DEAN FOODS OVERVIEW

Headquartered in Dallas, Dean Foods is a leading food and beverage company and the largest processor and direct-to-store distributor of fluid milk and other fluid dairy products in the United States.

We process, sell and distribute a wide variety of branded and private label dairy case products, including fluid milk, ice cream, cultured dairy products, creamers, ice cream mix, and other dairy products to retailers, distributors, foodservice outlets, educational institutions, and governmental entities across the United States.

2014 NET SALES - PRODUCTS

- 73% Fluid Milk
- 40% Dean Branded White and Flavored
- 3% ESL & ESL Creamers (2)
- 4% Cultured
- 4% Other Beverages (3)
- 10% Ice Cream (4)
- 2% Other (5)

(1) Includes half-and-half and whipping cream
(2) Includes creamers and other ESL fluids
(3) Includes fruit juices, fruit-flavored drinks, tea and water
(4) Includes ice cream, ice cream mix and ice cream novelties
(5) Includes items for resale such as butter, cheese, eggs and milkshakes

FACTS AT-A-GLANCE*

- 2014 net sales: $9.5 billion
- Traded on NYSE as DF
- Approximately 17,000 employees
- Leader across the U.S. refrigerated case
- Nearly 70 manufacturing facilities throughout the U.S.
- Product distribution across all 50 states

*All information based on 2014 year-end data
OUR VISION

Be the most admired and trusted provider of wholesome, great-tasting dairy products at every occasion.

ENHANCING THE COMMUNITIES WE SERVE

At Dean Foods, we take pride in our role as a responsible corporate citizen—environmentally, socially, and philanthropically. We know that doing the right thing is the best thing for our business, and meeting this expectation has become a requirement to stay competitive. From reducing our carbon footprint to improving the safety of our employees, we are committed to keeping corporate responsibility an integral part of our work.

We also believe that enriching the communities where we operate is not a choice, but a responsibility. Our corporate philanthropy initiatives focus on the values that align with our business objectives. Through the Dean Foods Foundation, we hope to make a significant impact by supporting organizations that focus on childhood nutrition, youth leadership, dairy stewardship, and disaster relief. Our employees also give generously of their time in communities across the country, and our local businesses often donate products or sponsor community events.

CONTACT US

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DEAN FOODS FACTS

DairyPure® launched in 2015 as the first and largest fresh white milk national brand.

• DairyPure is backed by an exclusive Five-Point Purity Promise™, ensuring it starts pure and stays pure from farm to fridge.
  √ No artificial growth hormones*
  √ All milk is tested for antibiotics
  √ Continually quality tested to ensure purity
  √ Only from cows fed a healthy diet
  √ Cold shipped fresh from your local dairy

• Annual sales in gallons for all DairyPure products will be enough to fill nearly 788 Olympic-sized swimming pools**

• DairyPure unlocks potential for national partnerships with other leaders in the food industry (for example, national advertising and coupon partnerships with other food companies).

Here are a few facts that keep us sweet on TruMoo™:

• Over 100 million units of TruMoo are sold at retail each year.

• In schools, 7.3 million units are served every day: TruMoo is often a preferred choice by school nutrition professionals because of its better-for-you nutritional profile.

• TruMoo has surpassed the distribution of all Dean Foods regional white milk brands combined***

* No significant difference has been shown between milk derived from cows treated with artificial growth hormone rbST and no-rBST-treated cows

** Based on 2014 sales in schools and retail; products include white milk, creams, cottage cheese and sour cream

*** Source: IR Total US MULO, YTD 4-26-15