

LAND O'LAKES, INC.
CONSOLIDATED BALANCE SHEETS

| | March 31, 2022 | December 31, 2021 |
|---|----------------------------|------------------------------|
| | (Unaudited) | |
| | (\$ in thousands) | |
| ASSETS | | |
| Current assets: | | |
| Cash and cash equivalents | \$ 92,153 | \$ 506,792 |
| Receivables, net | 3,445,707 | 2,341,699 |
| Inventories | 2,256,694 | 2,008,538 |
| Prepaid assets | 404,829 | 1,624,830 |
| Other current assets | 339,518 | 148,500 |
| Total current assets | <u>6,538,901</u> | <u>6,630,359</u> |
| Investments | 380,363 | 364,631 |
| Property, plant and equipment, net | 1,399,912 | 1,422,971 |
| Goodwill | 576,715 | 573,740 |
| Other intangibles, net | 344,945 | 353,135 |
| Other assets | 213,251 | 215,186 |
| Total assets | <u><u>\$ 9,454,087</u></u> | <u><u>\$ 9,560,022</u></u> |
| LIABILITIES AND EQUITIES | | |
| Current liabilities: | | |
| Notes and short-term obligations | \$ 451,406 | \$ 227,426 |
| Current portion of long-term debt | 185,649 | 183,714 |
| Accounts payable | 2,120,634 | 1,714,379 |
| Customer advances | 760,741 | 1,998,985 |
| Accrued liabilities | 1,282,124 | 952,528 |
| Patronage refunds and other member equities payable | 204,991 | 132,169 |
| Total current liabilities | <u>5,005,545</u> | <u>5,209,201</u> |
| Long-term debt | 792,562 | 793,336 |
| Employee benefits and other liabilities | 441,003 | 439,633 |
| Commitments and contingencies | — | — |
| Equities: | | |
| Preferred Stock | 747,645 | 747,645 |
| Common stock | 713 | 723 |
| Additional paid-in capital | 303,306 | 302,788 |
| Member equities | 1,278,714 | 1,272,700 |
| Retained earnings | 987,600 | 929,811 |
| Accumulated other comprehensive loss | (161,397) | (188,181) |
| Total Land O'Lakes, Inc. equity | <u>3,156,581</u> | <u>3,065,486</u> |
| Noncontrolling interests | 58,396 | 52,366 |
| Total equities | <u>3,214,977</u> | <u>3,117,852</u> |
| Total liabilities and equities | <u><u>\$ 9,454,087</u></u> | <u><u>\$ 9,560,022</u></u> |

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

| | For the Three Months Ended March 31, | |
|---|---|-------------------|
| | 2022 | 2021 |
| Net sales | \$ 5,020,039 | \$ 3,926,981 |
| Cost of sales | 4,546,122 | 3,498,943 |
| Gross profit | 473,917 | 428,038 |
| Selling, general and administrative | 291,112 | 275,315 |
| Earnings from operations | 182,805 | 152,723 |
| Interest expense, net | 9,538 | 11,962 |
| Other income, net | (5,695) | (52) |
| Equity in earnings of affiliated companies | (14,289) | (7,446) |
| Earnings before income taxes | 193,251 | 148,259 |
| Income tax expense | 14,599 | 12,260 |
| Net earnings | 178,652 | 135,999 |
| Less: net earnings attributable to noncontrolling interests | 1,453 | 668 |
| Net earnings attributable to Land O'Lakes, Inc. | <u>\$ 177,199</u> | <u>\$ 135,331</u> |
| Applied to: | | |
| Member equities | | |
| Allocated patronage | \$ 103,192 | \$ 61,764 |
| Deferred equities | (4,017) | 1,481 |
| | 99,175 | 63,245 |
| Retained earnings | 78,024 | 72,086 |
| | <u>\$ 177,199</u> | <u>\$ 135,331</u> |

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

| | For the Three Months Ended | |
|--|-----------------------------------|-------------|
| | March 31, | |
| | 2022 | 2021 |
| Net earnings | \$ 178,652 | \$ 135,999 |
| Other comprehensive earnings | | |
| Pension and other postretirement adjustments, net of income taxes | 2,850 | 3,846 |
| Cash flow hedge adjustments, net of income taxes | 6,314 | 5,042 |
| Foreign currency translation adjustments, net of income taxes | 23,370 | (4,773) |
| Total other comprehensive earnings | 32,534 | 4,115 |
| Comprehensive earnings | 211,186 | 140,114 |
| Less: comprehensive earnings (losses) attributable to noncontrolling interests | 7,109 | (2,444) |
| Comprehensive earnings attributable to Land O'Lakes, Inc. | \$ 204,077 | \$ 142,558 |

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

| | For the three months ended March 31, | |
|---|---|-------------------|
| | 2022 | 2021 |
| Cash Flows from operating activities: | | |
| Net earnings | \$ 178,652 | \$ 135,999 |
| Adjustments to reconcile net earnings to net cash provided by operating activities: | | |
| Depreciation and amortization | 61,251 | 62,213 |
| Amortization of deferred financing costs | 292 | 236 |
| Non-cash patronage income | (1,665) | (1,470) |
| Deferred income tax expense | — | 3,386 |
| Equity in earnings of affiliated companies | (14,289) | (7,446) |
| Dividends from investments in affiliated companies | 9,986 | 9,400 |
| Other | (11,014) | (1,161) |
| Changes in assets and liabilities, net of acquisitions and divestitures: | | |
| Receivables | (1,086,596) | (747,561) |
| Inventories | (239,675) | (41,380) |
| Prepays and other current assets | 1,188,091 | 841,377 |
| Accounts payable | 401,081 | 218,034 |
| Customer advances | (1,239,393) | (923,068) |
| Accrued liabilities | 189,569 | 161,641 |
| Other assets | (1,941) | (5,949) |
| Other liabilities | (11,481) | (26,499) |
| Net cash used by operating activities | <u>(577,132)</u> | <u>(322,248)</u> |
| Cash Flows from investing activities: | | |
| Additions to property, plant and equipment | (33,510) | (37,827) |
| Investments in affiliates | (260) | (1,428) |
| Proceeds from sale of property, plant and equipment | 8,622 | 8,442 |
| Change in notes receivable | (1,406) | (17,004) |
| Other | — | 1 |
| Net cash used by investing activities | <u>(26,554)</u> | <u>(47,816)</u> |
| Cash Flows from financing activities: | | |
| Increase (decrease) in short-term debt | 216,518 | 9,172 |
| Principal payments on long-term debt and capital lease obligations | (209) | (313) |
| Cash patronage and payments for redemption of member equities | (19,856) | (16,140) |
| Preferred stock dividends paid | (14,331) | (14,331) |
| Other | — | 88 |
| Net cash provided by (used by) financing activities | <u>182,122</u> | <u>(21,524)</u> |
| Effect of exchange rate changes on cash and cash equivalents | 6,925 | 1,388 |
| Net decrease ¹ in cash and cash equivalents | (421,564) | (391,588) |
| Cash and cash equivalents at beginning of the period | 506,792 | 778,221 |
| Cash and cash equivalents at end of the period | <u>\$ 92,153</u> | <u>\$ 388,021</u> |
| Supplementary Disclosure of Cash Flow Information | | |
| Cash paid during periods for: | | |
| Interest | \$ 13,927 | \$ 13,629 |
| Income taxes | 3,037 | 443 |