

LAND O'LAKES, INC.
CONSOLIDATED BALANCE SHEETS

	March 31, 2024	December 31, 2023
	(Unaudited)	
	(\$ in thousands)	
ASSETS		
Current assets:		
Cash and cash equivalents	\$ 95,794	\$ 350,152
Receivables, net	3,272,175	2,522,246
Inventories	2,270,365	2,061,380
Prepaid assets	541,092	1,564,303
Other current assets	170,125	99,538
Total current assets	6,349,551	6,597,619
Investments	411,890	411,575
Property, plant and equipment, net	1,406,764	1,421,947
Goodwill	566,106	566,645
Other intangibles, net	266,506	274,526
Other assets	182,979	191,979
Total assets	\$ 9,183,796	\$ 9,464,291
LIABILITIES AND EQUITIES		
Current liabilities:		
Notes and short-term obligations	\$ 330,574	\$ 166,742
Current portion of long-term debt	35,399	34,410
Accounts payable	2,483,577	1,990,134
Customer advances	773,042	1,924,254
Accrued liabilities	1,057,885	903,477
Patronage refunds and other member equities payable	159,670	129,928
Total current liabilities	4,840,147	5,148,945
Long-term debt	796,979	803,987
Employee benefits and other liabilities	389,057	397,633
Commitments and contingencies	—	—
Equities:		
Preferred Stock	747,645	747,645
Common stock	904	906
Additional paid-in capital	303,142	303,142
Member equities	1,234,896	1,222,142
Retained earnings	1,049,242	1,015,477
Accumulated other comprehensive loss	(228,241)	(225,868)
Total Land O'Lakes, Inc. equity	3,107,588	3,063,444
Noncontrolling interests	50,025	50,282
Total equities	3,157,613	3,113,726
Total liabilities and equities	\$ 9,183,796	\$ 9,464,291

LAND O'LAKES, INC.
CONSOLIDATED STATEMENTS OF OPERATIONS
(Unaudited)

	For the Three Months Ended	
	March 31,	
	2024	2023
	(\$ in thousands)	
Net sales	\$ 4,297,966	\$ 4,718,378
Cost of sales	3,912,671	4,334,126
Gross profit	<u>385,295</u>	<u>384,252</u>
Selling, general and administrative	278,402	285,286
Earnings from operations	<u>106,893</u>	<u>98,966</u>
Interest expense, net	2,484	12,956
Other income, net	(2,252)	—
Equity in earnings of affiliated companies	(6,814)	(7,936)
Earnings before income taxes	<u>113,475</u>	<u>93,946</u>
Income tax expense	6,515	5,796
Net earnings	<u>106,960</u>	<u>88,150</u>
Less: net earnings attributable to noncontrolling interests	783	524
Net earnings attributable to Land O'Lakes, Inc.	<u><u>\$ 106,177</u></u>	<u><u>\$ 87,626</u></u>
 Applied to:		
Member equities		
Allocated patronage, net of losses	\$ 54,203	\$ 80,281
Deferred equities	4,888	(23,912)
	<u>59,091</u>	<u>56,369</u>
Retained earnings	47,086	31,257
	<u><u>\$ 106,177</u></u>	<u><u>\$ 87,626</u></u>

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

	For the three months ended	
	March 31,	
	2024	2023
	(\$ in thousands)	
Net earnings	\$ 106,960	\$ 88,150
Other comprehensive earnings		
Pension and other postretirement adjustments, net of income taxes	775	485
Cash flow hedge adjustments, net of income taxes	1,076	(1,695)
Foreign currency translation adjustments, net of income taxes	(4,938)	(2,349)
Total other comprehensive loss	<u>(3,087)</u>	<u>(3,559)</u>
Comprehensive earnings	<u>103,873</u>	<u>84,591</u>
Less: comprehensive earnings attributable to noncontrolling interests	69	(2,386)
Comprehensive earnings attributable to Land O'Lakes, Inc.	<u>\$ 103,804</u>	<u>\$ 86,977</u>

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

For the three months ended
March 31,

	2024	2023
	(\$ in thousands)	
Cash Flows from operating activities:		
Net earnings	\$ 106,960	\$ 88,150
Adjustments to reconcile net earnings to net cash provided by operating activities:		
Depreciation and amortization	58,860	58,359
Amortization of deferred financing costs	274	347
Non-cash patronage income	(5,077)	(5,250)
Deferred income tax expense	—	(1,283)
Equity in earnings of affiliated companies	(6,814)	(7,936)
Dividends from investments in affiliated companies	11,639	3,974
Other	(6,286)	2,293
Changes in assets and liabilities, net of acquisitions and divestitures:		
Receivables	(748,820)	(1,089,223)
Inventories	(213,112)	(9,425)
Prepays and other current assets	1,023,301	1,052,097
Accounts payable	506,787	83,721
Customer advances	(1,149,675)	(1,115,662)
Accrued liabilities	75,265	89,515
Other assets	1,851	(1,600)
Other liabilities	(2,519)	(8,395)
Net cash used by operating activities	(347,366)	(860,318)
Cash Flows from investing activities:		
Additions to property, plant and equipment	(42,948)	(60,084)
Proceeds from sale of property, plant and equipment	2,636	1,687
Change in notes receivable	581	(23,043)
Other	1,313	(750)
Net cash used by investing activities	(38,418)	(82,190)
Cash Flows from financing activities:		
Increase in short-term debt	165,125	590,776
Principal payments on long-term debt and finance lease obligations	(530)	(649)
Cash patronage and payments for redemption of member equities	(18,845)	(16,578)
Preferred stock dividends paid	(14,332)	(14,331)
Other	(327)	(4,352)
Net cash provided by financing activities	131,091	554,866
Effect of exchange rate changes on cash and cash equivalents	335	(2,636)
Net decrease in cash and cash equivalents	(254,693)	(387,642)
Cash and cash equivalents at beginning of the period	350,152	494,472
Cash and cash equivalents at end of the period	\$ 95,794	\$ 104,194

Supplementary Disclosure of Cash Flow Information

Cash paid (recovered) during periods for:

Interest	\$ 17,162	\$ 21,339
Income taxes	(1,589)	4,686