



Building Consumer Loyalty Through Flavor And Quality Innovations

American Food Manufacturing Conference

Tuesday, November 4, 2025



OUR MISSION

To continually delight Berry Consumers through alignment with our Customers and our Berry Growers

OUR VISION

To become the world's berry company, enriching the lives of everyone we touch.

OUR VALUES

The **PASSION** to excel and accomplish great things.

The **HUMILITY** to respect and learn from our colleagues and competitors.

The **TRUSTWORTHINESS** that transforms our dependence upon one another into our greatest strength.

Driscoll's
Only the Finest Berries™

CONFIDENTIAL



Our products are all fresh, merchandised as the Berry Patch in grocery store refrigerated displays. They are likely the most perishable items in the store.

SUSTAINABILITY



impact on people & planet

SUPER PREMIUM



high & novel flavor

CORE



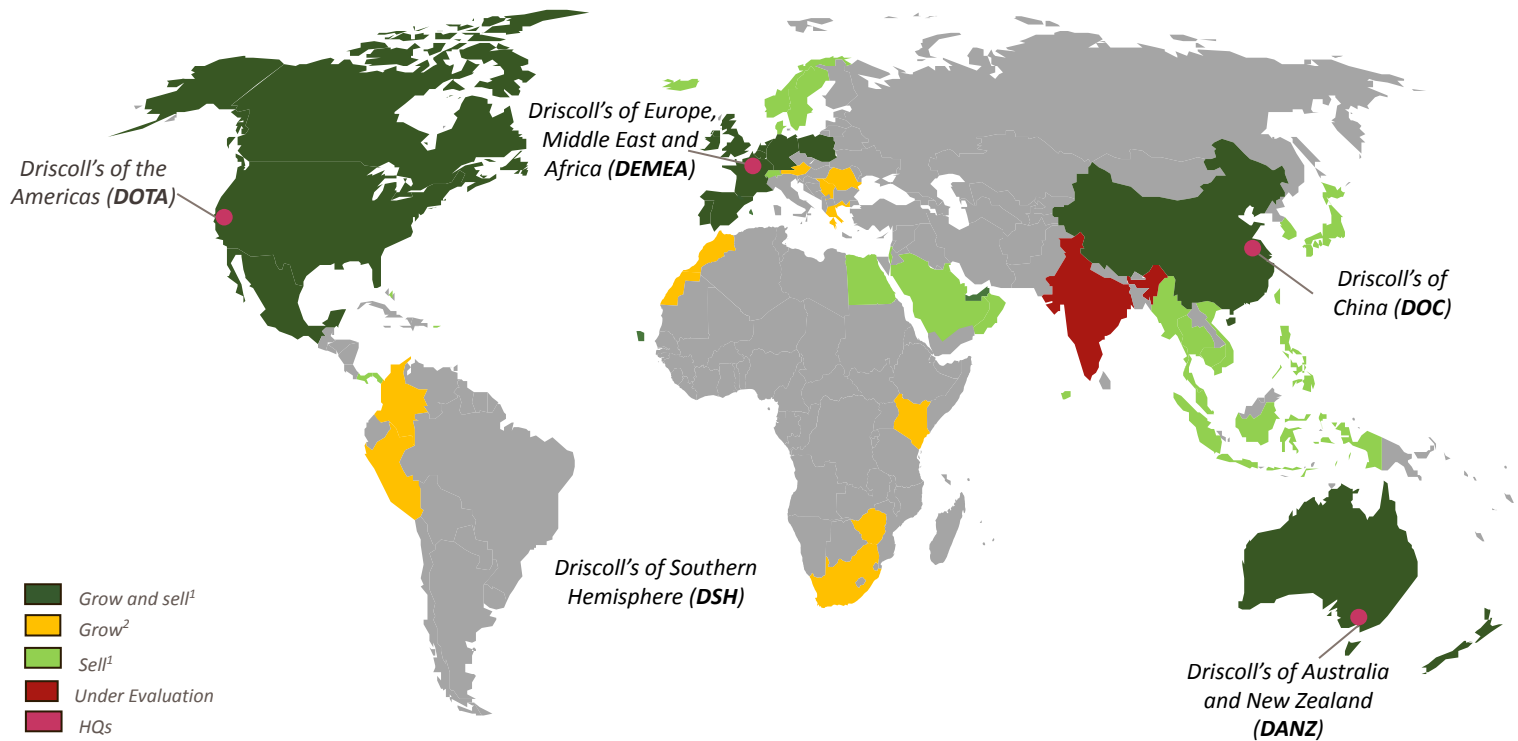
premium flavor & consistent quality

OCCASIONS



needs & solutions

Driscoll's has a global footprint that spans multiple continents, with the same brand, products, and business model across each.



1 2023 Country Sales >\$25K USD shown on map
2 Includes Zimbabwe which was part of the Costa deal



Our value chain has five key elements, with our global network of 1,000+ independent growers at the heart of the operations.



Driscoll's of the Americas | Supply Chain



Receiving Quality



- Pay for Quality
- 300 quality assurance stations
- 2 million quality assurance inspections

Distribution Network



- 90 DCs (fruit coolers, packaging material)
- 1.8 million pallets

Transportation



- 70,000 outbound delivered orders
- 70,000 customer pick-up orders
- 80 Carriers

Customer



- 300 customers
- 950 customer DCs

Berry Consumer



- 1.8 billion clamshells
- 45% of US households buying Driscoll's berries.

Velocity Driving Berry Freshness and Service Reliability – Same Day Turn In The Warehouse



Win With Flavor



Driscoll's
Only the Finest Berries

Consumer Engagement



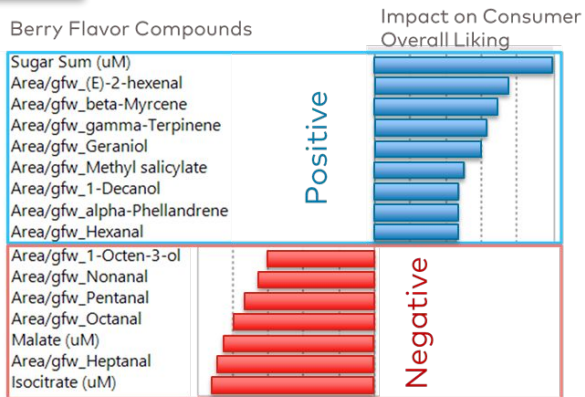
Prioritized Flavor Targets



Breeding with Genomic Sciences to Win with Flavor

Win with Flavor Varieties

PREMIUM FLAVOR & CONSISTENT QUALITY

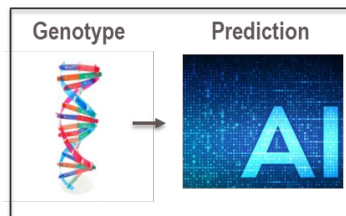


✓ 16,000 sugar/acids/aroma samples evaluated by our lab annually

Markers and AI Genomic Prediction



- ✓ Millions of Cross-Predictions
- ✓ 430,000 Trait Markers Genotyped
- ✓ 70,000 Whole Genome Genotypes





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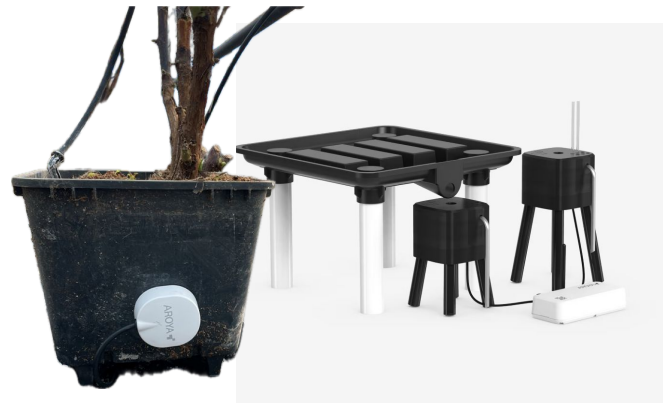
More Berries Less Resources
Is
Delight Done Right



Global AgTech Programs To Deliver More Berries With Less Resources



TRIC Robotics
(California) for disease resistance and pest removal



Aroya
(Washington state) for precision irrigation



Burro (deployed in Australia) for autonomous carts used for harvest assist, spraying, mowing, and material hauling.



Agover (New Zealand) for autonomous spray vehicles that fit in narrow rows.

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Q&A

