



Lamb Weston Holdings, Inc. Reports Fiscal 2018 First Quarter Results

October 04, 2017

- Net Sales increased 5% to \$817 million
- Income from operations increased 10% to \$138 million; Adjusted Income from Operations (1) increased 4% to \$140 million
- Adjusted EBITDA including unconsolidated joint ventures (1) increased 11% to \$191 million
- Diluted EPS was \$0.56, up from \$0.54 in first quarter 2017
- Adjusted Diluted EPS⁽¹⁾ was \$0.57, compared with \$0.58 in first quarter 2017
- Reaffirms FY 2018 outlook

EAGLE, Idaho--(BUSINESS WIRE)-- Lamb Weston Holdings, Inc. (NYSE: LW) announced today its first quarter 2018 results.

"Our strong start to the year reflects a good balance of sales growth, supply chain productivity and cost discipline," said Tom Werner, President and CEO. "Through our commitment to serving our customers and our

focus on execution across the company, we continued to drive product contribution margins. We expect the operating enviror 2018, with solid demand for frozen potato products globally at months, we expect to start up our new production line in Richl support our customers' growth. As a result, we remain on trace encouraged by our steady progress as an independent company.

Summary of First Quarter FY 2018 Re

(\$ in millions, except per share)

Net sales

Income from operations

Net income attributable to Lamb Weston

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Diluted EPS		Cookies Settings	
Adjusted EBITDA including unconsolidated joint ventures ⁽¹⁾			
Adjusted Diluted EPS ⁽¹⁾	\$ 0.57	(2%)	

Q1 2018 Commentary

Net sales were \$817.5 million, up 5 percent versus the year-ago period. Price/mix increased 3 percent due to pricing actions and favorable product and customer mix. Volume increased 2 percent, with growth across all business segments.

Income from operations rose 10 percent to \$137.6 million from the prior year period and included \$2.2 million of costs related to the spinoff from Conagra Brands, Inc. (formerly ConAgra Foods, Inc., "Conagra"). A portion of the increase reflects the impact of \$9.7 million of expenses incurred in the prior year period related to the spinoff from Conagra. Excluding these comparability items, income from operations grew \$5.1 million, driven by favorable price/mix and higher volume, partially offset by cost inflation, as well as higher selling, general and administrative expense associated with incremental costs for being a stand-alone public company.

Adjusted EBITDA including unconsolidated joint ventures⁽¹⁾ was \$191.4 million, up 11 percent versus the prior year, reflecting higher equity method investment earnings as well as growth in income from operations.

Diluted EPS increased to \$0.56 from \$0.54 in the prior year period. The increase was primarily driven by growth in income from operations, higher equity method investment earnings and lower income tax expense. The increase was partially offset by higher interest costs related to debt incurred in connection with the spinoff. Adjusted Diluted EPS⁽¹⁾ was \$0.57, down from \$0.58 in the prior year period. The modest decline was primarily driven by higher interest costs and selling, general and administrative expenses, which were largely offset by higher gross profit, higher equity method investment earnings and lower income tax expense.

The effective tax rate⁽²⁾ was 33 percent in the first quarter of fiscal 2018, versus 38 percent in the prior year period.

Q1 2018 Segment Highlights

Clob	al Car	amont Cun	n m a i
Glob	ai Seg	gment Sur	ıımaı
			Yea
	Q1	1 2018	Gro
	(\$	in mil.)	
Net Sales	\$	413.9	
Segment Product Contribution Margin ⁽¹⁾	\$	74.7	

Net sales for the Global segment, which is comprised of the to customers as well as the Company's international business, ir

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increased 3 percent, largely reflecting price increases and imprincreased 1 percent, driven by domestic market growth.

Global Segment Product Contribution Margin⁽¹⁾ increased 1 per volume gains largely offset by commodity, manufacturing, transportation and waterloading cost initiation.

Foodservice

Foodse	rvice	Segment S	Summary		
			Year-Over-Year		
	Q.	1 2018	Growth Rates	Price/Mix	Volume
	(\$	in mil.)			
Net Sales	\$	279.4	7%	6%	1%
Segment Product Contribution Margin ⁽¹⁾	\$	90.9	14%		

Net sales for the Foodservice segment, which services North American foodservice distributors and restaurant chains outside the top 100 North American based restaurant chain customers, increased 7 percent to \$279.4 million. Price/mix increased 6 percent, reflecting the carryover effect of pricing actions taken in fiscal year 2017, pricing actions implemented in the current quarter, and improvement in customer and product mix. Volume increased 1 percent, driven by broad-based growth across the segment's customer base.

Foodservice Segment Product Contribution Margin⁽¹⁾ increased 14 percent to \$90.9 million, primarily driven by favorable price/mix, partially offset by commodity, manufacturing, transportation and warehousing cost inflation.

Retail

Reta	ail Segr	Segment Sum		
			Yea	
	Q1	2018	Gro	
		n mil.)		
Net Sales	\$	92.0		
Segment Product Contribution Margin ⁽¹⁾	\$	16.5		

Net sales for the Retail segment, which includes sales of branch merchant and club customers in North America, increased 3 primarily driven by the introduction of *Grown in Idaho* branded products. Price/mix declined 6 percent, largely due to higher the sales of branch merchants and sales of branch merchants.

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Retail Segment Product Contribution Margin⁽¹⁾ declined 16 per spending as well as transportation and warehousing cost infla

Equity Method Investment Earnings

Equity method investment earnings from unconsolidated joint ventures were \$20.0 million, an increase of \$9.4 million from the prior year period, as favorable price/mix and cost savings initiatives more than offset the impacts of higher raw potato costs in Europe. In addition, this increase includes a \$3.4 million unrealized gain related to mark-to-market adjustments associated with currency hedging contracts.

Outlook

The Company provides earnings guidance on a non-GAAP basis and does not reconcile guidance to GAAP as the Company cannot predict certain elements that are included in reported GAAP results, including costs related to the spinoff from Conagra and other items impacting comparability.

The Company reaffirmed its outlook for fiscal year 2018 as follows:

FY 2018 Outlook Summary		
Net sales growth rate	Low-to-Mid Single Digits	
Adjusted EBITDA including unconsolidated joint ventures ⁽¹⁾	\$740-\$760 million	
Interest expense	\$105-110 million	
Effective tax rate ⁽²⁾	Atter	ıtion!
Cash used for capital expenditures	This is a USA website. The products yo viewing are likely not available in yo current location. Should we transfer yo your country website?	

As summarized in the table above, the Company continues to

- Net sales to grow low-to-mid single digits, with price/mix fiscal 2018 as new pricing structures for an increasing numb the Company's new processing capacity becomes available
- Adjusted EBITDA including unconsolidated joint ventures including higher selling, general and administrative expense impact of incremental costs associated with being a stand-a

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and promotional expense in support of the introduction of the Using the mid-point of the range, this represents an increas forma Adjusted EBITDA including unconsolidated joint vent

In addition, the Company continues to expect:

- Total interest expense to be in the range of \$105 million to \$110 million, which is an increase of approximately \$45 million to \$50 million from fiscal 2017 due to the full-year impact of the Company's capital structure after the spinoff from Conagra.
- An effective tax rate (2) in the range of 33 to 34 percent.
- Cash used for capital expenditures of approximately \$225 million, with the majority spent in the first half of the fiscal year as the Company completes the construction of an additional production line at its Richland, Washington facility.

End Notes

- (1) Adjusted EBITDA including unconsolidated joint ventures, pro forma Adjusted EBITDA including unconsolidated joint ventures, Adjusted Income from Operations, Adjusted Diluted EPS, pro forma Adjusted Diluted EPS and Segment Product Contribution Margin are non-GAAP financial measures. Please see the discussion of non-GAAP financial measures and the reconciliations at the end of this press release for more information. Pro forma Adjusted EBITDA including unconsolidated joint ventures includes \$15.0 million for a full year of stand-alone public company costs.
- (2) The effective tax rate is calculated as the ratio of income tax expense to pre-tax income, inclusive of equity method investment earnings.

Webcast and Conference Call Information

Lamb Weston will host a conference call to review its first quar only webcast will be provided at www.lambweston.com.

About Lamb Weston

Lamb Weston, along with its joint venture partners, is a leading and vegetable products to restaurants and retailers around the led the industry in innovation, introducing inventive products the customers and make things more delicious for their customers grown to proactive customer partnerships, Lamb Weston alwawe look at a potato, we see possibilities. Learn more about us

Forward-Looking Statements

This press release contains forward-looking statements within forward-looking statements are based on management's curre changes in circumstances. Readers of this press release shou guarantees of performance or results. Many factors could affe them to vary materially from the expectations contained in the forth in this press release. These risks and uncertainties include successfully execute its long-term value creation strategy; the

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the markets in which it operates; political and economic condi and other factors related to its international operations; disrup complete proposed acquisitions or integrate acquired busines debt levels; the availability and prices of raw materials; change customers; the success of its joint ventures; actions of governments

or joint ventures; the ultimate outcome of litigation or any product recalls; levels of pension, labor and people-related expenses; its ability to pay regular quarterly cash dividends and the amounts and timing of any future dividends; and other risks described in the Company's reports filed from time to time with the Securities and Exchange Commission. The Company cautions readers not to place undue reliance on any forward-looking statements included in this press release, which speak only as of the date of this press release. The Company undertakes no responsibility for updating these statements, except as required by law.

Non-GAAP Financial Measures

To supplement the financial information included in this press release, the Company has presented Adjusted Income from Operations, Adjusted EBITDA including unconsolidated joint ventures, pro forma Adjusted EBITDA including unconsolidated joint ventures, Adjusted Diluted EPS, pro forma Adjusted Diluted EPS and Segment Product Contribution Margin, each of which is considered a non-GAAP financial measure. The non-GAAP financial measures provided should be viewed in addition to, and not as an alternative for, financial measures prepared in accordance with accounting principles generally accepted in the United States of America ("GAAP") that are presented in this press release. The non-GAAP financial measures presented may differ from similarly titled non-GAAP financial measures presented by other companies, and other companies may not define these non-GAAP financial measures the same way. These measures are not substitutes for their comparable GAAP financial measures, such as net income, diluted earnings per share, or other measures prescribed by GAAP, and there are limitations to using non-GAAP financial measures.

Management uses these non-GAAP financial measures to assist in comparing the Company's performance on a consistent basis for purposes of business decision making by removing the impact of certain items that management believes do not directly reflect the Company's underlying operations. Management believes that presenting these non-GAAP financial measures provide investors with useful information because they (i) provide meaningful supplemental information regarding financial performance by excluding certain items, (ii) permit investors to view performance using the same tools that management uses to budget, make operating and strategic decisions, and evaluate historical performance, and (iii) otherwise provide supplemental information that may be useful to investors in evaluating the Company's results. The Company believes that the presentation of these non-GAAP financial measures, when considered together with the corresponding GAAP financial measures and the reconciliations to those measures, provides investors with additional understanding of the factors and trends affecting the Company's business than could be obtained absent these disclosures.

	Lamb Weston Hold
	Condensed Combined and Consolid
	(unaudited, dollars in millions, ex
Net sales	
Cost of sales	
Gross profit	
Selling, general and ad	Iministrative expenses (2)
Income from operation	s
·	

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Interest expense, net
Income before income taxes and equity method earnings
Income tax expense

and a state of the state of		
Equity method investment earnings	20.0	10.6
Net income	88.3	83.1
Less: Income attributable to noncontrolling interests	 4.9	3.5
Net income attributable to Lamb Weston Holdings, Inc.	\$ 83.4	\$ 79.6
Earnings per share		
Basic	\$ 0.56	\$ 0.54
Diluted	\$ 0.56	\$ 0.54
Dividends declared per common share	\$ 0.1875	\$ _

Computation of diluted earnings per share:		
Net income attributable to Lamb Weston Holdings, Inc.	\$ 83.4	\$ 79.6
Less: Increase in redemption value of noncontrolling interests in excess of		
earnings allocated	8.0	0.5
Net income available to Lamb Weston common stockholders	\$ 82.6	\$ 79.1
Diluted weighted average common shares outstanding	146.8	146.1
Diluted earnings per share	\$ 0.56	\$ 0.54

- (1) On November 9, 2016, Lamb Weston Holdings, Inc. ("Lam (formerly ConAgra Foods, Inc., "Conagra") and became a pro rata distribution by Conagra of 100% of the outstandin stockholders (the "Separation"). The combined and consc 2016, were carved out of Conagra's consolidated financial reflect what the Company's results of operations would ha public company and may not be indicative of its future res be read together with the consolidated financial statement 2018 first quarter Form 10-Q.
- (2) The thirteen weeks ended August 27, 2017 and August 28 respectively, of expenses related to the Separation discuss primarily to professional fees and other employee-related

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Lamb Weston Hold

Condensed Consolidated

(unaudited, dollars in millions, except share data)

	August 27,	May 28,	
	2017	2017	
ASSETS			
Current assets:			
Cash and cash equivalents	\$ 69.8	\$ 57.1	
Receivables, less allowance for doubtful accounts of \$0.5 and \$0.5	213.7	185.2	
Inventories	494.4	525.0	
Prepaid expenses and other current assets	60.5	90.9	
Total current assets	838.4	858.2	
Property, plant and equipment, net	1,309.5	1,271.2	
Goodwill	134.1	133.0	
Intangible assets, net	36.8	37.2	
Equity method investments	196.0	178.6	
Other assets	13.0	7.4	
Total assets	\$ 2,527.8	\$ 2,485.6	

LIABILITIES AND STOCKHOLDERS' EQUITY (DEFICIT)

Current liabilities:

Short-term borrowings

Current portion of long-term debt and financing obligations

Accounts payable

Accrued liabilities

Total current liabilities

Long-term liabilities:

Long-term debt, excluding current portion

Deferred income taxes

Other noncurrent liabilities

Total long-term liabilities

Commitments and contingencies

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Redeemable noncontrolling interest		
Stockholders' equity:		
Common stock of \$1.00 par value, 600,000,000 shares author and 146,080,901 shares issued	146.2	146.1
Additional distributed capital	(902.6)	(904.8)
Retained earnings	176.9	121.0
Accumulated other comprehensive income (loss)	5.9	(9.3)
Treasury stock, at cost, 47,592 and 6,143 common shares	(2.1)	(0.2)
Total stockholders' equity (deficit)	(575.7)	(647.2)
Total liabilities and stockholders' equity	\$ 2,527.8	\$ 2,485.6

(unaudited, dollars in millions)		
	Thirteen W	eeks Ended
	August 27,	August 28,
	2017	2016

Lamb Weston Holdings, Inc.

Condensed Combined and Consolidated Statements of Cash Flows

Adjustments to reconcile net income to net cash provided by operating activities:

Depreciation and amortization of intangibles and debt issuance

Stock-based compensation expense

Cash flows from operating activities

Earnings of joint ventures in excess of distributions

Deferred income taxes

Other

Changes in operating assets and liabilities, net of acquisitions

Receivables

Net income

Inventories

Income taxes payable/receivable, net

Prepaid expenses and other current assets

Accounts payable

Accrued liabilities

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88.3

\$

83.1

\$

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,		, ,
_		1.0
\$ (104.4)	\$	(58.3)
10.2		(0.4)
(9.9)		(0.6)
_		(17.9)
(27.4)		_
(2.3)		(2.5)
(1.1)		_
\$ (30.5)	\$	(21.4)
4.1		0.7
12.7		36.0
57.1		36.4
\$ 69.8	\$	72.4
\$	10.2 (9.9) — (27.4) (2.3) (1.1) \$ (30.5) 4.1 12.7 57.1	10.2 (9.9) — (27.4) (2.3) (1.1) \$ (30.5) \$ 4.1 12.7 57.1

	Lar	nb Westor	Holdin	gs, Inc.				
	Segment Information							
	(una	audited, do	llars					
				This i				
	Aug	August 27,		curre				
	2							
Segment sales								
Global	\$	413.9	\$					
Foodservice		279.4						
Retail		92.0						
Other		32.2						
	\$	817.5	\$					

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\$ 2.2	\$	9.7		
\$ 137.6	\$	125.0	10%	
 55.7		50.9	9%	
 193.3		175.9	10%	
 11.2		3.2	250%	
16.5		19.6	(16%)	
90.9		79.4	14%	
\$ 74.7	\$			
	90.9 16.5 11.2 193.3	90.9 16.5 11.2 193.3	90.9 79.4 16.5 19.6 11.2 3.2 193.3 175.9 55.7 50.9	90.9 79.4 14% 16.5 19.6 (16%) 11.2 3.2 250% 193.3 175.9 10% 55.7 50.9 9%

- (1) Segment product contribution margin excludes general corporate expenses and interest expense because management believes these amounts are not directly associated with segment performance for the period.
- (2) The thirteen weeks ended August 27, 2017 and August 28, 2016, include \$2.2 million and \$9.7 million, respectively, of expenses related to the Separation. The expenses related primarily to professional fees and other employee-related costs.
- (3) Adjusted income from operations is a non-GAAP financial comparability between periods as it believes these items a operations of the Company. These non-GAAP measures p Lamb Weston's segments and the Company on an ongoir frequently used by the Company's management and assis periods. Any analysis of non-GAAP financial measures sho presented in accordance with GAAP. The non-GAAP meas financial measures and should not be used as such.

Lamb Weston H

Reconciliation of Non-GA/

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							E	quity			Less:	Income	Net I	ncome	
					In	come	M	ethod			Attribu	table to	Attrib	outable	
	Inco	me From	ln	terest		Tax	Inve	stment			Nonco	ntrolling	to	Lamb	Di
	Оре	erations	Ex	pense	Ex	pense	Ea	rnings	Net	Income	Inte	rests	We	eston	E
As reported	\$	137.6	\$	25.2	\$	44.1	\$	20.0	\$	88.3	\$	4.9	\$	83.4	\$
Items impacting comparability (1) (2):															
Expenses related to the Separation		2.2				0.8		_		1.4		_		1.4	
Total items impacting comparability		2.2		_		0.8		_		1.4		_		1.4	
Adjusted (3)	\$	139.8	\$	25.2	\$	44.9	\$	20.0	\$	89.7	\$	4.9	\$	84.8	\$

Thirteen	Weeks	Ended	August	28	2016
	AACCUS	LIIUEU	Auuusi	20.	2010

							E	quity
					In	come	М	ethod
	Inco	me From	Int	erest		Tax	Inve	stm
	Оре	erations	Exp	ense	Ex	pense	Ea	rnin
As reported	\$	125.0	\$	1.5	\$	51.0	\$	1
Items impacting comparability (1) (2):								
Expenses related to the Separation		9.7				3.6		
Total items impacting comparability		9.7		_		3.6		
Adjusted (3)	\$	134.7	\$	1.5	\$	54.6	\$	1

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Less: Income

Attributable to

Net Income

Attributable

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(1) See footnote (2) to the Combined and Consolidated State	ements of Earnings above for a discussion of the
items impacting comparability.	
(2) Items impacting comparability are tax-effected at the marg	ginal rate based on the applicable tax jurisdiction.
(3) Adjusted income from operations, income tax expense, ed	
income attributable to Lamb Weston and diluted earnings	
Management excludes items impacting comparability bet necessarily reflective of the ongoing operations of Lamb V	·
to evaluate the performance of Lamb Weston on an ongo	·
frequently used by the Company's management and assi	st in providing a meaningful comparison between
periods. Any analysis of non-GAAP financial measures sh	ould be done only in conjunction with results
presented in accordance with GAAP. The non-GAAP meas	sures are not intended to be substitutes for GAAP
financial measures and should not be used as such.	
Lamb Weston Hole	dings, Inc.
Reconciliation of Non-GAAP	P Financial Measures
(unaudited, dollars	in millions)
To supplement the financial information included in this Earnin	
including unconsolidated joint ventures, which is considered a reconciles net income attributable to Lamb Weston to Adjuste	
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	your country website:
Net income attributable to Lamb Weston Holdings, Inc.	<u>Yes, transfer me</u>
Income attributable to noncontrolling interests	
Equity method investment earnings	We care about your data, and we use cookies to improve
Interest expense, net	your experience.
Income tax expense	Please click "Accept", if you agree to our use of cookies.
Income from operations	

Depreciation and amortization

Items impacting comparability (1)				
Expenses related to the Separation				
Non-cash gain on assets				 , ,
Adjusted EBITDA (2) (3)	1	69.6	160.2	648.3
Unconsolidated Joint Ventures (4)				
Equity method investment earnings		20.0	10.6	53.3
Interest expense, income tax expense, and depreciation and amortization included in equity method investment earnings		7.7	5.5	22.5
Add: EBITDA from unconsolidated joint ventures		27.7	 16.1	 75.8
Consolidated Joint Ventures (4)				
Income attributable to noncontrolling interests		(4.9)	(3.5)	(13.3)
Interest expense, income tax expense, and depreciation and amortization included in income attributable to noncontrolling interests		(1.0)	(0.9)	(3.7)
Subtract: EBITDA from consolidated joint ventures		(5.9)	(4.4)	(17.0)
Adjusted EBITDA including unconsolidated joint ventures (2)	\$ 1	91.4	\$ 171.9	\$ 707.1
Selling, general and administrative expenses (5)				15.0
Pro forma Adjusted EBITDA including unconsolidated joint				
ventures (5)				\$ 692.1

- (1) See footnote (2) to the Combined and Consolidated State items impacting comparability.
- (2) Adjusted EBITDA including unconsolidated joint ventures excludes items impacting comparability between periods reflective of the ongoing operations of the Company. Laml Company believes it provides a means to evaluate the per using the same measure frequently used by the Company meaningful comparison between periods. Any analysis of in conjunction with results presented in accordance with C a substitute for GAAP financial measures and should not k

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- (3) Adjusted EBITDA includes EBITDA from consolidated join
- (4) Lamb Weston holds equity interests in three potato proces

 Weston BSW, LLC and 50% of Lamb-Weston/RDO Frozen and Lamb-Weston/Meijer v.o.f. Lamb Weston

 consolidates the financial statements of Lamb Weston BSW, LLC and accounts for its ownership in the other

 joint ventures under the equity method of accounting.
- (5) Pro forma Adjusted EBITDA including unconsolidated joint ventures includes a full year of stand-alone public company costs.

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Source: Lamb Weston Holdings, Inc.



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