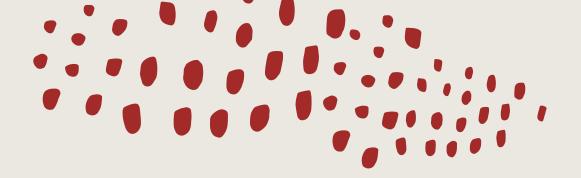
## **Chobani**®





**Our Story** 

## Who we are

Since its founding 10 years ago, Chobani has always been a different kind of company. After moving to New York from his native Turkey, our CEO Hamdi Ulukaya found that in America, yogurt just wasn't as delicious and widely available as it was back home. He thought everyone deserved better options, so he set about making delicious, nutritious, natural, and accessible Greek Yogurt right here in the U.S.A.







### What We Stand For

Our mission since day one has been to provide better food to more people. And now as the No. 1-selling Greek Yogurt brand in America and the second largest overall yogurt manufacturer, we believe every food maker has a responsibility to provide people with better options, which is why we're so proud of the way our food is made.

From the very first batch that came off the line in Upstate New York, in 2007, our mission has been to bring better food to more people. We believe people deserve food that is delicious, nutritious, natural, and accessible. We call it our DNNA. But our company doesn't just create quality food— we are mission-based, and on a journey to making universal wellness happen sooner. That comes alive in our yogurt-products, as well as the way we operate. To date, we've donated over 50 million cups of yogurt, we've volunteered over 20,000 hours of our time, and given over 175 grants to causes we believe in. In 2018, Chobani gave over \$1 million in sponsorships as well as financial and in-kind donations to our communities, while employees and company leadership participated in 100 local events across our locations and beyond. We're a company that uses food as a force for good—for all Americans, in all communities.

### **Our Food Philosophy**

Our food philosophy of crafting quality products with simple ingredients is what makes Chobani a different kind of yogurt. We turn milk into yogurt using an authentic straining process that's been around for generations.

The story is well known about our founder and CEO Hamdi Ulukaya, who started Chobani with the simple mission of making a quality cup of yogurt. Though we've grown, every day we make wholesome products by taking a back-to-basics approach that captures our innovation philosophy: crafting quality food using simple ingredients. Instead of cutting corners, we take the time to make our authentic Greek Yogurt by using a time-honored traditional recipe with real ingredients.



Across our product portfolio, we ensure that certain quality elements remain consistent. Our milk is locally sourced, close to our manufacturing plants in Central New York, and the Magic Valley, Idaho. It's free of rBST<sup>1</sup>, and always non-GMO. All ingredients are real—we refuse to use any preservatives. From the fruits we use to the crunches we add, and everything in between, our yogurts never contain artificial flavors, artificial sweeteners, or modified corn starch. Lastly, we authentically strain our yogurt according to old tradition, making a thicker, creamier finished product that yields 11-15 grams of protein per 5.3oz cup.

### **Our Portfolio**

As we perfected our original Greek Yogurt recipes, we set our eyes on the future and the possibilities to create more options and do more good.

We set out to grow our portfolio, and introduced the award-winning Chobani® Flip® Greek Yogurt, Chobani® Limited Batch flavors, and Chobani® Whole Milk Greek Yogurt. In 2016, we created a Greek Yogurt drink, which is a great on-the-go snack or post-workout pick-me-up with protein and probiotics.

Our newest innovations include Chobani<sup>®</sup> Less Sugar Greek Yogurt, with 45% less sugar than other yogurts<sup>2</sup>; our new line of kids' yogurt, Chobani Gimmies<sup>®</sup> in three fun formats; Chobani<sup>®</sup> Squeezable Greek Yogurt, an easy-to-use resealable pouch that is perfect food topper alternative to sour cream; and now, Chobani<sup>®</sup> Greek Yogurt with Nut Butter, a powerhouse pairing of Greek yogurt and nut butters.

In 2019, we brought our craftsmanship to the non-dairy space, launching our coconut-based Non-Dairy Chobani<sup>™</sup> cups and drinks. Like our other Chobani<sup>®</sup> products, Non-Dairy Chobani<sup>™</sup> is made using natural, non-GMO ingredients, and no artificial flavors, sweeteners, or preservatives to adhere to our authentic Chobani craft and food philosophy. Our Non-Dairy Chobani<sup>™</sup> products contain billions of probiotics and naturally contain no lactose.



### **Our Business Philosophy**

At Chobani, we know the most important thing we make is a difference. Since we started, Chobani has tried to inspire a new way of doing business one that prioritizes our people, our communities, and our consumers. To broaden our mission to bring better food to more people, we know we need to go beyond our own walls. We also know that business done right has the ability to change lives and strengthen communities.

to go beyond our own walls. We also know that business done right has the ability to change lives and strengthen communities. For us, that means how we operate internally and what we give outside of our own company. We give a portion of our profits to charity to create further sustainable change in the communities in which we operate; just as we promote a culture of diversity, inclusivity and "doing the right thing." In our plants, we've also welcomed people from around the world. Chobani employees come from every conceivable background—the

In our plants, we've also welcomed people from around the world. Chobani employees come from every conceivable background—the communities in Upstate, New York, for instance, include people from Vietnam, Thailand, Myanmar, and Nepal, resettled as refugees following often violent and difficult experiences in their home countries.

In 2012, we opened the world's largest yogurt facility in Twin Falls, Idaho, a \$450 million investment in the Magic Valley, creating jobs and opportunities for the local community. In the communities where we operate Chobani has contributed to employment in the local dairy industry and helped reduce regional unemployment rates, including a 60% reduction of the unemployment rate in Idaho's Magic Valley since our arrival in 2012<sup>3</sup>.

For the last four years, Chobani was certified as a Great Place to Work®, and our commitment to our people only grows. In 2016, we introduced Chobani Shares, an initiative to give every full-time member of the company the opportunity to share in the growth of Chobani over time. In early 2017, we implemented a new, paid parental leave policy for parents—both mothers and fathers—of newly born, adopted or fostered children, offering six weeks to state minimums of 100% paid parental leave for all full-time hourly and salaried employees.

On a personal note, our founder Hamdi has signed the Giving Pledge, a commitment by the world's wealthiest individuals and families to give away the majority of their wealth during their lifetimes. Simultaneously, he launched the Tent Foundation, an organization dedicated to helping the world's refugees.

## What Comes Next

It has been a busy decade plus for Chobani. Along our journey, we've continually innovated our offerings to evolve with customer tastes and preferences, leading with our values and putting our people first.

As we look to the future, Chobani is reinvigorating its founding mission and setting our sights further with a vision to make universal wellness happen sooner. This evolution supports Chobani's ambition to become a food-focused wellness company, continuing to provide better food to all people.

<sup>1</sup> Milk from rBST-treated cows is not significantly different.

<sup>2</sup> Chobani<sup>®</sup> Less Sugar Greek Yogurt: 9g sugar per 5.3oz; other yogurts: avg. 17g sugar per 5.3oz.

<sup>3</sup> Dept. of Labor, March 2019, Idaho Dept. of Labor



**Our Journey** 

## It started with a seed



### 2005

• Chobani founder Hamdi Ulukaya stumbles upon a postcard in the mail for a shuttered yogurt dairy plant from 1885 in South Edmeston, New York. After initially throwing the ad away, Hamdi fishes it out of the trash and decides to purchase the plant with the help of an SBA 504 loan

### 2007

- With the help of a small group, Hamdi worked for nearly 18 months to perfect the recipe for Chobani® Greek Yogurt
- a small grocer in Long Island, New York

### 2010

- Chobani becomes the No. 1-selling Greek Yogurt in America
- Chobani's charitable arm is formed

### 2011

• Chobani launches in Australia

### 2012

- completed in just 326 days following a \$450 million investment
- in New York City, to serve as an incubation hub for the company
- U.S. Olympic teams

### 2013

• Hamdi wins Ernst & Young World Entrepreneur of the Year Award

## 2014

• Chobani introduces Chobani<sup>®</sup> Flip<sup>®</sup> Greek Yogurt, Chobani<sup>®</sup> Limited Batch flavors, and Chobani Kids<sup>®</sup> Greek Yogurt Tubes



• In 2007, the very first cup of Chobani<sup>®</sup> Greek Yogurt hits shelves in

• Chobani breaks ground on a new production facility in Twin Falls, Idaho

• Chobani opens its second U.S. production facility in Twin Falls, Idaho— the world's largest yogurt plant. The one-million-square-foot plant is • Chobani Café<sup>®</sup> SoHo, the first Chobani brick-and-mortar store, opens • Chobani becomes an official sponsor of the 2012, 2014, 2016 & 2018

### 2015

- Chobani launches its Chobani Kids® Pouches
- Hamdi joins the Giving Pledge, a commitment to give away most of his wealth in his lifetime
- USDA selects Chobani as the main provider of Greek Yogurt for its national K-12 school meal program
- Hamdi forms the Tent Foundation, his personal foundation that is committed to ending the global refugee crisis—the worst humanitarian crisis since World War II—and help 60 million people realize their full potential

### 2016

- Launches Chobani<sup>®</sup> Greek Yogurt drink
- Launches employee profit-sharing program
- Announces a new food service partnership with McDonald's in Southern California providing yogurt for their parfaits
- Enters the Mexican market in summer 2016
- $\bullet \qquad {\rm Chobani}^{\scriptscriptstyle \otimes}\,{\rm Flip}^{\scriptscriptstyle \otimes}\,{\rm platform\,wins\,Nielsen\,Breakthrough\,Innovation\,Award}$
- Launches the Chobani<sup>®</sup> Incubator to help small companies with big hearts and ideas challenge the food industry, improve broken systems, and make a difference
- Chobani certified as a Great Place To Work®
- Announces new Paid Parental Leave program for mothers and fathers

### 2017

- Surpasses Yoplait as No. 2 manufacturer in overall yogurt
- Fast Company recognizes Chobani as one of the top 10 most innovative companies in the world (No. 9 overall; No. 1 food company and No. 1 social good company)
- Fast Company recognizes Chobani as one of the 25 brands to watch
- Fortune recognizes Chobani as one of the top 50 Companies Changing the World
- Chobani has record production—more cases are produced and shipped than any time in the company's history—and an extremely successful reset in January with 18 new SKUs and significant increase in distribution
- Welcomes the first two cohorts of Chobani<sup>®</sup> Incubator participants. Member companies have seen 250% growth in distribution and nearly 150% sales growth on average to date
- Announces the expansion in Twin Falls, Idaho, with new, state-ofthe-art Innovation and Community Center
- Unveils a new evolution of our brand identity with a new logo and packaging across our portfolio



## 2018

- Chobani offers free yogurt to everyone in America to celebrate its 10-year anniversary
- Fast Company recognizes Chobani as one of its Most Innovative Companies in Food
- PEOPLE Magazine recognizes Chobani as one of its Companies that Care
- Launches Chobani<sup>®</sup> Less Sugar Greek Yogurt, our line of products with less sugar than regular yogurts<sup>1</sup>
- Introduces Chobani<sup>®</sup> Squeezable Greek Yogurt, the first-ever squeezeable yogurt pouch
- Reimagines Greek Yogurt for kids with our Chobani Gimmies®
   product line
- Launches our Chobani Scholars scholarship program for students pursuing a career in dairy farming and Community Impact Funds in New York and Idaho
- The Healthcare of Ontario Pension Plan (HOOPP) becomes a minority investor in Chobani
- Chobani's brand transformation wins numerous branding and design awards, including a Cannes Bronze Lion
- Welcomes two new Chobani Incubator cohorts and adds a Food Tech Residency to the program

### 2019

- Opens Twin Falls Innovation & Community Center, housing Chobani's global R&D function
- Chobani enters new territory with plant-based Chobani Non-Dairy™ product line
- Hamdi delivers a TED Talk on his "Anti-CEO Playbook" at the TED2019 conference
- Pays off student school lunch debt in Warwick, Rhode Island, Twin Falls, Idaho, and Upstate New York to in an effort to support childhood nutrition and end "lunch shaming"
- Launches Chobani<sup>®</sup> Greek Yogurt with Nut Butter, a satisfying new product that pairs our Greek Yogurt with nut butters
- Announces Milk Matters™, the company's comprehensive, industry-leading vision for the future of dairy
- Chobani is named a Great Place to  $\mathsf{Work}^{\texttt{@}}$  for the fourth year in a row

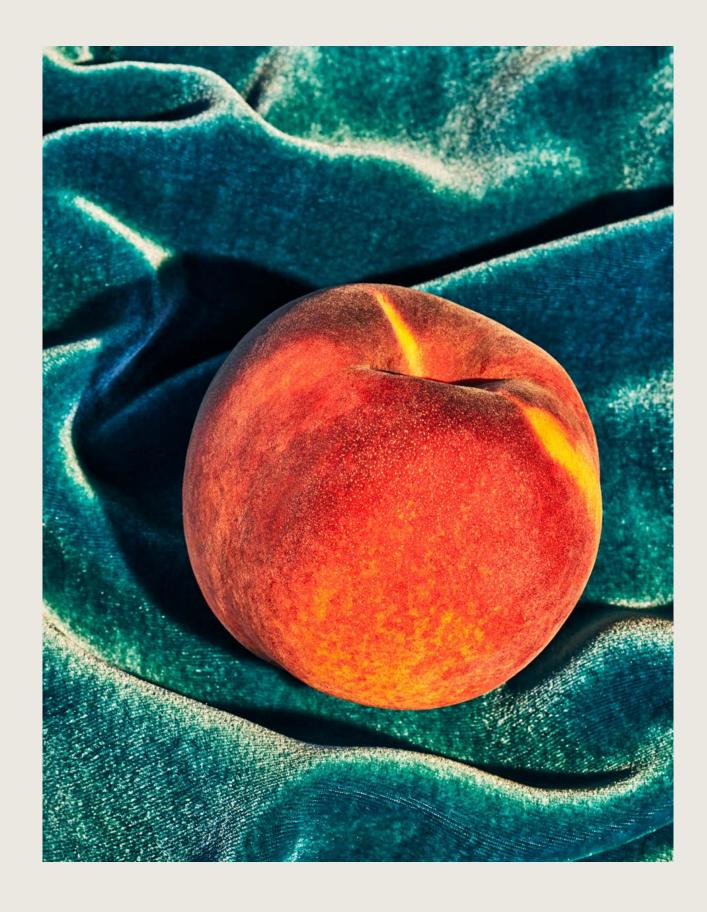


<sup>1</sup> Chobani<sup>®</sup> Less Sugar Greek Yogurt: 9g sugar per 5.3oz; other yogurts: avg. 17g sugar per 5.3oz.

## Our Commuties

Since day one, we've promoted diversity and inclusivity within our workforce because we know that our communities are stronger when people are given opportunity and access. At the core of our business, we want our employees to have a happy and fulfilling life with their families, while also empowering them to share our success.

We welcome people from around the world and work with local refugee centers to support those who have come to the U.S. in search of safety and the opportunity of a better life. And our participation in the community goes beyond the manufacturing floor. In 2018, Chobani gave over \$1MM in sponsorships as well as financial and in-kind donations to our communities, while employees and company leadership participated in more than 100 local events each year across all of our locations and beyond.





### **Central New York**

- Our first plant in the hamlet of South Edmeston, purchased in 2005
- Our corporate campus in Norwich, purchased in 2009
- Both form the basis of Chobani's East Coast manufacturing and support operations
- Our 900+ jobs in New York State contribute to the 63,000+ direct jobs in the New York dairy industry community<sup>1</sup>
- Over the last ten years of Chobani's presence in Central New York, unemployment rates have decreased by more than 20%<sup>2</sup>



### Twin Falls, Idaho

- Our second plant, opened in December 2012
- The world's largest yogurt manufacturing facility, nearly 1 million sq. ft. in size, over \$700 million investment
- Houses the Chobani Global Research & Development team
- Since Chobani arrived in 2012, Magic Valley unemployment has decreased by more than 60%<sup>3</sup>
- In June of 2019, we unveiled an expansion of our Twin Falls plant with a 70,000-square-foot facility, which houses our state-of-theart Global Research & Development Center, serves as home to our 1,000 local employees, and is a symbolic "open door" to guests and visitors from the surrounding communities

3 6.9% in 2012 to 2.8% in 2018, Dept. of Labor, March 2019, Idaho Dept. of Labor



### New York, New York

- First brick-and-mortar store, opened in SoHo neighborhood in 2012 and expanded in 2014
- Home to Chobani Demand, Creative, Finance, Legal, Chobani<sup>®</sup> Incubator, Logistics, IT, Supply Chain, and culinary test kitchen
- Remote sales offices also located Cincinnati, Ohio; Minneapolis, Minnesota; and Bentonville, Arkansas



### Dandenong, Australia

- Purchased Australian dairy company in 2011
- Celebrated opening manufacturing facility in December 2012
- Recently became the No. 1 yogurt brand in Australia
- All cups produced in Australia use milk sourced from local Australian cows
- In 2017, we launched Chobani<sup>®</sup> Flip<sup>®</sup> products and created an arm of the Chobani<sup>®</sup> Incubator program in Australia

 <sup>1</sup> IDFA, Dairy Delivers® The Economic Impact of Dairy Products in New York (2017)

 2
 From 5.6% in 2008 to 4.4% in 2018, Dept. of Labor, March 2019; Local Area

Unemployment Statistics Program (LAUS), NYS Dept. of Labor

## **Our Beliefs**

In less than 10 years, Chobani has become the No. 1-selling Greek Yogurt brand and the second largest yogurt manufacturer in America. We've come a long way and we're now a family of around 2,000 employees.

We still operate with a small craft company mindset. Our mission is to provide better food for more people because we believe that access to affordable, nutritious, delicious food made with natural ingredients is a right, not a privilege.

### **Food philosophy**

We believe every food maker has a responsibility to provide people with better options, which is why we're so proud of the way our food is made. Every day, we make wholesome products by taking a back-to-basics approach that captures our innovation philosophy: crafting quality products using simple ingredients. Instead of cutting corners, we take the time to make our yogurt using an authentic recipe.

- Non-GMO: In addition to being natural, our ingredients are not genetically modified (non-GMO). We require our suppliers to certify that every ingredient supplied to Chobani is non-GMO. We also conduct our own testing with a third party to verify there has been no cross-contamination across our supply chain.
- **Real ingredients:** From the very first batch that came off the line in South Edmeston in 2007, every cup and every bottle has been crafted without any artificial sweeteners, flavors or preservatives. That means the fruit you taste is real fruit and the honey is real honey. Natural sweeteners: The sweetness in our products is not from artificial sweeteners. It's naturally occurring sugar from our milk (lactose), fruit (fructose), honey, and cane sugar.
- Authentic straining: We turn our milk into yogurt using an authentic straining process that's been around for generations. This special process makes our yogurt extra thick so most of our products offer more protein than regular yogurt.<sup>1</sup>

### Sustainability

We believe that business can be a force for good. Good for the earth, its people, and communities. That's why living our guiding mission of better food for more people extends far beyond our finished product. From cow comfort on dairy farms to responsible manufacturing operations and being active members of our communities where we live and work—we're passionate about democratizing good and accelerating universal wellness.

- **Our operations:** At Chobani we're committed to being a good steward of our planet and using natural resources efficiently. As part of being a responsible manufacturer, we continue to invest in technologies that allow us to produce more while reducing our environmental impact.
  - 1. Since 2014, we've cut our overall energy consumption by 17%—enough electricity to power more than 100 homes in the United States for one year.

- 2. Through transportation efficiency projects, we have been able to take 2,000 trucks off the road for one year and avoid the use of 460,000 gallons of diesel fuel.
- 3. In 2015, we redesigned our packaging to use less plastic. Since then, we've saved over 3.9 million pounds of plastic resin, or the weight of 15 adult blue whales.
- 4. We recycle 100% of the excess whey from our yogurt-making process through partnerships with local dairy farms and businesses who use the whey as animal feed, land-applied fertilizer, or as a renewable fuel source.
- Our supply chain and products: From early on, we've • been committed to sourcing the freshest milk possible from approximately 900 dairy farmers in our local communities. From New Berlin, New York, to Twin Falls, Idaho, we value our relationships with our dairy cooperative partners whose farmers share our values and sense of community.
  - 5. We've partnered with suppliers to co-locate facilities to minimize our transportation footprint.
  - 6. We require that our suppliers only use RSPOcertified palm oil in ingredients supplied to Chobani. Our company's palm oil policy encourages suppliers to adopt the RSPO NEXT standards.
  - 7. We've always considered our supply chain to be part of the Chobani family, which means we expect the same commitment to sustainable and ethical sourcing from each of our suppliers. You can learn more by reading our Supplier Code of Conduct on our website.
- **Our people:** From day one, family has been integral to Chobani. Celebrating our employees and their families is one of the key hallmarks of our success and, as such, welcoming a new child into the family is a milestone that deserves recognition. Our paid parental leave policy provides all employees who have completed at least 12 months of continuous employment as a fulltime employee, with six weeks of 100% paid leave to bond with a new child following a birth, adoption, or foster care placement. We want our employees to be able to bond with the newest additions to their families and return to their jobs feeling confident and ready.
- **Our communities and consumers:** Giving back has been one of Chobani's core values since day one. We're proud to be part of the communities where we live and work and continue to identify ways where we can make a difference. In 2018, our employees collectively volunteered 4,540 total hours through Chobanisponsored community events.

<sup>1</sup> Chobani<sup>®</sup> Greek Yogurt, 12g (24%DV) protein per 5.3oz; regular (non-fat or low-fat) yogurt 6g (12% DV) protein per 5.3oz.





### Chobani® Greek Yogurt (5.3oz, 32oz)

- Made with authentically strained Greek Yogurt and real fruit.
- Excellent source of protein (11-12 grams per serving), 120-150 calories per 5.3oz cup, (190-220 per 10oz drink), good source of calcium, contains live and active cultures.
- 14 flavors of Fruit on the Bottom, 12 flavors of Blended, including two limited-batch seasonal flavors and our first-ever charitable Hero Batch. Made in partnership with Operation Homefront, this product supports America's military families.
- The newest addition to the Chobani family: Chobani<sup>®</sup> Greek Yogurt with Nut Butter combines Greek Yogurt with tasty nut butter blends on the bottom of each cup. Available in 5 delicious flavor pairings

### Chobani® Greek Yogurt Plain (32oz, 5lb)

 Chobani<sup>®</sup> Greek Yogurt is available in Original Plain varieties in in Non-Fat, Low-Fat, and Whole Milk, making it ideal for cooking, baking, and mixing in smoothies and parfaits. A smart and delicious
 substitute for sour cream, mayo, and much more.



### Chobani<sup>®</sup> Flip<sup>®</sup> (5.3oz with mix-ins)

- Chobani<sup>®</sup> Flip<sup>®</sup> products combine Greek Yogurt with only natural toppings like dark chocolate, nuts, or cookie pieces on the side for a delicious and better-for-you snack.
- Available in 20 varieties, including a rotating limited-batch seasonal flavor—all inspired by America's favorite snacks.
- Made with only natural ingredients, 160-240 calories per serving, an excellent source of protein (11-13 grams; 22-25% DV) per serving.

### Chobani<sup>®</sup> Non-Dairy Blend and Drink (5.3oz, 7oz)

- Chobani's first-ever plant-based product line, made with only natural ingredients and nothing artificial
- A delicious, non-dairy coconut-based blend packed with billions of probiotics
- Chobani Non-Dairy™ cups are available in Blueberry, Peach, Slightly Sweet Plain, Strawberry, and Vanilla.
- Chobani Non-Dairy™ drinks are available in Mango, Slightly Sweet Plain, Strawberry, and Vanilla Chai.

## Chobani<sup>®</sup> Less Sugar Greek Yogurt (5.3oz, 5.3oz with mix-ins, 24oz)

- A simply crafted Greek Yogurt made with hand-selected varietal fruits and spices for a delicious taste with healthful eating in mind.
- Mildly sweet (9g sugar) and good source of protein (12g) per serving; 120 calories per serving.
   Currently available in 12 unique, subtly-sweet flavors that come as
- Currently available in 12 unique, subtly-sweet flavors that come as cups, multi-serve, and mix-ins.

## Chobani Gimmies<sup>®</sup> Crunch (4oz), Milkshakes (4oz, 6-pack), Pouches (3.5oz, 4-pack), and Tubes (1.5oz, 10-pack)

- Fun and nutritious, uniquely delicious Chobani Gimmies<sup>®</sup> are the snacks kids—and parents—love.
- Available in yogurt crunch, milkshakes, pouches and lunchboxlength tubes
- Nothing artificial. 2x more protein<sup>1</sup>.
- Billions of probiotics to support gut health and calcium to build strong bones.
- Chobani Gimmies<sup>®</sup> products are available in 13 familiar, kidapproved flavors like Cookies & Cream Crush and Best Birthday Ever.



## Chobani® Squeezable Greek Yogurt (14oz)

- Our same delicious plain Greek Yogurt in an easy-to-use, resealable squeeze pouch for a mess-free topping you can feel good about incorporating into your favorite meal and snack recipes.
- Powerful protein punch: Chobani Savor provides 3x more protein than the equivalent amount of sour cream<sup>2</sup>

## Chobani® Drink (7oz)

- Spoons need not apply. Chobani Greek Yogurt Drink is a great anytime snack between meals. Grab one with one hand, cross an item off your to-do list with the other.
- Made with only natural ingredients including real fruit and probiotics. An excellent source of protein and calcium, perfect portable nutrition on the go.
- 10 delicious flavors, all with 30% less sugar than other adult yogurt drinks<sup>3</sup>.

<sup>1</sup> Than the leading kids' yogurts. Chobani Gimmies™ Crunch: 2g protein per oz; leading kids' yogurt with mix-ins: avg. 1g protein per oz. Chobani Gimmies™ Milkshakes: 1.5g protein per fl. oz; leading kids' drinkable yogurt: 0.75g protein per fl. oz. Chobani Gimmies™ Tubes: 3g protein per 1.5oz; leading kids' yogurt tubes: avg. 1.5g protein per 1.5oz. Chobani Gimmies™ Pouches: 2.2g protein per oz.; leading kids' yogurt: avg. 1g protein per oz.

<sup>2</sup> Chobani<sup>®</sup> Low-Fat Plain: 3g protein, 0.5g fat per 2 tbsp; sour cream: 1g protein, 6g fat per 2 tbsp. Chobani<sup>®</sup> Whole Milk Plain: 3g protein, 1.5g fat per 2 tbsp; sour cream: 1g protein, 6g fat per 2 tbsp.

<sup>3</sup> Chobani® Greek Yogurt Drinks: avg 15g sugar; other adult yogurt drinks: avg 22g sugar per 7oz serving.

## Beyond



## the Cup

## The Chobani<sup>®</sup> Incubator

Hamdi launched the Chobani<sup>®</sup> Incubator in 2016 to support food entrepreneurs aiming to challenge the food industry, improve broken systems and bring better food to more people—principles through which Chobani was founded.

"Natural food startups with the right mindset can make a big difference," Hamdi said in the announcement. "I know that getting started can be the hardest part of the journey, so I designed the [Chobani<sup>®</sup> Incubator] to share what we've learned when it comes to scaling up, challenging the Big Guys, and fighting convention. This is a no-strings-attached, grant-based program to support entrepreneurs so we can further fuel the food revolution."

Since its inception, more than 35 companies across four cohorts have participated in the Chobani<sup>®</sup> Incubator program. From snacking, to frozen foods, to better-for-you beverages, these innovative and inspiring companies are disrupting nearly every category. Participants in the first two Chobani<sup>®</sup> Incubator cohorts have seen on average a 68% growth in distribution and more than 67% annual revenue growth since joining the program. And, over all, alumni have collectively raised over \$60 million since the program's inception in 2016.

In addition to helping emerging natural food and beverage startups grow, the Chobani<sup>®</sup> Incubator also wants to solve challenges throughout the food and agriculture system—from waste reduction to food safety to supply chain traceability and more. In 2018, we launched a Food Tech Residency, which brings tech entrepreneurs to the front lines of food manufacturing to tap into our operations, supply chain, logistics, and quality assurance expertise and build innovative solutions to the industry's biggest challenges.

## Our Café

Since day one, we've been on mission to make better food for more people. That's part of everything we do—including our café in SoHo which is a one-of-a-kind Mediterranean-inspired café that brings the specialness of our brand to life and also double serves as an incubation and innovation hub for Chobani.

The Chobani Café® is a physical manifestation of the brand, bringing to life great food and design together in one place. With our talented culinary team, we're focused on stretching guests imaginations by showing the versatility of our food, from sandwiches and spreads to soups and salad dressings, even sweets. Even with our growth in pioneering this category, yogurt consumption in the United States is still about 1/3 per capita of what you see in European countries. The café helps people see how yogurt can be used beyond one meal, and beyond one flavor profile.

"The Chobani Café<sup>®</sup> is a really special part of the brand that sets us apart and allows our beliefs around great food and great design to come to life. For us, it's a sort of a test kitchen for what you'll see us doing down the road, and for our fans, it's come to represent an incubation and inspiration destination," said Peter McGuinness, President, Chobani.

# **Giving Back**



### **Giving Back**

By volunteering our time, donating our products, and supporting impactful charitable projects and programs, Chobani is strengthening the communities we call home, improving childhood nutrition and wellness nationally, and helping those in need wherever they may live.

### **Strengthening Our Communities**

Since our earliest days, we've proudly supported our hometowns in Central New York and Idaho. This includes:

- Investing in economic opportunity and promoting entrepreneurship through our Community Impact Funds
- Funding scholarships for students to pursue their own dreams of becoming dairy farmers at Cornell University and the University of Idaho through our Chobani Scholars program
- Building an urban gathering space called **The Commons** in the newly renovated downtown Twin Falls, ID
- Sponsoring the winter and summer **Special Olympics** games in Idaho and Central New York

### **Childhood Nutrition and Wellness**

We work to make healthy, nutritious food more accessible to children and to boost their overall health and wellness. This includes:

- Working with **Save the Children** to provide more than 80,000 cups of yogurt to children in Head Start and Early Head Start programs in underserved communities in Arkansas and Louisiana
- Building the Chobani Food Bank and funding an expansion of their nutritional "backpack" program to help 300 elementary school students at WM Irvin Elementary School in North Carolina
- Supporting Apple Seeds' new teaching kitchen in Northwest Arkansas.
- Funding a new greenhouse for Sherburne Earlville Central School in Central New York

### Helping Those in Need

We actively engage in helping families recover from natural disasters as well as giving back to others in need. This includes:

- Providing free Chobani products to emergency shelters, local food banks, and pantries through the **American Red Cross**
- Fueling the hardworking American Red Cross Disaster Operations Control Center staff and volunteers with yogurt whenever it's activated for major disasters in the US
- Supporting the New York City Rescue Mission to feed and shelter the homeless of New York City through our volunteering, resources, and donated products

### **Chobani Shares**

On April 26, 2016, Hamdi Ulukaya, Chobani founder and CEO, introduced Chobani Shares, an initiative to give every fulltime member of the company the opportunity to share in the growth of Chobani over time.

### The Giving Pledge

Hamdi Ulukaya has signed the Giving Pledge, a commitment by the world's wealthiest individuals and families to dedicate the majority of their wealth to giving back. Simultaneously, he launched the Tent Foundation, an organization dedicated to helping the world's refugees.

### Great Place to Work®

For the last three years Chobani has been certified as a Great Place to Work<sup>®</sup>, an independent recognition given to the country's best workplaces. With this annoucement, Chobani joined an esteemed list of companies measured on qualities including trust, pride, and culture. Employees contributed to an independently conducted survey to help inform the Great Place to Work<sup>®</sup> certification, and 85% said Chobani is a great place to work. Areas that stood out in the survey were positive feelings around the company's contribution to the community, a sense of pride in Chobani, and the ability to be oneself at work.

### **Paid Parental Leave Policy**

Chobani is always striving to do more for its families and communities and recognizes the importance of time spent with a new child. Effective in 2017, Chobani implemented a new paid parental leave policy, offering 100% paid parental leave for six weeks for all full-time hourly and salaried employees that have completed at least 12 months of continuous employment. The program extends to both mothers and fathers for the birth, adoption, or placement of a foster child into the home.

Chobani's paid parental leave policy reflects Chobani's guiding principle that benefits be extended to the entire workforce of a company, regardless of job title or function. The policy is an extension of the company's current programming and benefits, including full healthcare for all full-time employees; wages that far exceed state and federal standards and minimums; and retirement planning.

### THINK BEFORE YOU INK. PLEASE CONSIDER THE ENVIRONMENT BEFORE PRINTING THIS DOCUMENT.

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