

# Lamb Weston Reports Fiscal Second Quarter 2022 Results; Updates Fiscal Year 2022 Outlook

January 06, 2022

## Second Quarter Fiscal 2022 Highlights

- Compared to Second Quarter Fiscal 2021:
  - Net sales increased 12% to \$1,007 million
  - Income from operations declined 18% to \$114 million
  - Net income declined 66% to \$33 million
  - Diluted EPS declined 67% to \$0.22 from \$0.66
  - Adjusted Diluted EPS<sup>(1)</sup> declined 24% to \$0.50 from \$0.66
  - Adjusted EBITDA including unconsolidated joint ventures<sup>(1)</sup> declined 15% to \$181 million
- Capital Return to Shareholders:
  - Paid \$34 million in cash dividends and announced a 4% increase in the quarterly dividend
  - Repurchased \$50 million of common stock and increased share repurchase authorization by \$250 million

## Updated FY 2022 Outlook

- Net sales growth above long-term target range of low-to-mid single digits
- Net income and Adjusted EBITDA including joint venture income declined 18% and 15%, respectively, due to higher potato, input and transportation costs
- Gross margin of 18% to 20% or 600 to 700 basis points below previous gross margin estimate was 17% to 21%

EAGLE, Idaho--(BUSINESS WIRE)-- Lamb Weston Holdings, Inc. today reported its fiscal second quarter 2022 results and updated its fiscal 2022 outlook.

"We are pleased with our financial and operating progress in this difficult and volatile macro environment defined by cost inflation challenges due primarily to a tight labor market," said Tom Weston, CEO. "Our sales as solid demand across our restaurant and foodservice channels, growth, and as we continued to implement pricing actions in our markets, along with the other strategic actions we've taken to optimize our factories, led to sequential gross margin gains in the quarter."

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“Looking ahead, we are on track to deliver our financial targets through productivity improvements in our factories, and product optimization to address macro-operational challenges and higher potato costs resulting from the drought in the Northwest. We remain confident in the strong long-term outlook for the Company that executing on our strategies and ongoing investments in our operations will drive sustainable, profitable growth and create value for our stakeholders.”

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## Summary of Second Quarter FY 2022 Results

(\$ in millions, except per share)

		Year-Over-Year	YTD	Year-Over-Year
	Q2 2022	Growth Rates	FY 2022	Growth Rates
Net sales	\$ 1,006.6	12%	\$ 1,990.8	13%
Income from operations	\$ 114.4	(18%)	\$ 174.6	(37%)
Net income	\$ 32.5	(66%)	\$ 62.3	(67%)
Diluted EPS	\$ 0.22	(67%)	\$ 0.42	(67%)
Adjusted Diluted EPS <sup>(1)</sup>	\$ 0.50	(24%)	\$ 0.70	(45%)
Adjusted EBITDA including unconsolidated joint ventures <sup>(1)</sup>	\$ 180.9	(15%)	\$ 304.3	(27%)

### Q2 2022 Commentary

Net sales increased \$110.5 million to \$1,006.6 million, up 12 percent versus the prior year quarter, with volume and price/mix each up 6 percent. The ongoing recovery in demand for frozen potato products in the Company's restaurant and foodservice channels in North America drove the increase in sales volumes, while the initial benefits of product pricing actions, as well as higher prices charged to customers for product delivery, primarily drove the increase in price/mix.

Income from operations declined \$25.2 million to \$114.4 million, down 18 percent versus the prior year quarter, reflecting lower gross profit and higher selling, general and administrative expenses ("SG&A"). Gross profit declined \$18.0 million, as the benefits from increased sales volumes and higher price/mix were more than offset by higher manufacturing and distribution costs on a per-pound basis, including higher costs for raw materials, particularly starches used in product coatings; transportation; and packaging. The effect of labor shortages on production run-rates, as well as higher per pound costs was partially offset by supply chain productivity. Net income was \$32.5 million, down \$64.4 million versus the prior year quarter, as a result of a \$6.1 million decrease in unrealized mark-to-market adjustments, which includes a \$1.0 million loss in the current quarter, compared to a gain of \$7.1 million in the prior year quarter.

SG&A increased \$7.2 million compared to the prior year quarter, primarily due to higher advertising and promotion expenses ("A&P"), higher sales and marketing expenses, and higher expenses largely related to employee recruiting and training, which were partially offset by lower consulting expenses associated with improving manufacturing operations, as well as fewer expenses for its new enterprise resource planning system. The ERP-related expenses recognized in the quarter are expected to not continue after the Company implements the new ERP system in the third quarter of the prior year quarter.

Net income was \$32.5 million, down \$64.4 million versus the prior year quarter. The declines were driven by a \$6.1 million decrease in unrealized mark-to-market adjustments, which includes a \$1.0 million loss in the current quarter, compared to a gain of \$7.1 million in the prior year quarter.

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share, after-tax) associated with the extinguishment of debt (see Note 10) of \$10.5 million, and income from operations and equity method investment earnings of \$10.5 million.

Excluding a loss of \$40.5 million after-tax for the extinguishment of debt (see Note 10) of \$10.5 million versus the prior year quarter, and Adjusted Diluted EPS of \$0.10 versus \$0.11 in the prior year quarter, reflecting lower income from operations and equity method investment earnings.

Adjusted EBITDA including unconsolidated joint ventures<sup>(1)</sup> declined \$32.3 million to \$180.9 million, down 15 percent versus the prior year quarter, driven by lower income from operations and equity method investment earnings.

The Company's effective tax rate<sup>(2)</sup> in the second fiscal quarter was 22.8 percent, versus 24.8 percent in the prior year period. The Company's effective tax rate varies from the U.S. statutory tax rate of 21 percent principally due to the impact of U.S. state taxes, foreign taxes, permanent differences, and discrete items.

Q2 2022 Segment Highlights

Global

Global Segment Summary				
	Q2 2022	Year-Over-Year		
		Growth Rates	Price/Mix	Volume
	(dollars in millions)			
Net sales	\$ 516.7	9%	5%	4%
Segment product contribution margin <sup>(3)</sup>	\$ 80.9	(13%)		

Net sales for the Global segment, which is generally comprised of the top 100 North American based quick service ("QSR") and full-service restaurant chain customers as well as all of the Company's international sales, increased \$40.8 million to \$516.7 million, up 9 percent versus the prior year quarter, with price/mix up 5 percent and volume up 4 percent. The increase in price/mix largely reflected the benefit of pricing actions, including higher prices charged for freight. Strong growth in shipments to restaurant customers. Demand in most of the Company's key international markets declined as a result of limited shipping container availability and higher freight costs.

Global segment product contribution margin declined \$11.8 million versus the prior year quarter. Higher manufacturing and distribution costs, higher freight costs, and higher sales volumes.

Foodservice

Foodservice Segment	
	Q2 2022
	(dollars in millions)
Net sales	\$

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Segment product contribution margin<sup>(3)</sup> \$

Net sales for the Foodservice segment, which services North American chains generally outside the top 100 North American based restaurants, increased \$16.7 million to \$104.4 million, up 19 percent versus the prior year quarter, with volume up 22 percent and price/mix up 8 percent. Strong demand at small and regional chain restaurants, as well as independently-owned restaurants, drove the increase in sales volumes. Shipments to non-commercial customers, such as lodging and hospitality, healthcare, schools and universities, sports and entertainment, and workplace environments, also increased versus the prior year quarter, but remained below pre-pandemic levels. The segment's overall volume growth was tempered by the inability to serve full customer demand due to widespread industry supply chain constraints, including labor shortages, that resulted in lower production run-rates and throughput in the factories. The increase in price/mix largely reflected the initial benefits of pricing actions taken earlier in the year, higher prices charged for freight, and favorable mix.

Foodservice segment product contribution margin increased \$16.7 million to \$104.4 million, up 19 percent compared to the prior year quarter. Favorable price/mix and higher sales volumes drove the increase, and were partially offset by higher manufacturing and distribution costs per pound.

## Retail

### Retail Segment Summary

	Q2 2022	Year-Over-Year		
		Growth Rates	Price/Mix	Volume
	(dollars in millions)			
Net sales	\$ 142.6	1%	5%	(4%)
Segment product contribution margin <sup>(3)</sup>	\$ 21.4	(29%)		

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 \$1.9 million to \$142.6 million, up 1 percent versus the prior year quarter, with price/mix up 5 percent and volume down 4 percent. The increase in price/mix was largely driven by favorable price in our branded portfolio, including higher sales of private label products. The sales volume decline largely reflects lower shipments of products in certain categories, partially offset by an increase in shipments of other products. Shipments were tempered by the inability to serve full customer demand due to widespread industry supply chain constraints, including labor shortages, that resulted in lower production run-rates and throughput in the factories.

Retail segment product contribution margin declined \$8.7 million to \$21.4 million, down 29 percent versus the prior year quarter. Higher manufacturing and distribution costs, higher expenses, and lower sales volumes drove the decline.

## Equity Method Investment Earnings

Equity method investment earnings from unconsolidated joint ventures were \$10.1 million and \$19.2 million for the second quarter of 2022 and 2021, respectively. Investment earnings included a \$3.6 million unrealized gain related to foreign currency and commodity hedging contracts in the current quarter, compared to a \$1.5 million unrealized gain related to these items in the prior year quarter.

Excluding the mark-to-market adjustments, earnings from equity method investments were \$6.5 million and \$17.7 million for the second quarter of 2022 and 2021, respectively. The earnings decline largely reflects lower sales volumes and higher manufacturing and distribution costs.

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manufacturing and distribution costs in Europe and the U.S.

## Cash Flow and Liquidity

The Company ended the first half of fiscal 2022, with \$621.9 million of cash and cash equivalents and no borrowings outstanding under its \$1.0 billion revolving credit facility.

Net cash from operating activities was \$207.5 million, down \$111.3 million versus the first half of the prior year, primarily due to lower earnings. Capital expenditures, including information technology expenditures, were \$148.1 million, up \$94.4 million versus the prior year period, reflecting increased investments to support capacity expansion projects.

During the second quarter, the Company lowered the interest rates and extended the maturities on approximately \$1.7 billion of its outstanding debt. In connection with doing so, the Company paid an aggregate call premium of \$39.6 million in cash related to the loss on extinguishment of debt associated with the redemption of its senior notes due in 2024 and 2026.

## Capital Returned to Shareholders

In the second quarter, the Company returned a total of \$84.3 million to shareholders, including \$34.3 million in cash dividends and \$50.0 million through share repurchases. The Company repurchased 868,753 shares at an average price per share of \$57.55. In December 2021, the Company announced a 4 percent increase in its quarterly dividend, and increased its existing share repurchase authorization by \$250 million. The Company has approximately \$344 million remaining under its updated share repurchase authorization.

## Fiscal 2022 Outlook

The Company expects fiscal 2022 net sales growth will be above its long-term target of low-to-mid single digits. The Company anticipates net sales growth in the second half of fiscal 2022 will be driven largely by price/mix as the Company's recent pricing actions are more fully implemented in the market. The Company expects to continue to benefit from solid global demand for frozen potato products, although growth in sales volumes may be tempered by disruptions to the Company's production and logistics networks, as well as the effect of the COVID-19 variants on restaurant traffic and consumer demand.

The Company expects net income and Adjusted EBITDA including unconsolidated joint ventures<sup>(1)</sup> will be pressured for the remainder of fiscal 2022, as it manages through significant inflation for key production inputs, transportation and packaging compared to fiscal 2021 levels, as well as industrywide operational challenges, including labor shortages, and upstream and downstream supply chain issues across the broader supply chain. In addition, the Company's raw potato crop is experiencing slower progress due to the impact of extreme summer heat that occurred in the Pacific Northwest.

Accordingly, the Company expects its full year fiscal 2022 gross margin to be approximately 600 to 700 basis points below its pre-pandemic level. The Company previously expected its full year fiscal 2022 gross margin to be approximately 500 to 800 basis points below its pre-pandemic level.

The Company continues to expect that ongoing investments in the second phase of its ERP project, will increase operating expenses during the first half of the year. The Company expects that these investments will result in long-term margin improvement over the long-term.

In addition, for fiscal 2022, the Company continues to expect:

- Depreciation and amortization of approximately \$190 million
- Income tax expense of approximately 22 percent, and
- Cash used for capital expenditures, excluding acquisitions, of approximately \$150 million

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The Company is increasing its estimate for interest expense, to an estimate of approximately \$115 million. The current estimate remains unchanged and includes a \$53.3 million loss on the extinguishment of debt in the third quarter of fiscal 2022.

## End Notes

- (1) Adjusted Diluted EPS and Adjusted EBITDA including unconsolidated joint ventures 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.
- (2) The effective tax rate is calculated as the ratio of income tax expense to pre-tax income, inclusive of equity method investment earnings.
- (3) For more information about product contribution margin, please see "Non-GAAP Financial Measures" and the table titled "Segment Information" included in this press release.

## Webcast and Conference Call Information

Lamb Weston will host a conference call to review its second quarter fiscal 2022 results at 10:00 a.m. EST today, January 6, 2022. Participants in the U.S. and Canada may access the conference call by dialing 800-437-2398 and participants outside the U.S. and Canada should dial +1-323-289-6576. The confirmation code is 6173363. The conference call also may be accessed live on the internet. Participants can register for the event at: [https://globalmeet.webcasts.com/starthere.jsp?ei=1515279&tp\\_key=8e5bbbed0b0](https://globalmeet.webcasts.com/starthere.jsp?ei=1515279&tp_key=8e5bbbed0b0).

A rebroadcast of the conference call will be available beginning on Friday, January 7, 2022 after 2:00 p.m. EST at <https://investors.lambweston.com/events-and-presentations>.

## 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 70 years, Lamb Weston has led the industry in innovation, introducing inventive products that simplify back-of-house management for its 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 [here](#).

## Forward-Looking Statements

This press release contains forward-looking statements within the meaning of the Securities Act of 1933, such as "expect," "improve," "believe," "will," "continue," "remain," "anticipate," "mitigate," "increase," "outlook," and variations of such words and phrases, which are forward-looking statements. Examples of forward-looking statements include statements regarding the Company's plans, execution, capital expenditures, financial performance, actions, and business outlook and prospects, as well as the impact of the COVID-19 pandemic on the industry and the global economy. These forward-looking statements are based on current expectations and are subject to uncertainties and changes in circumstances. We do not intend to, and we do not warrant that we will, update or revise these forward-looking statements to reflect actual results or changes in our expectations. We understand that these statements are not guarantees of performance and that there are many factors that could cause the Company's actual financial results and cause them to vary materially from those expressed or implied by our forward-looking statements, including those set forth in this press release, such as: impacts on the Company's business due to the COVID-19 pandemic, including impacts on demand for our products; supply, other constraints in the availability of key commodities; regulatory changes imposed by public health authorities or governments; the availability of financing and other operational challenges; levels of pension, labor and other compensation; and our ability to successfully execute its long-term value creation strategies; the

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projects, including construction of new production lines or facilities; changes in the markets in which the Company and its joint ventures operate; changes in the countries in which the Company and its joint ventures conduct international operations; disruption of the Company's access to key markets; changes in the Company's ability to complete acquisitions; changes in the Company's ability to complete acquisitions at acceptable levels; changes in the Company's relationships with its growers or significant customers; the success of the Company's joint ventures; actions of governments and regulatory factors affecting the Company's businesses or joint ventures; the ultimate outcome of litigation or any product recalls; the Company's 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 product contribution margin on a consolidated basis, Adjusted EBITDA, Adjusted EBITDA including unconsolidated joint ventures, Adjusted Diluted EPS, and adjusted interest expense, income tax expense, and net income, 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. These measures are not substitutes for their comparable GAAP financial measures, such as gross profit, net income, diluted earnings per share, or other measures prescribed by GAAP, and there are limitations to using non-GAAP financial measures. 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.

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. Management believes that presenting these non-GAAP financial measures provides investors with useful information because they (i) provide meaningful supplemental information regarding financial performance by excluding certain items affecting comparability between periods, (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 a more complete understanding of the trends affecting the Company's business than could be obtained from the GAAP financial measures alone.

Lamb Weston Holdings, Inc.	
Consolidated Statement of Operations	
(unaudited, in millions, except per share amounts)	
	This period ended
	November 2, 2019
	2019
Net sales	\$
Cost of sales	
Gross profit	
Selling, general and administrative expenses	
Income from operations	
Interest expense, net (1)	

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Income before income taxes and equity method earnings				
Income tax expense				
Equity method investment earnings				
Net income	\$ 32.5	\$ 96.9	\$ 62.3	\$ 186.2
Earnings per share				
Basic	\$ 0.23	\$ 0.66	\$ 0.43	\$ 1.27
Diluted	\$ 0.22	\$ 0.66	\$ 0.42	\$ 1.27
Dividends declared per common share	\$ 0.235	\$ 0.230	\$ 0.470	\$ 0.460
Weighted average common shares outstanding:				
Basic	146.0	146.5	146.1	146.4
Diluted	146.3	147.1	146.6	147.1
Computation of diluted earnings per share:				
Net income	\$ 32.5	\$ 96.9	\$ 62.3	\$ 186.2
Diluted weighted average common shares outstanding	146.3	147.1	146.6	147.1
Diluted earnings per share	\$ 0.22	\$ 0.66	\$ 0.42	\$ 1.27

(1) Interest expense, net, for the thirteen and twenty-six weeks ended November 28, 2021, includes a loss on the extinguishment of debt of \$53.3 million, which includes an aggregate call premium of \$39.6 million related to the redemption of the Company's 4.625% senior notes due 2024 and 4.875% senior notes due 2026, and the write-off of \$13.7 million of previously unamortized debt issuance costs associated with those notes.

## Lamb Weston Holdings, Inc.

### Consolidated Balance Sheets

(unaudited, dollars in millions)

#### ASSETS

Current assets:

Cash and cash equivalents

Receivables, less allowance for doubtful accounts of \$1.1 and

Inventories

Prepaid expenses and other current assets

**Total current assets**

Property, plant and equipment, net

Operating lease assets

Equity method investments

Goodwill

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Intangible assets, net

Other assets

**Total assets**

## LIABILITIES AND STOCKHOLDERS' EQUITY

Current liabilities:

Current portion of long-term debt and financing obligations	\$	32.2	\$	32.0
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Accounts payable		445.4		359.3
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Accrued liabilities		215.4		226.9
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<b>Total current liabilities</b>		<b>693.0</b>		<b>618.2</b>
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Long-term liabilities:

Long-term debt and financing obligations, excluding current portion		2,692.1		2,705.4
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Deferred income taxes		161.4		159.7
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Other noncurrent liabilities		243.9		245.5
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<b>Total long-term liabilities</b>		<b>3,097.4</b>		<b>3,110.6</b>
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Commitments and contingencies

Stockholders' equity:

Common stock of \$1.00 par value, 600,000,000 shares authorized; 148,028,060 and 147,640,632 shares issued		148.0		147.6
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Additional distributed capital		(825.8)		(836.8)
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Retained earnings		1,238.3		1,244.6
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Accumulated other comprehensive income (loss)		(7.5)		29.5
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Treasury stock, at cost, 2,827,412 and 1,448,768 common shares		(187.8)		(104.3)
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<b>Total stockholders' equity</b>		<b>365.2</b>		<b>480.6</b>
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<b>Total liabilities and stockholders' equity</b>	<b>\$</b>	<b>4,155.6</b>	<b>\$</b>	<b>4,209.4</b>
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## Lamb Weston Holdings, Inc.

### Consolidated Statements

(unaudited, dollars)

## Cash flows from operating activities

Net income

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

Depreciation and amortization of intangibles and debt issuance

Loss on extinguishment of debt

Stock-settled, stock-based compensation expense

Earnings of joint ventures in excess of distributions

Deferred income taxes

Other

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Changes in operating assets and liabilities:		
Receivables		
Inventories		
Income taxes payable/receivable, net	5.1	55.0
Prepaid expenses and other current assets	58.5	51.8
Accounts payable	94.7	138.5
Accrued liabilities	(11.5)	(42.5)
<b>Net cash provided by operating activities</b>	<b>\$ 207.5</b>	<b>\$ 318.8</b>
<b>Cash flows from investing activities</b>		
Additions to property, plant and equipment	(147.1)	(42.3)
Additions to other long-term assets	(1.0)	(11.4)
Other	0.5	0.4
<b>Net cash used for investing activities</b>	<b>\$ (147.6)</b>	<b>\$ (53.3)</b>
<b>Cash flows from financing activities</b>		
Proceeds from issuance of debt	1,655.4	—
Repayments of debt and financing obligations	(1,682.1)	(289.6)
Repurchase of common stock and common stock withheld to cover taxes	(83.5)	(9.8)
Dividends paid	(68.7)	(67.2)
Payments of senior notes call premium	(39.6)	—
Repayments of short-term borrowings, net	—	(498.8)
Other	(0.8)	(1.8)
<b>Net cash used for financing activities</b>	<b>\$ (219.3)</b>	<b>\$ (867.2)</b>
Effect of exchange rate changes on cash and cash equivalents	(2.2)	1.6
<b>Net decrease in cash and cash equivalents</b>	<b>(161.6)</b>	<b>(600.1)</b>
<b>Cash and cash equivalents, beginning of period</b>	<b>783.5</b>	<b>1,364.0</b>
<b>Cash and cash equivalents, end of period</b>	<b>\$ 621.9</b>	<b>\$ 763.9</b>

## Lamb Weston Holdings Inc.

### Segment Information

(unaudited, dollars in millions)

	November 28, 2021	November 28, 2020
<b>Segment net sales</b>		
Global	\$ 516.7	\$ 516.7
Foodservice	313.9	313.9
Retail	142.6	142.6
Other	33.4	33.4
	<b>\$ 1,006.6</b>	<b>\$ 1,006.6</b>

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Segment product contribution margin (1)				
Global	\$	80.9	\$	
Foodservice		104.4		
Retail		21.4	30.1	(29%)
Other (2)		(6.2)	10.5	(159%)
		200.5	221.0	(9%)
Add: Advertising and promotion expenses		5.0	2.5	100%
Gross profit	\$	205.5	\$	223.5 (8%)

Twenty-Six Weeks Ended						
Year-Over-						
		November 28,	November 29,	Year Growth		
		2021	2020	Rates	Price/Mix	Volume
Segment net sales						
Global	\$	1,017.9	\$	923.4	10%	4% 6%
Foodservice		635.3		477.8	33%	5% 28%
Retail		275.1		294.6	(7%)	4% (11%)
Other		62.5		71.8	(13%)	10% (23%)
	\$	1,990.8	\$	1,767.6	13%	4% 9%

Segment product contribution margin (1)				
Global	\$	123.5	\$	170.5 (28%)
Foodservice		200.8		173.5 16%
Retail		36.2		65.9 (45%)
Other (2)		(12.8)		
		347.7		
Add: Advertising and promotion expenses		9.1		
Gross profit	\$	356.8	\$	

(1) Product contribution margin is one of the primary measures used by management as a decision maker for purposes of allocating resources to the various segments of the Company. Product contribution margin represents net sales less product promotion expenses. Product contribution margin includes those expenses that are directly associated with the performance of the segment. Product contribution margin, when presented on a consolidated basis, is referred to as "Product Contribution Margin" in this press release for a description of the measure. See the table above for a reconciliation of product contribution margin to net sales.

(2) The Other segment primarily includes the Company's vegetable oil and other products. It also includes market adjustments associated with commodity hedging contracts.

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and realized settlements associated with commodity hedge gain of \$4.3 million for the thirteen weeks ended November 28, 2021 and a loss of \$16.9 million and a gain of \$12.1 million for the thirteen weeks ended November 29, 2020, respectively.

Lamb Weston Holdings, Inc.

Reconciliation of Non-GAAP Financial Measures

(unaudited, dollars in millions)

There were no items impacting comparability during the thirteen and twenty-six weeks ended November 29, 2020.

Thirteen Weeks Ended November 28, 2021

	Income		Income		Equity	
	From		Tax		Method	Diluted
	Operations	Interest Expense	Expense (1)	Earnings	Net Income	EPS
As reported	\$ 114.4	\$ 82.4	\$ 9.6	\$ 10.1	\$ 32.5	\$ 0.22
Items impacting comparability:						
Loss on extinguishment of debt (2)	—	(53.3)	12.8	—	40.5	0.28
Adjusted (3)	\$ 114.4	\$ 29.1	\$ 22.4	\$ 10.1	\$ 73.0	\$ 0.50

Twenty-Six Weeks Ended November 28, 2021

	Income		Income		Equity	
	From		Tax		Method	Diluted
	Operations	Expense				
As reported	\$ 174.6	\$ 110.3				
Items impacting comparability:						
Loss on extinguishment of debt (2)	—	(53.3)				
Adjusted (3)	\$ 174.6	\$ 57.0				

(1) Income tax expense is calculated as the ratio of income tax expense to income tax expense for the period, excluding items impacting comparability, divided by the applicable tax jurisdiction.

(2) See footnote (1) to the Consolidated Statements of Earnings for more information on items impacting comparability.

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(3) Adjusted interest expense, income tax expense, net income and other non-GAAP financial measures. Management excludes items impacting net income. These items are not necessarily reflective of the ongoing operations of the Company. These measures provide a means to evaluate the performance of the Company and assist in providing a meaningful comparison between periods. See also “Non-GAAP Financial Measures” in this press release.

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 and Adjusted EBITDA including unconsolidated joint ventures, which are non-GAAP financial measures. The following table reconciles net income to Adjusted EBITDA and Adjusted EBITDA including unconsolidated joint ventures.

	Thirteen Weeks Ended		Twenty-Six Weeks Ended	
	November 28,	November 29,	November 28,	November 29,
	2021	2020	2021	2020
Net income	\$ 32.5	\$ 96.9	\$ 62.3	\$ 186.2
Equity method investment earnings	(10.1)	(19.2)	(16.3)	(31.1)
Interest expense, net	82.4	30.0	110.3	60.3
Income tax expense	9.6	31.9	18.3	59.9
Income from operations	114.4	139.6	174.6	275.3
Depreciation and amortization	46.2	46.6	92.2	92.2
Adjusted EBITDA (1)	160.6	186.2	266.8	367.5

Unconsolidated Joint Ventures (2)

Equity method investment earnings	10.1	19.2	16.3	31.1
Interest expense, income tax expense, and depreciation and amortization included in equity method investment earnings	10.2			
Add: Adjusted EBITDA from unconsolidated joint ventures	20.3			
Adjusted EBITDA including unconsolidated joint ventures (1)	\$ 180.9			

(1) Adjusted EBITDA and Adjusted EBITDA including unconsolidated joint ventures are non-GAAP financial measures. Lamb Weston presents these measures because management believes they provide a means to evaluate the performance of the Company on an ongoing basis. The Company's management and assist in providing a meaningful comparison between periods. These non-GAAP financial measures are not intended to be used as such. See also “Non-GAAP Financial Measures” in this press release.

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(2) Lamb Weston holds equity interests in three potato processing companies: Lamb Weston/Meijer v.o.f., Lamb-Weston/RDO Frozen, and Lamb Weston/Meijer. Lamb Weston accounts for its ownership under the equity method of accounting. For more information, see the discussion of the Notes to Consolidated Financial Statements in "Part II, Item 8. Financial Statements and Supplementary Data" in the Company's fiscal 2021 Form 10-K, for more information.

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