

LAND O'LAKES, INC.
CONSOLIDATED BALANCE SHEETS

	December 31, 2023	December 31, 2022
	(\$ in thousands)	
ASSETS		
Current assets:		
Cash and cash equivalents	\$ 350,152	\$ 494,472
Receivables, net	2,522,246	2,470,740
Inventories	2,061,380	2,452,255
Prepaid assets	1,564,303	1,374,955
Other current assets	99,538	111,420
Total current assets	6,597,619	6,903,842
Investments	411,575	392,230
Property, plant and equipment, net	1,421,947	1,402,737
Goodwill	566,645	569,438
Other intangibles, net	274,526	309,842
Other assets	191,979	191,474
Total assets	\$ 9,464,291	\$ 9,769,563
LIABILITIES AND EQUITIES		
Current liabilities:		
Notes and short-term obligations	\$ 166,742	\$ 245,378
Current portion of long-term debt	34,410	33,004
Accounts payable	1,990,134	2,449,512
Customer advances	1,924,254	1,631,910
Accrued liabilities	903,477	966,804
Patronage refunds and other member equities payable	129,928	141,554
Total current liabilities	5,148,945	5,468,162
Long-term debt	803,987	792,648
Employee benefits and other liabilities	397,633	404,251
Commitments and contingencies	—	—
Equities:		
Preferred Stock	747,645	747,645
Common stock	906	935
Additional paid-in capital	303,142	303,306
Member equities	1,222,142	1,203,096
Retained earnings	1,015,477	997,154
Accumulated other comprehensive loss	(225,868)	(198,880)
Total Land O'Lakes, Inc. equity	3,063,444	3,053,256
Noncontrolling interests	50,282	51,246
Total equities	3,113,726	3,104,502
Total liabilities and equities	\$ 9,464,291	\$ 9,769,563

LAND O'LAKES, INC.
CONSOLIDATED STATEMENTS OF OPERATIONS

	For the Year Ended		
	2023	December 31, 2022	2021
	(\$ in thousands)		
Net sales	\$ 16,794,918	\$ 19,225,748	\$ 15,916,427
Cost of sales	15,404,832	17,848,709	14,477,793
Gross profit	1,390,086	1,377,039	1,438,634
Selling, general and administrative	1,124,212	1,173,738	1,177,376
Earnings from operations	265,874	203,301	261,258
Interest expense, net	67,883	43,329	50,078
Other income, net	(15,610)	(30,182)	(29,687)
Equity in earnings of affiliated companies	(44,624)	(63,872)	(61,123)
Earnings before income taxes	258,225	254,026	301,990
Income tax expense	323	5,822	6,821
Net earnings	257,902	248,204	295,169
Less: net earnings attributable to noncontrolling interests	3,671	6,993	7,780
Net earnings attributable to Land O'Lakes, Inc.	<u>\$ 254,231</u>	<u>\$ 241,211</u>	<u>\$ 287,389</u>
Applied to:			
Member equities			
Allocated patronage, net of losses	\$ 175,921	\$ 117,910	\$ 183,895
Deferred equities	3,896	—	2,503
	179,817	117,910	186,398
Retained earnings	74,414	123,301	100,991
	<u>\$ 254,231</u>	<u>\$ 241,211</u>	<u>\$ 287,389</u>

LAND O'LAKES, INC.
CONSOLIDATED STATEMENTS OF COMPREHENSIVE EARNINGS

	For the Year Ended		
	2023	December 31, 2022	2021
	(\$ in thousands)		
Net earnings	\$ 257,902	\$ 248,204	\$ 295,169
Other comprehensive earnings			
Pension and other postretirement adjustments, net of income taxes	(20,767)	(9,530)	55,360
Cash flow hedge adjustments, net of income taxes	(2,591)	12,223	6,807
Foreign currency translation adjustments, net of income taxes	(6,559)	(15,789)	(8,315)
Total other comprehensive (loss) earnings	<u>(29,917)</u>	<u>(13,096)</u>	<u>53,852</u>
Comprehensive earnings	<u>227,985</u>	<u>235,108</u>	<u>349,021</u>
Less: comprehensive earnings attributable to noncontrolling interests	29	4,502	3,861
Comprehensive earnings attributable to Land O'Lakes, Inc.	<u>\$ 227,956</u>	<u>\$ 230,606</u>	<u>\$ 345,160</u>

LAND O'LAKES, INC.
CONSOLIDATED STATEMENTS OF CASH FLOWS

	For the year ended December 31,		
	2023	2022	2021
	(\$ in thousands)		
Cash Flows from operating activities:			
Net earnings	\$ 257,902	\$ 248,204	\$ 295,169
Adjustments to reconcile net earnings to net cash provided by operating activities:			
Depreciation and amortization	240,410	243,394	253,760
Amortization of deferred financing costs	1,161	1,158	1,438
Non-cash patronage income	(18,656)	(12,475)	(6,023)
Deferred income tax expense	(2,674)	(7,825)	11,073
Equity in earnings of affiliated companies	(44,624)	(63,872)	(61,123)
Dividends from investments in affiliated companies	40,450	53,329	46,046
Other	(738)	(18,321)	(12,582)
Changes in assets and liabilities, net of acquisitions and divestitures:			
Receivables	(70,371)	(187,251)	(337,833)
Inventories	382,410	(530,507)	(60,213)
Prepays and other current assets	(180,951)	293,616	(339,996)
Accounts payable	(430,597)	738,337	17,741
Customer advances	290,650	(361,446)	253,946
Accrued liabilities	(65,265)	84,877	117,133
Other assets	3,447	(4,227)	(15,364)
Other liabilities	(33,266)	(28,518)	(25,376)
Net cash provided by operating activities	<u>369,288</u>	<u>448,473</u>	<u>137,796</u>
Cash Flows from investing activities:			
Additions to property, plant and equipment	(227,434)	(184,134)	(153,246)
Investments in affiliates	—	(1,560)	(1,428)
Net proceeds from divestiture of businesses	8,551	55,357	10,000
Net proceeds from sale of investments	—	—	7,854
Proceeds from sale of property, plant and equipment	19,120	16,053	19,109
Change in notes receivable	(2,138)	25,932	(51)
Other	4,208	538	878
Net cash used by investing activities	<u>(197,693)</u>	<u>(87,814)</u>	<u>(116,884)</u>
Cash Flows from financing activities:			
(Decrease) increase in short-term debt	(68,499)	22,354	37,441
Proceeds from issuance of long-term debt	—	150,000	521
Principal payments on long-term debt and finance lease obligations	(2,490)	(302,332)	(111,687)
Cash patronage and payments for redemption of member equities	(179,222)	(179,096)	(156,631)
Preferred stock dividends paid	(57,325)	(57,325)	(57,325)
Other	(8,048)	(4,475)	(1,985)
Net cash used by financing activities	<u>(315,584)</u>	<u>(370,874)</u>	<u>(289,666)</u>
Effect of exchange rate changes on cash and cash equivalents	(331)	(2,105)	(2,675)
Net decrease in cash and cash equivalents	(143,989)	(10,215)	(268,754)
Cash and cash equivalents at beginning of the period	494,472	506,792	778,221
Cash and cash equivalents at end of the period	<u>\$ 350,152</u>	<u>\$ 494,472</u>	<u>\$ 506,792</u>