

Larry Vorpahl

Group Vice President,
President, Hormel Foods International

31 Years with Hormel Foods

Hormel Foods Career History

2015: Group Vice President;
President, Hormel Foods International
2005: Group Vice President, Consumer Products Sales
2003: Vice President, General Manager, Grocery Products
1999: Vice President, Marketing
1996: Director of Marketing

Favorite Hormel Foods Product



Hormel Foods International

Accelerating Our Growth Globally



Larry Vorpahl

Group Vice President;
President, Hormel Foods International Corporation

Agenda

- **SEGMENT OVERVIEW**
- Accelerated International Growth



A Long History Of International Trade

Hormel Foods

50th

HORMEL FOODS international

"Where inspired people lead global progress."



Three Ways We Go To Market

CJ

PUREFOODS HORMEL

DANISH CROWN

TULIP

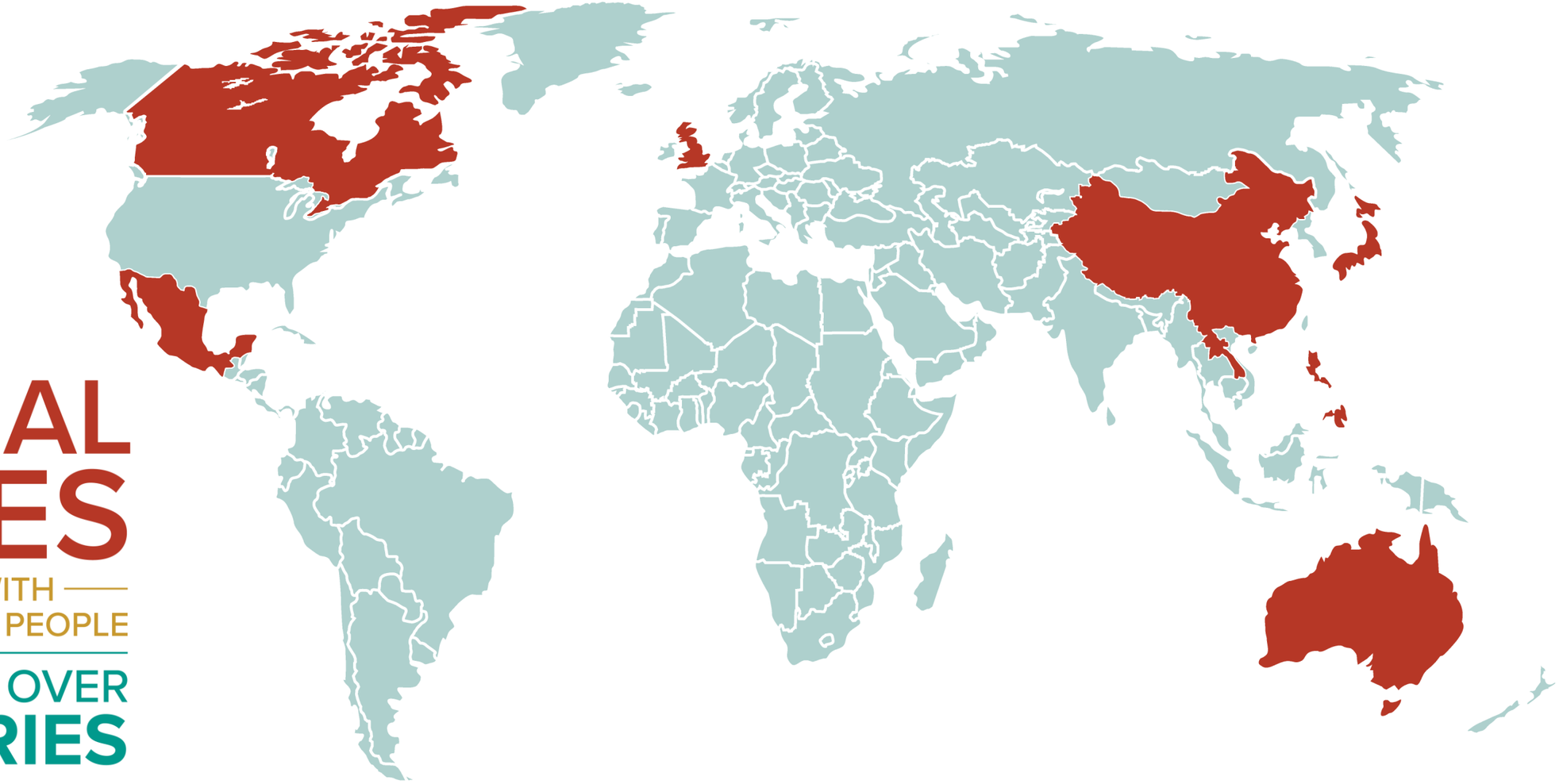


Long-standing PARTNERSHIPS

STRONG EXPORTS

MULTINATIONAL Expansion

Growing Global Presence



REGIONAL OFFICES

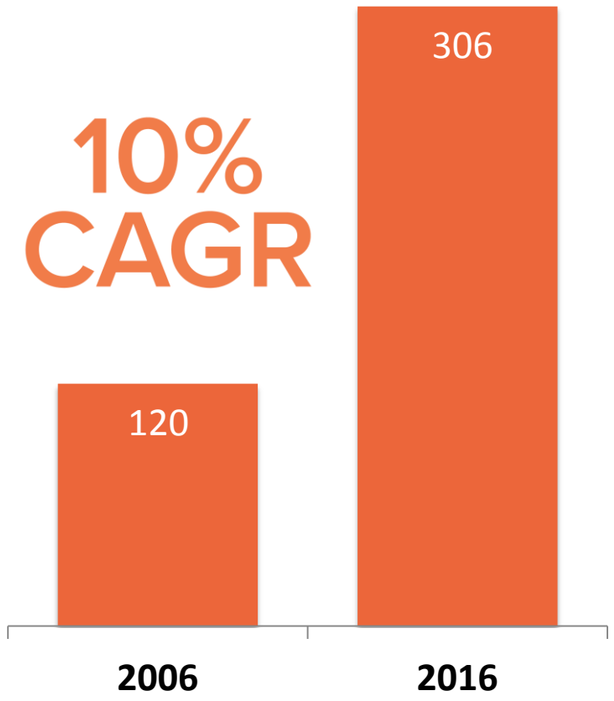
ON THE GROUND WITH PHYSICAL LOCATIONS & PEOPLE

DISTRIBUTING TO OVER **70 COUNTRIES**

Accelerating Sales & Profit Growth

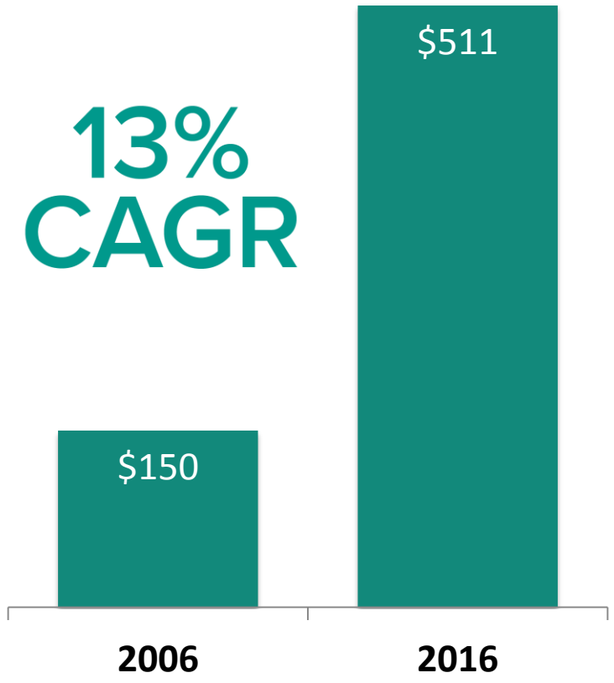
Volume

Million Pounds



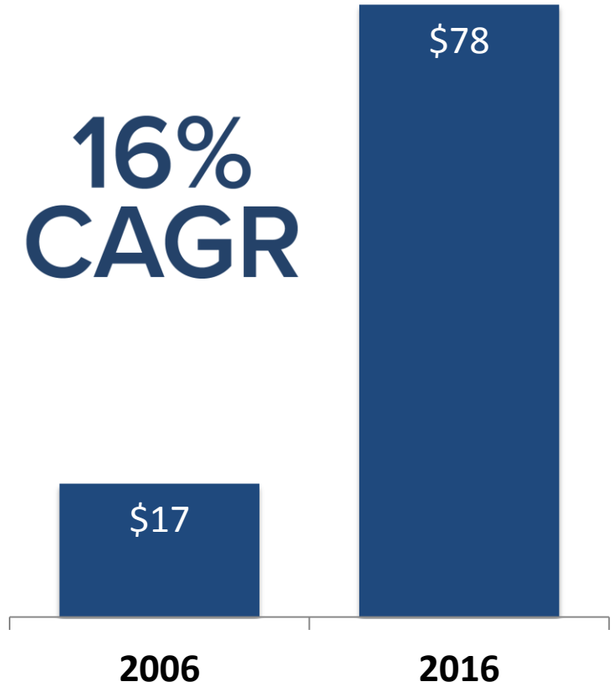
Sales

$ Millions



Segment Profit

$ Millions



Internal data

Unique Global Position

Globally Recognized Portfolio of Brands



Strong Reputation for Food Safety

KFC

PIZZA PAPA JOHN'S
Better Ingredients. Better Pizza.

BURGER KING

i'm lovin' it®

Pizza Hut

AJISEN RAMEN
味千拉麵

dicos

真功夫

Agenda

- Segment Overview
- **ACCELERATED INTERNATIONAL GROWTH**



Growth Strategies

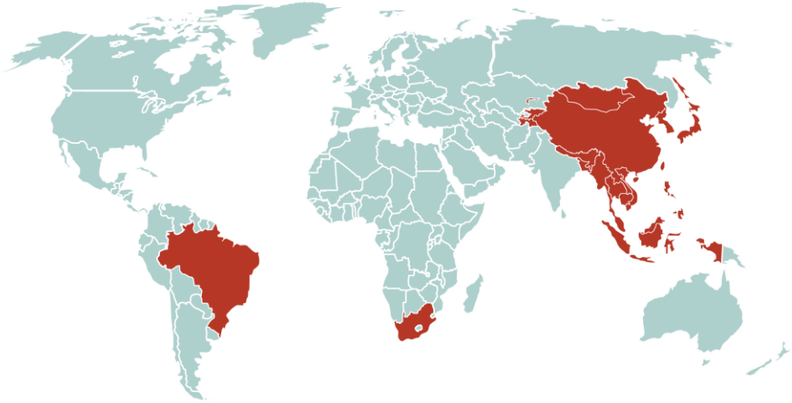
Export Growth



Growth in China

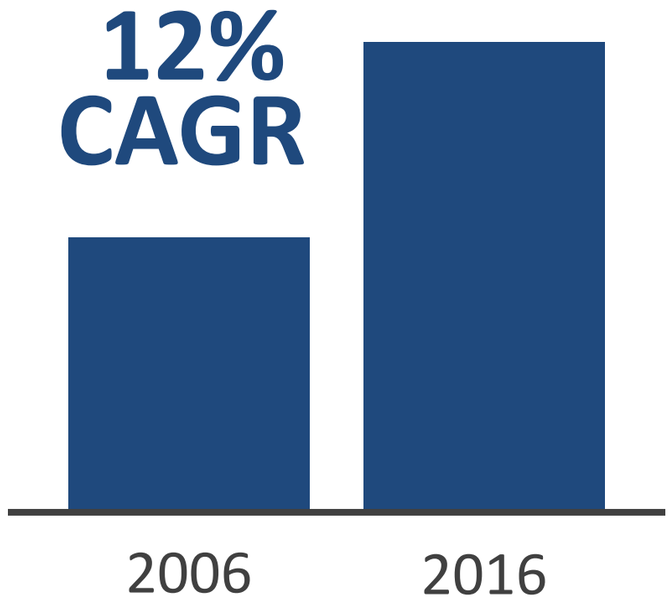


Acquisitions



Exporting Hormel Foods Brands Globally

$ Sales





Internal data

Supporting Our Brands





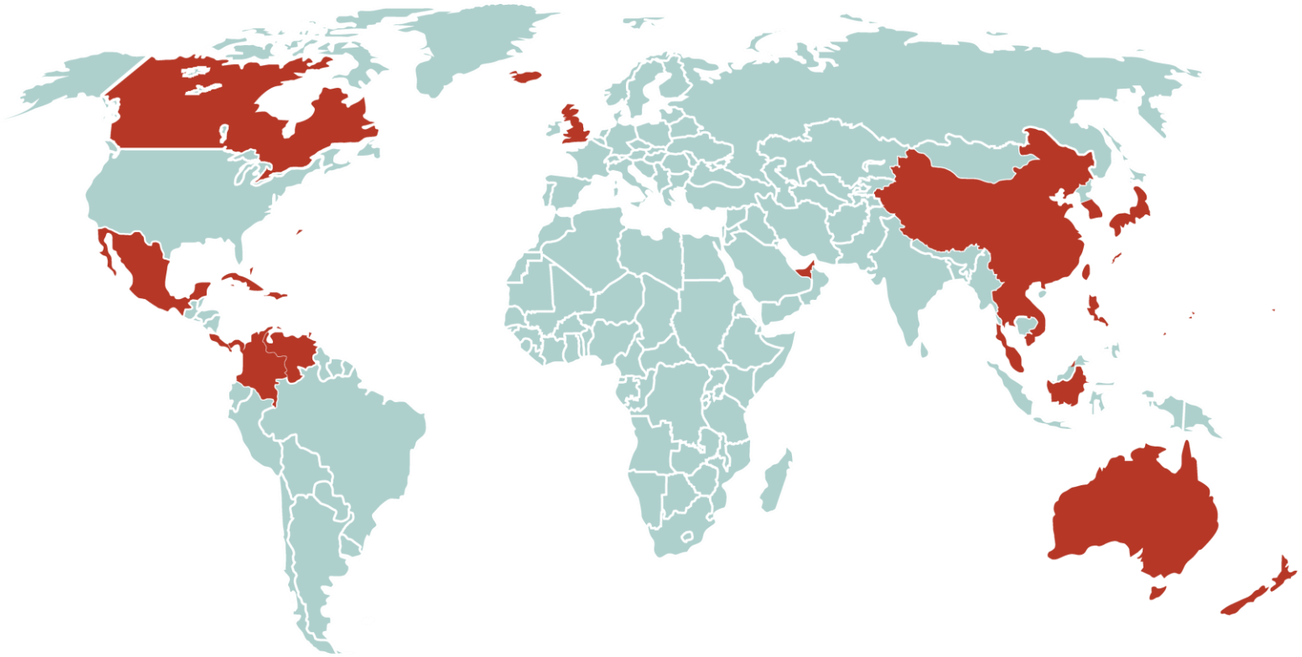


SPAM® Family of Products Continues to Grow

GLOBAL GROWTH

SPAM® BRAND

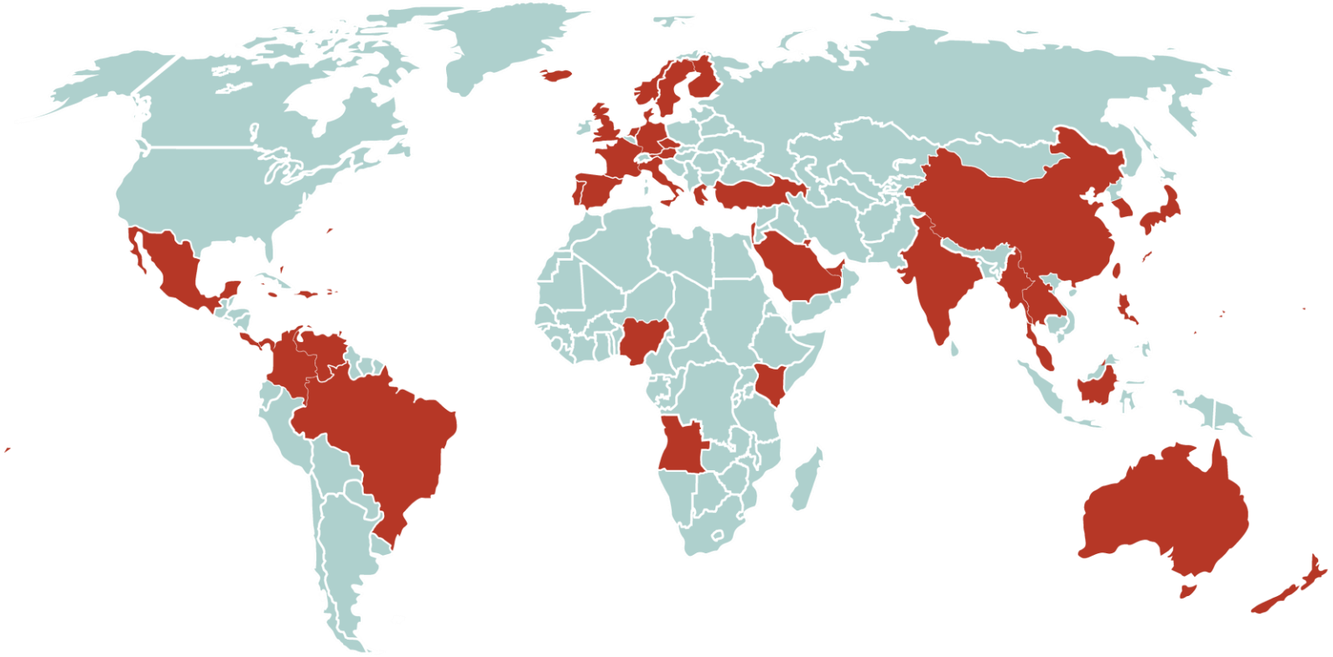




- New markets
- Increased distribution
- New flavors

SKIPPY® Peanut Butter: A Growth Engine





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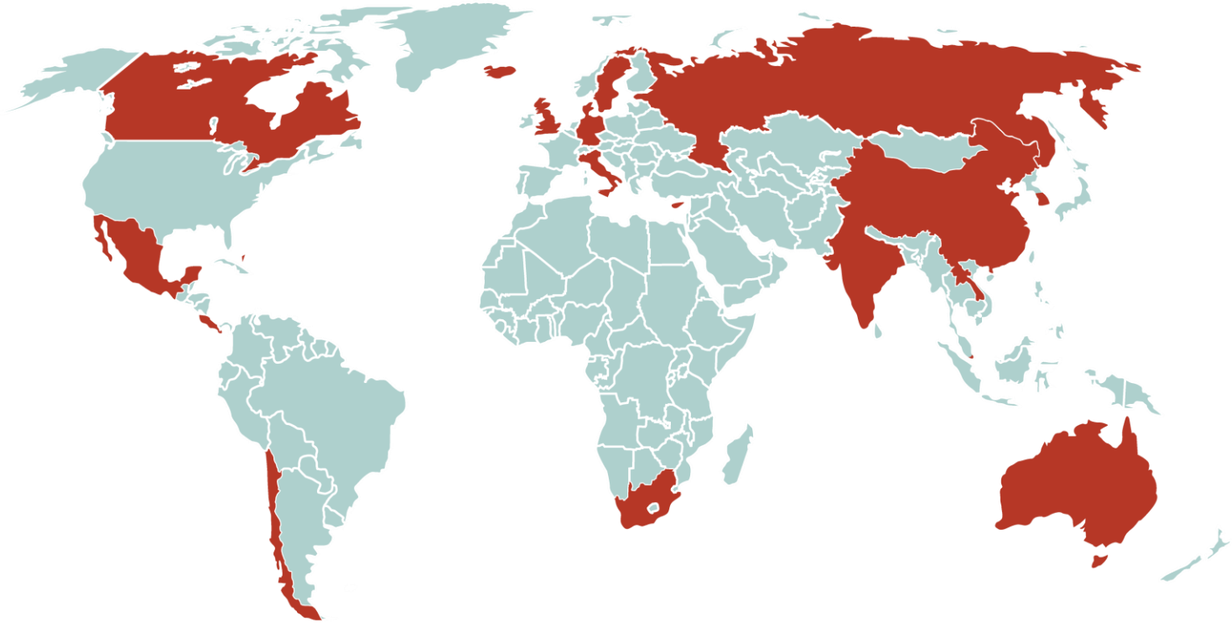
MUSCLE MILK® Protein Products

GLOBAL GROWTH

Leveraging the Brand Globally

MUSCLE MILK® BRAND





- Australian production of Beverages and Powders in 2017
- Official Protein Partner of the Australian Football League
- In-country production of Beverages, Powders, and Bars in Europe

Alignment With Growing Global Foodservice Segment

Key Foodservice Customers

KFC

PIZZA PAPA JOHN'S Better Ingredients. Better Pizza.

BURGER KING®

i'm lovin' it®

Pizza Hut®

AJISEN RAMEN 味千拉麵

Domino's

dicos

真功夫

Key Products









China - Investing In Growth

$162 Million

$42M
Skippy Foods
China

$120M
Jiaxing Plant



Internal data

China - Investing In Growth

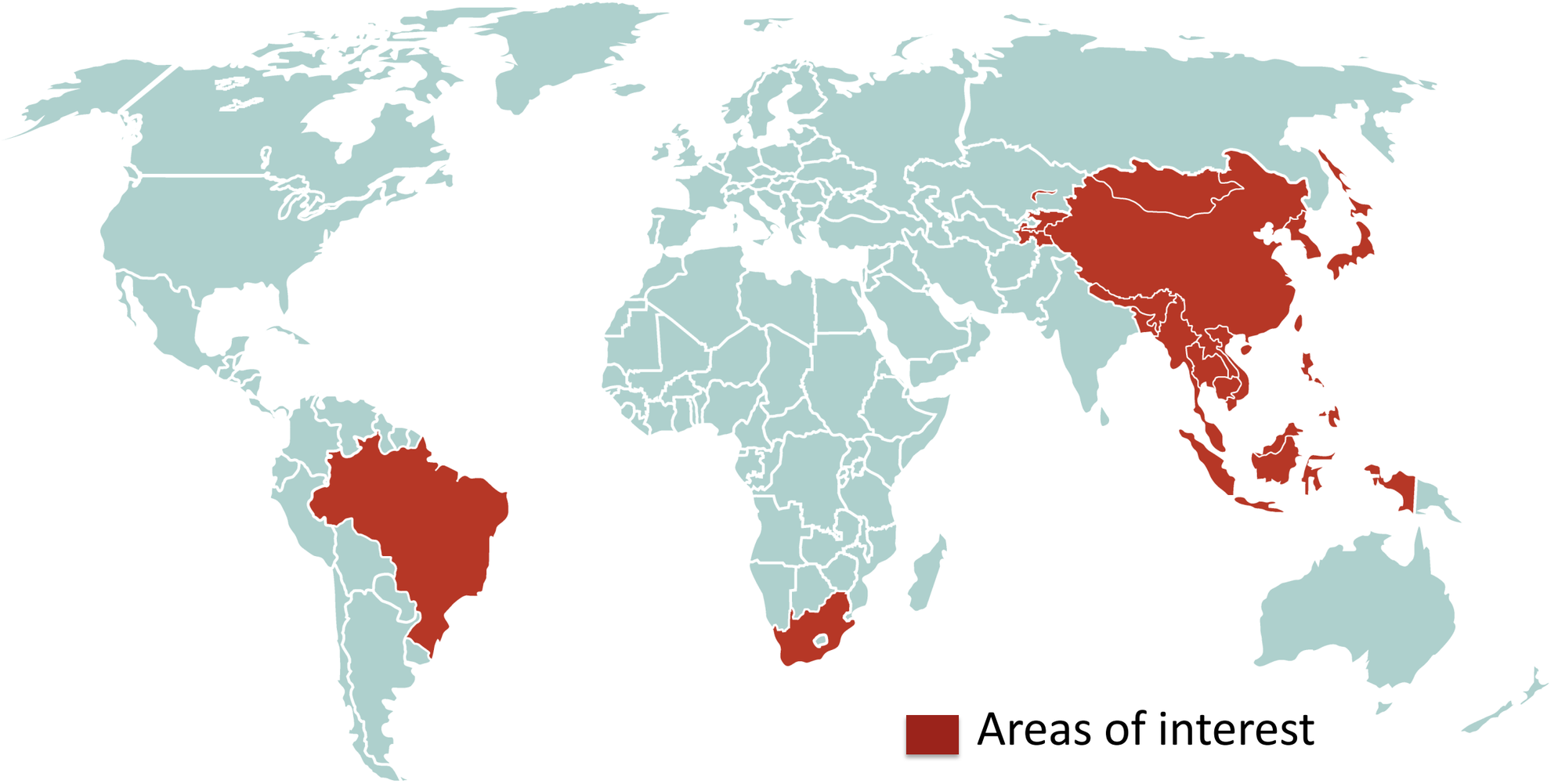


2X

PRODUCTION CAPACITY INCREASE



Replicating the China Model Globally



Achieving Our Growth Goals

- Grow Net Sales +10%
- Grow Segment Profit +15%
- A More Balanced Model
  - Geography
  - Brand
  - Channel
- Multinational (Acquisition)

50th HORMEL FOODS international

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