



# Q4 AND FULL YEAR FISCAL 2022 EARNINGS

July 14, 2022

- Took decisive actions to offset elevated inflation and invest in business throughout FY22
- Improved operating margin in Grocery & Snacks and Foodservice in Q4; Refrigerated & Frozen and International operating margin improvement on track for FY23
- Provided FY23 guidance, which assumes continued strength in sales and progress in supply chain to help offset the impacts of continued inflation and elasticities
- Lowering long-term leverage target

## SOLID Q4 RESULTS AS BRANDS CONTINUED TO RESONATE WITH CONSUMERS

**+6.8%**

Organic Net Sales<sup>1</sup>  
Growth vs. YA

**+96 bps**

Increase in Adj. Operating  
Margin<sup>2</sup> vs. YA

**+20.4%**

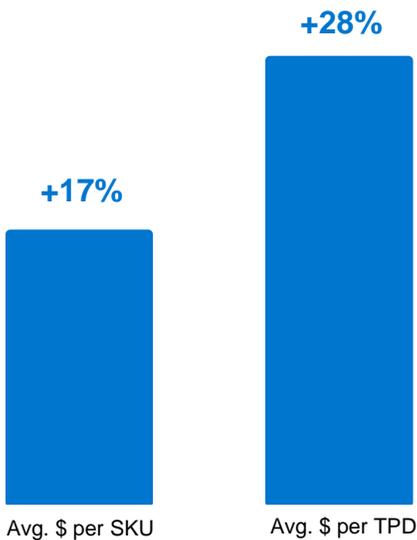
Adj. EPS Growth  
vs. YA



Total Conagra  
Continued to  
Grow Share on  
a 3-Year Basis

## FY22 INNOVATION ALIGNED WITH CONSUMER TRENDS

**Innovation Performance**  
(Q4 FY22 vs. YA)



## FY22 Top Selling New SKUs Across Categories

**Whipped Toppings**



**Single Serve Meals**



**Frozen Plant-Based Protein**



## FY23 GUIDANCE<sup>3,4</sup>

Organic Net Sales  
Growth  
(vs. FY22)<sup>1</sup>  
**4% to 5%**

Adj. Operating  
Margin<sup>2</sup>  
**~15%**

Adjusted EPS  
Growth  
(vs. FY22)  
**1% to 5%**

Source: IRI POS, Total US - MULO+C, Conagra Custom Hierarchy, 13 Weeks Ended May 29, 2022 vs. 13 Weeks Ended May 30, 2021, Custom Innovation Aggregates, Top Selling = Highest Dollar Sales Among SKUs where Dollar Sales = null Year Ago

## INVESTOR DAY: JULY 27, 2022



Update on how we're  
continuing to execute the  
Conagra Way for future success



Virtual presentations begin at  
10:00 a.m. ET / 9:00 a.m. CT



Communicating  
new financial algorithm  
beyond FY23

1. Organic net sales excludes the impact of foreign exchange and divested businesses.  
2. Adjusted operating margin excludes equity method investment earnings and pension and postretirement non-service expense (income).  
3. The inability to predict the amount and timing of the impacts of future items makes a detailed reconciliation of these forward-looking financial measures impracticable.  
4. "Adjusted" financial measures and organic net sales are non-GAAP financial measures.



## Note on Forward-Looking Statements

The document contains forward-looking statements within the meaning of the federal securities laws. Examples of forward-looking statements include statements regarding our expected future financial performance or position, results of operations, business strategy, plans and objectives of management for future operations, and other statements that are not historical facts. You can identify forward-looking statements by their use of forward-looking words, such as "may", "will", "anticipate", "expect", "believe", "estimate", "intend", "plan", "should", "seek", or comparable terms. Readers of this document should understand that these forward-looking statements are not guarantees of performance or results. Forward-looking statements provide our current expectations and beliefs concerning future events and are subject to risks, uncertainties, and factors relating to our business and operations, all of which are difficult to predict and could cause our actual results to differ materially from the expectations expressed in or implied by such forward-looking statements. 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 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 SEC. We caution readers not to place undue reliance on any forward-looking statements included in this report, which speak only as of the date of this report. We undertake no responsibility to update these statements, except as required by law.

## Q4 FY22 Organic Net Sales Reconciliation

	Grocery & Snacks	Refrigerated & Frozen	International	Foodservice	Total Conagra Brands
<b>Year-over-year change – Net Sales</b>	<b>7.2%</b>	<b>3.4%</b>	<b>0.9%</b>	<b>21.5%</b>	<b>6.2%</b>
Impact of foreign exchange (pp)	--	--	1.5	--	0.1
Net sales from divested businesses (pp)	--	0.9	--	0.1	0.5
<b>Organic Net Sales</b>	<b>7.2%</b>	<b>4.3%</b>	<b>2.4%</b>	<b>21.6%</b>	<b>6.8%</b>

## Adjusted Operating Margin Reconciliation

(\$ in millions)	Q4 FY22	Q4 FY21	bps change
<b>Operating Profit</b>	<b>\$ 214.1</b>	<b>\$ 286.4</b>	
Restructuring plans	10.1	15.9	
Acquisitions and divestitures	0.2	1.0	
Net gain on divestiture of businesses	-	(3.4)	
Brand impairment charges	209.0	90.9	
Consulting fees on tax matters	1.1	0.7	
Legal matters	(5.0)	0.3	
Environmental matters	(6.5)	-	
Fire related costs	11.3	-	
Corporate hedging derivative losses (gains)	0.9	(8.4)	
<b>Adjusted Operating Profit</b>	<b>\$ 435.2</b>	<b>\$ 383.4</b>	
<b>Operating Profit Margin</b>	<b>7.4%</b>	<b>10.5%</b>	
<b>Adjusted Operating Profit Margin</b>	<b>15.0%</b>	<b>14.0%</b>	<b>96 bps</b>

## Adjusted EPS Reconciliation

(\$ in millions)	Q4 FY22	Q4 FY21	% change
<b>Reported</b>	<b>\$ 0.33</b>	<b>\$ 0.64</b>	<b>(48.4)%</b>
Restructuring plans	0.02	0.02	
Corporate hedging derivative losses (gains)	-	(0.01)	
Brand impairment charges	0.33	0.14	
Legal matters	(0.01)	-	
Environmental matters	(0.01)	-	
Fire related costs	0.02	-	
Unusual tax items	(0.03)	-	
Tax restructuring of Ardent Mills ownership interest	-	(0.24)	
Capital loss valuation allowance	-	(0.03)	
Rounding	-	0.02	
<b>Adjusted</b>	<b>\$ 0.65</b>	<b>\$ 0.54</b>	<b>20.4%</b>