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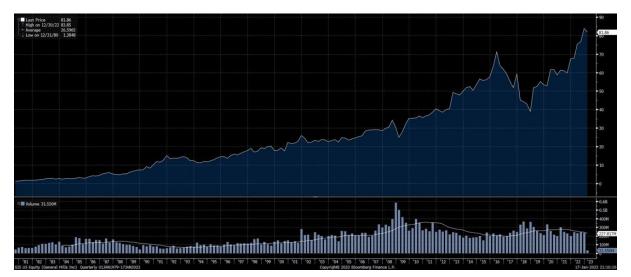
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January 17th, 2023, Current Price: \$81.86 (As of 12/17/2023) Sector: Consumer Defensive Recommendation: HOLD Industry: Packaged Food Target Price: 90.33 NYSE: GIS Up

Upside: 10.35%

We issue a **HOLD** recommendation for General Mills "GIS" with a price target of \$90.33, presenting an upside of 10.35% based on their most recent open of \$81.86 on January 17th, 2023. The valuation is based on a Discounted Cash Flow (DCF) valuation method and supported by a Multiples relative-valuation method. The recommendation is based upon the following 3 catalysts: (1) GIS's Brand Status (2) Brand acquisitions gaining benefits of GIS's scale (3) Innovation.

General Mills, Inc. (GIS) is a leading American producer of packaged consumer foods, especially flour breakfast cereals, snacks, prepared mixes, and similar products. It is also one of the largest food service manufacturers in the world. Headquartered in Minneapolis Minnesota. General Mills operates in 100 countries spanning 6 continents and has 35,000 employees. General Mills markets their products by selling to wholesalers or directly to retailers. With their sale structure and by using internal product growth and acquisitions paired with their brand equity and horizontal integration provides them with hard and soft cost competitive advantages over their peers that do not have the research and development dollars, brand structure, media buying power, and relationships with retail partners that they do. Allowing GIS to grow their market share in US retail from 5.59 % to 5.75 % their US bakeries division from 1.02 % to 1.03 % and their international segment from 4.97 % to 5 % and their pet segment from 5 % to 5.3 % in the next five years.



#### **BUSINESS DESCRIPTION**

The American milling giant General Mills was founded in 1866 as the Minneapolis Milling Company. What started as a simple flower mill has expanded to one of the world's largest manufacturers of prepackaged foodstuffs. The company is currently headquartered in Golden Valley, Minnesota, and is a world-renowned company with a presence in over 100 countries and segments both in human and pet food markets across the globe.

#### **Business Model**

General Mills provides three distinct routes to value: 1) Brand Status 2) Business Size 3) Innovation. General Mills uses a segmented markets approach to doing business. With this management can provide consistent and expanding sales growth by having many different customer groups and many different products that suit those customers' needs. General Mills has a competitive advantage over others using this approach because of its immense stack of well-known brands such as Pillsbury and Yoplait. General Mills leverages innovation and its brands to create a superior consumer experience to other firms in the market. General Mills has value rooted in economies of scale when compared to competitors. General Mills, because of its size, has much greater buying power in advertising and R&D. Further it can keep administrative costs down, can buy raw materials in larger bulk quantities, and is able to partner with larger retailers. Thus, driving cost advantages and keeping margins thicker than competitors. General Mills' drive to innovate is also a distinct route to value. General Mills innovates new foods and strategies to stay in the competition.

#### **Company Strategy**

In fiscal 2022, management announced or concluded seven transactions, including two buyouts and five divestitures, aimed at driving growth in the long run. However, the net effect of divestitures is likely to hurt profits in fiscal 2023. For fiscal 2023, General Mills remains committed to the accelerate strategy, underscored by its three priorities – competing efficiently through brand building, investing in Holistic Margin Management ("HMM") and Strategic Revenue Management ("SRM") initiatives to counter inflation, making other strategic business investments, staying committed to ESG goals, and reshaping the portfolio. Management expects HMM cost savings to be 3-4% of the cost of goods sold in fiscal 2023.

#### **Business Mix & Geographic Spread**

General Mills primarily derives their revenue through multinational manufacturers and marketers of branded consumer foods sold through retail stores. Their heir North American retails sector accounts for 76% of total revenue for the fiscal year 2022 General Mills also has a very wide geographic spread of sales, with their North American retail sales at 61%, international retail sales at 18%, pet sales at 12%, and North American Food sales at 10%. General Mills has made the decision to make some reductions in its international segment.

#### Acquisitions

#### **Blue Buffalo**

Recently General Mills acquired Blue Buffalo Pet Products for \$40 a share (\$8 Billion). Allowing them a point of entry into the \$30 Billion US pet food market. The all-cash purchase price of \$40.00 per share represents a 23% premium to Blue Buffalo's 60-day volume weighted average price (VWAP), and a 2017 Adjusted EBITDA multiple of approximately 22x, including synergies. General Mills financed the transaction with a combination of debt, cash on hand, and approximately \$1.0 billion in equity.

#### **Tyson Pet Treats Business**

In 2021 GIS acquired Tyson pet segment which includes Nudges, Top Chews, and True Chews, as well as a manufacturing plant. This was acquired for \$1.2 Billion, all cash. Tysons pet treats portfolio generated \$240 Million in net sales in the 12 months ended April 3, 2021. This acquisition is meant to be a complement to General Mills' previous blue buffalo acquisition and adds to General Mills' growing pet brands portfolio. **TNT Crust** 

# TNT Crust is a manufacturer of high-quality frozen pizza crusts for regional and national pizza chains, foodservice distributors, and retail outlets. TNT Crust was a portfolio company of Peak Rock Capital.

The TNT Crust business has generated double-digit compound annual net sales growth over the past four years, with net sales totaling approximately \$100 million in 2021. As part of the acquisition, General Mills has also acquired two manufacturing facilities in Green Bay, Wisconsin, and one manufacturing facility in St. Charles, Missouri. This acquisition will allow General Mills to leverage their dough technology and go-to-market capabilities to drive attractive growth.

#### Divestitures

General Mills agreed to sell its *Helper* main meals and *Suddenly Salad* side dishes businesses to Eagle Family Foods Group, a portfolio company of Kelso & Company, in a cash transaction valued at approximately \$610 million. The proposed transaction is expected to close in the first quarter of fiscal 2023, subject to regulatory approval. "With this divestiture, we are continuing to reshape our portfolio and advance our Accelerate strategy," said Jon Nudi, General Mills Group President, North America Retail. "This transaction improves our North America Retail segment's growth profile and allows us to increase our focus on brands and categories where we have the best opportunities to drive profitable growth."

Net sales for the *Helper* and *Suddenly Salad* businesses totaled approximately \$235 million in fiscal 2021. The company expects the divestiture to be diluted to its adjusted earnings per share in the range of approximately 10 to 11 cents in the first 12 months after closing, before factoring in any potential benefit from the use of proceeds from the sale. The company will provide more information on the transaction on its fourth-quarter earnings call in late June.

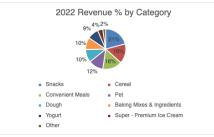
#### **INDUSTRY OVERVIEW & COMPETITIVE POSITIONING**

#### **Distribution & Industry Outlook**

#### **Currency, Interest Rates, Inflation**

General Mills has been gaining from its Accelerate strategy, which is highlighted by its key priorities. These include competing efficiently, investing in Holistic Margin Management and Strategic Revenue Management initiatives, and





reshaping the portfolio. The company is also gaining from its pet food unit. Apart from this, General Mills' savings and pricing actions have been aiding it amid cost headwinds.

#### **Food Market Indices**

The Food Away at Home index increased 13% from September 2021 to September 2022. While food away from home, and all items rose 8.5% and 8.2% respectively. This shows consumers shifting buying power away from eating out and towards cooking at home. This is of interest to GIS because of their heavy investment in retail foods.

#### **Supply Chain**

Supply chain issues have been a rising concern around equities markets, General Mills being no exception. As of the fiscal year 2022, they experienced record-level challenges to their upstream suppliers their internal copacker facilities, and downstream transportation network. All driven by labor shortages.

#### **Demand Drivers**

Drivers of demand that may boost GIS growth in the coming period: 1) Shifts of customers from more expensive dining away options to cheaper dining at home options which is more in line with General Mills product mix. 2) Growth of US pet food industry.

#### **Consumer Behavior**

As far as consumer behavior goes, people across the United States are finding themselves eating at home more and more, especially since the pandemic due to the rise of inflation. While the way they shop for their groceries is changing to online orders and curbside pickups, grocery stores are increasing their online presence to meet their needs which will not affect consumer purchases of General Mills products.

#### **Competitive Advantages**

General Mills has three main competitive advantages. Its brands, its size compared to competitors, and its relationships with retailers. Firstly, General Mills possesses a collection of well-known, market dominating, premium commanding brands. Its brands are market dominating, for example in FY 2021 General Mills holds dominating market share in both dessert mixes, snack bars, wholesome natural pet food and cereal, its brand Pillsbury holds a 52.5% market share in refrigerated and frozen dough products. Its products, because of their recognizability to consumers and higher quality command price premiums when compared to competitors with similar products. Second General Mills' size compared to competitors gives it a very robust competitive advantage. GIS's size allows it to benefit from economies of scale, allowing it to more easily weather supply chain issues, administrative costs and rising costs of inputs. General Mills also can leverage its large size to gain buying power over smaller peers when it comes to advertising and marketing. Finally, General Mills' relationships with large retailers (Walmart, Costco, Albertsons) is a sharp competitive edge. General Mills' relationship with retailers ensures price advantages, as well as guaranteeing shelf space when compared with smaller competitors.

#### **SWOT Analysis**

#### Strengths

The greatest strength of GIS is their size and publicity of their brand. Along with this, GIS has also bought into new sectors to increase their revenue such as their expansion into the pet industry.

#### Weaknesses

One of the greatest weaknesses faced by GIS currently is their debt. With their recent acquisition of Blue Buffalo, they were forced to take on debt to fund their purchase. A lot of this debt is coming up in the next 3 years. This will have an impact on their net income but should recover in the next 4 years.

#### **Opportunities**

The size of GIS also gives them an advantage when it comes to opportunities. With their high margins and strong revenue growth, GIS can purchase any company that they feel has a chance to grow and be profitable.

#### Threats

Being the size that GIS is can also be a threat just as it can be a strength. This is because they have the most market share and therefore have the threat of having market share taken from them. As stated above in opportunities, these threats can be mitigated by their ability to buy out any company that may hold a competitive advantage.



#### DEBT

General Mills currently has 11 billion USD in debt and a BBB bond rating. GIS has 2 billion in bonds maturing in 2023, roughly 10% of their annual revenue. Giving GIS a debt service coverage ratio of 0.78x, pointing to risk stemming from debt. Although this is a large amount, it is the only bond of that size maturing for the foreseeable future. Further this was a large sum needed to build up their pet business via acquisitions.

### Management Team

#### **Board of Directors**

General Mills Board of Directors consists of twelve members, six male and six female. Four of those members are part of an ethnically diverse community. The most recent addition to the board was Kim Goodwin. Goodwin is an experienced financial service professional and seasoned business leader. With her extensive background as a leader at global investment institutions, as well as her years of service as a public company director, she will offer valuable expertise and investor perspectives in the areas of finance and capital markets, shareholder value creation, strategic planning, and global leadership. In addition, Goodwin's role as a board member for The TJX Companies, Inc. (NYSE: TJX) provides her with important perspectives on marketing and consumer insights that are highly relevant to General Mills.

#### **Changes in Management**

In Q1 of 2022, General Mills went through a change in management, with John Church, Chief Transformation and Service Officer retiring. Mr. Church has a 33-year-long history with the company, operating the day-to-day operations. No replacement has been named at this time.

#### **Management Compensation**

General Mills executive compensation strategy focuses on non-equity bonuses and stock awards to motivate its executive staff. For example, CEO Jeffrey Harmening brought in roughly \$11.7 million in total compensation in 2022. 76% of total compensation in the form of stock awards and non-equity bonuses. This is a similar structure to the rest of the General Mills Management Team.

#### ESG

#### Environment

Climate change has been a well-known topic in recent years, and it is important for large companies such as GIS to address it. GIS has two main emissions in their carbon footprint, these come from farm emissions and food production. GIS is taking steps to reduce their greenhouse gas emissions in both farming and food production. GIS has also taken action to improve water quality and has made developments to recycle their packaging.

#### Social

Forbes has named General Mills to its prestigious America's Best Employers 2022 list, announced this week. The company is listed as #1 for its industry, leading the consumer-packaged goods sector across all factors including working conditions, development opportunities, compensation, and diversity, equity, and inclusion. The turnover of full-time employees is just 3% annually and more than half of its workers have been on the job for 10 years and 3,500 staff have more than two decades of service.

General Mills is also planning to lay off 1,400 employees worldwide by the end of 2023.

**Executive Team:** The Executive Team (ET) consists of 12 members with many diverse industry backgrounds before their current positions leading General Mills. The team is diverse in both experience and individuals, with women comprising of 42% of the overall Team. CEO Jeff Harmening, having taken over from Ken Powell in June 2017 has expressed great leadership in the face of the pandemic and continues to lead General Mills with the help of his executive team.

#### **Capital Deployment**

General Mills has been shown to be able to consistently deploy capital efficiently to generate profit. It has both strong ROA and ROE compared to industry competitors. First, General Mills return on assets shows that it has been more efficient to leverage its assets to create profit than its industry peers. General Mills ROA sits at 9.1%, compared to CAG at 2.6% and KHC at 1.3%, showing how strong General Mills is in terms of its ability to use its assets to bring in cash. Second, its Return on Equity is also strong relative to its competitors with GIS holding a 28.6% ROE vs CAG at 6.7% and KHC at 2.7%. Yet again it shows General Mills' ability to use its resources to efficiently raise cash. General Mills invested \$91 million of its capital (1.9% of net sales) in Q1 2023 a very conservative figure considering General Mills spent \$325 million in dividends and \$435 million in share repurchases. General Mills spends roughly 5% of its revenue on marketing, research and development, which seems to be in line with its peers, which is accretive spending considering they have dramatically lowered their time to market.

#### **Bottom-line growth, EBITDA & FCF margins**

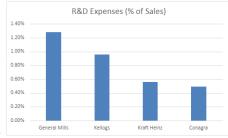
Net Income (NI) margins over the past 5 years have been relatively strong, with some small setbacks in margin expansion due to brand acquisitions and COVID. In the future we expect margins to increase with acquisitions being further integrated into General Mills' business model, and as General Mills goes to market strategies improve for new products. Over the past 5 years EBIDTA has grown by roughly 16.8%. We expect margins to increase due to acquisitions and do not anticipate an economic slowdown affecting demand for the GIS suite of products.

#### Revenue

When modeling we projected revenue growth segment by segment over a 5-year period, at an estimated CAGR of 2.78%. General Mills' revenue is drawn from 4 primary segments: North America Retail, International, Pet, and North America Food Service (NAFS). General Mills over the previous 5-year period has seen total revenue growth of 21.59%. This is due to acquisitions in the pet food sector with Blue Buffalo and Tysons pet food brands divisions. As well as other non-pet acquisitions (Epic, TNT Crusts) and improvements in marketing and R&D. While modeling out revenue, we anticipate that North America Retail will continue to bring in the most revenue because it is the focus of General Mills operations, R&D, and marketing. Expected individual growth at a CAGR of 2.79% for North America Retail. We also expect lots of expansion in revenue in the new pet sector, as General Mills will continue to integrate its new pet brand acquisitions into its business model. Pet was modeled to grow at a CAGR of 5.5%. We anticipate further losses in revenue in their international segment due to GIS's sale of its international brands that weren't as lucrative, as well as geopolitical disruptions in Europe. International lost a CAGR of 1%. We expect North America Food service to continue to have near-zero growth in revenue, due to a lack of acquisitions and little opportunity for growth. NAFS growth is estimated at 1%.

#### **Cost Controls**

General Mills Adjusted gross margins have increased from 34.7% to 34.9% from Q1 2022 to Q1 2023. Adjusted operating profit margins increased from 18.0% to 18.7% also between Q1 2022 and Q1 2023. Input price increases are a sector-wide problem in the food sector, with General Mills being no exception to this. Its input costs have only increased from 14% to 15% of COGS. Although further many of the input cost increases are being offset by lower SG&A, positive price mix, and General Mills HMM (Holistic Margin Management) strategy. This is also helped by lowering prices on food commodity prices from record highs in everything from cereal grains, dairy, and significant price decreases in vegetable oils from last year's highs. These price decreases can be capitalized on by General Mills with futures and forwards used to price hedging. As of 2022's annual report from May 2021 to May 2022 the dollar amount of commodity futures, swaps and options held by General Mills more than tripled. General Mills also has a competitive advantage when it comes to cost controls because of its brand premiums which keeps rising costs from cutting margins as deeply as competitors. General Mills' relationships with retail partners (Walmart, Costco) also helps drive a cost advantage. General Mills also gains a very large cost advantage over its smaller competitors with economies of scale.









#### WACC and Terminal Growth

Our self-calculated Weighted Average Cost of Capital (WACC) turned out to be to be 5.93%. At this rate, GIS is still undervalued and has an intrinsic price of \$90.33, a 10.35% upside. For the model, a 5.81% WACC was more justifiable due to the low cost of debt, which we do not see continuing due to the predicted hikes in interest rates in the coming years. Terminal Growth | GIS shows that it is a more established company and that it will grow closer to a stagnant rate. GIS stagnant growth can be lent to its maturity as a company, so it needs to grow through acquisitions. This is the reason that a 2.8% terminal growth rate was used instead of a higher value.

#### **DCF** Valuation

We derived most of our value based on a Discounted Cash Flow Model (DCF) that employs the Free Cash Flow to the Firm (FCFF) methodology when calculating our target price which produced a 10.35% upside using General Mill's last open price on 1/17/23 of \$81.86. We placed the most weight on this method due to the lack of comparable companies in their sector, although we used relative valuation as one of our supporting valuations. We utilized a 3-statement model forecasted out 10 years to estimate the future cash flow of the company along with our WACC & Terminal growth assumptions of 5.81% & 2.8% respectively.

#### **Multiples Valuation**

**Relative Valuation**| We decided to use 3 competitors for our relative analysis. Most of the companies that we used had similar segments as GIS but none of them had all the exact same segments or size of segments. These Competitors are Conagra (CAG), Kraft Heinz Co (KHC) and Kellogg (K)

**Historical Valuation** | For this valuation 3 ratios were analyzed. GIS is trading at a premium compared with its 5 Year median for General Mills P/E, P/Book, and P/Sales with median multiples of 17x, 4.31x and 2.15x, respectively. These medians are all slightly below where GIS ratios sit now. Although this shows General Mills currently trading at premium compared to its historical medians, we still find that the stability of the underlying earnings, sales and book value makes the premium pricing less prohibitive.

P/E | GIS trades at a P/E ratio of 19.6%, slightly above their peer group's average P/E ratio of 16.18%. This shows that General Mills trades at a slightly higher premium among their peer group. We believe that this high P/E ratio supports our valuation that General Mills is trading at a premium, however, they are still currently undervalued. Although the P/E ratio indicates that GIS trades at a premium when compared to its peers, we still believe that the price of GIS is undervalued because of their steady revenue growth and because they are in different markets such as pet food.

#### **Risks & Mitigation Market Risks**

#### Market Risk | M1 | Raw Materials Pricing

GIS is now exposed to wavering commodity prices. Prices overall have risen significantly since around the beginning of the pandemic and continue to increase with inflation and geopolitical instability. General Mills uses futures hedging to offset price risks. General Mills plans and hedges several years in advance to ensure competitive prices.

#### Relationship Risk | O1 | Walmart

Thirty percent of their North American retail sales and 21 total revenue comes from Walmart alone. While we acknowledge that Walmart is a great company to be partnered with, we also see this as a risk because any change in that relationship could have major effects on General Mills' revenue stream.

#### **Operational Risks**

#### **Operational Risk | O1 | Wheat Shortage**

Since the War between Russia and Ukraine started the world has seen a significant drop in wheat circulating the market, although farmers across all other nations is attempting to compensate for this loss in the global market the world is still seeing a deficit and with General Mills consuming large amounts of wheat every year for their many products this will result in a cost increase.

**Mitigation:** Earlier this summer, the U.S. Department of Agriculture instituted new policies to encourage American farmers to begin growing two crops on one piece of land, one after the other, a practice known as double-cropping. By changing insurance rules to lessen the risk of growing two crops, the USDA hopes to significantly increase the amount of wheat that U.S. farmers could grow every year, lessening the reliance on big wheat producers like Ukraine and Russia and eliminating bottlenecks.

#### Economic Risks



With the ongoing risk of rising inflation and economic recession, the demand for name brand products such as GIS could be negatively impacted. Consumers will often change their spending patterns to brands that are generic and less expensive. This is a risk to GIS as it would cause a decrease in revenue.

#### COVID-19

COVID-19 remains a concern to GIS and other competitors in the industry. Not only can supply chains be disrupted from regulations of foreign nations but future developments could also be affected in the United States. With R&D taking place at an in-person facility, the risk of delayed R&D exists if outbreaks cause lockdowns and shutdowns to businesses. COVID-19 overall has caused a slowdown in revenue for GIS.

### Appendix

A-Revenue by Segment B-Income Statement C-Balance Sheet D-Cash flow E-DCF F-Multiples Comparison G-WACC I-Works Cited

## A-Revenue by Segment

| In Millions of USD except Per Share | FY 2     | 013    | FY 2     | )14    | FY 2     | 015    | FY 2     | 016    | FY 2     | 017    | FY 2     | 018    | FY 2     | 019    | FY 2     | 020    | FY 2     | 021    | FY 2     | 022    |
|-------------------------------------|----------|--------|----------|--------|----------|--------|----------|--------|----------|--------|----------|--------|----------|--------|----------|--------|----------|--------|----------|--------|
| 12 Months Ending                    | 05/26/   | 2013   | 05/25/   | 2014   | 05/31    | 2015   | 05/29/   | 2016   | 05/28/   |        | 05/27/   | 2018   | 05/26/   | 2019   | 05/31/   | 2020   | 05/30/   | 2021   | 05/29/   | 2022   |
| Revenue                             | 17,774.1 | 100.0% | 17,909.6 | 100.0% | 17,630.3 | 100.0% | 16,563.1 | 100.0% | 15,619.8 | 100.0% | 15,740.4 | 100.0% | 16,865.2 | 100.0% | 17,626.6 | 100.0% | 18,127.0 | 100.0% | 18,992.8 | 100.0% |
| North America Retail                | -        |        | -        |        | 11,612.1 | 65.9%  | 10,936.6 | 66.0%  | 10,196.9 | 65.3%  | 10,115.4 | 64.3%  | 10,174.1 | 60.3%  | 10,978.1 | 62.3%  | 11,250.0 | 62.1%  | 11,572.0 | 60.9%  |
| U.S. Meals & Baking                 | -        |        | -        |        | 4,644.1  | 26.3%  | 4,297.3  | 25.9%  | 3,876.6  | 24.8%  | 3,865.7  | 24.6%  | 3,417.0  | 20.3%  | 3,869.3  | 22.0%  | 4,042.2  | 22.3%  | 4,023.8  | 21.2%  |
| U.S Morning Foods                   | -        |        | -        |        | -        |        | -        |        | -        |        | -        |        | 3,100.0  | 18.4%  | 3,292.0  | 18.7%  | 3,314.0  | 18.3%  | 3,370.9  | 17.7%  |
| U.S Snacks                          | -        |        | -        |        | -        |        | -        |        | -        |        | -        |        | 2,794.6  | 16.6%  | 2,919.7  | 16.6%  | 2,940.5  | 16.2%  | 3,191.4  | 16.8%  |
| Canada                              | 1,210.5  | 6.8%   | 1,195.3  | 6.7%   | 1,105.1  | 6.3%   | 929.5    | 5.6%   | 906.0    | 5.8%   | 930.0    | 5.9%   | 862.5    | 5.1%   | 897.1    | 5.1%   | 953.3    | 5.3%   | 985.9    | 5.2%   |
| U.S. Snacks                         | 1,867.6  | 10.5%  | 1,997.8  | 11.2%  | 2,134.4  | 12.1%  | 2,094.3  | 12.6%  | 2,098.2  | 13.4%  | 2,140.5  | 13.6%  | -        |        | -        |        | -        |        | -        |        |
| U.S. Cereal                         | 2,407.8  | 13.5%  | 2,410.2  | 13.5%  | 2,330.1  | 13.2%  | 2,312.8  | 14.0%  | 2,251.8  | 14.4%  | 2,251.8  | 14.3%  | -        |        | -        |        | -        |        | -        |        |
| U.S. Yogurt & Other                 | 1,369.6  | 7.7%   | 1,328.4  | 7.4%   | 1,398.4  | 7.9%   | 1,302.7  | 7.9%   | 1,064.3  | 6.8%   | 927.4    | 5.9%   | -        |        | -        |        | -        |        | -        |        |
| International                       | -        |        | -        |        | -        |        | -        |        | -        |        | _        |        | 3,540.0  | 21.0%  | 3,365.1  | 19.1%  | 3,656.8  | 20.2%  | 3,315.7  | 17.5%  |
| Pet                                 | -        |        | -        |        | -        |        | -        |        | -        |        | 0.0      |        | 1,430.9  | 8.5%   | 1,694.6  | 9.6%   | 1,732.4  | 9.6%   | 2,259.4  | 11.9%  |
| North American Foodservice          | -        |        | -        |        | -        |        | -        |        | -        |        | _        |        | 1,720.2  | 10.2%  | 1,588.8  | 9.0%   | 1,487.8  | 8.2%   | 1,845.7  | 9.7%   |
|                                     | 1        |        |          |        |          |        |          |        |          |        |          |        |          |        |          |        |          |        |          |        |

### **B-Income Statement**

| In Millions of USD except Per Sha                    | FY 2016    | FY 2017    | FY 2018    | FY 2019    | FY 2020    | FY 2021    | FY 2022    | Last 12M   | Y 2023 Est | Y 2024 Est |
|--|------------|------------|------------|------------|------------|------------|------------|------------|------------|------------|
| 12 Months Ending                                     | 05/29/2016 | 05/28/2017 | 05/27/2018 | 05/26/2019 | 05/31/2020 | 05/30/2021 | 05/29/2022 | 11/27/2022 | 05/31/2023 | 05/31/2024 |
| Revenue  | 16,563.1   | 15,619.8   | 15,740.4   | 16,865.2   | 17,626.6   | 18,127.0   | 18,992.8   | 19,367.2   | 19,875.2   | 20,324.8   |
| <ul> <li>Sales &amp; Services Revenue</li> </ul>     | 16,563.1   | 15,619.8   | 15,740.4   | 16,865.2   | 17,626.6   | 18,127.0   | 18,992.8   | 19,367.2   |            |            |
| - Cost of Revenue                                    | 10,660.5   | 9,984.5    | 10,311.6   | 11,059.8   | 11,425.4   | 11,817.7   | 12,719.4   | 12,909.9   |            |            |
| <ul> <li>Cost of Goods &amp; Services</li> </ul>     | 10,660.5   | 9,984.5    | 10,311.6   | 11,059.8   | 11,425.4   | 11,817.7   | 12,719.4   | 12,909.9   |            |            |
| Gross Profit   | 5,902.6    | 5,635.3    | 5,428.8    | 5,805.4    | 6,201.2    | 6,309.3    | 6,273.4    | 6,457.3    | 6,645.1    | 6,877.5    |
| <ul> <li>Other Operating Income</li> </ul>           | 0.0        | 0.0        | 0.0        | 0.0        | 0.0        | 0.0        | 0.0        | 0.0        |            |            |
| - Operating Expenses                                 | 3,118.9    | 2,801.3    | 2,766.2    | 2,947.4    | 3,143.2    | 3,147.5    | 3,060.1    | 3,123.8    |            |            |
| • Selling, General & Admin                           | 3,118.9    | 2,801.3    | 2,850.1    | 2,935.8    | 3,151.6    | 3,079.6    | 3,147.0    | 3,246.4    |            |            |
| <ul> <li>Research &amp; Development</li> </ul>       | · -        | -          | 0.0        | 0.0        | 0.0        | 0.0        | -          |            |            |            |
| Other Operating Expense                              | 0.0        | 0.0        | -83.9      | 11.6       | -8.4       | 67.9       | -86.9      | -122.6     |            |            |
| Operating Income (Loss)                              | 2,783.7    | 2,834.0    | 2,662.6    | 2,858.0    | 3,058.0    | 3,161.8    | 3,213,3    | 3,333.5    | 3,346.9    | 3,499.7    |
| - Non-Operating (Income) Loss                        | 303.8      | 295.1      | 284.3      | 433.9      | 353.7      | 287.4      | 266.2      | 241.9      |            |            |
| + Interest Expense, Net                              | 303.8      | 295.1      | 373.7      | 521.8      | 466.5      | 420.3      | 379.6      | 370.2      |            |            |
| + Interest Expense                                   | 311.9      | 3021       | 335.4      | 527.4      | 472.5      | 427.7      | 383.4      |            |            |            |
| - Interest Income                                    | 81         | 7.0        | 11.7       | 5.6        | 60         | 7.4        | 38         |            |            |            |
| <ul> <li>Foreign Exch (Gain) Loss</li> </ul>         | 0.0        | 0.0        | 0.0        | 0.0        | 0.0        | 0.0        | 0.0        |            |            |            |
| + (Income) Loss from Affiliates                      | 0.0        | 0.0        | -          |            | -          | _          | -          |            |            |            |
| Other Non-Op (Income) Loss                           | 0.0        | 0.0        | -89.4      | -87.9      | -112.8     | -132.9     | -113.4     | -128.3     |            |            |
| Pretaz Income (Loss), Adjusted                       | 2,479.9    | 2,538.9    | 2,378.3    | 2,424.1    | 2,704.3    | 2,874.4    | 2,947.1    | 3,091.6    | 3,042.5    | 3,168.1    |
| - Abnormal Losses (Gains)                            | 76.3       | 267.6      | 242.7      | 342.1      | 104.1      | 17.0       | -262.5     | -354.5     |            |            |
| <ul> <li>Merger/Acquisition Expense</li> </ul>       | _          | _          | 83.9       | 25.6       | -          | 9.5        | 95.2       | 37.4       |            |            |
| Abnormal Derivatives                                 | -62.8      | -13.9      | -32.1      | 36.0       | 24.7       | -138.8     | -133.1     | 102.9      |            |            |
| <ul> <li>Impairment of Intangibles</li> </ul>        | _          | _          | 96.9       | 207.4      | -          | _          | -          |            |            |            |
| + Gain/Loss on Sale/Acquisition of Bus               | -148.2     | 13.5       | -          | 30.0       | -          | 53.5       | -194.1     |            |            |            |
| + Legal Settlement                                   | _          | _          | -          | -16.2      | -          | _          | -          |            |            |            |
| + Restructuring                                      | 287.3      | 268.0      | 94.0       | 78.9       | 51.7       | 172.7      | -23.2      | -7.8       |            |            |
| + Sale of Investments                                | _          | _          | -          | -          | _          | _          | -          | 55.0       |            |            |
| <ul> <li>Unrealized Investments</li> </ul>           | _          | -          | -          | -22.8      | 8.4        | -76.4      | 14.7       | 60.2       |            |            |
| + Other Abnormal Items                               | _          | -          | -          | 3.2        | 19.3       | -3.5       | -22.0      | -147.3     |            |            |
| Pretaz Income (Loss), GAAP                           | 2,403.6    | 2,271.3    | 2,135.6    | 2,082.0    | 2,600.2    | 2,857.4    | 3,209.6    | 3,446.1    | 3,042.5    | 3,168.1    |
| <ul> <li>Income Tax Expense (Benefit)</li> </ul>     | 755.2      | 655.2      | 57.3       | 367.8      | 480.5      | 629.1      | 586.3      | 620.9      |            |            |
| <ul> <li>Current Income Tax</li> </ul>               | 634.6      | 471.3      | 561.6      | 271.8      | 510.1      | 510.3      | 524.1      |            |            |            |
| <ul> <li>Deferred Income Tax</li> </ul>              | 120.6      | 183.9      | -504.3     | 96.0       | -29.6      | 118.8      | 62.2       |            |            |            |
| <ul> <li>Tax Allowance/Credit</li> </ul>             | _          | -          | -          | -          | -          | _          | -          |            |            |            |
| - (Income) Loss from Affiliates                      | -88.4      | -85.0      | -84.7      | -72.0      | -91.1      | -117.7     | -111.7     | -94.8      |            |            |
| Income (Loss) from Cont Ops                          | 1,736.8    | 1,701.1    | 2,163.0    | 1,786.2    | 2,210.8    | 2,346.0    | 2,735.0    | 2,920.0    | 2,515.1    | 2,540.9    |
| <ul> <li>Net Extraordinary Losses (Gains)</li> </ul> | 0.0        | 0.0        | 0.0        | 0.0        | 0.0        | 0.0        | 0.0        | 0.0        |            |            |
| <ul> <li>Discontinued Operations</li> </ul>          | 0.0        | 0.0        | 0.0        | 0.0        | 0.0        | 0.0        | 0.0        | 0.0        |            |            |
| <ul> <li>XO &amp; Accounting Changes</li> </ul>      | 0.0        | 0.0        | 0.0        | 0.0        | 0.0        | 0.0        | 0.0        | 0.0        |            |            |
| Income (Loss) Incl. MI                               | 1,736.8    | 1,701.1    | 2,163.0    | 1,786.2    | 2,210.8    | 2,346.0    | 2,735.0    | 2,920.0    |            |            |
| - Minority Interest                                  | 39.4       | 43.6       | 32.0       | 33.5       | 29.6       | 6.2        | 27.7       | 11.0       |            |            |
| Net Income, GAAP                                     | 1,697.4    | 1,657.5    | 2,131.0    | 1,752.7    | 2,181.2    | 2,339.8    | 2,707.3    | 2,909.0    | 2,515.1    | 2,540.9    |
| - Preferred Dividends                                | 0.0        | 0.0        | 0.0        | 0.0        | 0.0        | 0.0        | 0.0        | 0.0        |            |            |
| - Other Adjustments                                  | 0.0        | 0.0        | 0.0        | 0.0        | 0.0        | 0.0        | 0.0        |            |            |            |
| Net Income Avail to Common, G/                       | 1,697.4    | 1,657.5    | 2,131.0    | 1,752.7    | 2,181.2    | 2,339.8    | 2,707.3    | 2,909.0    | 2,515.1    | 2,540.9    |
|  | I          |            |            | l          | I          | I          |            |            | I          |            |

### **C-Balance Sheet**

|   | S US) - Standa                      | rdized             |             |                    |                    |                    |            |               |                    |              |              |
|---|-------------------------------------|--------------------|-------------|--------------------|--------------------|--------------------|------------|---------------|--------------------|--------------|--------------|
| In Millions of USD except Per Sh                        | 10                                  | FY 2013            | FY 2014     | FY 2015            | FY 2016            | FY 2017            | FY 2018    | FY 2019       | FY 2020            | FY 2021      | FY 2022      |
| 12 Months Ending<br>Total Assets                        |                                     | 05/26/2013         | 05/25/2014  | 05/31/2015         | 05/29/2016         | 05/28/2017         | 05/27/2018 | 05/26/2019    | 05/31/2020         | 05/30/2021   | 05/28/2022   |
| + Cash. Cash Equivalents & STI                          | C&CE AND STI DE                     | 741.4              | 887.3       | 334.2              | 763.7              | 786.1              | 399.0      | 450.0         | 1.677.8            | 1.505.2      | 589.4        |
|   | BS CASH NEAR CA                     | 741.4              | 887.3       | 334.2              | 763.7              | 766.1              | 399.0      | 450.0         | 1.677.8            | 1,505.2      | 509.4        |
| + ST Investments  | BS MKT SEC OTHE                     | 0.0                | 0.0         | 0.0                | 0.0                | 0.0                | 0.0        | 0.0           | 0.0                | 0.0          | 0.0          |
| + Accounts & Notes Receiv                               | BS_ACCT_NOTE_RO                     | 1.448.4            | 1,483.6     | 1,388.7            | 1,360,8            | 1,430,1            | 1,684.2    | 1.679.7       | 1,615.1            | 1,638.5      | 1,692.1      |
|   | BS ACCTS REC EX                     | 1 448 4            | 1 483 8     | 1 388 7            | 1 380 8            | 1 430 1            | 1 684 2    | 1.679.7       | 1 815 1            | 1 638 5      | 1.692 1      |
| + Notes Receivable, Net                                 | NOTES_RECEIVABL                     | 0.0                | 0.0         | 0.0                | 0.0                | 0.0                | 0.0        | 0.0           | 0.0                | 0.0          | 0.0          |
| + Unbilled Revenues                                     | BS UNBILLED REVI                    |                    |             |                    |                    |                    |            |               | 5.0                | 12.0         | 28 1         |
| + Inventories   | BS INVENTORIES                      | 1 545 5            | 1 559 4     | 1,540.9            | 1,413.7            | 1,483.6            | 1,642.2    | 1,559.3       | 1,428.3            | 1,820.5      | 1,887.3      |
| + Raw Materials   | INVTRY_RAW_MATE                     | 403.0              | 419.0       | 390.8              | 397.3              | 395.4              | 400.0      | 434.9         | 392.2              | 411.9        | 532.0        |
| + Work in Process                                       | INVTRY_IN_PROGR                     | 0.0                | 0.0         | 0.0                | 0.0                | 0.0                | 0.0        | 0.0           | 0.0                | 0.0          | 0.0          |
| + Finished Goods  | INVTRY FINISHED                     | 1,228,7            | 1,260,2     | 1,268,6            | 1.163.1            | 1,224.3            | 1.364.2    | 1,245.9       | 1.142.6            | 1,505.9      | 1.634.1      |
| + Other Inventory                                       | BS OTHER INV                        | -88.2              | -119.8      | -118.5             | -148.7             | -138.1             | -122.0     | -121.5        | -108.5             | -08.3        | .200 4       |
| + Other ST Assets                                       | OTHER_CURRENT_                      | 565.6              | 483.2       | 523.9              | 399.0              | 381.6              | 398.3      | 497.5         | 397.1              | 778.3        | 932.3        |
| + Prepaid Expenses                                      | BS PREPAY                           | 000.0              | 403.2       | 020.0              | 300.0              | 301.0              | 000.0      | 407.0         | 194.5              | 221.7        | 213.5        |
| + Derivative & Hedging Assets                           |                                     | 0.0                | 0.0         | 0.0                | 0.0                | 0.0                | 0.0        | 0.0           | 70.6               | 37.5         | 88.1         |
| + Derivative & Hedging Assets<br>+ Assets Held-for-Sale | BS ASSETS HELD                      | 0.0                | 0.0         | 0.0                | 0.0                | 0.0                | 0.0        | 0.0           | 70.0               | 37.0         | 158.6        |
|   | BS_ASSETS_HELD_                     | 128.0              | 74.1        | 100.1              | -                  | -                  | -          | -             | -                  | -            | 108.4        |
| + Deterred Tax Assets<br>+ Misc ST Assets               | BS_OTHER_CUR_AS                     | 437.6              | 409.1       | 423.8              | 399.0              | 381.0              | 398.3      | 497.5         | 132.0              | 519.1        | 473.8        |
|   |                                     |                    |             |                    |                    |                    |            |               |                    | 5,754.5      |              |
| + Property, Plant & Equip. Net                          | BS_CUR_ASSET_RE<br>BS_NET_FIX_ASSET | 4,298.9<br>3.878.1 | 4,393.5     | 3,785.7<br>3,783.3 | 3,937.2<br>3,743.6 | 4,061.4<br>3.687.7 | 4,123.7    | 4,186.5       | 5,121.3<br>3,945.8 | 3,985.4      | 5,089.8      |
|   |                                     | 8,932,9            | 9.393.1     | 9.591.1            | 9.503.5            | 9.528.6            | 10.003.2   | 10.080.5      | 10.320.0           | 3,980.4      | 10.547.1     |
| + Property, Plant & Equip                               | BS_GROSS_FIX_AS                     |                    |             |                    |                    |                    |            |               |                    |              |              |
|   | BS_ACCUM_DEPR                       | 5,054.8            | 5,451.2     | 5,807.8            | 5,759.9            | 5,838.9            | 5,958.0    | 6,293.3       | 6,374.2            | 6,858.3      | 6,816.5      |
| + LT Investments & Receivables                          |                                     | 0.0                | 0.0         | 0.0                | 518.9              | 505.3              | 0.0        | 0.0           | 0.0                | 0.0          | 0.0          |
| + LT Investments  | BS_LONG_TERM_IN                     | -                  | -           | -                  | 518.9              | 505.3              | -          | -             | -                  | -            | -            |
|   | BS_OTHER_ASSETS                     | 14,481.0           | 14,810.3    | 14,395.5           | 13,512.6           | 13,558.2           | 22,453.1   | 22,137.5      | 21,739.6           | 22,102.0     | 22,269.1     |
| + Total Intangible Assets                               | BS_DISCLOSED_IN1                    | 13,637.3           | 13,664.8    | 13,551.9           | 13,279.8           | 13,277.6           | 21,510.1   | 21,182.8      | 21,019.0           | 21,213.0     | 21,378.4     |
| + Goodwill  | BS_GOODWILL                         | 8,622.2            | 8,650.5     | 8,874.9            | 8,741.2            | 8,747.2            | 14,085.0   | 13,995.8      | 13,923.2           | 14,082.4     | 14,378.5     |
| + Other Intangible Assets                               | OTHER_INTANGIBLE                    | 5,015.1            | 5,014.3     | 4,677.0            | 4,538.6            | 4,530.4            | 7,445.1    | 7,188.8       | 7,095.8            | 7,150.6      | 6,999.9      |
|   | BS_DERIV_&_HEDG                     | 53.6               | 37.8        | 43.3               | 39.2               | 31.4               | 48.7       | 28.6          | 61.6               | 46.1         | 144.7        |
|   | BS_PREPAID_PENS                     | 131.8              | 432.2       | 138.2              | 90.9               | 144.9              | 309.9      | 323.5         | 21.2               | 30.0         | 52.0         |
|   | BS_INVEST_IN_ASS                    | -                  | -           | -                  | -                  | -                  | 499.6      | 452.9         | 688.7              | 688.4        | 513.8        |
| + Misc LT Assets  | OTHER_NONCURRE                      | 658.3              | 675.5       | 662.1              | 102.7              | 104.3              | 88.8       | 169.9         | 71.1               | 248.5        | 180.2        |
| Total Noncurrent Assets                                 | BS_TOT_NON_CUR                      | 18,359.1           | 18,752.2    | 18,178.8           | 17,775.1           | 17,751.2           | 26,500.3   | 25,924.7      | 25,685.4           | 26,087.4     | 26,000.3     |
| lotal Assets  | BS_TOT_ASSET                        | 22,658.0           | 23,145.7    | 21,964.5           | 21,712.3           | 21,812.6           | 30,624.0   | 30,111.2      | 30,806.7           | 31,841.9     | 31,090.1     |
|   |                                     |                    |             |                    |                    |                    |            |               |                    |              |              |
| Liabilities & Shareholders' Equity                      |                                     |                    |             |                    |                    |                    |            |               |                    |              |              |
| + Payables & Accruals                                   | ACCT_PAYABLE_&_                     | 1,702.8            | 1,644.8     | 1,711.9            | 2,070.3            | 2,141.3            | 2,763.7    | 2,873.3       | 4,249.2            | 4,692.9      | 4,917.6      |
| + Accounts Payable                                      | BS_ACCT_PAYABLE                     | 1,423.2            | 1,611.3     | 1,684.0            | 2,046.5            | 2,119.8            | 2,746.2    | 2,854.1       | 3,247.7            | 3,653.5      | 3,982.3      |
| + Accrued Taxes   | BS_TAXES_PAYABLE                    | 0.0                | 0.0         | 0.0                | 0.0                | _                  | _          | _             | _                  | -            | -            |
| + Interest & Dividends Payable                          | BS_INTEREST_&_D                     | 279.6              | 33.5        | 27.9               | 23.8               | 21.5               | 17.5       | 19.2          | 20.7               | 24.1         | 25.3         |
| + Other Payables & Accruals                             | BS_ACCRUAL                          | 0.0                | 0.0         | 0.0                | 0.0                | 0.0                | 0.0        | 0.0           | 980.8              | 1,015.3      | 910.0        |
| + ST Debt   | BS_ST_BORROW                        | 2,043.0            | 2,362.3     | 1,616.2            | 1,373.2            | 1,838.8            | 3,149.9    | 2,865.2       | 2,712.5            | 2,936.3      | 2,592.3      |
| + ST Borrowings   | SHORT TERM DEB                      | 599.7              | 1,111.7     | 615.8              | 269.8              | 1,234.1            | 1.549.8    | 1,468.7       | 279.0              | 361.3        | 811.4        |
| + ST Lease Liabilities                                  | ST_CAPITALIZED LE                   | _                  | _           | _                  | _                  | _                  | _          | _             | 102.0              | 111.2        | 106.7        |
| + ST Operating Leases                                   | BS ST OPERATING                     | _                  | _           | _                  | _                  | _                  | _          | _             | 102.0              | 111.2        | 106.7        |
| + Current Portion of LT Debt                            | BS CURR PORTION                     | 1,443.3            | 1,250.6     | 1.000.4            | 1,103.4            | 604.7              | 1,600,1    | 1,396.5       | 2.331.5            | 2,463.8      | 1,674.2      |
| + Other ST Liabilities                                  | OTHER_CURRENT_                      | 1,548.1            | 1,416.4     | 1,562.0            | 1,571.2            | 1,350.7            | 1,428.3    | 1,348.6       | 529.8              | 636.6        | 510.0        |
| + Deferred Revenue                                      | ST_DEFERRED_REV                     | 0.0                | 0.0         | 0.0                | 0.0                | 0.0                | 0.0        | 0.0           | 1.2                | 0.9          | 3.0          |
| + Derivatives & Hedging                                 | BS_DERIVATIVE_&                     | 0.0                | 0.0         | 0.0                | 0.0                | 0.0                | 0.0        | 0.0           | 39.2               | 39.2         | 19.9         |
| + Misc ST Liabilities                                   | OTHER CURRENT                       | 1,548.1            | 1,416.4     | 1,562.0            | 1,571.2            | 1,350.7            | 1,428.3    | 1,348.6       | 489.4              | 596.5        | 487.1        |
| Total Current Liabilities                               | BS_CUR_LIAB                         | 5,293.9            | 5,423.5     | 4,890.1            | 5,014.7            | 5,330.8            | 7,341.9    | 7,087.1       | 7,491.5            | 8,265.8      | 8,019.9      |
| + LT Debt   | BS LT BORROW                        | 5 926 1            | 6 423 5     | 7 607 7            | 7.057.7            | 7 642 9            | 12 668 7   | 11 624 8      | 11,206.0           | 10.070.1     | 9 383 1      |
| + LT Borrowings   | LONG_TERM_BORR                      | 5.922.1            | 6.421.1     | 7,606.3            | 7.055.2            | 7,641.8            | 12,668.4   | 11,624.5      | 10.928.8           | 9,785.1      | 9.133.6      |
| + LT Lease Liabilities                                  | LT CAPITALIZED LE                   | 4.0                | 2.4         | 1.4                | 2.5                | 1.1                | 0.3        | 0.3           | 277.2              | 285.0        | 249.5        |
| + LT Finance Leases                                     | LT_CAPITAL_LEASE                    | 4.0                | 2.4         | 1.4                | 2.5                | 1.1                | 0.3        | 0.3           | 0.2                | 18           | 1.2          |
| + LT Operating Leases                                   | BS_LT_OPERATING                     | 4.0                |             |                    | ~                  |                    |            | 0.0           | 277.0              | 283.2        | 248.3        |
| + Other LT Liabilities                                  | OTHER NONCUR L                      | 3.342.0            | 3.309.2     | 3.295.1            | 3,487.2            | 3 242 5            | 3.344.8    | 3.479.9       | 3,215,1            | 3,127,9      | 2.899.1      |
| + Accrued Liabilities                                   | BS_ACCRUED_LIAB                     | 0.0                | 0.0         | 0.0                | 0.0                | 0.0                | 0.0        | 0.0           | 0.0                | 0.0          | 2,000.0      |
| + Accrued Liabilities<br>+ Pension Liabilities          | PENSION LIABILITIE                  | 315.3              | 6.2         | 493.6              | 908.6              | 533.4              | 238.6      | 459.1         | 647.0              | 254.2        | 18.0         |
| + Deferred Revenue                                      | LT DEFERRED REV                     | 0.0                | 0.0         | 493.0              | 0.0                | 0.0                | 230.6      | 459.1         | 0.0                | 254.2        | 0.0          |
| + Deferred Revenue<br>+ Deferred Tax Liabilities        | BS DEFERRED TAX                     | 1.389.1            | 1.666.0     | 1.550.3            | 1.399.6            | 1.719.4            | 2 003 8    | 2.031.0       | 1.947.1            | 2.118.4      | 2.218.3      |
| + Deterred Tax Liabilities<br>+ Derivatives & Hedging   | BS_DEFERRED_TAX<br>BS_DERIVATIVE &  | 1,389.1            | 1,666.0     | 1,550.3            | 1,399.6            | 1,719.4            | 2,003.8    | 2,031.0       | 1,947.1            | 2,118.4      | 2,218.3      |
| + Derivatives & Hedging<br>+ Misc LT Liabilities        | BS_DERIVATIVE_&_<br>OTHER_NONCURRE  | 36.2<br>1,601.4    | 28.0        | 132.5              | 44.4<br>1,134.6    | 24.4<br>965.3      | 16.1       | 17.3<br>972.5 | 621.0              | 0.0<br>755.3 | 0.0<br>662.8 |
|   |                                     |                    |             | 1,118.7            | 1,134.6            | 965.3              |            | 9/2.5         |                    |              |              |
| Total Noncurrent Liabilities                            | NON_CUR_LIAB                        | 9,268.1            | 9,732.7     |                    |                    |                    | 16,013.5   |               | 14,421.1           | 13,198.0     | 12,282.2     |
| Total Liabilities                                       | BS_TOT_LIAB2                        | 14,562.0           | 15,156.2    | 15,792.9           | 15,559.6           | 16,216.2           | 23,355.4   | 22,191.8      | 21,912.6           | 21,463.8     | 20,302.1     |
|   | BS_PFD_EQTY_&_H                     | 0.0                | 0.0         | 0.0                | 0.0                | 0.0                | 0.0        | 0.0           | 0.0                | 0.0          | 0.0          |
| + Share Capital & APIC                                  | BS_SH_CAP_AND_A                     | 1,242.1            | 1,307.3     | 1,372.2            | 1,252.5            | 1,196.4            | 1,278.0    | 1,462.2       | 1,424.1            | 1,441.0      | 1,258.4      |
| + Common Stock  | BS_COMMON_STOC                      | 75.5               | 75.5        | 75.5               | 75.5               | 75.5               | 75.5       | 75.5          | 75.5               | 75.5         | 75.5         |
| + Additional Paid in Capital                            | BS_ADD_PAID_IN_C                    | 1,166.6            | 1,231.8     | 1,296.7            | 1,177.0            | 1,120.9            | 1,202.5    | 1,386.7       | 1,348.6            | 1,365.5      | 1,182.9      |
| - Treasury Stock  | BS_AMT_OF_TSY_S                     | 3,687.2            | 5,219.4     | 6,055.6            | 6,326.6            | 7,762.9            | 7,167.5    | 6,779.0       | 6,433.3            | 6,611.2      | 7,278.1      |
| + Retained Earnings                                     | BS_PURE_RETAINE                     | 10,702.6           | 11,787.2    | 11,990.8           | 12,616.5           | 13,138.9           | 14,459.6   | 14,996.7      | 15,982.1           | 17,069.8     | 18,532.0     |
| + Other Equity  | OTHER_EQUITY_RA                     | -1,585.3           | -1,340.3    | -2,310.7           | -2,612.2           | -2,244.5           | -2,429.0   | -2,625.4      | -2,914.4           | -2,429.2     | -1,970.5     |
| Equity Before Minority Interest                         | EQTY_BEF_MINORI                     | 6,672.2            | 6,534.8     | 4,996.7            | 4,930.2            | 4,327.9            | 6,141.1    | 7,054.5       | 8,058.5            | 9,470.4      | 10,542.4     |
| + Minority/Non Controlling Inter                        | MINORITY NONCON                     | 1,423.8            | 1,454.7     | 1,174.9            | 1,222.5            | 1,268.5            | 1,127.5    | 864.9         | 835.6              | 907.7        | 245.6        |
| Total Equity  | TOTAL_EQUITY                        | 8,096.0            | 7,989.5     | 6,171.6            | 6,152.7            | 5,596.4            | 7,268.6    | 7,919.4       | 8,894.1            | 10,378.1     | 10,788.0     |
| Total Liabilities & Foulty                              | TOT_LIAB_AND_EQ                     | 22 658.0           | 23 145 7    | 21 964 5           | 21 712 3           | 21 812 6           | 30 624 0   | 30,111,2      | 30,806,7           | 31.841.9     | 31,090,1     |
|   |                                     |                    | a.u., 190.7 | 21,004.0           | a 1,1 1a.0         | 21,012.0           | 00,024.0   | 00,111.2      | 00,000.7           | 01,001.0     | 01,080.      |

### **D-Cash Flow**

| Pr 2014<br>06/2/2/2/14<br>6824-2/2/14<br>6824-2/2/2/14<br>6824-2/2/2/2/2/2/2/2/2/2/2/2/2/2/2/2/2/2/2   | PY 2015<br>0531/2015<br>1821-3<br>518.5<br>31.8<br>22-3<br>518.5<br>31.8<br>22-3<br>461.4<br>214.7<br>6.8<br>45.4<br>45.4<br>45.4<br>45.4<br>45.4<br>45.4<br>45.4<br>45 | FY 2016<br>05/2a/c015<br>1,607.4<br>606.1<br>160.2<br>89.8<br>120.6<br>-50.2<br>298.5<br>0.0<br>0.0<br>0.0<br>298.5<br>0.0<br>0.0<br>298.5<br>0.0<br>0.0<br>2764.2<br>4.4   | FY 2017<br>5/25/2017<br>1,657.5<br>603.6<br>348.3<br>95.7<br>183.9<br>68.7<br>-194.2<br>0.0<br>0.0<br>-194.2<br>0.0<br>2,415.2<br>-680.2   | FY 2018<br>5/27/2018<br>5/27/2018<br>2,131.0<br>618.8<br>-450.9<br>77.0<br>-504.3<br>-23.6<br>542.1<br>-122.7<br>15.6<br>575.3<br>73.9<br>0.0<br>2,841.0  | FY 2019<br>5/25/2019<br>1,752.7<br>620.1<br>441.7<br>84.9<br>93.5<br>263.3<br>-7.5<br>0.0<br>0.0<br>-7.5<br>0.0<br>0.0<br>-7.5<br>0.0<br>0.0<br>2,807.0  | FY 2020<br>5/31/2020<br>2,181.2<br>594.7<br>106.4<br>94.9<br>-29.6<br>41.1<br>793.9<br>37.9<br>103.1<br>392.5<br>260.4<br>0.0<br>3,676.2   | 118.8<br>-10.7<br>-155.9<br>27.9<br>-354.7<br>343.1<br>-172.2<br>0.0  | 570.3<br>-238.9<br>98.7<br>62.2<br>-399.8<br>277.4<br>-166.3<br>-85.8<br>456.7<br>72.8<br>0.0   | Last 12M<br>04/26/2022<br>2,000.3<br>556.8<br>-581.2<br>105.4<br>51.8<br>-738.4<br>457.2<br>-112.1<br>-213.0<br>541.2<br>241.1<br>0.0   |
|--|---|---|--|---|--|--|---|---|---|
| 1,8244<br>5854<br>5854<br>55<br>5<br>5<br>6<br>7<br>7<br>7<br>7<br>7<br>7<br>7<br>7<br>7<br>7<br>7<br>7<br>7<br>7<br>7   | 1,221.3<br>588.3<br>518.5<br>31.8<br>25.3<br>461.4<br>214.7<br>6.8<br>-24.2<br>145.8<br>863.3<br>0.0<br><b>2,542.8</b><br>-701.4<br>11.0<br><i>11.0</i>                 | 1,697.4<br>608.1<br>160.2<br>89.8<br>120.6<br>-50.2<br>298.5<br>0.0<br>0.0<br>0.0<br>298.5<br>0.0<br>2,764.2<br>-724.9  | 1,657.5<br>603.6<br>348.3<br>95.7<br>183.9<br>68.7<br>-194.2<br>0.0<br>0.0<br>0.0<br>-194.2<br>0.0<br>2,415.2  | 2,131.0<br>618.8<br>-450.9<br>77.0<br>-504.3<br>-23.6<br>542.1<br>-122.7<br>15.6<br>575.3<br>73.9<br>0.0  | 1,752.7<br>620.1<br>441.7<br>84.9<br>93.5<br>263.3<br>-7.5<br>0.0<br>0.0<br>0.0<br>0.0<br>0.0<br>0.0   | 2,181.2<br>594.7<br>106.4<br>94.9<br>-29.6<br>41.1<br>793.9<br>37.9<br>103.1<br>392.5<br>260.4<br>0.0  | 2,339.8<br>601.3<br>198.0<br>89.9<br>118.8<br>-10.7<br>-155.9<br>27.9<br>-354.7<br>343.1<br>-172.2<br>0.0   | 2,707.3<br>570.3<br>-238.9<br>98.7<br>62.2<br>-399.8<br>277.4<br>-166.3<br>-85.8<br>456.7<br>72.8<br>0.0  | 2,900.3<br>558.8<br>-581.2<br>105.4<br>51.8<br>-738.4<br>457.2<br>-112.1<br>-213.0<br>541.2<br>241.1  |
| 5854<br>1634<br>1725<br>5<br>483<br>7<br>7<br>7<br>7<br>7<br>7<br>7<br>7<br>7<br>7<br>7<br>7<br>7<br>7<br>7<br>7<br>7<br>7<br>7  | 588.3<br>518.5<br>31.8<br>25.3<br>461.4<br>214.7<br>6.8<br>-24.2<br>145.8<br>86.3<br>0.0<br><b>2.542.8</b><br>-701.4<br>11.0<br>11.0                                    | 608.1<br>160.2<br>80.8<br>120.6<br>-50.2<br>298.5<br>0.0<br>0.0<br>298.5<br>0.0<br>2,764.2<br>-724.9  | 603.6<br>348.3<br>95.7<br>183.9<br>68.7<br>-194.2<br>0.0<br>0.0<br>0.0<br>-194.2<br>0.0<br>2,415.2   | 618.8<br>-450.9<br>77.0<br>-504.3<br>-23.6<br>542.1<br>-122.7<br>15.6<br>575.3<br>73.9<br>0.0   | 620.1<br>441.7<br>84.9<br>93.5<br>263.3<br>-7.5<br>0.0<br>0.0<br>0.0<br>0.0<br>-7.5<br>0.0   | 594.7<br>106.4<br>94.9<br>-29.6<br>41.1<br>793.9<br>37.9<br>103.1<br>392.5<br>260.4<br>0.0   | 601.3<br>198.0<br>89.9<br>118.8<br>-10.7<br>-155.9<br>27.9<br>-354.7<br>343.1<br>-172.2<br>0.0  | 570.3<br>-238.9<br>98.7<br>62.2<br>-399.8<br>277.4<br>-166.3<br>-85.8<br>456.7<br>72.8<br>0.0   | 558.8<br>-581.2<br>105.4<br>51.8<br>-738.4<br>457.2<br>-112.1<br>-213.0<br>541.2<br>241.1   |
| 5854<br>1634<br>1725<br>5<br>483<br>7<br>7<br>7<br>7<br>7<br>7<br>7<br>7<br>7<br>7<br>7<br>7<br>7<br>7<br>7<br>7<br>7<br>7<br>7  | 588.3<br>518.5<br>31.8<br>25.3<br>461.4<br>214.7<br>6.8<br>-24.2<br>145.8<br>86.3<br>0.0<br><b>2.542.8</b><br>-701.4<br>11.0<br>11.0                                    | 608.1<br>160.2<br>80.8<br>120.6<br>-50.2<br>298.5<br>0.0<br>0.0<br>298.5<br>0.0<br>2,764.2<br>-724.9  | 603.6<br>348.3<br>95.7<br>183.9<br>68.7<br>-194.2<br>0.0<br>0.0<br>0.0<br>-194.2<br>0.0<br>2,415.2   | 618.8<br>-450.9<br>77.0<br>-504.3<br>-23.6<br>542.1<br>-122.7<br>15.6<br>575.3<br>73.9<br>0.0   | 620.1<br>441.7<br>84.9<br>93.5<br>263.3<br>-7.5<br>0.0<br>0.0<br>0.0<br>0.0<br>-7.5<br>0.0   | 594.7<br>106.4<br>94.9<br>-29.6<br>41.1<br>793.9<br>37.9<br>103.1<br>392.5<br>260.4<br>0.0   | 601.3<br>198.0<br>89.9<br>118.8<br>-10.7<br>-155.9<br>27.9<br>-354.7<br>343.1<br>-172.2<br>0.0  | 570.3<br>-238.9<br>98.7<br>62.2<br>-399.8<br>277.4<br>-166.3<br>-85.8<br>456.7<br>72.8<br>0.0   | 558.8<br>-581.2<br>105.4<br>51.8<br>-738.4<br>457.2<br>-112.1<br>-213.0<br>541.2<br>241.1   |
| 163.4<br>392<br>172.5<br>5<br>5<br>4.43<br>5<br>7<br>41.0<br>5<br>8<br>4.44<br>5<br>8<br>4.44<br>2,541.0<br>2,541.0<br>0<br>2,541.0<br>0<br>0<br>1,656.9<br>0<br>0<br>1,656.9<br>0<br>0<br>0,663.5<br>0<br>0,0<br>0,0<br>0,0<br>0,0<br>0,0<br>0,0<br>0,0<br>0,0<br>0,0 | 518.5<br>31.8<br>25.3<br>461.4<br>214.7<br>6.8<br>-24.2<br>145.8<br>86.3<br>0.0<br><b>2.542.8</b><br>-701.4<br>11.0<br><i>11.0</i>                                      | 160.2<br>89.8<br>120.6<br>-50.2<br>288.5<br>0.0<br>0.0<br>298.5<br>0.0<br>298.5<br>0.0<br>298.5<br>0.0<br>298.5<br>0.0<br>2764.2  | 348.3<br>95.7<br>183.9<br>68.7<br>-194.2<br>0.0<br>0.0<br>-194.2<br>0.0<br><b>2,415.2</b>  | -450.9<br>77.0<br>-504.3<br>-23.6<br>542.1<br>-122.7<br>15.6<br>575.3<br>73.9<br>0.0  | 441.7<br>84.9<br>93.5<br>263.3<br>-7.5<br>0.0<br>0.0<br>0.0<br>-7.5<br>0.0   | 106.4<br>94.9<br>-29.6<br>41.1<br>793.9<br>37.9<br>103.1<br>392.5<br>260.4<br>0.0  | 198.0<br>89.9<br>118.8<br>-10.7<br>-155.9<br>27.9<br>-354.7<br>343.1<br>-172.2<br>0.0   | -238.9<br>98.7<br>62.2<br>-399.8<br>277.4<br>-166.3<br>-85.8<br>456.7<br>72.8<br>0.0  | -581.2<br>105.4<br>61.8<br>-738.4<br>467.2<br>-112.1<br>-213.0<br>541.2<br>241.1  |
| AT 392<br>S 483<br>C -322<br>V 410<br>S -883<br>PA 1915<br>B -944<br>6 00<br>2,5410<br>D -6569<br>ET 6.6<br>0.0<br>0.0<br>0.0<br>0.0<br>0.0<br>0.0<br>0.0  | 31.8<br>25.3<br>461.4<br>214.7<br>6.8<br>.24.2<br>145.8<br>86.3<br>0.0<br><b>2.542.8</b><br>-701.4<br>11.0<br><i>1.0</i>  | 89.8<br>120.6<br>-50.2<br>238.5<br>0.0<br>0.0<br>238.5<br>0.0<br><b>2,764.2</b><br>-724.9   | 95.7<br>183.9<br>68.7<br>-194.2<br>0.0<br>0.0<br>-194.2<br>0.0<br>2,415.2  | 77.0<br>-504.3<br>-23.6<br>542.1<br>-122.7<br>15.6<br>575.3<br>73.9<br>0.0  | 84.9<br>93.5<br>263.3<br>-7.5<br>0.0<br>0.0<br>0.0<br>-7.5<br>0.0  | 94.9<br>-29.6<br>41.1<br>793.9<br>37.9<br>103.1<br>392.5<br>260.4<br>0.0   | 89.9<br>118.8<br>-10.7<br>-155.9<br>27.9<br>-354.7<br>343.1<br>-172.2<br>0.0  | 98.7<br>62.2<br>-399.8<br>277.4<br>-166.3<br>-85.8<br>456.7<br>72.8<br>0.0  | 105.4<br>51.8<br>-738.4<br>457.2<br>-112.1<br>-112.1<br>541.2<br>241.1  |
| 172.5<br>S. 48.3<br>C. 482.3<br>V. 41.0<br>S. 488.3<br>PA 191.5<br>B94.4<br>S. 0.0<br>2,541.0<br>D656.9<br>ET 6.6<br>D. 665.5<br>C. 6.6<br>E. 0.0<br>NL 665.5  | 25.3<br>461.4<br>214.7<br>6.8<br>.24.2<br>145.8<br>86.3<br>0.0<br><b>2.542.8</b><br>-701.4<br>11.0<br>11.0  | 120.6<br>-50.2<br>298.5<br>0.0<br>0.0<br>298.5<br>0.0<br><b>2.764.2</b><br>-724.9   | 183.9<br>68.7<br>-194.2<br>0.0<br>0.0<br>-194.2<br>0.0<br>2,415.2  | -504.3<br>-23.6<br>542.1<br>-122.7<br>15.6<br>575.3<br>73.9<br>0.0  | 93.5<br>263.3<br>-7.5<br>0.0<br>0.0<br>-7.5<br>0.0   | -29.6<br>41.1<br>793.9<br>37.9<br>103.1<br>392.5<br>260.4<br>0.0   | 118.8<br>-10.7<br>-155.9<br>27.9<br>-354.7<br>343.1<br>-172.2<br>0.0  | 62.2<br>-399.8<br>277.4<br>-166.3<br>-85.8<br>456.7<br>72.8<br>0.0  | 51.8<br>-738.4<br>457.2<br>-112.1<br>-213.0<br>541.2<br>241.1   |
| S483<br>C222<br>V -410<br>S -883<br>PA 1915<br>B -9454<br>S - 0.0<br>2,541.0<br>D -6569<br>ET 6.6<br>CC 6.6<br>E 0.0<br>NL -663.5  | 461.4<br>214.7<br>6.8<br>-24.2<br>145.8<br>86.3<br>0.0<br><b>2,542.8</b><br>-701.4<br>11.0<br>11.0  | -50.2<br>298.5<br>0.0<br>0.0<br>298.5<br>0.0<br><b>2,764.2</b><br>-724.9  | 68.7<br>-194.2<br>0.0<br>0.0<br>-194.2<br>0.0<br>2,415.2   | -23.6<br>542.1<br>-122.7<br>15.6<br>575.3<br>73.9<br>0.0  | 263.3<br>-7.5<br>0.0<br>0.0<br>0.0<br>-7.5<br>0.0  | 41.1<br>793.9<br>37.9<br>103.1<br>392.5<br>260.4<br>0.0  | -10.7<br>-155.9<br>27.9<br>-354.7<br>343.1<br>-172.2<br>0.0   | -399.8<br>277.4<br>-166.3<br>-85.8<br>456.7<br>72.8<br>0.0  | -738.4<br>457.2<br>-112.1<br>-213.0<br>541.2<br>241.1   |
| CC -322<br>V -410<br>5 -883<br>RA 1915<br>8 -984<br>5 -00<br>2,5410<br>D -6559<br>ET 6.6<br>CC 6.6<br>NL -6535   | 214.7<br>6.8<br>-24.2<br>145.8<br>86.3<br>0.0<br><b>2,542.8</b><br>-701.4<br>11.0<br>11.0   | 298.5<br>0.0<br>0.0<br>298.5<br>0.0<br><b>2,764.2</b><br>-724.9   | -194.2<br>0.0<br>0.0<br>-194.2<br>0.0<br><b>2,415.2</b>  | 542.1<br>-122.7<br>15.6<br>575.3<br>73.9<br>0.0   | -7.5<br>0.0<br>0.0<br>0.0<br>-7.5<br>0.0   | 793.9<br>37.9<br>103.1<br>392.5<br>260.4<br>0.0  | -155.9<br>27.9<br>-354.7<br>343.1<br>-172.2<br>0.0  | 277.4<br>-166.3<br>-85.8<br>456.7<br>72.8<br>0.0  | 457.2<br>-112.1<br>-213.0<br>541.2<br>241.1   |
| V -41.0<br>s -88.3<br>PA 191.5<br>B -94.4<br>5 0.0<br>2,541.0<br>D -656.9<br>ET 6.6<br>DD -656.9<br>ET 6.6<br>DD 663.5   | 6.8<br>-24.2<br>145.8<br>86.3<br>0.0<br><b>2,542.8</b><br>-701.4<br>11.0<br><i>11.0</i>   | 0.0<br>0.0<br>298.5<br>0.0<br><b>2,764.2</b><br>-724.9  | 0.0<br>0.0<br>-194.2<br>0.0<br>2,415.2   | -122.7<br>15.6<br>575.3<br>73.9<br>0.0  | 0.0<br>0.0<br>0.0<br>-7.5<br>0.0   | 37.9<br>103.1<br>392.5<br>260.4<br>0.0   | 27.9<br>-354.7<br>343.1<br>-172.2<br>0.0  | -166.3<br>-85.8<br>456.7<br>72.8<br>0.0   | -112.1<br>-213.0<br>541.2<br>241.1  |
| S -88.3<br>PA 191.5<br>B -94.4<br>S 0.0<br>2,541.0<br>C -656.9<br>ET 6.6<br>C 6.6<br>E 0.0<br>VL -663.5  | -24.2<br>145.8<br>86.3<br>0.0<br><b>2,542.8</b><br>-701.4<br>11.0<br><i>11.0</i>  | 0.0<br>0.0<br>298.5<br>0.0<br><b>2,764.2</b><br>-724.9  | 0.0<br>0.0<br>-194.2<br>0.0<br>2,415.2   | 15.6<br>575.3<br>73.9<br>0.0  | 0.0<br>0.0<br>-7.5<br>0.0  | 103.1<br>392.5<br>260.4<br>0.0   | -354.7<br>343.1<br>-172.2<br>0.0  | -85.8<br>456.7<br>72.8<br>0.0   | -213.0<br>541.2<br>241.1  |
| PA 191.5<br>B94.4<br>5 0.0<br>2,541.0<br>D -656.9<br>ET 6.6<br>5 6.6<br>E_ 0.0<br>AL -663.5  | 145.8<br>86.3<br>0.0<br><b>2,542.8</b><br>-701.4<br>11.0<br><i>11.0</i>   | 0.0<br>298.5<br>0.0<br><b>2,764.2</b><br>-724.9   | 0.0<br>-194.2<br>0.0<br><b>2,415.2</b>   | 575.3<br>73.9<br>0.0  | 0.0<br>-7.5<br>0.0   | 392.5<br>260.4<br>0.0  | 343.1<br>-172.2<br>0.0  | 456.7<br>72.8<br>0.0  | 541.2<br>241.1  |
| B -94.4<br>5 0.0<br>2,541.0<br>D -656.9<br>ET 6.6<br>CC 6.6<br>E 0.0<br>NL -663.5  | 86.3<br>0.0<br><b>2,542.8</b><br>-701.4<br>11.0<br>11.0   | 298.5<br>0.0<br><b>2,764.2</b><br>-724.9  | -194.2<br>0.0<br>2,415.2   | 73.9<br>0.0   | -7.5   | 260.4<br>0.0   | -172.2  | 72.8  | 241.1   |
| D -656.9<br>C -656.9<br>ET 6.6<br>C 6.6<br>E 0.0<br>AL -663.5  | 0.0<br><b>2,542.8</b><br>-701.4<br>11.0<br>11.0   | 0.0<br><b>2,764.2</b><br>-724.9   | 0.0<br>2,415.2   | 0.0   | 0.0  | 0.0  | 0.0   | 0.0   |   |
| 2,541.0<br>D -656.9<br>ET 6.6<br>DC 6.6<br>E 0.0<br>NL -663.5  | 2,542.8<br>-701.4<br>11.0<br>11.0   | 2,764.2   | 2,415.2  |   |  |  |   |   | 0.0   |
| D -656.9<br>ET 6.6<br>20 6.6<br>E 0.0<br>NL -663.5   | -701.4<br>11.0<br><i>11.0</i>   | -724.9  |  | 2,841.0   | 2,807.0  | 3,676.2  | 2,983.2   | 3,316.1   |   |
| ET 6.6<br>OD 6.6<br>E 0.0<br>NL -663.5   | 11.0<br>11.0  |   | -680.2   |   |  |  |   |   | 3,335.1   |
| ET 6.6<br>OD 6.6<br>E 0.0<br>NL -663.5   | 11.0<br>11.0  |   | -680.2   |   |  |  |   |   |   |
| ET 6.6<br>OD 6.6<br>E 0.0<br>NL -663.5   | 11.0<br>11.0  |   |  | -621.3  | -523.3   | -459.1   | -528.1  | -565.4  | -552.6  |
| 00 6.6<br>E0.0<br>NL -663.5  | 11.0  |   | 4.2  | -021.3  | 14.3   | 1.7  | 2.7   | 3.3   | -332.0  |
| E0.0<br>NL -663.5  |   | 4.4   | 4.2  | 1.4   | 14.3   | 1.7  | 2.7   | 3.3   | 3.0   |
| AL -663.5  |   | 0.0   | 0.0  | 0.0   | 0.0  | 0.0  | 0.0   | 0.0   | 0.0   |
|  | -712.4  | -729.3  | -684.4   | -622.7  | -537.6   | -460.8   | -530.8  | -568.7  | -555.6  |
|  | -712.4  | -729.3  | -684.4   | -622.7  | -537.6   | -460.8   | -530.8  | -568.7  | -555.6  |
| A 0.0  | 0.0   | 0.0   | 0.0  | 0.0   | 0.0  | 0.0  | 0.0   | 0.0   | 0.0   |
| AI 0.0   | 0.0   | 0.0   | 0.0  | 0.0   | 0.0  | 0.0  | 0.0   | 0.0   | 0.0   |
| 0.0  | 0.0   | 0.0   | 0.0  | 0.0   | 0.0  | 0.0  | 0.0   | 0.0   | 0.0   |
| 0.0  | 0.0   | 0.0   | 0.0  | 0.0   | 0.0  | 0.0  | 0.0   | 0.0   | 0.0   |
| AC 121.6   | -822.3  | 744.5   | 17.5   | -8.035.8  | 26.4   | 0.0  |   |   | 430.0   |
| S 121.6  | 0.0   | 828.5   | 17.5   | 0.0   | 26.4   | 0.0  |   |   | 684.8   |
|  |   |   |  |   |  |  |   |   | -254.8  |
|  |   |   |  |   | 0.0  |  |   |   | 0.0   |
|  |   |   |  |   | .59.6  |  |   |   | -4.4  |
|  | 0.0   | 0.0   | 0.0  | 0.0   | 0.0  | 0.0  | 0.0   | 0.0   | 0.0   |
| -561.8   | -1,602.2  | 93.4  | -646.9   | -8,685.4  | -556.5   | -486.2   | -512.8  | -1,690.7  | -127.0  |
|  |   |   |  |   |  |  |   |   |   |
| .003 3   | -1017.7   | -10717  | -1 135 4   | -1 130 7  | -1 191 7   | -1 195 9   | 1 245 4   | 4 244 5   | -1.257.2  |
|  |   |   |  |   |  |  |   |   | -1,257.2  |
|  |   |   |  |   |  |  |   |   | -866.6  |
|  |   |   |  |   |  |  |   |   | 1.353.0   |
|  |   |   |  |   |  |  |   |   | -1,666,1  |
|  |   |   |  |   |  |  |   |   | -1,008.2  |
|  |   |   |  |   |  |  |   |   | -1,008.2  |
|  |   |   |  |   |  |  |   |   | -1.227.5  |
|  |   |   |  |   |  |  |   |   | -1,227.5<br>-175.3  |
|  |   |   |  |   |  |  |   |   | -175.3  |
| -1,824.1   | -1,384.8  | -2,420.0  | -1,747.4   | 5,445.5   | -2,176.4   |  |   |   | -3,307.3  |
| -29.2  | -88.9   | -8.1  | -18.5  | 31.8  | -23.1  | -20.7  | 72.5  | -58.0   | -60.4   |
| 125.9  | -533.1  | 429.5   | 2.4  | -367.1  | 51.0   | 1,227.8  | -172.6  | -935.8  | -159.6  |
|  |   |   |  |   |  |  |   |   |   |
|  |   |   |  |   |  |  |   |   | 521.2   |
| 288.3  | 305.3   | 292.0   | 285.8  | 269.5   | 500.1  | 418.5  | 412.5   |   | 343.1   |
|  | -561.8<br>DE 801.1<br>CP 572.9<br>AL 1.673.0<br>AL -1.4448<br>-1.745.7<br>0.0<br>-1.740.0<br>0.0<br>-1.824.1<br>AN -22.2  | JRE 0.0 0.0<br>LINE 0.0 0.0<br>ED 0.0 0.0<br>-661.8 -1.602.2<br>CR 0.11 0.07.7<br>CR 0.11.1 0.07.7<br>CR 0.72.9 -202.8<br>AL 1.673.0 2.253.2<br>AL 1.673.0 -2.253.2<br>AL 1.673.0 -2.253.2<br>AL 1.674.448 -1.1463.9<br>-1.745.3 -1.161.9<br>-7.452.4 -1.418.4<br>AL 1.745.3 -1.161.9<br>-7.452.4 -1.418.4<br>AL 1.418.4<br>AL 1.418. | JR         0.0         0.0         0.0           0.4         26.5         -76.5         778.8           ED         0.0         0.0         0.0           983.3         -1.017.7         -1.017.7           CH         807.2         93.4           CH         807.2         -20.8           CH         807.2         -20.8           L         1.077.4         -20.25           L         1.167.2         -20.25           L         1.167.4         -1.402.4           -1.167.7         -20.25         -44.4           -1.167.8         -4.00.4         -1.00.4           DE         -1.167.4         -1.161.3           -1.724.3         -1.161.3         -0.07           -1.724.3         -1.161.9         -0.01           D         0.0         0.0         0.0           P         -1.224.4         -1.384.8         -2.420.0           AN         -22.2         -88.9         -8.1           125.9         -63.3.1         429.5           797.2         642.6         533.8 | JR         0.0         0.0         0.0         0.0           JR         0.0         0.0         0.0         0.0           LO         0.0         0.0         0.0         0.0           JR         15.0         0.0         0.0         0.0           JR         1.5022         93.4         468.9           JR         1.9017         1.131         1.131           JR         1.9017         1.0717         1.135           JR         1.9017         1.0717         1.135           JR         1.0717         1.0345         662.4           GT         5.251.8         662.4         1.0326           L         1.444.8         -1.145.1         1.0046         1.0006           L         1.444.8         -1.145.1         1.0004         1.0005           L         1.444.8         -1.161.9         4.007         1.015.1           JR         1.444.8         4.2420         1.027.1         1.125.1           JR         1.484.8         4.2420         1.247.4           L         1.128.4         1.384.8         2.420.0         1.214.1           L         1.248.1         1.384.8         2.4 | JR         0.0 | JR         OL         OL< | JR         O.O.         D.O.         D | JR         DC         DC <thdc< th="">         DC         DC         DC<!--</td--><td>JR         O.O.         D.O.         D</td></thdc<> | JR         O.O.         D.O.         D |

### E-DCF

| Name                          | General Mills                               |
|-------------------------------|---|
| Ticker                        | GIS   |
| Sector                        | Food  |
| Industry                      | obal Manufacturer of Branded Costomer Goods |
| Current Share Price           | \$ 81.86                                    |
| Upside/Downside DCF           | 10.35%                                      |
| Upside/Downside Avg           | 10.35%                                      |
| baseline terminal value (CFs) | 65,079                                      |
| terminal growth rate          | 3.00%                                       |
| Terminal value (NOPAT)        | 63,472.29                                   |
| discount rate                 | 5.81%                                       |
| Next Fiscal Year              | 5/31/2023                                   |
| Current Date                  | 1/17/2023                                   |
|                               |   |
|                               |   |
| growth phase discount rate    | 5.81%                                       |
| mature discount rate          | 5.81%                                       |
| market value                  | 51,596                                      |
| DCF value                     | 54,581                                      |
| Upside/Downside DCF           | 5.78%                                       |

## **F-Multiples Comparison**

| Ticker              | Name               | Mkt Cap (USD) | EV       | EV/EBITDA | EV/EBITDA FY1 | EV/EBITDA FY2 | P/E   | P/E FY1 | P/E FY2 | P/FCF | <b>Dividend Yield</b> |
|---------------------|--------------------|---------------|----------|-----------|---------------|---------------|-------|---------|---------|-------|-----------------------|
| None (4 securities) |                    |               |          |           |               |               |       |         |         |       |                       |
| Median              | Median             | 36851.21      | 46203.71 | 14.08     | 12.97         | 12.45         | 17.36 | 16.37   | 16.22   | 20.04 | 3.24                  |
| GIS US Equity       | GENERAL MILLS INC  | 49556.78      | 60903.78 | 15.65     | 15.51         | 14.87         | 19.99 | 20.30   | 19.32   | 20.68 | 2.53                  |
| K US Equity         | KELLOGG CO         | 24145.64      | 31503.64 | 14.67     | 13.48         | 12.95         | 19.12 | 17.10   | 17.09   | 19.40 | 3.31                  |
| KHC US Equity       | KRAFT HEINZ CO/THE | 51851.29      | 71119.29 | 12.23     | 12.03         | 11.77         | 14.47 | 15.63   | 15.35   | 14.61 | 3.78                  |
| CAG US Equity       | CONAGRA BRANDS INC | 19274.61      | 29075.41 | 13.48     | 12.46         | 11.94         | 15.60 | 15.16   | 14.28   | 23.76 | 3.18                  |
|                     |                    |               |          |           |               |               |       |         |         |       |                       |

### **G-WACC**

| Hain Celestial Group       0.62       1,021.2       41.6%       -       -       1,430.8       58.4%       20.7%       0.40       1.437231       1.292944         J.M. Smucker       0.48       4,713.9       22.2%       -       -       16,564.2       77.8%       13.5%       0.39       1.432032       1.282744         Mondelez International A       0.78       22,187.0       19.7%       -       -       10,087.6       77.1%       14.7%       0.38       1.084375       1.592129         Campbell Soup       0.47       5,087.0       22.9%       -       -       17,087.6       77.1%       14.47%       0.38       1.084375       1.592129       0.9707150         Conagra Brands       0.61       9,042.2       33.2%       -       -       1.8216.5       66.8%       19.5%       0.43       0.956229       0.9707150         Median:       0.60       \$ 6,181.5       23.0%       \$       -       -       \$       1.05844       1.039167.0         Levered       0.47       11.562       18.30%       \$       -       -       \$\$51,566       81.70%       14.60%       0.39       0.50       1.058444       1.039157         Levered       Beta  | WACC Analysis   |   |  |                          |                            |                       |   |                   |                    |  |          |            |
|--|---|---|--|--------------------------|----------------------------|-----------------------|---|-------------------|--------------------|--|----------|------------|
| Bits AF-Res         Image         3.70%         5.35%         Image  | (\$ USD in Millions Except Per Share A  | mounts in USD   | as Stated)   |                          |                            |                       |   |                   |                    |  |          |            |
| Bits AF-Res         Image         3.70%         5.35%         Image  | Dissount Data Calculations Assume   | tions   |  |                          |                            |                       |   |                   |                    |  |          |            |
| Entry Remain         Image         S.36%         Image   |   | cions.  |  | 3 70%                    |                            |                       |   |                   |                    |  |          |            |
| Pro-Tax Cost of Debt:         Cost of Preferred Stock:         Cost of Pr  |   |   |  |                          |                            |                       |   |                   |                    |  |          |            |
| Coat of Preferred Stock:         - <td></td>   |   |   |  |                          |                            |                       |   |                   |                    |  |          |            |
| Constrained Comparise - Unlevered<br>Levered         Image of the Calculation:<br>Levered         Preferred         Equity         Tak Rate         Beta         Open of the Calculation:<br>Levered         Unlevered         Btta         Open of the Calculation:<br>Levered         Unlevered         Btta         Open of the Calculation:<br>Levered         Unlevered         Btta         Open of the Calculation:<br>Levered         Stock         % Preferred         Levered         Tak Rate         Beta         Bita         Bita <thb< td=""><td></td><td></td><td></td><td></td><td></td><td></td><td></td><td></td><td></td><td></td><td></td><td></td></thb<>   |   |   |  |                          |                            |                       |   |                   |                    |  |          |            |
| Name         Delt         Yeader of<br>Stack         Stack         NPreferred<br>Stack         Verferred<br>Value         Verferred<br>Stack         Verferred<br>Value         Verferred<br>Stack         Verferred<br>Value         Verfere  | cost of Freierred Stock.  |   |  | _                        |                            |                       |   |                   |                    |  |          |            |
| Name         Beta         O.bet         % Debt         Stock         % Preferred         Value         % Equity         Tax Rate         Beta         0         % Preta           Kellogg         0.59         \$         7.76.0         23.0%         \$         -         \$ 24,229         77.6%         10.01.2         0.09938         0.099838           J.M. Smucker         0.48         4,713         22.28         -         -         10.564.2         77.8%         13.5%         0.39         1.42203         1.282144           J.M. Smucker         0.48         4,713.3         22.28%         -         -         10.084.5         66.8%         19.5%         0.38         1.44%         0.05         1.084837         1.088437         1.088437         1.088437         1.088437         1.088437         1.088437         0.058252         0.070715         0.47%         0.47         0.08825         0.070715         0.47%         0.47         0.088254         0.070715         0.070715         0.070715         0.070715         0.088297         0.058292         0.070715         0.088297         0.058292         0.070715         0.088297         0.058292         0.0713902         0.0713902         0.0713902         0.059292         0.037299         0   | Comparable Companies - Unlevered  | Beta Calculation  | 1:   |                          |                            |                       |   |                   |                    |  |          |            |
| Kellogg       0.59       \$       7,77.00       23.0%       \$       -       -       \$       24,329.9       77.0%       13.9%       0.47       0.99759       0.99838         I.M. Smucker       0.48       4,713.9       22.2%       -       -       1,43.08       58.4%       20.7%       0.40       1,4372.1       1.29274         Mondelez Intravitorial A       0.78       22,187.0       19.7%       -       -       90,349.3       80.3%       19.4%       0.65       1.0421.65       1.282774         Campbell Soup       0.47       5,087.0       22.3%       -       -       11,087.6       77.1%       14.4%       0.38       1.183775       1.5521.29       0.970715       0.59272.0       0.970715       0.59272.0       0.970715       0.9522.20       0.970715       0.9522.20       0.970715       0.9522.20       0.970715       0.9522.20       0.970715       0.9522.20       0.970715       0.9522.20       0.970715       0.9522.20       0.970715       0.9522.20       0.970715       0.9522.20       0.970715       0.9522.20       0.970715       0.9522.20       0.970715       0.9522.20       0.970715       0.9522.20       0.970715       0.9522.20       0.971390       0.9572.20       0.971390       0.9  |   | Levered   |  |                          | Preferred                  |                       | Equity                                    |                   |                    | Unlevered  |          |            |
| Hain Cestal al Group       0.62       1.021.2       41.6%       -       -       1.430.8       58.4%       20.7%       0.40       1.1437231       1.232944         Mondelez International A       0.78       22.187.0       19.7%       -       -       1.556.2       77.8%       13.3%       0.39       1.1437231       1.232944         Mondelez International A       0.78       22.187.0       19.7%       -       -       90,349.3       80.3%       19.4%       0.65       1.084836       1.056940         Campbell Soup       0.47       5.087.0       22.3%       -       -       17.087.6       77.1%       14.7%       0.38       1.88377       1.959129       0.9713002       0.971302       0.971302<   | Name  | Beta  | Debt   | % Debt                   | Stock                      | % Preferred           | Value                                     | % Equity          | Tax Rate           | Beta   | 3Y beta  | Blume beta |
| J.M. Smoker       0.48       4,713.9       22.2%       -       -       16,564.2       77.8%       13.5%       0.39       1.42052       1.282774         Mondelez International A       0.78       22,187.0       19.7%       -       -       90,349.3       80.3%       19.4%       0.65       1.084866       1.084866       1.084866       1.084866       1.084866       1.084866       1.084866       1.084866       0.55629       0.77156       0.43       0.956292       0.9701300       0.5529       0.9701300       0.5529       0.9701300       0.5529       0.9701300       0.5529       0.9701300       0.5529       0.971300       0.5529       0.971300       0.5529       0.971300       0.5529       0.971300       0.5529       0.971300       0.5529       0.971300       0.5529       0.971300       0.5529       0.971300       0.5529       0.971300       0.5529       0.971300       0.5529       0.971300       0.5529       0.971300       0.5529       0.971300       0.5529       0.971300       0.552       0.971300       0.552       0.971300       0.552       0.971300       0.552       0.971300       0.52       0.971300       0.52       0.971300       0.52       0.971300       0.52       0.971300       0.552       <   | Kellogg   | 0.59  | \$ 7,276.0   | 23.0%                    | \$-                        | -                     | \$ 24,329.9                               | 77.0%             | 13.9%              | 0.47   | 0.99759  | 0.998385   |
| Mondelizi international A       0.78       22,187.0       19.7%       -       -       90,349.3       80.3%       19.4%       0.65       1.084336       1.05212       1.0718       0.43       0.0956229       0.070130       0.070130       0.058       1.08436       1.08436       0.085856       0.071306       0.11       0.042       1       0.05824       0.0731303       0.0731303       0.0741303       0.042       0.05824       0.0731303       0.074       0.16844       1.039157       0.0741303       0.042       0.05824       0.0741303       0.042       0.05824       0.05824       0.0741303       0.05844       0.  | Hain Celestial Group  | 0.62  |  | 41.6%                    | -                          | -                     |   | 58.4%             | 20.7%              | 0.40   | 1.437231 | 1.2929447  |
| Campbell Soup       0.47       5,087.0       22.9%       -       -       17,087.6       77.1%       14.7%       0.38       0       1893775       1592120         Conagra Brands       0.61       9,042.2       33.2%       -       -       18,216.5       66.8%       19.5%       0.43       0.58224       0.9707155         Conagra Brands       0.60       \$ 6,181.5       23.0%       -       -       \$       17,652.1       77.0%       17.1%       0.43       0.58224       0.9707155         Median:       0.60       \$ 6,181.5       23.0%       \$       -       -       \$       17,652.1       77.0%       17.1%       0.42       0       1       0.9713903         General Mills       0.47       11,552       18.30%       \$       0.00%       \$51,596       81.70%       14.60%       0.42       10.058444       1.039157         Levered Beta & WACC Calculation:       -       -       50.00%       \$       6.00%       \$51,596       81.70%       14.60%       0.50       0       0       10.058444       1.039157         Levered Beta & WACC Calculation:       -       -       48,643.7       77.0%       17.10%       0.52       0       0 <t< td=""><td>J.M. Smucker</td><td>0.48</td><td>4,713.9</td><td>22.2%</td><td>-</td><td>-</td><td>16,564.2</td><td>77.8%</td><td>13.5%</td><td>0.39</td><td>1.422052</td><td>1.2827748</td></t<>   | J.M. Smucker  | 0.48  | 4,713.9  | 22.2%                    | -                          | -                     | 16,564.2                                  | 77.8%             | 13.5%              | 0.39   | 1.422052 | 1.2827748  |
| Conagra Brands       0.61       9,042.2       33.2%       -       -       18,216.5       66.8%       19.5%       0.43       2       0.956292       0.970715         Conagra Brands       0.61       9,042.2       33.2%       -       -       18,216.5       66.8%       19.5%       0.43       2       0.956292       0.970715         Median:       0.60       \$ 6,181.5       23.0%       \$       -       \$       17,652.1       77.0%       17.1%       0.42       0.957299       0.971390         Median:       0.60       \$ 6,181.5       23.0%       \$       -       \$       17,652.1       77.0%       17.1%       0.42       0.971390       0.971390         General Mills       0.47       11,562       18.30%       \$       0.00%       \$\$51,596       81.7%       14.60%       0.39       2       0       0.971390         Levered Beta & WACC Calculation:       Levered       Levered       Levered       Levered       2       0.00%       0.971390       0.971390       0.971390       0.971390       0.971390       0.971390       0.971390       0.971390       0.971390       0.971390       0.971390       0.971390       0.971390       0.971390       0.971390 <td>Mondelez International A</td> <td>0.78</td> <td>22,187.0</td> <td>19.7%</td> <td>-</td> <td>-</td> <td>90,349.3</td> <td>80.3%</td> <td>19.4%</td> <td>0.65</td> <td>1.084836</td> <td></td>   | Mondelez International A  | 0.78  | 22,187.0   | 19.7%                    | -                          | -                     | 90,349.3                                  | 80.3%             | 19.4%              | 0.65   | 1.084836 |            |
| Construction       Construction <td< td=""><td>Campbell Soup</td><td>0.47</td><td>5,087.0</td><td>22.9%</td><td>-</td><td>-</td><td>17,087.6</td><td>77.1%</td><td>14.7%</td><td>0.38</td><td>1.883775</td><td>1.5921292</td></td<>  | Campbell Soup   | 0.47  | 5,087.0  | 22.9%                    | -                          | -                     | 17,087.6                                  | 77.1%             | 14.7%              | 0.38   | 1.883775 | 1.5921292  |
| Image: Control (Control (Contor (Control (Control (Control (Control (Co  | Conagra Brands  | 0.61  | 9,042.2  | 33.2%                    | -                          | -                     | 18,216.5                                  | 66.8%             | 19.5%              | 0.43   | 0.956292 | 0.9707156  |
| And and an analysis       0.60       \$ 6,181.5       23.0%       \$ -       -       \$ 17,652.1       77.0%       17.1%       0.42       0.95729       0.971380         General Mills       0.47       11,562       18.30%       \$ -       -       \$ 17,652.1       77.0%       17.1%       0.42       0.47       1.05844       1.039157         General Mills       0.47       11,562       18.30%       \$ -       0.00%       \$51,596       81.7%       14.60%       0.42       0   |   |   |  |                          |                            |                       |   |                   |                    |  | 0.588254 | 0.7241301  |
| Median:         0.60         6,618.15         23.0%         5         -         5         17,652.1         77.0%         17.1%         0.42         1         1         0.60         6,081.5         23.0%         5         -         5         17,652.1         77.0%         17.1%         0.42         1         1         0.42         1         1         0.42         1         0.47         11,562         18.30%         5         0.00%         \$51,596         81.70%         14.60%         0.39         2         0         0         0         0         0         0         0         0         0.00%         \$51,596         81.70%         14.60%         0.39         2         0  |   |   |  |                          |                            |                       |   |                   |                    |  | 1        |            |
| General Mills         0.47         11,562         18.30%         \$-         0.00%         \$51,596         81.70%         14.60%         0.39         1.058444         1.039157           Levered Beta & WACC Calculation:         Unlevered         Preferred         Equity         Levered         I<  |   |   |  |                          |                            |                       |   |                   |                    |  | 0.957299 | 0.9713903  |
| Levered Beta & WACC Calculation:<br>Unlevered<br>Beta<br>Debt<br>Vi Debt<br>Stock<br>Vi Preferred<br>Debt<br>Vi Debt<br>Stock<br>Vi Preferred<br>Value<br>Stock<br>Value<br>Value<br>Value<br>Value<br>Value<br>Value<br>Value<br>Value<br>Value<br>Value<br>Value<br>Value<br>Value<br>Value<br>Value<br>Value<br>Value<br>Value<br>Value<br>Value<br>Value<br>Value<br>Value<br>Value<br>Value<br>Value<br>Value<br>Value<br>Value<br>Value<br>Value<br>Value<br>Value<br>Value<br>Value<br>Value<br>Value<br>Value<br>Value<br>Value<br>Value<br>Value<br>Value<br>Value<br>Value<br>Value<br>Value<br>Value<br>Value<br>Value<br>Value<br>Value<br>Value<br>Value<br>Value<br>Value<br>Value<br>Value<br>Value<br>Value<br>Value<br>Value<br>Value<br>Value<br>Value<br>Value<br>Value<br>Value<br>Value<br>Value<br>Value<br>Value<br>Value<br>Value<br>Value<br>Value<br>Value<br>Value<br>Value<br>Value<br>Value<br>Value<br>Value<br>Value<br>Value<br>Value<br>Value<br>Value<br>Value<br>Value<br>Value<br>Value<br>Value<br>Value<br>Value<br>Value<br>Value<br>Value<br>Value<br>Value<br>Value<br>Value<br>Value<br>Value<br>Value<br>Value<br>Value<br>Value<br>Value<br>Value<br>Value<br>Value<br>Value<br>Value<br>Value<br>Value<br>Value<br>Value<br>Value<br>Value<br>Value<br>Value<br>Value<br>Value<br>Value<br>Value<br>Value<br>Value<br>Value<br>Value<br>Value<br>Value<br>Value<br>Value<br>Value<br>Value<br>Value<br>Value<br>Value<br>Value<br>Value<br>Value<br>Value<br>Value<br>Value<br>Value<br>Value<br>Value<br>Value<br>Value<br>Value<br>Value<br>Value<br>Value<br>Value<br>Value<br>Value<br>Value<br>Value<br>Value<br>Value<br>Value<br>Value<br>Value<br>Value<br>Value<br>Value<br>Value<br>Value<br>Value<br>Value<br>Value<br>Value<br>Value<br>Value<br>Value<br>Value<br>Value<br>Value<br>Value<br>Value<br>Value<br>Value<br>Value<br>Value<br>Value<br>Value<br>Value<br>Value<br>Value<br>Value<br>Value<br>Value<br>Value<br>Value<br>Value<br>Value<br>Value<br>Value<br>Value<br>Value<br>Value<br>Value<br>Value<br>Value<br>Value<br>Value<br>Value<br>Value<br>Value<br>Value<br>Value<br>Value<br>Value<br>Value<br>Value<br>Value<br>Value<br>Value<br>Value<br>Value<br>Value<br>Value<br>Value<br>Value<br>Value<br>Value<br>Value<br>Value<br>Value<br>Value<br>Value<br>Value<br>Value<br>Value<br>Value<br>Value<br>Value<br>Value<br>Value<br>Value<br>Value<br>Value<br>Value<br>Value<br>Value<br>Value<br>Value<br>Value<br>Value<br>Value<br>Value<br>Value<br>Value<br>Value<br>Value<br>Value<br>Value<br>Value<br>Value<br>Value<br>Value<br>Value<br>Value<br>Value<br>Value<br>Value<br>Value<br>Value<br>Value<br>Value<br>Value<br>Value | Median:   | 0.60  | \$ 6,181.5   | 23.0%                    | \$-                        | -                     | \$ 17,652.1                               | 77.0%             | 17.1%              | 0.42   |          |            |
| Levered Beta & WACC Calculation:<br>Unlevered<br>Beta<br>Debt<br>Vi Debt<br>Stock<br>Vi Preferred<br>Debt<br>Vi Debt<br>Stock<br>Vi Preferred<br>Value<br>Stock<br>Value<br>Value<br>Value<br>Value<br>Value<br>Value<br>Value<br>Value<br>Value<br>Value<br>Value<br>Value<br>Value<br>Value<br>Value<br>Value<br>Value<br>Value<br>Value<br>Value<br>Value<br>Value<br>Value<br>Value<br>Value<br>Value<br>Value<br>Value<br>Value<br>Value<br>Value<br>Value<br>Value<br>Value<br>Value<br>Value<br>Value<br>Value<br>Value<br>Value<br>Value<br>Value<br>Value<br>Value<br>Value<br>Value<br>Value<br>Value<br>Value<br>Value<br>Value<br>Value<br>Value<br>Value<br>Value<br>Value<br>Value<br>Value<br>Value<br>Value<br>Value<br>Value<br>Value<br>Value<br>Value<br>Value<br>Value<br>Value<br>Value<br>Value<br>Value<br>Value<br>Value<br>Value<br>Value<br>Value<br>Value<br>Value<br>Value<br>Value<br>Value<br>Value<br>Value<br>Value<br>Value<br>Value<br>Value<br>Value<br>Value<br>Value<br>Value<br>Value<br>Value<br>Value<br>Value<br>Value<br>Value<br>Value<br>Value<br>Value<br>Value<br>Value<br>Value<br>Value<br>Value<br>Value<br>Value<br>Value<br>Value<br>Value<br>Value<br>Value<br>Value<br>Value<br>Value<br>Value<br>Value<br>Value<br>Value<br>Value<br>Value<br>Value<br>Value<br>Value<br>Value<br>Value<br>Value<br>Value<br>Value<br>Value<br>Value<br>Value<br>Value<br>Value<br>Value<br>Value<br>Value<br>Value<br>Value<br>Value<br>Value<br>Value<br>Value<br>Value<br>Value<br>Value<br>Value<br>Value<br>Value<br>Value<br>Value<br>Value<br>Value<br>Value<br>Value<br>Value<br>Value<br>Value<br>Value<br>Value<br>Value<br>Value<br>Value<br>Value<br>Value<br>Value<br>Value<br>Value<br>Value<br>Value<br>Value<br>Value<br>Value<br>Value<br>Value<br>Value<br>Value<br>Value<br>Value<br>Value<br>Value<br>Value<br>Value<br>Value<br>Value<br>Value<br>Value<br>Value<br>Value<br>Value<br>Value<br>Value<br>Value<br>Value<br>Value<br>Value<br>Value<br>Value<br>Value<br>Value<br>Value<br>Value<br>Value<br>Value<br>Value<br>Value<br>Value<br>Value<br>Value<br>Value<br>Value<br>Value<br>Value<br>Value<br>Value<br>Value<br>Value<br>Value<br>Value<br>Value<br>Value<br>Value<br>Value<br>Value<br>Value<br>Value<br>Value<br>Value<br>Value<br>Value<br>Value<br>Value<br>Value<br>Value<br>Value<br>Value<br>Value<br>Value<br>Value<br>Value<br>Value<br>Value<br>Value<br>Value<br>Value<br>Value<br>Value<br>Value<br>Value<br>Value<br>Value<br>Value<br>Value<br>Value<br>Value<br>Value<br>Value<br>Value<br>Value<br>Value<br>Value<br>Value<br>Value<br>Value<br>Value<br>Value<br>Value<br>Value<br>Value<br>Value<br>Value<br>Value<br>Value |   |   |  |                          |                            |                       |   |                   |                    |  |          |            |
| Unlevered         Debt         % Debt         Stock         % Preferred         Unlue         % Equity         Tax Rate         Deta         Deta         Stock         % Preferred         Value         % Equity         Tax Rate         Deta         Deta         Deta         Stock         % Preferred         Value         % Equity         Tax Rate         Deta         Deta         Deta         Deta         Stock         % Preferred         Value         % Equity         Tax Rate         Deta         Deta         Deta         Deta         Stock         % Preferred         Value         % Equity         Tax Rate         Deta         Deta         Deta         Stock         % Preferred         Stock         % Preferred         % Stock         % Preferred         % Stock         % Preferred         % Stock         % Preferred         % Stock         % Stock         % Preferred         % Preferred  |   |   |  |                          |                            |                       |   |                   |                    |  |          |            |
| Unlevered         Debt         % Debt         Stock         % Preferred         Unlue         % Equity         Tax Rate         Deta         Deta         Stock         % Preferred         Value         % Equity         Tax Rate         Deta         Deta         Deta         Stock         % Preferred         Value         % Equity         Tax Rate         Deta         Deta         Deta         Deta         Stock         % Preferred         Value         % Equity         Tax Rate         Deta         Deta         Deta         Deta         Stock         % Preferred         Value         % Equity         Tax Rate         Deta         Deta         Deta         Stock         % Preferred         Stock         % Preferred         % Stock         % Preferred         % Stock         % Preferred         % Stock         % Preferred         % Stock         % Stock         % Preferred         % Preferred  | General Mills   | 0.47  | 11,562   | 18.30%                   | \$-                        | 0.00%                 | \$51,596                                  | 81.70%            | 14.60%             | 0.39   | 1.058444 | 1.0391574  |
| Beta         Debt         % Debt         Stock         % Preferred         Value         % Equity         Tax Rate         Beta         I  |   | 0.47  | 11,562   | 18.30%                   | \$-                        | 0.00%                 | \$51,596                                  | 81.70%            | 14.60%             | 0.39   | 1.058444 | 1.0391574  |
| Current Capital Structure:       0.42       \$11,561.9       18.3%       \$ -       -       \$\$1,596.1       81.7%       14.60%       0.50         "Optimal" Capital Structure:       0.42       14,514.2       23.0%       -       -       48,643.7       77.0%       171.0%       0.52       -       -       -       48,643.7       77.0%       171.0%       0.52       -<  | General Mills<br>Levered Beta & WACC Calculation:   |   | 11,562   | 18.30%                   |                            | 0.00%                 |   | 81.70%            | 14.60%             |  | 1.058444 | 1.0391574  |
| "Optimal" Capital Structure:       0.42       14,514.2       23.0%       -       -       48,643.7       77.0%       17.10%       0.52       2       0  |   | Unlevered   |  |                          | Preferred                  |                       | Equity                                    |                   |                    | Levered  | 1.058444 | 1.0391574  |
| Cost of Equity Based on Comparables, Current Capital Structure:       6.30%       0  | Levered Beta & WACC Calculation:  | Unlevered<br>Beta   | Debt   | % Debt                   | Preferred<br>Stock         | % Preferred           | Equity<br>Value                           | % Equity          | Tax Rate           | Levered<br>Beta  | 1.058444 | 1.0391574  |
| Cost of Equity Based on Comparables, "Optimal" Capital Structure:       6.48%       2       6       6         Cost of Equity Based on Historical Beta:       6.21%       6 <t< td=""><td>Levered Beta &amp; WACC Calculation:<br/>Current Capital Structure:</td><td>Unlevered<br/>Beta<br/>0.42</td><td>Debt<br/>\$11,561.9</td><td>% Debt<br/>18.3%</td><td>Preferred<br/>Stock</td><td>% Preferred</td><td>Equity<br/>Value<br/>\$51,596.1</td><td>% Equity<br/>81.7%</td><td>Tax Rate<br/>14.60%</td><td>Levered<br/>Beta<br/>0.50</td><td>1.058444</td><td>1.0391574</td></t<>  | Levered Beta & WACC Calculation:<br>Current Capital Structure:  | Unlevered<br>Beta<br>0.42   | Debt<br>\$11,561.9   | % Debt<br>18.3%          | Preferred<br>Stock         | % Preferred           | Equity<br>Value<br>\$51,596.1             | % Equity<br>81.7% | Tax Rate<br>14.60% | Levered<br>Beta<br>0.50  | 1.058444 | 1.0391574  |
| Cost of Equity Based on Comparables, "Optimal" Capital Structure:       6.48%       2       6       6         Cost of Equity Based on Historical Beta:       6.21%       6 <t< td=""><td>Levered Beta &amp; WACC Calculation:<br/>Current Capital Structure:</td><td>Unlevered<br/>Beta<br/>0.42</td><td>Debt<br/>\$11,561.9</td><td>% Debt<br/>18.3%</td><td>Preferred<br/>Stock</td><td>% Preferred</td><td>Equity<br/>Value<br/>\$51,596.1</td><td>% Equity<br/>81.7%</td><td>Tax Rate<br/>14.60%</td><td>Levered<br/>Beta<br/>0.50</td><td>1.058444</td><td>1.0391574</td></t<>  | Levered Beta & WACC Calculation:<br>Current Capital Structure:  | Unlevered<br>Beta<br>0.42   | Debt<br>\$11,561.9   | % Debt<br>18.3%          | Preferred<br>Stock         | % Preferred           | Equity<br>Value<br>\$51,596.1             | % Equity<br>81.7% | Tax Rate<br>14.60% | Levered<br>Beta<br>0.50  | 1.058444 | 1.0391574  |
| Cost of Equity Based on Historical Beta:       6.21%       6   | Levered Beta & WACC Calculation:<br>Current Capital Structure:<br>"Optimal" Capital Structure:  | Unlevered<br>Beta<br>0.42<br>0.42   | Debt<br>\$11,561.9<br>14,514.2   | % Debt<br>18.3%          | Preferred<br>Stock         | % Preferred           | Equity<br>Value<br>\$51,596.1             | % Equity<br>81.7% | Tax Rate<br>14.60% | Levered<br>Beta<br>0.50<br>0.52  | 1.058444 | 1.0391574  |
| WACC = Cost of Equity * % Equity + Cost of Debt * (1 - Tax Rate) * % Debt + Cost of Preferred Stock * % Pr   | Levered Beta & WACC Calculation:<br>Current Capital Structure:<br>"Optimal" Capital Structure:<br>Cost of Equity Based on Comparable:   | Unlevered<br>Beta<br>0.42<br>0.42<br>s, Current Capita  | Debt<br>\$11,561.9<br>14,514.2<br>al Structure:  | % Debt<br>18.3%          | Preferred<br>Stock         | % Preferred           | Equity<br>Value<br>\$51,596.1             | % Equity<br>81.7% | Tax Rate<br>14.60% | Levered<br>Beta<br>0.50<br>0.52<br>6.36%                                     | 1.058444 | 1.0391574  |
| WACC, Current Capital Structure:<br>WACC, "Optimal" Capital Structure and Historical Cost of Equity:<br>Sable Control Capital Stru   | Levered Beta & WACC Calculation:<br>Current Capital Structure:<br>"Optimal" Capital Structure:<br>Cost of Equity Based on Comparable:<br>Cost of Equity Based on Comparable:  | Unlevered<br>Beta<br>0.42<br>0.42<br>s, Current Capita<br>s, Current Capita                               | Debt<br>\$11,561.9<br>14,514.2<br>al Structure:  | % Debt<br>18.3%          | Preferred<br>Stock         | % Preferred           | Equity<br>Value<br>\$51,596.1             | % Equity<br>81.7% | Tax Rate<br>14.60% | Levered<br>Beta<br>0.50<br>0.52<br>6.36%<br>6.48%                            | 1.058444 | 1.0391574  |
| WACC, Current Capital Structure:<br>WACC, "Optimal" Capital Structure and Historical Cost of Equity:<br>Sable Control Capital Stru   | Levered Beta & WACC Calculation:<br>Current Capital Structure:<br>"Optimal" Capital Structure:<br>Cost of Equity Based on Comparable:<br>Cost of Equity Based on Comparable:  | Unlevered<br>Beta<br>0.42<br>0.42<br>s, Current Capita<br>s, Current Capita                               | Debt<br>\$11,561.9<br>14,514.2<br>al Structure:  | % Debt<br>18.3%          | Preferred<br>Stock         | % Preferred           | Equity<br>Value<br>\$51,596.1             | % Equity<br>81.7% | Tax Rate<br>14.60% | Levered<br>Beta<br>0.50<br>0.52<br>6.36%<br>6.48%                            | 1.058444 | 1.0391574  |
| WACC, "Optimal" Capital Structure: 5.83% 2 2 2 2 2 2 2 2 2 2 2 2 2 2 2 2 2 2 2   | Levered Beta & WACC Calculation:<br>Current Capital Structure:<br>"Optimal" Capital Structure:<br>Cost of Equity Based on Comparable:<br>Cost of Equity Based on Comparable:<br>Cost of Equity Based on Historical Be   | Unlevered<br>Beta<br>0.42<br>0.42<br>s, Current Capita<br>s, "Optimal" Caj<br>ta:                         | Debt<br>\$11,561.9<br>14,514.2<br>al Structure:<br>pital Structure:                      | % Debt<br>18.3%<br>23.0% | Preferred<br>Stock<br>\$ - | % Preferred<br>—<br>— | Equity<br>Value<br>\$51,596.1<br>48,643.7 | % Equity<br>81.7% | Tax Rate<br>14.60% | Levered<br>Beta<br>0.50<br>0.52<br>6.36%<br>6.48%                            | 1.058444 | 1.0391574  |
| WACC, Current Capital Structure and Historical Cost of Equity: 5.73%   | Levered Beta & WACC Calculation:<br>Current Capital Structure:<br>"Optimal" Capital Structure:<br>Cost of Equity Based on Comparable:<br>Cost of Equity Based on Comparable:<br>Cost of Equity Based on Historical Be   | Unlevered<br>Beta<br>0.42<br>0.42<br>s, Current Capita<br>s, "Optimal" Caj<br>ta:                         | Debt<br>\$11,561.9<br>14,514.2<br>al Structure:<br>pital Structure:                      | % Debt<br>18.3%<br>23.0% | Preferred<br>Stock<br>\$ - | % Preferred<br>—<br>— | Equity<br>Value<br>\$51,596.1<br>48,643.7 | % Equity<br>81.7% | Tax Rate<br>14.60% | Levered<br>Beta<br>0.50<br>0.52<br>6.36%<br>6.48%                            |          | 1.0391574  |
| WACC, Current Capital Structure and Historical Cost of Equity: 5.73%   | Levered Beta & WACC Calculation:<br>Current Capital Structure:<br>"Optimal" Capital Structure:<br>Cost of Equity Based on Comparable:<br>Cost of Equity Based on Comparable:<br>Cost of Equity Based on Historical Be   | Unlevered<br>Beta<br>0.42<br>0.42<br>s, Current Capita<br>s, "Optimal" Caj<br>ta:                         | Debt<br>\$11,561.9<br>14,514.2<br>al Structure:<br>pital Structure:                      | % Debt<br>18.3%<br>23.0% | Preferred<br>Stock<br>\$ - | % Preferred<br>—<br>— | Equity<br>Value<br>\$51,596.1<br>48,643.7 | % Equity<br>81.7% | Tax Rate<br>14.60% | Levered<br>Beta<br>0.50<br>0.52<br>6.36%<br>6.48%<br>6.21%                   | 1.058444 | 1.0391574  |
|  | Levered Beta & WACC Calculation:<br>Current Capital Structure:<br>"Optimal" Capital Structure:<br>Cost of Equity Based on Comparable:<br>Cost of Equity Based on Historical Be<br>WACC = Cost of Equity * % Equity + C<br>WACC, Current Capital Structure:  | Unlevered<br>Beta<br>0.42<br>0.42<br>s, Current Capita<br>s, "Optimal" Capita<br>ta:<br>Cost of Debt * (1 | Debt<br>\$11,561.9<br>14,514.2<br>al Structure:<br>pital Structure:                      | % Debt<br>18.3%<br>23.0% | Preferred<br>Stock<br>\$ - | % Preferred<br>—<br>— | Equity<br>Value<br>\$51,596.1<br>48,643.7 | % Equity<br>81.7% | Tax Rate<br>14.60% | Levered<br>Beta<br>0.50<br>0.52<br>6.36%<br>6.48%<br>6.21%<br>5.86%          |          | 1.0391574  |
| Average WACC Produced by All Methods: 5,81%  | Levered Beta & WACC Calculation:<br>Current Capital Structure:<br>"Optimal" Capital Structure:<br>Cost of Equity Based on Comparable:<br>Cost of Equity Based on Comparable:<br>Cost of Equity Based on Historical Be<br>WACC = Cost of Equity * % Equity + C<br>WACC, Current Capital Structure:<br>WACC, "Optimal" Capital Structure: | Unlevered<br>Beta<br>0.42<br>0.42<br>s, Current Capita<br>s, "Optimal" Cap<br>ta:<br>Cost of Debt * (1    | Debt<br>\$11,561.9<br>14,514.2<br>al Structure:<br>pital Structure:<br>- Tax Rate) * % [ | % Debt<br>18.3%<br>23.0% | Preferred<br>Stock<br>\$ - | % Preferred<br>—<br>— | Equity<br>Value<br>\$51,596.1<br>48,643.7 | % Equity<br>81.7% | Tax Rate<br>14.60% | Levered<br>Beta<br>0.50<br>0.52<br>6.36%<br>6.48%<br>6.21%<br>5.86%<br>5.83% |          | 1.0391574  |
|  | Levered Beta & WACC Calculation:<br>Current Capital Structure:<br>"Optimal" Capital Structure:<br>Cost of Equity Based on Comparable:<br>Cost of Equity Based on Comparable:<br>Cost of Equity Based on Historical Be<br>WACC = Cost of Equity * % Equity + C<br>WACC, Current Capital Structure:<br>WACC, "Optimal" Capital Structure: | Unlevered<br>Beta<br>0.42<br>0.42<br>s, Current Capita<br>s, "Optimal" Cap<br>ta:<br>Cost of Debt * (1    | Debt<br>\$11,561.9<br>14,514.2<br>al Structure:<br>pital Structure:<br>- Tax Rate) * % [ | % Debt<br>18.3%<br>23.0% | Preferred<br>Stock<br>\$ - | % Preferred<br>—<br>— | Equity<br>Value<br>\$51,596.1<br>48,643.7 | % Equity<br>81.7% | Tax Rate<br>14.60% | Levered<br>Beta<br>0.50<br>0.52<br>6.36%<br>6.48%<br>6.21%<br>5.86%<br>5.83% |          | 1.0391574  |

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