



Lamb Weston Reports Fiscal First Quarter 2019 Results; Reaffirms Fiscal Year 2019 Outlook

October 02, 2018

First Quarter 2019 Highlights

- Net sales increased 12% to \$915 million
- Income from operations increased 11% to \$153 million; Adjusted Income from Operations (1) increased 9% to \$153 million
- Adjusted EBITDA including unconsolidated joint ventures (1) increased 11% to \$213 million
- Diluted EPS increased to \$0.73 from \$0.56; and includes \$0.10 benefit from a lower tax rate as a result of U.S. tax reform
- Adjusted Diluted EPS⁽¹⁾ increased to \$0.73 from \$0.57; and includes \$0.10 benefit from a lower tax rate as a result of U.S. tax reform
- Reaffirms FY 2019 outlook

EAGLE, Idaho--(BUSINESS WIRE)-- Lamb Weston Holdings, Inc. (NYSE: LW) announced today its fiscal first quarter 2019 results.

"We're pleased with our solid results in the first quarter, with ear growth and expanding product contribution margins," said To to reflect the strong execution by our commercial, supply chai commitment to invest in our production capacity, operating, sa our customers' growth, improve operating efficiency and exec

"For the remainder of fiscal 2019, we continue to anticipate the generally favorable, with solid demand for frozen potato product expect that our European joint venture, Lamb Weston/Meijer, valthough it's too early to determine the full impact of these chapricing and cost reduction actions, along with opportunities in us to remain on track to deliver on our fiscal 2019 targets."

Summary of First Quarter FY 2019 Result

(\$ in millions, except per share)

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	Q		<u>Coo</u>	kies Settings
Net sales	\$			
Income from operations	\$	152.6	11%	
Net income attributable to Lamb Weston	\$	107.8	29%	
Diluted EPS	\$	0.73	30%	
Adjusted EBITDA including unconsolidated joint ventures(1)	\$	212.9	11%	
Adjusted Diluted EPS ⁽¹⁾	\$	0.73	28%	

Q1 2019 Commentary

Net sales were \$914.9 million, up 12 percent versus the year-ago period. Price/mix increased 8 percent due to pricing actions and favorable product and customer mix. Volume increased 4 percent, driven by growth in the Company's Global and Retail segments.

Income from operations rose 11 percent to \$152.6 million from the prior year period, which included \$2.2 million of pre-tax costs related to the Company's separation from Conagra Brands, Inc. (formerly ConAgra Foods, Inc., "Conagra") on November 9, 2016.

Excluding this comparability item, income from operations grew \$12.8 million, or 9 percent, driven by higher sales and gross profit. Gross profit increased \$34.3 million due to favorable price/mix, volume growth, and supply chain efficiency savings. This increase was partially offset by transportation, warehousing, input and manufacturing cost inflation, and higher depreciation expense primarily associated with the Company's french fry production line in Richland, Washington, which started operating in the second quarter of fiscal 2018. In addition, gross profit included a \$5.6 million loss related to unrealized mark-to-market adjustments and realized settlements associated with commodity hedging contracts in the current quarter, compared with a \$3.2 million gain in the prior year period.

The rise in gross profit was partially offset by a \$21.5 million in expenses ("SG&A"), excluding comparability items. The increase foreign exchange, a \$5 million increase in incentive compensations price and absolute shares outstanding, and a \$3 million support. The remainder of the increase was largely driven by services and infrastructure, as well as investments in the Comp

Adjusted EBITDA including unconsolidated joint ventures⁽¹⁾ was quarter, primarily due to growth in income from operations.

Diluted EPS increased \$0.17, or 30 percent, to \$0.73, while Ac to \$0.73. A lower U.S. corporate tax rate related to the U.S. Tax EPS \$0.10. The remaining increase reflects growth in income

The Company's effective tax rate⁽²⁾ was 23.5 percent in the firs prior year period. The lower rate in the first quarter of fiscal 20 in December 2017.

Q1 2019 Segment Highlights

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Global Segment Summary

Year-Over-Year						
	Q	1 2019	Growth Rates	Price/Mix	Volume	
	(\$	in mil.)				
Net sales	\$	466.8	13%	8%	5%	
Segment product contribution margin ⁽¹⁾	\$	94.5	27%			

Net sales for the Global segment, which is comprised of the top 100 North American based restaurant chain customers as well as the Company's international business, increased to \$466.8 million, up 13 percent compared to the prior year period. Price/mix increased 8 percent, reflecting the carryover impact of pricing actions taken in the prior year as well as improvement in customer and product mix. Volume increased 5 percent, driven by the benefit of limited time product offerings and growth in sales to strategic customers in the U.S. and key international markets.

Global segment product contribution margin⁽¹⁾ increased to \$94.5 million, up 27 percent compared to the prior year period. Favorable price/mix and volume growth drove the increase, which was partially offset by transportation, warehousing, input and manufacturing cost inflation, as well as higher depreciation expense primarily associated with the Richland production line.

Foodservice

Foodservice Segment Summary

Year-Ove			
	Q1 2019		Growth Ra
	(\$	in mil.)	
Net sales	\$	297.8	7%
Segment product contribution margin ⁽¹⁾	\$	102.0	12%

Net sales for the Foodservice segment, which services North A chains outside the top 100 North American based restaurant c percent compared to the prior year period. Price/mix increase actions taken in the prior year as well as improvement in custo growth in sales of higher-margin Lamb Weston-branded and c some lower-margin, distributor-label product volumes.

Foodservice segment product contribution margin⁽¹⁾ increased prior year period, driven by favorable price/mix, partially offset

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manufacturing cost inflation, as well as higher depreciation ex production line.

Retail

Retail Segment Summary					
			Year-Over-Year		
	Q	1 2019	Growth Rates	Price/Mix	Volume
	(\$	in mil.)			
Net sales	\$	116.2	26%	13%	13%
Segment product contribution margin ⁽¹⁾	\$	22.7	38%		

Net sales for the Retail segment, which includes sales of branded and private label products to grocery, mass merchant and club customers in North America, increased to \$116.2 million, up 26 percent compared to the prior year period. Price/mix increased 13 percent, due to higher prices across the private label and branded portfolios, as well as improved mix. Volume increased 13 percent, primarily driven by distribution gains of *Grown in Idaho* and other branded products.

Retail segment product contribution margin⁽¹⁾ increased to \$22.7 million, up 38 percent compared to the prior year period, due to higher price/mix, volume and lower trade expense. The increase was partially offset by increased advertising and promotional support, as well as transportation, warehousing, input and manufacturing cost inflation.

Equity Method Investment Earnings

Equity method investment earnings from unconsolidated joint ventures in the U.S. and Europe were \$19.9 million and \$20.0 million for the first quarter of fiscal 2019 and 2018, respectively. These amounts included a \$0.7 million

unrealized gain related to mark-to-market adjustments association in the current quarter and a \$3.8 million gain in the prior year of equity method investments increased \$3.0 million compared to results in Europe, largely driven by lower production costs and

Outlook

The Company provides earnings guidance on a non-GAAP ba Company cannot predict certain elements that are included in tax reform and other items impacting comparability.

	FY 2019 Outlook Summary
Net sales growth rate	

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Adjusted EBITDA including unconsolidated joint ventures	11)
Interest expense	Approximately \$110 million
Effective tax rate ⁽²⁾ excluding comparability items	Approximately 24%
Cash used for capital expenditures	Approximately \$360 million

For fiscal 2019, the Company continues to expect:

- Net sales to grow mid-single digits, with price/mix higher in the first half of fiscal 2019 versus the second half of the year, reflecting the carryover impact of customer contract pricing structures that took effect beginning in the second half of fiscal 2018.
- Adjusted EBITDA including unconsolidated joint ventures (1) in the range of \$860 million to \$870 million. The Company continues to expect the rate of gross profit dollar growth to be at least in line with net sales growth. The Company also continues to expect to incur significantly higher SG&A as it invests to upgrade its information systems and enterprise resource planning infrastructure, as well as sales, marketing, innovation, operations and other functional capabilities, designed to drive operating efficiencies and support future growth. In addition, this range includes the impact of the Company exercising its contractual right to purchase the remaining 50.01% equity interest in its joint venture, Lamb Weston BSW, LLC, that it currently does not own (the "call option"). The Company has provided notice to exercise the call option, and expects to consummate the transaction as soon as practicable.

In addition, the Company continues to expect:

- Total interest expense to be approximately \$110 million.
- An effective tax rate (2) of approximately 24 percent.
- Cash used for capital expenditures of approximately \$36 approximately \$200 million is related to completing the confry production line in Hermiston, Oregon, which is expected
- Total depreciation and amortization expense of approxim

End Notes

(1) Adjusted EBITDA including unconsolidated joint ventures, EPS and segment product contribution margin are non-G/ non-GAAP financial measures and the reconciliations at th also "Outlook" in this press release for a discussion of ear

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(2) The effective tax rate is calculated as the ratio of income to method investment earnings.

Webcast and Conference Call Information

Lamb Weston will host a conference call to review its first quarter 2019 results at 10:00 a.m. ET today. Investors and analysts may access the call toll-free by dialing (800) 289-0438, and using the event confirmation code of 2196129. A listen-only webcast will be provided at www.lambweston.com.

About Lamb Weston

Lamb Weston, along with its joint venture partners, is a leading supplier of frozen potato, sweet potato, appetizer and vegetable products to restaurants and retailers around the world. For more than 60 years, Lamb Weston has led the industry in innovation, introducing inventive products that simplify back-of-house management for our customers and make things more delicious for their customers. From the fields where Lamb Weston potatoes are grown to proactive customer partnerships, Lamb Weston always strives for more and never settles. Because, when we look at a potato, we see possibilities. Learn more about us at lambweston.com.

Forward-Looking Statements

This press release contains forward-looking statements within the meaning of the federal securities laws. Words such as "expand," "execute," "believe," "continue," "deliver," "expect," "drive," "support," "grow," "will," "invest," "anticipate," "target," "improve," and variations of such words and similar expressions are intended to identify forward-looking statements. Examples of forward-looking statements include, but are not limited to, statements regarding the Company's plans, execution, taxes, and business outlook and prospects. These forward-looking statements are based on management's current expectations and are subject to uncertainties and changes in circumstances. Readers of this press release should understand that these statements are not guarantees of performance or results. Many factors could affect the Company's actual financial results and cause them to vary materially from the expectations contained in the forward-looking statements, including those set forth in this press release. These risks and uncertainties include, among other things: the Company's ability to successfully execute its long-term value creation strategies; its ability to execute on large capital projects, including construction of new production lines; the competitive environment and related conditions in the markets in which it and its joint ventures operate; political and economic conditions of the countries in which it and its joint ventures conduct business and other factors related to its international operations; disruption of its access to export mechanisms; risks associated with possible acquisitions, including its ability to complete acquisitions or integrate acquired

businesses; its debt levels; the availability and prices of raw more significant customers; the success of its joint ventures; active its businesses or joint ventures; the ultimate outcome of litigat and people-related expenses; its ability to pay regular quarter future dividends; and other risks described in the Company's Exchange Commission. The Company cautions readers not to statements included in this press release, which speak only as undertakes no responsibility for updating these statements, exchange Commission.

Non-GAAP Financial Measures

To supplement the financial information included in this press Income from Operations, Adjusted EBITDA including unconso segment product contribution margin, each of which is consid financial measures provided should be viewed in addition to, a prepared in accordance with accounting principles generally at that are presented in this press release. The non-GAAP financial titled non-GAAP financial measures presented by other companon-GAAP financial measures the same way. These measures financial measures, such as net income, diluted earnings per sprescribed by GAAP, and there are limitations to using non-GA

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Management uses these non-GAAP financial measures to ass consistent basis for purposes of business decision making by management believes do not directly reflect the Company's ur presenting these non-GAAP financial measures provide invest meaningful supplemental information regarding financial perfc

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 Holdings, Inc. Consolidated Statements of Earnings

(unaudited, dollars in millions, except per-share amounts)

	-	Thirteen Weeks Ended (1)		
	Au	August 26,		gust 27,
		2018		2017
Net sales	\$	914.9	\$	817.5
Cost of sales		684.3		621.2
Gross profit		230.6		196.3
Selling, general and administrative expenses (2)		78.0		58.7
Income from operations		152.6		137.6
Interest expense, net		26.8		25.2
Income before income taxes and equity method earnings		125.8		112.4
Income tax expense		34.3		44.1

Net income

Less: Income attributable to noncontrolling interests

Net income attributable to Lamb Weston Holdings, Inc.

Earnings per share

Basic

Diluted

Dividends declared per common share

Computation of diluted earnings per share:

Net income attributable to Lamb Weston Holdings, Inc.

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147.2	146.8
\$ 0.73	\$ 0.56
\$	

- (1) On May 28, 2018, the Company adopted Accounting Standards Update 2014-09, Revenue from Contracts with Customers (new revenue standard), using the modified retrospective method. The Company recognized a \$13.7 million cumulative effect of initially applying the new revenue standard as an adjustment to opening retained earnings. The new revenue standard did not have a significant impact on the Company's results of operations. The comparative information has not been restated and continues to be reported under the accounting standards in effect for those periods. See Note 2, Revenue from Contracts with Customers, of the Condensed Notes to Consolidated Financial Statements in "Part I, Item 1. Financial Statements" in the Company's fiscal 2019 first quarter Form 10-Q, for more information.
- (2) The thirteen weeks ended August 27, 2017 includes \$2.2 million of expenses related to the Company's separation from Conagra Brands, Inc. These expenses related primarily to professional fees and other employee-related costs.

Lamb Weston Holdings, Inc.
Consolidated Balance Sheets
(unaudited, dollars in millions, except share data)

ASSETS Current assets:

Cash and cash equivalents

Receivables, less allowance for doubtful accounts of \$0.6 and

Inventories

Prepaid expenses and other current assets

Total current assets

Property, plant and equipment, net

Goodwill

Intangible assets, net

Equity method investments

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LIABILITIES AND STOCKHOLDERS' EQUITY				
Current liabilities:				
Short-term borrowings	\$	8.8	\$	9.6
Current portion of long-term debt and financing obligations	3	38.7		38.7
Accounts payable	27	70.2		254.4
Accrued liabilities	20	0.6		216.0
Total current liabilities	5	18.3		518.7
Long-term liabilities:				
Long-term debt, excluding current portion	2,32	29.5	2,	336.7
Deferred income taxes	10	9.9		92.1
Other noncurrent liabilities	8	34.8		84.3
Total long-term liabilities	2,52	24.2	2,	513.1
Commitments and contingencies				
Redeemable noncontrolling interest	Ę	57.2		55.6
Stockholders' equity:				
Common stock of \$1.00 par value, 600,000,000 shares authorized; 146,565,333 and				
146,395,866 shares issued	14	16.6		146.4
Additional distributed capital	(89)	96.4)	(900.4)
Retained earnings	5	19.7		426.4
Accumulated other comprehensive loss				

Treasury stock, at cost, 117,577 and 63,534 common shares

Total stockholders' deficit

Total liabilities and stockholders' equity

(1) See footnote (1) to the Consolidated Statements of Earnin the new revenue standard.

Lamb Weston Holdings Consolidated Statements of C (unaudited, dollars in mil

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Cash flows from operating activities	
Net income	
Adjustments to reconcile net income to net cash provided by op	erating activities:
Depreciation and amortization of intangibles and debt issuance	costs
Stock-settled, stock-based compensation expense	
Earnings of joint ventures in excess of distributions	
Deferred income taxes	
Pension expense, net of contributions	
Other	
Changes in operating assets and liabilities:	
Receivables	
Inventories	
Income taxes payable/receivable, net	
Prepaid expenses and other current assets	
Accounts payable	
Accrued liabilities	
Net cash provided by operating activities	
Cash flows from investing activities	
Additions to property, plant and equipment	
Other	
Net cash used for investing activities	
Cash flows from financing activities	This is a USA w
Proceeds (repayments) of short-term borrowings, net	viewing are l
Debt repayments	current locatio
Dividends paid	
Cash distributions paid to noncontrolling interest	<u>Y</u>
Other	We care
Net cash used for financing activities	we use
Effect of exchange rate changes on cash and cash equivalents	y Please o
Not increase in each and each equivalents	agree t

Net increase in cash and cash equivalents

Cash and cash equivalents, beginning of the period

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(87.0)

\$ 111.4

38.6

4.2

(3.2)

13.9

1.9

1.2

(18.6)

33.2

9.5

41.1

17.1

(22.4)

\$ 227.9

88.3

31.0

2.6

(7.1)

11.5

2.0

(8.9)

(28.5)

30.7

3.4

26.8

12.9

(21.2)

143.5

(104.4)

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Lamb Weston Holdings, Inc. Segment Information

(unaudited, dollars in millions)

				Year-Over-		
Aug	gust 26,	Au	gust 27,	Year Growth		
-	2018		2017	Rates	Price/Mix	Volume
\$	466.8	\$	413.9	13%	8%	5%
	297.8		279.4	7%	7%	0%
	116.2		92.0	26%	13%	13%
	34.1		32.2	6%	12%	(6%)
\$	914.9	\$	817.5	12%	8%	4%
	\$	297.8 116.2 34.1	\$ 466.8 \$ 297.8 116.2 34.1	2018 2017 \$ 466.8 \$ 413.9 297.8 279.4 116.2 92.0 34.1 32.2	August 26, August 27, Year Growth 2018 2017 Rates \$ 466.8 \$ 413.9 13% 297.8 279.4 7% 116.2 92.0 26% 34.1 32.2 6%	August 26, August 27, Year Growth 2018 2017 Rates Price/Mix \$ 466.8 \$ 413.9 13% 8% 297.8 279.4 7% 7% 116.2 92.0 26% 13% 34.1 32.2 6% 12%

94.5 \$

74.4

90.8

Segment product contribution

margin (1)

Global

		-
Income from operations	\$ 152.6	\$
administrative expenses (2)	 71.6	
Other selling, general, and		
	 224.2	
Other	 5.0	
Retail	22.7	
Foodservice	102.0	

\$

Items impacting comparability (2)

Expenses related to the Separation \$ — \$

Adjusted income from operations (3) \$ 152.6 \$

(1) Product contribution margin is defined as net sales, less c expenses. Segment product contribution margin excludes ger

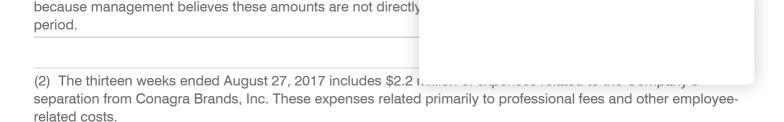
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27%

12%

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(3) Adjusted income from operations is a non-GAAP financial measure. Management excludes items impacting comparability between periods as it believes these items are not necessarily reflective of the ongoing operations of the Company. These non-GAAP measures provide a means to evaluate the performance of Lamb Weston's segments and the Company on an ongoing basis using the same measures that are frequently used by the Company's management and assist in providing a meaningful comparison between periods. Any analysis of non-GAAP financial measures should be done only in conjunction with results presented in accordance with GAAP. The non-GAAP measures are not intended to be substitutes for GAAP financial measures and should not be used as such.

Lamb Weston Holdings, Inc. Reconciliation of Non-GAAP Financial Measures

(unaudited, dollars in millions, except per-share amounts)

There were no items impacting comparability during the thirteen weeks ended August 26, 2018.

ded August 27, 2017	n Weeks End	Thirteen Weeks E							
Less: In	Equity								
Attributa	Method		Income Meth						
Noncon	nvestment	Ir	Tax		terest	Int	ne From	Inco	
	Earnings		pense	E	pense	Ex	rations	Ope	
Att	20.	\$	44.1	\$	25.2	\$	137.6	\$	As reported
This is a USA websi viewing are likely current location. SI your cou									Items impacting comparability (1) (2):
Yes, t			0.8				2.2		Expenses related to the Separation
We care abo we use coo your e Please click	_		0.8				2.2		Total items impacting comparability
agree to ou	20.	\$	44.9	\$	25.2	\$	139.8	\$	Adjusted (3)

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Less: Income

Noncontrolling

Attributable to Attributable

Net Income

to Lamb

Diluted

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(1) See footnote (2) to the Consolidated Statements of Earnin comparability. (2) Items impacting comparability are tax-effected at the marginal rate pased on the applicable tax junisdiction. (3) Adjusted income from operations, income tax expense, equity method investment earnings, net income, net income attributable to Lamb Weston and diluted earnings per share are non-GAAP financial measures. Management excludes items impacting comparability between periods as it believes these items are not necessarily reflective of the ongoing operations of Lamb Weston. These non-GAAP measures provide a means to evaluate the performance of Lamb Weston on an ongoing basis using the same measures that are frequently used by the Company's management and assist in providing a meaningful comparison between periods. Any analysis of non-GAAP financial measures should be done only in conjunction with results presented in accordance with GAAP. The non-GAAP measures are not intended to be substitutes for GAAP financial measures and should not be used as such. Lamb Weston Holdings, Inc. Reconciliation of Non-GAAP Financial Measures (unaudited, dollars in millions) To supplement the financial information included in this press release, the Company has presented Adjusted EBITDA including unconsolidated joint ventures, which is considered a non-GAAP financial measure. The following table reconciles net income attributable to Lamb Weston to Adjusted EBITDA including unconsolidated joint ventures. Thirteen Weeks Ended August 26, August 27,

Net income attributable to Lamb Weston Holdings, Inc.

Income attributable to noncontrolling interests

Equity method investment earnings

Interest expense, net

Income tax expense

Income from operations

Depreciation and amortization

Items impacting comparability (1)

Expenses related to the Separation

Adjusted EBITDA (2) (3)

Unconsolidated Joint Ventures (4)

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Equity method investment earnings

Consolidated Joint Ventures (4)

Interest expense, income tax expense, and depreciation and included in equity method investment earnings

Interest expense, income tax expense, and depreciation and amortization

	A CONTRACTOR OF THE CONTRACTOR	
Add: EBITDA	from unconsolidated ioint ve	entures

included in income attributable to noncontrolling interests

Adjusted EBITDA including unconsolidated joint ventures (2)

Subtract: EBITDA from consolidated joint ventures

Income attributable to noncontrolling interests

(3.6)	(4.9)
(0.9)	(1.0)
(4.5)	(5.9)

\$

21.1

191.4

27.4

212.9

,	9	 \ /	

- (1) See footnote (2) to the Consolidated Statements of Earnings above for a discussion of the items impacting comparability.
- (2) Adjusted EBITDA including unconsolidated joint ventures is a non-GAAP financial measure. Management excludes items impacting comparability between periods as it believes these items are not necessarily reflective of the ongoing operations of the Company. Lamb Weston presents this measure because the Company believes it provides a means to evaluate the performance of the Company on an ongoing basis using the same measure frequently used by the Company's management and assists in providing a meaningful comparison between periods. Any analysis of non-GAAP financial measures should be done only in conjunction with results presented in accordance with GAAP. This non-GAAP measure is not intended to be a substitute for GAAP financial measures and should not be used as such.
- (3) Adjusted EBITDA includes EBITDA from consolidated joint ventures.
- (4) Lamb Weston holds equity interests in three potato proces Weston BSW, LLC and 50% of Lamb-Weston/RDO Frozen and consolidates the financial statements of Lamb Weston BSW, L ventures under the equity method of accounting.

View source version on businesswire.com: https://www.businesswire.com:

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or

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Source: Lamb Weston Holdings, Inc.



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