



THE J.M. SMUCKER Co

# **FISCAL 2026 THIRD QUARTER RESULTS**

**SUPPLEMENTARY INFORMATION**

February 26, 2026

# EXECUTIVE SUMMARY

Net sales increased 7%.  
Comparable net sales <sup>(A)</sup> increased 8%.

Net loss per diluted share was \$6.79.  
Adjusted earnings per share was \$2.38, a decrease of 9%.

Free cash flow was \$487.0 million, compared to \$151.3 million  
in the prior year.

Updated full-year fiscal 2026 financial outlook.

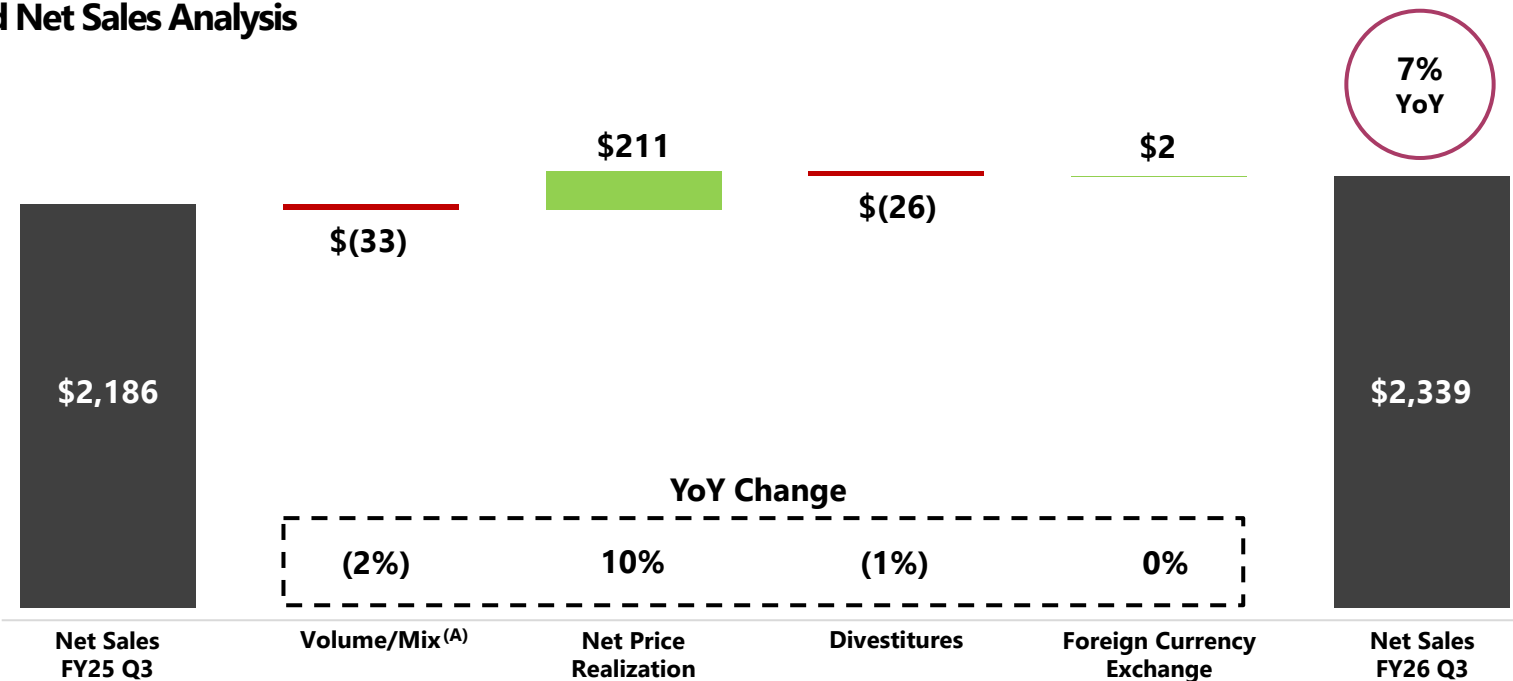
<sup>(A)</sup> Excludes the noncomparable impact to net sales of divestitures and foreign currency exchange.

# CONSOLIDATED RESULTS

	FY26 Q3	FY25 Q3	YoY Change
Net Sales	\$2,339.4	\$2,186.0	7%
Adjusted Gross Profit	\$790.8	\$819.2	(3%)
Adjusted Gross Profit Margin	33.8%	37.5%	-370bps
Adjusted Operating Income	\$431.6	\$463.8	(7%)
Adjusted Operating Income Margin	18.4%	21.2%	-280bps
Adjusted Effective Income Tax Rate	24.3%	23.7%	60bps
Adjusted EPS – Assuming Dilution	\$2.38	\$2.61	(9%)

# CONSOLIDATED RESULTS

## Reported Net Sales Analysis

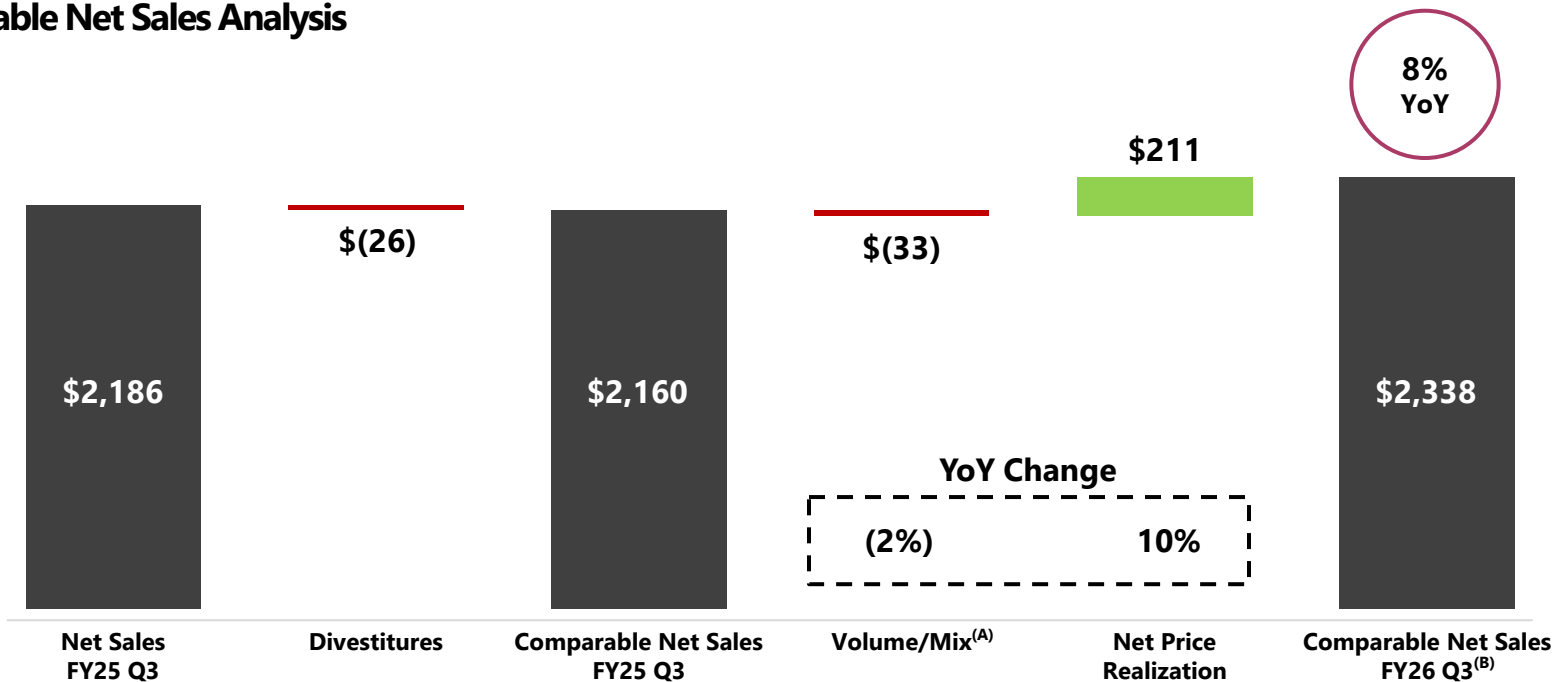


Note: Amounts may not add due to rounding

<sup>(A)</sup> The prior year includes \$5.9 of contract manufacturing sales related to the divested pet food brands.

# CONSOLIDATED RESULTS

## Comparable Net Sales Analysis



Note: Amounts may not add due to rounding

<sup>(A)</sup> The prior year includes \$5.9 of contract manufacturing sales related to the divested pet food brands.

<sup>(B)</sup> Excludes the noncomparable impact to net sales of divestitures and foreign currency exchange.

# BALANCE SHEET & CASH FLOW HIGHLIGHTS

	FY26 Q3	FY25 Q3
Cash Provided by (Used for) Operations	\$558.5	\$239.4
Capital Expenditures	(71.5)	(88.1)
Free Cash Flow	\$487.0	\$151.3
	January 31, 2026	April 30, 2025
Total Debt (Gross)	\$7,328.2	\$7,677.6
Cash and Cash Equivalents	(52.8)	(69.9)
Total Debt (Net)	\$7,275.4	\$7,607.7
EBITDA (as adjusted, TTM) <sup>(A)</sup>	\$1,787.2	\$2,137.0
Net Debt/EBITDA (TTM) <sup>(A)</sup>	4.1x	3.6x

<sup>(A)</sup> Reflects amounts as reported, including acquired and divested businesses while under Company ownership.

# SEGMENT RESULTS

	U.S. Retail Coffee	U.S. Retail FH&S	U.S. Retail Pet Foods <sup>(A)</sup>	Sweet Baked Snacks	Int'l & AFH
<b>Net Sales</b>					
Net Sales	\$908.2	\$454.0	\$417.1	\$224.8	\$335.3
YoY Change	23%	2%	(1%)	(19%)	12%
YoY Net Sales Change Summary:					
Divestitures	-	-	-	(9%)	-
Foreign Currency Exchange	-	-	-	-	0%
Net Sales Excluding Divestitures & Foreign Currency Exchange	23%	2%	(1%)	(11%)	12%
Volume/Mix	(1%)	0%	(2%)	(10%)	0%
Net Price Realization	23%	2%	0%	0%	11%
<b>Segment Profit</b>					
Segment Profit	\$199.0	\$103.6	\$121.9	\$12.2	\$72.0
YoY Change	(5%)	4%	4%	(78%)	17%
Segment Profit Margin	21.9%	22.8%	29.2%	5.4%	21.5%
YoY Change	-630bps	+50bps	+160bps	-1,430bps	+90bps

Note: Amounts may not add due to rounding

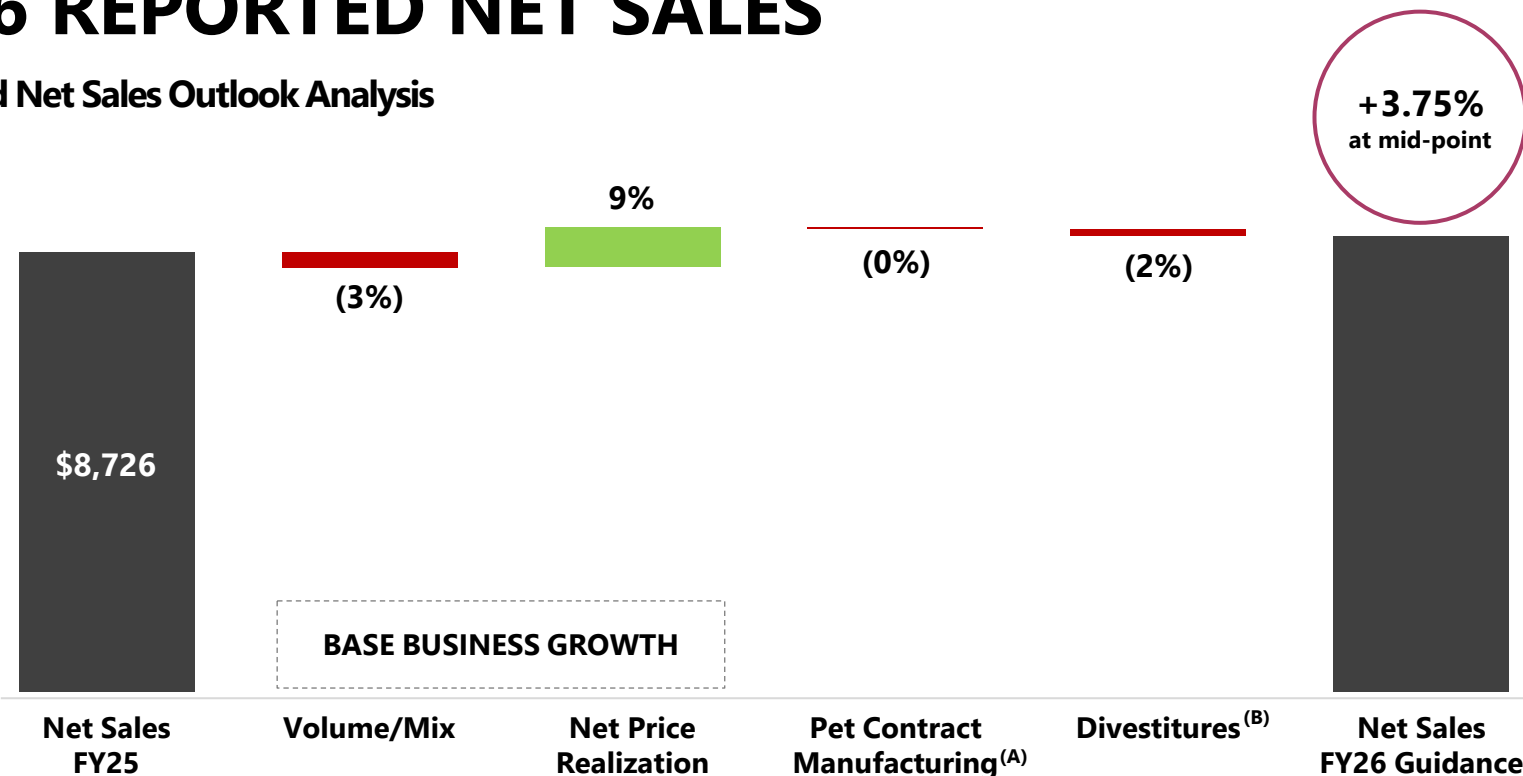
<sup>(A)</sup> The prior year includes \$5.9 of contract manufacturing sales related to the divested pet food brands.

# FULL-YEAR FISCAL 2026 OUTLOOK

	Current	Previous
Net Sales Increase vs. Prior Year	3.5% to 4.0%	3.5% to 4.5%
Adjusted EPS	\$8.75 - \$9.25	\$8.75 - \$9.25
Free Cash Flow	\$975.0	\$975.0
Capital Expenditures	\$325.0	\$325.0
Adjusted Effective Income Tax Rate	24.0%	23.8%

# FY26 REPORTED NET SALES

## Reported Net Sales Outlook Analysis



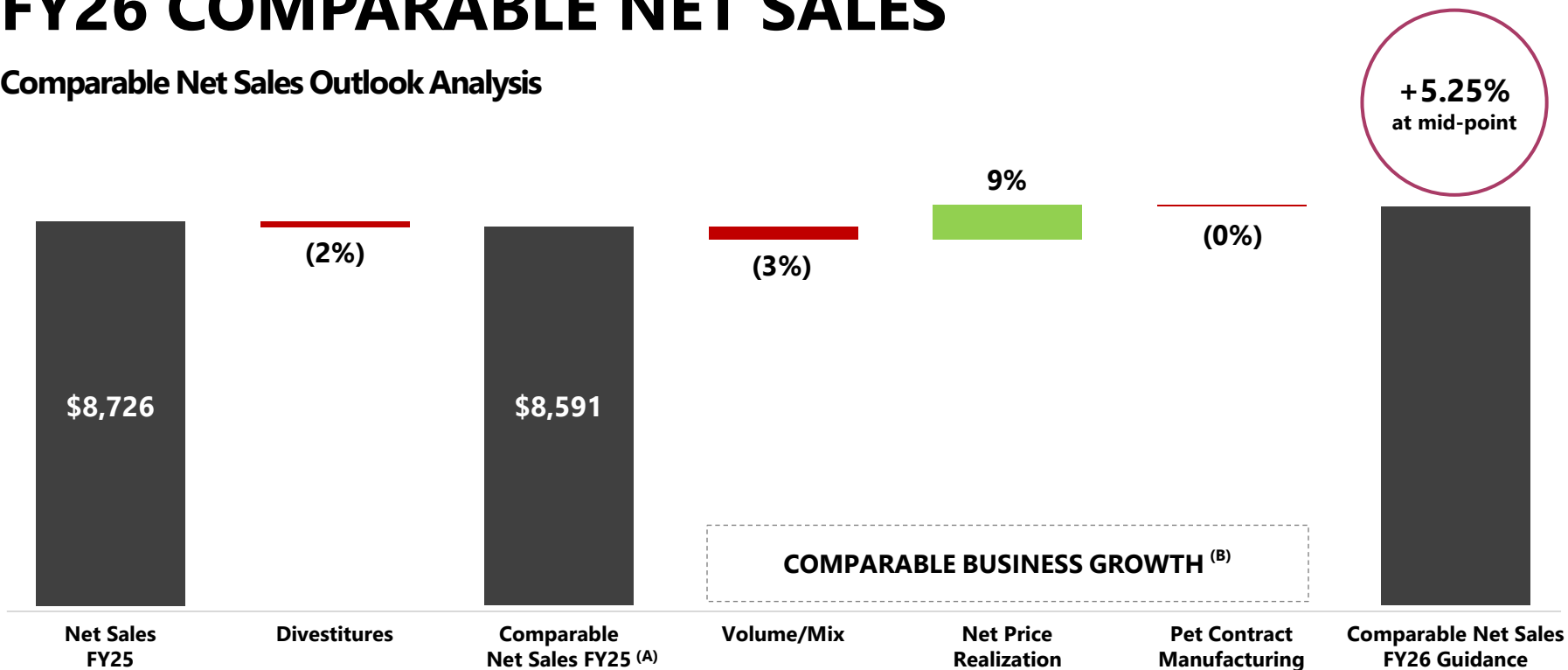
Note: Amounts may not add due to rounding

<sup>(A)</sup> Represents a decline of approximately \$38.0 in contract manufacturing sales related to the divested pet food brands.

<sup>(B)</sup> Adjusted for \$134.7 of net sales related to the divestitures of the *Voortman*<sup>®</sup> business and certain Sweet Baked Snacks value brands.

# FY26 COMPARABLE NET SALES

## Comparable Net Sales Outlook Analysis



Note: Amounts may not add due to rounding

<sup>(A)</sup> Adjusted for \$134.7 of net sales related to the divestitures of the *Voortman*<sup>®</sup> business and certain Sweet Baked Snacks value brands.

<sup>(B)</sup> Represents comparable net sales growth, which includes a decline of approximately \$38.0 in contract manufacturing sales related to the divested pet food brands.

# FORWARD-LOOKING STATEMENTS

This presentation contains forward-looking statements, such as projected net sales, operating results, earnings, and cash flows that are subject to risks and uncertainties that could cause actual results to differ materially from future results expressed or implied by those forward-looking statements. The risks, uncertainties, important factors, and assumptions listed and discussed in this presentation, which could cause actual results to differ materially from those expressed, include: the Company's ability to successfully integrate Hostess Brands' operations and employees and to implement plans and achieve financial forecasts with respect to the Hostess Brands' business; disruption from the acquisition of Hostess Brands by diverting the attention of the Company's management and making it more difficult to maintain business and operational relationships; the negative effects of the acquisition of Hostess Brands on the market price of the Company's common shares; the amount of the costs, fees, expenses, and charges and the risk of litigation related to the acquisition of Hostess Brands; the effect of the acquisition of Hostess Brands on the Company's business relationships, operating results, ability to hire and retain key talent, and business generally; disruptions or inefficiencies in the Company's operations or supply chain, including any impact caused by product recalls, political instability, terrorism, geopolitical conflicts, extreme weather conditions, natural disasters, pandemics, work stoppages or labor shortages, or other calamities; risks related to the availability of, and cost inflation in, supply chain inputs, including labor, raw materials, commodities, packaging, and transportation; the impact of food security concerns involving either the Company's products or its competitors' products, changes in consumer preferences, consumer or other litigation, actions by the U.S. Food and Drug Administration or other agencies, and product recalls; risks associated with derivative and purchasing strategies the Company employs to manage commodity pricing and interest rate risks; the availability of reliable transportation on acceptable terms; the ability to achieve cost savings related to the Company's restructuring and cost management programs in the amounts and within the time frames currently anticipated; the ability to generate sufficient cash flow to continue operating under the Company's capital deployment model, including capital expenditures, debt repayment to meet the Company's deleveraging objectives, dividend payments, and share repurchases; a change in outlook or downgrade in the Company's public credit ratings by a rating agency below investment grade; the ability to implement and realize the full benefit of price changes, and the impact of the timing of the price changes to profits and cash flow in a particular period; the success and cost of marketing and sales programs and strategies intended to promote growth in the Company's businesses, including product innovation; general competitive activity in the market, including competitors' pricing practices and promotional spending levels; the Company's ability to attract and retain key talent; the concentration of certain of the Company's businesses with key customers and suppliers, including primary or single-source suppliers of certain key raw materials and finished goods, and the Company's ability to manage and maintain key relationships; impairments in the carrying value of goodwill, other intangible assets, or other long-lived assets or changes in the useful lives of other intangible assets or other long-lived assets; the impact of new or changes to existing governmental, regulations, and policies and their application, including tariffs, food ingredients, food labeling, and food accessibility; the outcome of tax examinations, changes in tax laws, and other tax matters; a disruption, failure, or security breach of the Company or its suppliers' information technology systems, including, but not limited to, ransomware attacks; foreign currency exchange rate and interest rate fluctuations; and risks related to other factors described under "Risk Factors" in other reports and statements filed with the Securities and Exchange Commission, including the Company's most recent Annual Report on Form 10-K. The Company undertakes no obligation to update or revise these forward-looking statements, which speak only as of the date made, to reflect new events or circumstances.

# NON-GAAP FINANCIAL MEASURES

The Company uses non-GAAP financial measures, including: net sales excluding divestitures and foreign currency exchange; adjusted gross profit; adjusted operating income; adjusted income; adjusted earnings per share; earnings before interest, taxes, depreciation, amortization expense, impairment charges related to intangible assets, and gains and losses on divestitures (“EBITDA (as adjusted)”); and free cash flow, as key measures for purposes of evaluating performance internally. The Company believes that investors’ understanding of its performance is enhanced by disclosing these performance measures. Furthermore, these non-GAAP financial measures are used by management in preparation of the annual budget and for the monthly analyses of its operating results. The Board of Directors also utilizes certain non-GAAP financial measures as components for measuring performance for incentive compensation purposes.

Non-GAAP financial measures exclude certain items affecting comparability that can significantly affect the year-over-year assessment of operating results, which include amortization expense and impairment charges related to intangible assets; certain divestiture, acquisition, integration, and restructuring costs (“special project costs”); gains and losses on divestitures; the net change in cumulative unallocated gains and losses on commodity and foreign currency exchange derivative activities (“change in net cumulative unallocated derivative gains and losses”); and other infrequently occurring items that do not directly reflect ongoing operating results. Income taxes, as adjusted is calculated using an adjusted effective income tax rate that is applied to adjusted income before income taxes and reflects the exclusion of the previously discussed items, as well as any adjustments for one-time tax-related activities, when they occur. While this adjusted effective income tax rate does not generally differ materially from the GAAP effective income tax rate, certain exclusions from non-GAAP results, such as the unfavorable income tax impacts associated with the impairment charges for the Sweet Baked Snacks reporting unit, can significantly impact the adjusted effective income tax rate.

These non-GAAP financial measures are not intended to replace the presentation of financial results in accordance with U.S. GAAP. Rather, the presentation of these non-GAAP financial measures supplements other metrics used by management to internally evaluate its businesses and facilitate the comparison of past and present operations and liquidity. These non-GAAP financial measures may not be comparable to similar measures used by other companies and may exclude certain nondiscretionary expenses and cash payments. A reconciliation of certain non-GAAP financial measures to the comparable GAAP financial measure for the current and prior year periods is included in the “Unaudited Non-GAAP Financial Measures” tables. The Company has also provided a reconciliation of non-GAAP financial measures for its fiscal year 2026 outlook.

# UNAUDITED NON-GAAP FINANCIAL MEASURES

(Dollars in millions)

	Three Months Ended January 31,			
	2026	2025	Increase (Decrease)	%
Net sales reconciliation:				
Net sales	\$2,339.4	\$2,186.0	\$153.4	7%
Sweet Baked Snacks value brands divestiture	-	(13.4)	13.4	1
<i>Voortman</i> <sup>®</sup> divestiture	-	(12.9)	12.9	1
Foreign currency exchange	(2.0)	-	(2.0)	-
Net sales excluding divestitures and foreign currency exchange	<u>\$2,337.4</u>	<u>\$2,159.7</u>	<u>\$177.7</u>	<u>8%</u>

Note: Amounts may not add due to rounding

# UNAUDITED NON-GAAP FINANCIAL MEASURES

(Dollars in millions)

	<u>Three Months Ended January 31,</u>	
	<u>2026</u>	<u>2025</u>
Gross profit reconciliation:		
Gross profit	\$827.8	\$878.1
Change in net cumulative unallocated derivative gains and losses	(59.3)	(60.0)
Cost of products sold – special project costs	22.3	1.1
Adjusted gross profit	<u>\$790.8</u>	<u>\$819.2</u>
Operating income (loss) reconciliation:		
Operating income (loss)	(\$548.4)	(\$594.0)
Amortization	50.3	53.9
Goodwill impairment charges	507.5	794.3
Other intangible assets impairment charges	454.2	208.2
Loss (gain) on divestitures – net	-	50.2
Change in net cumulative unallocated derivative gains and losses	(59.3)	(60.0)
Cost of products sold – special project costs	22.3	1.1
Other special project costs	5.0	10.1
Adjusted operating income	<u>\$431.6</u>	<u>\$463.8</u>

# UNAUDITED NON-GAAP FINANCIAL MEASURES

(Dollars and shares in millions, except per share data)

	Three Months Ended January 31,	
	2026	2025
Net income (loss) reconciliation:		
Net income (loss)	(\$724.2)	(\$662.3)
Income tax expense (benefit)	72.3	(0.2)
Amortization	50.3	53.9
Goodwill impairment charges	507.5	794.3
Other intangible assets impairment charges	454.2	208.2
Loss (gain) on divestitures – net	-	50.2
Change in net cumulative unallocated derivative gains and losses	(59.3)	(60.0)
Cost of products sold – special project costs	22.3	1.1
Other special project costs	5.0	10.1
Other expense – special project costs	0.1	-
Other infrequently occurring items:		
Other debt charges (gains) – net <sup>(A)</sup>	-	(30.3)
Pension plan termination settlement charge <sup>(B)</sup>	7.8	-
Adjusted income before income taxes	\$336.0	\$365.0
Income taxes, as adjusted	81.5	86.7
Adjusted income	\$254.5	\$278.3
Weighted-average shares outstanding – assuming dilution <sup>(C)</sup>	106.9	106.7
Adjusted earnings per share – assuming dilution <sup>(C)</sup>	\$2.38	\$2.61

<sup>(A)</sup> Net other debt charges (gains) includes a net gain on extinguishment of debt as a result of the tender offers completed during the third quarter of 2025.

<sup>(B)</sup> Represents the nonrecurring pre-tax settlement charge recognized during the third quarter of 2026 related to the termination of one of the Company's U.S. qualified defined benefit plans.

<sup>(C)</sup> Adjusted earnings per common share – assuming dilution for the three months ended January 31, 2026, was computed using the treasury stock method. Further, for the three months ended January 31, 2026, the weighted-average shares – assuming dilution differed from our GAAP weighted-average common shares outstanding – assuming dilution as a result of the anti-dilutive effect of our stock-based awards, which were excluded from the computation of net loss per share – assuming dilution.

# UNAUDITED NON-GAAP FINANCIAL MEASURES

(Dollars in millions)

	Three Months Ended				TTM Ended	Year Ended
	April 30, 2025	July 31, 2025	October 31, 2025	January 31, 2026	January 31, 2026	April 30, 2025
EBITDA (as adjusted) reconciliation:						
Net income (loss)	(\$729.0)	(\$43.9)	\$241.3	(\$724.2)	(\$1,255.8)	(\$1,230.8)
Income tax expense (benefit)	31.9	(12.6)	77.1	72.3	168.7	184.0
Interest expense – net	94.2	100.2	98.6	94.5	387.5	388.7
Depreciation	69.8	85.0	93.1	93.8	341.7	283.2
Amortization	53.6	50.2	50.2	50.3	204.3	219.3
Goodwill impairment charges	867.3	-	-	507.5	1,374.8	1,661.6
Other intangible assets impairment charges	112.7	-	-	454.2	566.9	320.9
Loss (gain) on divestitures – net	(0.9)	-	-	-	(0.9)	310.1
EBITDA (as adjusted) <sup>(A)</sup>	\$499.6	\$178.9	\$560.3	\$548.4	\$1,787.2	\$2,137.0

Note: Amounts may not add due to rounding

<sup>(A)</sup> Reflects amounts as reported, including acquired and divested businesses while under Company ownership.

# NON-GAAP RECONCILIATION

## Company Guidance

	<u>Year Ending April 30, 2026</u>	
	<u>Low</u>	<u>High</u>
Net income per common share – assuming dilution reconciliation:		
Net income per common share – assuming dilution	(\$1.89)	(\$1.39)
Change in net cumulative unallocated derivative gains and losses <sup>(A)</sup>	1.04	1.04
Amortization	2.61	2.61
Goodwill impairment charge	6.29	6.29
Other intangible assets impairment charge	5.63	5.63
Special project costs	1.01	1.01
Pension plan termination settlement charge <sup>(B)</sup>	0.57	0.57
Adjusted effective income tax rate impact	(6.51)	(6.51)
Adjusted earnings per share	<u>\$8.75</u>	<u>\$9.25</u>

<sup>(A)</sup> We are unable to project derivative gains and losses on a forward-looking basis as these will vary each quarter based on market conditions and derivative positions taken. The change in unallocated derivative gains and losses in the table above reflects the net impact of the gains and losses that have been recognized in our GAAP results and excluded from non-GAAP results as of January 31, 2026, that are expected to be allocated to non-GAAP results in future periods.

<sup>(B)</sup> Represents non-recurring pre-tax settlement charges related to the termination of one of the Company's U.S. defined benefit pension plans anticipated to be realized during fiscal year 2026 upon settlement of the pension obligations.

# NON-GAAP RECONCILIATION

## Company Guidance

(Dollars in millions)

	<u>Year Ending April 30, 2026</u>
Free cash flow reconciliation:	
Net cash provided by operating activities	\$1,300.0
Additions to property, plant, and equipment	<u>(325.0)</u>
Free cash flow	<u>\$975.0</u>

# SUPPLEMENTAL SEGMENT INFORMATION

(Dollars in millions)

	Three Months Ended January 31, 2026					Total
	U.S. Retail Coffee	U.S. Retail Frozen Handheld and Spreads	U.S. Retail Pet Foods	Sweet Baked Snacks	International and Away From Home	
Net sales	\$908.2	\$454.0	\$417.1	\$224.8	\$335.3	\$2,339.4
Segment cost of products sold <sup>(A)</sup>	629.8	290.3	231.3	170.9	226.3	
Segment selling and distribution expenses <sup>(B)</sup>	79.3	60.3	67.2	42.5	36.8	
Other segment items <sup>(C)</sup>	0.1	(0.2)	(3.3)	(0.8)	0.2	
Segment profit	\$199.0	\$103.6	\$121.9	\$12.2	\$72.0	\$508.7

<sup>(A)</sup> Segment cost of products sold excludes special project costs related to certain divestiture, acquisition, integration, and restructuring activities and the change in net cumulative unallocated derivative gains and losses.

<sup>(B)</sup> Segment selling and distribution expenses excludes corporate administrative expenses and special project costs that are not allocated to the segments.

<sup>(C)</sup> Other segment items primarily reflects the loss (gain) on disposal of assets, plant administrative expenses, equity method investment income, and royalty income.

# SUPPLEMENTAL SEGMENT INFORMATION

(Dollars in millions)

	Three Months Ended January 31, 2025					Total
	U.S. Retail Coffee	U.S. Retail Frozen Handheld and Spreads	U.S. Retail Pet Foods	Sweet Baked Snacks	International and Away From Home	
Net sales	\$740.6	\$445.2	\$423.0	\$278.6	\$298.6	\$2,186.0
Segment cost of products sold <sup>(A)</sup>	464.5	282.2	237.8	182.9	199.4	
Segment selling and distribution expenses <sup>(B)</sup>	74.7	62.0	73.3	42.2	38.2	
Other segment items <sup>(C)</sup>	(7.2)	1.8	(4.9)	(1.3)	(0.6)	
Segment profit	\$208.6	\$99.2	\$116.8	\$54.8	\$61.6	\$541.0

<sup>(A)</sup> Segment cost of products sold excludes special project costs related to certain divestiture, acquisition, integration, and restructuring activities and the change in net cumulative unallocated derivative gains and losses.

<sup>(B)</sup> Segment selling and distribution expenses excludes corporate administrative expenses and special project costs that are not allocated to the segments.

<sup>(C)</sup> Other segment items primarily reflects the loss (gain) on disposal of assets, plant administrative expenses, equity method investment income, and royalty income. Further, favorable property taxes are included in the U.S. Retail Coffee segment for the three months ended January 31, 2025.

# ADDITIONAL INFORMATION

## **Crystal Beiting**

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