DEAN FOODS FACTS  AUGUST 2016

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

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.

2015 NET SALES - PRODUCTS

- 70% FLUID MILK
- 25% DEAN BRAND WHITE
- 7% TRUMPED
- 4% OTHER (5)
- 4% CULTURED
- 3% ESL & ESL CREAMERS (2)
- 4% OTHER BEVERAGES (3)
- 4% IC A YEM (4)
- 10% ICE CREAM (4)

(1) Includes half-and-half and whipping cream
(2) Includes creamers and other ESL fluids
(3) Includes fruit juice, 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*

- 2015 net sales: $8.1 billion
- Traded on NYSE as DF
- Approximately 17,000 employees
- Nearly 70 manufacturing facilities throughout the U.S.
- Product distribution across all 50 states

*All information based on 2015 year-end data
STRENGTHENING LIVES THROUGH THE GOODNESS OF DAIRY

At Dean Foods, we take pride in living our Purpose of strengthening lives through the goodness of dairy, which aligns with our corporate social responsibility efforts. We know that being a responsible corporate citizen 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, 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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Expansion of the DairyPure brand
With the successful launch of DairyPure, one national brand endorsed by our local brands, Dean Foods is embarking on the expansion of DairyPure products:
• School milk has transitioned to DairyPure, allowing our youngest consumers to have the daily opportunity to drink our milk at school.
• DairyPure Lactose Free milk is now available at large retailers throughout the country.
• DairyPure creams now come in new packaging and are available nationwide in both retail and foodservice channels.

TruMoo continues to grow
TruMoo is America's favorite flavored milk brand. In addition to chocolate, vanilla and strawberry, limited-time offers prove to be popular. With the introduction of TruMoo Calcium Plus, we are adding more nutritional benefit to flavored milk. Also, TruMoo's expansion into protein drinks continues our focus on healthy indulgences while providing a nutritious drink for people needing an extra boost of protein in their diets.