



**Danone North America-20B**

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**A LEADING FOOD AND BEVERAGE COMPANY**

# WE LEVERAGE OUR BUSINESS AS A FORCE FOR GOOD

## DID YOU KNOW?

Danone North America is the largest Public Benefit Corporation in America and part of Danone's ambition to achieve certification across the company globally by 2025.

## WHAT IS A B CORP?

A Certified B Corporation is a company that creates value for all stakeholders and obtains validation of achievement to a set standard conferred by the nonprofit organization, B Lab. So how does it come to life?



### It's an approach

A better way to do business -- better for workers, communities, the environment



### It's Unique

Meets the highest standards of verified performance, transparency, and accountability



### It's a movement

Leaders of a global movement of people using business as a force for good™



### It's a community

A community of practice to increase our individual and collective impact



### It's a certification

Like fair trade (or organic or LEED), but for the whole company

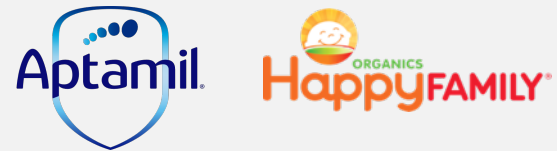


# DANONE NORTH AMERICA BRANDS

## BEVERAGE CREATIONS



## INFANT NUTRITION



## PLANT BASED



## PREMIUM DAIRY



## SPECIALIZED NUTRITION



## YOGURT



# DANONE NORTH AMERICA PRODUCT PORTFOLIO

We fill shopper needs across multiple channels, occasions, benefits, lifestyles and life stages

## SINGLE SERVE

- On the Go
- In-between meals



## MULTI-PACK AND MULTI-SERVE

- Value
- Lunchbox
- Home consumption



# DANONE NORTH AMERICA FOOTPRINT

As a leading food and beverage company, we aim to make healthy, sustainably-produced food and drinks that nourish people's lives.

Across the U.S. and Canada we have approximately 5,900 employees—including 3,500 Danoners in our plants and warehouses—spanning 13 production locations and 4 offices in White Plains, New York; Broomfield, Colorado; Boucherville, Quebec, and Mississauga, Ontario.

We also have long-term direct relationships with over 700 American farmers.



# DANONE NORTH AMERICA MANUFACTURING PLANTS



Dallas, TX



Mount Crawford, VA



Salt Lake City, UT



City of Industry, CA

# WE ARE FOR PROPOSAL 20

- Proposal 20 recognizes that there is no longer a need to compensate dairy farmers in the Class I price for maintaining Grade A status.
- Raising the Class I price does not address any existing disorderly marketing and would not incentivize the production or delivery of organic milk. The markets for organic and conventional fluid milk are fundamentally different.
- Organic processors and producers would pay more into the producer settlement fund without receiving any benefit if Class I differentials are increased.

# WE ARE AGAINST PROPOSAL 19

- Proposal 19 would raise significantly Class I prices. As a fluid milk processor, Danone faces no challenges meeting our organic fluid milk supply needs through our producer partners. Proposal 19 assumes fluid milk processors are unable to meet fluid milk supply needs.
- NMPF's Proposal 19 would impose a negative impact on our operations. Danone would see increases to Class I differentials at multiple plants, while some co-op owned plants in the same states face smaller increases.
- Increasing the Class I differentials results in more money paid into the producer settlement fund to the detriment of organic processors and producers. NMPF's Proposal 19 would increase the spread between manufacturing prices and Class I prices, resulting in larger pool payments by organic handlers like Danone with no commensurate benefit.



# WE SUPPORT REMOVING ORGANIC FLUID MILK FROM THE FMMO PROCESS.

- USDA recognizes the difference between organic fluid milk and traditional fluid milk by maintaining and enforcing a legal definition for organic milk. Ensuring that processors, producers, and haulers meet this definition requires a robust network and additional work not necessary for conventional milk.
- The markets for organic and conventional milk are distinct. Requiring organic handlers to contribute to the FMMO pools distorts signals to the market and encourages farmers to produce more non-organic milk.
- Under the FMMO system, organic handlers pay into a system that provides no resources back to organic producer partners. The payment structure for organic milk is fundamentally different. Organic milk producers receive a premium over traditional fluid milk. The organic premium is a single, unified price and is not classified based on use. Organic milk prices are also significantly higher than the FMMO regulated minimum Class I and uniform prices.



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