

## General Mills Inc. (GIS)

**\$46.69** (Stock Price as of 12/12/2025)

Price Target (6-12 Months): **\$48.00**

Long Term: 6-12 Months

**Zacks Recommendation:**

**Neutral**

(Since: 09/02/25)

Prior Recommendation: Underperform

Short Term: 1-3 Months

**Zacks Rank: (1-5)**

**3-Hold**

Zacks Style Scores:

VGM: C

Value: A

Growth: D

Momentum: F

### Summary

General Mills' fundamentals remain solid, supported by a strong portfolio of trusted brands, steady cash flow generation and disciplined capital allocation. Its focus on innovation, brand renovation and cost efficiencies through HMM savings and transformation initiatives enhances competitiveness and supports reinvestment. We expect volume growth of 0.4% in fiscal 2026. However, the company continues to face challenges from inflation, cautious consumer spending and pricing pressure as shoppers shift toward private labels. Margin strain, soft demand in the Pet segment and global uncertainty add near-term risks, while ongoing reinvestment and portfolio reshaping efforts aim to restore growth and strengthen market share momentum. We expect adjusted gross margin to contract 80 bps to 33.7% in fiscal 2026.

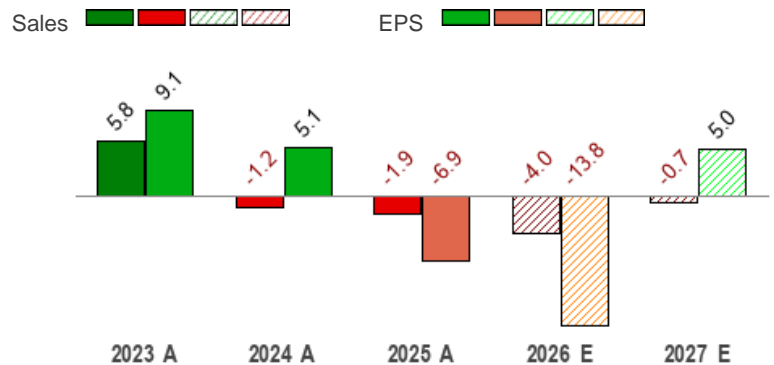
### Price, Consensus & Surprise<sup>(1)</sup>



### Data Overview

52 Week High-Low	\$67.35 - \$45.15
20 Day Average Volume (sh)	5,785,299
Market Cap	\$24.9 B
YTD Price Change	-26.8%
Beta	-0.07
Dividend / Div Yld	\$2.44 / 5.2%
Industry	<a href="#">Food - Miscellaneous</a>
Zacks Industry Rank	Bottom 16% (203 out of 243)

### Sales and EPS Growth Rates (Y/Y %)<sup>(2)</sup>



Last EPS Surprise	6.2%
Last Sales Surprise	0.4%
EPS F1 Est- 4 week change	-0.3%
Expected Report Date	12/17/2025
Earnings ESP	-0.1%

### Sales Estimates (millions of \$)<sup>(2)</sup>

	Q1	Q2	Q3	Q4	Annual*
2027	4,487 E	4,885 E	4,615 E	4,571 E	18,559 E
2026	4,518 A	4,798 E	4,603 E	4,781 E	18,698 E
2025	4,848 A	5,240 A	4,842 A	4,556 A	19,487 A

### EPS Estimates<sup>(2)</sup>

	Q1	Q2	Q3	Q4	Annual*
2027	0.91 E	1.13 E	0.93 E	0.85 E	3.81 E
2026	0.86 A	1.03 E	0.88 E	0.87 E	3.63 E
2025	1.07 A	1.40 A	1.00 A	0.74 A	4.21 A

\*Quarterly figures may not add up to annual.

P/E TTM	11.7
P/E F1	12.9
PEG F1	-2.6
P/S TTM	1.3

(1) The data in the charts and tables, except the estimates, is as of 12/12/2025.

(2) The report's text, the analyst-provided estimates, and the price target are as of 12/11/2025.

## Overview

Based in Minneapolis, MN, General Mills Inc. is a global manufacturer and marketer of branded consumer foods sold through retail stores. The company also serves the foodservice and commercial baking industries. Its principal product categories include ready-to-eat cereals, convenient meals, snacks (including grain, fruit and savory snacks, nutrition bars, and frozen hot snacks), super-premium ice creams as well as baking mixes and ingredients.

General Mills acquired Blue Buffalo in April 2018. The company concluded the acquisition of Tyson Foods' pet treats business on Jul 6, 2021. In November 2021, General Mills divested 51% controlling interest in its European Yoplait operations to Sodial. The company concluded the buyout of North American Whitebridge Pet Brands in December 2024. In January 2025, General Mills completed the sale of its Canadian Yogurt business to Sodial.

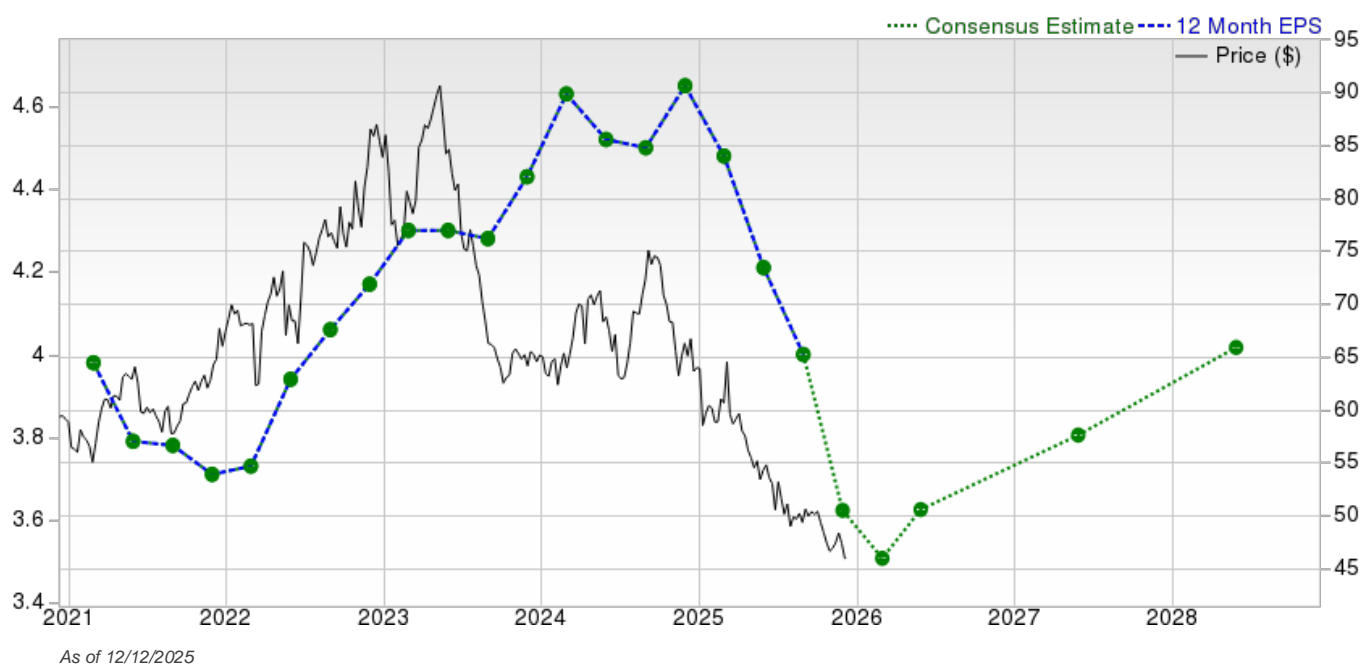
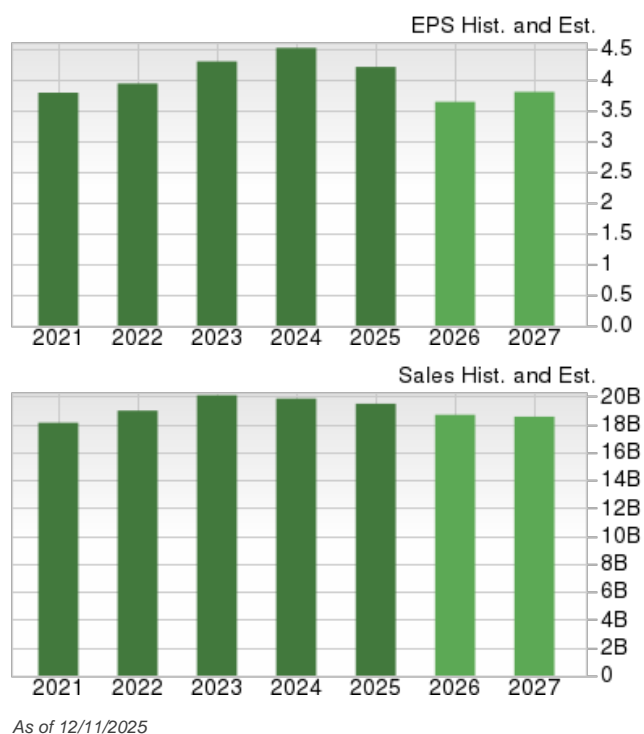
Starting fiscal year 2025, General Mills has rebranded its previous Pet segment as North America Pet to emphasize that pet food sales outside of North America are now included in its International segment.

North America Retail (61.1% of total revenues in FY25): This segment includes the U.S. convenience store business.

North America Foodservice (11.8% of total revenues in FY25): This segment includes the U.S. and Canada foodservice channels.

International (14.4% of total revenues in FY25): This segment includes retail and foodservice businesses outside of the United States and Canada.

North America Pet (12.7% of total revenues in FY25): This segment includes pet food products sold primarily in the United States and Canada.



## Reasons To Buy:

- ▲ **Strategic Growth Priorities:** Building on improving trends in fiscal 2025, General Mills has entered fiscal 2026 with a more focused and forward-looking growth strategy aimed at strengthening competitiveness and unlocking long-term value. The company is concentrating on three strategic priorities: (1) restoring volume-driven growth in North America Retail by enhancing brand remarkability through value investments, innovation and packaging improvements; (2) accelerating growth in North America Pet by strengthening the core Blue Buffalo portfolio and expanding into high-growth adjacencies such as fresh pet food with the launch of Blue Buffalo's Love Made Fresh line and (3) driving operational efficiencies to reinvest cost savings into long-term brand building, innovation and consumer engagement initiatives. Central to this strategy is the company's continued use of its Remarkable Experience Framework, which assesses brand performance across five dimensions — product, packaging, communication, omnichannel execution and value, to inform investment decisions and improve consumer engagement. Early fiscal 2026 results already show progress, with General Mills holding or growing pound share in eight of its top 10 U.S. categories and growing household penetration for the first time in three years, demonstrating the early payoff of its reinvestment strategy. These initiatives are complemented by ongoing investments in data-driven marketing, omnichannel execution and strategic partnerships, especially in high-potential segments. The company is also maintaining a disciplined capital allocation approach, targeting strong free cash flow conversion and continuing to prioritize dividends, strategic reinvestment and shareholder returns.
- General Mills is leveraging brand strength, innovation, HMM savings and portfolio reshaping to enhance market share.
- ▲ **HMM Savings Aid:** General Mills continues to leverage its Holistic Margin Management ("HMM") program to generate cost savings. The HMM efficiencies are helping the company mitigate input cost inflation. By streamlining operations and enhancing supply-chain efficiencies, the company aims to maintain healthy profit margins despite ongoing economic challenges. For fiscal 2026, General Mills expects to deliver another year of 5% savings in cost of goods sold through HMM, consistent with its industry-leading track record, supported by enhanced use of digital and AI tools across its sourcing, manufacturing and logistics networks. These efficiencies are helping mitigate cost pressures while preserving profitability during a period of cautious consumer demand and evolving global conditions. Complementing HMM, the company's Global Transformation initiative continues to streamline end-to-end processes and modernize ways of working to unlock additional growth capacity. Notably, advancements in AI and machine learning-driven demand forecasting have reduced manual workload by more than 50%, with the potential to reach 75% time savings, enabling teams to focus more on demand generation and innovation. These advancements are helping the company maintain strong operational discipline, freeing up resources to reinvest in growth areas such as innovation, marketing and consumer value, thereby supporting long-term margin sustainability.
- ▲ **Strong Portfolio of Leading Brands:** General Mills has been benefiting from the strength of its brands and a focus on its Accelerate strategy. The emphasis on innovation and brand marketing has been helping the company strengthen its product portfolio. General Mills owns many brands with leading market share positions in their categories. Several of its flagship brands hold the number one or two position by dollar share in their segments. Brands like Pillsbury, Totino's, Betty Crocker and Old El Paso boast strong market share in baked goods, pizza, baking mixes and Mexican food categories, respectively. Many of these brands command strong consumer loyalty and affinity built over many years through marketing and innovation. This grants General Mills more pricing flexibility than less-established competitors. The strength of its brands also lends resilience to volumes compared with the broader category. In the first quarter of fiscal 2026, the company's brand performance reflected this strength, as it held or grew pound share in eight of its top 10 U.S. categories and achieved its first increase in household penetration in three years. Many leading brands delivered strong innovation-driven performance. For example, Cinnamon Toast Crunch recorded growth in pounds, pound share and dollar share, fueled by its highly successful "Must Cinnadust" campaign, which generated a 500% increase in social engagement. Similarly, Cheerios Protein, Progresso Pitmaster soups, and Mott's Fruit-Filled Bars all exceeded internal expectations for consumer acceptance and distribution, underscoring the company's ability to bring relevant, incremental news to market. In addition, Pillsbury continues to strengthen its leadership in refrigerated dough through the "Bakes Up Bigger" renovation, while Totino's is set to expand its appeal with the launch of Totino's Ultimate Pizza in the second quarter. These products and communication upgrades are helping improve consumer relevance and retailer collaboration across key categories. The Pet segment also reinforces the company's brand-driven growth model. Blue Buffalo held or grew pound share across dog, cat and treats, while its premium portfolio, including Tiki Cat and Edgard & Cooper, continues to deliver double-digit retail sales growth through innovation and expanded distribution. Together, these efforts demonstrate how General Mills' diversified, high-equity brand portfolio continues to serve as a foundation for market share gains and category leadership, even as the company navigates a dynamic operating landscape.
- ▲ **Accelerate Strategy in Full Swing:** General Mills is fully committed to its "Accelerate Strategy" set in motion in early 2021 to hone business focus and elevate profitability over time. The strategy is based on four pillars that include building brands, undertaking constant innovation, leveraging scale and standing for good. The company continues to focus on core markets, global platforms and local gem brands with growth prospects. It is also committed to reshaping its portfolio through prudent buyouts and divestitures. The company completed the sale of its U.S. Yogurt business to Lactalis on June 30, 2025. In January 2025, General Mills completed the sale of its Canadian Yogurt business to Sodialal, marking a significant step in the company's ongoing portfolio-reshaping strategy. Also, the company concluded the buyout of North American Whitebridge Pet Brands in December 2024.
- ▲ **Resilience in International Segment:** General Mills' International segment continues to demonstrate strong resilience and strategic importance as a growth contributor, supported by effective brand execution, category leadership and geographic diversification. In the first quarter of fiscal 2026, net sales increased 6% to \$760 million, including a 3-point benefit from foreign currency exchange, while organic net sales rose 4%, driven primarily by growth in India, North Asia and Europe. Segment operating profit climbed sharply to \$66 million from \$21 million a year ago, reflecting favorable price/mix and strong in-market performance. Momentum was broad-based across key brands and regions. Häagen-Dazs retail sales grew strongly, supported by expanded distribution and successful product relaunches in Europe and China. Nature Valley also saw high-single-digit growth, driven by brand investment and distribution gains, notably extending its #1 snack bar position in France. Overall, the company's international performance underscores the strength of the global portfolio and ability to execute effectively across diverse markets, reinforcing its role as a steady earnings and growth engine within the broader enterprise. We expect International

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sales to increase 7.1% for fiscal 2026.

▲ **Steady Cash Flow & Shareholder-Friendly Moves:** General Mills has consistently generated steady cash flow from operations, demonstrating the strength of its business model. While economic challenges have impacted revenue growth lately, General Mills continues converting most earnings into steady operating cash flow. It uses that cash flow to fuel growth investments, expand its dividend, repurchase stock and strengthen its balance sheet. This supports business continuity and the capacity to manage through times of economic weakness. The company generated \$397 million in cash from operating activities in the first quarter of fiscal 2026. Capital investments amounted to \$110 million during the same period. General Mills paid out dividends worth \$331 million. Share repurchases increased to \$500 million from \$300 million a year ago. The company intends to maintain its strong free cash flow generation and disciplined capital allocation, in alignment with its Accelerate strategy.

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## Reasons To Sell:

- ▼ **Showdown in Demand Hurts:** General Mills continues to grapple with cautious consumer spending and an evolving operating environment marked by economic uncertainty, global conflicts and shifting food policy regulations, all of which weighed on its first-quarter fiscal 2026 performance. Net sales dropped 7% to \$4.5 billion, including a 4-point headwind from the net impact of divestitures and acquisitions, while organic net sales fell 3%, reflecting unfavorable price/mix due to price investments and trade expense timing. On the earnings front, adjusted operating profit dropped 18% in constant currency to \$711 million and adjusted earnings per share declined 20% to 86 cents, both pressured by lower volume and higher input costs. We expect organic growth to decline 0.7% in fiscal 2026.
- General Mills continues to be affected by the ongoing macroeconomic uncertainty, which is impacting consumer behavior. Input cost inflation also remains a concern.
- ▼ **Macroeconomic Pressures and Consumer Weakness:** General Mills operates in a highly competitive and price-sensitive food industry. With elevated grocery inflation putting pressure on consumers, they have been trading down to private label brands, especially in categories like cereal and pet food. Continued cutting on discretionary food spending by price-conscious customers also remains a hindrance to volume recovery. Looking ahead, General Mills expects the macroeconomic backdrop to remain challenging in fiscal 2026, citing tariff-related cost pressures, geopolitical conflicts and evolving food policy regulations. These factors are likely to exacerbate margin strain and limit pricing flexibility. Internationally, although the segment posted modest topline growth, results were supported by temporary timing benefits of about 3% of segment net sales, which are expected to reverse in the coming quarters. In China, performance remains weak, with net sales declining due to the closure of underperforming Häagen-Dazs shops and a fragile consumer environment, signaling continued macro and competitive pressure across international markets.
- ▼ **Road Ahead Looks Challenging:** General Mills faces a tough road ahead in fiscal 2026, with the company reaffirming guidance for organic net sales to be between down 1% and up 1%, underscoring a subdued demand environment and sustained value-seeking consumer behavior. The company expects adjusted operating profit and adjusted earnings per share to decline 10-15% in constant currency, indicating ongoing margin compression and limited pricing leverage. These declines are caused by a combination of higher input cost inflation, the financial impact of recently enacted tariffs, a reset of corporate incentive compensation and significant investment spending. The company also expects the net impact of the United States and Canada Yogurt divestitures and the Whitebridge acquisition will reduce adjusted operating profit growth by approximately 5 points in fiscal 2026. Overall, the outlook suggests limited near-term growth, margin compression, and execution risk tied to aggressive reinvestment and macroeconomic headwinds, including sluggish consumer demand, tariffs and geopolitical uncertainty.
- ▼ **Pet Category Faces Structural and Executional Headwinds:** General Mills' Pet category, once a growth engine, is now a source of mounting risk. In the first quarter of fiscal 2026, organic net sales in the Pet segment declined 5%, reflecting a 4-point shipment timing headwind and softness in the core dog feeding business. The company continues to see pressure in its Wilderness sub-line, which slowed sequentially from the prior quarter. Meanwhile, segment operating profit declined 5%, weighed down by higher input costs and increased SG&A expenses, including investments ahead of the upcoming fresh pet food launch. Overall, the combination of category softness in dog feeding and elevated investment intensity highlights the limited near-term earnings contribution and margin risk associated with the Pet segment.
- ▼ **Cost Concerns:** General Mills is not immune to broader industry-wide inflationary pressures, and although it has implemented measures to control costs through its Holistic Margin Management ("HMM") strategy, cost inflation remains a concern. In the first quarter of fiscal 2026, adjusted gross margin contracted 120 basis points (bps) to 34.2%, primarily due to higher input costs. Adjusted operating profit declined 18% in constant currency to \$711 million, due to lower gross profit dollars. The adjusted operating margin fell 210 bps to 15.7%. We expect adjusted gross margin to contract 80 bps to 33.7% in fiscal 2026.
- ▼ **Intense Competition:** General Mills operates in the highly competitive food industry. The company mainly competes with other major players on grounds of pricing, product innovation, brand recognition and loyalty, product quality, effectiveness of marketing and promotional activity and responsiveness to consumers' changing preferences. Such competitive pressures may compel the company to lower prices, which remains a threat to its profits.

## Last Earnings Report

### General Mills Q1 Earnings Beat Estimates, Organic Sales Down 3% Y/Y

General Mills reported first-quarter fiscal 2026 results, wherein the top and bottom lines surpassed the Zacks Consensus Estimate. Both earnings and net sales declined year over year.

General Mills posted adjusted earnings of 86 cents per share, which beat the Zacks Consensus Estimate of 81 cents. The bottom line declined 20% year over year on a constant-currency (cc) basis, attributed to reduced adjusted operating profit and increased adjusted effective tax rate. However, the impact was partially offset by reduced net shares outstanding.

Net sales dropped 7% to \$4,517.5 million, including a four-point headwind from impacts of divestitures and acquisitions. However, the top line surpassed the Zacks Consensus Estimate of \$4,499 million. Organic net sales also saw a 3% decline, mainly due to negative organic net price realization and mix reflecting price investments as well as unfavorable trade expenses timing in North America Retail.

### General Mills' Quarterly Margin Performance

The adjusted gross margin declined 120 basis points (bps), reaching 34.2% of net sales, mainly due to input cost inflation, partly offset by the favorable net price realization and mix impacts, including the product mix benefit from the yogurt divestitures. General Mills' adjusted operating profit dropped 18% in constant currency, impacted by reduced adjusted gross profit dollars. The adjusted operating profit margin was down 210 bps, reaching 15.7%.

### Decoding General Mills' Segmental Performance

**North America Retail:** Revenues in the segment were \$2,625.5 million, down 13% year over year. The decrease was due to reduced pound volumes, with an eight-point headwind from the North American Yogurt divestitures. Organic net sales dipped 5%. Nielsen-measured retail sales also dropped 4%, with the one-point gap to organic net sales growth backed by an earlier-anticipated headwind from trade expense timing. Higher consumer value, innovation and product news aided improved pound competitiveness, with the segment holding or benefiting pound share in eight of its top 10 U.S. categories. Segment operating profit of \$564 million fell 24% for both reported and in constant currency, mainly owing to lower volumes and the impacts of the yogurt divestitures.

**International:** Revenues in the segment were \$760.2 million, up 6% year over year, including a three-point gain from foreign currency. Organic net sales increased 4%, backed by growth in India, North Asia and Europe. Segment operating profit increased to \$66 million from \$21 million a year ago.

**North America Pet:** Revenues rose 6% year over year to \$610 million, including an 11-point contribution from the acquisition of North American Whitebridge Pet Brands. Organic net sales dipped 5%, lagging the all-channel retail sales by roughly four points, mainly due to shipment timing differences. Segment operating profit dropped 5% to \$113 million, impacted by increased input costs and elevated selling, general and administrative (SG&A) expenses with investments ahead of the upcoming fresh pet food launch, somewhat offset by favorable net price realization and mix.

**North America Foodservice:** Revenues were \$516.7 million, which decreased 4%. Organic net sales were up 1%, backed by growth in cereal and biscuits. Market index pricing on bakery flour hurt organic sales by two points. Segment operating profit of \$71 million almost met the year-ago level, with the headwind from the yogurt divestitures mainly offset by growth in the remaining business.

### General Mills' Financial Health Snapshot & Other Developments

General Mills ended the quarter with cash and cash equivalents of \$952.9 million, long-term debt of \$12,218.4 million and total stockholders' equity (excluding noncontrolling interests) of \$9,506.6 million. General Mills generated \$397 million in cash from operating activities in first-quarter fiscal 2026. Capital investments amounted to \$110 million during the same period. The company paid out dividends worth \$331 million and bought shares for \$500 million in the aforementioned period.

### What to Expect From General Mills in Fiscal 2026?

General Mills' top priority for fiscal 2026 is to revive volume-driven organic sales growth amid a challenging consumer environment. The company anticipates category growth to come below its long-term expectations, with less benefit from price/mix. The company plans increased investment in value, innovation, product news and brand building, including the launch of Blue Buffalo in the U.S. fresh pet food segment in the fiscal second quarter. Still, these growth efforts, along with input cost inflation and tariffs, are expected to exceed savings initiatives. Additionally, yogurt divestitures and the Whitebridge Pet acquisition are projected to reduce adjusted operating profit growth by about five points in fiscal 2026.

The company has reaffirmed its fiscal 2026 outlook. Organic net sales are projected to range from a 1% decline to a 1% increase, while adjusted operating profit and adjusted earnings per share (EPS) are expected to decline 10-15% in constant currency. Free cash flow conversion is anticipated to be at least 95% of adjusted after-tax earnings. The net impacts of divestitures, acquisitions, foreign currency and the 53rd week are likely to reduce net sales by about 4%. Foreign currency exchange is not likely to have a material effect on adjusted operating profit or adjusted EPS growth.

**FY Quarter Ending** **5/31/2025**

Earnings Reporting Date	Sep 17, 2025
Sales Surprise	0.42%
EPS Surprise	6.17%
Quarterly EPS	0.86
Annual EPS (TTM)	4.00



## Recent News

### General Mills Declared Quarterly Dividend - Nov 17, 2025

The General Mills has declared a quarterly dividend of 61 cents per share, payable Feb. 2, 2026, to shareholders of record as of Jan. 9, 2026.

## Valuation

General Mills' shares are down 16.5% in the past six-month period and nearly 30.8% over the trailing 12-month period. Stocks in the Zacks sub-industry are down 13.6% and Zacks Consumer Staples sector are down 8.4%, respectively, in the past six-month period. Over the past year, the Zacks sub-industry and the sector are down 20.2% and 5.5%, respectively.

The S&P 500 index is up 15.9% in the past six-month period and 15.3% in the past year.

The stock is currently trading at 12.26X forward 12-month earnings, which compares to 14.30X for the Zacks sub-industry, 16.07X for the Zacks sector and 23.44X for the S&P 500 index.

Over the past five years, the stock has traded as high as 20.69X and as low as 12.24X, with a 5-year median of 15.67X. Our Neutral recommendation indicates that the stock will perform in line with the market. Our \$48 price target reflects 13.00X forward 12-month earnings.

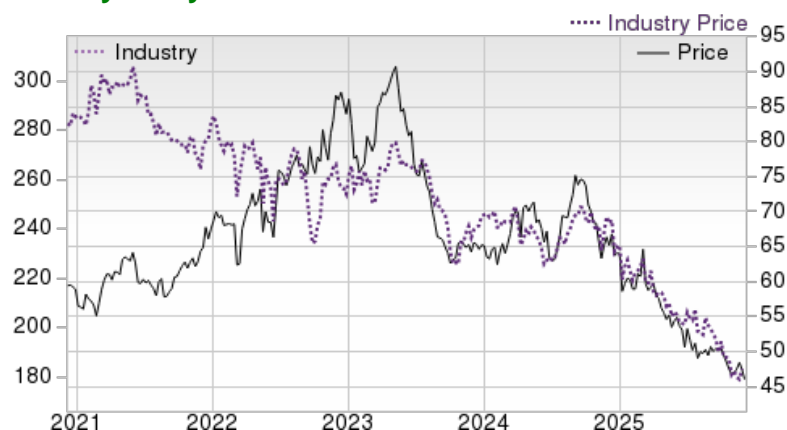
The table below shows summary valuation data for GIS

Valuation Multiples - GIS					
		Stock	Sub-Industry	Sector	S&P 500
P/E F12M	Current	12.26	14.30	16.07	23.44
	5-Year High	20.69	20.73	20.29	23.78
	5-Year Low	12.24	14.30	16.07	15.73
	5-Year Median	15.67	17.46	18.00	21.21
P/S F12M	Current	1.31	1.01	7.57	5.30
	5-Year High	2.63	1.99	10.80	5.50
	5-Year Low	1.31	1.01	6.51	3.83
	5-Year Median	2.00	1.52	8.69	5.05
EV/EBITDA F12M	Current	10.80	9.86	29.13	13.21
	5-Year High	15.52	14.65	39.25	18.59
	5-Year Low	10.67	9.86	25.00	11.45
	5-Year Median	12.58	12.21	33.74	14.56

As of 12/10/2025

Source: Zacks Investment Research

## Industry Analysis<sup>(1)</sup> Zacks Industry Rank: Bottom 16% (203 out of 243)



## Top Peers<sup>(1)</sup>

Company (Ticker)	Rec	Rank
Aramark (ARMK)	Neutral	3
Conagra Brands (CAG)	Neutral	3
The Campbell's Compa...(CPB)	Neutral	4
Hershey Company (The...(HSY)	Neutral	3
McCormick & Company,...(MKC)	Neutral	3
Associated British F...(ASBFY)	Underperform	5
Kraft Heinz Company (KHC)	Underperform	5

Industry Comparison <sup>(1)</sup> Industry: Food - Miscellaneous				Industry Peers	
	GIS	X Industry	S&P 500	ASBFY	HSY
Zacks Recommendation (Long Term)	Neutral	-	-	Underperform	Neutral
Zacks Rank (Short Term)	3	-	-	5	3
VGM Score	C	-	-	A	C
Market Cap	24.91 B	1.67 B	39.36 B	19.97 B	36.87 B
# of Analysts	8	3	22	1	9
Dividend Yield	5.23%	0.00%	1.39%	1.66%	3.01%
Value Score	A	-	-	A	C
Cash/Price	0.04	0.06	0.04	0.07	0.03
EV/EBITDA	9.28	9.61	14.58	6.85	13.05
PEG Ratio	-2.64	1.92	2.22	NA	NA
Price/Book (P/B)	2.62	1.96	3.34	1.37	8.08
Price/Cash Flow (P/CF)	8.78	9.48	15.19	6.79	15.58
P/E (F1)	12.86	15.59	19.74	13.50	30.36
Price/Sales (P/S)	1.30	0.91	3.02	NA	3.21
Earnings Yield	7.80%	6.21%	5.01%	7.41%	3.29%
Debt/Equity	1.28	0.42	0.57	0.28	1.02
Cash Flow (\$/share)	5.32	1.82	8.99	4.11	11.67
Growth Score	D	-	-	B	C
Hist. EPS Growth (3-5 yrs)	3.67%	7.15%	8.13%	NA	6.11%
Proj. EPS Growth (F1/F0)	-13.78%	4.17%	8.50%	-9.21%	-36.07%
Curr. Cash Flow Growth	-9.04%	2.43%	6.86%	-5.88%	-1.19%
Hist. Cash Flow Growth (3-5 yrs)	0.59%	4.64%	7.31%	8.06%	9.36%
Current Ratio	0.66	1.53	1.18	1.54	1.36
Debt/Capital	56.21%	34.55%	38.15%	21.89%	50.61%
Net Margin	15.24%	2.70%	12.78%	NA	11.84%
Return on Equity	23.46%	9.71%	17.00%	NA	32.08%
Sales/Assets	0.58	0.91	0.53	NA	0.85
Proj. Sales Growth (F1/F0)	-4.00%	0.00%	5.75%	2.20%	3.30%
Momentum Score	F	-	-	B	B
Daily Price Chg	1.00%	0.00%	-1.07%	-2.14%	0.14%
1 Week Price Chg	-3.00%	-1.21%	-0.43%	-0.67%	-3.07%
4 Week Price Chg	-1.35%	0.00%	1.33%	-5.13%	2.07%
12 Week Price Chg	-6.34%	-6.34%	2.95%	3.50%	-3.83%
52 Week Price Chg	-29.34%	-16.23%	12.83%	-0.27%	-1.15%
20 Day Average Volume	5,785,299	150,090	2,755,288	71,422	1,483,799
(F1) EPS Est 1 week change	0.00%	0.00%	0.00%	0.00%	0.00%
(F1) EPS Est 4 week change	-0.33%	0.00%	0.00%	0.00%	0.17%
(F1) EPS Est 12 week change	-0.20%	-1.49%	0.68%	-20.39%	1.25%
(Q1) EPS Est Mthly Chg	-0.11%	0.00%	0.00%	NA	1.14%



## Analyst Earnings Model<sup>(2)</sup>

### General Mills, Inc. (GIS)

In \$MM, except per share data

	2023A	2024A	2025A		2026 E					2027E				2028E
	FY	FY	FY	1QA	2QE	3QE	4QE	FY	1QE	2QE	3QE	4QE	FY	FY
FY Ends May 31st	May-23	May-24	May-25	24-Aug-25	23-Nov-25	22-Feb-26	24-May-26	May-26	23-Aug-26	22-Nov-26	21-Feb-27	23-May-27	May-27	May-28
<b>Income Statement</b>														
<b>Total Revenue</b>	<b>\$20,094.2</b>	<b>\$19,857.2</b>	<b>\$19,486.6</b>	<b>\$4,517.5</b>	<b>\$4,797.8</b>	<b>\$4,602.5</b>	<b>\$4,780.6</b>	<b>\$18,698.4</b>	<b>\$4,487.2</b>	<b>\$4,885.3</b>	<b>\$4,615.3</b>	<b>\$4,571.3</b>	<b>\$18,559.1</b>	<b>\$18,749.2</b>
Volume	(4.0%)	(3.0%)	0.0%	(1.0%)	(0.0%)	1.3%	1.5%	0.4%	0.9%	0.9%	(0.3%)	0.6%	0.5%	0.6%
Price/Mix	14.0%	2.0%	(1.0%)	(2.0%)	(2.7%)	(1.4%)	2.0%	(1.1%)	0.6%	0.9%	0.5%	0.2%	0.6%	0.4%
Organic Growth	10.0%	(1.0%)	(2.0%)	(3.0%)	(2.7%)	(0.1%)	3.5%	(0.7%)	1.5%	1.8%	0.3%	0.8%	1.1%	1.0%
Foreign Currency	(1.0%)	0.0%	0.0%	0.0%	0.4%	0.8%	0.6%	0.5%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%
Acquisitions/Divestitures	(4.0%)	0.0%	0.0%	(4.0%)	(6.2%)	(5.7%)	0.7%	(3.9%)	(2.2%)	0.0%	0.0%	(5.2%)	(1.9%)	0.0%
Cost of Goods Sold, Adjusted	\$13,224.0	\$12,944.5	\$12,759.6	\$2,974.2	\$3,178.2	\$3,088.8	\$3,150.5	\$12,391.8	\$2,930.0	\$3,213.2	\$3,072.2	\$2,989.5	\$12,204.9	\$12,270.6
Cost of Goods Sold, GAAP	\$13,548.4	\$12,925.1	\$12,753.6	\$2,984.7	\$3,151.9	\$3,066.8	\$3,165.5	\$12,368.9	\$2,944.4	\$3,186.2	\$3,050.3	\$3,004.8	\$12,185.8	\$12,257.9
<b>Gross Profit, Adjusted</b>	<b>\$6,870.2</b>	<b>\$6,912.7</b>	<b>\$6,727.0</b>	<b>\$1,543.3</b>	<b>\$1,619.6</b>	<b>\$1,513.7</b>	<b>\$1,630.1</b>	<b>\$6,306.6</b>	<b>\$1,557.2</b>	<b>\$1,672.1</b>	<b>\$1,543.1</b>	<b>\$1,581.8</b>	<b>\$6,354.2</b>	<b>\$6,478.6</b>
<b>Gross Profit, GAAP</b>	<b>\$6,545.8</b>	<b>\$6,932.1</b>	<b>\$6,733.0</b>	<b>\$1,532.8</b>	<b>\$1,645.9</b>	<b>\$1,535.7</b>	<b>\$1,615.0</b>	<b>\$6,329.5</b>	<b>\$1,542.8</b>	<b>\$1,699.1</b>	<b>\$1,565.0</b>	<b>\$1,566.5</b>	<b>\$6,373.3</b>	<b>\$6,491.3</b>
Selling, General and Administrative Expenses, Adjusted	\$3,412.9	\$3,309.9	\$3,374.4	\$832.1	\$800.2	\$794.0	\$902.7	\$3,329.1	\$848.4	\$807.8	\$805.2	\$885.2	\$3,346.7	\$3,361.6
Selling, General and Administrative Expenses, GAAP	\$3,500.4	\$3,259.0	\$3,445.8	\$845.1	\$816.1	\$795.1	\$893.1	\$3,349.3	\$855.8	\$822.4	\$819.5	\$893.9	\$3,391.7	\$3,394.9
Divestitures (Gain) Loss	(\$444.6)	\$0.0	(\$95.9)	(\$1,054.4)	\$0.0	\$0.0	\$0.0	(\$1,054.4)	\$0.0	\$0.0	\$0.0	\$0.0	\$0.0	\$0.0
Restructuring, Impairment & Other Exit (Recoveries) Costs	\$56.2	\$241.4	\$78.3	\$16.3	\$0.0	\$0.0	\$0.0	\$16.3	\$0.0	\$0.0	\$0.0	\$0.0	\$0.0	\$0.0
<b>EBITDA</b>	<b>\$4,003.9</b>	<b>\$4,155.4</b>	<b>\$3,891.6</b>	<b>\$849.9</b>	<b>\$938.7</b>	<b>\$849.6</b>	<b>\$869.7</b>	<b>\$3,507.9</b>	<b>\$842.3</b>	<b>\$985.4</b>	<b>\$867.0</b>	<b>\$832.7</b>	<b>\$3,527.4</b>	<b>\$3,645.1</b>
Depreciation & Amortization	\$546.6	\$552.7	\$539.0	\$138.7	\$119.3	\$129.9	\$142.4	\$530.3	\$133.5	\$121.1	\$129.1	\$136.1	\$519.8	\$528.1
<b>Operating Income, Adjusted</b>	<b>\$3,457.3</b>	<b>\$3,602.7</b>	<b>\$3,352.6</b>	<b>\$711.2</b>	<b>\$819.4</b>	<b>\$719.7</b>	<b>\$727.4</b>	<b>\$2,977.6</b>	<b>\$708.8</b>	<b>\$864.3</b>	<b>\$737.9</b>	<b>\$696.6</b>	<b>\$3,007.5</b>	<b>\$3,117.0</b>
<b>Operating Income, GAAP</b>	<b>\$3,433.8</b>	<b>\$3,431.7</b>	<b>\$3,304.8</b>	<b>\$1,725.8</b>	<b>\$829.9</b>	<b>\$740.7</b>	<b>\$722.0</b>	<b>\$4,018.3</b>	<b>\$687.0</b>	<b>\$876.7</b>	<b>\$745.5</b>	<b>\$672.6</b>	<b>\$2,981.7</b>	<b>\$3,096.4</b>
Benefit Plan Non-Service Income	\$88.8	\$75.8	\$54.4	\$15.1	\$14.7	\$15.0	\$14.5	\$59.4	\$13.9	\$13.9	\$14.1	\$13.4	\$55.4	\$57.7
Interest Expense, Net	\$382.1	\$479.2	\$524.2	\$132.8	\$136.5	\$142.7	\$159.4	\$571.4	\$123.2	\$127.6	\$136.5	\$146.3	\$533.5	\$555.6
<b>Pre-Tax Income, Adjusted</b>	<b>\$3,164.0</b>	<b>\$3,199.4</b>	<b>\$2,882.7</b>	<b>\$593.5</b>	<b>\$697.6</b>	<b>\$591.9</b>	<b>\$582.5</b>	<b>\$2,465.5</b>	<b>\$599.6</b>	<b>\$750.7</b>	<b>\$615.5</b>	<b>\$563.7</b>	<b>\$2,529.4</b>	<b>\$2,619.1</b>
<b>Pre-Tax Income, GAAP</b>	<b>\$3,140.5</b>	<b>\$3,028.3</b>	<b>\$2,835.0</b>	<b>\$1,608.1</b>	<b>\$708.1</b>	<b>\$613.0</b>	<b>\$577.1</b>	<b>\$3,506.2</b>	<b>\$577.8</b>	<b>\$763.0</b>	<b>\$623.1</b>	<b>\$539.6</b>	<b>\$2,503.5</b>	<b>\$2,598.6</b>
Income Tax, Adjusted	\$644.1	\$643.1	\$594.6	\$143.2	\$146.5	\$124.3	\$122.3	\$536.3	\$125.9	\$157.6	\$129.3	\$118.4	\$531.2	\$550.0
Income Tax, GAAP	\$612.2	\$594.5	\$573.7	\$410.9	\$148.7	\$128.7	\$121.2	\$809.5	\$121.3	\$160.2	\$130.9	\$113.3	\$525.7	\$545.7
Tax Rate, Adjusted	20.4%	20.1%	20.6%	24.1%	21.0%	21.0%	21.0%	21.8%	21.0%	21.0%	21.0%	21.0%	21.0%	21.0%
Tax Rate, GAAP	19.5%	19.6%	20.2%	25.6%	21.0%	21.0%	21.0%	23.1%	21.0%	21.0%	21.0%	21.0%	21.0%	21.0%
Losses (Earnings) from Joint Ventures	(\$81.3)	(\$84.8)	(\$57.6)	(\$6.8)	(\$10.7)	(\$6.2)	(\$4.5)	(\$28.1)	(\$6.7)	(\$7.3)	(\$6.1)	(\$6.0)	(\$26.2)	(\$25.9)
CPW Asset Impairments, Net of Tax	\$1.0	\$2.0	\$23.3	\$11.8	\$0.0	\$0.0	\$0.0	\$11.8	\$0.0	\$0.0	\$0.0	\$0.0	\$0.0	\$0.0
<b>Net Income before Non-Controlling Interest, GAAP</b>	<b>\$2,609.6</b>	<b>\$2,518.6</b>	<b>\$2,318.9</b>	<b>\$1,204.0</b>	<b>\$570.1</b>	<b>\$490.4</b>	<b>\$460.4</b>	<b>\$2,724.9</b>	<b>\$463.2</b>	<b>\$610.1</b>	<b>\$498.4</b>	<b>\$432.3</b>	<b>\$2,004.0</b>	<b>\$2,078.8</b>
Non-Controlling Interest	\$15.7	\$22.0	\$23.7	(\$0.2)	\$6.2	\$5.4	\$5.3	\$16.7	\$1.6	\$6.2	\$5.3	\$6.6	\$19.7	\$18.3
<b>Net Income, Adjusted</b>	<b>\$2,586.4</b>	<b>\$2,621.1</b>	<b>\$2,345.4</b>	<b>\$469.0</b>	<b>\$555.6</b>	<b>\$468.5</b>	<b>\$459.3</b>	<b>\$1,952.4</b>	<b>\$478.8</b>	<b>\$594.1</b>	<b>\$487.1</b>	<b>\$444.8</b>	<b>\$2,004.8</b>	<b>\$2,076.7</b>
<b>Net Income, GAAP</b>	<b>\$2,593.9</b>	<b>\$2,496.6</b>	<b>\$2,295.2</b>	<b>\$1,204.2</b>	<b>\$563.9</b>	<b>\$485.1</b>	<b>\$455.1</b>	<b>\$2,708.2</b>	<b>\$461.6</b>	<b>\$603.9</b>	<b>\$493.1</b>	<b>\$425.8</b>	<b>\$1,984.3</b>	<b>\$2,060.5</b>
Diluted Shares Outstanding	601.2	579.5	557.5	542.5	538.5	534.5	530.5	536.5	528.5	526.5	524.5	522.5	525.5	517.5
<b>Diluted EPS, Adjusted</b>	<b>\$4.30</b>	<b>\$4.52</b>	<b>\$4.21</b>	<b>\$0.86</b>	<b>\$1.03</b>	<b>\$0.88</b>	<b>\$0.87</b>	<b>\$3.63</b>	<b>\$0.91</b>	<b>\$1.13</b>	<b>\$0.93</b>	<b>\$0.85</b>	<b>\$3.81</b>	<b>\$4.01</b>
<b>Diluted EPS, GAAP</b>	<b>\$4.31</b>	<b>\$4.31</b>	<b>\$4.10</b>	<b>\$2.22</b>	<b>\$1.05</b>	<b>\$0.91</b>	<b>\$0.86</b>	<b>\$5.03</b>	<b>\$0.87</b>	<b>\$1.15</b>	<b>\$0.94</b>	<b>\$0.81</b>	<b>\$3.78</b>	<b>\$3.98</b>
Dividend per Share	\$2.16	\$2.36	\$2.40	\$0.61	\$0.61	\$0.61	\$0.61	\$2.44	\$0.62	\$0.62	\$0.62	\$0.62	\$2.48	\$2.52

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## Zacks Stock Rating System

We offer two rating systems that take into account investors' holding horizons: Zacks Rank and Zacks Recommendation. Each provides valuable insights into the future profitability of the stock and can be used separately or in combination with each other depending on your investment style.

### Zacks Recommendation

The Zacks Recommendation aims to predict performance over the next 6 to 12 months. The foundation for the quantitatively determined Zacks Recommendation is trends in the company's estimate revisions and earnings outlook. The Zacks Recommendation is broken down into 3 Levels; Outperform, Neutral and Underperform. Unlike many Wall Street firms, we have an excellent balance between the number of Outperform and Neutral recommendations. Our team of 70 analysts are fully versed in the benefits of earnings estimate revisions and how that is harnessed through the Zacks quantitative rating system. But we have given our analysts the ability to override the Zacks Recommendation for the 1200 stocks that they follow. The reason for the analyst over-rides is that there are often factors such as valuation, industry conditions and management effectiveness that a trained investment professional can spot better than a quantitative model.

### Zacks Rank

The Zacks Rank is our short-term rating system that is most effective over the one- to three-month holding horizon. The underlying driver for the quantitatively-determined Zacks Rank is the same as the Zacks Recommendation, and reflects trends in earnings estimate revisions.

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### Zacks Style Scores

The Zacks Style Score is as a complementary indicator to the Zacks rating system, giving investors a way to focus on the highest rated stocks that best fit their own stock picking preferences.

Academic research has proven that stocks with the best Value, Growth and Momentum characteristics outperform the market. The Zacks Style Scores rate stocks on each of these individual styles and assigns a rating of A, B, C, D and F. We also produce the VGM Score (V for Value, G for Growth and M for Momentum), which combines the weighted average of the individual Style Scores into one score. This is perfectly suited for those who want their stocks to have the best scores across the board.

Value Score	<b>A</b>
Growth Score	<b>D</b>
Momentum Score	<b>F</b>
VGM Score	<b>C</b>

As an investor, you want to buy stocks with the highest probability of success. That means buying stocks with a Zacks Recommendation of Outperform, which also has a Style Score of an A or a B.

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