Tom Hayes  
Chief Commercial Officer & President, Food Service

Donnie King  
President, North American Operations

Dennis Leatherby  
Executive Vice President & CFO
Certain information contained in this presentation may constitute forward-looking statements, such as statements relating to expected performance. These forward-looking statements are subject to a number of factors and uncertainties which could cause our actual results and experiences to differ materially from the anticipated results and expectations expressed in such forward-looking statements. We wish to caution readers not to place undue reliance on any forward-looking statements, which speak only as of the date made. Among the factors that may cause actual results and experiences to differ from anticipated results and expectations expressed in such forward-looking statements are the following: (i) the effect of, or changes in, general economic conditions; (ii) fluctuations in the cost and availability of inputs and raw materials, such as live cattle, live swine, feed grains (including corn and soybean meal) and energy; (iii) market conditions for finished products, including competition from other global and domestic food processors, supply and pricing of competing products and alternative proteins and demand for alternative proteins; (iv) successful rationalization of existing facilities and operating efficiencies of the facilities; (v) risks associated with our commodity purchasing activities; (vi) access to foreign markets together with foreign economic conditions, including currency fluctuations, import/export restrictions and foreign politics; (vii) outbreak of a livestock disease (such as avian influenza (AI) or bovine spongiform encephalopathy (BSE)), which could have an adverse effect on livestock we own, the availability of livestock we purchase, consumer perception of certain protein products or our ability to access certain domestic and foreign markets; (viii) changes in availability and relative costs of labor and contract growers and our ability to maintain good relationships with employees, labor unions, contract growers and independent producers providing us livestock; (ix) issues related to food safety, including costs resulting from product recalls, regulatory compliance and any related claims or litigation; (x) changes in consumer preference and diets and our ability to identify and react to consumer trends; (xi) significant marketing plan changes by large customers or loss of one or more large customers; (xii) adverse results from litigation; (xiii) impacts on our operations caused by factors and forces beyond our control, such as natural disasters, fire, bioterrorism, pandemic or extreme weather; (xiv) risks associated with leverage, including cost increases due to rising interest rates or changes in debt ratings or outlook; (xv) compliance with and changes to regulations and laws (both domestic and foreign), including changes in accounting standards, tax laws, environmental laws, agricultural laws and occupational, health and safety laws; (xvi) our ability to make effective acquisitions or joint ventures and successfully integrate newly acquired businesses into existing operations; (xvii) failures or security breaches of our information technology systems; (xviii) effectiveness of advertising and marketing programs; and (xix) those factors listed under Item 1A. “Risk Factors” included in our Annual Report filed on Form 10-K for the period ended October 3, 2015.
different company.
ICONIC BRANDS

Tyson, Jimmy Dean, Hillshire Farm – Billion $ Brands
TYSON FOODS IS ONE OF THE WORLD’S LARGEST FOOD COMPANIES

$40.6 billion in FY15 adjusted sales*

Sales by Segment
- Beef 41%
- Chicken 27%
- Prepared Foods 19%
- Pork 11%
- Other 2%

Sales by Distribution Channel
- Consumer Products 52%
- Foodservice 31%
- Int’l 13%
- Other 4%

*Represents a non-GAAP financial measure, which is explained and reconciled to a comparable GAAP measure in the Appendix.
ADJUSTED EPS* GROWTH

4-Year CAGR >18%

*Represents a non-GAAP financial measure. Adjusted EPS is explained and reconciled to a comparable GAAP measure in the Appendix.
**Projected EPS guidance as of 02/05/16
**Represents a non-GAAP financial measure. EBITDA is explained and reconciled in the Appendix.

Adjusted sales represents a non-GAAP financial measure, which is explained and reconciled in the Appendix.

**Represents a non-GAAP financial measure. EBITDA is explained and reconciled in the Appendix.
PRIORITY FOR CASH

Growing Existing Businesses

Strategic Acquisitions

Returning Cash to Shareholders
The total cumulative return on investment (change in the year-end stock price plus reinvested dividends), which is based on the stock price or composite index at the end of fiscal 2010, is presented for each of the periods for Tyson Foods, the S&P 500 Index and the peer group. The graph compares the performance of the Company’s Class A common stock with that of the S&P 500 Index and the peer group, with the return of each company in the peer group weighted on market capitalization. The information in the Performance Graph shall not be deemed to be “soliciting material” or to be “filed” with the Securities and Exchange Commission or subject to Regulation 14A or 14C, or to the liabilities of Section 18 of the Securities Exchange Act of 1934. See the Appendix for a full list of the peer group.
Andy Callahan

President,
Retail Packaged Brands
different portfolio.
different business model.
today’s takeaways

**Advantaged categories**
We play in attractive, high-growth protein categories

**Leading brands**
We leverage our portfolio of leading brands and scale to drive growth

**Differentiated approach**
Our business model uniquely positions us to drive value creation
DIFFERENT PORTFOLIO // PROTEIN

consumer behavior will drive continued growth in protein

54% of consumers are deliberately increasing protein in their diet
DIFFERENT PORTFOLIO // PROTEIN

protein growth is outpacing total food

Total US Sales vs. Year Ago

SOURCE: IRI TSV Total US MULO+C, 52WE 01/24/16
High Protein: ≥ 10 g Protein per Serving, Medium Protein: 5-9.99 g, Low Protein: 0.1-4.99 g
tyson foods uniquely plays across all major meat protein categories

**Beef**
- Leading processor
- High revenue
- High ROIC

**Pork**
- Supply for further processed
- Leading global protein (Asia)

**Chicken**
- Fastest growing protein
- Vertically integrated
- Leading margins

**Prepared**
- Advantaged brands
- Strong categories
- Leading margins
we are driving growth in advantaged protein segments

Chicken
- $11.1Bn
- 15% commodity sales
- High growth
- High margin
- Sustained advantage

Prepared Foods
- $7.7Bn
- 0% commodity sales
DIFFERENT PORTFOLIO // ADVANTAGED CATEGORIES

our mix is shifting to value-added segments

Chicken

Growth and Profitability

Prepared Foods

Consumer/Retail

Retail 'Core 9'

Foodservice

Emerging/Other Brands

Pure Commodity

Foodservice
DIFFERENT PORTFOLIO // LEADING BRANDS

our brands have leading share and growth across categories

1 Frozen Prepared Chicken
1 Hot Dogs
1 Branded Stack Pack Bacon
1 Frozen Breakfast Sandwiches
1 Breakfast Sausage

1 Smoked Sausage
2 Branded Lunchmeat
1 Corn Dogs
1 Super Premium Sausage
emerging brands drive incremental sales in high-growth categories

Portfolio of ‘start up’ businesses > $225MM today
Sales growth rate > 50% vs. 2014
we are investing to grow
we are investing in our customers

Tyson distribution growth rate
FY2015 vs. year ago

SOURCE: TDPs, latest MULO 4 Weeks September 13, 2015
we are investing in our brands
we are building consumer advocates

Brand Advocacy: % Recommend

<table>
<thead>
<tr>
<th>Product</th>
<th>Tyson Foods</th>
<th>Next Branded Competitor</th>
</tr>
</thead>
<tbody>
<tr>
<td>Chicken Nuggets</td>
<td>95%</td>
<td>60%</td>
</tr>
<tr>
<td>Breaded Chicken Strips</td>
<td>90%</td>
<td>60%</td>
</tr>
<tr>
<td>Hot Dogs</td>
<td>85%</td>
<td>60%</td>
</tr>
<tr>
<td>Frozen Breakfast Sandwich</td>
<td>90%</td>
<td>60%</td>
</tr>
<tr>
<td>Fresh Breakfast Sausage</td>
<td>90%</td>
<td>60%</td>
</tr>
<tr>
<td>Cooked Breakfast Sausage</td>
<td>90%</td>
<td>60%</td>
</tr>
<tr>
<td>Corn Dogs</td>
<td>90%</td>
<td>60%</td>
</tr>
<tr>
<td>Smoked Rope Sausage</td>
<td>90%</td>
<td>60%</td>
</tr>
<tr>
<td>Lunchmeat</td>
<td>90%</td>
<td>60%</td>
</tr>
</tbody>
</table>

SOURCE: Tyson Foods Brand Health Tracker, data through September 2015, Base: Aware of Brand
DIFFERENT BUSINESS MODEL // VALUE CREATION

our portfolio commands premium pricing

Average Price per Pound

Tyson ‘Core 9’

Total Categories

2012 2013 2014 2015

SOURCE: IRI Total US MULO, 52 weeks ending December 2012-2015
our brands successfully extend into new categories
our brand strength enables us to win in channels beyond retail

Consumer Perceptions: C-store Breakfast Sandwiches

Jimmy Dean® Brand vs. Next Branded Competitor

<p>| | |</p>
<table>
<thead>
<tr>
<th></th>
<th></th>
</tr>
</thead>
<tbody>
<tr>
<td>Likelihood to purchase</td>
<td>+24pts</td>
</tr>
<tr>
<td>High quality</td>
<td>+34pts</td>
</tr>
<tr>
<td>Great tasting</td>
<td>+33pts</td>
</tr>
<tr>
<td>For someone like me</td>
<td>+25pts</td>
</tr>
</tbody>
</table>

SOURCE: Vision Critical C-Store Research, 2012
Tyson is uniquely positioned to lead growth and value creation over time.

- Growth above food & beverage
- Portfolio mix driving margin expansion
- Brand advocates
- Investing to grow
different portfolio. different business model. ...just getting started
different today.
different tomorrow.
today’s takeaways

Differentiated Capabilities

Supply
Expertise at scale that enables Tyson Foods to capitalize on modern food opportunity

Demand
Deep insight that is translated into innovative food experiences

Position Tyson for Growth

Today
Continuous ‘Core 9’ innovation
Iconic brands into adjacent categories
Differentiated protein snacking portfolio

Tomorrow
Committed to global growth markets
Playing to win in new growth channels
Expansive opportunity for Tyson® brand
DIFFERENT TODAY. DIFFERENT TOMORROW // SUPPLY

**expertise at scale**

<table>
<thead>
<tr>
<th>Agricultural Network</th>
<th>Operations &amp; FSQA</th>
<th>Distribution &amp; Logistics</th>
</tr>
</thead>
<tbody>
<tr>
<td>Advancing innovation and sustainability with 11,000 family farmers</td>
<td>Safely producing ~36MM head of chicken, beef, and pork, and 68MM lbs. of prepared foods per week</td>
<td>One of the country’s largest temperature controlled networks reaching customers and consumers coast to coast</td>
</tr>
</tbody>
</table>

Flexibility, capabilities and systems across the supply chain to address challenges and capitalize on opportunities at unmatched scale
Growth opportunities defined by our consumer and strategically connected to core development & commercialization capabilities
top tier innovation performance

Branded Retail Food Companies 2015 Comparison

innovation vitality\(^1\)

<table>
<thead>
<tr>
<th>Company</th>
<th>Innovation Vitality</th>
</tr>
</thead>
<tbody>
<tr>
<td>Company 1</td>
<td>12.9%</td>
</tr>
<tr>
<td>Company 2</td>
<td>12.5%</td>
</tr>
<tr>
<td>Company 3</td>
<td>10.8%</td>
</tr>
<tr>
<td>Company 4</td>
<td>8.6%</td>
</tr>
<tr>
<td></td>
<td>8.4%</td>
</tr>
</tbody>
</table>

\(^1\)SOURCE: Nielsen total US XAOC – Expanded all outlet channel and includes Walmart
focused innovation

Launch continuous innovation in ‘Core 9’

12 major launches in ‘Core 9’ categories over next 12mos

Extend iconic brands into adjacencies

2016 innovation in adjacent categories for Jimmy Dean, Hillshire Farm, Ball Park & Tyson

Build a differentiated protein snacking portfolio

Differentiated platforms in high growth categories of meat snacks (+7.5%) and snack combos (+14.0%)
success story: hillshire farm naturals™

The Insight
All natural products usually don’t taste as good

The Innovation
An all natural lunchmeat that requires no sacrifice in taste

The Advantage
Expertise in delivery of superior protein taste, texture and appearance

The Impact
Highly incremental launch, drawing in new consumers to grow the brand AND the category
success story: hillshire® snacking

The Insight
The expectation of snacks has evolved from satisfaction to experience

The Innovation
Sophisticated flavors in forms that fit into flexible lives

The Advantage
Expertise in protein + bakery development combined with culinary

The Impact
Velocities significantly ahead of key snacking competitors
success story: ballpark® jerky

The Insight
Meat from the grill just tastes better

The Innovation
Flame grilled taste with unique tender texture

The Advantage
Proprietary flame-grilled manufacturing process

The Impact
Largest brand launch in the category in the last 5 years
The Insight
Bacon is the ultimate breakfast comfort food

The Innovation
Fill the breakfast plate with another satisfying Jimmy Dean meat

The Advantage
Unmatched expertise in bacon

The Impact
Jimmy Dean is bringing incremental consumers to the bacon category
The Insight
Morning snacking is on the rise with consumers seeking unique handheld offerings

The Innovation
Crispy hashbrown out of the microwave with warm cheese and meat fillings
The Insight
A healthier start in a convenient handheld form

The Innovation
Bread-free, low calorie, warm breakfast in a unique form
tyson naturals™ lightly breaded chicken

The Insight
Less processed without less taste

The Innovation
Real, 100% all natural ingredients with healthy breadcrings and no antibiotics ever
tyson naturals™ grilled nuggets

The Insight
Healthier alternative chicken nugget that the whole family can enjoy

The Innovation
Unbreaded grilled chicken nuggets with 50% fewer calories & no antibiotics ever
DIFFERENT TODAY //

hillshire® snacking extensions

The Insight
Experience a snacking adventure with the goodness of protein

The Innovation
Foodie-worthy snacking with 3 protein-packed components

July 2016
ballpark® frozen expansion

July 2016

The Insight
Guys want bold flavor with minimal prep

The Innovation
On-trend forms and flavors that can go from freezer to table in 3 minutes
Launching continuous innovation in ‘Core 9’

Extending iconic brands into adjacencies

Building a differentiated protein snacking portfolio
tomorrow
The global innovative leader of food experiences

Selling more branded, protein centric food than any other company in the world
The world is changing...

- Emerging economies and the rise of the global middle class
- Technological innovation and increased connectivity
- Population increase and resource scarcity
- Consumer value shifts: health, sustainability, transparency
The world is changing, and so are we.

- Growth Markets
- Growth Channels
- Growth Brands
new consumers in new markets represent significant growth potential

**Macro Opportunity**
- Population: 96%
- Food expenditure: 88%

**Market Opportunity**
- Fresh poultry, pork & beef: 89%
- Processed meat & seafood: 85%

Source: Population / Food Expenditure - Euromonitor International from national statistics/Eurostat/UN/OECD, Fresh / Processed Food - Euromonitor from trade sources/national statistics
the world is urbanizing
> 50% of people in developing markets will live in urban areas by 2020

a new middle class is rising
75MM new middle class HHs added to the developing world by 2020

<table>
<thead>
<tr>
<th>our evolution</th>
<th>from</th>
<th>to</th>
</tr>
</thead>
<tbody>
<tr>
<td>Supplying customers</td>
<td>Meeting consumer needs</td>
<td></td>
</tr>
<tr>
<td>United States out</td>
<td>Developing markets in</td>
<td></td>
</tr>
<tr>
<td>Commodity portfolio</td>
<td>Proprietary food experiences</td>
<td></td>
</tr>
</tbody>
</table>

Source: Euromonitor International from national statistics/Eurostat/UN/OECD,
the opportunity is big, our focus is clear and progress has begun

CHINA

- World’s largest pork & poultry market
- 2nd largest packaged food market
- World’s largest foodservice market

INDIA

- Fastest growth in disposable income of any nation over next 15yrs
- Packaged food growth 3X global rate between now and 2020
- 5th largest poultry market & growing

locally relevant brands & products

Source: Population / Food Expenditure - Euromonitor International from national statistics/Eurostat/UN/OECD
Fresh / Processed Food - Euromonitor from trade sources/national statistics
Traditional channel growth is slowing. In the next 5 years, the majority of retail growth will come from non-traditional channels. Ecommerce is coming to food and bev. Non-store retail is projected to grow over FIVE times faster than rest of market over next 5yrs.

Dedicated Growth Channels
Innovation Experts
Customized Product Offerings
Retailer Partnerships

Source: Retailing: 2015-2020 projected CAGR of store based and non-store retail Euromonitor from trade sources/national statistics
DIFFERENT TOMORROW // GROWTH BRANDS

Keep it real. Keep it Tyson.
DIFFERENT TOMORROW // GROWTH BRANDS

a brand to come back to time and again
tyson is uniquely positioned to capitalize on the opportunity of ‘CFG’ (consumer fresh goods)

**SITUATION**
Consumer demand drives a sharp increase in fresh food growth

**OPPORTUNITY**
Create more value for fresh sales

Dollar Growth, 3 YR CAGR

Source: Nielsen, Perishables Group FreshFacts® Total U.S. 3 yr CAGR based on 2011-2015 data
tyson ‘CFG’ will value up one of food’s largest categories.

The fresh meat category… is ripe for consumer value creation.

$333B

Source: Nielsen Perishables Group, 52 weeks ending 12/26/15
The purveyors of the better food experience

Tyson TASTEMAKERS

Purveyors of the better food experience
to empower the at home chef
DIFFERENT TOMORROW // GROWTH BRANDS

adding value beyond the product
a curated line of dinners made fresh at home
DIFFERENT TODAY. DIFFERENT TOMORROW // SUMMARY

a different kind of food company

Differentiated Capabilities

Supply
- Expertise at scale that enables Tyson to capitalize on modern food opportunity

Demand
- Deep insight that is translated into innovative food experiences

Position Tyson Foods for Growth

Today
- Continuous ‘Core 9’ innovation
- Iconic brands into adjacent categories
- Differentiated protein snacking portfolio

Tomorrow
- Committed to global growth markets
- Playing to win in new growth channels
- Expansive opportunity for Tyson brand
different company.
different model.
different today.
different tomorrow.

Tyson Foods, Inc.
Donnie Smith

President &
Chief Executive Officer
Appendix
TSN PERFORMANCE VS. S&P 500 AND PEER GROUP

## EPS RECONCILIATIONS

### Unaudited

<table>
<thead>
<tr>
<th></th>
<th></th>
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<th></th>
</tr>
</thead>
<tbody>
<tr>
<td><strong>Reported from Continuing Operations</strong></td>
<td>$2.95</td>
<td>$2.37</td>
<td>$2.31</td>
<td>$1.68</td>
</tr>
<tr>
<td><strong>Less:</strong></td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Recognition of previously unrecognized tax benefit</td>
<td>(0.06)</td>
<td>(0.15)</td>
<td>-</td>
<td>-</td>
</tr>
<tr>
<td>Insurance proceeds (net of costs) related to a legacy Hillshire Brands plant fire</td>
<td>(0.02)</td>
<td>-</td>
<td>-</td>
<td>-</td>
</tr>
<tr>
<td>Gain on sale of equity securities</td>
<td>(0.03)</td>
<td>-</td>
<td>-</td>
<td>-</td>
</tr>
<tr>
<td>Gain on sale of Mexico operation</td>
<td>(0.24)</td>
<td>-</td>
<td>-</td>
<td>-</td>
</tr>
<tr>
<td>Estimated Impact of additional week</td>
<td>(0.06)</td>
<td>-</td>
<td>-</td>
<td>-</td>
</tr>
<tr>
<td>Gain from currency translation adjustment</td>
<td>-</td>
<td>-</td>
<td>(0.05)</td>
<td>-</td>
</tr>
<tr>
<td>Gain on sale of interest in an equity method investment</td>
<td>-</td>
<td>-</td>
<td>-</td>
<td>-</td>
</tr>
<tr>
<td>Reversal of reserves for foreign uncertain tax positions</td>
<td>-</td>
<td>-</td>
<td>-</td>
<td>-</td>
</tr>
<tr>
<td><strong>Add:</strong></td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>China Impairment</td>
<td>0.41</td>
<td>-</td>
<td>-</td>
<td>-</td>
</tr>
<tr>
<td>Merger and integration costs</td>
<td>0.09</td>
<td>-</td>
<td>-</td>
<td>-</td>
</tr>
<tr>
<td>Prepared Foods network optimization charges</td>
<td>0.09</td>
<td>-</td>
<td>-</td>
<td>-</td>
</tr>
<tr>
<td>Dension plant closure</td>
<td>0.02</td>
<td>-</td>
<td>-</td>
<td>-</td>
</tr>
<tr>
<td>Loss related to early extinguishment of debt</td>
<td>-</td>
<td>-</td>
<td>-</td>
<td>0.29</td>
</tr>
<tr>
<td>Brazil impairment/Mexico undistributed earnings tax</td>
<td>-</td>
<td>0.16</td>
<td>-</td>
<td>-</td>
</tr>
<tr>
<td>Hillshire Brands acquisition, integration and costs associated with our Prepared Foods improvement plan</td>
<td>-</td>
<td>0.37</td>
<td>-</td>
<td>-</td>
</tr>
<tr>
<td>Hillshire Brands post-closing results, purchase price accounting and costs related to a legacy Hillshire Brands plant fire</td>
<td>-</td>
<td>0.07</td>
<td>-</td>
<td>-</td>
</tr>
<tr>
<td>Hillshire Brands acquisition financing incremental interest costs and share dilution</td>
<td>-</td>
<td>0.12</td>
<td>-</td>
<td>-</td>
</tr>
<tr>
<td><strong>Adjusted from Continuing Operations</strong></td>
<td>$3.15</td>
<td>$2.94</td>
<td>$2.26</td>
<td>$1.97</td>
</tr>
</tbody>
</table>

Adjusted net income from continuing operations per share attributable to Tyson (adjusted EPS) is presented as a supplementary financial measurement in the evaluation of our business. We believe the presentation of adjusted EPS helps investors assess our financial performance from period to period and enhance understanding of our financial performance; however, adjusted EPS may not be comparable to those of other companies in our industry, which limits the usefulness as comparative measures. Adjusted EPS is not a measure required by or calculated in accordance with GAAP and should not be considered as a substitute for any measure of financial performance reported in accordance with GAAP. Investors should rely primarily on our GAAP results and use non-GAAP financial measures only supplementally in making investment decisions.
## EBITDA RECONCILIATIONS

$ in millions  
Unaudited

<table>
<thead>
<tr>
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<th></th>
<th></th>
</tr>
</thead>
<tbody>
<tr>
<td>Net income</td>
<td>$1,224</td>
<td>$856</td>
<td>$778</td>
<td>$576</td>
<td>$733</td>
</tr>
<tr>
<td>Less: Interest income</td>
<td>(9)</td>
<td>(7)</td>
<td>(7)</td>
<td>(12)</td>
<td>(11)</td>
</tr>
<tr>
<td>Add: Interest expense</td>
<td>293</td>
<td>132</td>
<td>145</td>
<td>356</td>
<td>242</td>
</tr>
<tr>
<td>Add: Income tax expense (a)</td>
<td>697</td>
<td>396</td>
<td>411</td>
<td>351</td>
<td>341</td>
</tr>
<tr>
<td>Add: Depreciation</td>
<td>609</td>
<td>494</td>
<td>474</td>
<td>443</td>
<td>433</td>
</tr>
<tr>
<td>Add: Amortization (b)</td>
<td>92</td>
<td>26</td>
<td>17</td>
<td>17</td>
<td>29</td>
</tr>
<tr>
<td><strong>EBITDA</strong></td>
<td>$2,906</td>
<td>$1,897</td>
<td>$1,818</td>
<td>$1,731</td>
<td>$1,767</td>
</tr>
</tbody>
</table>

(a) Includes income tax expense of discontinued operation.

(b) Excludes the amortization of debt discount expense of $10 million, $10 million, $28 million, $39 million and $44 million for fiscal 2015, 2014, 2013, 2012 and 2011, respectively, as it is included in Interest expense.

EBITDA represents net income, net of interest, income tax and depreciation and amortization. We believe the presentation of this financial measure helps investors to assess our operating performance from period to period, including our ability to generate earnings sufficient to service our debt, and enhances understanding of our financial performance and highlights operational trends. This measure is widely used by investors and rating agencies in the valuation, comparison, rating and investment recommendations of companies; however, the measurement of EBITDA may not be comparable to those of other companies, which limits their usefulness as comparative measures. EBITDA is not a measure required by or calculated in accordance with generally accepted accounting principles (GAAP) and should not be considered as a substitute for net income or any other measure of financial performance reported in accordance with GAAP or as a measure of operating cash flow or liquidity. EBITDA is a useful tool for assessing, but is not a reliable indicator of, our ability to generate cash to service our debt obligations because certain of the items added to net income to determine EBITDA involve outlays of cash. As a result, actual cash available to service our debt obligations will be different from EBITDA. Investors should rely primarily on our GAAP results and use non-GAAP financial measures only supplementally in making investment decisions.
## SALES RECONCILIATIONS

$ in millions  
Unaudited

<table>
<thead>
<tr>
<th></th>
<th>Fiscal Year</th>
<th></th>
</tr>
</thead>
<tbody>
<tr>
<td></td>
<td></td>
<td>2015</td>
</tr>
<tr>
<td>Reported sales</td>
<td>$ 41,373</td>
<td>$ 37,580</td>
</tr>
<tr>
<td>Less: Interest income</td>
<td>(750)</td>
<td>-</td>
</tr>
<tr>
<td>Add: Interest expense</td>
<td>-</td>
<td>(325)</td>
</tr>
<tr>
<td>EBITDA</td>
<td>$ 40,623</td>
<td>$ 37,255</td>
</tr>
</tbody>
</table>

(a) The estimated impact of the additional week in fiscal 2015 was calculated by dividing unadjusted sales for the fourth quarter of fiscal 2015 by 14 weeks.

Adjusted sales is presented as a supplementary financial measurement in the evaluation of our business. We believe the presentation of adjusted sales helps investors assess our financial performance from period to period and enhances understanding of our financial performance; however, adjusted sales may not be comparable to those of other companies in our industry, which limits the usefulness as comparative measures. Adjusted sales is not a measure required by or calculated in accordance with GAAP and should not be considered as a substitute for any measure of financial performance reported in accordance with GAAP. Investors should rely primarily on our GAAP results and use non-GAAP financial measures only supplementally in making investment decisions.
## Adjusted Sales, Adjusted Operating Income (Loss), Adjusted Operating Margin Reconciliations

**$ in millions**

Unaudited

### Adjusted Sales, Adjusted Operating Income (Loss) and Adjusted Operating Margin

(for the 12 months ended October 3, 2015)

<table>
<thead>
<tr>
<th></th>
<th>Chicken</th>
<th>Beef</th>
<th>Pork</th>
<th>Prepared Foods</th>
<th>Other</th>
<th>Intersegment Sales</th>
<th>Sales</th>
<th>Total</th>
</tr>
</thead>
<tbody>
<tr>
<td><strong>Reported sales</strong></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td></td>
<td>$11,390</td>
<td>$17,236</td>
<td>$5,262</td>
<td>$7,822</td>
<td>$879</td>
<td>(1,216)</td>
<td>$41,373</td>
<td></td>
</tr>
<tr>
<td><strong>Less: Estimated impact of additional week (a)</strong></td>
<td>(216)</td>
<td>(315)</td>
<td>(93)</td>
<td>(143)</td>
<td>(8)</td>
<td>25</td>
<td>(750)</td>
<td></td>
</tr>
<tr>
<td><strong>Adjusted sales</strong></td>
<td>$11,174</td>
<td>$16,921</td>
<td>$5,169</td>
<td>$7,679</td>
<td>$871</td>
<td>(1,191)</td>
<td>$40,623</td>
<td></td>
</tr>
<tr>
<td><strong>Reported operating income (loss)</strong></td>
<td>$1,366</td>
<td>(66)</td>
<td>380</td>
<td>588</td>
<td>(99)</td>
<td>-</td>
<td>-</td>
<td>$2,169</td>
</tr>
<tr>
<td><strong>Add: China impairment</strong></td>
<td>-</td>
<td>-</td>
<td>-</td>
<td>-</td>
<td>169</td>
<td>-</td>
<td>169</td>
<td></td>
</tr>
<tr>
<td><strong>Add: Merger and integration costs</strong></td>
<td>-</td>
<td>-</td>
<td>-</td>
<td>10</td>
<td>47</td>
<td>-</td>
<td>57</td>
<td></td>
</tr>
<tr>
<td><strong>Add: Prepared Foods network optimization charges</strong></td>
<td>-</td>
<td>-</td>
<td>-</td>
<td>59</td>
<td>-</td>
<td>-</td>
<td>59</td>
<td></td>
</tr>
<tr>
<td><strong>Add: Denison plant closure</strong></td>
<td>-</td>
<td>12</td>
<td>-</td>
<td>-</td>
<td>-</td>
<td>-</td>
<td>-</td>
<td>12</td>
</tr>
<tr>
<td><strong>Less: Insurance proceeds (net of costs) related to a legacy Hillshire Brands plant fire</strong></td>
<td>-</td>
<td>-</td>
<td>-</td>
<td>(8)</td>
<td>-</td>
<td>-</td>
<td>(8)</td>
<td></td>
</tr>
<tr>
<td><strong>Less: Gain on sale of the Mexico operation</strong></td>
<td>-</td>
<td>-</td>
<td>-</td>
<td>(161)</td>
<td>-</td>
<td>(161)</td>
<td>-</td>
<td>(161)</td>
</tr>
<tr>
<td><strong>Adjusted operating income prior to adjustment for additional week</strong></td>
<td>1,366</td>
<td>(54)</td>
<td>380</td>
<td>649</td>
<td>(44)</td>
<td>-</td>
<td>2,297</td>
<td></td>
</tr>
<tr>
<td><strong>Less: Estimated impact of additional week (b)</strong></td>
<td>(26)</td>
<td>1</td>
<td>(7)</td>
<td>(13)</td>
<td>1</td>
<td>-</td>
<td>(44)</td>
<td></td>
</tr>
<tr>
<td><strong>Adjusted operating income (loss)</strong></td>
<td>$1,340</td>
<td>(53)</td>
<td>$373</td>
<td>$636</td>
<td>(43)</td>
<td>-</td>
<td>$2,253</td>
<td></td>
</tr>
<tr>
<td><strong>Adjusted operating margin %</strong></td>
<td>12.0%</td>
<td>-0.3%</td>
<td>7.2%</td>
<td>8.3%</td>
<td>n/a</td>
<td>n/a</td>
<td>5.5%</td>
<td></td>
</tr>
</tbody>
</table>

(a) The estimated impact of the additional week in the 12 months of fiscal 2015 was calculated by dividing unadjusted sales for the fourth quarter of fiscal 2015 by 14 weeks.

(b) Impact of additional week was calculated by using the fourth quarter of fiscal 2015 adjusted operating income (prior to the additional week impact) divided by 14 weeks.

Adjusted sales, adjusted operating income and adjusted operating margin are presented as supplementary financial measurements in the evaluation of our business. We believe the presentation of adjusted sales, adjusted operating income and adjusted operating margin helps investors assess our financial performance from period to period and enhances understanding of our financial performance; however, adjusted sales, adjusted operating income and adjusted operating margin may not be comparable to those of other companies in our industry, which limits the usefulness as comparative measures. Adjusted sales, adjusted operating income and adjusted operating margin are not measures required by or calculated in accordance with GAAP and should not be considered as substitutes for any measures of financial performance reported in accordance with GAAP. Investors should rely primarily on our GAAP results and use non-GAAP financial measures only supplementarily in making investment decisions.