

This presentation contains forward-looking statements within the meaning of The Private Securities Litigation Reform Act of 1995 that are based on management's current expectations and assumptions. These forward-looking statements are subject to certain risks and uncertainties that could cause actual results to differ materially from the potential results discussed in the forward-looking statements. In particular, our predictions about future net sales and earnings could be affected by a variety of factors, including: competitive dynamics in the consumer foods industry and the markets for our products, including new product introductions, advertising activities, pricing actions and promotional activities of our competitors; actions of competitors other than as described above; economic conditions, including changes in inflation rates, interest rates or tax rates; product development and innovation; consumer acceptance of new products and product improvements; consumer reaction to pricing actions and changes in promotion levels; acquisitions or dispositions of businesses or assets; changes in capital structure; changes in laws and regulations, including changes in accounting standards and labeling and advertising regulations; changes in customer demand for our products; effectiveness of advertising, marketing and promotional programs; changes in consumer behavior, trends and preferences, including weight loss trends; consumer perception of health-related issues, including obesity; changes in purchasing and inventory levels of significant customers; fluctuations in the cost and availability of supply chain resources, including raw materials, packaging and energy; benefit plan expenses due to changes in plan asset values and/or discount rates used to determine plan liabilities; foreign economic conditions, including currency rate fluctuations; and political unrest in foreign markets and economic uncertainty due to terrorism or war. The company undertakes no obligations to publicly revise any forward-looking statements to reflect future events or circumstances.

# 2006 Review 2007 Outlook



Steve Sanger
Chairman and
Chief Executive Officer



## NEW PHASE OF GROWTH LONG-TERM MODEL

**Net Sales Growth Rate** 

Segment Operating Profit
Growth Rate

Diluted EPS Growth Rate

**CGR** 

Low Single Digit

Mid Single Digit

High Single Digit



## NEW CORPORATE INCENTIVE GRID TARGETS GROWTH & RETURN

Key Metrics

**Net Sales** 

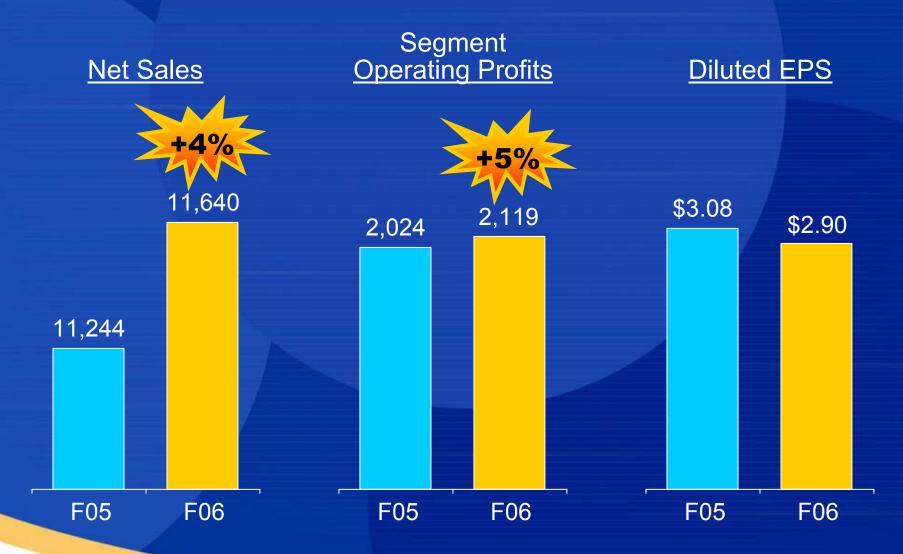
**Operating Profit** 

Diluted Earnings Per Share

Improvement in Return on Capital

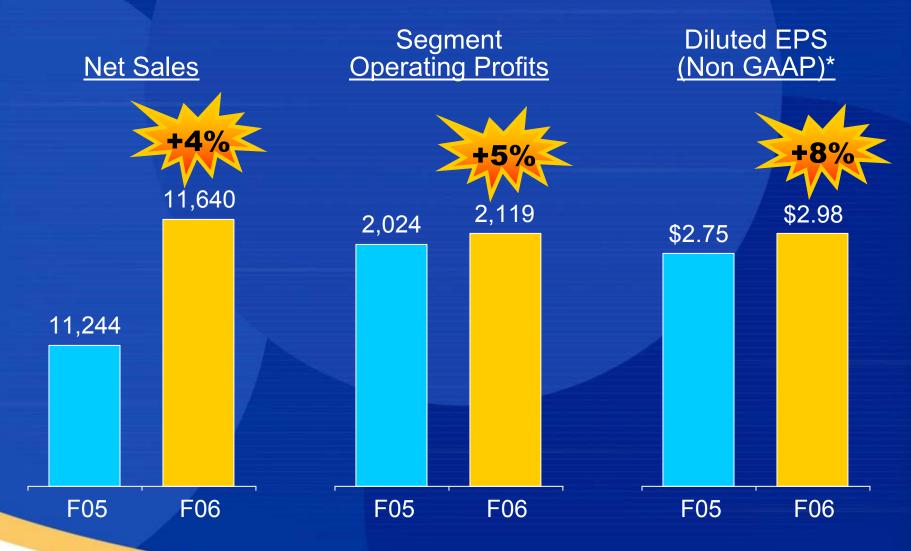


#### **GROWTH IN FISCAL 2006**





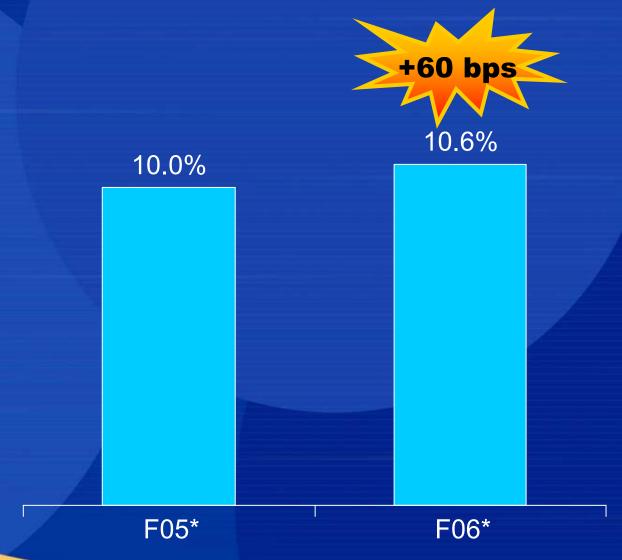
#### **GROWTH IN FISCAL 2006**





Excludes CoCo Accounting Impact,
 2005 SVE/Lloyd's gain and bond buyback
 See slide 95 for reconciliation

#### RETURN ON AVERAGE TOTAL CAPITAL





• Excludes 2005 SVE/Lloyd's gain and bond buyback See slide 97 for reconciliation

# **DIVIDEND GROWTH** +8% \$1.34 \$1.24

F06

F05



## CASH RETURNED TO SHAREHOLDERS FISCAL 2006

Dividends \$485 Million

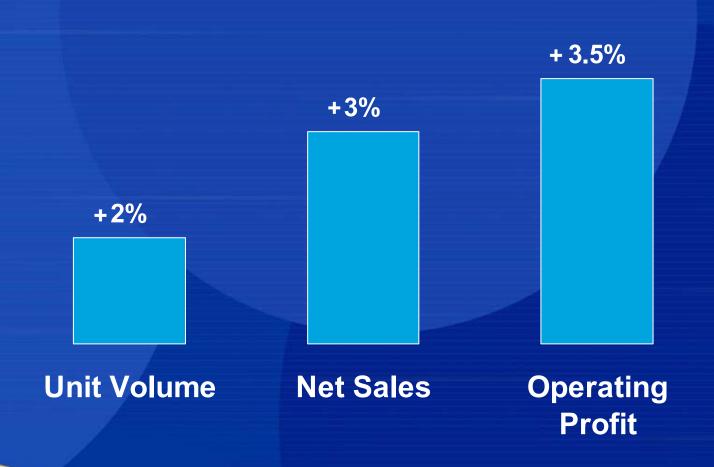
Share Repurchases \$885 Million 19MM Shares \$47 Average Price

Total Cash

\$1,370 Million



#### U.S. RETAIL SEGMENT 2006 OPERATING PERFORMANCE





#### SHARE GAINS IN KEY RETAIL CATEGORIES

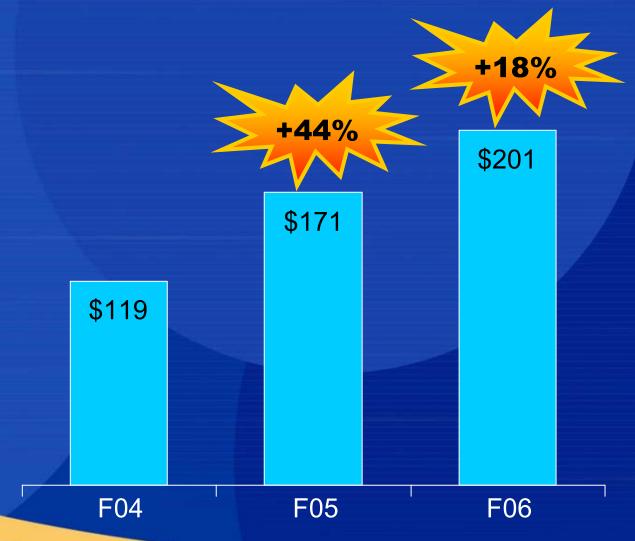
	\$ Share	2006 <u>Share Change</u>
Dessert Mixes	40%	+2.3 pts.
Ready-to-serve Soup	30%	+2.2 pts.
Refrigerated Yogurt	38%	+1.5 pts.
Dinner Mixes	72%	+1.2 pts.
Refrigerated Dough	69%	-0.6 pts.
Cereal	29%	-1.1 pts.



Source: ACNielsen Plus Wal ★ Mart

## ANOTHER YEAR OF DOUBLE-DIGIT GROWTH IN INTERNATIONAL

(Operating Profit, \$ in Millions)





## RENEWED PROFIT GROWTH FOR BAKERIES & FOODSERVICE

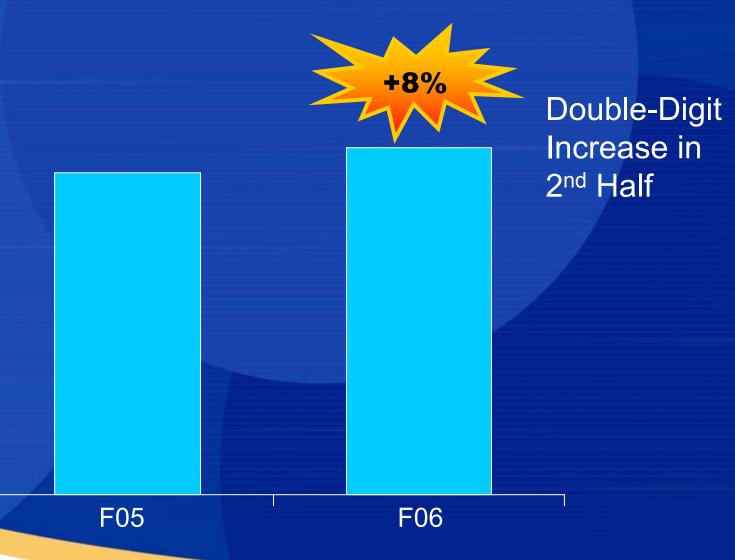
(Operating Profit, \$ in Millions)





#### **INVESTED IN OUR BRANDS**

(U.S. Retail Media Spending)





#### **INVESTED IN OUR PEOPLE**



- Training Magazine
   "Top 100 Companies for Training"
- Fortune
  "100 Best Companies to Work for"
- Working Mother Magazine
   "100 Best Companies"
- Latina Style Magazine
   "50 Best Companies in U.S. for Latinas"
- Business Ethics
   "100 Best Corporate Citizens"



#### **FISCAL 2007 OUTLOOK**

- Strong New Product Line-up
- Established Business Momentum
- Lower Rate of Input Cost Inflation



- Low Single-digit Net Sales Growth
- Mid Single-digit Operating Profit Growth



#### **FISCAL 2007 OUTLOOK**

- EPS Growth Will Reflect:
  - Higher Interest Expense
  - Higher Tax Rate
  - Option Expense

Guidance:

\$3.03 - \$3.08 including 11¢ to 12¢ incremental expense for stock-based compensation



#### **TODAY'S AGENDA**

- Fiscal 2006 Results
- Fiscal 2007 Financial Plans
- 2007 Business Update
- Questions



## 2006 Financial Review 2007 Plan Highlights



Jim Lawrence
Vice Chairman,
Chief Financial Officer



#### FOURTH QUARTER 2006 FINANCIAL SUMMARY

(\$ in Millions, except per share)

		Change vs. LY
Net Sales	\$2,845	+5%
Segment Operating Profit	493	+5%
Net Earnings	222	-52%
Diluted EPS	.61	-46%
Diluted EPS excluding CoCos, 2005 Divestiture Gain and Bond Buyback	.61	+5%



#### FOURTH QUARTER 2006 TOPLINE PERFORMANCE

	<u>Unit Volume</u>	Net Sales
U.S. Retail	+3%	+5%
International	+1%	+4%
Bakeries & Foodservice	+1%	+5%
Total Operations	+3%	+5%



#### FOURTH QUARTER 2006 SEGMENT OPERATING PROFIT

(\$ in Millions)

	<u>\$</u>	% Change vs. LY
U.S. Retail	\$408	+8%
International	47	-13%
Bakeries & Foodservice	38	-5%
Total Operations	\$493	+5%



#### FOURTH QUARTER 2006 OTHER INCOME STATEMENT ITEMS

	\$ in MM
Restructuring Expense (Pre-tax)	(14)
Corporate Unallocated Expense (Pre-Tax)	(65)
Tax Adjustment	11
CPW Restructuring (in JV line)	(8)



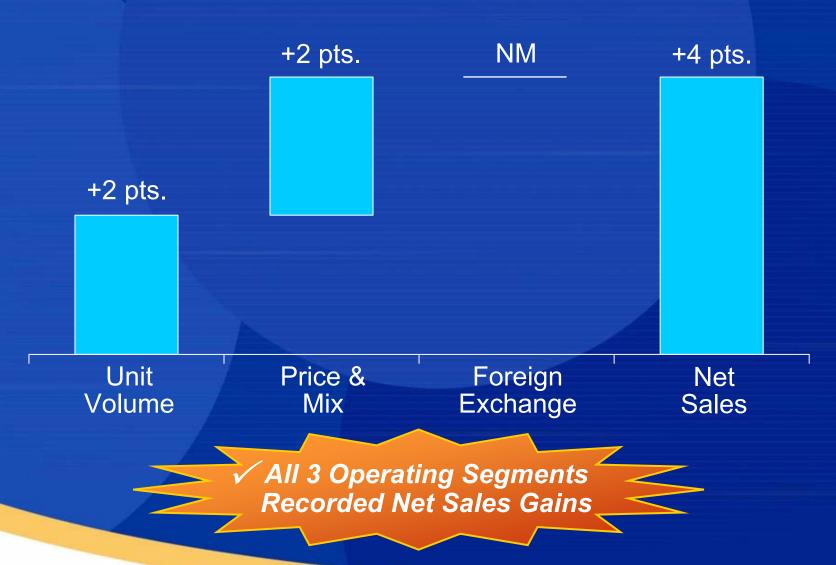
#### **FISCAL 2006 RESULTS**

(\$ in Millions, except per share data)

	<u>\$</u>	Change vs. LY
Net Sales	\$11,640	+4%
Segment Operating Profit	2,119	+5%
Earnings After Tax	1,090	-12%
Diluted EPS	2.90	-6%
Diluted EPS excluding CoCos, 2005 Divestiture Gain, and Bond Buyback	2.98	+8%



#### **COMPONENTS OF NET SALES GROWTH**



#### **U.S. RETAIL DIVISIONS** NET SALES GROWTH (\$ in Millions)

	2006 <u>Net Sales</u>	% Change
Big G Cereals	\$1,854	-1%
Meals	1,794	+7%
Pillsbury	1,538	-1%
Yoplait	1,096	+14%
Snacks	956	+5%
Baking Products	643	+6%
Other	143_	NM_
Total U.S. Retail	\$8,024	+3%



#### **RETAIL TAKE-AWAY**

**Dollar Sales, ACNielsen plus Wal**\*Mart

	F06 <u>% Change</u>
<b>Composite Retail Sales</b>	+4%
Grain Snacks	+15%
Salty Snacks	+14
Refrigerated Yogurt	+14
Ready-to-serve Soup	+12
Dessert Mixes	+7
Refrigerated Baked Goods	+3
Cereal	Flat
Dinner Mixes	-1
Fruit Snacks	-6

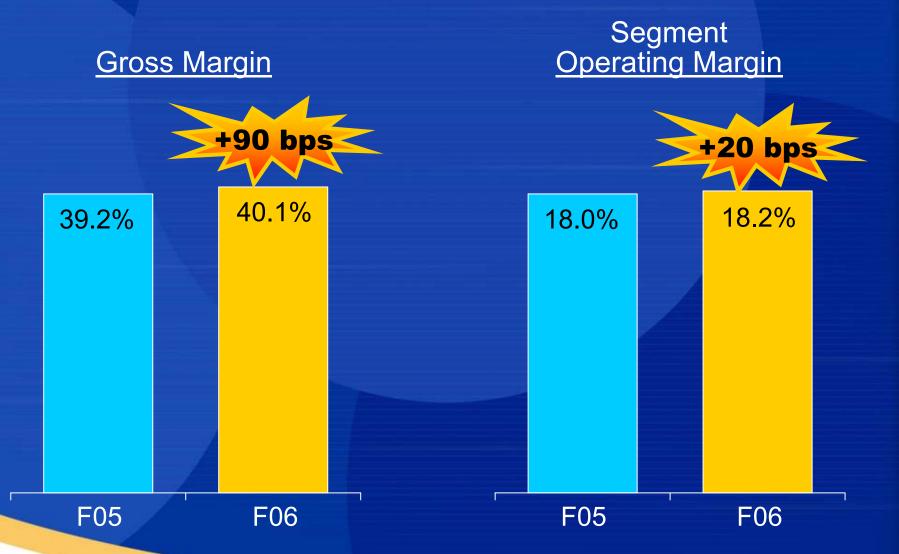


## NET SALES HIGHLIGHTS FOR INTERNATIONAL AND B&FS

- B&FS Net Sales Up 2% in 2006
  - Foodservice distributor volume gains on cereal, snacks and yogurt
  - Convenience store volume up double-digit
- International Sales Up 6% in 2006
  - Foreign exchange contributed 1 pt. of growth
  - 4% unit volume increase included gains in all regions



#### **MARGIN EXPANSION IN 2006**





## WHAT DROVE CORPORATE UNALLOCATED EXPENSE INCREASE?

(\$ in Millions)

<u>F05</u>	<u>F06</u>	<u>Change</u>
\$32	\$123	\$91
Employee Incentiv	Benefits, including /es	\$61
Environme	ental Reserve	\$23
Low-incon	ne Housing Write-off	\$10



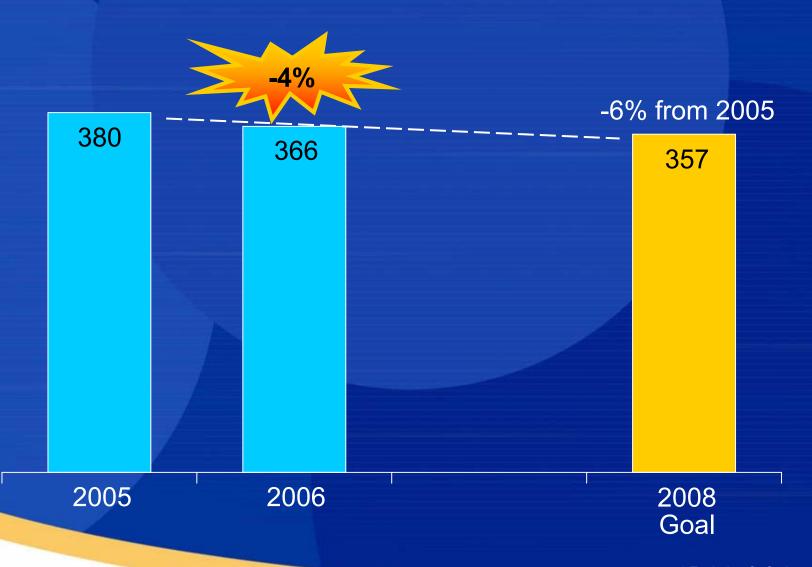
#### **JOINT VENTURE RESULTS**



- After Tax Earnings of \$64MM
  - CPW results include restructuring expenses of \$8MM after tax
  - Ongoing JV earnings grew 18 percent before restructuring expense



#### **AVERAGE SHARES OUTSTANDING\***





\* Excludes CoCo Impact

### GENERAL MILLS LONG-TERM GROWTH MODEL

Net Sales Growth Rate Low Single Digit

Operating Profit Growth Rate Mid Single Digit

Diluted EPS Growth Rate High Single Digit

+ Dividend Yield

Total Shareholder Return Double Digit



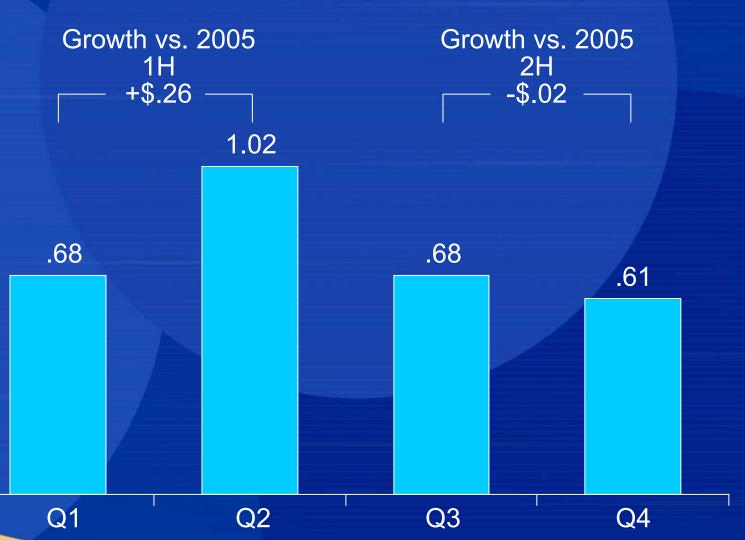
CGR

## FISCAL 2006 TOTAL RETURN TO SHAREHOLDERS





#### FISCAL 2006 EPS GROWTH (Non-GAAP)\*





Excludes CoCo Accounting Impact,
 2005 SVE/Lloyd's gain and bond buyback
 See slide 96 for reconciliation

# FISCAL 2006 COST PRESSURES: A TALE OF TWO HALVES

(9	(\$ in	Mill	ions)
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	Increase vs. Prior Year		
	1st Half	2 <sup>nd</sup> Half	
Commodities	+30	+40	
Fuel-related Costs	+45	+55	
Employee Benefits, Including Incentives	+30	+65	



#### **FISCAL 2007 OUTLOOK**

- Commodity and Fuel Inflation of \$145 Million
  - Greater Increase in First Half
- Benefits Expense Up Again, But Well Below F06 Increase
- Stock Options Expense Beginning in Q1
  - Half in First Quarter



## **2007 GUIDANCE SUMMARY**

(\$ in Millions, Except per Share)

	2006 Results		2007 Guidance
Net Sales	\$11,640	<b>→</b>	Up Low Single Digit
Segment Op Profits	\$2,119	<b>→</b>	Up Mid Single Digit
Restructuring Expense	\$(30)	<b>→</b>	Less
Corp. Unallocated Expense	\$(123)	<b>→</b>	Flattish
Stock Option Expense	None	$\longrightarrow$	11 to 12 cents per share
Interest Expense	\$(399)	<b>→</b>	\$(439)
Tax Rate	34.5%	$\longrightarrow$	35.3 – 35.8%
JV Income (A/T)	\$64		Up, including CPW restructuring costs
Avg. Diluted Shares	379	<b>—</b>	Down from 366MM excl. CoCos
EPS	\$2.90	<b>→</b>	\$3.03 – 3.08
EPS, excluding CoCos	\$2.98	<b>→</b>	\$3.03 – 3.08



## PENSION/RETIREE MEDICAL EXPENSE

(\$ in Millions)

#### \$22 F06 Actual

- Benefit of Strong Asset Returns
- Return on Plan Assets: 16%
- Funded Status of Pensions: 125%

#### F07 Estimate

- Union Benefits Increase
- Increasing Health Care Costs

\$10

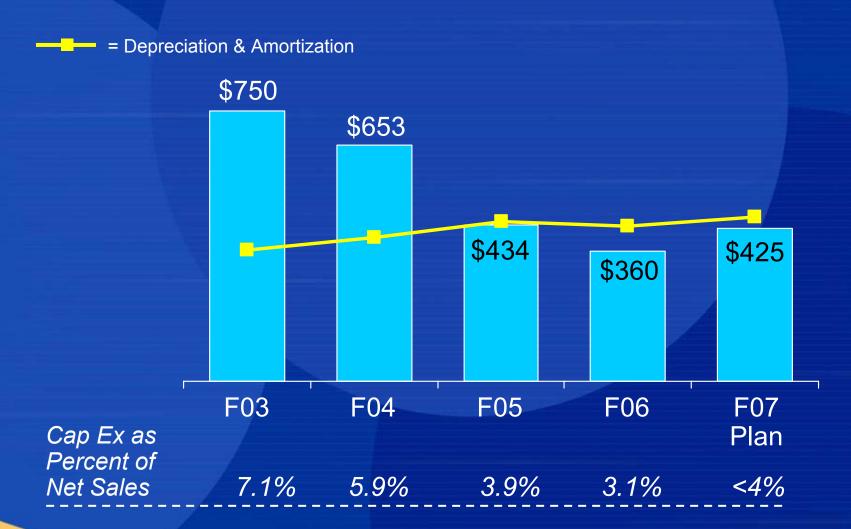


## FISCAL 2007 FINANCIAL PLAN HIGHLIGHTS

- Continue Disciplined Use of Cash
  - CapEx Target in Line with D&A
  - Dividend Increase
  - Ongoing Share Repurchase
- Further Improve Return on Capital



### **CAPITAL EXPENDITURES**





### **DIVIDEND INCREASE**

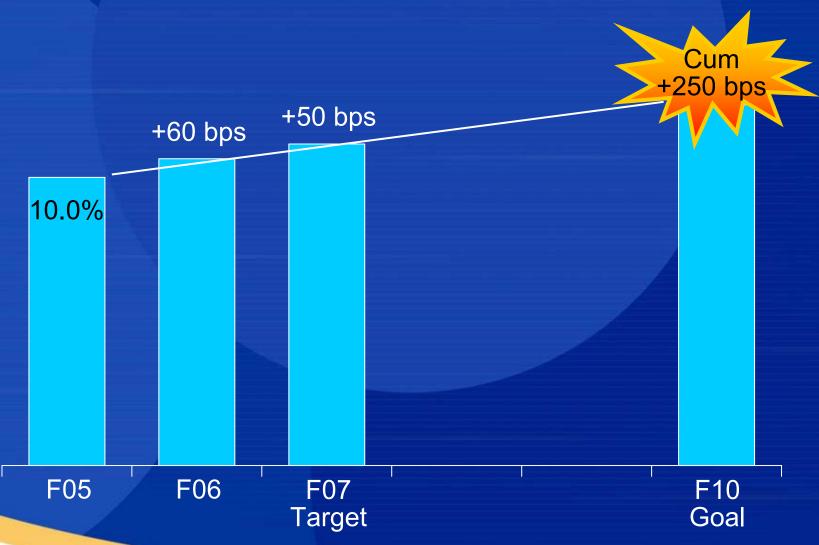


### **ONGOING SHARE REPURCHASES**

- On <u>Average</u>, Target is 2% Annual Reduction in Net Shares Outstanding
  - Includes shares issued via option exercises
  - Includes Fiscal 2008 Lehman notes transaction



### RETURN ON CAPITAL IMPROVEMENT





#### **FINANCIAL SUMMARY**

- Solid 2006 Fourth Quarter Results
- Annual Growth and Returns Consistent with Long-term Model
- 2007 Financial Plan Targets Continued Growth and Disciplined Cash Use





## 2007 OPERATING PERFORMANCE KEY OBJECTIVES

- Renew Net Sales Growth for Big G and Pillsbury
- Achieve Stronger Contribution from New Products
- Capitalize on Opportunities in New Channels and International Markets
- Continue to Expand Margins



## BIG G CEREALS FISCAL 2006 SHARE PROGRESS

(Change vs. Fiscal 2005)



-0.9 pts.

-1.2 pts.

-2.5 pts.

1Q

2Q

3Q

4Q



Source: ACNielsen Plus Wal ★ Mart

## BIG G CEREALS FISCAL 2006 RESULTS

Change vs. LY

Net Sales -1%

Retail Takeaway Sales Flat

Dollar Share -1 Point



Source: ACNielsen Plus Wal ★ Mart

### MERCHANDISED PRICES UP AND IN LINE

Half of RTE Category Volume is Sold with Merchandising

	F06 Avg. Merchandised <u>Price per Unit</u>	+/- Year Ago
RTE Category	\$2.43	\$.09
Branded Players	2.49	.09
Big G	2.61	.10



### PRICE GAPS CORRECTED



- Higher Targeted Price Points
- Lower Merchandising Frequency



Competitive Price Points



 Mix of Price Points and Merchandising Strategies

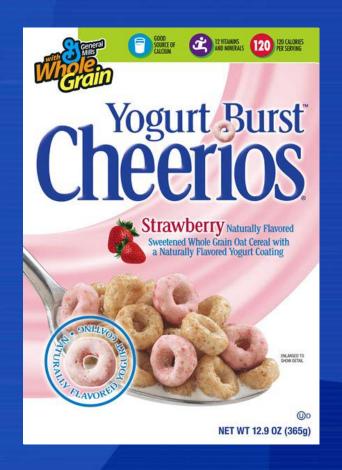
## **CHEERIOS FRANCHISE FISCAL 2006 RESULTS**



- Retail Takeaway Sales +5%
- Baseline Sales +3%
- Franchise Dollar Share =
   11 pts.



## YOGURT BURST CHEERIOS YEAR ONE PERFORMANCE

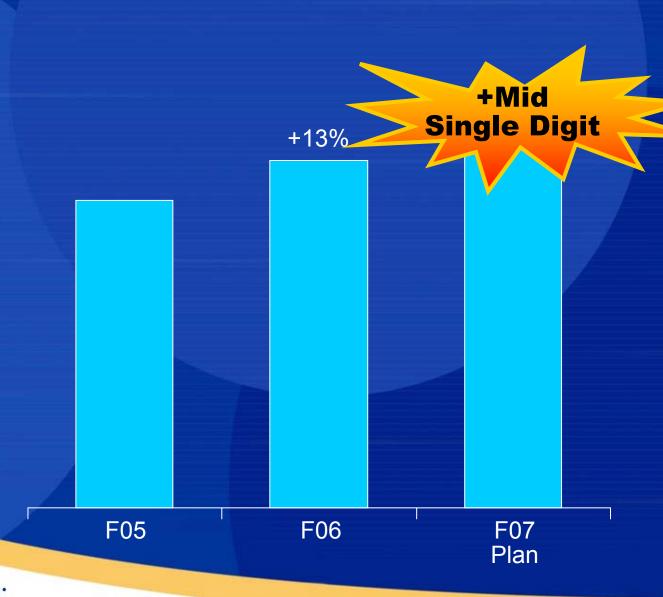




Retail Sales: \$60 Million

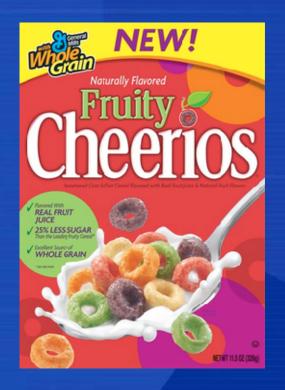


## BIG G ADVERTISING SUPPORT INCREASED



## FISCAL 2007 FIRST QUARTER INTRODUCTIONS

#### **Brand Extensions**









## FISCAL 2007 FIRST QUARTER INTRODUCTIONS

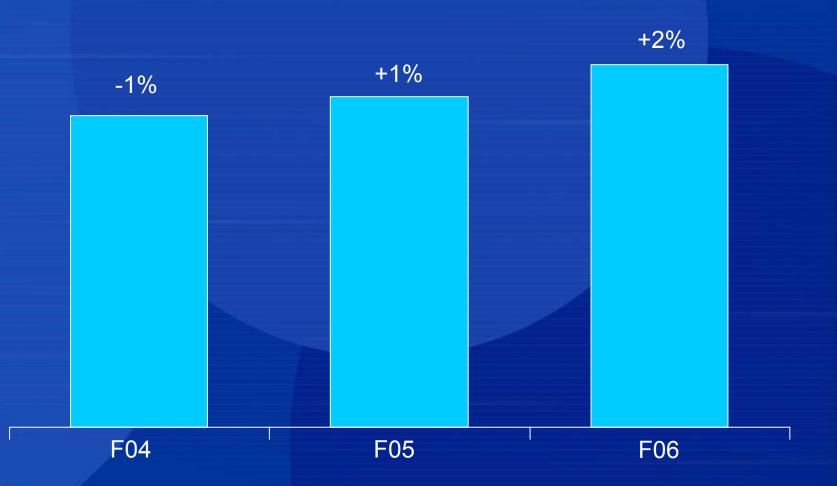
#### **New Brands**







## U.S. RTE CEREAL CATEGORY DOLLAR SALES GROWTH





Source: ACNielsen Plus Wal ★ Mart

## PILLSBURY USA FISCAL 2006 RESULTS

Net Sales	-1%
	• / •

Retail	Takeaway	Sales	Flat
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**Dollar Share Change** 

Frozen Bkfst/Baked Goods	-3 pts
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## REFRIGERATED BAKED GOODS 2006 RETAIL TAKEAWAY TRENDS







All Other +7%

Biscuits +4%

Cookies -4%









## FISCAL 2007 FIRST QUARTER INTRODUCTIONS





Cookies



Crescent Rolls



**Breadsticks** 



Pizza Rolls



## U.S. SOUP CATEGORY READY-TO-SERVE STILL DRIVING THE MARKET

		sehold etration	<u>Units</u>	/ Buyer
	<u>2006</u>	<u>vs. 2003</u>	<u>2006</u>	vs. 2003
Ready-to-Serve Soup	67	+0.3	14	+0.3
Condensed	76	-4.1	17	-2.0

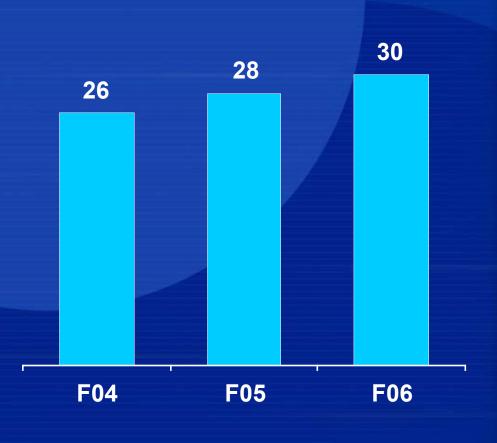


### PROGRESSO SHARE TREND

(\$ Share of Ready-to-Serve Soup)









Source: ACNielsen Plus Wal ★ Mart

## PROGRESSO SOUP FIRST QUARTER INTRODUCTIONS

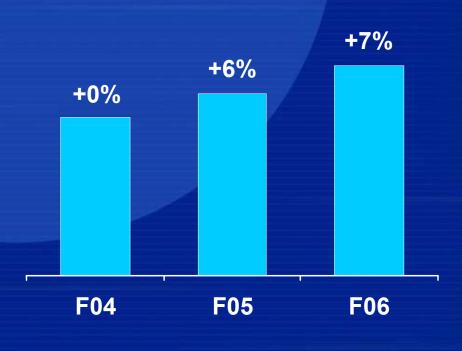




### **HAMBURGER HELPER**



#### Retail Dollar Sales Growth





Source: ACNielsen Plus Wal ★Mart

## FIRST QUARTER INTRODUCTIONS









## FIRST QUARTER INTRODUCTIONS











## **YOPLAIT**



#### Retail Dollar Sales Growth





Source: ACNielsen Plus Wal ★Mart

### WHIPS! FRANCHISE GROWTH



- 3 Chocolate varieties = \$30 million in retail sales
- Total line sales exceeded \$100 million

New Flavors for 2007



### **NATURE VALLEY**



#### Retail Dollar Sales Growth





Source: ACNielsen Plus Wal ★ Mart

## WHOLESOME SNACKS FIRST QUARTER INTRODUCTIONS











## **CHEX MIX**



#### Retail Dollar Sales Growth





Source: ACNielsen Plus Wal ★ Mart

### CHEX MIX FIRST QUARTER INTRODUCTIONS









### **BETTY CROCKER DESSERT MIXES**



### Retail Dollar Sales Growth





Source: ACNielsen Plus Wal ★ Mart

### FIRST QUARTER INTRODUCTIONS







### **SMALL PLANET FOODS**

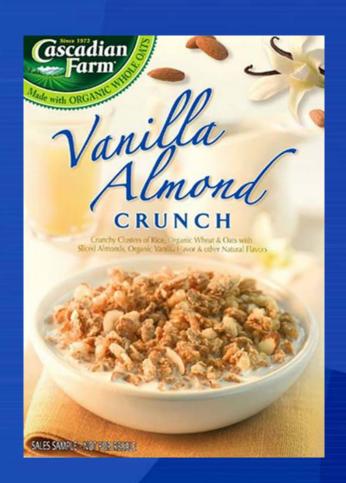


### Fiscal 2006

- Net Sales +27%
- Growth in all Channels
  - Grocery/Natural
  - Supercenter
  - Club



### SMALL PLANET FOODS FIRST QUARTER INTRODUCTIONS









### **CHANNEL EXPANSION**



#### Natural/Organic Stores



**Drug Stores** 



#### **Dollar Format Stores**





Club Stores

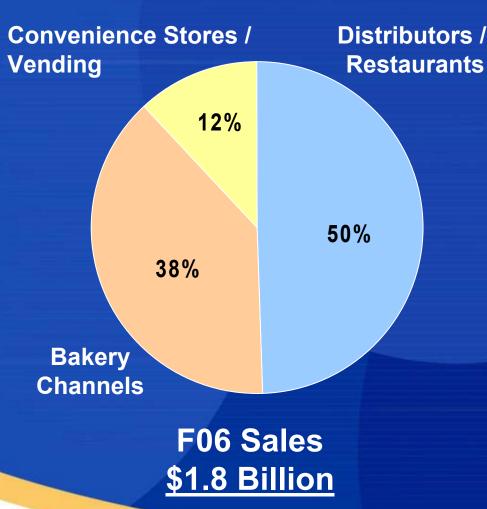


### U.S. RETAIL 2007 OUTLOOK

- Starting Year with Good Momentum
- Strong New Product Line-Up
- Expect Sales and Operating Profit Growth Again in '07



### **BAKERIES & FOODSERVICE SEGMENT**



### Fiscal 2006

- Net Sales +2%
- Operating Profit +4%



### 2007 PLANS CONVENIENCE STORE EXPANSION



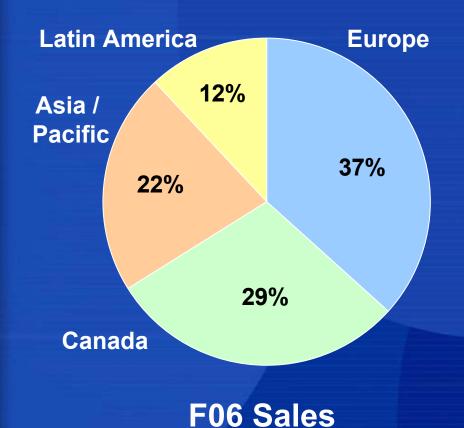


### 2007 PLANS FOODSERVICE DISTRIBUTORS





### INTERNATIONAL SEGMENT



\$1.8 Billion

### Fiscal 2006

- Net Sales +6%
- Operating Profit +18%



### NET SALES GROWTH BY REGION\* Fiscal 2006



Canada +5%



Europe +5%



Latin America +8%

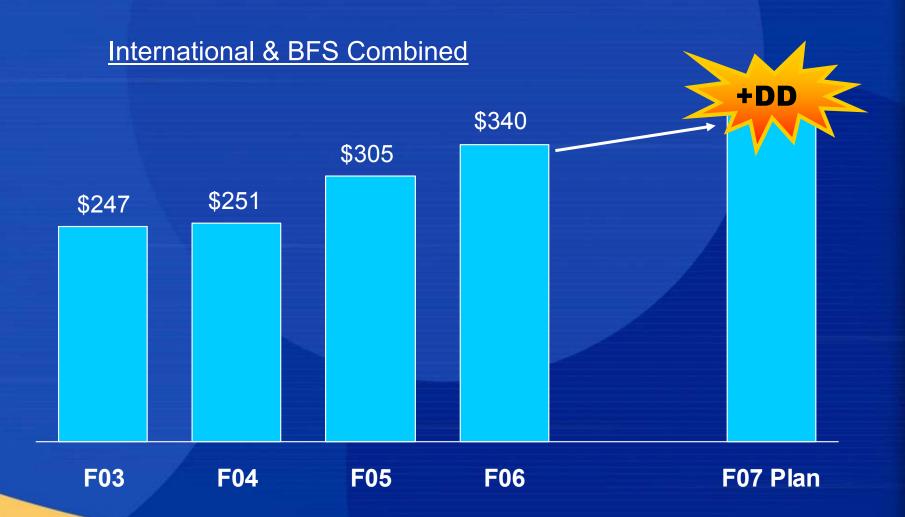


Asia/Pacific +9%

\* At constant foreign exchange rates



## GROWING SOURCES OF OPERATING PROFIT (\$ in Millions)





### CEREAL PARTNERS WORLDWIDE



### Fiscal 2006

- 4% Net Sales Growth
- 6% Volume Growth

6 New Products Launched in Calendar 2006 to Date



## CEREAL PARTNERS WORLDWIDE UNCLE TOBYS ACQUISITION

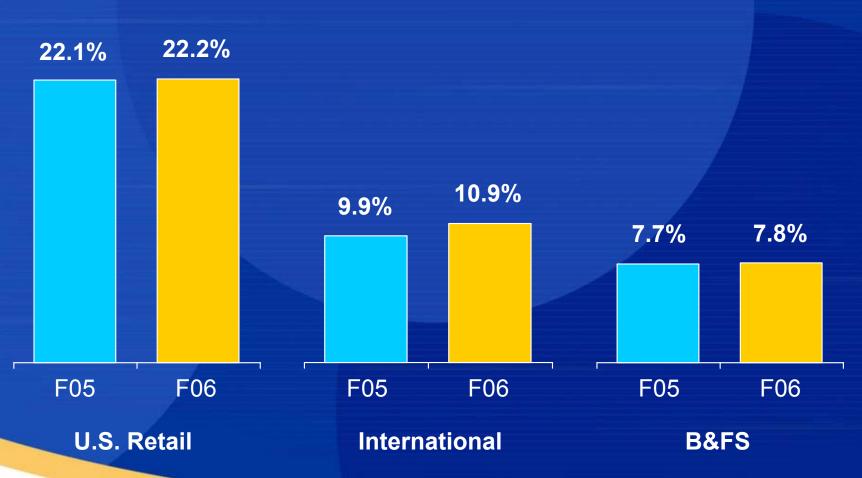


- > \$100 Million in Retail Sales
- 19% Share of Australian Cereal Market



### **MARGIN EXPANSION**





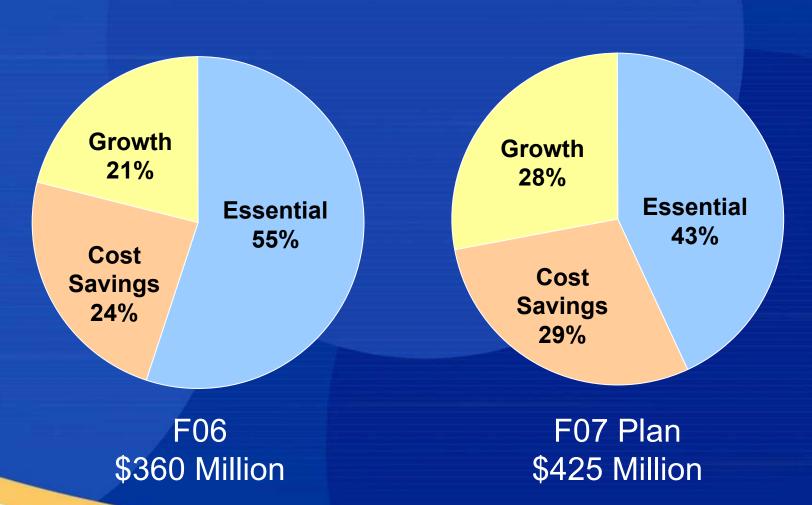


### MARGIN EXPANSION LEVERS

- Price Realization
- Mix Management
- Unit Volume Leverage
- Plant Operating Performance
- Productivity Initiatives



## INCREASED INVESTMENT FOR COST SAVINGS & GROWTH





## 2007 OPERATING PERFORMANCE KEY OBJECTIVES

- Renew Net Sales Growth for Big G and Pillsbury
- Increase Contribution from New Products
- Capitalize on Opportunities in New Channels and International Markets
- Continue to Expand Margins



### CORPORATE RATING GRID FOR 2007

- Net Sales
- Segment Operating Profit
- Diluted EPS
- Improvement in ROC



### GENERAL MILLS SUMMARY

- 2006 A Good Start to New Phase of Growth
- Results Exceeded Company's Target
- Expect Continued Sales, Operating Profit and Margin Progress in 2007



## RECONCILIATION OF SEGMENT OPERATING PROFIT

(\$ in Millions)

	4 <sup>th</sup> Quarter		Annual	
	2006	2005	2006	2005
Segment Operating Profit:				
U.S. Retail	\$ 408	\$ 377	\$ 1,779	\$ 1,719
International	47	54	201	171
Bakeries & Foodservice	38	40	139	134
Total Segment Operating Profit	493	471	2,119	2,024
Unallocated corporate items	(65)	(11)	(123)	(32)
Interest, net	(105)	(110)	(399)	(455)
Restructuring and other exit costs	(14)	(38)	(30)	(84)
Divestitures – gain	_	499	-	499
Debt repurchase costs	_	(137)	_	(137)
Earnings before income taxes and earnings from joint ventures	\$ 309	\$ 674	\$ 1,567	\$ 1,815



# RECONCILIATION OF NON-GAAP EPS TO DILUTED EPS

	Annual		
	2006	2005	
Diluted EPS	\$ 2.90	\$ 3.08	
Effect of Accounting for Contingent Convertible Debt	(.08)	(.19)	
EPS excluding CoCo Accounting	2.98	3.27	
Divestitures – gain		.75	
Debt repurchase costs		(.23)	
Diluted EPS excluding CoCos, 2005 divesture gain and bond buyback	\$ 2.98	\$ 2.75	



# RECONCILIATION OF NON-GAAP EPS TO DILUTED EPS

	1st Quarter	2 <sup>nd</sup> Quarter	3rd Quarter	4 <sup>th</sup> Quarter
	2006 2005	2006 2005	2006 2005	2006 2005
Diluted EPS	\$ .64 \$ .45	\$.97 \$.92	\$ .68 \$ .58	\$ .61 \$ 1.14
Effect of Accounting for Contingent Convertible Debt	(.04) (.02)	(.05) (.05)	(.03)	_ (.08)
EPS excluding CoCo Accounting	.68 .47	1.02 .97	.68 .61	.61 1.22
Divestitures:  SVE Partial Tax	X		- (.12)	12
Gain				75
Debt repurchase costs		<u> </u>	<u> </u>	(.23)
Diluted EPS excluding CoCos, 2005 divesture gain and bond buyback	\$ .68 \$ .47	\$ 1.02 \$ .97	\$ .68 \$ .73	\$ .61 \$ .58



## RETURN ON INVESTED CAPITAL (\$ in Millions)

	2006	2005	2004
Net earnings	\$ 1,090	\$ 1,240	
Interest, net, after-tax	261	289	
Divestitures gain, after-tax	_	(284)	
Debt repurchase cost, after-tax	_	87	
Earnings before interest after tax (adjusted)	1,351	1,332	
Current portion of long-term debt	2,131	1,638	233
Notes payable	1,503	299	583
Long-term debt	2,415	4,255	7,410
Total debt	6,049	6,192	8,226
Minority interest	1,136	1,133	299
Stockholders' equity	5,772	5,676	5,248
Total capital	12,957	12,796	13,917
2005 divestiture gain, net of debt repurchase cost	(197)	(197)	
Accumulated other comprehensive income	(125)	(8)	144
Adjusted total capital	12,635	12,796	13,917
Average adjusted total capital	12,716	13,356	
Return on capital	10.6%	10.0%	



# RECONCILIATION OF JOINT VENTURE EARNINGS

(\$ in Millions)

	Annual		
	2006	2005	% Change
Earnings from joint ventures	\$ 64	\$ 89	-28%
SVE earnings		28	
Earnings from ongoing joint ventures	64	61	5%
CPW restructuring charge	(8)		
Earnings from ongoing joint ventures, excluding CPW restructuring charge	\$ 72	\$ 61	18%

