit Margin |  | 19.3\% |  | 12.8\% |  | 12.4\% |  | 2.0\% |  |  |  | 12.3\% |
| Adjusted Operating Profit Margin |  | 19.9\% |  | 14.2\% |  | 12.5\% |  | 6.3\% |  |  |  | 13.7\% |

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

| Q3 FY23 YTD | Grocery \& Snacks |  | Refrigerated \& Frozen |  | International |  | Foodservice |  | Corporate Expense |  | Total Conagra Brands |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Operating Profit | \$ | 847.2 | \$ | 297.6 | \$ | 100.9 | \$ | 53.5 | \$ | (280.9) | \$ | 1,018.3 |
| Restructuring plans |  | 0.5 |  | 3.3 |  | (0.1) |  | - |  | 5.5 |  | 9.2 |
| Impairment of businesses held for sale |  | 0.5 |  | 5.7 |  | - |  | 20.5 |  | - |  | 26.7 |
| Goodwill and brand impairment charges |  | - |  | 385.7 |  | - |  | - |  | - |  | 385.7 |
| Acquisitions and divestitures |  | - |  | - |  | - |  | - |  | 0.8 |  | 0.8 |
| Fire related costs |  | - |  | 13.1 |  | - |  | 1.4 |  | - |  | 14.5 |
| Municipal water break costs |  | 3.5 |  | - |  | - |  | - |  | - |  | 3.5 |
| Corporate hedging derivative losses (gains) |  | - |  | - |  | - |  | - |  | 24.6 |  | 24.6 |
| Adjusted Operating Profit | \$ | 851.7 | \$ | 705.4 | \$ | 100.8 | \$ | 75.4 | \$ | (250.0) | \$ | 1,483.3 |
| Operating Profit Margin |  | 22.4\% |  | 7.6\% |  | 13.4\% |  | 6.4\% |  |  |  | 10.9\% |
| Adjusted Operating Profit Margin |  | 22.5\% |  | 17.9\% |  | 13.4\% |  | 9.1\% |  |  |  | 15.9\% |
| Year-over-year \% change - Operating <br> Profit |  | 21.6\% |  | (38.5)\% |  | (0.2)\% |  | 37.9\% |  | 49.0\% |  | (10.0)\% |
| Year-over year \% change - Adjusted Operating Profit |  | 16.4\% |  | 33.7\% |  | (0.5)\% |  | 39.6\% |  | 29.8\% |  | 21.4\% |
| Year-over-year bps change - Operating Profit |  | 72 bps |  | ) bps |  | 4) bps |  | 4 bps |  |  |  | 218) bps |
| Year-over-year bps change - Adjusted Operating Profit |  | 85 bps |  | 7 bps |  | 8) bps |  | 6 bps |  |  |  | 178 bps |
| Q3 FY22 YTD | Grocery \& Snacks |  | Refrigerated \& Frozen |  | International |  | Foodservice |  | Corporate Expense |  | Total Conagra Brands |  |
| Operating Profit | \$ | 696.6 | \$ | 483.9 | \$ | 101.1 | \$ | 38.8 | \$ | (188.5) | \$ | 1,131.9 |
| Restructuring plans |  | 8.7 |  | 13.0 |  | 0.2 |  | 0.3 |  | 16.7 |  | 38.9 |
| Impairment of businesses held for sale |  | 26.3 |  | 28.9 |  | - |  | 14.9 |  | - |  | 70.1 |
| Acquisitions and divestitures |  | - |  | - |  | - |  | - |  | 2.2 |  | 2.2 |
| Proceeds received from the sale of a legacy investment |  | - |  | - |  | - |  | - |  | (3.3) |  | (3.3) |
| Legal matters |  | - |  | - |  | - |  | - |  | (14.6) |  | (14.6) |
| Consulting fees on tax matters |  | - |  | 1.7 |  | - |  | - |  | - |  | 1.7 |
| Corporate hedging derivative losses (gains) |  |  |  | - |  | - |  | - |  | (5.3) |  | (5.3) |
| Adjusted Operating Profit | \$ | 731.6 | \$ | 527.5 | \$ | 101.3 | \$ | 54.0 | \$ | (192.8) | \$ | 1,221.6 |
| Operating Profit Margin |  | 19.7\% |  | 13.3\% |  | 13.7\% |  | 5.4\% |  |  |  | 13.1\% |
| Adjusted Operating Profit Margin |  | 20.7\% |  | 14.5\% |  | 13.7\% |  | 7.5\% |  |  |  | 14.2\% |

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

| Q3 FY23 | Gross profit |  | Selling, general and administrative expenses |  | Operating profit ${ }^{\text { }}$ |  | Income before income taxes and equity method investment earnings |  | Income tax expense |  | Income tax rate | Net income attributable to Conagra Brands, Inc. |  | Diluted EPS from income attributable to Conagra Brands, Inc common stockholders |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Reported | \$ | 838.8 | \$ | 348.8 | \$ | 490.0 | \$ | 391.9 | \$ | 100.1 | $22.6 \%$ | \$ | 341.7 | \$ | 0.71 |
| \% of Net Sales |  | 27.2\% |  | 11.3\% |  | 15.9\% |  |  |  |  |  |  |  |  |  |
| Restructuring plans |  | 0.5 |  | 2.0 |  | 2.5 |  | 2.5 |  | 0.6 |  |  | 1.9 |  | - |
| Acquisitions and divestitures |  | - |  | 0.2 |  | 0.2 |  | 0.2 |  | 0.1 |  |  | 0.1 |  | - |
| Corporate hedging derivative losses (gains) |  | 22.7 |  | - |  | 22.7 |  | 22.7 |  | 5.6 |  |  | 17.1 |  | 0.04 |
| Advertising and promotion expenses ${ }^{2}$ |  | - |  | 80.5 |  | - |  | - |  | - |  |  | - |  | - |
| Fire related costs |  | 6.4 |  | 0.2 |  | 6.6 |  | 6.6 |  | 1.7 |  |  | 4.9 |  | 0.01 |
| Municipal water break costs |  | 0.3 |  | - |  | 0.3 |  | 0.3 |  | - |  |  | 0.3 |  | - |
| Adjusted | \$ | 868.7 | \$ | 265.9 | \$ | 522.3 | \$ | 424.2 | \$ | 108.1 | 22.8\% | \$ | 366.0 | \$ | 0.76 |
| \% of Net Sales |  | 28.1\% |  | 8.6\% |  | 16.9\% |  |  |  |  |  |  |  |  |  |
| Year-over-year \% of net sales change reported |  | 325 bps |  | (30) bps |  | 355 bps |  |  |  |  |  |  |  |  |  |
| Year-over-year \% of net saies change aqürted |  | 409 bps |  | 50 bps |  | 321 bps |  |  |  |  |  |  |  |  |  |
|  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Year-over-year change - reported |  | 20.3\% |  | 3.2\% |  | 36.4\% |  | 39.6\% |  | (3.9)\% |  |  | 56.4\% |  | 57.8\% |
| Year-over-year change - aujusted |  | 23.9\% |  | 12.4\% |  | 30.8\% |  | 32.1\% |  | 20.1\% |  |  | 31.3\% |  | 31.0\% |

1. Operating profit is derived from taking Income from continuing operations before income taxes and equity method investment earnings, adding back Interest expense, net and removing Pension and postretirement non-service income.
2. Advertising and promotion expense (A\&P) has been removed from adjusted selling, general and administrative expense because this metric is used in reporting to management, and management believes this adjusted measure provides useful supplemental information to assess the Company's operating performance. Please note that A\&P is not removed from adjusted profit measures.

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

Q3 FY23 YTD

1. Operating profit is derived from taking Income from continuing operations before income taxes and equity method investment earnings, adding back Interest expense, net and removing Pension and postretirement non-service income.
2. Advertising and promotion expense (A\&P) has been removed from adjusted selling, general and administrative expense because this metric is used in reporting to management, and management believes this adjusted measure provides useful supplemental information to assess the Company's operating performance. Please note that A\&P is not removed from adjusted profit measures.

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

| Q3 FY22 YTD | Gross profit |  | Selling, general and administrative expenses |  | Operating profit |  | Income before income taxes and equity method investment earnings |  | Income tax expense |  | Income tax rate | Net income attributable to Conagra Brands, Inc. |  | Diluted EPS from income attributable to Conagra Brands, Inc common stockholders |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Reported | \$ | 2,125.4 | \$ | 993.5 | \$ | 1,131.9 | 5 | 896.5 | \$ | 263.8 | 26.5\% |  | 729.3 | \$ | 1.51 |
| \% of Net Sales |  | 24.6\% |  | 11.5\% |  | 13.1\% |  |  |  |  |  |  |  |  |  |
| Restructuring plans |  | 21.9 |  | 17.0 |  | 38.9 |  | 38.9 |  | 9.5 |  |  | 29.4 |  | 0.06 |
| Acquisitions and divestitures |  | - |  | 2.2 |  | 2.2 |  | 2.2 |  | 0.6 |  |  | 1.6 |  | - |
| Corporate hedging derivative losses (gains) |  | (5.3) |  | - |  | (5.3) |  | (5.3) |  | (1.3) |  |  | (4.0) |  | (0.01) |
| Advertising and promotion expenses ${ }^{2}$ |  | - |  | 198.5 |  | - |  | - |  | - |  |  | - |  | - |
| Consulting fees on tax matters |  | - |  | 1.7 |  | 1.7 |  | 1.7 |  | 0.5 |  |  | 1.2 |  | - |
| Impairment of businesses 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) |
| Legal matters |  | - |  | (14.6) |  | (14.6) |  | (14.6) |  | (3.6) |  |  | (11.0) |  | (0.02) |
| Unusual tax items |  | - |  |  |  | - |  | - |  | (21.4) |  |  | 21.4 |  | 0.04 |
| Rounding |  | - |  | - |  | - |  | - |  | - |  |  | - |  | 0.01 |
| Adjusted | \$ | 2,142.0 | \$ | 721.9 | \$ | 1,221.6 | \$ | 986.2 | \$ | 257.3 | 23.7\% | \$ | 825.5 | \$ | 1.71 |
| \% of Net Sales |  | 24.8\% |  | 8.4\% |  | 14.2\% |  |  |  |  |  |  |  |  |  |

1. Operating profit is derived from taking Income from continuing operations before income taxes and equity method investment earnings, adding back Interest expense, net and removing Pension and postretirement non-service income.
2. Advertising and promotion expense (A\&P) has been removed from adjusted selling, general and administrative expense because this metric is used in reporting to management, and management believes this adjusted measure provides useful supplemental information to assess the Company's operating performance. Please note that A\&P is not removed from adjusted profit measures.

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

| Q3 FY22 | Gross profit |  | Selling, general and <br> administrative expenses |  | Operating profit ${ }^{\prime}$ |  | Income before income taxes and equity method investment earnings |  | Income tax expense |  | Income tax rate | Net income attributable to Conagra Brands, Inc. |  | Diluted EPS from income attributable to Conagra Brands, Inc common stockholders |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Reported | \$ | 697.2 | \$ | 338.0 | \$ | 359.2 | 5 | 280.7 | \$ | 109.9 | 33.4\% | \$ | 218.4 | \$ | 0.45 |
| \% of Net Sales |  | 23.9\% |  | 11.6\% |  | 12.3\% |  |  |  |  |  |  |  |  |  |
| Restructuring plans |  | 5.6 |  | 5.1 |  | 10.7 |  | 10.7 |  | 2.5 |  |  | 8.2 |  | 0.02 |
| Acquisitions and divestitures |  | - |  | 0.6 |  | 0.6 |  | 0.6 |  | 0.2 |  |  | 0.4 |  | - |
| Corporate hedging derivative losses (gains) |  | (1.9) |  | - |  | (1.9) |  | (1.9) |  | (0.4) |  |  | (1.5) |  | - |
| Advertising and promotion expenses ${ }^{2}$ |  | - |  | 64.9 |  | - |  | - |  | - |  |  | - |  | - |
| Impairment of businesses held for sale |  | - |  | 30.9 |  | 30.9 |  | 30.9 |  | 2.7 |  |  | 28.2 |  | 0.06 |
| Unusual tax items |  | - |  | - |  | - |  | - |  | (25.0) |  |  | 25.0 |  | 0.05 |
| Adjusted | \$ | 700.9 | \$ | 236.5 | \$ | 399.5 | \$ | 321.0 | \$ | 89.9 | 24.4\% | \$ | 278.7 | \$ | 0.58 |
| \% of Net Sales |  | 24.1\% |  | 8.1\% |  | 13.7\% |  |  |  |  |  |  |  |  |  |

 postretirement non-service income.



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

| Q2 FY23 | Gross profit |  | $\begin{gathered} \text { Selling, general } \\ \text { and } \\ \text { administrative } \\ \text { expenses } \\ \hline \end{gathered}$ |  | Operating profit ${ }^{1}$ |  | Income before income taxes and equity method investment earnings |  | Income tax expense |  | Effective tax rate 24.3\% | Net income attributable to Conagra Brands, Inc. |  | Diluted EPS from income attributable to Conagra Brands, Inc common stockholders |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Reported | S | 922.3 | \$ | 372.7 | S | 549.6 | \$ | 455.4 | \$ | 122.5 |  | \$ | 381.9 | \$ | 0.79 |
| \% of Net Sales |  | 27.8\% |  | 11.3\% |  | 16.6\% |  |  |  |  |  |  |  |  |  |
| Restructuring plans |  | 0.1 |  | 1.7 |  | 1.8 |  | 1.8 |  | 0.5 |  |  | 1.3 |  | - |
| Acquisitions and divestitures |  | - |  | 0.5 |  | 0.5 |  | 0.5 |  | 0.1 |  |  | 0.4 |  | - |
| Corporate hedging derivative losses (gains) |  | 2.4 |  | - |  | 2.4 |  | 2.4 |  | 0.6 |  |  | 1.8 |  | - |
| Advertising and promotion expenses ${ }^{2}$ |  | - |  | 78.8 |  | - |  | - |  | - |  |  | - |  | - |
| Fire related costs |  | 7.4 |  | 0.5 |  | 7.9 |  | 7.9 |  | 1.9 |  |  | 6.0 |  | 0.01 |
| Municipal water break costs |  | 0.6 |  | - |  | 0.6 |  | 0.6 |  | 0.2 |  |  | 0.4 |  | - |
| Rounding |  | - |  | - |  | - |  | - |  | - |  |  | - |  | 0.01 |
| Adiusted | \$ | 932.8 | \$ | 291.2 | \$ | 562.8 | \$ | 468.6 | \$ | 125.8 | 24.3\% | S | 391.8 | \$ | 0.81 |
| \% of Net Sales |  | 28.2\% |  | 8.8\% |  | 17.0\% |  |  |  |  |  |  |  |  |  |
| Year-over-year \% of net sales change reported |  | 316 bps |  | (4) bps |  | 320 bps |  |  |  |  |  |  |  |  |  |
| Year-over-year \% of net sales change adjusted |  | 310 bps |  | 69 bps |  | 237 bps |  |  |  |  |  |  |  |  |  |
|  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Year-over-year change - reported |  | 22.2\% |  | 7.9\% |  | 34.2\% |  | 37.7\% |  | 45.4\% |  |  | 38.6\% |  | 38.6\% |
| Year-over-year change - adjusted |  | 21.7\% |  | 17.5\% |  | 25.9\% |  | 27.2\% |  | 37.9\% |  |  | 27.9\% |  | 26.6\% |

1. Operating profit is derived from taking Income from continuing operations before income taxes and equity method investment earnings, adding back Interest expense, net and removing Pension and postretirement non-service income.
2. Advertising and promotion expense (A\&P) has been removed from adjusted selling, general and administrative expense because this metric is used in reporting to management, and management believes this adjusted measure provides useful supplemental information to assess the Company's operating performance. Please note that A\&P is not removed from adjusted profit measures.

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

| Q1 FY23 | Gross profit |  | $\begin{gathered} \text { Selling, general } \\ \text { and } \\ \text { administrative } \\ \text { expenses } \\ \hline \end{gathered}$ |  | Operating profit (loss) ${ }^{1}$ |  | $\qquad$ |  | Income tax expense |  | Effective tax rate(22.8)\% | $\begin{gathered} \text { Net income } \\ \text { (loss) } \\ \text { attributable to } \\ \text { Conagra } \\ \text { Brands, Inc. } \\ \hline \end{gathered}$ |  | Diluted EPS from income attributable to Conagra Brands, Inc common stockholders ${ }^{3}$ |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Reported | \$ | 720.3 | \$ | 741.6 | S | (21.3) | S | (112.3) | \$ | 14.4 |  | \$ | (77.5) | S | (0.16) |
| \% of Net Sales |  | 24.8\% |  | 25.5\% |  | -0.7\% |  |  |  |  |  |  |  |  |  |
| Restructuring plans |  | 0.2 |  | 4.7 |  | 4.9 |  | 4.9 |  | 1.2 |  |  | 3.7 |  | 0.01 |
| Acquisitions and divestitures |  | - |  | 0.1 |  | 0.1 |  | 0.1 |  | - |  |  | 0.1 |  | - |
| Corporate hedging derivative losses (gains) |  | (0.5) |  | - |  | (0.5) |  | (0.5) |  | (0.1) |  |  | (0.4) |  | - |
| Advertising and promotion expenses ${ }^{2}$ |  | - |  | 61.9 |  | - |  | - |  | - |  |  | - |  | - |
| Municipal water break costs |  | 2.6 |  | - |  | 2.6 |  | 2.6 |  | 0.6 |  |  | 2.0 |  | - |
| Impairment of business held for sale |  | - |  | 26.7 |  | 26.7 |  | 26.7 |  | 6.6 |  |  | 20.1 |  | 0.04 |
| Goodwill and brand impairment charges |  | - |  | 385.7 |  | 385.7 |  | 385.7 |  | 58.9 |  |  | 326.8 |  | 0.68 |
| Adiusted | \$ | 722.6 | \$ | 262.5 | \$ | 398.2 | \$ | 307.2 | \$ | 81.6 | 22.9\% | \$ | 274.8 | \$ | 0.57 |
| $\%$ of Net Sales |  | 24.9\% |  | 9.0\% |  | 13.7\% |  |  |  |  |  |  |  |  |  |
| Year-over-year \% of net sales change reported |  | (58) bps |  | 1385 bps |  | $N / A$ |  |  |  |  |  |  |  |  |  |
| Year-over-year \% of net sales change adjusted |  | (54) bps |  | 8 bps |  | (42) $b p s$ |  |  |  |  |  |  |  |  |  |
|  |  | 70\% |  | 139 1\% |  | N/A |  | N/A |  | (793)\% |  |  | N/A |  | N/4 |
| Year-over-year change - adjusted |  | 7.1\% |  | 10.5\% |  | 6.2\% |  | 3.5\% |  | 7.1\% |  |  | 14.2\% |  | 14.0\% |

1. Operating profit is derived from taking Income from continuing operations before income taxes and equity method investment earnings, adding back Interest expense, net and removing Pension and postretirement non-service income.
2. Advertising and promotion expense (A\&P) has been removed from adjusted selling, general and administrative expense because this metric is used in reporting to management, and management believes this adjusted measure provides useful supplemental information to assess the Company's operating performance. Please note that A\&P is not removed from adjusted profit measures.
3. In Q1 FY23, we reported a GAAP net loss. In periods when we recognize a net loss, we exclude the impact of outstanding stock awards from the diluted loss per share calculation, as their inclusion would have an anti-dilutive effect. The adjusted diluted earnings per share calculation includes the impact of outstanding stock awards.

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

| FY22 | Gross profit |  | Selling, general and administrative expenses |  | Operating profit ${ }^{1}$ |  | Income before income taxes and equity method investment earnings |  | Income tax expense |  | $\begin{gathered} \text { Effective } \\ \text { tax rate } \end{gathered}$ | Net income attributable to Conagra Brands, Inc. |  | Diluted EPS from income attributable to Conagra Brands, Inc common stockholders |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Reported | S | 2,838.8 | S | 1,492.8 | S | 1,346.0 | 5 | 1,033.4 | S | 290.5 | 24.6\% | 5 | 888.2 |  | s | 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 derivative losses (gains) |  | (4.4) |  | - |  | (4.4) |  | (4.4) |  | (1.1) |  |  | (3.3) |  |  | (0.01) |
| Advertising and promotion expenses ${ }^{2}$ |  | - |  | 244.6 |  | - |  | - |  | - |  |  | - |  |  | - |
| Brand impairment charges ${ }^{3}$ |  | - |  | 209.0 |  | 209.0 |  | 209.0 |  | 48.4 |  |  | 159.0 |  |  | 0.33 |
| Consulting fees on tax matters |  | - |  | 2.8 |  | 2.8 |  | 2.8 |  | 0.7 |  |  | 2.1 |  |  | - |
| Proceeds received from the sale of a legacy investment |  | - |  | (3.3) |  | (3.3) |  | (3.3) |  | (0.5) |  |  | (2.8) |  |  | (0.01) |
| 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) |
| Fire related costs |  | 9.1 |  | 2.2 |  | 11.3 |  | 11.3 |  | 2.8 |  |  | 8.5 |  |  | 0.02 |
| Impairment of businesses held for sale |  | - |  | 70.1 |  | 70.1 |  | 70.1 |  | 9.7 |  |  | 60.4 |  |  | 0.13 |
| Unusual tax items |  | - |  | - |  | - |  | - |  | (8.9) |  |  | 8.9 |  |  | 0.02 |
| Adjusted | 5 | 2,865.3 | S | 963.9 | S | 1,656.8 | 5 | 1,344.2 | S | 348.0 | 23.4\% | 5 | 1,139.9 |  | S | 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-aver-year change - adjusted |  | (10.5) \% |  | (2.4) \% |  | (15.3) \% |  | (15.4) \% |  | (9.0) \% |  |  | (11.6) |  |  | (10.6)\% |

 postretirement non-service income.
 adjusted measure provides useful supplemental information to assess the Company's operating performance. Please note that A\&P is not removed from adjusted profit measures.

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

|  |  |  |  |  |  |  |  |  |
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| FY20 | Gross profit |  | Selling, general and administrative expenses |  | Operating profit ${ }^{1}$ |  | Income before income taxes and equity method investment earnings |  | Income tax expense |  | Effective | Net income attributable to Conagra Brands, Inc. |  | Diluted EPS from income attributable to Conagra Brands, Inc common stockholders |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Reported | S | 3.069.6 | S | 1,622.5 | s | 1,447.1 | S | 969.9 | S | 201.3 | 19.3\% | s | 840.1 | s | 1.72 |
| \% of Net Sales |  | $27.8 \%$ |  | 14.\% |  | 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 | s | 3,108.3 | s | 1,056.4 | $s$ | 1.821.2 | $s$ | 1,387.5 | S | 339.6 | 23.2\% | s | 1,115.3 | S | 2.28 |
| \% of Net Sales |  | 28.1\% |  | 9.6\% |  | 16.5\% |  |  |  |  |  |  |  |  |  |
| 2 2-year compound growth - reparted |  |  |  |  |  |  |  |  |  |  |  |  |  |  | 3.5\% |
| 2 2-year compound growth - adjusted |  |  |  |  |  |  |  |  |  |  |  |  |  |  | 1.7\% |

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

| Q2 FY20 | Gross profit |  | Selling, general and administrative expenses |  | Operating profit ${ }^{1}$ |  | Income from continuing operations before income taxes and equity method investment earnings |  | Income <br> tax <br> expense |  | Income <br> tax <br> rate | Net income attributable to Conagra Brands, Inc. |  | Diluted EPS from income from continuing operations attributable to Conagra <br> Brands, Inc common stockholders |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Reported | \$ | 797.9 | \$ | 369.8 | \$ | 428.1 | \$ | 318.0 | \$ | 84.1 | 24.3\% | \$ | 260.5 | \$ | 0.53 |
| \% of Net Sales |  | 28.3\% |  | 13.1\% |  | 15.2 \% |  |  |  |  |  |  |  |  |  |
| Restructuring plans |  | 7.6 |  | 27.6 |  | 35.2 |  | 35.2 |  | 7.7 |  |  | 27.5 |  | 0.06 |
| Acquisitions and divestitures |  | - |  | 1.1 |  | 1.1 |  | 1.1 |  | 0.3 |  |  | 0.8 |  | - |
| Corporate hedging derivative losses (gains) |  | (1.8) |  | - |  | (1.8) |  | (1.8) |  | (0.5) |  |  | (1.3) |  | - |
| Advertising and promotion expenses ${ }^{2}$ |  | - |  | 60.7 |  | - |  | - |  | - |  |  | - |  | - |
| Adjustment to gain on Ardent JV asset sale |  | - |  | - |  | - |  | - |  | 0.2 |  |  | 0.4 |  | - |
| Impairment of a business held for sale |  | - |  | 27.6 |  | 27.6 |  | 27.6 |  | 2.2 |  |  | 25.4 |  | 0.05 |
| Contract settlement gain |  | - |  | (12.0) |  | (12.0) |  | (12.0) |  | (3.0) |  |  | (9.0) |  | (0.02) |
| Legal matters |  | - |  | (1.5) |  | (1.5) |  | (1.5) |  | (0.4) |  |  | (1.1) |  | - |
| Environmental matters |  | - |  | 6.6 |  | 6.6 |  | 6.6 |  | 1.6 |  |  | 5.0 |  | 0.01 |
| Loss on divestiture of businesses |  | - |  | (0.2) |  | (0.2) |  | (0.2) |  | (0.7) |  |  | 0.5 |  | - |
| Unusual tax items |  | - |  | - |  | - |  | - |  | 2.6 |  |  | (2.6) |  | (0.01) |
| Rounding |  | - |  | - |  | - |  | - |  | - |  |  | - |  | 0.01 |
| Adjusted | \$ | 803.7 | \$ | 259.9 | \$ | 483.1 | \$ | 373.0 | \$ | 94.1 | 23.4\% | \$ | 306.1 | \$ | 0.63 |
| \% of Net Sales |  | 28.5\% |  | 9.2\% |  | 17.1 \% |  |  |  |  |  |  |  |  |  |
| Year-over-year \% of net sales change - reported |  | (12) bps |  | (733) bps |  | 721 bp |  |  |  |  |  |  |  |  |  |
| Year-over-year \% of net sales change - adjusted |  | (105) bps |  | 10 bps |  | (39) |  |  |  |  |  |  |  |  |  |
| Year-over-year change - reported |  | 17.8\% |  | (24.1)\% |  | 125.5\% |  | 167.4\% |  | 275.5\% |  |  | 98.0\% |  | 65.6\% |
| Year-over-year change - adjusted |  | 14.1\% |  | 19.6\% |  | 15.7\% |  | 5.7\% |  | 2.1\% |  |  | 8.3\% |  | (6.0)\% |

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

|  | $\begin{gathered} \text { February 26, } \\ 2023 \end{gathered}$ |  | $\begin{gathered} \text { February } 27, \\ 2022 \end{gathered}$ |  | \% Change |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Net cash flows from operating activities | \$ | 703.4 | \$ | 752.6 |  | (6.5)\% |
| Additions to property, plant and equipment |  | (267.4) |  | (364.2) |  | (26.6)\% |
| Free cash flow | \$ | 436.0 | \$ | 388.4 |  | 12.3\% |
|  |  |  | Q3 FY23 |  | Q3 FY22 |  |
| Notes payable |  |  | \$ | 658.0 | \$ | 362.8 |
| Current installments of long-term debt |  |  |  | 516.6 |  | 706.3 |
| Senior long-term debt, excluding current installments |  |  |  | 8,081.2 |  | 8,089.1 |
| Total Debt |  |  | \$ | 9,255.8 | \$ | 9,158.2 |
| Less: Cash |  |  |  | 71.2 |  | 79.7 |
| Net Debt |  |  | \$ | 9,184.6 | S | 9,078.5 |

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

|  | Q3 FY23 LTM ${ }^{2}$ |  |
| :---: | :---: | :---: |
| Net Debt | \$ | 9,184.6 |
| Net income attributable to Conagra Brands, Inc. | \$ | 805.0 |
| Add Back: Income tax expense |  | 263.7 |
| Income tax expense attributable to noncontrolling interests |  | 0.1 |
| Interest expense, net |  | 397.8 |
| Depreciation |  | 308.7 |
| Amortization |  | 58.1 |
| Earnings before interest, taxes, depreciation, and amortization (EBITDA) | \$ | 1,833.4 |
| Restructuring plans ${ }^{1}$ |  | 18.3 |
| Acquisitions and divestitures |  | 1.0 |
| Consulting fees on tax matters |  | 1.1 |
| Corporate hedging derivative gains |  | 25.5 |
| Impairment of businesses held for sale |  | 26.7 |
| Goodwill and brand impairment charges |  | 592.7 |
| Legal matters |  | (5.0) |
| Environmental matters |  | (6.5) |
| Fire related costs |  | 25.8 |
| Municipal water break costs |  | 3.5 |
| Adjusted EBITDA | \$ | 2,516.5 |
|  |  |  |
| Net Debt to Adjusted EBITDA |  | 3.65 |
| 1 Excludes comparability items related to depreciation. <br> 2 Last twelve months |  |  |

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

|  | Q3 FY22 LTM ${ }^{2}$ |  |
| :---: | :---: | :---: |
| Net Debt | \$ | 9,078.5 |
| Net income attributable to Conagra Brands, Inc. | \$ | 1,038.8 |
| Add Back: Income tax expense |  | 188.6 |
| Income tax expense attributable to noncontrolling interests |  | (0.6) |
| Interest expense, net |  | 382.1 |
| Depreciation |  | 324.3 |
| Amortization |  | 59.4 |
| Earnings before interest, taxes, depreciation, and amortization (EBITDA) | \$ | 1,992.6 |
| Restructuring plans ${ }^{1}$ |  | 34.0 |
| Acquisitions and divestitures |  | 3.2 |
| Corporate hedging derivative gains |  | (13.7) |
| Consulting fees on tax matters |  | 2.4 |
| Gain on divestiture of businesses |  | (3.4) |
| Proceeds received from the sale of a legacy investment |  | (3.3) |
| Impairment of businesses held for sale |  | 70.1 |
| Legal matters |  | (14.3) |
| Brand impairment charges |  | 90.9 |
| Adjusted EBITDA | \$ | 2,158.5 |

Net Debt to Adjusted LTM EBITDA ..... 4.2

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

|  | Q3 FY23 YTD |  | Q3 FY22 YTD |  | \% Change |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Net income attributable to Conagra Brands, Inc. | S | 646.1 | S | 729.3 | (11.4)\% |
| Add Back: Income tax expense |  | 237.0 |  | 263.8 |  |
| Income tax expense attributable to noncontrolling interests |  | (0.3) |  | (0.4) |  |
| Interest expense, net |  | 301.6 |  | 283.7 |  |
| Depreciation |  | 233.7 |  | 241.1 |  |
| Amortization |  | 43.3 |  | 44.5 |  |
| Earnings before interest, taxes, depreciation, and amortization | S | 1,461.4 | S | 1,562.0 | (6.4)\% |
| Restructuring plans ${ }^{1}$ |  | 8.8 |  | 25.3 |  |
| Acquisitions and divestitures |  | 0.8 |  | 2.2 |  |
| Corporate hedging derivative losses (gains) |  | 24.6 |  | (5.3) |  |
| Fire related costs |  | 14.5 |  | - |  |
| Municipal water break costs |  | 3.5 |  | - |  |
| Consulting fees on tax matters |  | - |  | 1.7 |  |
| Impairment of businesses held for sale |  | 26.7 |  | 70.1 |  |
| Proceeds from the sale of a legacy investment |  | - |  | (3.3) |  |
| Legal matters |  | - |  | (14.6) |  |
| Goodwwill and brand impairment charges |  | 385.7 |  | - |  |
| Adjusted Earnings before interest, taxes, depreciation, and amortization | s | 1,926.0 | S | 1,638.1 | 17.6\% |

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

|  | Q3 FY23 |  | Q3 FY22 |  | \% Change |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Net income attributable to Conagra Brands, Inc. | \$ | 341.7 | \$ | 218.4 | 56.4\% |
| Add Back: Income tax expense |  | 100.1 |  | 109.9 |  |
| Income tax expense attributable to noncontrolling interests |  | (0.2) |  | (0.2) |  |
| Interest expense, net |  | 104.2 |  | 94.6 |  |
| Depreciation |  | 77.7 |  | 77.3 |  |
| Amortization |  | 13.8 |  | 14.8 |  |
| Earnings before interest, taxes, depreciation, and amortization | \$ | 637.3 | \$ | 514.8 | 23.8\% |
| Restructuring plans ${ }^{1}$ |  | 2.1 |  | 8.1 |  |
| Acquisitions and divestitures |  | 0.2 |  | 0.6 |  |
| Corporate hedging derivative losses (gains) |  | 22.7 |  | (1.9) |  |
| Fire related costs |  | 6.6 |  | - |  |
| Municipal water break costs |  | 0.3 |  | - |  |
| Impairment of businesses held for sale |  | - |  | 30.9 |  |
| Adjusted Earnings before interest, taxes, depreciation, and amortization | \$ | 669.2 | \$ | 552.5 | 21.1\% |




[^0]:    ${ }^{1}$ Excludes comparability items related to depreciation.
    ${ }^{2}$ Last twelve months

