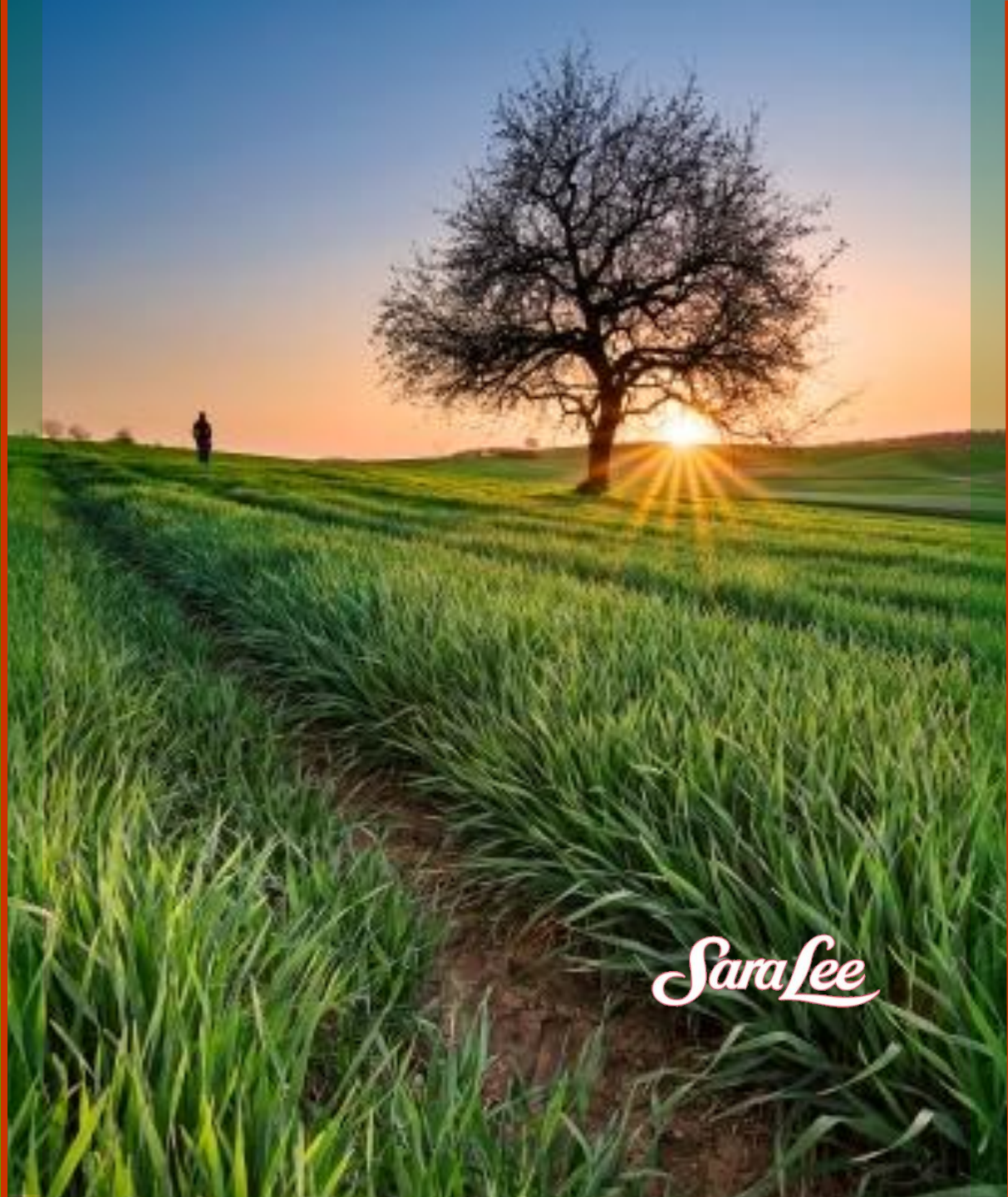


Q3 FY 2012 Results

SaraLee

May 3, 2012



SaraLee

Forward-Looking Statement

We caution you that our remarks this morning contain forward-looking statements about SLE's future operations, financial performance and business conditions. These forward-looking statements are based on currently available competitive, financial and economic data, as well as management's views and assumptions regarding future events. Such forward-looking statements are inherently uncertain, and investors must recognize that actual results may differ from those expressed or implied in these statements. Consequently, we caution you not to place undue reliance on forward-looking statements. We have provided additional information in our press release and Form 10-K that I encourage you to review concerning factors that could cause actual results to differ materially from these forward-looking statements.

Agenda

- Pure Play Progress Jan Bennink
- Financial Overview Mark Garvey
- Coffee & Tea Co Jan Bennink
- Meat Co Marcel Smits








Pure Play Progress

Jan
Bennink

Sara Lee

Key Milestones

IRS Private Letter Ruling		Completed
Debt Tender Offers and Redemption		Completed
D.E MASTER BLENDERS 1753 Investor Day		Completed
SEC Review		Underway
Debt raise for D.E MASTER BLENDERS 1753		Underway

Critical Dates

- **Announcement of Boards**
 - May
- **Investor Meetings**
 - D.E MASTER BLENTERS 1753: May & June
 - Meat Co: June
- **Meat Co Investor Day**
 - June 5 / New York
- **Special Dividend**
 - \$3 per share to be paid immediately after the spin-off occurs
- **Spin Date**
 - End of June

**Chief
Financial
Officer**
Mark Garvey

SaraLee



Financial Highlights

- Adjusted net sales +3%, YTD +5%
 - Volumes stabilizing in Meat Co*
 - Continued good performance in Coffee & Tea Co*, with growth in all sectors
- Adjusted operating income down 5% to \$195 million, YTD +6%
 - Volume softness led to manufacturing inefficiencies
 - Both businesses managing through stranded costs
 - Negative commodity mark to market impact of \$18 million
- Adjusted EPS down \$0.02 to \$0.20, YTD +\$0.10 to \$0.65

* Meat Co includes North American Retail and Foodservice and excludes Australian Bakery; Coffee & Tea Co is Sara Lee's business segment which is planned to be spun-off into an independent company.

"Adjusted" terms are non-GAAP financial measures. See our reconciliation to the most directly comparable GAAP measure in our press release dated May 3, 2012, posted on our website, and at the end of this presentation

Full-Year Earnings Expectations

- Stabilizing commodity costs in Meat Co and declining commodity costs in Coffee & Tea Co will benefit Q4
- Expect adjusted EPS to fall in the middle of the \$0.89 - \$0.95 range first given in August 2011
- Net Sales and Operating Income will meet objectives, at the low end of their respective guidance ranges

Q3 Performance

Q3 12	vs LY	(\$ millions) Continuing operations	YTD	vs LY
1,861	+3.0%	Adjusted Net Sales	5,805	+4.9%
577	(6.3)%	Adjusted Gross Profit	1,873	(0.8)%
31.3%	(280) bps	Adjusted Gross Margin	32.2%	(170) bps
64	(9.1)%	MAP ex. acquisitions & currency	239	+3.2%
318	(6.8)%	Adjusted SG&A (excl. MAP)	1,001	(5.6)%
195	(4.7)%	Adjusted Operating Income	633	+6.3%
10.5%	(85) bps	Adjusted Operating Margin	10.9%	+14 bps

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Coffee & Tea Co Financials

Q3 12	vs LY	(\$ millions)	YTD	vs LY
929	+4.6%	Adjusted Net Sales	2,823	+10.0%
938	+1.4%	Reported Net Sales	2,858	+12.0%
36	(23.1)%	MAP	141	+7.1%
120	(8.7)%	Adjusted Op. Seg. Inc.	385	+2.9%
106	(20.7)%	Reported Op. Seg. Inc.	360	+8.2%

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Coffee & Tea Co Adjusted Operating Income Drivers

(Change in \$millions)		Q3 12	YTD
Continuing Operations			
Adjusted operating income		(11)	+11
Pricing		+84	+295
Commodities		(58)	(250)
MAP investment		+9	(7)
Other SG&A		(17)	(38)
Volume/Mix/Other		(29)	+11

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Meat Co Financials

Q3 12	vs LY	Total Meat Co (\$ millions)	YTD	vs LY
906	+1.3%	Adjusted Net Sales	2,898	+0.6%
935	+2.4%	Reported Net Sales	2,981	+2.3%
32	+28.8%	MAP	109	+12.0%
96	(7.1)%	Adjusted Op. Seg. Inc.	297	(4.4)%
89	(13.5)%	Reported Op. Seg. Inc.	272	(11.8)%

* Meat Co includes North American Retail and Foodservice and excludes Australian Bakery

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Meat Co

Adjusted Operating Income Drivers

(Change in \$millions)		
Continuing Operations	Q3 12	YTD
Adjusted operating income	(7)	(13)
Pricing	+39	+147
Commodities	(33)	(159)
MAP investment	(3)	(1)
Other SG&A	+15	+41
Volume/Mix/Other	(25)	(41)

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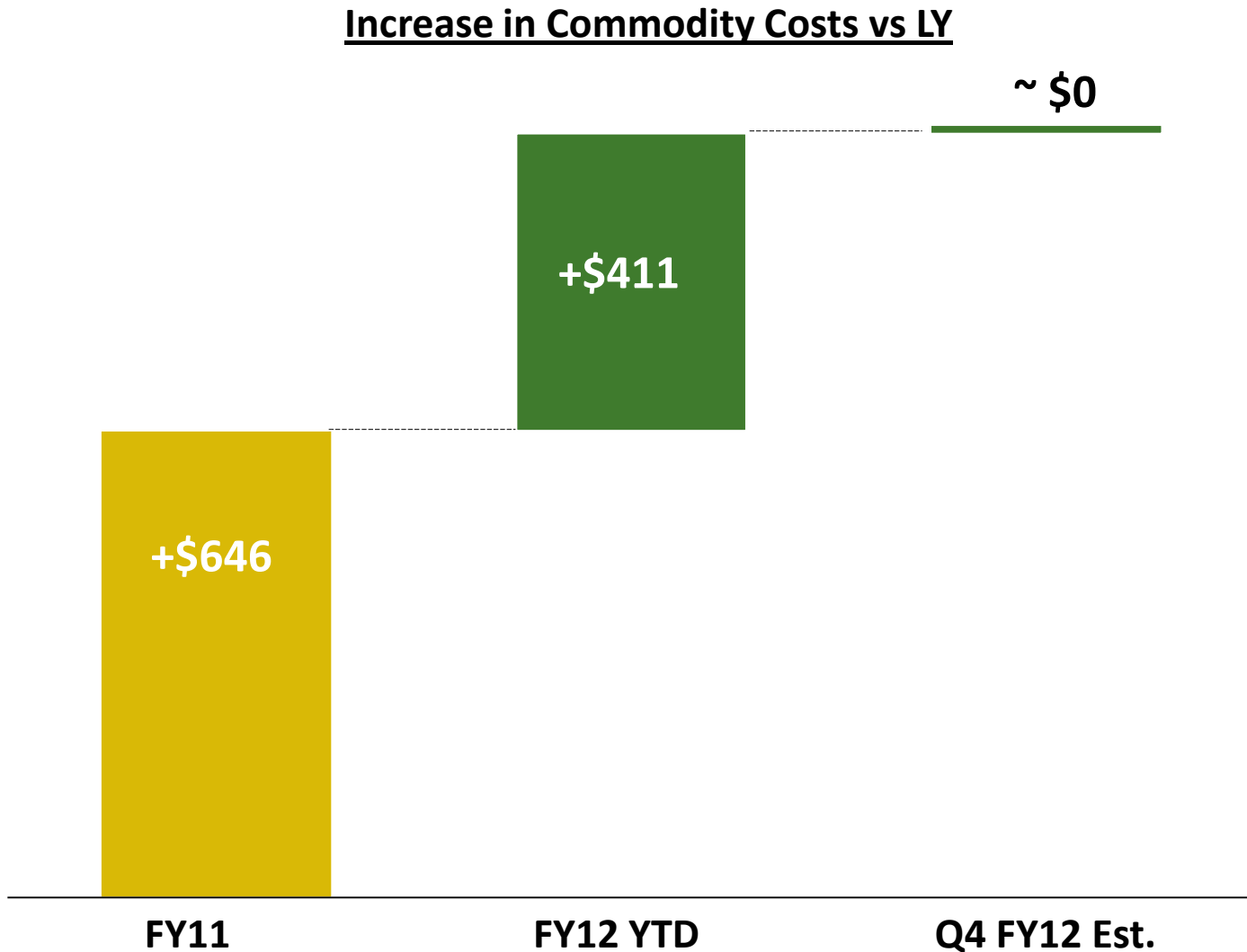
Total Adjusted Operating Income Aided by Reduction in Corporate Costs

(\$ millions, excluding significant items)

Q3 12	vs LY	Continuing operations	YTD	vs LY
214	(20)	Adjusted operating segment income	685	0
(5)	+28	General corporate expenses	(36)	+61
(10)	(18)	Commodity mark-to-market gains/(losses)	(6)	(24)
(4)	0	Amortization of trademarks	(10)	0
195	(10)	Adjusted operating income	633	+37

“Adjusted” terms are non-GAAP financial measures. See our reconciliation to the most directly comparable GAAP measure in our press release dated May 3, 2012, posted on our website, and at the end of this presentation

Commodity Benefit Expected to Start in Q4



Note: Chart represents the change in total actual and projected commodity costs versus the prior year for total Sara Lee

Significant Items*

- Q3 significant items were \$131 million
 - Termination of former Philips agreement
 - Spin-related advisory fees
- Full year significant items now estimated at approximately \$550 million
 - About 60% will generate a positive return in the future
- Reversal of \$700 million of deferred tax liabilities expected to occur in the quarter of spin

*Total significant items excluding impairment charges and gains/losses from the sale of businesses

Strong EPS Growth YTD

Q3 12	vs LY	(millions, except per share) Continuing operations	YTD	vs LY
\$195	(7)%	Adjusted Operating Income (including acquisitions, dispositions and FX changes)	\$639	+8%
\$18	+16%	Net Interest Expense	\$57	(13)%
\$56	(9)%	Income Tax Expense	\$195	+8%
\$121	(9)%	Net Income	\$387	+12%
\$0.20	(9)%	Adjusted EPS	\$0.65	+18%
597	(12)	Average Shares Outstanding	595	(40)

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Reported to Adjusted EPS

Continuing Operations

\$ per share

Q3 12	Q3 11		YTD	YTD 11
\$0.06	\$0.20	Reported diluted EPS	\$0.06	\$0.43
(0.15)	(0.02)	<i>Significant items</i>	(0.42)	(0.13)
0.01	-	<i>Tax related items</i>	(0.17)	0.01
\$0.20	\$0.22	Adjusted EPS	\$0.65	\$0.55

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Coffee & Tea Co YTD Working Capital At High Level, Driven by Inventories

Q3 12	vs LY	% of net sales	YTD	vs LY
16.6%	+12bps	Inventories	16.9%	+260 bps
11.8%	(121) bps	Receivables	12.1%	+23 bps
(7.4)%	+128 bps	Payables	(8.1)%	(39) bps
21.0%	+19 bps	Trade Working Capital	20.8%	+245 bps

Meat Co Working Capital Performing Well

Q3 12	vs LY	% of net sales	YTD	vs LY
7.5%	+18 bps	Inventories	7.3%	+47 bps
5.5%	(7) bps	Receivables	5.4%	(9) bps
(5.3)%	(117) bps	Payables	(4.9)%	(77) bps
7.7%	(106) bps	Trade Working Capital	7.9%	(40) bps

Cash and Debt Update

- For Q3, net cash from operating activities was \$(173) million vs. +\$59 million LY
- For YTD, net cash from operating activities was \$(140) million vs. +\$292 million LY
- Completed purchase of \$970 million in outstanding notes
 - Blended interest rate for Meat Co: 4.75%
- Debt raise for D.E MASTER BLENTERS 1753 progressing well
- Expect both companies to have solid investment grade credit ratings

Fiscal 2012 Guidance

February Guidance		Current Expectations
\$0.89 - \$0.95	Adjusted EPS	Middle of range
\$7.9-\$8.15B	Net Sales	Low end of range
\$875 - \$930 M	Adjusted Operating Income (incl. acquisitions, dispositions & FX)	Low end of range
\$80M	Net interest expenses	~\$65M
33.4%	Tax Rate	~33%
\$300M	Year-end-cash	~\$300M
\$2.4B	Year-end-debt	~\$1.7B*
\$1.35	Average €/\$ exchange rate	\$1.35

* Updated on March 2, 2012

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Coffee
&
Tea Co.
Jan
Bennink

SaraLee



Q3 Key Messages

- Continued good performance in branded business
 - Growth in all business sectors
- Underlying margins, excluding currency mark to market, are improving
- Key Western European countries continue to perform well
- Innovation coming on stream
- Positive effect of decreasing raw materials cost will be reflected as of Q4 (due to forward buying)

Q3 Key Messages

- SG&A have increased due to stranded costs and one-time investments related to innovation
- Quarterly sales results dampened by decision to reduce green coffee exports
- Weaker performance in selected small countries primarily related to pricing actions
- Quarter 3 has been a period of transition
 - 4 of 9 EXCO members new to the company
 - CEO, CFO, Operations and SVP WE

Good Sales Growth of Branded Business

Sales Growth (% vs LY)

	Q1	Q2	Q3
Total adj. net sales	+14.3%	+ 11.6%	+4.6%
Export	+14.2%	+ 13.7%	(36.0%)
Sales excluding Exports	14.3%	+ 11.4%	+8.2%

Growth In All Business Sectors

Sales Growth (% vs LY)

	Q1	Q2	Q3
Western Europe	+14.6%	+16.4%	+10.5%
ROW Retail	+22.2%	+12.5%	+8.4%
OOH	+4.5%	+1.7%	+2.9%
Sales excluding Exports	+14.3%	+11.4%	+8.2%

Mix Development is Positive with Lessening Price Effects

% vs LY

	Q1	Q2	Q3
Volume	(3.1)%	(6.5)%	(7.3)%
Mix	+3.2%	+5.4%	+6.5%
Price	+13.9%	+12.2%	+9.1%
Total Adjusted Net Sales (excluding Exports)	+14.3%	+11.4%	+8.2%

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Volume Shortfall Partially Explained by One-Time Effects

% vs LY

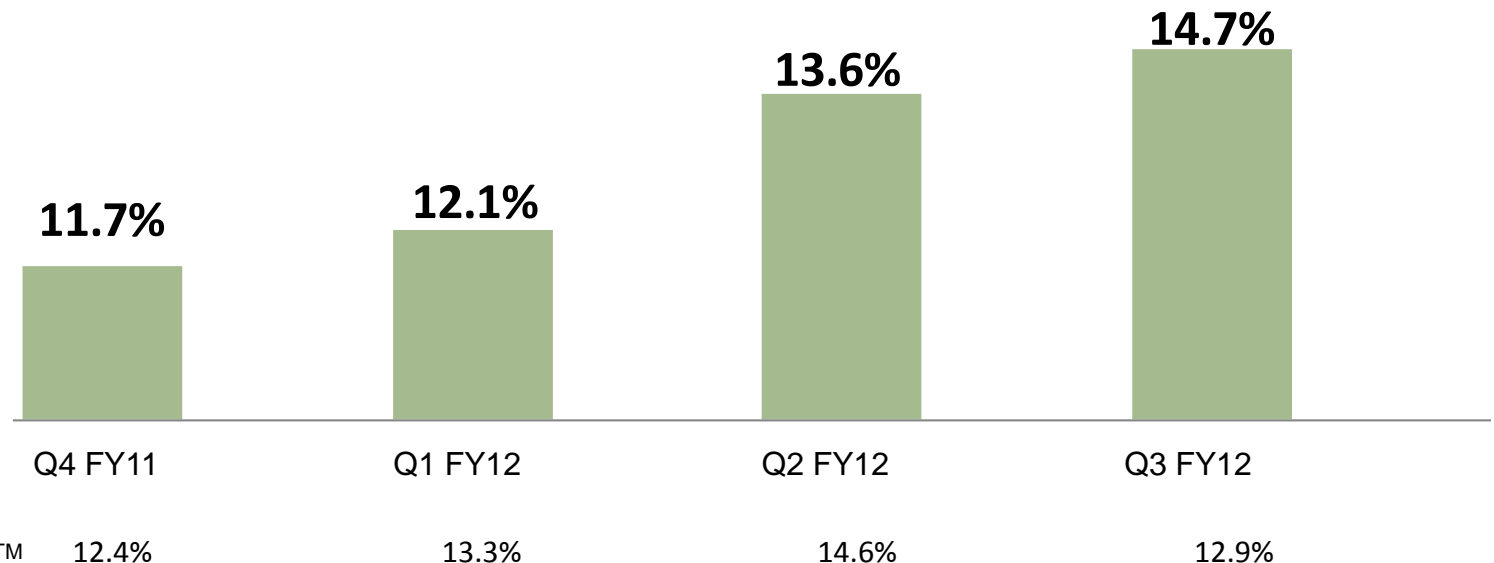
	Q1	Q2	Q3
Total Volume	(3.1)%	(6.5)%	(7.3)%
French Private Label	(1.4)%	(1.3)%	(1.3)%
Thailand Flooding	-	(2.4)%	(2.1)%
Ongoing business	(1.7)%	(2.8)%	(3.9)%

Volume Growth Recovery

- French private label adjustments end Q4
 - Deliberate exit from low-margin business in Q4 FY11
- Thailand factory now partially operational
 - Brand “Moccona is back” campaign in April
- Remaining volume weakness concentrated in smaller countries due to pricing
 - Appropriate pricing actions to rebalance margin protection and sales volume

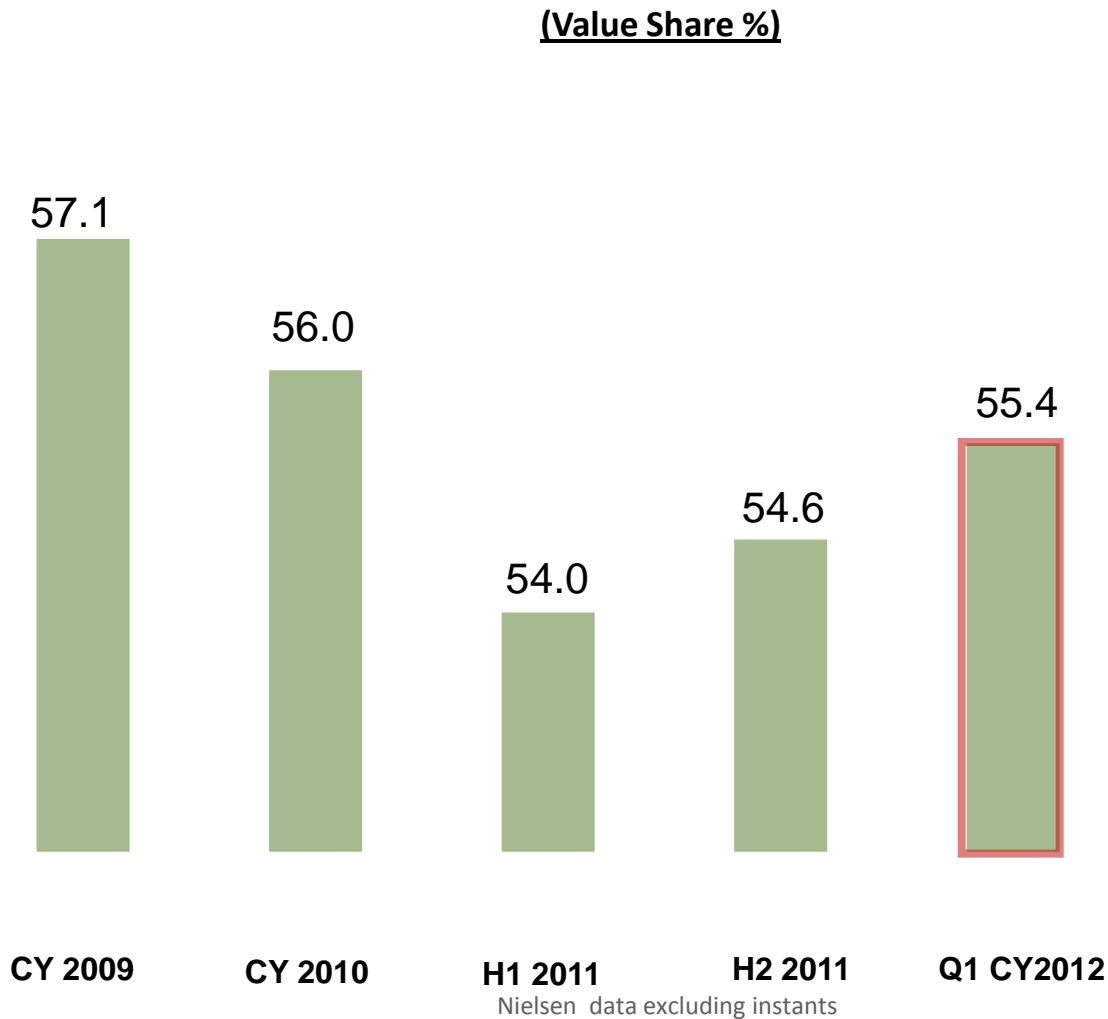
Underlying Margins are Steadily Improving

Adjusted Operating Margin (%) Excluding Currency MTM



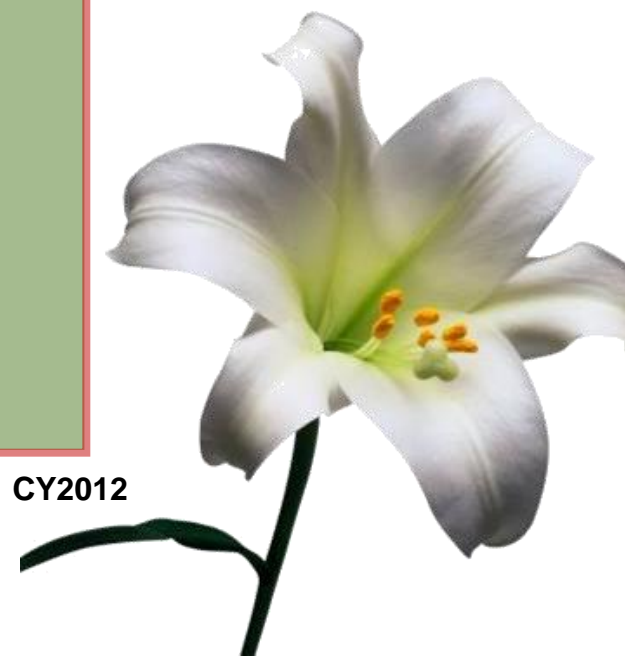
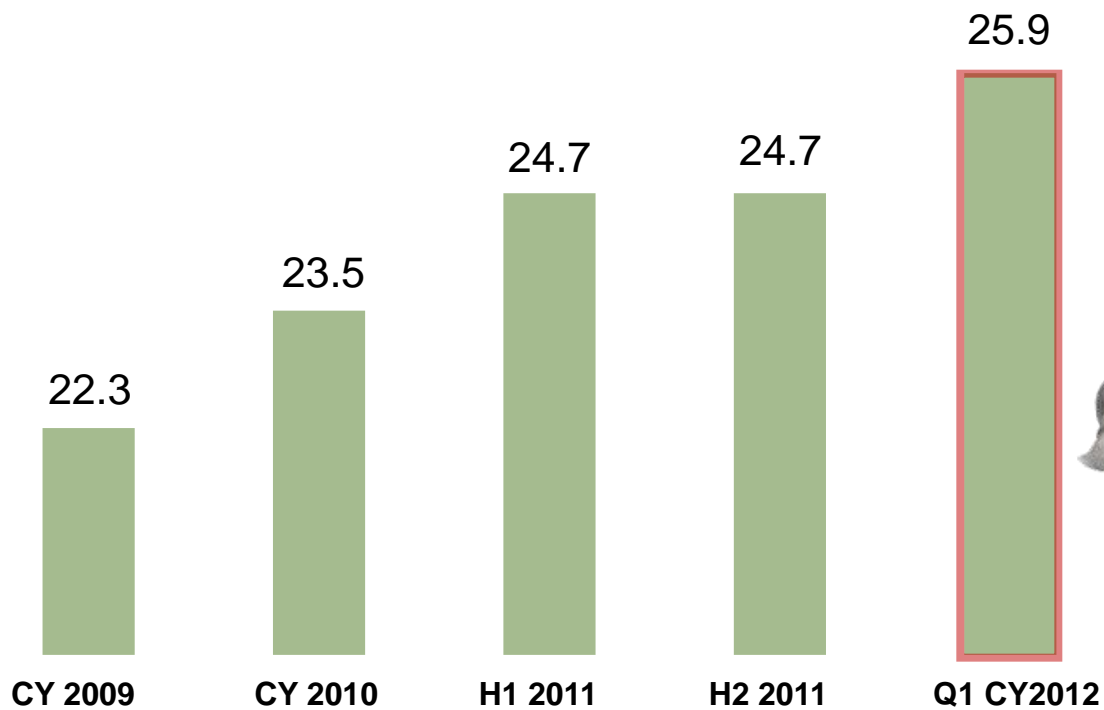
“Adjusted” terms are non-GAAP financial measures. See our reconciliation to the most directly comparable GAAP measure in our press release dated May 3, 2012, posted on our website, and at the end of this presentation. Adjusted operating margin includes the impact of currency MTM. Adjusted operating margin, excluding currency MTM gives a different view of underlying business performance. Post spin-off, Currency Mark to Market will be accounted for below the Operating Profit line, and will thus not influence reported margins.

NL: Market Shares on Upswing to High Level



France: Consistent Market Share Gains

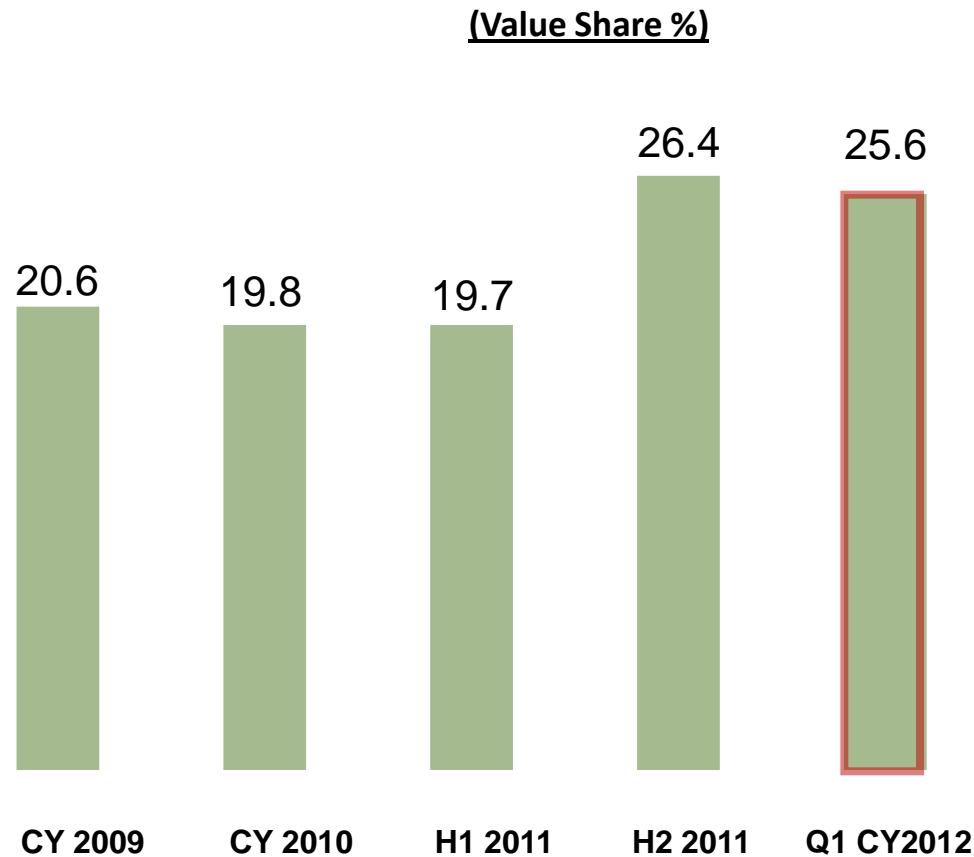
(Value Share %)



Nielsen data excluding instants

Spain: Significant Market Share Jump in Last Year

- Continued Solid Performance



Initial Results of the NL R&G Premium Launch are Encouraging



Volume (Index vs LY)

Premium	107
Base	103
Total R&G	103

Note: Data through April 20th.

Coming Launch of New Capsules Packaging and Product Extension in Q4



Spanish Tea Re-launch in Q4: Packaging and Flavors



Outlook: Raw materials

- Favorable Raw Materials cost vs. pricing will start to come through in Q4
- Coverage with new prices until October 2012

Coffee Price Development Avg. Prices

	<u>Market Price</u>	<u>Coffee/Tea Co.*</u>	
	<u>Q1 12 – Q3 12</u>	<u>Q1 12 – Q3 12</u>	<u>Q4 12 – Q1 13</u>
Arabica	2.42	2.63	2.26
Robusta	1.02	1.14	1.04

* Actual input commodity costs, Excludes Brazil

Key Action Areas

- Small country price/volume action plan
- Work on reducing fixed costs
- Focus on working capital
- Accelerate innovations to market
- Align renewed organization for success

Meat Co

Marcel

Smits

SaraLee



Q3 Key Messages

- Volume trend has positive momentum
- Jimmy Dean and Aidells continue to perform well
- Continue to roll out new innovation
- Third-party broker trends are improving in Retail
- SG&A reduction programs continue to deliver

Q3 Key Messages

- Lunchmeat performance still challenged
 - Product and packaging innovation has lagged competitors
 - Brand positioning in need of a refresh
- Bakery sales depressed, especially in Foodservice
 - Competitive pressures in Retail
 - Industry challenges in Foodservice
- Discounts to move aged inventory have pressured margins
 - Caused by forecasting challenges, partly related to new product innovation

Volume Trends are Improving

% vs LY

	Q1	Q2	Q3
Volume	(5.7)%	(3.5)%	(0.6)%
Mix	(0.4)%	+1.0%	(0.5)%
Price	+6.4%	+4.4%	+4.3%
Adjusted Net Sales	(0.6)%	+0.9%	+1.3%

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Key Brands Continue to Grow

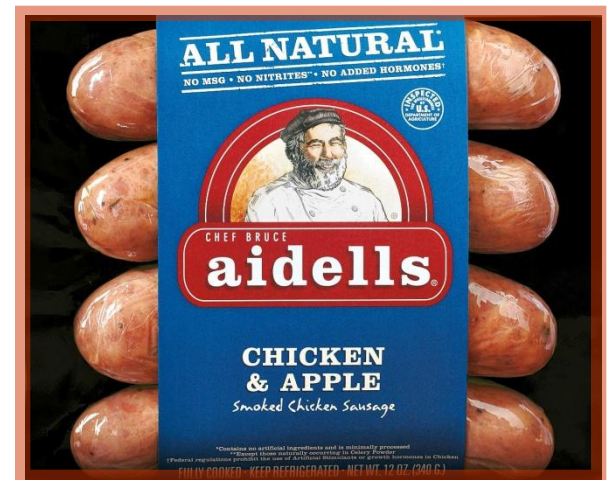


Total Jimmy Dean Growth vs. LY

	Q1	Q2	Q3	YTD
Revenue	0%	+5%	+6%	+4%

Aidells' Growth vs. LY*

	Q1	Q2	Q3	YTD
Revenue	+23%	+27%	+19%	+23%



* Sara Lee acquired Aidells in May of 2011; YoY growth rates are compared to pre-acquisition revenues

Improving Meat Performance Slowed by Bakery

Volume (% vs LY)

	Q1	Q2	Q3
Meats	(5.0)	(1.7)	+0.7
Bakery	(8.0)	(8.8)	(6.6)
Total	(5.7)	(3.5)	(0.6)

Note: Both Meats and Bakery include retail and foodservice

Retail Broker Volume Trends are Improving

Volume (% vs LY)

		2012		
	Q1	Q2	Q3	
Non – Broker	(6)	(4)	+2	
Broker	(14)	(12)	(8)	
Total Retail	(7)	(5)	+0	

Several New Products Launched in Q3



Ball Park Flame Grilled Beef Patties

Introduces the only nationally branded, fully-cooked Flame Grilled Beef Patty

Jimmy Dean Breakfast Bowls

Further targets protein-conscious consumers

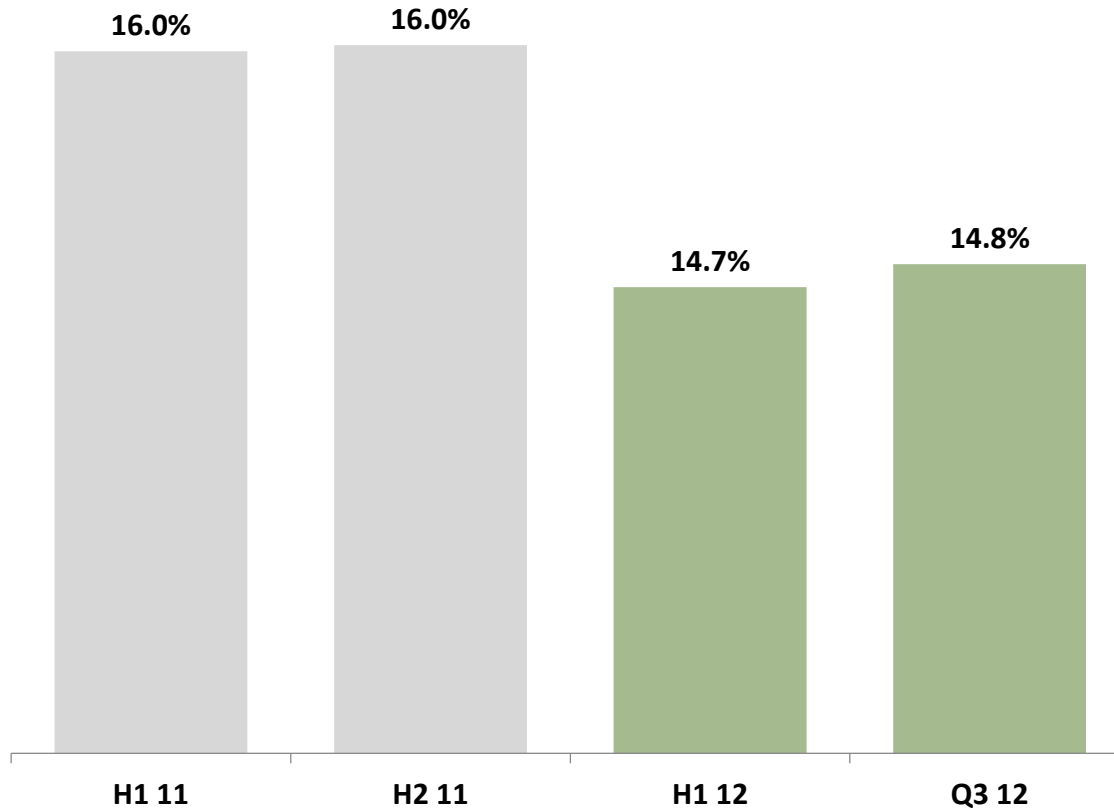


Jimmy Dean Delights Quesadilla

Extends platform of Jimmy Dean breakfast offerings

Significant SG&A Reductions Realized Since FY12

Meat Co SG&A* as a % of Adjusted Sales



* SG&A, including distribution costs, excluding MAP, and adjusted to exclude acquisitions and divestitures

Note: More significant stranded cost impact expected in FY13 when transition service agreements are completed.

Forward Actions

- Continued focus on lunchmeat and bakery
- Keep innovation pipeline for key brands strong
- Look for additional cost reduction opportunities
- More to come at Investor Day on June 5



Q & A

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Appendix

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GAAP to Non-GAAP Reconciliation

Operating Results by Business Segment

For the Quarters ended Mar. 31, 2012 and Apr. 2, 2011 (in millions - unaudited)

	<u>As Reported</u>	<u>Currency</u>	<u>Acquisitions/ Dispositions</u>	<u>As Adjusted</u>				
Third Quarter 2012								
Net sales:								
N.A. Retail	\$ 675	\$ -	\$ -	675				
N.A. FS & Specialty Meats	260	-	29	231				
Coffee & Tea	938	-	9	929				
Australian Bakery	30	-	-	30				
Intersegment	(4)	-	-	(4)				
Total net sales	\$ 1,899	\$ -	\$ 38	1,861				
Third Quarter 2011								
Net sales:								
N.A. Retail	\$ 670	\$ -	\$ -	670				
N.A. FS & Specialty Meats	243	-	18	225				
Coffee & Tea	925	35	2	888				
Australian Bakery	29	(1)	-	30				
Intersegment	(7)	-	-	(7)				
Total net sales	\$ 1,860	\$ 34	\$ 20	1,806				
Third Quarter 2012								
	<u>As Reported</u>	<u>Currency</u>	<u>Acquisitions/ Dispositions</u>	<u>Restructuring Actions</u>	<u>Impairment Charges</u>	<u>Significant Items</u>	<u>As Adjusted</u>	
Operating income:								
N.A. Retail	\$ 72	\$ -	\$ -	\$ (6)	\$ -	\$ -	\$ 78	
N.A. FS & Specialty Meats	17	-	-	(1)	-	-	18	
Coffee & Tea	106	-	-	(14)	-	-	120	
Australian Bakery	(2)	-	-	-	-	-	(2)	
Total operating segment income	193	-	-	(21)	-	-	214	
General corporate expenses	(114)	-	-	(108)	-	-	(6)	
Mark-to-market derivative gains/(losses)	(9)	-	-	-	-	-	(9)	
Amortization of trademarks/intangibles	(4)	-	-	-	-	-	(4)	
Operating income	\$ 66	\$ -	\$ -	\$ (129)	\$ -	\$ -	\$ 195	
Third Quarter 2011								
Operating income:								
N.A. Retail	\$ 82	\$ -	\$ -	\$ (1)	\$ -	\$ -	\$ 83	
N.A. FS & Specialty Meats	21	-	2	(1)	-	-	20	
Coffee & Tea	134	4	-	(1)	-	-	131	
Australian Bakery	-	-	-	-	-	-	-	
Total operating segment income	237	4	2	(3)	-	-	234	
General corporate expenses	(47)	1	-	(14)	-	-	(34)	
Mark-to-market derivative gains/(losses)	8	-	-	-	-	-	8	
Amortization of trademarks/intangibles	(4)	-	-	-	-	-	(3)	
Operating income	\$ 194	\$ 5	\$ 2	\$ (17)	\$ -	\$ -	\$ 205	

GAAP to Non-GAAP Reconciliation

Operating Results by Business Segment

For the Quarters ended Oct. 1, 2011 and Oct. 2, 2010 (in millions - unaudited)

	<u>As Reported</u>	<u>Currency</u>	<u>Acquisitions/ Dispositions</u>	<u>As Adjusted</u>
First Quarter 2012				
Net sales:				
N.A. Retail	\$ 684	\$ -	\$ -	684
N.A. FS & Specialty Meats	307	-	27	280
Coffee & Tea	922	-	16	906
Australian Bakery	38	-	-	38
Intersegment	(8)	-	-	(8)
Total net sales	\$ 1,943	\$ -	\$ 43	1,900

First Quarter 2011				
Net sales:				
N.A. Retail	\$ 695	\$ -	\$ -	695
N.A. FS & Specialty Meats	274	-	-	274
Coffee & Tea	728	(66)	1	793
Australian Bakery	36	(6)	-	42
Intersegment	(6)	-	-	(6)
Total net sales	\$ 1,727	\$ (72)	\$ 1	1,798

	<u>As Reported</u>	<u>Currency</u>	<u>Acquisitions/ Dispositions</u>	<u>Restructuring Actions</u>	<u>Impairment Charges</u>	<u>HBI Settlement/ Tax Indemnification</u>	<u>As Adjusted</u>
First Quarter 2012							
Operating income:							
N.A. Retail	\$ 42	\$ -	\$ -	\$ (14)	\$ -	\$ -	\$ 56
N.A. FS & Specialty Meats	27	-	1	(1)	-	-	27
Coffee & Tea	114	-	2	(9)	-	-	121
Australian Bakery	2	-	-	-	-	-	2
Total operating segment income	185	-	3	(24)	-	-	206
General corporate expenses	(60)	-	-	(50)	(18)	18	(10)
Mark-to-market derivative gains/(losses)	(11)	-	-	-	-	-	(11)
Amortization of trademarks/intangibles	(3)	-	-	-	-	-	(3)
Operating income	\$ 111	\$ -	\$ 3	\$ (74)	\$ (18)	\$ 18	\$ 182

First Quarter 2011							
Operating income:							
N.A. Retail	\$ 60	\$ -	\$ -	\$ (1)	\$ -	\$ -	\$ 61
N.A. FS & Specialty Meats	23	-	-	(2)	-	-	25
Coffee & Tea	90	(9)	-	(2)	-	-	101
Australian Bakery	2	-	-	-	-	-	2
Total operating segment income	175	(9)	-	(5)	-	-	189
General corporate expenses	(27)	(1)	-	(3)	-	-	(23)
Mark-to-market derivative gains/(losses)	12	-	-	-	-	-	12
Amortization of trademarks/intangibles	(3)	-	-	-	-	-	(3)
Operating income	\$ 157	\$ (10)	\$ -	\$ (8)	\$ -	\$ -	\$ 175

GAAP to Non-GAAP Reconciliation

Operating Results by Business Segment

For the Quarters and Years ended July 2, 2011 and July 3, 2010 (in millions - unaudited)

Coffee & Tea

	Fourth Quarter			
	2011	2010	Dollar Change	Percent Change
Net sales	\$ 996	\$ 804	\$ 192	23.9%
Increase/(decrease) in net sales from:				
Changes in foreign currency exchange rates	\$ -	\$ (102)	\$ 102	
Acquisitions	18	1	17	
Impact of 53rd week	-	48	(48)	
Adjusted net sales*	\$ 978	\$ 857	\$ 121	14.1%
Operating segment income	\$ 119	\$ 124	\$ (5)	(4.0)%
Operating margin %	12.0%	15.5%		(3.5)%
Increase/(decrease) in operating segment income from:				
Changes in foreign currency exchange rates	\$ -	\$ (23)	\$ 23	
Project Accelerate charges	2	(8)	10	
Spin off related costs	(1)	-	(1)	
Impairment charges	(6)	-	(6)	
International stranded overhead - severance	1	-	1	
Acquisition	2	-	2	
Impact of 53rd week	-	17	(17)	
Adjusted operating segment income*	\$ 121	\$ 138	\$ (17)	(12.7)%
Adjusted operating margin %*	12.4%	16.2%		(3.8)%

GAAP to Non-GAAP Reconciliation

Operating Results by Business Segment

(in millions - unaudited)

	As Reported	Acquisitions/ Dispositions	As Adjusted
Fourth Quarter 2011			
Net sales:			
N. A. Retail	\$ 704	\$ -	\$ 704
N. A. FS & Specialty Meats	279	11	268
Coffee & Tea	996	18	978
Australian Bakery	35	-	35
Intersegment	(7)	-	(7)
Total net sales	<u>\$ 2,007</u>	<u>\$ 29</u>	<u>\$ 1,978</u>

	As Reported	Restructuring Actions	Acq./ Disp.	Impairment Charges	As Adjusted
Fourth Quarter 2011					
Operating income:					
N. A. Retail	\$ 71	\$ (9)	\$ -	\$ -	\$ 80
N. A. FS & Specialty Meats	9	(2)	1	(15)	25
Coffee & Tea	119	2	2	(6)	121
Australian Bakery	(3)	-	-	-	(3)
Total operating segment income	<u>196</u>	<u>(9)</u>	<u>3</u>	<u>(21)</u>	<u>223</u>
General corporate expenses	(79)	(57)	-	-	(22)
Mark-to-market derivative gains/(losses)	(7)	-	-	-	(7)
Amortization of trademarks and other intangibles	(4)	-	-	-	(4)
Operating income	<u>\$ 106</u>	<u>\$ (66)</u>	<u>\$ 3</u>	<u>\$ (21)</u>	<u>\$ 190</u>

Operating Income Reconciliation – Reported to Adjusted (nine months)

	Nine Months ended March 31, 2012				
	As Reported	Impact of Significant Items	Changes in Foreign Currency Rates	Acquisitions & Dispositions	Adjusted (1)
Net Sales	\$ 5,923	\$ -	\$ -	\$ 118	\$ 5,805
Cost of Sales	4,024	18	-	74	4,006
Gross Profit	1,899	(18)	-	44	1,873
MAP Expense	252	-	-	13	239
SG&A (excluding MAP)	1,158	132	-	25	1,001
Net charges for exit activities, asset and business dispositions	179	179	-	-	-
Impairment charges	32	32	-	-	-
Operating income	<u>\$ 278</u>	<u>\$ (361)</u>	<u>\$ -</u>	<u>\$ 6</u>	<u>\$ 633</u>

	Nine Months ended April 2, 2011				
	As Reported	Impact of Significant Items	Changes in Foreign Currency Rates	Acquisitions & Dispositions	Adjusted (1)
Net Sales	\$ 5,545	\$ -	\$ (26)	\$ 35	\$ 5,536
Cost of Sales	3,664	2	(12)	26	3,662
Gross Profit	1,881	(2)	(14)	9	1,888
MAP Expense	231	-	(1)	-	232
SG&A (excluding MAP)	1,077	19	(7)	5	1,060
Net charges for exit activities, asset and business dispositions	47	47	-	-	-
Impairment charges	-	-	-	-	-
Operating income	<u>\$ 526</u>	<u>\$ (68)</u>	<u>\$ (6)</u>	<u>\$ 4</u>	<u>\$ 596</u>

(1) Represents a non-GAAP financial measure. See detailed explanation of these and other non-GAAP measures at end of this release.

Operating Income Reconciliation – Reported to Adjusted (March 31, 2012)

	Quarter ended March 31, 2012				
	As Reported	Impact of Significant Items	Changes in Foreign Currency Rates	Acquisitions & Dispositions	Adjusted (1)
Net Sales	\$ 1,899	\$ -	\$ -	\$ 38	\$ 1,861
Cost of Sales	1,312	6	-	22	1,306
Gross Profit	587	(6)	-	16	577
MAP Expense	69	-	-	5	64
SG&A (excluding MAP)	389	60	-	11	318
Net charges for exit activities, asset and business dispositions	63	63	-	-	-
Impairment charges	-	-	-	-	-
Operating income	<u>\$ 66</u>	<u>\$ (129)</u>	<u>\$ -</u>	<u>\$ -</u>	<u>\$ 195</u>

	Quarter ended April 2, 2011				
	As Reported	Impact of Significant Items	Changes in Foreign Currency Rates	Acquisitions & Dispositions	Adjusted (1)
Net Sales	\$ 1,860	\$ -	\$ 34	\$ 20	\$ 1,806
Cost of Sales	1,226	-	23	14	1,226
Gross Profit	634	-	11	6	617
MAP Expense	73	-	2	-	71
SG&A (excluding MAP)	363	13	5	4	341
Net charges for exit activities, asset and business dispositions	4	4	-	-	-
Impairment charges	-	-	-	-	-
Operating income	<u>\$ 194</u>	<u>\$ (17)</u>	<u>\$ 4</u>	<u>\$ 2</u>	<u>\$ 205</u>

(1) Represents a non-GAAP financial measure. See detailed explanation of these and other non-GAAP measures at end of this release.