GENERAL MILLS INC Form 10-Q September 18, 2018 Table of Contents

#### **UNITED STATES**

#### SECURITIES AND EXCHANGE COMMISSION

Washington, D.C. 20549

### **FORM 10-Q**

(Mark One)

QUARTERLY REPORT PURSUANT TO SECTION 13 OR 15(d) OF THE SECURITIES EXCHANGE ACT OF 1934 FOR THE QUARTERLY PERIOD ENDED August 26, 2018

TRANSITION REPORT PURSUANT TO SECTION 13 OR 15(d) OF THE SECURITIES EXCHANGE ACT OF 1934 FOR THE TRANSITION PERIOD FROM \_\_\_\_\_\_\_TO \_\_\_\_\_

Commission file number: 001-01185

### GENERAL MILLS, INC.

(Exact name of registrant as specified in its charter)

Delaware 41-0274440 (State or other jurisdiction of incorporation or organization) Identification No.)

Number One General Mills Boulevard
Minneapolis, Minnesota 55426
(Address of principal executive offices) (Zip Code)

(763) 764-7600

(Registrant s telephone number, including area code)

Indicate by check mark whether the registrant (1) has filed all reports required to be filed by Section 13 or 15(d) of the Securities Exchange Act of 1934 during the preceding 12 months (or for such shorter period that the registrant was required to file such reports), and (2) has been subject to such filing requirements for the past 90 days.

Yes No

Indicate by check mark whether the registrant has submitted electronically and posted on its corporate Web site, if any, every Interactive Data File required to be submitted and posted pursuant to Rule 405 of Regulation S-T during the preceding 12 months (or for such shorter period that the registrant was required to submit and post such files). Yes No

Indicate by check mark whether the registrant is a large accelerated filer, an accelerated filer, a non-accelerated filer, smaller reporting company, or an emerging growth company. See the definitions of large accelerated filer, accelerated filer, smaller reporting company, and emerging growth company in Rule 12b-2 of the Exchange Act.

Emerging growth company

If an emerging growth company, indicate by check mark if the registrant has elected not to use the extended transition period for complying with any new or revised financial accounting standards provided pursuant to Section 13(a) of the Exchange Act.

Indicate by check mark whether the registrant is a shell company (as defined in Rule 12b-2 of the Exchange Act).

Yes No

Number of shares of Common Stock outstanding as of September 10, 2018: 596,229,932 (excluding 158,383,396 shares held in the treasury).

# General Mills, Inc.

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#### PART I. FINANCIAL INFORMATION

#### Item 1. Financial Statements

#### **Consolidated Statements of Earnings**

#### GENERAL MILLS, INC. AND SUBSIDIARIES

(Unaudited) (In Millions, Except per Share Data)

#### **Quarter Ended** Aug. 26, 2018 Aug. 27, 2017 Net sales 4,094.0 3,769.2 Cost of sales 2,751.2 2,455.9 742.7 702.8 Selling, general, and administrative expenses 5.2 Restructuring, impairment, and other exit costs (recoveries) (1.4)Operating profit 601.5 605.3 Benefit plan non-service income (20.9)(20.5)72.4 Interest, net 133.5 Earnings before income taxes and after-tax earnings from joint ventures 488.9 553.4 Income taxes 110.7 168.5 23.7 After-tax earnings from joint ventures 17.7 Net earnings, including earnings attributable to redeemable and 395.9 408.6 noncontrolling interests Net earnings attributable to redeemable and noncontrolling interests 3.9 3.6 \$ Net earnings attributable to General Mills 392.3 \$ 404.7 Earnings per share - basic 0.66 \$ 0.70 0.69 Earnings per share - diluted 0.65 \$ \$ 0.49 \$ 0.49 Dividends per share

See accompanying notes to consolidated financial statements.

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# **Consolidated Statements of Comprehensive Income**

# GENERAL MILLS, INC. AND SUBSIDIARIES

(Unaudited) (In Millions)

	Aı	Quarter ug. 26,		l 1g. 27,
	2018		2	2017
Net earnings, including earnings attributable to redeemable and noncontrolling interests	\$	395.9	\$	408.6
Other comprehensive income (loss), net of tax:				
Foreign currency translation		(106.2)		61.5
Other fair value changes:				
Securities		-		0.3
Hedge derivatives		<b>7.1</b>		(8.8)
Reclassification to earnings: Securities Hedge derivatives		(2.0) 0.6		(0.2)
Amortization of losses and prior service costs		21.9		27.8
Other comprehensive income (loss), net of tax		(78.6)		80.6
Total comprehensive income		317.3		489.2
Comprehensive income (loss) attributable to redeemable and noncontrolling interests		(4.8)		72.0
Comprehensive income attributable to General Mills	\$	322.1	\$	417.2

See accompanying notes to consolidated financial statements.

# **Consolidated Balance Sheets**

# GENERAL MILLS, INC. AND SUBSIDIARIES

(In Millions, Except Par Value)

ASSETS		Aug. 26, 2018 Jnaudited)		May 27, 2018
Current assets:				
Cash and cash equivalents	\$	432.9	\$	399.0
Receivables	•	1,709.1	·	1,684.2
Inventories		1,685.5		1,642.2
Prepaid expenses and other current assets		358.0		398.3
Total current assets		4,185.5		4,123.7
Land, buildings, and equipment		3,955.1		4,047.2
Goodwill		14,030.4		14,065.0
Other intangible assets		7,420.8		7,445.1
Other assets		963.0		943.0
Total assets	\$	30,554.8	\$	30,624.0
LIABILITIES AND EQUITY				
Current liabilities:				
Accounts payable	\$	2,723.8	\$	2,746.2
Current portion of long-term debt		1,599.2		1,600.1
Notes payable		1,349.4		1,549.8
Other current liabilities		1,515.4		1,445.8
Total current liabilities		7,187.8		7,341.9
Long-term debt		12,665.1		12,668.7
Deferred income taxes		2,028.7		2,003.8
Other liabilities		1,325.8		1,341.0
Total liabilities		23,207.4		23,355.4

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Redeemable interest		771.6		776.2
Stockholders equity:				
Common stock, 754.6 shares issued, \$0.10 par value		75.5		75.5
Additional paid-in capital		1,160.9		1,202.5
Retained earnings		14,523.8		14,459.6
Common stock in treasury, at cost, shares of 158.5 and 161.5		(7,035.9)		(7,167.5)
Accumulated other comprehensive loss		(2,499.2)		(2,429.0)
Total stockholders equity		6,225.1		6,141.1
Noncontrolling interests		350.7		351.3
Total equity		6,575.8		6,492.4
Total liabilities and equity	Φ	20 554 9	¢	20.624.0
Total liabilities and equity	\$	30,554.8	\$	30,624.0

See accompanying notes to consolidated financial statements.

# Consolidated Statements of Total Equity and Redeemable Interest

GENERAL MILLS, INC. AND SUBSIDIARIES

(Unaudited) (In Millions, Except per Share Data)

# \$.10 Par Value Common Stock (One Billion Shares Authorized) Issued Treasury

#### Accumulated Non-**Additional** Other **Total Redeemable** Paid-In RetainedComprehensivontrolling Shar@ar AmounCapital Loss Shares **Amount Earnings Interests** Equity **Interest** Balance as of May 28, 2017 754.6 \$75.5 \$1,120.9 (177.7) \$(7,762.9) \$13,138.9 \$(2,244.5) \$357.6 \$4,685.5 \$910.9Total comprehensive 26.9 43.6 income 2,131.0 144.9 2,302.8 Cash dividends declared (\$1.96 (1,139.7)per share) (1,139.7)Shares purchased (10.9)(601.6)(601.6)Shares issued 22.7 969.9 (39.1)1,009.0 Stock compensation 130.1 plans (57.9)4.4 188.0 Unearned compensation related to restricted stock unit awards (58.1)(58.1)Earned 77.0 77.0 compensation Decrease in 159.7 (159.7)159.7 redemption value of redeemable

			_0.90							
interest										
Distributions to noncontrolling and redeemable interest holders								(33.2)	(33.2)	(18.6)
Reclassification of certain income tax effects						329.4	(329.4)		-	
Balance as of May 27, 2018	754.6	75.5	1,202.5	(161.5)	(7,167.5)	14,459.6	(2,429.0)	351.3	6,492.4	776.2
Total comprehensive income (loss)						392.3	(70.2)	1.8	323.9	(6.6)
Cash dividends declared (\$0.49 per share)						(294.2)			(294.2)	
Shares purchased				-	(0.2)				(0.2)	
Stock compensation plans			(2.5)	3.0	131.8				129.3	
Unearned compensation related to										
restricted stock unit awards			(65.2)						(65.2)	
Earned compensation			28.1						28.1	
Increase in redemption value of redeemable										
interest			(2.0)						(2.0)	2.0
Distributions to noncontrolling and redeemable interest holders								(2.4)	(2.4)	
Adoption of revenue recognition accounting										
requirements	754.6	\$ 75.5	\$ 1,160.9	(158.5)	\$ (7,035.9)	(33.9) \$ 14.523.8	\$ (2,499.2)	\$ 350.7	(33.9) \$ 6,575.8	\$ 771.6
	, 50	4 10.0	¥ 1,100.7	(100.0)	~ (.,OSS.)	- 1 .,c_0.0	+ (-,·//· <i>-</i> )	4 22 3.7	¥ 3,575.0	Ψ

# Balance as of Aug. 26, 2018

See accompanying notes to consolidated financial statements.

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# **Consolidated Statements of Cash Flows**

# GENERAL MILLS, INC. AND SUBSIDIARIES

(Unaudited) (In Millions)

# **Quarter Ended**

	Aug. 26, 2018		Aug. 27, 2017
Cash Flows - Operating Activities	-	2010	2017
Net earnings, including earnings attributable to redeemable and			
noncontrolling interests	\$	395.9	\$ 408.6
Adjustments to reconcile net earnings to net cash provided by operating			
activities:			
Depreciation and amortization		155.2	145.1
After-tax earnings from joint ventures		<b>(17.7)</b>	(23.7)
Distributions of earnings from joint ventures		29.2	29.0
Stock-based compensation		26.1	29.6
Deferred income taxes		28.9	38.2
Pension and other postretirement benefit plan contributions		<b>(7.4)</b>	(5.9)
Pension and other postretirement benefit plan costs		1.5	1.1
Restructuring, impairment, and other exit costs		<b>(18.9)</b>	(9.2)
Changes in current assets and liabilities		14.8	(17.8)
Other, net		(0.2)	(4.5)
Net cash provided by operating activities		607.4	590.5
Cash Flows - Investing Activities			
Purchases of land, buildings, and equipment		<b>(112.7)</b>	(116.3)
Investments in affiliates, net		0.1	(6.6)
Proceeds from disposal of land, buildings, and equipment		0.1	0.4
Other, net		(27.1)	(0.3)
Net cash used by investing activities		(139.6)	(122.8)
Cash Flows - Financing Activities			
Change in notes payable		(189.8)	413.8
Payment of long-term debt		(0.2)	-
Proceeds from common stock issued on exercised options		73.4	41.0
Purchases of common stock for treasury		(0.2)	(600.3)
Dividends paid		(294.2)	(284.3)
Distributions to noncontrolling and redeemable interest holders		(2.4)	(1.5)
Other, net		(9.6)	(20.0)

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Net cash used by financing activities		(423.0)		(451.3)
Effect of exchange rate changes on cash and cash equivalents		(10.9)		38.3
Increase in cash and cash equivalents		33.9		54.7
Cash and cash equivalents - beginning of year		399.0		766.1
Cash and cash equivalents - end of period	\$	432.9	\$	820.8
Cash Flow from changes in current assets and liabilities:	φ	(40.7)	ф	(00.1)
Receivables	\$	(48.7)	\$	(88.1)
Inventories		(58.2)		(89.9)
Prepaid expenses and other current assets		35.4		12.1
Accounts payable		<b>17.7</b>		78.6
Other current liabilities		68.6		69.5
Changes in current assets and liabilities	\$	14.8	\$	(17.8)

See accompanying notes to consolidated financial statements.

#### GENERAL MILLS, INC. AND SUBSIDIARIES

#### NOTES TO CONSOLIDATED FINANCIAL STATEMENTS

(Unaudited)

# (1) Background

The accompanying Consolidated Financial Statements of General Mills, Inc. (we, us, our, General Mills, or the Company) have been prepared in accordance with accounting principles generally accepted in the United States (U.S. GAAP) for interim financial information and with the rules and regulations for reporting on Form 10-Q. Accordingly, they do not include certain information and disclosures required for comprehensive financial statements. In the opinion of management, all adjustments considered necessary for a fair presentation have been included and are of a normal recurring nature, including the elimination of all intercompany transactions and any noncontrolling and redeemable interests—share of those transactions. Operating results for the quarter ended August 26, 2018 are not necessarily indicative of the results that may be expected for the fiscal year ending May 26, 2019.

These statements should be read in conjunction with the Consolidated Financial Statements and footnotes included in our Annual Report on Form 10-K for the fiscal year ended May 27, 2018. The accounting policies used in preparing these Consolidated Financial Statements are the same as those described in Note 2 to the Consolidated Financial Statements in that Form 10-K with the exception of the new accounting requirements adopted in the first quarter of fiscal 2019 related to the presentation of net periodic defined benefit pension expense, net periodic postretirement benefit expense, and net periodic postemployment benefit expense and to revenue recognition. Please see Note 17 for additional information. Certain terms used throughout this report are defined in the Glossary section below.

# (2) Acquisition

During the fourth quarter of fiscal 2018, we acquired Blue Buffalo Pet Products, Inc. (Blue Buffalo) for an aggregate purchase price of \$8.0 billion, including \$103.0 million of consideration for net debt repaid at the time of the acquisition. In accordance with the definitive agreement and plan of merger, a subsidiary of General Mills merged into Blue Buffalo, with Blue Buffalo surviving the merger as a wholly owned subsidiary of General Mills. In accordance with the merger agreement, equity holders of Blue Buffalo received \$40.00 per share in cash. We financed the transaction with a combination of \$6.0 billion in debt, \$1.0 billion in equity, and cash on hand. In the first quarter of fiscal 2019, we recorded acquisition integration costs of \$8.7 million in selling, general, and administrative (SG&A) expenses.

We consolidated Blue Buffalo into our Consolidated Balance Sheets and recorded goodwill of \$5.3 billion, an indefinite-lived intangible asset for the Blue Buffalo brand of \$2.7 billion, and a finite lived customer relationship asset of \$269.0 million. The goodwill was primarily attributable to future growth opportunities and any intangible assets that did not qualify for separate recognition. The goodwill is included in the Pet reporting unit and is not deductible for tax purposes. We have conducted a preliminary assessment of certain assets and liabilities related to the acquisition of Blue Buffalo, and we are continuing our review of these items during the measurement period. If new information is obtained about facts and circumstances that existed at the acquisition date, the acquisition accounting will be revised to reflect the resulting adjustments to current estimates of these items.

The results of Blue Buffalo are reported in our Pet operating segment on a one-month lag.

# (3) Restructuring Initiatives

Restructuring, impairment, and other exit costs were as follows:

#### **Quarter Ended**

In Millions	Aug. 26, 2018	Aug	g. 27, 2017
Charges (recoveries) associated with restructuring actions previously			
announced	<b>\$ (1.2)</b>	\$	17.5
Total	<b>\$ (1.2)</b>	\$	17.5

During the first quarter of fiscal 2019, we did not undertake any new restructuring actions. We recorded a \$1.2 million net recovery of restructuring charges for previously announced restructuring actions, which included \$2.8 million of restructuring charges offset by a \$4.0 million recovery, compared to \$17.5 million of restructuring charges in the first quarter of fiscal 2018. The restructuring charges relate to cost savings initiatives across all operating segments with the exception of Pet. We paid \$17.7 million in cash relating to these actions in the first quarter of fiscal 2019 and \$26.7 million in the same period of fiscal 2018. These restructuring actions are expected to be completed by the end of fiscal 2019.

In addition to restructuring charges, we recorded \$1.2 million of project-related costs in cost of sales in the first quarter of fiscal 2019 and \$1.2 million in the first quarter of fiscal 2018. We paid \$0.3 million in cash in the first quarter of fiscal 2019 and \$2.7 million in the same period of fiscal 2018 for project-related costs.

Restructuring charges and project-related costs are recorded in our Consolidated Statements of Earnings as follows:

	Quart	ter End	ed
In Millions	Aug. 26, 2018	Aug	. 27, 2017
Cost of sales	<b>\$ 0.2</b>	\$	12.3
Restructuring, impairment, and other exit costs			
(recoveries)	(1.4)		5.2
Total restructuring charges (recoveries)	(1.2)		17.5
Project-related costs classified in cost of sales	<b>\$ 1.2</b>	\$	1.2

The roll forward of our restructuring and other exit cost reserves, included in other current liabilities, is as follows:

			Coı	ntract	O	ther	
In Millions	Se	everance	Ter	mination	Ex	it Costs	Total
Reserve balance as of May 27,							
2018	\$	66.0	\$	0.1	\$	0.7	\$ 66.8
Fiscal 2019 recoveries,							
including foreign currency							
translation		(4.8)		-		-	(4.8)
Utilized in fiscal 2019		(14.7)		(0.1)		-	(14.8)
Reserve balance as of Aug. 26,							
2018	\$	46.5	\$	-	\$	0.7	\$ 47.2

The charges recognized in the roll forward of our reserves for restructuring and other exit costs do not include items charged directly to expense (e.g., asset impairment charges, accelerated depreciation, the gain or loss on the sale of restructured assets, and the write-off of spare parts) and other periodic exit costs are recognized as incurred, as those items are not reflected in our restructuring and other exit cost reserves on our Consolidated Balance Sheets.

#### (4) Goodwill and Other Intangible Assets

The components of goodwill and other intangible assets are as follows:

	Aug.	26,	May 27,
In Millions	201	8	2018
Goodwill	\$ 14,0	030.4 \$	14,065.0

Other intangible assets:		
Intangible assets not subject to amortization:		
Brands and other indefinite-lived intangibles	6,805.9	6,818.7
Intangible assets subject to amortization:		
Franchise agreements, customer relationships, and other finite-lived		
intangibles	802.8	811.7
Less accumulated amortization	(187.9)	(185.3)
Intangible assets subject to		
amortization, net	614.9	626.4
Other intangible assets	7,420.8	7,445.1
5 1111 1111111 11 11 11 11 11 11 11 11 1	7,1200	7,115.1

Total \$ 21,451.2 \$ 21,510.1

Based on the carrying value of finite-lived intangible assets as of August 26, 2018, annual amortization expense for each of the next five fiscal years is estimated to be approximately \$40 million.

During the fourth quarter of fiscal 2018, we acquired Blue Buffalo, which became our Pet operating segment and we recorded \$5.3 billion of goodwill, \$2.7 billion related to an indefinite-lived brand intangible asset, and \$269.0 million related to a customer relationships intangible asset.

The changes in the carrying amount of goodwill during fiscal 2019 were as follows:

	Europe									
		North			Con	venience	e	Asia &		
	A	America				ores &	&	Latin	Joint	
In Millions		Retail		Pet	Foo	dservice	Australia	America	Ventures	Total
Balance as of May 27, 2018	\$	6,410.6	\$	5,294.9	\$	918.8	\$ 729.9	\$ 285.0	\$ 425.8	\$ 14,065.0
Other activity, primarily foreign currency translation		(0.5)		_		<u>-</u>	(6.6)	(26.4)	(1.1)	(34.6)
Balance as of Aug. 26, 2018	\$	6,410.1	\$	5,294.9	\$	918.8	\$ <b>723.3</b>	\$ 258.6	\$ 424.7	\$ 14,030.4

In Millions	ŗ	Total
Balance as of May 27, 2018	\$	7,445.1

Balance as of Aug. 26, 2018	\$ 7,420.8
Other activity, primarily foreign currency translation	(24.3)

Our annual goodwill and indefinite-lived intangible assets impairment test was performed on the first day of the second quarter of fiscal 2018, and we determined there was no impairment of our intangible assets as their related fair values were substantially in excess of the carrying values, except for the *Yoki* and *Progresso* brand intangible assets and the Latin America reporting unit.

The excess fair value as of the fiscal 2018 test date of the *Yoki* and *Progresso* brand intangible assets and the Latin America reporting unit was as follows:

In Millions	Carrying Value	Excess Fair Value as of
	of	Fiscal 2018
	Intangible	<b>Test Date</b>

The changes in the carrying amount of other intangible assets during fiscal 2019 were as follows:

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	As		
Yoki	\$	138.2	1%
Progresso		462.1	6%
Latin America	\$	272.0	21%

While having significant coverage as of our fiscal 2018 assessment date, the *Food Should Taste Good* and *Green Giant* brand intangible assets and U.S. Yogurt reporting unit had risk of decreasing coverage. We will continue to monitor these businesses, as well as the businesses supporting the Yoki and Progresso brand intangible assets and the Latin America reporting unit for potential impairment.

During the fourth quarter of fiscal 2018, we executed our fiscal 2019 planning process and preliminary long-range planning process, which resulted in lower future sales and profitability projections in our plans for the businesses supporting our *Yoki*, *Mountain High*, and *Immaculate Baking* brand intangible assets. As a result of this triggering event, we performed an interim impairment assessment of these assets as of May 27, 2018, and determined that the fair value of these brand assets no longer exceeded the carrying values of the respective assets. Significant assumptions used in that assessment included our updated long-range cash flow projections for the businesses, royalty rates, weighted average cost of capital rates, and tax rates. We recorded a \$96.9 million impairment charge in the fourth quarter of fiscal 2018 related to these assets as follows:

		Carrying Value as of
	Impairmen	t
In Millions	Charge	May 27, 2018
Yoki	\$ 65.0	\$63.6
Mountain High	20.0	15.4
, and the second		
Immaculate Baking	11.9	-
Total	\$ 96.9	\$79.0

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#### (5) Inventories

The components of inventories were as follows:

In Millions	A	aug. 26, 2018	May 28, 2017		
Raw materials and packaging	\$	396.9	\$	400.0	
Finished goods		1,416.0		1,364.2	
Grain		92.2		91.2	
Excess of FIFO over LIFO cost		(219.6)		(213.2)	
	ф	4 (0.	ф	1.642.2	
Total	\$	1,685.5	\$	1,642.2	
(6) Risk Management Activities					

Many commodities we use in the production and distribution of our products are exposed to market price risks. We utilize derivatives to manage price risk for our principal ingredients and energy costs, including grains (oats, wheat, and corn), oils (principally soybean), dairy products, natural gas, and diesel fuel. Our primary objective when entering into these derivative contracts is to achieve certainty with regard to the future price of commodities purchased for use in our supply chain. We manage our exposures through a combination of purchase orders, long-term contracts with suppliers, exchange-traded futures and options, and over-the-counter options and swaps. We offset our exposures based on current and projected market conditions and generally seek to acquire the inputs at as close to our planned cost as possible.

We use derivatives to manage our exposure to changes in commodity prices. We do not perform the assessments required to achieve hedge accounting for commodity derivative positions. Accordingly, the changes in the values of these derivatives are recorded currently in cost of sales in our Consolidated Statements of Earnings.

Although we do not meet the criteria for cash flow hedge accounting, we believe that these instruments are effective in achieving our objective of providing certainty in the future price of commodities purchased for use in our supply chain. Accordingly, for purposes of measuring segment operating performance, these gains and losses are reported in unallocated corporate items outside of segment operating results until such time that the exposure we are managing affects earnings. At that time we reclassify the gain or loss from unallocated corporate items to segment operating profit, allowing our operating segments to realize the economic effects of the derivative without experiencing any resulting mark-to-market volatility, which remains in unallocated corporate items.

Unallocated corporate items for the quarters ended August 26, 2018 and August 27, 2017 included:

**Ouarter Ended** 

Aug. 26, 2018	Aug. 27, 2017
<b>\$ (19.5)</b>	\$ (7.8)
(3.7)	3.6
(7.9)	6.0
	2018 \$ (19.5)

Net mark-to-market valuation of certain commodity positions recognized in unallocated corporate items \$ (31.1) \$ 1.8

As of August 26, 2018, the net notional value of commodity derivatives was \$160.4 million, of which \$71.7 million related to energy inputs and \$88.7 million related to agricultural inputs. These contracts relate to inputs that generally will be utilized within the next 12 months.

The fair values of the derivative positions used in our risk management activities and other assets recorded at fair value were not material as of August 26, 2018, and were Level 1 or Level 2 assets and liabilities in the fair value hierarchy. We did not significantly change our valuation techniques from prior periods.

We offer certain suppliers access to third party services that allow them to view our scheduled payments online. The third party services also allow suppliers to finance advances on our scheduled payments at the sole discretion of the supplier and the third party. We have no economic interest in these financing arrangements and no direct relationship with the suppliers, the third parties, or any financial institutions concerning these services. All of our accounts payable remain as obligations to our suppliers as stated in our supplier agreements. As of August 26, 2018, \$1,010.1 million of our total accounts payable were payable to suppliers who utilize these third party services.

#### (7) Debt

The components of notes payable were as follows:

In Millions	Aug. 26, 2018			May 27, 2018		
U.S. commercial paper	\$ 1,114.3		\$	1,213.5		
Financial institutions		235.1		336.3		
Total	\$	1,349.4	\$	1,549.8		

To ensure availability of funds, we maintain bank credit lines sufficient to cover our outstanding notes payable. Commercial paper is a continuing source of short-term financing. We have commercial paper programs available to us in the United States and Europe. We also have committed, uncommitted, and asset-backed credit lines that support our foreign operations.

The following table details the fee-paid committed and uncommitted credit lines we had available as of August 26, 2018:

In Billions	cility 10unt	Borrowed Amount		
Credit facility expiring:				
May 2022	\$ 2.7	\$	-	
June 2019	0.2		0.1	
September 2018	0.1		-	
Total committed credit facilities	3.0		0.1	
Uncommitted credit facilities	0.6		0.1	
Total committed and uncommitted credit				
facilities	\$ 3.6	\$	0.2	

The credit facilities contain covenants, including a requirement to maintain a fixed charge coverage ratio of at least 2.5 times. We were in compliance with all credit facility covenants as of August 26, 2018.

#### Long-Term Debt

The fair values and carrying amounts of long-term debt, including the current portion, were \$14,261.0 million and \$14,264.3 million, respectively, as of August 26, 2018. The fair value of long-term debt was estimated using market quotations and discounted cash flows based on our current incremental borrowing rates for similar types of instruments. Long-term debt is a Level 2 liability in the fair value hierarchy.

In April 2018, we issued \$4,800.0 million principal amount of fixed-rate notes. Interest on the notes is payable semi-annually in arrears. We may redeem the notes in whole, or in part, at any time at the applicable redemption price. The notes are senior unsecured obligations that include a change of control repurchase provision. The net proceeds were used to finance a portion of the Blue Buffalo acquisition. The principal amounts of these fixed-rate notes were as follows:

In Millions	Principal
4.2% notes due April 17, 2028	\$ 1,400.0
3.7% notes due October 17,	
2023	850.0
4.0% notes due April 17, 2025	800.0
4.7% notes due April 17, 2048	650.0
3.2% notes due April 16, 2021	600.0
4.55% notes due April 17,	
2038	500.0
Total	\$ 4,800.0

In April 2018, we issued \$1,250.0 million principal amount of floating-rate notes. Interest on the notes is payable quarterly in arrears. The notes are not generally redeemable prior to maturity. These notes are senior unsecured obligations that include a change of control repurchase provision. The net proceeds were used to finance a portion of the Blue Buffalo acquisition.

The principal amounts of these floating-rate notes were as follows:

In Millions	Pr	incipal
Floating-rate notes due April 16, 2021	\$	850.0
Floating-rate notes due October 17, 2023		400.0
Total	\$	1,250.0

In the third quarter of fiscal 2018, we paid \$113.8 million to repurchase \$100.0 million of our previously issued 6.39% medium term notes due 2023. We recorded the \$13.8 million premium paid in the repurchase as interest expense.

In October 2017, we issued \$500.0 million principal amount of 2.6 percent fixed-rate notes due October 12, 2022. Interest on the notes is payable semi-annually in arrears. We may redeem the notes in whole, or in part, at any time at the applicable redemption price. The notes are senior unsecured obligations that include a change of control repurchase provision. The net proceeds, together with cash on hand, were used to repay \$500.0 million of 1.4 percent fixed-rate notes.

Certain of our long-term debt agreements contain restrictive covenants. As of August 26, 2018, we were in compliance with all of these covenants.

#### (8) Redeemable and Noncontrolling Interests

We have a 51 percent controlling interest in Yoplait SAS and a 50 percent interest in Yoplait Marques SNC and Liberté Marques Sàrl. Sodiaal International (Sodiaal) holds the remaining interests in each of the entities. On the acquisition date, we recorded the \$904.4 million fair value of Sodiaal s 49 percent euro-denominated interest in Yoplait SAS as a redeemable interest on our Consolidated Balance Sheets. Sodiaal has the ability to put all or a portion of its redeemable interest to us at fair value once per year, up to three times before December 2024. We adjust the value of the redeemable interest through additional paid-in capital on our Consolidated Balance Sheets quarterly to the redeemable interest s redemption value, which approximates its fair value. Yoplait SAS pays dividends annually if it meets certain financial metrics set forth in its shareholders—agreement. As of August 26, 2018, the redemption value of the euro-denominated redeemable interest was \$771.6 million.

A subsidiary of Yoplait SAS has an exclusive milk supply agreement for its European operations with Sodiaal through July 1, 2021. Net purchases totaled \$53.0 million for the quarter ended August 26, 2018 and \$52.5 million for the quarter ended August 27, 2017.

On the acquisition dates, we recorded the \$281.4 million fair value of Sodiaal s 50 percent euro-denominated interest in Yoplait Marques SNC and 50 percent Canadian dollar-denominated interest in Liberté Marques Sàrl as noncontrolling interests on our Consolidated Balance Sheets. Yoplait Marques SNC earns a royalty stream through a licensing agreement with Yoplait SAS for the rights to *Yoplait* and related trademarks. Liberté Marques Sàrl earns a royalty stream through licensing agreements with certain Yoplait group companies for the rights to *Liberté* and related trademarks. These entities pay dividends annually based on their available cash as of their fiscal year end.

The third-party holder of the General Mills Cereals, LLC (GMC) Class A Interests receives quarterly preferred distributions from available net income based on the application of a floating preferred return rate to the holder s capital account balance established in the most recent mark-to-market valuation (currently \$251.5 million). On June 1, 2018, the floating preferred return rate on GMC s Class A Interests was reset to the sum of three-month LIBOR plus 142.5 basis points. The preferred return rate is adjusted every three years through a negotiated agreement with the Class A Interest holder or through a remarketing auction.

Our noncontrolling interests contain restrictive covenants. As of August 26, 2018, we were in compliance with all of these covenants.

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# (9) Stockholders Equity

The following tables provide details of total comprehensive income:

# **Quarter Ended**

**Quarter Ended** 

Aug.	26.	2018
Aug.	<i>2</i> 0.	<b>4</b> 010

Aug. 27, 2017

	(	General Mills			Rogdeemable Interest		neral Mills			lilæmable Interest
In Millions	Pretax	Tax	Net	Net	Net	Pretax	Tax	Net	Net	Net
Net earnings, including earnings attributable to redeemable and noncontrolling interests		\$	392.3	\$ 3.1	\$ 0.5		\$	404.7	\$ 1.5	\$ 2.4
Other comprehensive income (loss):										
Foreign currency translation	\$ (96.8)	\$ -	(96.8)	(1.3)	(8.1)	\$ (5.3) \$	_	(5.3)	21.5	45.3
Other fair value changes:										
Securities						0.4	(0.1)	0.3		
Securities	-	-	-	-	-	0.4	(0.1)	0.3	-	-
Hedge derivatives	7.2	(1.0)	6.2	-	0.9	(15.7)	5.2	(10.5)	-	1.7
Reclassification to earnings:										
Securities (a)	(2.6) 0.5	0.6	(2.0) 0.5		0.1	- 0.8	(0.6)	0.2	- -	(0.4)

derivatives (b)													
Amortization of losses and prior service costs (c)	26	.9	(5.0)	1	21.9	-	-	43.8		(16.0)	27.8	-	-
Other comprehensive	ф <i>(СА</i>	ο\ Φ	( <b>5 A</b> )		(70.2)	(1.2)	(7.1) ¢	24.0	ф	(11.5)	12.5	21.5	46.6
Total comprehensive	\$ (64	.8) \$	(5.4)		(70.2)	(1.3)	(7.1) \$	24.0	\$	(11.5)	12.5	21.5	46.6
income (loss)				\$	322.1	\$ 1.8	\$ <b>(6.6)</b>				\$ 417.2	\$23.0	\$49.0

(a) Gain reclassified from AOCI into earnings is reported in interest, net for securities.

Hedge

- (b) Loss (gain) reclassified from AOCI into earnings is reported in interest, net for interest rate swaps and in cost of sales and SG&A expenses for foreign exchange contracts.
- (c) Loss reclassified from AOCI into earnings is reported in benefit plan non-service income. Please refer to Note 17. Accumulated other comprehensive loss balances, net of tax effects, were as follows:

In Millions	A	Aug. 26, 2018	I	May 27, 2018
Foreign currency translation adjustments	\$	<b>(798.4)</b>	\$	(701.6)
Unrealized gain (loss) from:				
Securities		-		2.0
Hedge derivatives		(25.4)		(32.1)
Pension, other postretirement, and postemployment				
benefits:				
Net actuarial loss		(1,701.1)		(1,723.6)
Prior service costs		25.7		26.3
Accumulated other comprehensive loss	\$	(2,499.2)	\$	(2,429.0)

#### (10) Stock Plans

We have various stock-based compensation programs under which awards, including stock options, restricted stock, restricted stock units, and performance awards, may be granted to employees and non-employee directors. These programs and related accounting are described in Note 11 to the Consolidated Financial Statements included in our Annual Report on Form 10-K for the fiscal year ended May 27, 2018.

Compensation expense related to stock-based payments recognized in the Consolidated Statements of Earnings was as follows:

#### **Quarter Ended**

In Millions	Aug. 26, 2018	Aug. 27, 2017
Compensation expense related to stock-based payments	\$ 26.2	\$ 29.6

Compensation expense related to stock-based payments recognized in the Consolidated Statements of Earnings includes amounts recognized in restructuring, impairment, and other exit costs in the first quarter of fiscal 2019.

As of August 26, 2018, unrecognized compensation expense related to non-vested stock options, restricted stock units, and performance share units was \$148.6 million. This expense will be recognized over 28 months, on average.

Net cash proceeds from the exercise of stock options less shares used for withholding taxes and the intrinsic value of options exercised were as follows:

#### **Ouarter Ended**

In Millions	•	g. 26, )18	A	aug. 27, 2017
Net cash proceeds				
	\$	73.4	\$	41.0
Intrinsic value of options exercised	\$	31.9	\$	40.3

We estimate the fair value of each stock option on the grant date using a Black-Scholes option-pricing model. Black-Scholes option-pricing models require us to make predictive assumptions regarding future stock price volatility, employee exercise behavior, and dividend yield. We estimate our future stock price volatility using the historical volatility over the expected term of the option, excluding time periods of volatility we believe a marketplace participant would exclude in estimating our stock price volatility. We also have considered, but did not use, implied volatility in our estimate, because trading activity in options on our stock, especially those with tenors of greater than 6 months, is insufficient to provide a reliable measure of expected volatility. Our method of selecting the other valuation assumptions is explained in Note 11 to the Consolidated Financial Statements included in our Annual

Report on Form 10-K for the fiscal year ended May 27, 2018.

The estimated fair values of stock options granted and the assumptions used for the Black-Scholes option-pricing model were as follows:

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$\mathbf{v}$	uui wi	LIIU	···

	Aug. 26, 2018	Aug. 27, 2017
Estimated fair values of stock options granted	\$5.35	\$6.18
Assumptions:		
Risk-free interest rate	2.9 %	2.2 %
Expected term	8.5 years	8.2 years
P	<b>y</b> 233 3	J. J
Expected volatility	16.3 %	15.8 %
Dividend yield	4.3 %	3.6 %

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Information on stock option activity follows:

		XX/	oightad	Weighted-	Agg	regate
	Options	A	eighted- verage xercise	Average Remaining	Intı	rinsic
	Outstanding	D.	iaa Dau	Contractual	Va	alue
	(Thousands)		rice Per Share			lions)
Balance as of May 27, 2018	28,963.8	\$	42.90			
Granted	3,107.4		46.06			
Exercised	(2,455.9)		31.70			
Forfeited or expired	(290.4)		54.02			
Outstanding as of Aug. 26, 2018	29,324.9	\$	44.07	4.79	\$	168.8
Exercisable as of Aug. 26, 2018	19,645.9	\$	38.58	2.91	\$	168.8
Information on restricted stock and p	performance shar	e un	it activity	follows:		

	Equity (	Classified Weighted- Average	Liability	Classified Weighted- Average
	Share- Settled Units (Thousands)	Grant-Date Fair Value	Share- Settled Units (Thousands)	Grant-Date Fair Value
Non-vested as of May 27, 2018	3,731.8	\$ 57.50	121.3	\$ 58.26
Granted	1,608.2	45.87	33.8	46.12
Vested	(548.5)	51.60	(33.3)	54.38
Forfeited	(227.0)	64.47	(9.2)	57.98
Non-vested as of Aug. 26, 2018	4,564.5	\$ 53.77	112.6	\$ 55.53

The total grant date fair value of restricted stock unit awards that vested during the period follows:

	Quarte	r Ended
In Millions	Aug. 26, 2018	Aug. 27, 2017
Total grant date fair value	\$ 30.1	\$ 67.7

# (11) Earnings Per Share

Basic and diluted earnings per share (EPS) were calculated using the following:

# **Quarter Ended**

In Millions, Except per Share Data	Aug. 26, 2018	Aug. 27, 2017
Net earnings attributable to General Mills	\$ 392.3	\$ 404.7
Average number of common shares - basic EPS	598.0	576.5
Incremental share effect from: (a)		
Stock options	3.6	8.3
Restricted stock, restricted stock units, and other	1.7	2.1
Average number of common shares - diluted EPS	603.3	586.9
Earnings per share - basic	\$ 0.66	\$ 0.70

Earnings per share - diluted \$ 0.65 \$ 0.69

# **Quarter Ended**

	Aug. 26,	Aug. 27,
In Millions	2018	2017
Anti-dilutive stock options, restricted stock units, and performance share units	14.3	5.4
(12) Share Repurchases		

Share repurchases were as follows:

# **Quarter Ended**

# In Millions

<sup>(</sup>a) Incremental shares from stock options, restricted stock units, and performance share units are computed by the treasury stock method. Stock options, restricted stock units, and performance share units excluded from our computation of diluted EPS because they were not dilutive were as follows:

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	Aug. 26, 2018	Aug. 27, 2017
Shares of common stock	-	10.9
Aggregate purchase price	\$ 0.2	\$ 600.3
(13) Statements of Cash Flows		

Our Consolidated Statements of Cash Flows include the following:

	Quarter Ended							
In Millions	Aug. 26, 2018							
Net cash interest payments	\$ 115.5	\$ 109.7						
Net income tax payments	\$ 60.5	\$ 21.8						

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# (14) Retirement and Postemployment Benefits

In fiscal 2018, we approved an amendment to reorganize the U.S. qualified defined benefit pension plans and the supplemental pension plans that resulted in the spinoff of a portion of the General Mills Pension Plan (the Plan) and the 2005 Supplemental Retirement Plan and the Supplemental Retirement Plan (Grandfathered) (together, the Supplemental Plans) into new plans effective May 31, 2018. The benefits offered to the plans participants were unchanged. The result of the reorganization was the creation of the General Mills Pension Plan I (Plan I) and the 2005 Supplemental Retirement Plan I and the Supplemental Retirement Plan I (Grandfathered) (together, the Supplemental Plans I). The reorganization was made to facilitate a targeted investment strategy over time and to provide additional flexibility in evaluating opportunities to reduce risk and volatility. Actuarial gains and losses associated with the Plan and the Supplemental Plans are amortized over the average remaining service life of the active participants. Actuarial gains and losses associated with Plan I and the Supplemental Plans I are amortized over the average remaining life of the participants.

Components of net periodic benefit expense are as follows:

	Defined Benefit Pension Plans Quarter Ended Aug. 26, Aug. 27,		Other Postretirement Benefit Plans Quarter Ended Aug. 26, Aug. 27,			Benefit Plans Quarter Ended Aug. 26, Aug. 27,						
In Millions		2018		017		018		017		18		)17
Service cost	\$	23.7	\$	23.9	\$	2.4	\$	2.8	\$	1.9	\$	2.1
Interest cost		62.0		55.4		8.3		7.7		0.7		0.6
Expected return on plan assets	(	(111.5)	(	119.1)		(10.1)		(13.0)		-		-
Amortization of losses		27.5		44.1		0.2		0.2		0.1		0.2
Amortization of prior service costs (credits)		0.4		0.5		(1.4)		(1.4)		0.1		0.2
Other adjustments		-		<u>-</u>		-		_		2.8		3.4
Net expense (income)	\$	2.1	\$	4.8	\$	(0.6)	\$	(3.7)	\$	5.6	\$	6.5
(15) Income Taxes												

On December 22, 2017, the Tax Cuts and Jobs Act (TCJA) was signed into law. The TCJA results in significant revisions to the U.S. corporate income tax system, including a reduction in the U.S. corporate income tax rate, implementation of a territorial system, and a one-time deemed repatriation tax on untaxed foreign earnings. The TCJA includes provisions affecting our fiscal 2019 tax rate, including, but not limited to: a reduction in the U.S. corporate tax rate on domestic operations to 21 percent; a new provision that taxes U.S. allocated expenses and certain income

from foreign operations (Global Intangible Low Tax Income or GILTI ); a new limitation on deductible interest expense; the repeal of the domestic manufacturing deduction; and a limitation on the deductibility of certain executive compensation.

Generally, the impacts of new legislation would be required to be recorded in the period of enactment which for us was the third quarter of fiscal 2018. However, Accounting Standards Update 2018-05: *Income Taxes (Topic 740)* (ASU 2018-05) was issued with guidance allowing for the recognition of provisional amounts in the event that the accounting is not complete and a reasonable estimate can be made. The guidance allows for a measurement period of up to one year from the enactment date to finalize the accounting related to the TCJA.

As of August 26, 2018, we have not completed our accounting for the tax effects of the TCJA. During fiscal 2018, we recorded a provisional net benefit of \$523.5 million which included the estimated impact of revaluing our net U.S. deferred tax liabilities to reflect the new U.S. corporate tax rate, partially offset by a provisional charge for the estimated transition tax and a provisional deferred tax liability related to changes in our permanent reinvestment assertion. This provisional net benefit was determined using reasonable estimates for those tax effects based on analysis and information available to date. The provisional net benefit is subject to revisions as we complete our analysis of the TCJA, collect and prepare necessary data, and interpret any additional guidance issued by the U.S. Treasury Department, Internal Revenue Service, Financial Accounting Standards Board, and other standard setting and regulatory bodies. Adjustments may materially impact our provision for income taxes and effective tax rate in the period in which the adjustments are made. Our accounting for the tax effects of the TCJA will be completed during the measurement period of up to one year from the enactment date. During the first quarter of fiscal 2019, we continued our analysis of the impacts of the TCJA and there were no adjustments to the previously recorded provisional amounts.

# (16) Business Segment and Geographic Information

We operate in the packaged foods industry. During the fourth quarter of fiscal 2018, we acquired Blue Buffalo, which became our Pet operating segment. Following the acquisition, our operating segments are as follows: North America Retail; Convenience Stores & Foodservice; Europe & Australia; Asia & Latin America; and Pet.

Our North America Retail operating segment reflects business with a wide variety of grocery stores, mass merchandisers, membership stores, natural food chains, drug, dollar and discount chains, and e-commerce grocery providers. Our product categories in this business segment are ready-to-eat cereals, refrigerated yogurt, soup, meal kits, refrigerated and frozen dough products, dessert and baking mixes, frozen pizza and pizza snacks, grain, fruit and savory snacks, and a wide variety of organic products including refrigerated yogurt, nutrition bars, meal kits, salty snacks, ready-to-eat cereal, and grain snacks.

Our major product categories in our Convenience Stores & Foodservice operating segment are ready-to-eat cereals, snacks, refrigerated yogurt, frozen meals, unbaked and fully baked frozen dough products, and baking mixes. Many products we sell are branded to the consumer and nearly all are branded to our customers. We sell to distributors and operators in many customer channels including foodservice, convenience stores, vending, and supermarket bakeries in the United States.

Our Europe & Australia operating segment reflects retail and foodservice businesses in the greater Europe and Australia regions. Our product categories include refrigerated yogurt, meal kits, super-premium ice cream, refrigerated and frozen dough products, shelf stable vegetables, grain snacks, and dessert and baking mixes. We also sell super-premium ice cream directly to consumers through owned retail shops. Revenues from franchise fees are reported in the region or country where the franchisee is located.

Our Asia & Latin America operating segment consists of retail and foodservice businesses in the greater Asia and South America regions. Our product categories include super-premium ice cream and frozen desserts, refrigerated and frozen dough products, dessert and baking mixes, meal kits, salty and grain snacks, wellness beverages, and refrigerated yogurt. We also sell super-premium ice cream and frozen desserts directly to consumers through owned retail shops. Our Asia & Latin America segment also includes products manufactured in the United States for export, mainly to Caribbean and Latin American markets, as well as products we manufacture for sale to our international joint ventures. Revenues from export activities and franchise fees are reported in the region or country where the end customer or franchisee is located.

Our Pet operating segment includes pet food products sold primarily in the United States in specialty channels, including national pet superstore chains, regional pet store chains, neighborhood pet stores, and farm and feed stores; e-commerce retailers; military outlets; hardware stores; veterinary clinics and hospitals; and grocery and mass merchandisers. Our product categories include dog and cat food (dry foods, wet foods, and treats) made with whole meats, fruits and vegetables, and other high-quality natural ingredients. Our tailored pet product offerings address specific dietary, lifestyle, and life-stage needs and span different product types, diet types, breed sizes for dogs, lifestages, flavors, product functions and textures, and cuts for wet foods. We are reporting the Pet operating segment results on a one-month lag and accordingly, our fiscal 2018 results did not include Pet segment operating results.

Operating profit for these segments excludes unallocated corporate items, gain or loss on divestitures, and restructuring, impairment, and other exit costs. Unallocated corporate items include corporate overhead expenses, variances to planned domestic employee benefits and incentives, contributions to the General Mills Foundation, asset and liability remeasurement impact of hyperinflationary economies, restructuring initiative project-related costs, and other items that are not part of our measurement of segment operating performance. These include gains and losses

arising from the revaluation of certain grain inventories and gains and losses from mark-to-market valuation of certain commodity positions until passed back to our operating segments. These items affecting operating profit are centrally managed at the corporate level and are excluded from the measure of segment profitability reviewed by executive management. Under our supply chain organization, our manufacturing, warehouse, and distribution activities are substantially integrated across our operations in order to maximize efficiency and productivity. As a result, fixed assets and depreciation and amortization expenses are neither maintained nor available for all operating segments.

Our operating segment results were as follows:

# **Quarter Ended**

In Millions	A	aug. 26, 2018	A	ug. 27, 2017
Net sales:				
North America Retail	\$	2,387.8	\$	2,438.2
Europe & Australia		500.7		491.9
Convenience Stores & Foodservice		463.2		447.1
Asia & Latin America		399.0		392.0
Pet		343.3		-
Total	\$	4,094.0	\$	3,769.2
Operating profit:				
North America Retail	\$	548.1	\$	533.2
Europe & Australia		34.5		30.6
Convenience Stores & Foodservice		97.1		84.8
Asia & Latin America		12.2		15.5
Pet		14.5		-
Total segment operating profit		706.4		664.1
Unallocated corporate items		106.3		53.6
Restructuring, impairment, and other exit				
costs (recoveries)		<b>(1.4)</b>		5.2
Operating profit	\$	601.5	\$	605.3
operating profit	. Ψ		Ψ	

Net sales for our North America Retail operating units were as follows:

# **Quarter Ended**

In Millions		ug. 26, 2018		ug. 27, 2017
U.S. Meals & Baking	\$	837.5	\$	856.0
U.S. Cereal		584.4		578.6
U.S. Snacks		533.5		558.6
U.S. Yogurt and Other		219.1		223.4
Canada		213.3		221.6
Total	\$ 2	2,387.8	\$ 2	2,438.2

Net sales by class of similar products were as follows:

# **Quarter Ended**

# In Millions

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	Aug. 26, 2018	Aug. 27, 2017
Snacks	\$ 859.5	\$ 861.7
Cereal	676.7	676.0
Convenient meals	613.9	605.8
Yogurt	537.1	552.5
Baking mixes and ingredients	367.3	379.6
Pet	343.3	-
Dough	334.1	336.5
Super-premium ice cream	247.4	230.1
Vegetables	66.0	76.6
Other	48.7	50.4
Total	\$ 4,094.0	\$ 3,769.2

# (17) New Accounting Pronouncements

In the first quarter of fiscal 2019, we adopted new accounting requirements related to the presentation of net periodic defined benefit pension expense, net periodic postretirement benefit expense, and net periodic postemployment benefit expense (collectively net periodic benefit expense). The new standard requires the service cost component of net periodic benefit expense to be recorded in the same line items as other employee compensation costs within our Consolidated Statements of Earnings. Other components of net periodic benefit expense must be presented separately outside of operating profit in our Consolidated Statements of Earnings. In addition, the new standard requires that only the service cost component of net periodic benefit expense is eligible for capitalization. The new standard requires retrospective adoption of the presentation of net periodic benefit expense and prospective application of the capitalization of the service cost component. The impact of the adoption of this standard on our results of operations was a decrease to our operating profit of \$20.9 million and \$20.5 million and a corresponding increase to benefit plan non-service income of \$20.9 million and \$20.5 million for the periods ending August 26, 2018 and August 27, 2017, respectively. There were no changes to our reported segment operating profit.

In the first quarter of fiscal 2019, we adopted new accounting requirements for the recognition of revenue from contracts with customers. Under the new standard, we apply a principles-based five step model to recognize revenue upon the transfer of control of promised goods to customers and in an amount that reflects the consideration for which we expect to be entitled to in exchange for those goods. The principles-based five step model includes: 1) identifying the contract(s) with a customer; 2) identifying the performance obligations in the contract; 3) determining the transaction price; 4) allocating the transaction price to the performance obligations in the contract; and 5) recognizing revenue when (or as) we satisfy a performance obligation.

Our revenues primarily result from contracts with customers, which are generally short-term and have a single performance obligation the delivery of product. We recognize revenue for the sale of packaged foods at the point in time when our performance obligation has been satisfied and control of the product has transferred to our customer, which generally occurs when the shipment is accepted by our customer. Sales include shipping and handling charges billed to the customer and are reported net of variable consideration and consideration payable to our customers, including trade promotion, consumer coupon redemption and other costs, including estimated allowances for returns, unsalable product, and prompt pay discounts. Sales, use, value-added, and other excise taxes are not included in revenue. Trade promotions are recorded using significant judgment of estimated participation and performance levels for offered programs at the time of sale. Differences between estimated expenses and actual costs are recognized as a change in management estimate in a subsequent period. We generally do not allow a right of return. However, on a limited case-by-case basis with prior approval, we may allow customers to return product. In limited circumstances, product returned in saleable condition is resold to other customers or outlets. Receivables from customers generally do not bear interest. Payment terms and collection patterns are short-term, and vary around the world and by channel, and as such, we do not have any significant financing components. Our allowance for doubtful accounts represents our estimate of probable non-payments and credit losses in our existing receivables, as determined based on a review of past due balances and other specific account data. Account balances are written off against the allowance when we deem the amount is uncollectible. See Note 16 for disaggregation of our revenue into categories that depict how the nature, amount, timing, and uncertainty of revenue and cash flows are affected by economic factors. We do not have material contract assets or liabilities arising from our contracts with customers.

We utilized a comprehensive approach to evaluate and document the impact of the guidance on our current accounting policies and practices. We did not identify any material differences resulting from applying the new requirements to our revenue contracts. Additionally, we did not identify any significant changes to our business processes, systems, and controls to support recognition and disclosure requirements under the new guidance.

We adopted the requirements of the new standard and subsequent amendments to all contracts in the first quarter of fiscal 2019 using the cumulative effect approach. We recorded a \$33.9 million cumulative effect adjustment net of income tax effects to the opening balance of fiscal 2019 retained earnings, a decrease to deferred income taxes of \$11.4 million, and an increase to other current liabilities of \$45.3 million related to the timing of recognition of certain promotional expenditures.

Item 2. Management s Discussion and Analysis of Financial Condition and Results of Operations. INTRODUCTION

This Management s Discussion and Analysis of Financial Condition and Results of Operations (MD&A) should be read in conjunction with the MD&A included in our Annual Report on Form 10-K for the fiscal year ended May 27, 2018 for important background regarding, among other things, our key business drivers. Significant trademarks and service marks used in our business are set forth in *italics* herein. Certain terms used throughout this report are defined in the Glossary section below.

#### **CONSOLIDATED RESULTS OF OPERATIONS**

#### First Ouarter Results

In the first quarter of fiscal 2019, net sales increased 9 percent compared to the same period last year, driven by the acquisition of Blue Buffalo Pet Products, Inc. (Blue Buffalo), favorable net price realization and mix and higher contributions from volume growth in the Asia & Latin America segment, partially offset by lower contributions from volume growth in the North America Retail, Europe & Australia, and Convenience Stores & Foodservice segments. In the first quarter of fiscal 2019, organic net sales were flat. Operating profit margin of 14.7 percent was down 130 basis points from year-ago levels primarily driven by the purchase accounting inventory adjustment related to our acquisition of Blue Buffalo and lower mark-to-market valuation of certain commodity positions, partially offset by a decrease in restructuring expenses. Adjusted operating profit margin decreased 80 basis points to 15.7 percent, primarily driven by the purchase accounting inventory adjustment and higher input costs, partially offset by improved net price realization and mix and lower media and advertising expense. Adjusted operating profit growth on a constant currency basis was 3 percent in the first quarter of fiscal 2019. Diluted earnings per share of \$0.65 decreased 6 percent compared to the first quarter of fiscal 2018 and adjusted diluted earnings per share of \$0.71, which excludes certain items affecting comparability, on a constant-currency basis was unchanged compared to the first quarter last year. See the Non-GAAP Measures section below for a description of our use of measures not defined by GAAP.

A summary of our consolidated financial results for the first quarter of fiscal 2019 follows:

	In mil	lions, except	Quarter Ended Aug. 26, 2018 vs. Po	ercent of No	Constant- et Currency
Quarter Ended Aug. 26, 2018	рe	er share	Aug. 27, 2017	Sales	Growth (a)
Net sales	\$	4,094.0	9 %		
On austin a modit		601.5	(1)0/	1477	77
Operating profit		601.5	(1)%	14.7 9	//0
Net coming of the table to Consul Mills		202.2	(2)(7		
Net earnings attributable to General Mills		392.3	(3)%		
Diluted earnings per share	\$	0.65	(6)%		
Organic net sales growth rate (a)			Flat		
		706.4	6 %		6 %

3 %

Flat

Edgar Filing: GENEF Total segment operating profit (a)	RAL MILLS INC	C - Form 10-Q	
Total segment operating profit (a)			
Adjusted operating profit (a)	641.3	3 %	15.7 %
Diluted earnings per share,			
excluding certain items affecting comparability (a) See the Non-GAAP Measures section below for Consolidated <b>net sales</b> were as follows:		Flat sures not defined by (	GAAP.
		Quarter Ended	
		Quarter Ended Aug. 26, 2018 vs	
	Aug. 26, 2018		Aug. 27, 2017
Net sales (in millions)	•	Aug. 26, 2018 vs	•
Net sales (in millions)  Contributions from volume growth (a)	2018	Aug. 26, 2018 vs Aug. 27, 2017	2017

Foreign currency exchange (a) Measured in tons based on the stated weight of our product shipments.

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Flat

The 9 percent increase in net sales in the first quarter of fiscal 2019 reflects the acquisition of Blue Buffalo and favorable net price realization and mix across all other segments partially offset by lower contributions from organic volume. The Convenience Stores & Foodservice, Europe & Australia, and Asia & Latin America segments contributed to the increase in net sales in the first quarter of fiscal 2019 compared to the same period last year, while net sales for the North America Retail segment decreased.

Organic net sales were flat in the first quarter of fiscal 2019 as favorable organic net price realization and mix was offset by declining contributions from organic volume growth.

Components of organic net sales growth are shown in the following table:

Quarter Ended Aug. 26, 2018 vs. Quarter Ended Aug. 27, 2017	
Contributions from organic volume growth (a)	(1)pt
Organic net price realization and mix	1 pt
Organic net sales growth	Flat
Foreign currency exchange	Flat
Acquisition and divestiture	9 pts

Net sales growth 9 pts

(a) Measured in tons based on the stated weight of our product shipments.

Cost of sales increased \$295 million from the first quarter of fiscal 2018 to \$2,751 million. The increase was driven by a \$149 million increase due to higher volume and a \$70 million increase attributable to product rate and mix. We recorded a \$53 million charge in the first quarter of fiscal 2019 related to the fair value adjustment of inventory acquired in the Blue Buffalo acquisition. We recorded a \$31 million net increase in cost of sales related to the mark-to-market valuation of certain commodity positions and grain inventories in the first quarter of fiscal 2019 compared to a net decrease of \$2 million in the first quarter of fiscal 2018. We recorded \$12 million of restructuring charges in cost of sales in the first quarter of fiscal 2018. We also recorded \$1 million of restructuring initiative project-related costs in the first quarter of fiscal 2019 and fiscal 2018 (please refer to Note 3 to the Consolidated Financial Statements in Part I, Item 1 of this report).

Selling, general, and administrative (SG&A) expenses increased \$40 million to \$743 million in the first quarter of fiscal 2019 compared to the same period in fiscal 2018. The increase in SG&A expenses primarily reflects the acquisition of Blue Buffalo and \$9 million of integration costs we recorded in the first quarter of fiscal 2019. Increased SG&A expenses were partially offset by savings from cost management initiatives and a decrease in media and advertising expense. SG&A expenses as a percent of net sales in the first quarter of fiscal 2019 decreased 50 basis points compared with the first quarter of fiscal 2018.

**Restructuring, impairment, and other exit costs** totaled a \$1 million net recovery in the first quarter of fiscal 2019 compared to \$5 million of expense in the same period last year.

**Benefit plan non-service income** totaled \$21 million in the first quarter of fiscal 2019 compared to \$20 million in the same period last year. Please refer to Note 17 to the Consolidated Financial Statements in Part I, Item 1 of this report for additional information.

**Interest, net** for the first quarter of fiscal 2019 totaled \$134 million, up \$61 million from fiscal 2018, primarily driven by higher average debt balances due to financing for the Blue Buffalo acquisition.

The **effective tax rate** for the first quarter of fiscal 2019 was 22.6 percent compared to 30.4 percent for the first quarter of fiscal 2018. The 7.8 percentage point decrease was primarily due to the net benefit related to the Tax Cuts and Jobs Act ( TCJA ), partially offset by less favorable windfall tax benefits from stock-based payments in fiscal 2019. Our effective tax rate excluding certain items affecting comparability was 22.7 percent in the first quarter of fiscal 2019 compared to 30.5 percent in the first quarter of fiscal 2018 See the Non-GAAP Measures section below for a description of our use of measures not defined by GAAP.

The TCJA includes provisions affecting our fiscal 2019 effective tax rate, including but not limited to: a reduction in the U.S. corporate tax rate on domestic operations to 21 percent; a new provision that taxes U.S. allocated expenses and certain income from foreign operations (Global Intangible Low Tax Income or GILTI); a new limitation on deductible interest expense; the repeal of the domestic manufacturing deduction; and limitation on the deductibility of certain executive compensation.

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After-tax earnings from joint ventures for the first quarter of fiscal 2019 decreased to \$18 million compared to \$24 million in the same period in fiscal 2018, primarily driven by our \$5 million after-tax share of a restructuring charge at Cereal Partners Worldwide (CPW) and lower sales and higher input costs for Häagen-Dazs Japan, Inc. (HDJ). On a constant-currency basis, after-tax earnings from joint ventures decreased 24 percent, including the CPW restructuring charge (see the Non-GAAP Measures section below for a description of our use of measures not defined by GAAP). The components of our joint ventures net sales growth are shown in the following table:

Quarter Ended Aug. 26, 2018 vs.		
Quarter Ended Aug. 27, 2017	<b>CPW</b>	HDJ
Contributions from volume growth (a)	(3)pts	(11)pts
Net price realization and mix	1 pt	(3)pts
Foreign currency exchange	(2)pts	Flat
Net sales growth	(4)pts	(14)pts

<sup>(</sup>a) Measured in tons based on the stated weight of our product shipments.

The change in net sales for each joint venture on a constant-currency basis is set forth in the following table:

	In	Quarter Ended Aug. 27, 2018 vs. Quarter Ended Aug. 27, 201 Impact of Foreignentage Change in Join Percentage Change in Join Curren Cynture Net Sales on Const		
	Venture Net Sales as Repo	•	<b>Currency Basis</b>	
CPW	(4)%	(2) pts	(2)%	
HDJ	(14)	Flat	(14)	
Joint Ventures	(6)%	(2) pts	(4)%	

**Average diluted shares outstanding** increased by 16 million in the first quarter of fiscal 2019 from the same period a year ago due to the impact of the share issuance to partially fund the acquisition of Blue Buffalo and option exercises.

#### SEGMENT OPERATING RESULTS

Our businesses are organized into five operating segments: North America Retail; Convenience Stores & Foodservice; Europe & Australia; Asia & Latin America; and Pet. We are reporting the Pet operating segment results on a one-month lag and accordingly, our fiscal 2018 results do not include Pet segment operating results. Please refer to Note 16 of the Consolidated Financial Statements in Part I, Item 1 of this report for a description of our operating segments.

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# North America Retail Segment Results

North America Retail net sales were as follows:

#### **Ouarter Ended**

	A	ug. 26, 2018 v	s
	Aug. 26, 2018	Aug. 27, 2017	Aug. 27, 2017
Net sales (in millions)	\$ 2,387.8	(2)%	\$ 2,438.2
Contributions from volume growth (a)		(3)pts	
Net price realization and mix		1 pt	

Foreign currency exchange

Flat

North America Retail net sales decreased 2 percent in the first quarter of fiscal 2019 compared to the same period in fiscal 2018, with declines in the U.S. Snacks, U.S. Meals & Baking, Canada and U.S. Yogurt operating units, partially offset by growth in the U.S. Cereal operating unit.

The components of North America Retail organic net sales growth are shown in the following table:

# **Quarter Ended**

	Aug. 26, 2018
Contributions from organic volume growth (a)	(2)pts
Organic net price realization and mix	1
Organic net sales growth	(1)pt
Divestiture (b)	(1)pt
Divestitute (0)	(1)pt
Net sales growth	(2)pts

<sup>(</sup>a) Measured in tons based on the stated weight of our product shipments.

- (a) Measured in tons based on the stated weight of our product shipments.
- (b) Related to the divestiture of North American Green Giant product lines.

North America Retail organic net sales decreased 1 percent in the first quarter of fiscal 2019 compared to the same period in fiscal 2018, driven by a decrease in contributions from organic volume growth partially offset by favorable organic net price realization and mix.

North America Retail net sales percentage change by operating unit are shown in the following table:

# **Quarter Ended**

	Aug. 26, 2018
U.S. Snacks	(4)%
U.S. Meals & Baking	(2)
Canada (a)	(4)
U.S. Yogurt	(2)
U.S. Cereal	1
U.S. Cereal	1

Total (a) (2)%

\$533 million the first quarter of fiscal 2018, primarily driven by a decrease in media and advertising and other SG&A expenses, partially offset by higher input costs. Segment operating profit increased 3 percent on a constant-currency basis in the first quarter of fiscal 2019 compared to the same period in fiscal 2018. See the Non-GAAP Measures section below for our use of this measure not defined by GAAP.

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 <sup>(</sup>a) On a constant currency basis, Canada net sales decreased 2 percent for the first quarter of fiscal 2019. See the Non-GAAP Measures section below for our use of this measure not defined by GAAP.
 Segment operating profit increased 3 percent to \$548 million in the first quarter of fiscal 2019 compared to

# Europe & Australia Segment Results

Europe & Australia net sales were as follows:

#### **Ouarter Ended**

	Αι	ıg. 26, 2018 vs.	
	Aug. 26, 2018	Aug. 27, 2017	Aug. 27, 2017
Net sales (in millions)	\$ 500.7	2 %	\$ 491.9
Contributions from volume			
growth (a)		(1)pt	
Net price realization and mix		2 pts	
Foreign currency exchange		1 pt	

<sup>(</sup>a) Measured in tons based on the stated weight of our product shipments.

Europe & Australia net sales increased 2 percent in the first quarter of fiscal 2019 compared to the same period in fiscal 2018, driven primarily by favorable net price realization and mix and foreign currency exchange offset by a decrease in contributions from volume growth.

The components of Europe & Australia organic net sales growth are shown in the following table:

	Quarter Ended Aug. 26, 2018		
Contributions from organic volume			
growth (a)	(1) pt		
Organic net price realization and mix	2 pts		
Organic net sales growth	1 pt		
Foreign currency exchange	1 pt		
Net sales growth (a)	2 pts		

<sup>(</sup>a) Measured in tons based on the stated weight of our product shipments.

Europe & Australia organic net sales increased 1 percent in the first quarter of fiscal 2019 compared to the same period in fiscal 2018, driven primarily by favorable organic net price realization and mix partially offset by a decrease in contributions from organic volume growth.

Segment operating profit increased 13 percent to \$34 million in the first quarter of fiscal 2019 compared to \$31 million in the first quarter of fiscal 2018 primarily driven by higher net sales and lower SG&A expenses, partially offset by higher input costs, including currency-driven inflation on imported products in certain markets. Segment operating profit increased 12 percent on a constant-currency basis in the first quarter of fiscal 2019 compared to the same period in fiscal 2018. See the Non-GAAP Measures section below for our use of this measure not defined by GAAP.

#### Convenience Stores & Foodservice Segment Results

Convenience Stores & Foodservice net sales were as follows:

#### **Quarter Ended**

	Aug. 26, 2018 vs			
	Aug. 26, Aug. 27, Au			
	2018	2017	2017	
Net sales (in millions)	\$463.2	4 %	\$ 447.1	

# Contributions from volume

growth (a) (1)pt

Net price realization and mix 5 pts

(a) Measured in tons based on the stated weight of our product shipments.

Convenience Stores & Foodservice net sales increased 4 percent in the first quarter of fiscal 2019 compared to the same period in fiscal 2018, reflecting higher net sales across the portfolio driven by improved net price realization and mix.

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The components of Convenience Stores & Foodservice organic net sales growth are shown in the following table:

	Quarter Ended Aug. 26, 2018
Contributions from organic volume growth (a)	(1) pt
Organic net price realization and mix	5 pts
	<b>,</b> , ,
Organic net sales growth	4 pts

Net sales growth (a)

4 pts

Segment operating profit increased 14 percent to \$97 million in the first quarter of fiscal 2019 compared to \$85 million in the first quarter of fiscal 2018, primarily driven by higher net sales and benefits from cost savings initiatives.

#### Asia & Latin America Segment Results

Asia & Latin America net sales were as follows:

	Quarter Ended Aug. 26, 2018 vs.			
	Aug. 26, 2018	Aug. 27, 2017	Aug. 27, 2017	
Net sales (in millions)	\$ 399.0	2%	392.0	
Contributions from volume growth (a)		5 pts		
Net price realization and mix		3 pts		

Foreign currency exchange

(6)pts

Asia & Latin America net sales increased 2 percent in the first quarter of fiscal 2019 compared to the same period in fiscal 2018, driven by an increase in contributions from volume growth and net price realization and mix, partially

<sup>(</sup>a) Measured in tons based on the stated weight of our product shipments.

<sup>(</sup>a) Measured in tons based on the stated weight of our product shipments.

offset by unfavorable foreign currency exchange.

The components of Asia & Latin America organic net sales growth are shown in the following table:

	Quarter Ended Aug. 26, 2018
Contributions from organic volume growth (a)	5 pts
	_
Organic net price realization and mix	3 pts
Organic net sales growth	8 pts
Foreign currency exchange	(6)pts
Net sales growth (a)	2 pts

(a) Measured in tons based on the stated weight of our product shipments.

Asia & Latin America organic net sales increased 8 percent in the first quarter of fiscal 2019 compared to the same period in fiscal 2018, reflecting an increase in contributions from organic volume growth and an increase in organic net price realization and mix.

Segment operating profit decreased to \$12 million in the first quarter of fiscal 2019 compared to \$16 million in the same period of fiscal 2018 primarily driven by higher input costs, including currency driven inflation on imported products in certain markets, and higher media and advertising expense and other SG&A expenses, partially offset by higher net sales. Segment operating profit decreased 38 percent on a constant-currency basis in the first quarter of fiscal 2019 compared to the first quarter of fiscal 2018. See the Non-GAAP Measures section below for our use of this measure not defined by GAAP.

# Pet Segment Results

Pet net sales were as follows:

#### **Quarter Ended**

	Aug. 26,	Aug.	27,
	2018	201	7
Net sales (in millions)	\$ 343.3	\$	-

Pet net sales and operating profit in the first quarter of fiscal 2019 totaled \$343 million and \$14 million respectively. The first quarter of fiscal 2019 includes results for 7 days of the month of acquisition. Segment operating profit in the first quarter includes a \$53 million charge related to the fair value adjustment on inventory acquired and \$3 million of amortization of the customer list intangible asset.

#### **UNALLOCATED CORPORATE ITEMS**

Unallocated corporate expense totaled \$106 million in the first quarter of fiscal 2019 compared to \$54 million in the same period in fiscal 2018. In the first quarter of fiscal 2019, we recorded \$1 million of restructuring initiative project-related costs in cost of sales compared to \$12 million of restructuring charges and \$1 million of restructuring initiative project-related costs in cost of sales in the same period last year. We recorded a \$31 million net increase in expense related to the mark-to-market valuation of certain commodity positions and grain inventories in the first quarter of fiscal 2019 compared to a \$2 million net decrease in expense in the same period last year. In addition, we recorded \$9 million of integration costs in the first quarter of fiscal 2019 related to the acquisition of Blue Buffalo.

#### **LIQUIDITY**

During the first quarter of fiscal 2019, cash provided by operations was \$607 million compared to \$590 million in the same period in fiscal 2018. The \$17 million increase is primarily driven by a \$33 million change in current assets and liabilities, partially offset by a \$10 million change in restructuring activities and a \$9 million change in deferred taxes. The \$33 million change in current assets and liabilities was driven by a \$39 million change in the timing of receivables, a \$32 million change in inventory activity, and a \$23 million change in prepaids and other current assets, primarily derivative activity, partially offset by a \$61 million change in the timing of accounts payable.

Cash used by investing activities during the first quarter ended August 26, 2018, was \$140 million, compared to \$123 million for the same period in fiscal 2018. Investments of \$113 million in land, buildings and equipment in the three-month period ended August 26, 2018, decreased \$4 million compared to the same period a year ago. In addition, we made \$27 million of other investments, primarily investments made by our venture capital fund during the first quarter of fiscal 2019.

Cash used by financing activities during the first quarter of fiscal 2019 was \$423 million compared to \$451 million in the same period in fiscal 2018. We had \$190 million of net debt repayments in the first quarter of fiscal 2019 compared to \$414 million of net debt issuances in the same period a year ago. We paid \$294 million of dividends in the first quarter of fiscal 2019 compared to \$284 million in the same period last year. In addition, we paid \$600 million in cash to repurchase common stock in the first quarter of fiscal 2018.

As of August 26, 2018, we had \$404 million of cash and cash equivalents held in foreign jurisdictions. As a result of the TCJA, the historic undistributed earnings of our foreign subsidiaries were taxed in the U.S. via the one-time repatriation tax in fiscal 2018. We are re-evaluating our indefinite reinvestment assertion in connection with the TCJA. We recorded a provisional estimate in fiscal 2018 for local country withholding taxes related to certain entities from which we began repatriating undistributed earnings. We plan to finalize our assessment during the measurement period provided by ASU 2018-05.

# **CAPITAL RESOURCES**

Our capital structure was as follows:

In Millions	Aug. 26, 2018	May 27, 2018
Notes payable	\$ 1,349.4	\$ 1,549.8
Current portion of long-term		,
debt	1,599.2	1,600.1
Long-term debt	12,665.1	12,668.7
Total debt	15,613.7	15,818.6
Redeemable interest	771.6	776.2
Noncontrolling interests	350.7	351.3
Stockholders equity	6,225.1	6,141.1
1 ,	,	,

Total capital \$ 22,961.1 \$ 23,087.2

To ensure availability of funds, we maintain bank credit lines sufficient to cover our outstanding notes payable. Commercial paper is a continuing source of short-term financing. We have commercial paper programs available to us in the United States and Europe. We also have committed, uncommitted, and asset-backed credit lines that support our foreign operations.

The following table details the fee-paid committed and uncommitted credit lines we had available as of August 26, 2018:

	•		
\$ 2	7	\$	-
0	.2		0.1
	Amour	Facility Amount  5 2.7  0.2	Amount Amo

June 2019		
September 2018	0.1	-
Total committed credit facilities	3.0	0.1
Uncommitted credit facilities	0.6	0.1
Total committed and uncommitted credit facilities	\$ 3.6	\$ 0.2

The third-party holder of the General Mills Cereals, LLC (GMC) Class A Interests receives quarterly preferred distributions from available net income based on the application of a floating preferred return rate to the holder s capital account balance established in the most recent mark-to-market valuation (currently \$252 million). On June 1, 2018, the floating preferred return rate on GMC s Class A Interests was reset to the sum of three-month LIBOR plus 142.5 basis points. The preferred return rate is adjusted every three years through a negotiated agreement with the Class A Interest holder or through a remarketing auction.

We have an option to purchase the Class A Interests for consideration equal to the then current capital account value, plus any unpaid preferred return and the prescribed make-whole amount. If we purchase these interests, any change in the third-party holder s capital account from its original value will be charged directly to retained earnings and will increase or decrease the net earnings used to calculate EPS in that period.

We have a 51 percent controlling interest in Yoplait SAS and a 50 percent interest in Yoplait Marques SNC and Liberté Marques Sàrl. Sodiaal holds the remaining interests in each of these entities. We consolidate these entities into our consolidated financial statements. As of August 26, 2018, we recorded Sodiaal s 50 percent interests in Yoplait Marques SNC and Liberté Marques Sàrl as noncontrolling interests, and the redemption value of its 49 percent interest in Yoplait SAS as a redeemable interest on our Consolidated Balance Sheets. These euro- and Canadian dollar-denominated interests are reported in U.S. dollars on our Consolidated Balance Sheets. Sodiaal has the ability to put all or a portion of its redeemable interest to us at fair value once per year, up to three times before December 2024. As of August 26, 2018, the redemption value of the redeemable interest was \$772 million, which approximates its fair value.

Certain of our long-term debt agreements, our credit facilities, and our noncontrolling interests contain restrictive covenants. As of August 26, 2018, we were in compliance with all of these covenants.

We have \$1,599 million of long-term debt maturing in the next 12 months that is classified as current, including \$1,150 million of 5.65 percent notes due February 2019, 300.0 million euro-denominated floating-rate notes due March 20, 2019, and \$100 million of 6.59 percent fixed rate medium term notes due for remarketing in October 2018. We believe that cash flows from operations, together with available short- and long-term debt financing, will be adequate to meet our liquidity and capital needs for at least the next 12 months.

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### OFF-BALANCE SHEET ARRANGEMENTS AND CONTRACTUAL OBLIGATIONS

There were no material changes outside the ordinary course of our business in our contractual obligations or off-balance sheet arrangements during the first quarter of fiscal 2019.

#### SIGNIFICANT ACCOUNTING ESTIMATES

Our significant accounting policies are described in Note 2 to the Consolidated Financial Statements included in our Annual Report on Form 10-K for the fiscal year ended May 27, 2018. The accounting policies used in preparing our interim fiscal 2019 Consolidated Financial Statements are the same as those described in our Form 10-K with the exception of the new accounting requirements adopted in the first quarter of fiscal 2019 related to the presentation of net periodic defined benefit pension expense, net periodic postretirement benefit expense and net periodic postemployment benefit expense, and to revenue recognition. Please see Note 17 to the Consolidated Financial Statements in Part I, Item 1 of this report for additional information.

Our significant accounting estimates are those that have meaningful impact on the reporting of our financial condition and results of operations. These estimates include our accounting for promotional expenditures, valuation of long-lived assets, intangible assets, redeemable interest, stock-based compensation, income taxes, and defined benefit pension, other postretirement benefit, and postemployment benefit plans. The assumptions and methodologies used in the determination of those estimates as of August 26, 2018, are the same as those described in our Annual Report on Form 10-K for the fiscal year ended May 27, 2018, with the exception of the new accounting requirements adopted in the first quarter of fiscal 2019 related to the presentation of net periodic defined benefit pension expense, net periodic postretirement benefit expense and net periodic postemployment benefit expense, and to revenue recognition. See Note 17 to the Consolidated Financial Statements in Part I, Item 1 of this report for additional information.

On December 22, 2017, the TCJA was signed into law. The TCJA results in significant revisions to the U.S. corporate income tax system, including a reduction in the U.S. corporate income tax rate, implementation of a territorial system, and a one-time deemed repatriation tax on untaxed foreign earnings. The TCJA also resulted in a U.S. federal statutory rate of 21 percent in fiscal 2019. Generally, the impacts of the new legislation would be required to be recorded in the period of enactment which for us was the third quarter of fiscal 2018. However, Accounting Standards Update 2018-05: *Income Taxes (Topic 740)* (ASU 2018-05) was issued with guidance allowing for the recognition of provisional amounts in the event that the accounting is not complete and a reasonable estimate can be made. The guidance allows for a measurement period of up to one year from the enactment date to finalize the accounting related to the TCJA. See Note 15 to the Consolidated Financial Statements in Part I, Item 1 of this report for additional information.

We tested our goodwill and indefinite-lived intangible assets for impairment on our annual assessment date on the first day of the second quarter of fiscal 2018. As of our annual impairment assessment date, there was no impairment of our intangible assets as their related fair values were substantially in excess of the carrying values, except for the *Yoki* and *Progresso* brand intangible assets and the Latin America reporting unit. The excess fair value as of the fiscal 2018 test date of the *Yoki* and *Progresso* brand intangible assets and the Latin America reporting unit was as follows:

Carrying Value of Intangible Asset

Excess Fair Value as of Fiscal 2018 Test Date

In Millions

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Yoki	\$ 138.2	1%
Progresso	462.1	6%
1 Togresso	402.1	070
Latin America	\$ 272.0	21%

In addition, while having significant coverage as of our fiscal 2018 assessment date, the *Food Should Taste Good* and *Green Giant* brand intangible assets and the U.S. Yogurt reporting unit had risk of decreasing coverage. We will continue to monitor these businesses, as well as the businesses supporting the *Yoki* and *Progresso* brand intangible assets and the Latin America reporting unit, for potential impairment.

During the fourth quarter of fiscal 2018, we executed our fiscal 2019 planning process and preliminary long-range planning process, which resulted in lower future sales and profitability projections in our plans for our businesses supporting the *Yoki*, *Mountain High*, and *Immaculate Baking* brand intangible assets. As a result of this triggering event, we performed an interim impairment assessment of these assets as of May 27, 2018 and determined that the fair value of these brand assets no longer exceeded the carrying values of the respective assets. Significant assumptions used in that assessment included our updated long-range cash flow projections for the businesses, royalty rates, weighted average cost of capital rates, and tax rates. We recorded a \$97 million impairment charge in the fourth quarter of fiscal 2018 related to these assets.

# RECENTLY ISSUED ACCOUNTING PRONOUNCEMENTS

In August 2017, the Financial Accounting Standards Board (FASB) issued new hedge accounting requirements. The new standard amends the hedge accounting recognition and presentation requirements to better align an entity s risk management activities and financial reporting. The new standard also simplifies the application of hedge accounting guidance. The requirements of the new standard are effective for annual reporting periods beginning after December 15, 2018, and interim periods within those annual periods, which for us is the first quarter of fiscal 2020. Early adoption is permitted. We are in the process of analyzing the impact of this standard on our results of operations and financial position.

In February 2016, the FASB issued new accounting requirements for accounting, presentation and classification of leases. This will result in most leases being capitalized as a right of use asset with a related liability on our Consolidated Balance Sheets. The requirements of the new standard are effective for annual reporting periods beginning after December 15, 2018, and interim periods within those annual periods, which for us is the first quarter of fiscal 2020. We are in the process of implementing lease accounting software and analyzing the impact of this standard on our results of operations and financial position. Based on our assessment to date, we expect this guidance will have a material impact on our Consolidated Balance Sheets due to the amount of our lease commitments but we are unable to reasonably estimate the expected financial impact at this time.

### **NON-GAAP MEASURES**

We have included in this report measures of financial performance that are not defined by GAAP. We believe that these measures provide useful information to investors and include these measures in other communications to investors.

For each of these non-GAAP financial measures, we are providing below a reconciliation of the differences between the non-GAAP measure and the most directly comparable GAAP measure, an explanation of why we believe the non-GAAP measure provides useful information to investors, and any additional purposes for which we use the non-GAAP measure. These non-GAAP measures should be viewed in addition to, and not in lieu of, the comparable GAAP measure.

# Organic Net Sales Growth Rates

This measure is used in reporting to our executive management and as a component of the Board of Directors measurement of our performance for incentive compensation purposes. We provide organic net sales growth rates for our consolidated net sales and segment net sales. We believe that organic net sales growth rates provide useful information to investors because they provide transparency to underlying performance in our net sales by excluding the effect that foreign currency exchange rate fluctuations, as well as acquisitions, divestitures, and a 53<sup>rd</sup> week, when applicable, have on year-to-year comparability. A reconciliation of these measures to reported net sales growth rates, the relevant GAAP measures, are included in our Consolidated Results of Operations and Segment Operating Results discussions in the MD&A above.

#### Total Segment Operating Profit and Related Constant-Currency Growth Rate

This measure is used in reporting to our executive management and as a component of the Board of Directors measurement of our performance for incentive compensation purposes. We believe that this measure provides useful information to investors because it is the profitability measure we use to evaluate segment performance. A reconciliation of this measure to operating profit, the relevant GAAP measure, is included in Note 16 to the

Consolidated Financial Statements in Part I, Item 1 of this report.

Constant-currency total segment operating profit growth is calculated as follows:

	Percentage Change in Total Segment Operating Profit as Reported	Impact of Foreign Currency Exchange	Percentage Change in Total Segment Operating Profit on a Constant-Currency Basis
Quarter Ended Aug. 26, 2018	6 %	Flat	6 %

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# Adjusted Operating Profit as a Percent of Net Sales (Adjusted Operating Profit Margin) Excluding Certain Items Affecting Comparability

We believe this measure provides useful information to investors because it is important for assessing our operating profit margin on a comparable basis. The adjustments are either items resulting from infrequently occurring events or items that, in management s judgment, significantly affect the year-over-year assessment of operating results.

#### **Quarter Ended**

Aug. 27, 2017

Aug. 26, 2018

Percent of

In Millions	•	Per Value	rcent of N Sales	et	Value	Net Sales
Operating profit as reported	\$	601.5	14.7 %	6 \$	605.3	16.0 %
Mark-to-market effects (a)		31.1	0.8 %	6	(1.8)	- %
Restructuring charges (b)		(1.2)	- 9	<b>%</b>	17.5	0.5 %
Project-related costs (b)		1.2	- 9	To	1.2	- %
Acquisition integration costs (c)		8.7	0.2 %	6	-	- %
Adjusted operating profit	\$	641.3	15.7 %	6 \$	622.2	16.5 %

- (a) See Note 6 to the Consolidated Financial Statements in Part I, Item 1 of this report.
- (b) See Note 3 to the Consolidated Financial Statements in Part I, Item 1 of this report.
- (c) See Note 2 to the Consolidated Financial Statements in Part I, Item 1 of this report.

#### Adjusted Operating Profit Growth Excluding Certain Items Affecting Comparability on a Constant-Currency Basis

We believe that this measure provides useful information to investors because it is the operating profit measure we use to evaluate operating profit performance on a comparable year-over-year basis. The adjustments are either items resulting from infrequently occurring events or items that, in management s judgment, significantly affect the year-over-year assessment of operating results. Additionally, the adjustments are evaluated on a constant-currency basis by excluding the effect that foreign currency exchange rate fluctuations have on year-to-year comparability given the volatility in foreign currency exchange rates.

Our adjusted operating profit growth excluding certain items affecting comparability on a constant-currency basis is calculated as follows:

#### **Quarter Ended**

# Aug. 26, 2018 vs Aug. 27, 2018

Operating profit growth	(1) pt
Mark-to-market effects	5 pts
	•
Restructuring charges	(3) pts
Trestration and the good	(b) pes
Acquisition integration costs	2 pts
requisition integration costs	2 pts
A divisted amounting money amounth, avaluating contain	
Adjusted operating profit growth, excluding certain	
items affecting comparability	