

FY24 Q1 Earnings Presentation
October 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

## 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: risks associated with general economic and industry conditions, including inflation, rising interest rates, decreased availability of capital, volatility in financial markets, declining consumer spending rates, recessions, decreased energy availability, increased energy costs (including fuel surcharges), supply chain challenges, labor shortages, and geopolitical conflicts (including the ongoing conflict between Russia and Ukraine); negative impacts caused by public health crises; 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 the company's competitive environment, cost structure, and related market conditions; risks related to our ability to execute operating and value creation plans and achieve returns on our investments and targeted operating efficiencies from cost-saving initiatives, and to benefit from trade optimization programs; risks related to the availability and prices of commodities and other supply chain resources, including raw materials, packaging, energy, and transportation, including any negative effects caused by changes in levels of inflation and interest rates, weather conditions, health pandemics or outbreaks of disease, actual or threatened hostilities or war, or other geopolitical uncertainty; risks related to the effectiveness of our hedging activities and ability to respond to volatility in commodities; disruptions or inefficiencies in our supply chain and/or operations; risks related to the ultimate impact of, including reputational harm caused by, any product recalls and product liability or labeling litigation, including litigation related to lead-based paint and pigment and cooking spray; risks related to our ability to respond to changing consumer preferences and the success of our innovation and marketing investments; risks associated with actions by our customers, including changes in distribution and purchasing terms; risks related to the seasonality of our business; risks associated with our co-manufacturing arrangements and other third-party service provider dependencies; risks associated with actions of governments and regulatory bodies that affect our businesses, including the ultimate impact of new or revised regulations or interpretations including to address climate change or implement changes to taxes and tariffs; 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 pricing or carbon taxes; risks related to a material failure in or breach of our or our vendors' information technology systems and other cybersecurity incidents; risks related to our ability to identify attract, hire, train, retain and develop qualified personnel; risk of increased pension, labor or people-related expenses; risks and uncertainties associated with intangible assets, including any future goodwill or intangible assets impairment charges; risk relating to our ability to protect our intellectual property rights; risks relating to acquisition, divestiture, joint venture or investment activities; the amount and timing of future dividends, which remain subject to Board approval and depend on market and other conditions; 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

- Macro dynamics affecting consumer behavior continue to impact industry
- CAG Q1 results:
- Net sales impacted by elongated volume recovery timetable
- Strong margin and EPS performance
- Net leverage reduction on track
- Strong supply chain recovery
- Targeted and disciplined investments throughout remainder of year
- Reiterating FY24 guidance

Economic Pressures Changing Consumer Behavior


Consumer Balance Sheets Strained


Conscious Choices to Stretch Budgets

- Expecting behavior shifts to be temporary


## Near-Term Behavioral Trends

Limited discretionary purchases

Actively reducing household inventories

More hands-on prep, less convenience

More meals-for-many, fewer meals-for-one

More use of leftovers, less waste

# Volume Recovery Has Been Elongated; Peer Set Within a Tight Band 

## Near-in Peers Unit Sales Retail Performance

| Unit Sales \% Change vs. YA |  |  |  |
| ---: | :---: | :---: | :---: |
| Peer | 4W | 13W | 52W |
| Competitor A | $2.9 \%$ | $8.9 \%$ | $(0.5) \%$ |
| Competitor B | $(5.5) \%$ | $(6.7) \%$ | $(7.0) \%$ |
| COAGAGA <br> Competitor C | $(7.4) \%$ | $(7.5) \%$ | $(8.5) \%$ |
| Competitor D | $(8.5) \%$ | $(8.1) \%$ | $(7.1) \%$ |
| Competitor E | $(11.7) \%$ | $(7.4) \%$ | $(6.9) \%$ |


| Unit Sales 2-Year CAGR |  |  |  |
| ---: | ---: | ---: | ---: |
| Peer | 4W | 13W | 52W |
| Competitor A | $(3.2) \%$ | $(3.1) \%$ | $(3.1) \%$ |
| Competitor C | $(7.1) \%$ | $(7.5) \%$ | $(6.8) \%$ |
| CONAGRA | $(7.6) \%$ | $(7.4) \%$ | $(7.1) \%$ |
| Competitor E | $(7.8) \%$ | $(8.6) \%$ | $(5.8) \%$ |
| Competitor D | $(8.0) \%$ | $(7.6) \%$ | $(6.5) \%$ |
| Competitor B | $(8.6) \%$ | $(7.6) \%$ | $(7.0) \%$ |

## FY24 Q1 Results

|  | Q1 | Q1 vs. YA |
| :--- | :---: | :---: |
| Organic Net Sales $^{1}$ | $\$ 2,897$ | $(0.3) \%$ |
| Adj. Gross Margin ${ }^{1}$ | $27.6 \%$ | +272 bps |
| Adj. Operating Margin |  |  |
| Adj. EPS $^{1}$ | $16.7 \%$ | +297 bps |

## Staples Flat To Prior Year

## Conagra Staples Retail Sales

(\% Change vs. YA)


## Conagra Staples

Unit Share Gains
(Q1, Pt. Change vs. YA)


## Snacks Continued to Grow

Conagra Snacks Retail Sales
(\% Change vs. YA)


Q1 FY23

Conagra Snacks Unit Share Gains
(Q1, Pt. Change vs. YA)


## Frozen Most Impacted by Shifts in Consumer Behavior

Conagra Frozen Retail Sales
(\% Change vs. YA)


## Conagra Frozen

 Unit Share Gains(Q1, Pt. Change vs. YA)


Frozen Sides
+0.9


# Frozen Remains an Attractive Space Poised for Future Growth 

## Frozen Meals Share of In-Home Occasions



Positive Progress In Supply Chain


## PRODUCTIVITY ON TRACK



## Action Plan for Rest of Year

- Maintain and capitalize on strong supply chain recovery
- Fill rates back to pre-pandemic levels
- Remain focused on productivity initiatives
- Strong slate of innovation in market
- Prudent incremental investments
- Quality merchandising
- Targeted A\&P investment
- Prioritize reducing debt and net leverage ratio


## Reaffirming Fiscal 2024 Guidance

| Guidance | FY24 |
| :--- | :---: |
| Organic Net Sales ${ }^{1}$ Growth (vs. FY23) | $\sim+1 \%$ |
| Adj. Operating Margin ${ }^{1}$ | $16.0 \%$ to $16.5 \%$ |
| Adj. EPS ${ }^{1}$ | $\$ 2.70$ to $\$ 2.75$ |



## Dave Marberger

## Executive Vice President and Chief Financial Officer

## Performance Summary

| Dollars in Millions, except per share data Increase/(Decrease) | Q1 | vs. YA |
| :---: | :---: | :---: |
| Reported Net Sales | \$2,904 | Flat |
| Organic Net Sales ${ }^{1}$ Growth |  | (0.3)\% |
| Adj. Gross Profit ${ }^{1}$ | 801 | +10.9\% |
| Adj. Gross Margin ${ }^{1}$ | 27.6\% | +272 bps |
| A\&P | 59 | (5.3)\% |
| A\&P as \% of NS | 2.0\% | (11) bps |
| Adj. SG\&A ${ }^{1}$ | 258 | (1.5)\% |
| Adj. SG\&A ${ }^{1}$ as \% of NS | 8.9\% | (14) bps |
| Adj. Op. Profit ${ }^{1}$ | 484 | +21.6\% |
| Adj. Op. Margin ${ }^{1}$ | 16.7\% | +297 bps |
| Equity Earnings | 36 | (27.9)\% |
| Adj. Net Income ${ }^{1}$ | 316 | +15.0\% |
| Adj. EBITDA ${ }^{1}$ | 613 | +12.1\% |
| Adj. EPS ${ }^{1}$ | \$0.66 | +15.8\% |

## Net Sales Bridge vs. Year Ago

## Q1 Drivers of Net Sales Change <br> (\% Change vs. YA)

Organic Net Sales ${ }^{1}$ : (0.3)\%


## Net Sales by Segment

| Dollars in Millions <br> Increase/(Decrease) | Q1 | Reported <br> vs. YA | Organic <br> vs. YA |
| :--- | :---: | :---: | :---: |
|  | Net Sales |  |  |
| Grocery \& Snacks | $\$ 1,203$ | $+1.2 \%$ | $+1.2 \%$ |
| Refrigerated \& Frozen | 1,152 | $(4.6) \%$ | $(4.6) \%$ |
| International | 260 | $+11.4 \%$ | $+8.2 \%$ |
| Foodservice | 289 | $+5.2 \%$ | $+5.2 \%$ |
| Total Conagra Brands | $\mathbf{\$ 2 , 9 0 4}$ | Flat | $\mathbf{( 0 . 3 ) \%}$ |

## Operating Margin Bridge

## Q1 Adj. Operating Margin ${ }^{1}$ (\% Change vs. YA)



## Segment Adjusted Operating Profit ${ }^{1} \&$ Margin $^{1}$ Summary conagra

| Dollars in Millions <br> Increase(Decrease) | Adj. Op. Profit ${ }^{1}$ |  | Adj. Op. Margin ${ }^{1}$ |  |
| :--- | :---: | :---: | :---: | :---: |
|  | Q1 | vs. YA | Q1 | vs. YA |
| Grocery \& Snacks | $\$ 264$ | $+3.8 \%$ | $21.9 \%$ | +55 bps |
| Refrigerated \& Frozen | 201 | $+14.7 \%$ | $17.5 \%$ | +294 bps |
| International | 42 | $+57.8 \%$ | $16.3 \%$ | +478 bps |
| Foodservice | 41 | $+87.5 \%$ | $14.1 \%$ | +619 bps |
| Adjusted Corporate Expense ${ }^{1}$ | $(64)$ | $(20.1 \%)$ | - | - |
| Total Conagra Brands | $\mathbf{\$ 4 8 4}$ | $\mathbf{+ 2 1 . 6 \%}$ | $\mathbf{1 6 . 7 \%}$ | $\mathbf{+ 2 9 7} \mathrm{bps}$ |

## Q1 Adjusted EPS ${ }^{1}$ Bridge

## Drivers of Q1 Adjusted EPS¹ vs. YA



## Q1 Key Balance Sheet \& Cash Flow Metrics

| (dollars in millions) | August <br> 27,2023 | May 28, <br> 2023 |
| :---: | :---: | :---: |
| Debt | $\$ 9,274$ | $\$ 9,239$ |
| Cash | $\$ 93$ | $\$ 94$ |
| Ending Net Debt $^{1}$ | $\$ 9,180$ | $\$ 9,145$ |
| Net Leverage Ratio $^{1}$ | 3.55 x | 3.63 x |


| (dollars in millions) | Q1 FY24 | Q1 FY23 |
| :--- | :---: | :---: |
| Net Cash Flow from Operating <br> Activities | $\$ 444$ | $\$ 264$ |
| Capital Expenditures | $\$ 144$ | $\$ 125$ |
| Free Cash Flow ${ }^{1}$ | $\$ 300$ | $\$ 138$ |
| Dividends Paid | $\$ 157$ | $\$ 150$ |
| Share Repurchases | $\$ 0$ | $\$ 50$ |

## Reaffirming Fiscal 2024 Guidance

| Guidance | FY24 |
| :--- | :---: |
| Organic Net Sales ${ }^{1}$ Growth (vs. FY23) | $\sim+1 \%$ |
| Adj. Operating Margin ${ }^{1}$ | $16.0 \%$ to $16.5 \%$ |
| Adj. EPS ${ }^{1}$ | $\$ 2.70$ to $\$ 2.75$ |

## Q2 and H2 Dynamics

| Q2 |  |  |
| :--- | :---: | :---: |
| Organic Net Sales ${ }^{1}$ | Low-single-digit decline | Low-single-digit growth |
| Volume | Improves as pricing is wrapped | Return to YOY growth |
| Trade and A\&P | Investments ramp up | Higher investment than H1 |
| Margins | Below Q1 | $\sim \sim$ Flat to Q2 |
| Adj. EPS ${ }^{1}$ | $\sim$ Flat to Q1 | $\sim$ Flat to prior year H2 |



Q\&A


Appendix

## Notes on Non-GAAP Financial Measures

- bRANDS.

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 2024 guidance includes certain non-GAAP financial measures (organic net sales growth, adjusted operating margin, adjusted EPS, net leverage ratio, free cash flow, 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 Q1 FY24 Organic Net Sales by Segment YOY Change (in millions)



## Reconciliation of Q1 FY24 Adj. Operating Profit by Segment - YOY Change (in millions)

| Q1 FY24 | Grocery \& Snacks |  | Refrigerated \& Frozen |  | International |  | Foodservice |  | Corporate Expense |  | Total Conagra Brands |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Operating Profit | \$ | 258.7 | \$ | 199.2 | \$ | 23.7 | \$ | 44.1 | \$ | (36.7) | \$ | 489.0 |
| Restructuring plans |  | 4.8 |  | 0.6 |  | 18.6 |  | - |  | 0.4 |  | 24.4 |
| Acquisitions and divestitures |  | - |  | - |  | - |  | - |  | 0.2 |  | 0.2 |
| Fire related cost (benefit) |  | - |  | 1.6 |  | - |  | (3.3) |  | - |  | (1.7) |
| Corporate hedging derivative losses (gains) |  | - |  | - |  | - |  | - |  | (27.6) |  | (27.6) |
| Adjusted Operating Profit | \$ | 263.5 | \$ | 201.4 | \$ | 42.3 | \$ | 40.8 | \$ | (63.7) | \$ | 484.3 |
|  |  |  |  |  |  |  |  |  |  |  |  |  |
| Operating Profit Margin |  | 21.5\% |  | 17.3\% |  | 9.1\% |  | 15.3\% |  |  |  | 16.8\% |
| Adjusted Operating Profit Margin |  | 21.9\% |  | 17.5\% |  | 16.3\% |  | 14.1\% |  |  |  | 16.7\% |
| Year-over-year \% change - Operating Profit |  | 3.3\% |  | N/A |  | (12.1)\% |  | 3,588.2\% |  | (56.0)\% |  | N/A |
| Year-over year \% change - Adjusted Operating Profit |  | 3.8\% |  | 14.7\% |  | 57.8\% |  | 87.5\% |  | (20.1)\% |  | 21.6\% |
| Year-over-year bps change - Operating Profit |  | 44 bps |  | 3,521 bps |  | (243) bps |  | 1,482 bps |  |  |  | 1,757 bps |
| Year-over-year bps change - Adjusted Operating Profit |  | 55 bps |  | 294 bps |  | 478 bps |  | 619 bps |  |  |  | 297 bps |

## Reconciliation of Q1 FY24 Adj. Operating Profit by Segment - YOY Change Cont. (in millions)

| Q1 FY23 | Grocery \& Snacks |  | Refrigerated \& Frozen |  | International |  | Foodservice |  | Corporate Expense |  | Total Conagra Brands |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Operating Profit (loss) | \$ | 250.4 | \$ | (216.3) | \$ | 26.9 | \$ | 1.2 | \$ | (83.5) | \$ | (21.3) |
| Restructuring plans |  | 0.3 |  | 0.6 |  | (0.1) |  | - |  | 4.1 |  | 4.9 |
| Impairment of businesses held for sale |  | 0.5 |  | 5.7 |  | - |  | 20.5 |  | - |  | 26.7 |
| Acquisitions and divestitures |  | - |  | - |  | - |  | - |  | 0.1 |  | 0.1 |
| Goodwill and brand impairment charges |  | - |  | 385.7 |  | - |  | - |  | - |  | 385.7 |
| Municipal water break costs |  | 2.6 |  | - |  | - |  | - |  | - |  | 2.6 |
| Corporate hedging derivative losses (gains) |  | - |  | - |  | - |  | - |  | (0.5) |  | (0.5) |
| Adjusted Operating Profit | \$ | 253.8 | \$ | 175.7 | \$ | 26.8 | \$ | 21.7 | \$ | (79.8) | \$ | 398.2 |
| Operating Profit Margin |  | 21.1\% |  | (17.9)\% |  | 11.5\% |  | 0.4\% |  |  |  | (0.7)\% |
| Adjusted Operating Profit Margin |  | 21.4\% |  | 14.5\% |  | 11.5\% |  | 7.9\% |  |  |  | 13.7\% |

## Reconciliation of Q1 FY24 Adj. Gross Margin, Adj. Gross Profit, Adj. SG\&A, Adj. Net Income, and Adj. EPS - YOY Change (in millions)

| Q1 FY24 | Gross profit |  | Selling, general and administrative expenses |  | Operating profit ${ }^{1}$ |  | Income before income taxes and equity method investment earnings |  | Income tax expense |  | $\begin{gathered} \begin{array}{c} \text { Income tax } \\ \text { rate } \end{array} \\ \hline 23.5 \% \end{gathered}$ | Net income attributable to Conagra Brands, Inc. |  | Diluted EPS from income attributable to Conagra Brands, Inc common stockholders |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Reported | \$ | 823.1 | s | 334.1 | \$ | 489.0 | S | 382.7 | \$ | 98.3 |  | S | 319.7 | \$ | 0.67 |
| \% of Net Sales |  | 28.3\% |  | 11.5\% |  | 16.8\% |  |  |  |  |  |  |  |  |  |
| Restructuring plans |  | 4.3 |  | 20.1 |  | 24.4 |  | 24.4 |  | 6.3 |  |  | 18.1 |  | 0.04 |
| Acquisitions and divestitures |  | - |  | 0.2 |  | 0.2 |  | 0.2 |  | - |  |  | 0.2 |  | - |
| Corporate hedging derivative losses (gains) |  | (27.6) |  | - |  | (27.6) |  | (27.6) |  | (6.8) |  |  | (20.8) |  | (0.04) |
| Advertising and promotion expenses ${ }^{2}$ |  | - |  | 58.7 |  | - |  | - |  | - |  |  | - |  | - |
| Fire related cost (benefit) |  | 1.6 |  | (3.3) |  | (1.7) |  | (1.7) |  | (0.4) |  |  | (1.3) |  | - |
| Rounding |  | - |  | - |  | - |  | (17) |  |  |  |  | - |  | (0.01) |
| Adjusted | \$ | 801.4 | \$ | 258.4 | \$ | 484.3 | \$ | 378.0 | \$ | 97.4 | 23.6\% | \$ | 315.9 | \$ | 0.66 |
| \% of Net Sales |  | 27.6\% |  | 8.9\% |  | 16.7\% |  |  |  |  |  |  |  |  |  |
| Year-over-year \% of net sales change - reported |  | 354 bps |  | (1403) bps |  | 757 bps |  |  |  |  |  |  |  |  |  |
| Year-over-year \% of net sales change - adjusted |  | 272 bps |  | (14) bps |  | 97 bps |  |  |  |  |  |  |  |  |  |
| Year-over-year change reported |  | 14.3\% |  | (54.9)\% |  | N/A |  | N/A |  | 581.7\% |  |  | N/A |  | N/A |
| Year-over-year change adjusted |  | 10.9\% |  | (1.5)\% |  | 21.6\% |  | 23.0\% |  | 19.3\% |  |  | 15.0\% |  | 15.8\% |

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 Q1 FY24 Adj. Gross Margin, Adj. Gross Profit, Adj. SG\&A, Adj. Net Income, and Adj. EPS - YOY Change Cont. (in millions)

Q1 FY23

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 Q1 FY24 Free Cash Flow and Net Debt - YOY Change (in millions)

|  | August 28, |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | August 27, 2023 |  | 2022 |  | \% Change |  |
| Net cash flows from operating activities | \$ | 443.5 | \$ | 263.7 |  | 68.2\% |
| Additions to property, plant and equipment |  | (143.6) |  | (125.4) |  | 14.5\% |
| Free cash flow | \$ | 299.9 | \$ | 138.3 |  | 116.8\% |
|  |  |  | Q1 FY24 |  | Q1 FY23 |  |
| Notes payable |  |  | \$ | 513.1 | \$ | 253.4 |
| Current installments of long-term debt |  |  |  | 1,015.4 |  | 1,204.7 |
| Senior long-term debt, excluding current installments |  |  |  | 7,745.1 |  | 7,584.1 |
| Total Debt |  |  | \$ | 9,273.6 | \$ | 9,042.2 |
| Less: Cash |  |  |  | 93.3 |  | 67.4 |
| Net Debt |  |  | \$ | 9,180.3 | \$ | 8,974.8 |

## Reconciliation of FY23 Free Cash Flow and Net Debt - YOY Change (in millions)

|  | FY23 |  | FY22 |  | \% Change |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Net cash flows from operating activities | \$ | 995.4 | \$ | 1,177.3 |  | (15.5)\% |
| Additions to property, plant and equipment |  | (362.2) |  | (464.4) |  | (22.0)\% |
| Free cash flow | \$ | 633.2 | \$ | 712.9 |  | (11.2)\% |
|  |  |  | May 28, 2023 |  | May 29, 2022 |  |
| Notes payable |  |  | \$ | 641.4 | \$ | 184.3 |
| Current installments of long-term debt |  |  |  | 1,516.0 |  | 707.3 |
| Senior long-term debt, excluding current installments |  |  |  | 7,081.3 |  | 8,088.2 |
| Total Debt |  |  | \$ | 9,238.7 | \$ | 8,979.8 |
| Less: Cash |  |  |  | 93.9 |  | 83.3 |
| Net Debt |  |  | \$ | 9,144.8 | \$ | 8,896.5 |

## Reconciliation of Q1 FY24 Net Leverage Ratio (in millions)

|  | Q1 FY24 |  |
| :---: | :---: | :---: |
| Net Debt ${ }^{1}$ | \$ | 9,180.3 |
|  |  |  |
| Net income attributable to Conagra Brands, Inc. | \$ | 1,080.8 |
| Add Back: Income tax expense |  | 302.6 |
| Income tax expense attributable to noncontrolling interests |  | (0.5) |
| Interest expense, net |  | 418.5 |
| Depreciation |  | 318.0 |
| Amortization |  | 55.5 |
| Earnings before interest, taxes, depreciation, and amortization (EBITDA) | \$ | 2,174.9 |
| Restructuring plans ${ }^{2}$ |  | 28.4 |
| Acquisitions and divestitures |  | 8.5 |
| Corporate hedging derivative gains |  | 10.0 |
| Goodwill and brand impairment charges ${ }^{3}$ |  | 343.6 |
| Legal matters |  | 3.8 |
| Fire related costs |  | 11.7 |
| Municipal water break costs |  | 0.9 |
| Third-party vendor cybersecurity incident |  | 4.4 |
| Adjusted EBITDA | \$ | 2,586.2 |
|  |  |  |
| Net Debt to Adjusted EBITDA ${ }^{4}$ |  | 3.55 |

## Reconciliation of FY23 Net Leverage Ratio (in millions)

|  | FY23 |  |
| :---: | :---: | :---: |
| Net Debt ${ }^{1}$ | \$ | 9,144.8 |
|  |  |  |
| Net income attributable to Conagra Brands, Inc. | \$ | 683.6 |
| Add Back: Income tax expense |  | 218.7 |
| Income tax expense attributable to noncontrolling interests |  | (0.5) |
| Interest expense, net |  | 409.6 |
| Depreciation |  | 313.1 |
| Amortization |  | 56.8 |
| Earnings before interest, taxes, depreciation, and amortization (EBITDA) | \$ | 1,681.3 |
| Restructuring plans ${ }^{2}$ |  | 12.3 |
| Acquisitions and divestitures |  | 8.4 |
| Corporate hedging derivative losses (gains) |  | 37.1 |
| Fire related costs |  | 13.4 |
| Municipal water break costs |  | 3.5 |
| Third-party vendor cybersecurity incident |  | 4.4 |
| Impairment of businesses held for sale |  | 26.7 |
| Legal matters |  | 3.8 |
| Goodwill and brand impairment charges ${ }^{3}$ |  | 729.3 |
| Adjusted EBITDA | \$ | 2,520.2 |
|  |  |  |
| Net Debt to Adjusted EBITDA ${ }^{4}$ |  | 3.63 |

## Reconciliation of Q1 FY24 EBITDA (in millions)

|  | Q1 FY24 |  | Q1 FY23 |  | \% Change |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Net income (loss) attributable to Conagra Brands, Inc. | \$ | 319.7 | \$ | (77.5) | N/A |
| Add Back: Income tax expense |  | 98.3 |  | 14.4 |  |
| Income tax expense attributable to noncontrolling interests |  | - |  | - |  |
| Interest expense, net |  | 106.0 |  | 97.1 |  |
| Depreciation |  | 83.1 |  | 78.2 |  |
| Amortization |  | 13.5 |  | 14.8 |  |
| Earnings before interest, taxes, depreciation, and amortization | \$ | 620.6 | \$ | 127.0 | 388.7\% |
| Restructuring plans ${ }^{1}$ |  | 21.0 |  | 4.9 |  |
| Acquisitions and divestitures |  | 0.2 |  | 0.1 |  |
| Corporate hedging derivative losses (gains) |  | (27.6) |  | (0.5) |  |
| Fire related cost (benefit) |  | (1.7) |  | - |  |
| Municipal water break costs |  | - |  | 2.6 |  |
| Impairment of businesses held for sale |  | - |  | 26.7 |  |
| Goodwill and brand impairment charges |  | - |  | 385.7 |  |
| Adjusted Earnings before interest, taxes, depreciation, and amortization | \$ | 612.5 | \$ | 546.5 | 12.1\% |



