

## General Mills Organic Net Sales Growth\* 2015 - 2017

*Fiscal Years*

### Total General Mills

	2015	2016					2017		
	Full Year	Q1	Q2	Q3	Q4	Full Year	Q1	Q2	Q3
Organic Volume	(2%)	1%	(1%)	(1%)	1%	0%	(6%)	(7%)	(7%)
Organic Price/Mix	2%	1%	0%	0%	0%	0%	2%	3%	2%
<b>Organic Net Sales Growth</b>	<b>0%</b>	<b>2%</b>	<b>(1%)</b>	<b>(1%)</b>	<b>1%</b>	<b>0%</b>	<b>(4%)</b>	<b>(4%)</b>	<b>(5%)</b>
Foreign Currency Exchange	(3%)	(5%)	(4%)	(4%)	(1%)	(4%)	(1%)	0%	0%
Acquisitions and Divestitures	0%	2%	(1%)	(3%)	(3%)	(1%)	(2%)	(3%)	0%
53rd Week	1%	0%	0%	0%	(6%)	(1%)	0%	0%	0%
<b>Net Sales Growth</b>	<b>(2%)</b>	<b>(1%)</b>	<b>(6%)</b>	<b>(8%)</b>	<b>(9%)</b>	<b>(6%)</b>	<b>(7%)</b>	<b>(7%)</b>	<b>(5%)</b>

### North America Retail

	2015	2016					2017		
	Full Year	Q1	Q2	Q3	Q4	Full Year	Q1	Q2	Q3
Organic Volume	(3%)	(1%)	(1%)	(3%)	(3%)	(2%)	(6%)	(10%)	(10%)
Organic Price/Mix	0%	3%	(1%)	0%	1%	1%	2%	4%	2%
<b>Organic Net Sales Growth</b>	<b>(3%)</b>	<b>2%</b>	<b>(2%)</b>	<b>(3%)</b>	<b>(2%)</b>	<b>(1%)</b>	<b>(4%)</b>	<b>(6%)</b>	<b>(8%)</b>
Foreign Currency Exchange	(1%)	(2%)	(1%)	(1%)	0%	(1%)	(1%)	0%	0%
Acquisitions and Divestitures	1%	2%	(1%)	(4%)	(4%)	(3%)	(3%)	(3%)	1%
53rd Week	1%	0%	0%	0%	(6%)	(1%)	0%	0%	0%
<b>Net Sales Growth</b>	<b>(2%)</b>	<b>2%</b>	<b>(4%)</b>	<b>(8%)</b>	<b>(12%)</b>	<b>(6%)</b>	<b>(8%)</b>	<b>(9%)</b>	<b>(7%)</b>

### Convenience Stores & Foodservice

	2015	2016					2017		
	Full Year	Q1	Q2	Q3	Q4	Full Year	Q1	Q2	Q3
Organic Volume	(1%)	1%	(3%)	0%	(2%)	(1%)	(2%)	0%	1%
Organic Price/Mix	3%	0%	(1%)	(2%)	0%	(1%)	(5%)	(4%)	(2%)
<b>Organic Net Sales Growth</b>	<b>2%</b>	<b>1%</b>	<b>(4%)</b>	<b>(2%)</b>	<b>(2%)</b>	<b>(2%)</b>	<b>(7%)</b>	<b>(4%)</b>	<b>(1%)</b>
Foreign Currency Exchange	0%	0%	0%	0%	0%	0%	0%	0%	0%
Acquisitions and Divestitures	0%	0%	0%	0%	0%	0%	0%	0%	0%
53rd Week	2%	0%	0%	0%	(6%)	(2%)	0%	0%	0%
<b>Net Sales Growth</b>	<b>4%</b>	<b>1%</b>	<b>(4%)</b>	<b>(2%)</b>	<b>(8%)</b>	<b>(4%)</b>	<b>(7%)</b>	<b>(4%)</b>	<b>(1%)</b>

### Europe & Australia

	2015	2016					2017		
	Full Year	Q1	Q2	Q3	Q4	Full Year	Q1	Q2	Q3
Organic Volume	2%	6%	(2%)	(2%)	20%	6%	(6%)	(2%)	1%
Organic Price/Mix	2%	1%	0%	0%	(7%)	(2%)	0%	(1%)	1%
<b>Organic Net Sales Growth</b>	<b>4%</b>	<b>7%</b>	<b>(2%)</b>	<b>(2%)</b>	<b>13%</b>	<b>4%</b>	<b>(6%)</b>	<b>(3%)</b>	<b>2%</b>
Foreign Currency Exchange	(8%)	(17%)	(11%)	(7%)	0%	(9%)	(3%)	(4%)	(5%)
Acquisitions and Divestitures	0%	0%	0%	0%	0%	0%	0%	0%	0%
53rd Week	1%	0%	0%	0%	(4%)	(1%)	0%	0%	0%
<b>Net Sales Growth</b>	<b>(3%)</b>	<b>(10%)</b>	<b>(13%)</b>	<b>(9%)</b>	<b>9%</b>	<b>(6%)</b>	<b>(9%)</b>	<b>(7%)</b>	<b>(3%)</b>

### Asia & Latin America

	2015	2016					2017		
	Full Year	Q1	Q2	Q3	Q4	Full Year	Q1	Q2	Q3
Organic Volume	(2%)	3%	(3%)	8%	6%	3%	(4%)	(4%)	(3%)
Organic Price/Mix	12%	0%	11%	0%	3%	4%	7%	5%	1%
<b>Organic Net Sales Growth</b>	<b>10%</b>	<b>3%</b>	<b>8%</b>	<b>8%</b>	<b>9%</b>	<b>7%</b>	<b>3%</b>	<b>1%</b>	<b>(2%)</b>
Foreign Currency Exchange	(16%)	(16%)	(19%)	(19%)	(10%)	(16%)	(5%)	0%	3%
Acquisitions and Divestitures	0%	0%	0%	1%	0%	0%	(1%)	(2%)	(1%)
53rd Week	1%	0%	0%	0%	(5%)	(1%)	0%	0%	0%
<b>Net Sales Growth</b>	<b>(5%)</b>	<b>(13%)</b>	<b>(11%)</b>	<b>(10%)</b>	<b>(6%)</b>	<b>(10%)</b>	<b>(3%)</b>	<b>(1%)</b>	<b>0%</b>

\*Organic net sales growth is defined as net sales growth adjusted for foreign currency translation, as well as acquisitions, divestitures, and a 53rd week impact, when applicable.

## General Mills Segment Net Sales 2015 - 2017

*Fiscal Years*

\$ in Millions

	2015	2016					2017		
	Full Year	Q1	Q2	Q3	Q4	Full Year	Q1	Q2	Q3
Total General Mills	\$ 17,630.3	\$ 4,207.9	\$ 4,424.9	\$ 4,002.4	\$ 3,927.9	\$ 16,563.1	\$ 3,907.9	\$ 4,112.1	\$ 3,793.2
North America Retail	11,612.1	2,765.5	3,008.6	2,686.6	2,475.9	10,936.6	2,557.0	2,748.8	2,499.0
Convenience Stores & Foodservice	1,995.1	477.7	505.8	453.7	486.6	1,923.8	446.3	487.5	448.5
Europe & Australia	2,126.5	525.4	466.5	439.4	566.7	1,998.0	478.4	435.1	424.5
Asia & Latin America	1,896.6	439.3	444.0	422.7	398.7	1,704.7	426.2	440.7	421.2

## General Mills Segment Operating Profit 2015 - 2017

*Fiscal Years*

\$ in Millions

	2015	2016					2017		
	Full Year	Q1	Q2	Q3	Q4	Full Year	Q1	Q2	Q3
North America Retail	\$ 2,382.7	\$ 681.7	\$ 651.6	\$ 552.7	\$ 465.2	\$ 2,351.2	\$ 628.2	\$ 651.0	\$ 516.7
Convenience Stores & Foodservice	353.1	79.8	102.8	90.6	105.7	378.9	92.7	109.1	93.6
Europe & Australia	179.4	62.6	47.7	33.6	56.4	200.3	43.9	41.3	42.0
Asia & Latin America	119.8	2.4	37.3	2.5	26.9	69.1	22.3	29.0	10.0