

*WK Kellogg Co*

**CAGNY 2025**



# Forward-Looking Statements



This presentation contains a number of forward-looking statements, which are subject to the safe harbor provisions of the Private Securities Litigation Reform Act of 1995. Forward-looking statements include predictions of future results or activities and may contain the words “expect,” “believe,” “will,” “can,” “anticipate,” “estimate,” “project,” “should,” “would,” or words or phrases of similar meaning. You are cautioned not to rely on these forward-looking statements. Forward-looking statements by their nature address matters that are, to different degrees, uncertain, and are subject to risks, uncertainties, and assumptions. Should one or more of these risks or uncertainties materialize, or should underlying assumptions prove incorrect, actual results may vary materially from those indicated or anticipated by such forward-looking statements. The inclusion of such statements should not be regarded as a representation that such plans, estimates or expectations will be achieved.

Important factors that could cause actual results to differ materially from such plans, estimates or expectations include, among others, a decline in demand for ready-to-eat cereals; the timing, magnitude and duration of new or increased tariffs on imports from and exports to Canada and Mexico; supply chain disruptions, increases in costs and/or shortages of raw materials, labor, fuels and utilities as a result of geopolitical, economic, trade policies and regulations, and market conditions; consumers’ perception of our brands or company; business disruptions; our ability to drive our growth targets to increase revenue and profit; our failure to achieve our targeted cost savings and efficiencies from the restructuring plan associated with our supply chain modernization initiatives and other cost reduction initiatives; strategic acquisitions, alliances, divestitures or joint ventures or organic growth opportunities we may pursue in the future; material disruptions at one of our facilities; our ability to attract, develop and retain the highly skilled people we need to support our business; a shortage of labor, our failure to successfully negotiate collectively bargained agreements, or other general inflationary pressures or changes in applicable laws and regulations that could increase labor costs; an increase in our post-retirement benefit-related costs and funding requirements caused by, among other things, volatility in the financial markets, changes in interest rates and actuarial assumptions; our inability to obtain sufficient capital to grow our business and to increase our revenues; an impairment of the carrying value of goodwill or other acquired intangibles; increases in the price of raw materials, including agricultural commodities, packaging, fuel and labor; increases in transportation costs and reduced availability of, or increases in, the price of oil or other fuels; competition, including with respect to retail and shelf space; the changing retail environment and the growing presence of alternative retail channels; the successful development of new products and processes; adverse changes in the global climate or extreme weather conditions; and other risk factors as detailed from time to time in WK Kellogg’s reports filed with the U.S. Securities and Exchange Commission (the “SEC”), including its Registration Statement on Form 10, Quarterly Reports on Form 10-Q, Annual Report on Form 10-K, Current Reports on Form 8-K and other documents filed with the SEC. The foregoing list of important factors is not exhaustive.

Forward-looking statements made in this presentation speak only as of the date of this presentation. WK Kellogg Co does not undertake to update any forward-looking statements as a result of new information or future events or developments, except as required by law.

## **Non-GAAP Financial Measures**

This presentation includes certain non-GAAP financial measures. Please refer to the Appendix provided herein for definitions and a reconciliation of these non-GAAP financial measures to the most directly comparable U.S. Generally Accepted Accounting Principles (“GAAP”) financial measures. Management believes that the use of such non-GAAP measures assists investors in understanding the underlying operating performance of WK Kellogg Co. However, these non-GAAP financial measures have limitations as analytical tools and should not be considered in isolation or as an alternative to GAAP measures.

*WK Kellogg Co*

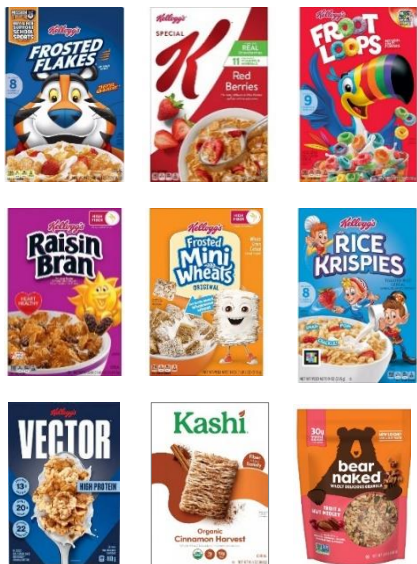
# Gary Pilnick

Chairman & Chief  
Executive Officer

CAGNY 2025



## Iconic Brands



## Leading Market Positions



**#2 Market share**



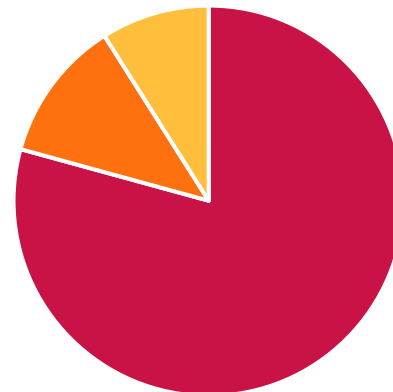
**#1 Market share**



**#1 Market share**

## Scaled Business

**Adjusted Net Sales\***  
(2024: ~\$2.7 billion)



■ US Retail   ■ Canada   ■ Other

\*See Appendix for definitions of each non-GAAP financial measure and reconciliations to the most directly comparable GAAP measure

# We Are On Our Path



# Focused Strategy

## *Our Priorities*

1

Driving an  
integrated  
commercial plan  
to win

2

Modernizing our  
supply chain

3

Unleashing an  
energized and  
winning culture

Stable topline  
Outsized margin growth  
Attractive dividend

## *Focus*

on winning in cereal

## *Integrate*

end-to-end to drive  
better execution

## *Invest*

in capabilities, technology  
and infrastructure

# *Our Beliefs & Behaviors*

**Bring Out the  
Best in Each  
Other**

**Show Up as  
One  
Company**

**Create and  
Act Boldly**

**Have a  
'Make It  
Better'  
Mindset**

**Win with  
Purpose**

What You'll Hear Today is How We Are



*Delivering*  
TODAY

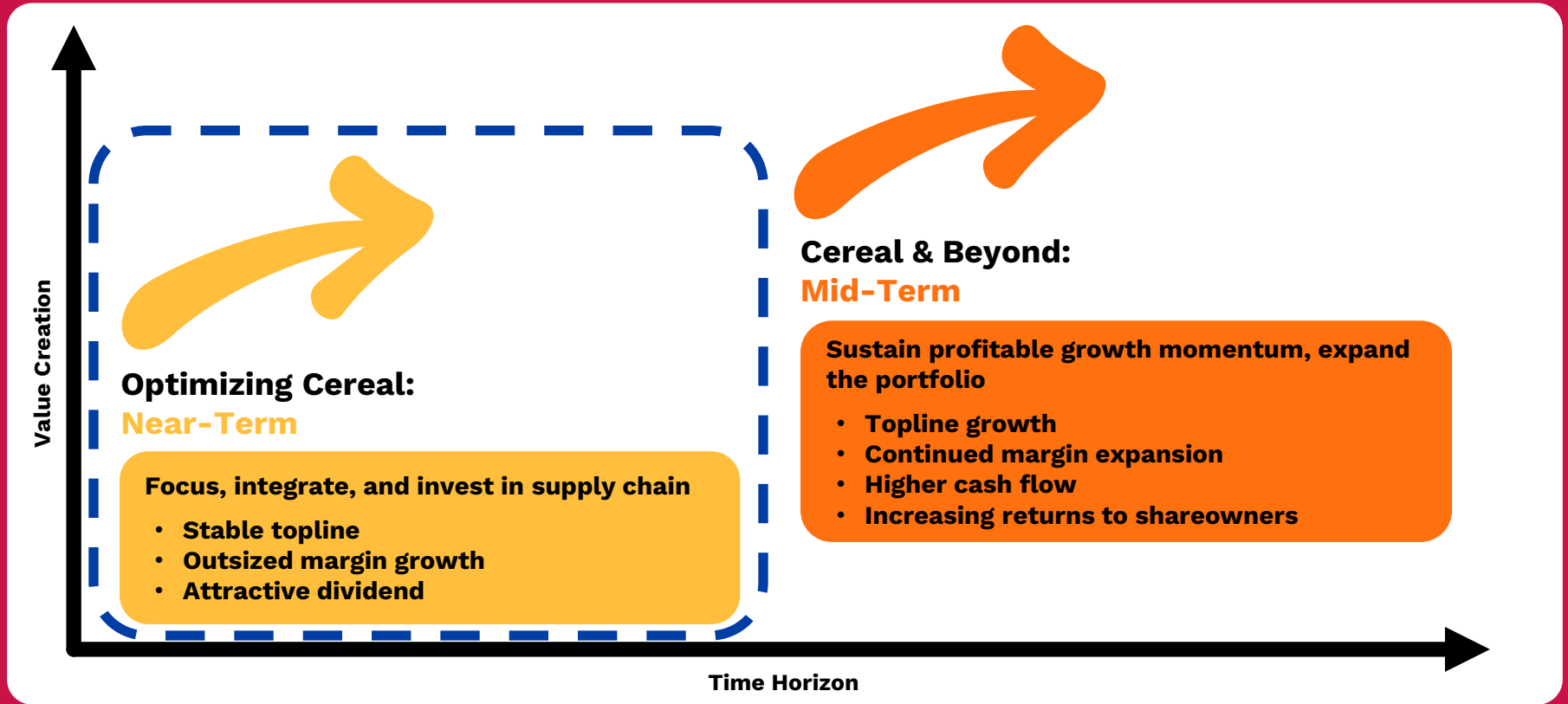
+

*Building*  
FOR TOMORROW 





# Our Path to Value Creation



## Our Progress

# Delivering TODAY

**Delivering  
Financial  
Goals**

**Standing Up  
Dedicated  
Salesforce**

**Modernizing  
Our Supply  
Chain**

**Investing in  
Scalable  
Infrastructure**

# Delivering Today - 2024 Financial Results

**FY '24 Adjusted  
Net Sales Growth**

**(1.1%)\***

vs. PY

**FY '24 Adjusted  
Gross Margin**

**+90 bps\***

vs. PY

**FY '24 Adjusted  
EBITDA Margin**

**6.6%\***

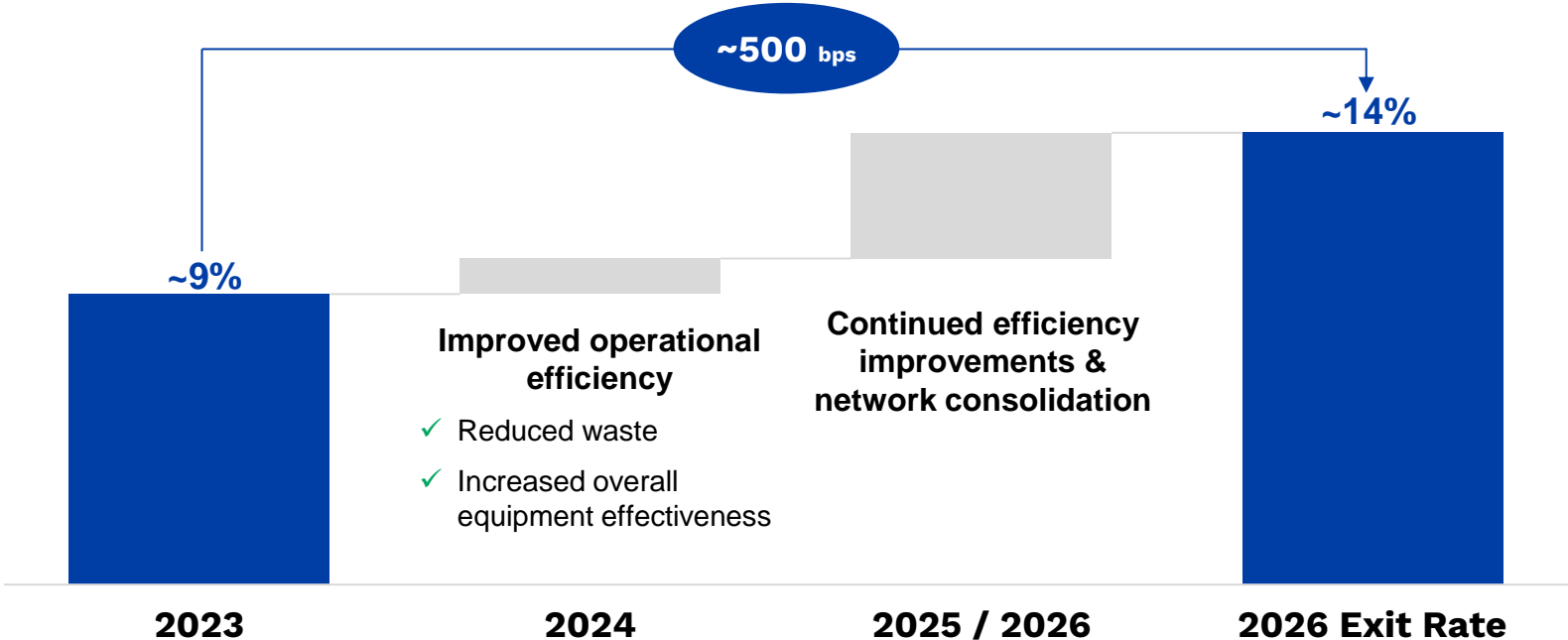
vs. PY

\* Growth rates are calculated using standalone adjusted results as the base comparable measure  
See Appendix for definitions of each non-GAAP financial measure and reconciliations to the most directly comparable GAAP measure



# Delivering Today - Modernizing Our Supply Chain

## Adjusted EBITDA Margin Progression\*



\* Growth rates are calculated using standalone adjusted results as the base comparable measure

# Delivering Today – Investing in Scalable Infrastructure

## IT

Enhanced  
Data &  
Analytics

More  
Effective  
Marketing  
Technology

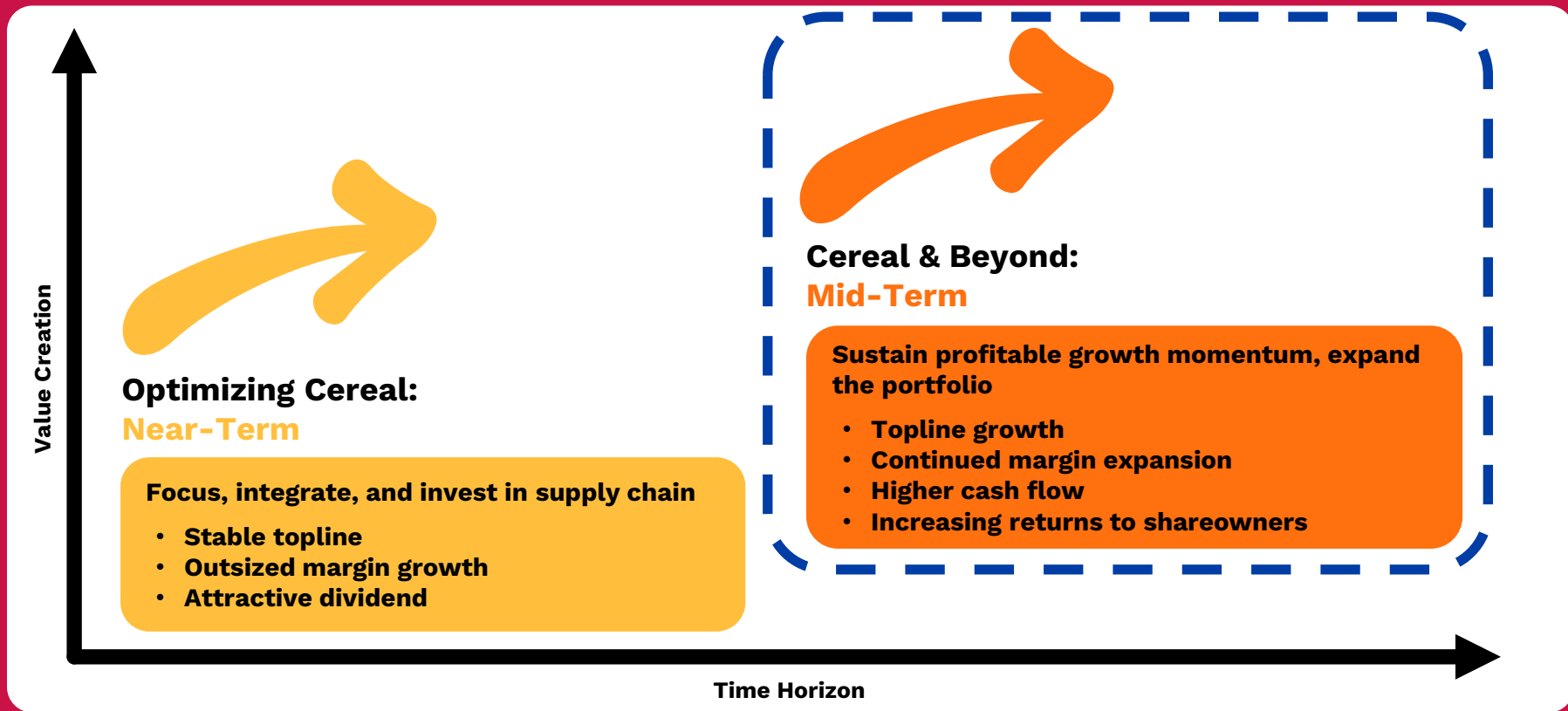
New Sales  
Planning  
Program

Dedicated ERP System

## Distribution



# Horizon Two



# Building for Tomorrow

*Cereal*



*Cereal & Beyond*



**Platform for Growth**

**Iconic Brands**

**Scalable Infrastructure**

**Expandable Capabilities**



# Building for Tomorrow - Cereal Growth Framework

**Investing to grow  
in growing  
channels**



**Driving the core**

**Growing health  
& well-being  
segments**

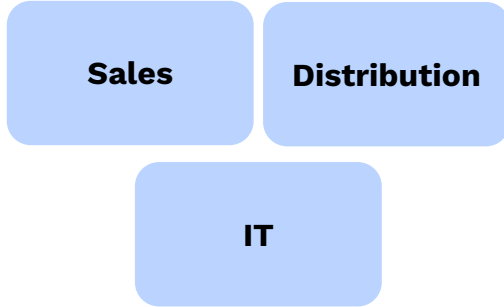
**2025 plan  
balanced across  
taste and wellness**

# Building for Tomorrow - Platform for Growth

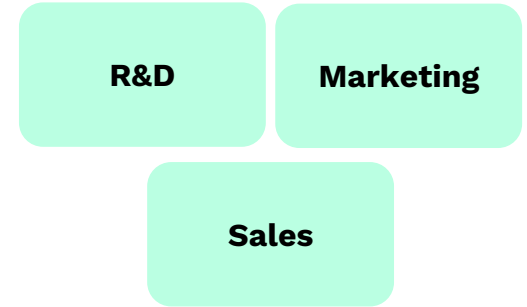
## Iconic Brands



## Scalable Infrastructure

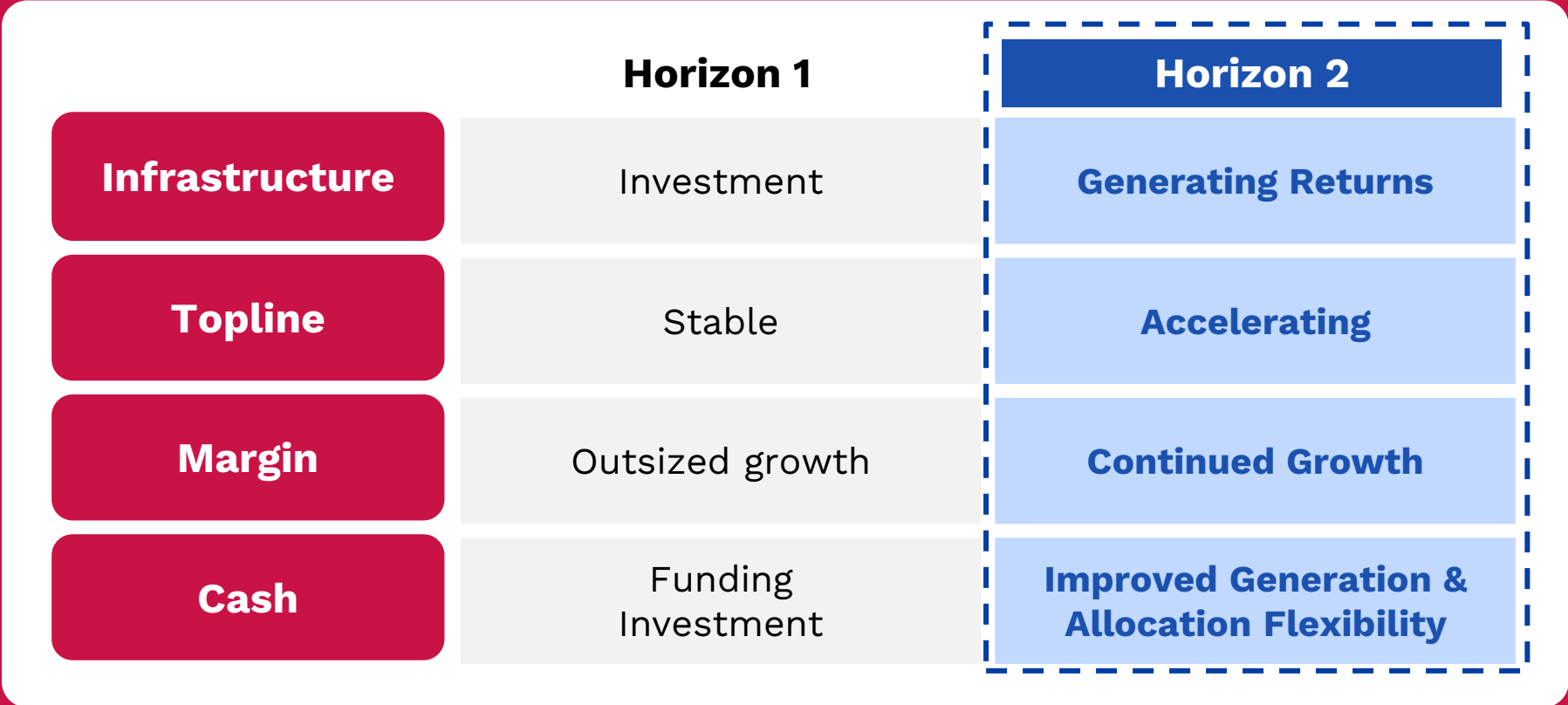


## Expandable Capabilities



## Beyond Cereal

# Our Path to Value Creation Evolves

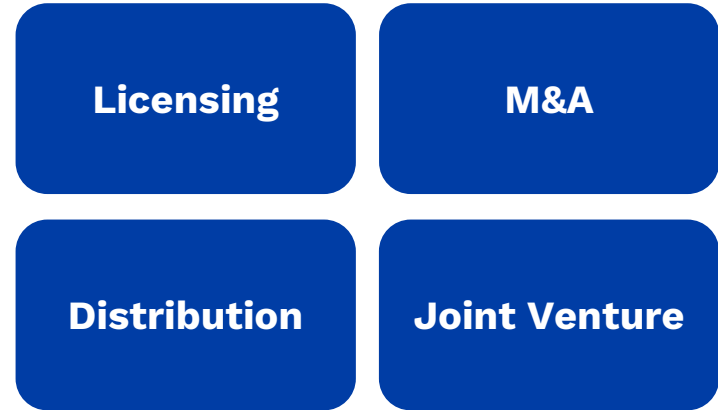


# Cereal and Beyond

## Disciplined Criteria

- ✓ **Leverages Infrastructure & Capabilities**
- ✓ **Strengthens the Portfolio**
- ✓ **Accelerates Growth**
- ✓ **Maintains Balance Sheet Strength**

## Potential Growth Structures



# A Compelling Opportunity



## POSITIONED FOR TOPLINE ACCELERATION

Iconic brands  
Scalable infrastructure  
Expandable capabilities

## OUTSIZED MARGIN GROWTH

Supply chain modernization  
Improved supply reliability  
Disciplined investment approach

## SIGNIFICANT CASH FLOW GENERATION

Focused investment  
Adjusted EBITDA growth  
Attractive returns to shareowners



# Doug VanDeVelde

Chief Growth Officer

**Driving an Integrated  
Commercial Plan to Win**

**CAGNY 2025**



# Cereal is a Large and Durable Category

**>\$10 billion**  
category in  
North America\*

**#2** breakfast  
food eaten by  
adults\*\*



**#1** breakfast  
food eaten by  
kids\*\*

**#3** center of  
the store food  
category\*\*\*

\* Source: Circana; \*\* Source: NPD Group; At-Home Consumption; \*\*\* Source: Numerator Panel Data

# Cereal Credentials

**S**

more  
*Simple*  
than you  
think

**Many with  
four  
ingredients,  
plus vitamins  
and minerals**

**P**

as much  
*Protein*  
as an egg  
in a bowl  
with milk

**Up to 20g  
with high-  
protein  
cereals like  
Kashi**

**O**

number  
*One*  
source  
of fiber for  
kids

**A nutrient  
more people  
need, 90%  
don't get  
enough**

**O**

brings  
*Other*  
foods  
along

**Top food fruit  
is added to;  
90%  
consumed  
with milk**

**N**

more key  
*Nutrients*  
than those  
that don't  
eat cereal

**More nutrients  
like Iron,  
Fiber, Calcium,  
Vit D; less  
sodium and  
sat fat**

**S**

no more added  
*Sugar*  
than those  
that don't  
eat cereal

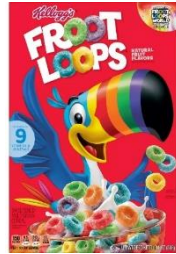
**Less than  
5% of the  
added sugar  
in U.S. diets**

Source: NHANES 2015-2018; 2020 PBH State of the Plate



# Strong Portfolio of Iconic Brands

## CORE 6



## NEXT CORE



## N&O



# Integrated Commercial Plan to Win

*Delivering*  
**TODAY** 



*Building*   
**FOR TOMORROW**

**Integrated five businesses  
into one**

**Stood up dedicated salesforce &  
new marketing model**

**Executing 2025 plan**

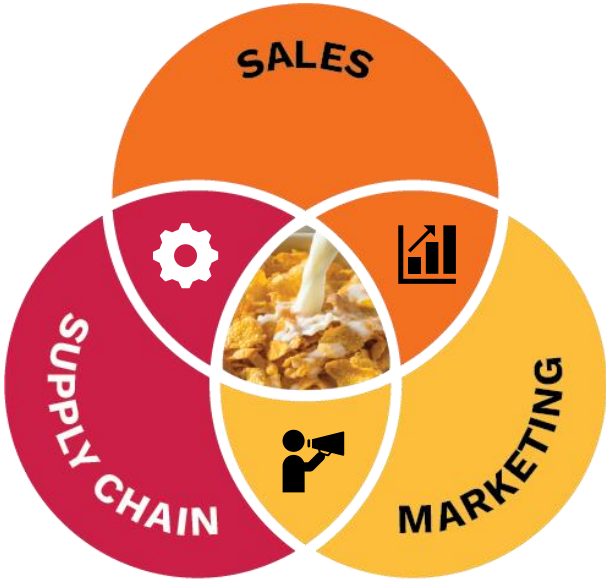
**Enhancing R&D capabilities  
and facilities**

**Maturing sales and marketing  
capabilities**

**Cereal growth framework**

# Our Operating Framework

## Integrated Capabilities



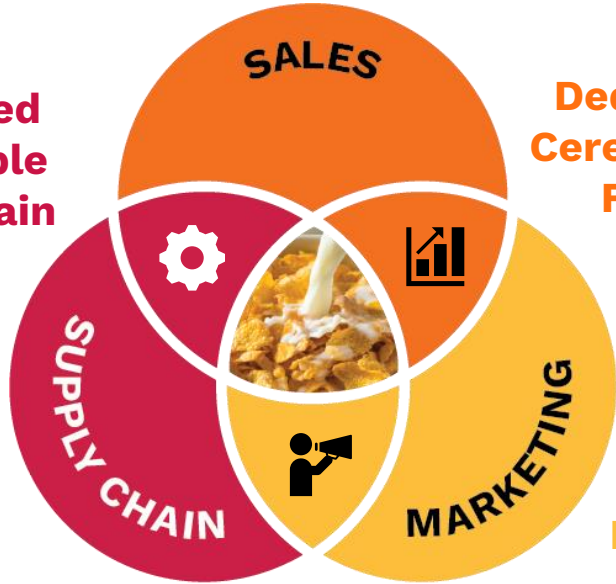
## Cereal Growth Framework



# Integrated Capabilities

## Integrated Capabilities

Modernized  
and Reliable  
Supply Chain

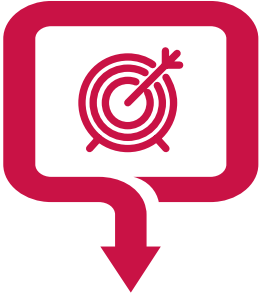


Dedicated  
Cereal Sales  
Force

New  
Marketing  
Model

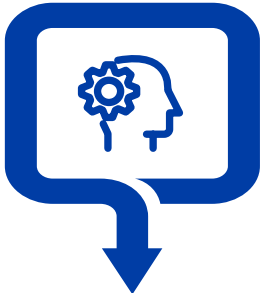
**Better  
planning,  
agility,  
speed and  
execution**

# Direct and Dedicated Sales Force



## Direct Sales Force

Dedicated only to cereal



## Maturing capabilities

Year 2 of new routes, new stores & new managers

**Unique for a Company Our Size**

# New Marketing Model

**Scale up  
Multi-Brand**



**Better ROI's**

**Bold, Cultural  
Ideas**



**Strong Brand  
Relevance**

**In-house Social  
Team**



**Agility, Effectiveness  
& Efficiency**

**Omni  
Conversion**



**Back to savings**

Your favorite Kellogg's cereals, now on rollback.

[Shop now](#)

**Better Enabling  
Commerce**

# Investing in Research and Development

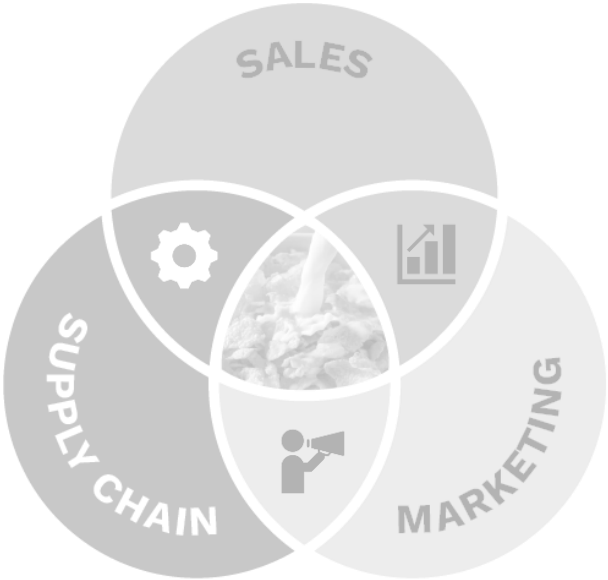
## Continuing to invest in people, capabilities and infrastructure

- New state of the art food development lab
- Improving speed to market
- Enabling food of the future



# Cereal Growth Framework

## Integrated Capabilities



## Cereal Growth Framework





# Cereal Growth Framework

**Investing to grow  
in growing  
channels**

**Growing health  
& well-being  
segments**



**Driving the core**

**2025 plan  
balanced across  
taste and wellness**

# Reappraising Cereal - Increasing Brand Relevance



## Addressing Barriers and Highlighting Benefits

- Reigniting nostalgia
- “Joy and connection”
- SPOONS



# 2025 First Half Innovation Highlights

## Food Platforms



## Brand Platforms



## Format Platforms



## Segment Platform – Granola

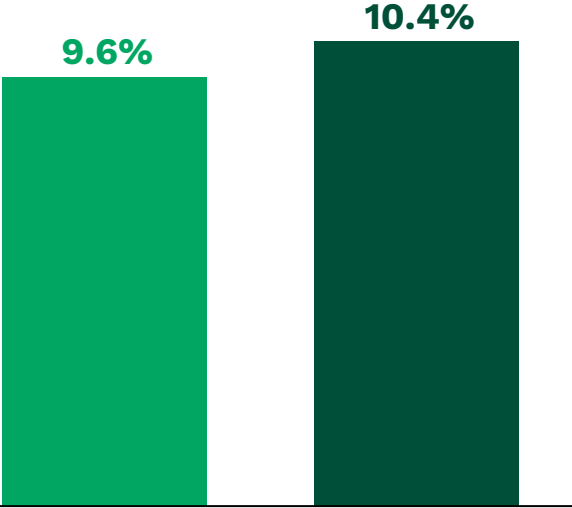


## Segment Platform – Nutritional



# Growth Opportunities in Health & Well-Being Segments

## Category \$ Growth (2022-2024 CAGR)



Natural & Organic  
RTEC

Granola

Source: Circana

## Strong brands to capture our fair share

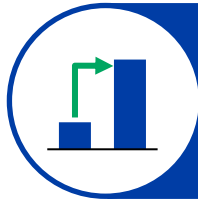


## Opportunity to elevate health credentials



# Expanding in Channels & Formats

## Strong Market Attractiveness and Right to Win



**Channel  
expansion**

### **Closing the Gap**

Underdeveloped in select channels



**New  
Formats**

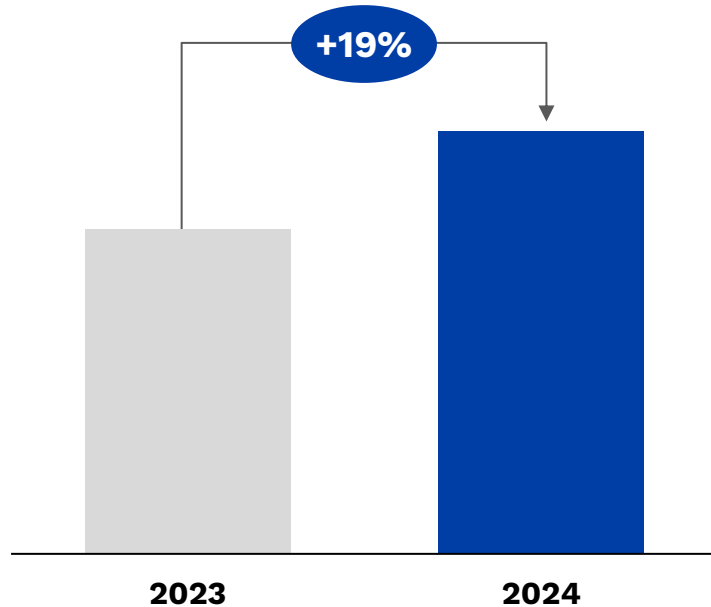
### **Changes in consumer behaviors**

More frequently eating on-the-go and increasing out of breakfast occasions



# New formats – Cereal in a cup

## In-Market \$ Sales



Source: Nielsen xAOC YTD period ended December 28, 2024



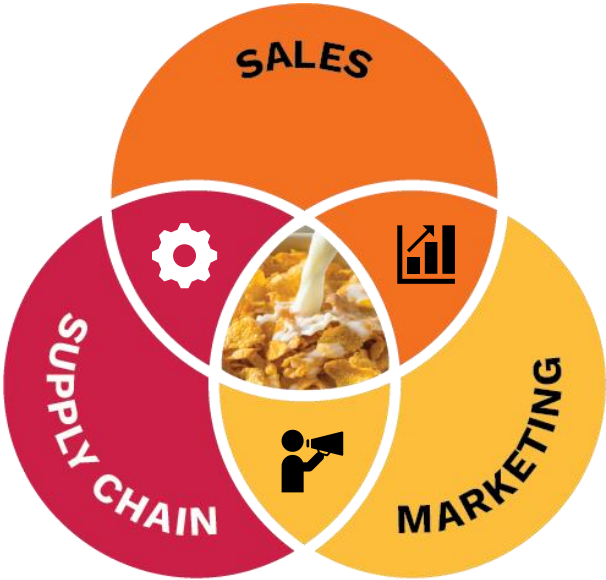
## Attractive growth attributes

- ✓ Highly incremental
- ✓ Good economics
- ✓ Bringing new or lapsed users to the category



# Key Initiatives to Drive a Robust 2025 Plan and Beyond

## Integrated Capabilities



## Strong Topline Initiatives



# Growing Cereal One Spoonful at a Time

**S** more *Simple* than you think

**P** as much *Protein* as an egg in a bowl with milk

**O** number *One* source of fiber for kids

**O** brings *Other* foods along

**N** more key *Nutrients* than those that don't eat cereal

**S** no more added *Sugar* than those that don't eat cereal

Source: NHANES 2015-2018; 2020 PBH State of the Plate



*W.K. Kellogg Co*

# Sherry Brice

Chief Supply Chain Officer

Modernizing our  
Supply Chain

CAGNY 2025



# Advancing our Supply Chain Priorities

**Investing  
Capital**



**Building  
Capabilities**



**Consolidating**



**Reliability &  
Efficiency**



**Enhanced  
Margin**



**Increased Engagement**

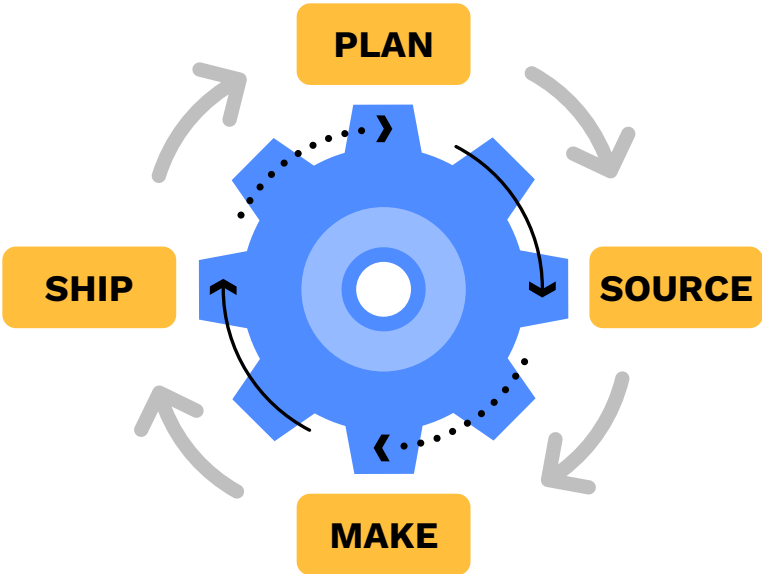
# Driving End-to-End Efficiencies Across Supply Chain

*Delivering*  
**TODAY** 

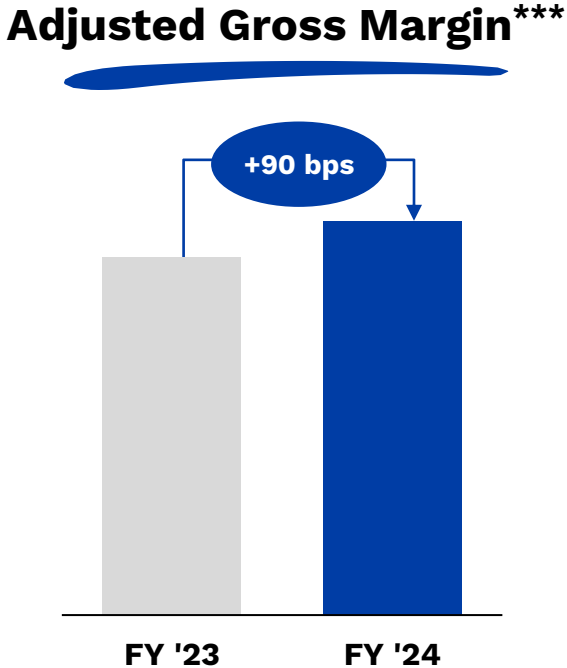
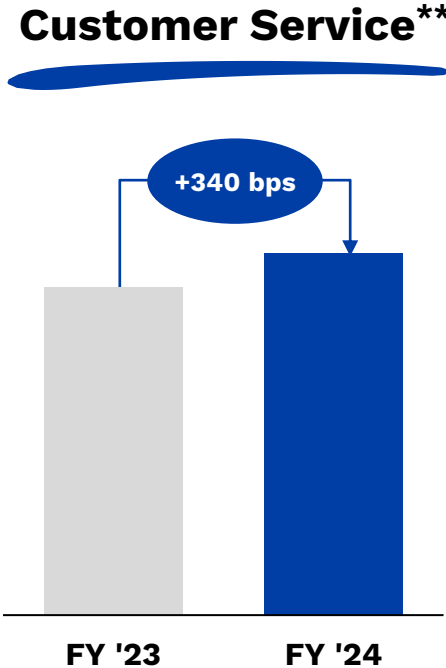
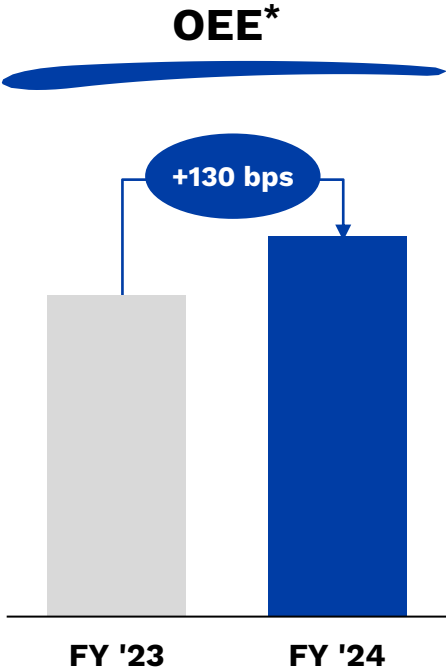
**Improved Execution**

**Better Customer Service**

**Enhanced Margins**



# Improving Execution, Delivering results



\* Overall equipment effectiveness  
\*\*Case fill: Number of cases delivered to customer divided by cases ordered by customer  
\*\*\* Growth rates are calculated using standalone adjusted results as the base comparable measure  
See Appendix for definitions of each non-GAAP financial measure and reconciliations to the most directly comparable GAAP measure

# Modernizing our Supply Chain

*Building*   
**FOR TOMORROW**

**More Efficient  
Manufacturing  
Network**

**Independent  
Warehouse  
Network**

**Enhanced  
Capabilities**

**Enhanced  
Data &  
Analytics**

# Investing to Drive Outsized Margin Growth

## Investment Overview

**\$ Millions**

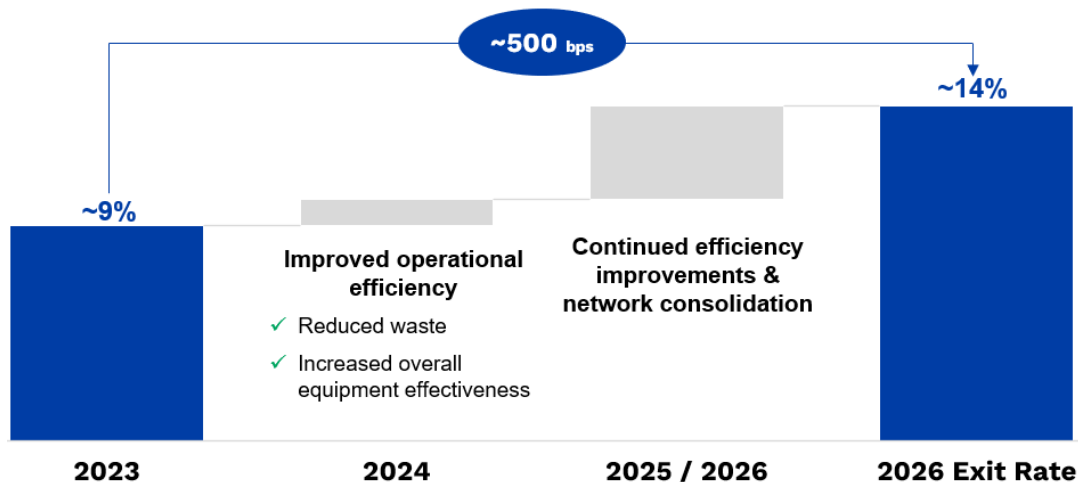
Capital Expenditures Up to 390

Cash One-Time Costs ~110

**Total Cash Outlay Up to 500**

Non-Cash One-Time Costs Up to 190

## Adjusted EBITDA Margin Expansion\*



\* Growth rates are calculated using standalone adjusted results as the base comparable measure

# How we are Modernizing



## Infrastructure

- Expanding our lower-cost facilities
- New production and packing lines
- Increased efficiency on existing lines



## Capabilities

- Tools and process improvements
- Education and training programs
- More predictive analytics



## Engagement

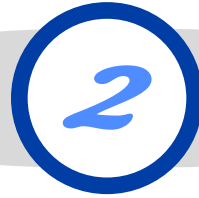
- Equipment and process ownership
- Better connections at all levels
- ‘Make it Better’ sessions

# What our Modernization Achieves



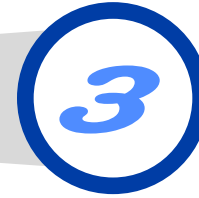
## **Increases Reliability & Agility**

- Simplified network
- Less downtime
- Increased automation



## **Delivers Margin Enhancement**

- Reduces network footprint
- More efficient maintenance and energy usage
- More modernized and standard equipment



## **Enables topline growth**

- Agile innovation
- Faster speed to market
- New packaging capabilities



# Execution is on Track

## Project Management

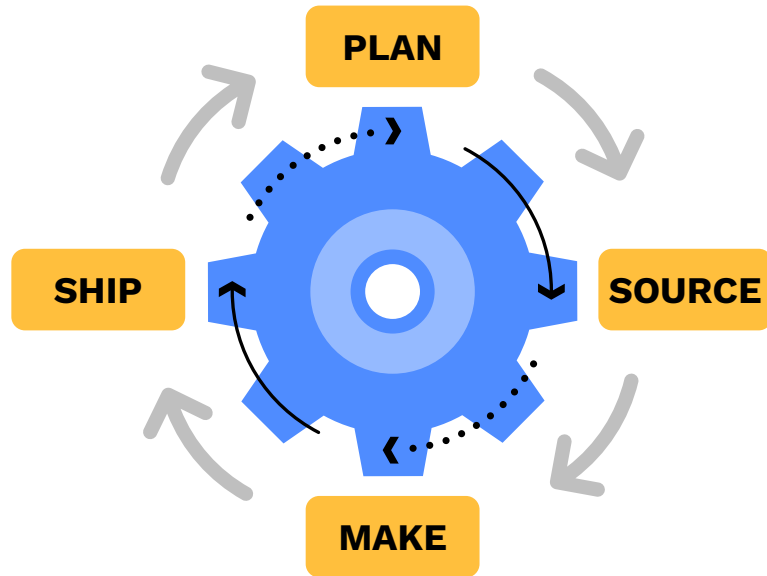
- Dedicated Multi-Functional Team
- Detailed Budgeting
- Daily/Weekly Progress Monitoring
- Start Up Planning



**Focus, Discipline, Rigor, Governance**

# Driving End-to-End Efficiencies

## Holistic Approach



## Driving Top & Bottom Line

- Improved Execution
- Better Customer Service
- Enhanced Margins



# Dave McKinstry

Chief Financial Officer

## WK Financial Profile

CAGNY 2025



# The WK Kellogg Co Financial Model

## Stable topline

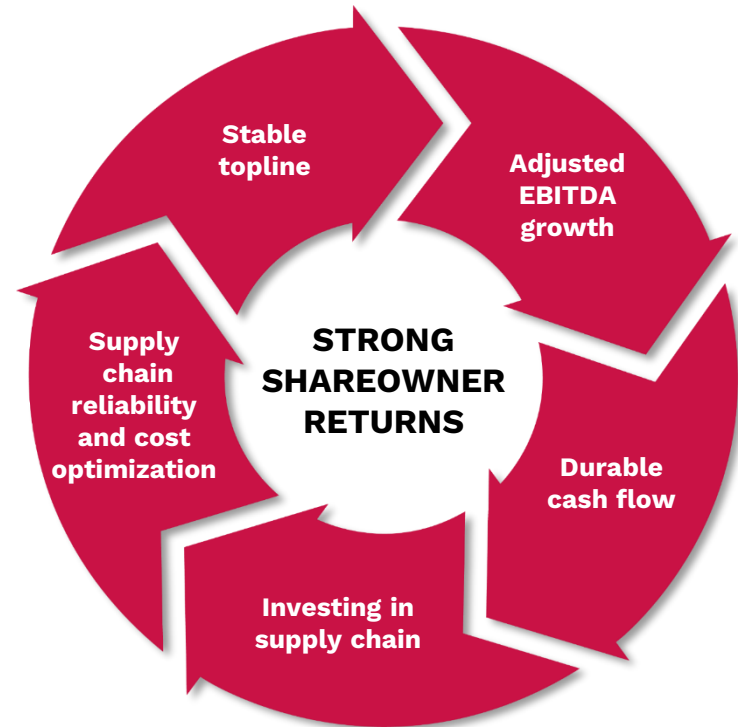
- Large & stable market
- Category-leading position
- Focused sales team
- Improved supply reliability

## Improving operating efficiency & reliability

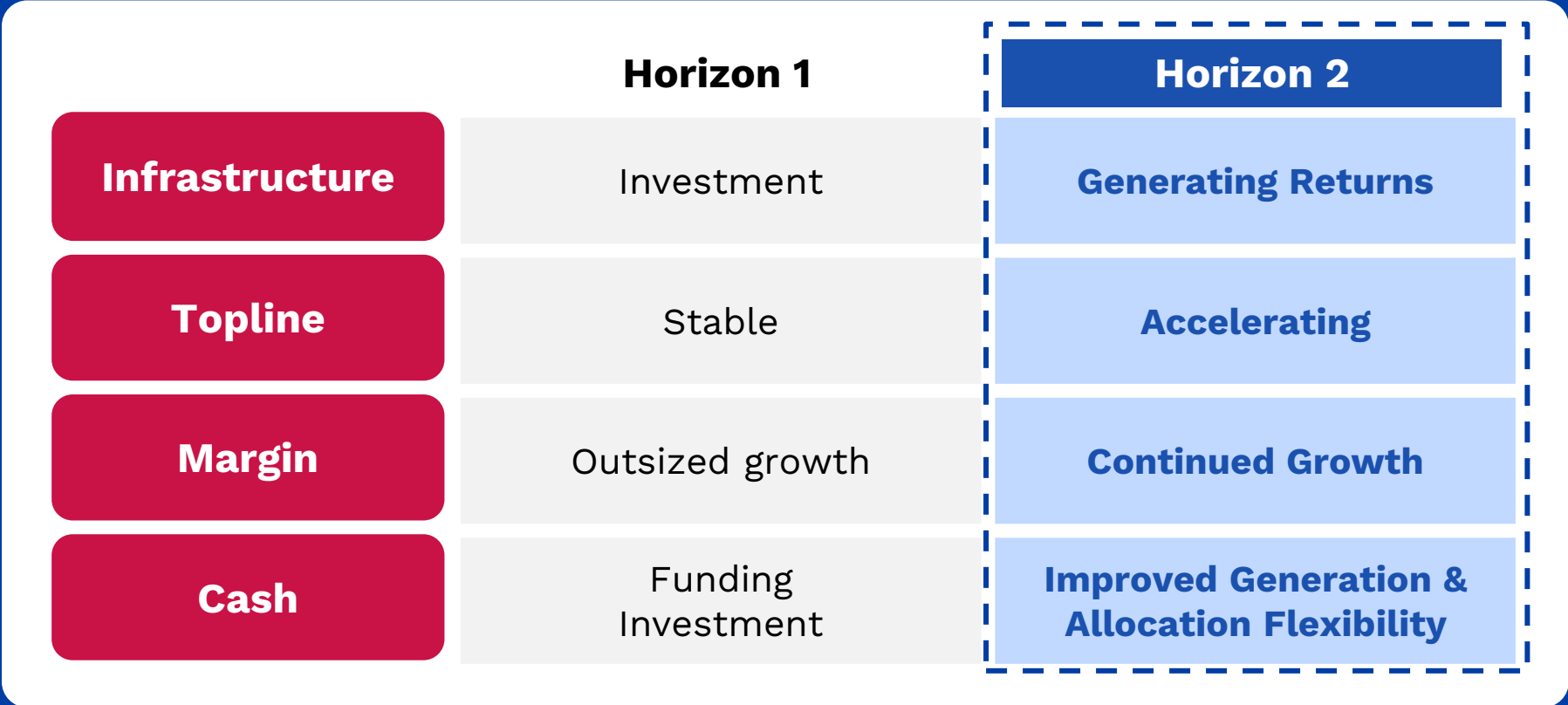
- Consolidated supply chain network
- Improving supply reliability
- New marketing model

## Improving cash flow & financial flexibility

- Funding investment
- Increasing cash flow generation with margin expansion
- Attractive dividend



# Our Evolving Financial Model



# Delivering on Our Financial Commitments



# Delivering TODAY

**Stable  
Topline**

**Improving  
ROI**

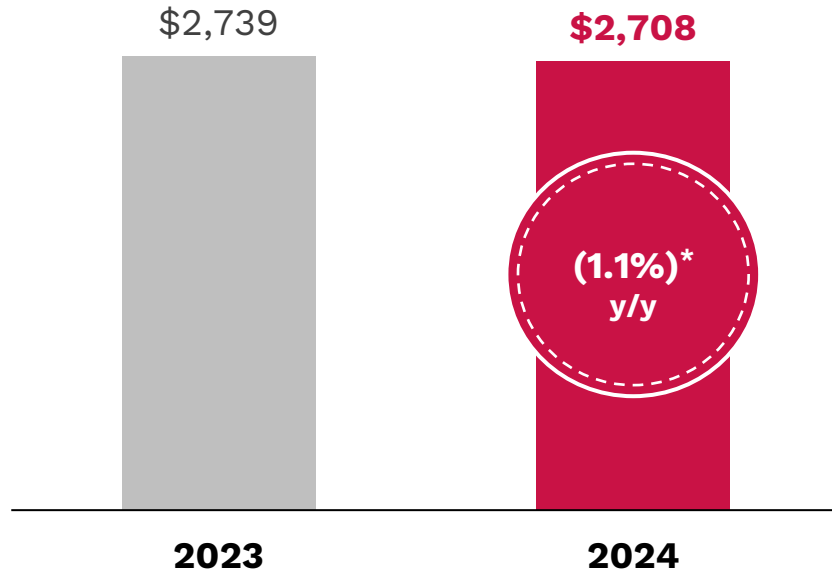
**Enhancing  
Margins**

**Growing  
Adjusted  
EBITDA**

# Stable Topline

## Adjusted Net Sales

(\$ millions)



\* Growth rates are calculated using standalone adjusted results as the base comparable measure

\*\* Source: Nielsen xAOC 52-week period ended December 28, 2024

See Appendix for definitions of each non-GAAP financial measure and reconciliations to the most directly comparable GAAP measure

The category is providing the stable backdrop for WK to execute its financial algorithm

**(1.3%)**  
2024 vs 2023  
U.S. cereal  
category sales\*\*

# Improving Return on Investment

## Trade ROI\*

## OEE



\*Source: Nielsen US Food 52-week period ended December 28, 2024

## Maximizing ROI

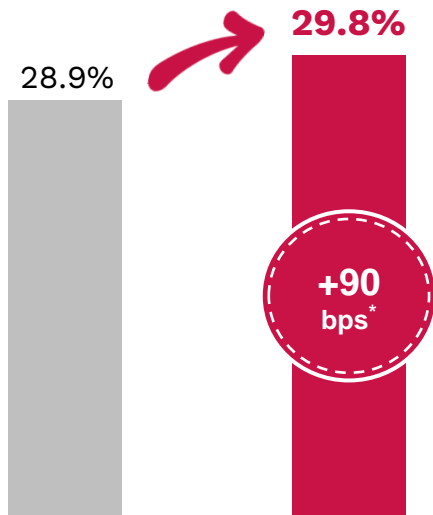
Balanced approach  
to driving topline  
and maximizing  
return on  
investment

Mid-single-digits  
increase in ROI  
2024 vs 2023



# Enhancing Margin and Growing EBITDA

## Adjusted Gross Margin



## Adjusted EBITDA

(\$ millions)



2023

2024

2023

2024

\* Growth rates are calculated using standalone adjusted results as the base comparable measure  
See Appendix for definitions of each non-GAAP financial measure and reconciliations to the most directly comparable GAAP measure

**90 bps\***

2024 vs 2023  
Adjusted Gross  
Margin  
improvement

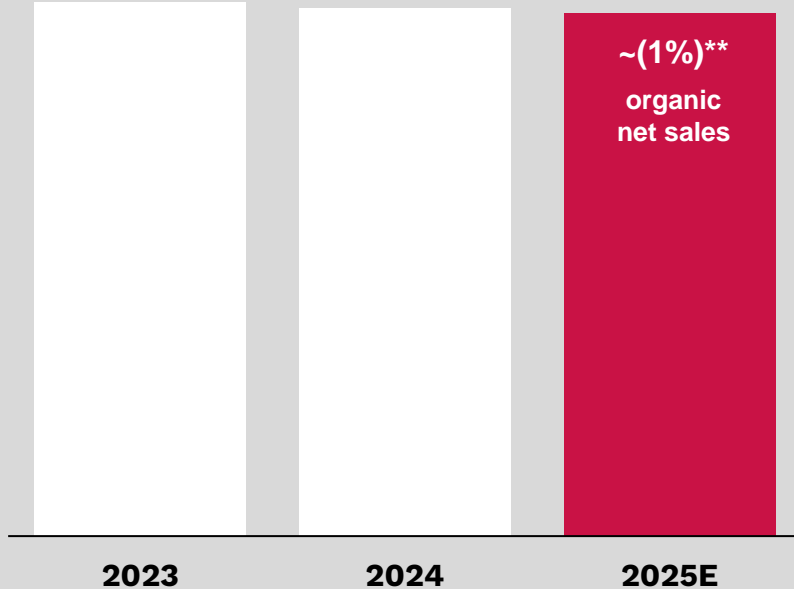
**6.6% growth\***

2024 vs 2023  
Adjusted EBITDA

# Another Step on Our Path

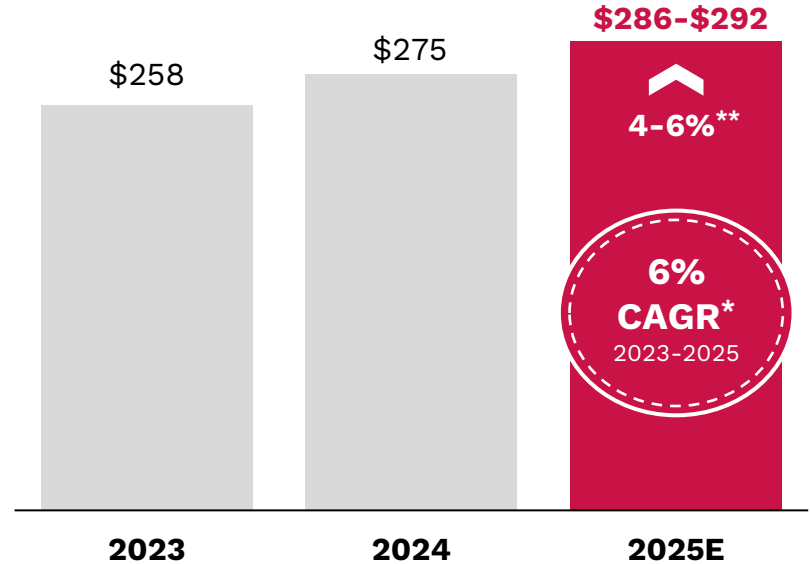
## Stable topline

### Adjusted Net Sales



## Continued EBITDA growth

### Adjusted EBITDA (\$ millions)



# Delivering our Financial Model

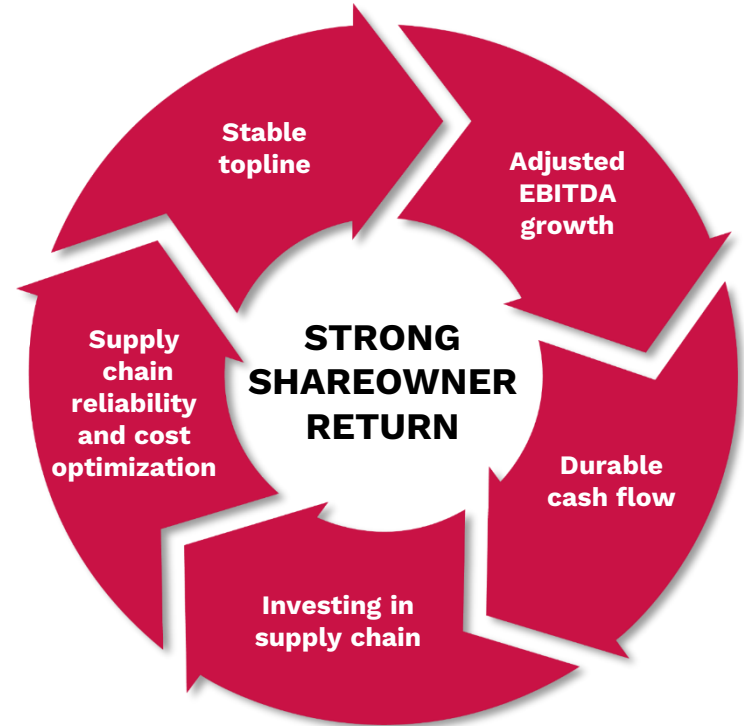
**Stable  
topline**



**Improving  
operating  
efficiency &  
reliability**



**Improving cash  
flow & financial  
flexibility**



# Building for Tomorrow

## *Building* FOR TOMORROW

**Accelerating  
Topline**

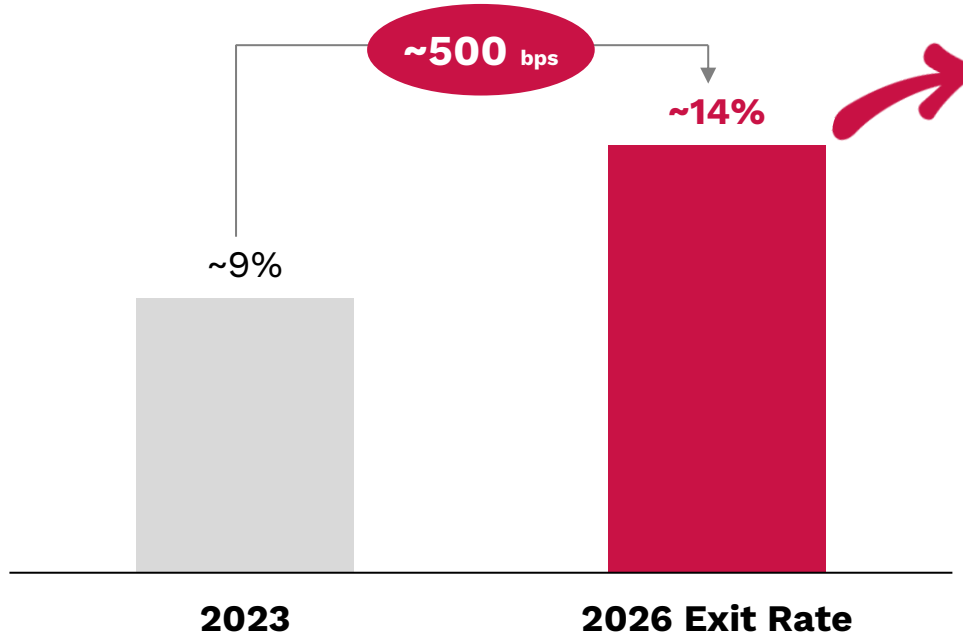
**Continued  
Margin  
Expansion**

**Increased  
Financial  
Flexibility**

**Improved  
Cash Flows**

# Continued Margin Expansion

## Adjusted EBITDA Margin Expansion



**Outsized margin expansion**

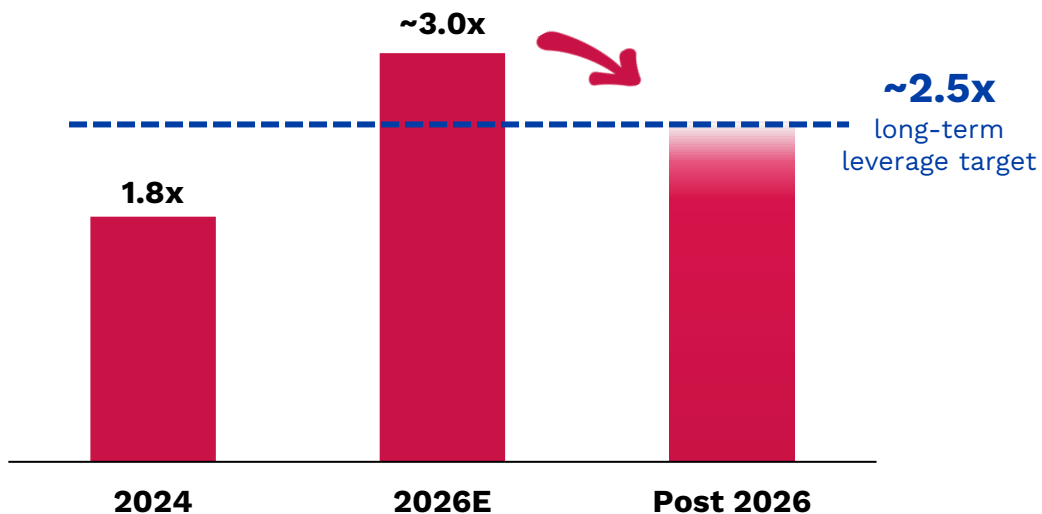
**+500 bps of Adjusted EBITDA margin growth...**

**...with more opportunity ahead**

# Increased Financial Flexibility

## Leverage

(Net debt to trailing twelve months Adjusted EBITDA)



See Appendix for definition of Net Debt and reconciliation to the most directly comparable GAAP measure.

**Committed to  
the strength of  
our balance  
sheet**

**Increased  
financial  
flexibility post  
2026**

# Capital Allocation Evolves Over Time

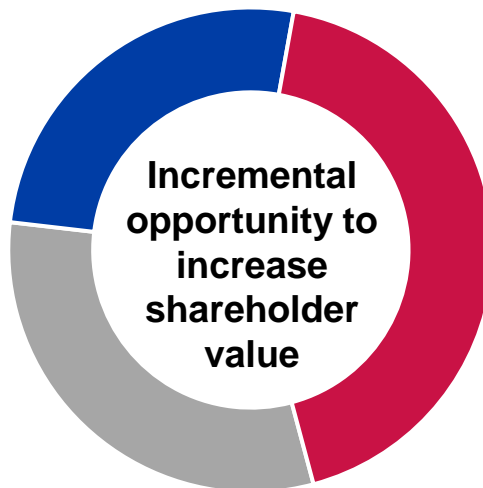
## 2024 Capital Allocation



■ Capex

■ Dividends\*

## Potential Future Capital Allocation



■ Discretionary capital

### Returns-based approach to capital allocation options

- Organic / Inorganic growth
- Share repurchase
- Dividend
- Debt repayment

\* Timing and amount of future dividends, if any, is subject to declaration by the Board of Directors in its sole discretion

*WK Kellogg Co*

# Gary Pilnick

Chairman & Chief  
Executive Officer

## Closing

CAGNY 2025





# A Compelling Opportunity



## POSITIONED FOR TOPLINE ACCELERATION

Iconic brands  
Scalable infrastructure  
Expandable capabilities

## OUTSIZED MARGIN GROWTH

Supply chain modernization  
Improved supply reliability  
Disciplined investment approach

## SIGNIFICANT CASH FLOW GENERATION

Focused investment  
Adjusted EBITDA growth  
Attractive returns to shareowners

# Appendix

# Reconciliation of Non-GAAP Amounts

## Reported Net Sales to Standalone Adjusted Net Sales

(millions)	Year ended	
	December 28, 2024	December 30, 2023
<b>Reported net sales</b>	\$ 2,708	\$ 2,763
<b>Adjusted net sales</b>	\$ 2,708	\$ 2,763
Impact of prior intercompany sales agreements	—	\$ (24)
<b>Standalone adjusted net sales</b>	\$ 2,708	\$ 2,739

**Adjusted net sales:** WK Kellogg Co adjusts the GAAP financial measure to exclude the impact of acquisitions, divestitures and 53rd week transactions. We exclude the items which we believe may obscure trends in our underlying net sales performance. Management uses this non-GAAP measure to evaluate the effectiveness of initiatives behind net sales growth, pricing realization, and the impact of mix on our business results.

**Standalone adjusted net sales:** WK Kellogg Co adjusts the GAAP financial measure to exclude the impact of prior year (pre-Spin-off) intercompany sales arrangements with Kellanova that ceased upon the Spin-off. Management believes that this non-GAAP financial measure provides investors a clearer basis to assess results over time by providing transparency to factors relevant to the pre-Spin-off period that are helpful in assessing baseline comparable information. Standalone metrics apply to periods prior to the Spin-off. Adjusted net sales growth rates are calculated using standalone adjusted net sales as the base year comparable metric.

**Organic net sales:** WK Kellogg Co adjusts the GAAP financial measure to exclude the impact of currency, acquisitions, divestitures, and 53rd week transactions. The company calculates the impact of currency on net sales by holding exchange rates constant at the previous year's exchange rate. We exclude the items which we believe may obscure trends in our underlying net sale performance. Management uses this non-GAAP measure to evaluate the effectiveness of the initiatives behind net sale growth, pricing realization, and the impact of mix on our business results.

# Reconciliation of Non-GAAP Amounts

## Reported Gross Margin to Standalone Adjusted Gross Margin

	Year ended	
	December, 28 2024	December, 30 2023
<b>Reported gross margin</b>	<b>29.3%</b>	27.3%
(Gain) loss on mark-to-market on foreign exchange and commodity hedges	-0.1%	0.1%
Separation costs	0.3%	0.8%
Business portfolio realignment and restructuring costs	0.3%	0.1%
<b>Adjusted gross margin</b>	<b>29.8%</b>	28.3%
Impact of prior intercompany and sales and royalty agreements	—%	0.6%
<b>Standalone adjusted gross margin</b>	<b>29.8%</b>	28.9%

Note: Tables may not foot due to rounding.

For more information on the reconciling items in the table above, please refer to the Significant items impacting comparability section

**Adjusted gross profit and adjusted gross margin:** We adjust GAAP gross profit and gross margin to exclude the effect of business, portfolio realignment and restructuring costs, separation costs related to the Spin Off and mark-to-market impacts from commodity and foreign currency contracts. By providing these non-GAAP profitability measures, management intends to provide investors with a meaningful, consistent comparison of the Company's profitability measures for the periods presented. Management uses these non-GAAP financial measures to evaluate the effectiveness of initiatives intended to improve profitability, as well as to evaluate the impacts of inflationary pressures and decisions to invest in new initiatives.

**Standalone adjusted gross profit and standalone adjusted gross margin:** WK Kellogg Co adjusts the GAAP financial measures to exclude the effect of business, portfolio realignment and restructuring costs, separation costs related to the Spin-off and mark-to-market impacts from commodity and foreign currency contracts resulting in adjusted. Additionally, the Company excludes the impact of prior year (pre-Spin-off) intercompany sales and royalty arrangements with Kellanova that ceased upon the Spin-off. By providing these non-GAAP profitability measures, management intends to provide investors with a meaningful, consistent comparison of the Company's profitability measures for the periods presented and believes that these measures provide investors a clearer basis to assess results over time by providing transparency to factors relevant to the pre-Spin-off period that are helpful in assessing baseline comparable information. Management uses these non-GAAP financial measures to evaluate the effectiveness of initiatives intended to improve profitability, as well as to evaluate the impacts of inflationary pressures and decisions to invest in new initiatives. Standalone metrics apply to periods prior to Spin-off. Adjusted gross profit and adjusted gross margin are calculated using standalone adjusted gross profit and gross margin as the base year comparable metric.

# Reconciliation of Non-GAAP Amounts

## Reported Net Income to Standalone Adjusted EBITDA

(millions)	Year Ended	
	December 28, 2024	December 30, 2023
<b>Reported net income (loss)</b>	\$ 72	\$ 110
Interest expense	30	10
Income tax expense (benefit)	13	35
Depreciation and amortization expense	78	66
<b>EBITDA</b>	\$ 193	\$ 221
(Gain) loss on mark-to-market on foreign exchange and commodity hedges	(1)	3
Other (income) expense <sup>(b)</sup>	(5)	(63)
Separation costs	29	102
Business portfolio realignment and restructuring costs <sup>(a)</sup>	60	4
<b>Adjusted EBITDA</b>	\$ 275	\$ 267
Historical intercompany sales and royalty agreements	—	8
Estimated standalone costs	—	(17)
<b>Standalone Adjusted EBITDA</b>	\$ 275	\$ 258
<b>Reported Net Income Margin</b>	2.6%	4.0%
<b>Adjusted EBITDA Margin</b>	10.1%	9.7%
<b>Standalone Adjusted EBITDA Margin</b>	10.1%	9.4%

Note: Tables may not foot due to rounding.

(a) Business, portfolio realignment and restructuring costs include approximately \$53 million of restructuring costs for year ended December 29, 2024

(b) Other (income) expense includes a \$3 million pension curtailment loss driven by restructuring activities within the year ended December 29, 2024

For more information on the reconciling items in the table above, please refer to the Significant items impacting comparability

# Adjusted EBITDA / Standalone Adjusted EBITDA

**Adjusted EBITDA:** WK Kellogg Co adjusts the GAAP financial measure to exclude interest expense, income tax expense (benefit), depreciation and amortization expense, mark-to-market impacts from commodity and foreign currency contracts, other income (expense), net, separation costs related to the Spin-off and business, portfolio realignment and restructuring costs. Management believes that this non-GAAP financial measure provides a measure of operating profitability that assists in understanding baseline historical information in the pre-Spin periods and provides investors an additional basis to assess over time. Adjusted EBITDA growth rates are calculated using standalone adjusted EBITDA as the base year comparable metric

**Standalone adjusted EBITDA:** WK Kellogg Co adjusts the GAAP financial measure to exclude interest expense, income tax expense (benefit), depreciation and amortization expense, mark-to-market impacts from commodity and foreign currency contracts, other income/expenses, separation costs related to the Spin-off and business, portfolio realignment and restructuring costs. Additionally, the Company excludes the impact of prior year (pre-Spin-off) intercompany sales and royalty arrangements with Kellanova that ceased upon the spin-off and for the impact of estimated incremental recurring costs to operate as a standalone company, net of estimated incremental depreciation. Management believes that this non-GAAP financial measure provides a measure of operating profitability that assists in understanding baseline historical information in the pre-Spin-off period and provides investors an additional basis to assess results over time. Standalone metrics apply to periods prior to Spin-off. Adjusted EBITDA growth rates are calculated using standalone adjusted EBITDA as the base year comparable metric.

**Adjusted EBITDA margin:** WK Kellogg Co has defined adjusted EBITDA margin as adjusted EBITDA divided by adjusted net sales. Management believes that this non-GAAP measure provides a measure of operating profitability that assists in understanding baseline historical information in the pre-Spin-off periods. Adjusted EBITDA margin growth rates are calculated using standalone adjusted EBITDA as the base year comparable metric.

**Standalone adjusted EBITDA margin:** WK Kellogg Co has defined standalone adjusted EBITDA margin as standalone adjusted EBITDA divided by standalone adjusted net sales. Management believes that this non-GAAP measure provides a measure of operating profitability that assists in understanding baseline historical information in the pre-Spin-off periods. Note: Standalone metrics apply to periods prior to the Spin-Off. Adjusted EBITDA margin growth rates are calculated using standalone adjusted EBITDA as the base year comparable metric.

# Reconciliation of Non-GAAP Amounts

## Net Debt

(millions, unaudited)	December 28, 2024	December 30, 2023
Notes payable	\$ 51	\$ 4
Current maturities of long-term debt	24	8
Long-term debt	460	487
<b>Total debt liabilities</b>	<b>535</b>	<b>499</b>
<b>Less:</b>		
Cash and cash equivalents	(40)	(89)
<b>Net debt</b>	<b>\$ 495</b>	<b>\$ 410</b>

**Net debt:** Defined as the sum of long-term debt, current maturities of long-term debt and notes payable, less cash and cash equivalents, and marketable securities. Cash and cash equivalents, and marketable securities are subtracted from the GAAP measure, total debt liabilities, because they could be used to reduce the Company's debt obligations. Management uses this non-GAAP measure to evaluate changes to the Company's capital structure and credit quality assessment.

# Reconciliation of Non-GAAP Amounts

## Leverage Ratio

(millions)	Year ended December 28, 2024	
<b>Reported net income (loss)</b>	\$	72
Interest expense		30
Income tax expense (benefit)		13
Depreciation and amortization expense		78
<b>EBITDA</b>	\$	193
(Gain) loss on mark-to-market on foreign exchange and commodity hedges		(1)
Other (income) expense		(5)
Separation costs		29
Business and portfolio realignment costs		60
<b>Adjusted EBITDA</b>	\$	275
Historical intercompany sales and royalty agreements		-
Estimated standalone costs		-
<b>Standalone Adjusted EBITDA</b>	\$	275
<b>Net Debt</b>	\$	495
<b>Standalone Adjusted EBITDA</b>	\$	275
<b>Leverage Ratio</b>		1.8x

Note: Tables may not foot due to rounding.

Leverage ratio is a non-GAAP financial metric that compares net debt to trailing twelve-month standalone Adjusted EBITDA



# Significant Items Impacting Comparability

## **Mark-to-market on foreign exchange, commodity hedges and pension**

The Company recognizes mark-to-market adjustments for pension and postretirement benefit plans, commodity contracts, and certain foreign currency contracts as incurred. Actuarial gains/losses for pension plans are recognized in the year they occur. Changes between contract and market prices for commodity contracts and certain foreign currency contracts result in gains/losses that are recognized in the quarter they occur. The Company recorded a pre-tax mark-to-market gain on commodity and foreign currency contracts of \$1 million for the year ended December 28, 2024. Additionally, the Company recorded a pre-tax mark-to-market loss of \$3 million for the year ended December 30, 2023. The Company recorded a loss of \$11 million on mark-to-market related to pension plans for the year ended December 28, 2024. The Company recorded a gain of \$33 million on mark-to-market related to pension plans for the year ended December 30, 2023.

## **Separation costs**

The Company incurred pre-tax charges related to the Spin-Off, primarily related to transition and spin-related employee costs under the Transition Services Agreement of \$29 million for the year ended December 28, 2024. Additionally, the Company recorded separation costs, primarily related to legal and consulting costs, of \$102 million for the year ended December 30, 2023. Prior to the Spin-Off, the Company received an allocation of separation costs from Kellanova of \$89 million during 2023, which are included in the aforementioned amounts.

## **Business and portfolio realignment and restructuring**

The Company incurred restructuring and non-restructuring costs related to a reconfiguration of our supply chain network designed to drive increased productivity, resulting in pre-tax costs of \$63 million for the year ended December 28, 2024, including \$3 million of curtailment expense included in other income (expense), net. The Company incurred pre-tax costs in connection with its business and portfolio realignment of \$4 million for the year ended December 30, 2023, respectively.

## **Other income (expense)**

The Company excludes the impact of all non-operating items from their Adjusted EBITDA calculation, which primarily includes pension related income (expense), net, and financing fees. As a result, income of \$5 million were excluded for the year ended December 28, 2024. Additionally, other income of \$63 million were excluded for the year ended December 30, 2023.

## **Historical intercompany sales and royalty agreements**

The Company recognizes certain pre-existing intercompany royalty and sales arrangements with Kellanova that ceased to exist upon spin. The net sales impact of these agreements was \$24 million for the year ended December 30, 2023. The gross profit impact of these agreements was \$8 million for the year ended December 30, 2023.

## **Estimated standalone costs**

The Company estimated expense of incremental and recurring costs required to operate as a separate public company, shown net of estimated related incremental depreciation costs. Estimated standalone costs year ended December 30, 2023 were \$17 million.