Perdue Company History and General Information

2023

The document provided is solely for the purpose of educating students that are participating in the 2023 National Shore Sales Challenge (NSSC) at Salisbury University. This document supports the NSSC competition mock sales deck.

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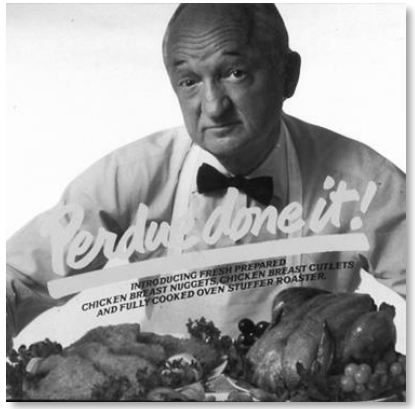
The Perdue Farms Story

Founded in 1920 – Four generations later



Our Vision

To be the most trusted name in food and agricultural products.

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Perdue Farms – Organization

We carry our vision and values forward in every aspect of our organization, from Foods to Agribusiness

Perdue Foods™

PERDUE® AgriBusiness®

Through our two operating divisions, Perdue Foods and Perdue AgriBusiness, we are empowering consumers, customers, and farmers with trusted choices.

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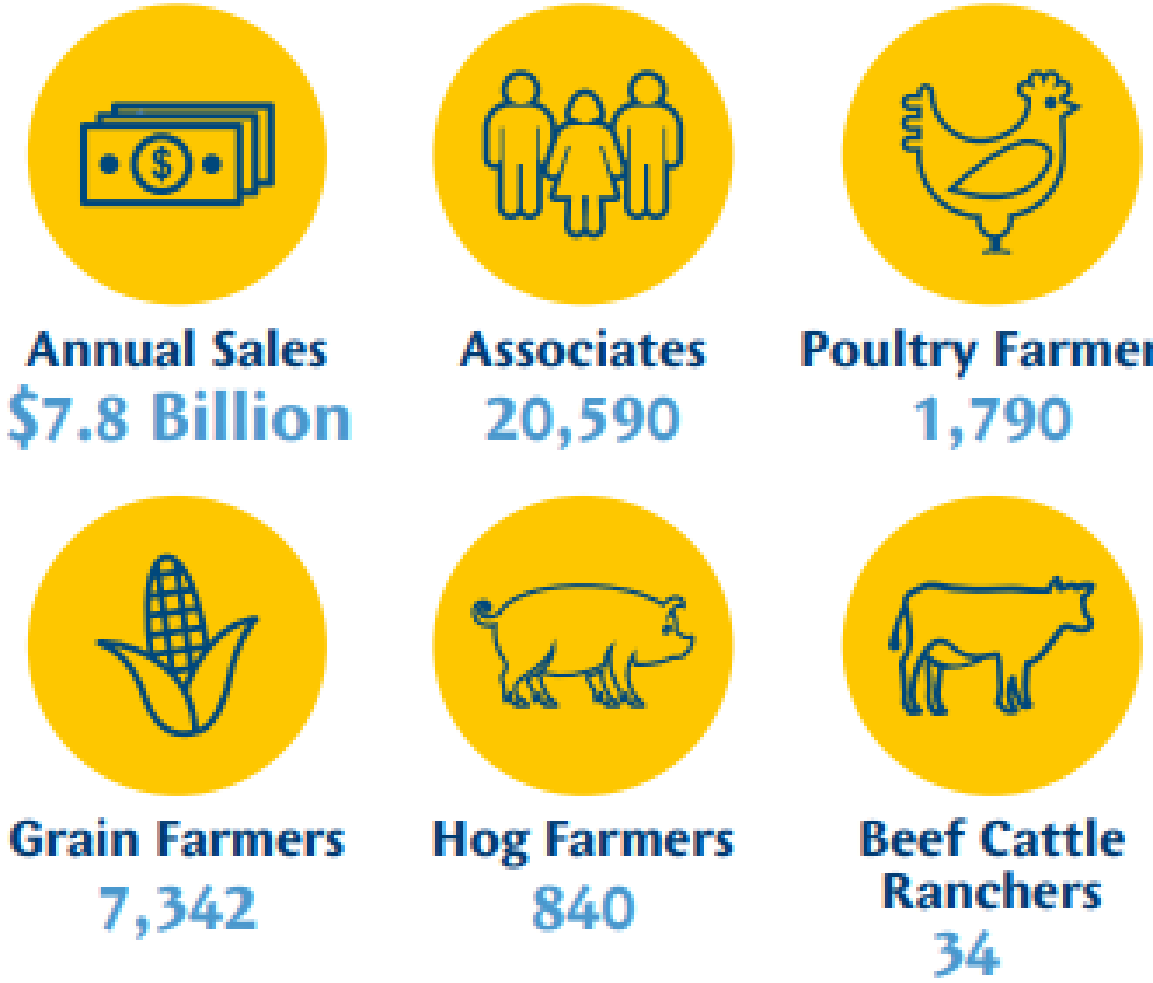
Perdue Farms – At a Glance

In 2020 we turned 100 years old, and going into our next 100 years, we continue to move on the path of getting better, not bigger.



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Our Values - Quality, Integrity, Teamwork, Stewardship

The same values that we built out company on are the same values that guide us today

Quality

Integrity

Teamwork

Stewardship

Our Aspirations

To our consumers, we want to be the brands that they look for to provide the freshest-tasting, most convenient, better-for-you foods as well as reliable agricultural products.

To our customers, we want to be their most trusted partner, providing innovative products and service solutions.

To our communities, we want to be a trusted corporate citizen and conscientious steward of the environment.

To our associates, we want to offer a safe, supportive and healthy environment where people want to work.

To our farm partners, we want to offer a dependable market for their products and guidance in productivity, risk management, safety and environmental stewardship to support family farms.

To our shareholders, we want to deliver consistent earnings and growth and a strong balance sheet in pursuit of our goals, while remaining true to our values.

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We are responsible for…

Our impact throughout our communities, in more ways than one

Food

Environment

Animals

People & Partners

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Food

Our brands

Perdue Foods™

We believe in responsibly producing safe, high-quality, trusted and affordable food.

- National and local brands
- Leader in no-antibiotics ever, all-vegetarian fed chicken, turkey, pork and beef
- Leader in USDA certified organic chicken
- Consumer-centric products with a focus on innovation

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Environment

Protecting our natural resources

We believe in being responsible stewards of our natural resources.

- Encouraging and measuring environmental sustainability at facilities
- Recognizing outstanding efforts by our family farmers who go the extra mile
- Learning from our acquired businesses, like Niman Ranch
- Lessening our footprint through E-Commerce

Partnerships with Perdue Farms

- Project Stream Clean
- Oyster Recovery Partnership
- Savory Institute's Land to Market Program
- U.S. Market-Based Regenerative Grasslands Partnership

Our long-standing environmental sustainability efforts include goals for reducing our environmental footprint.

Compared with our 2015 baseline, we have:

REDUCED OUR GREENHOUSE **GAS INTENSITY**

8.9%

REDUCED OUR **WATER USAGE** INTENSITY

.4%

EXCEEDED OUR **SOLID WASTE** DIVERSION FROM LANDFILLS GOAL OF 90% AT

95.4%

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Animal Care

Changing the industry for the better

We believe in responsibly raising animals for food.

- Advancing the quality of life for our animals, guided by the Five Freedoms, the globally accepted gold standard for animal husbandry, including:
  - Freedom from thirst and hunger
  - Freedom from discomfort
  - Freedom from pain, injury or disease
  - Freedom to express normal behavior
  - Freedom from fear and disease

We go the extra miles

- Our Chief Animal Care Officer oversees our programs and USDA Process Verified Program
- Annual Animal Care Summit, Hog Farmer Weekend, and Beef Summit – Brings key stakeholders together
- On-farm learning centers and open houses

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People & Partners

Investing in our people and communities

We believe in being a responsible employer, investing in our associate's growth, safety, and well-being.

- Perdue Mentorship Program
- Perdue Learning University for advanced personal and professional growth – online and in person
- A strong focus on Diversity & Inclusion through committees and groups
  - Organization for Women, Veteran's Associate Resource Group, Interfaith and Spiritual Resource Group, and many more!

We believe in being a responsible member of the communities where we do business.

- The Arthur W. Perdue Foundation, donated $3 million in grants to 157 nonprofits since the start of the pandemic
- 4.2 million pounds of protein was donated to Feeding America in 2021
- Associates are encouraged to get involved through external non-profits that we work with; United Way, Wreaths Across America, Salvation Army, etc.

DIVERSITY IMPACT AWARDS

100%
Associates are **eligible** for company health benefits

100%
Full-time associates are **eligible** for company 401(k) match and bonus plans

95%
Associates who work full-time

PERDUE Strike Out Hunger

"Best Employer for New Graduates 2021" by Forbes

A Guiding Partner With FEEDING AMERICA

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Thank you for learning more about Perdue Farms!

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