

OUR STORY








WHO WE ARE

As one of the fastest-growing leaders and producers in North America's food industry, Schwan's Company is dedicated to bringing people and cultures together through global flavors and delicious ethnic cuisine. Our commitment to this is reflected in the innovative foods we produce, our iconic brands and through a team of exceptional talent.

We offer more than 70 years of industry experience in delivering a wide array of Asian food with authentic flavors, high-quality pizzas, snacks and desserts to retail and food-service partners across the Western Hemisphere.

In 2023, Schwan's Company and CJ Foods USA Inc. — both U.S.-based affiliates of CJ CheilJedang Corporation (CJ CJ) — fully integrated to become a driving force in the marketplace. Learn more about us by visiting [SchwansCompany.com](https://www.SchwansCompany.com).

EMPLOYEES 8,500+ EMPLOYEES across the U.S. 	FACILITIES 18 U.S. production locations 	KEY MARKETS <ul style="list-style-type: none">• Grocery, Retail & Club Stores• Convenience Stores• Cafeterias in K-12 Schools, College Campuses & Hospitals• Restaurants• E-commerce• Ethnic Channel Stores 
PRODUCTS 1,000+ product SKUs 	CORPORATE OFFICES <ul style="list-style-type: none">• MARSHALL & BLOOMINGTON, MINN.• LA PALMA, CALIF. 	

ONE TABLE. ONE TEAM.

People are at the center of our growth. To achieve our vision, we are building diverse teams with world-class talent, who all have a seat at the table.

WE BELIEVE:

- Our business success is tied to our ability to work well together.
- Being your authentic self allows you to contribute your best work.
- As a company, we can remove barriers and encourage authenticity.

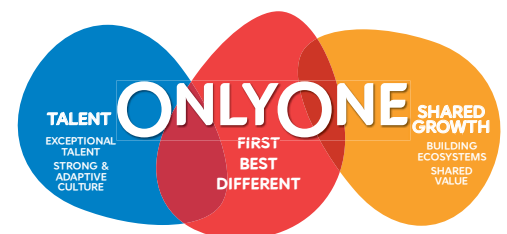
WE EXPECT EVERYONE TO:

- Be your authentic self.
- Make an impact and help others make an impact.
- Have emotional intelligence.
- Have an open and curious attitude.
- Build understanding.
- Challenge assumptions; both your own and others.

OUR VALUES

- **TALENT.** We are committed to hiring talented people who take pride in their work and contribute and thrive in our dynamic culture
- **ONLYONE.** Our company is fast-paced and forward thinking with a competitive mindset. If we can't become the first or best, then we will find a way to win by being different.
- **SHARED GROWTH.** We strive to create value for our communities and everyone who has a stake in our success.

CORE VALUES



WHY WE DO WHAT WE DO

With a deep understanding of people and the foods they love, Schwan's Company seeks to create personal and cultural connection through food. We operate as one team, where everyone has a seat at the table, and encourage our employees to prioritize leadership, foster trust and emotional intelligence and challenge assumptions every day. We work to build beloved brands and products, deliver meaningful innovation and ensure our company is a great place to work and a partner of choice.



WHAT WE ASPIRE TO

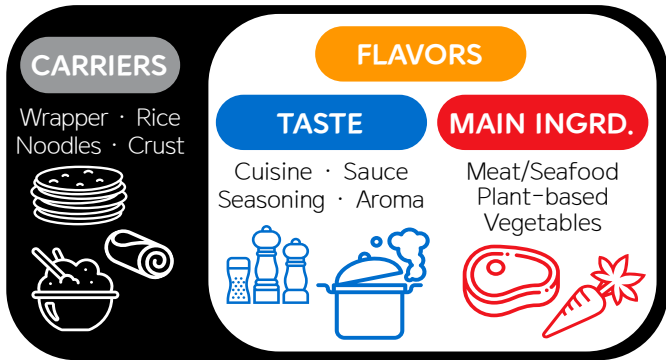
We are committed to investing in our beloved brands, globally inspired product innovation, cutting-edge manufacturing facilities, innovative chef partnerships, flexible distribution and sales capabilities and top talent as we seek to become the No. 1 provider of ethnic cuisine in the United States.



HOW WE'LL GET THERE

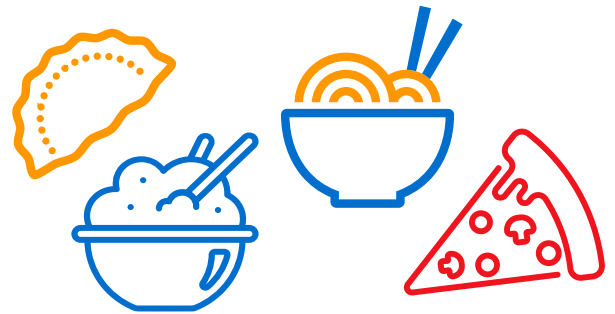
CONTINUING CUSTOMER-DRIVEN INNOVATION

We never stop innovating. We're focused on finding ever-better combinations of food carriers — like crusts, rice, wrappers and noodles — and flavorful ingredients.



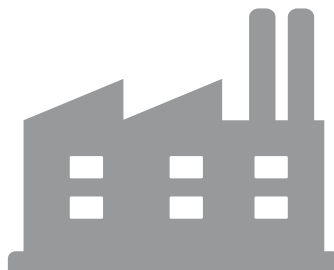
BUILDING BELOVED BRANDS

While many of our brands are household names, Asian-style foods and pizza will play a specific — and significant — part in helping achieve our goals. We're working to bring Korean food and flavors consumers crave to the mainstream market and become the category leader in pizza.



INVESTING IN GROWTH

A new production facility and distribution center will prepare us for growth. We're expanding our capacity by investing in a production facility with state-of-the-art technology in Salina, Kansas.



PIZZA PLANT EXPANSION
LOCATION: Salina, Kansas
SIZE: 400,000 SQ. FT.
COMPLETION: 2023

DISTRIBUTION CENTER EXPANSION
LOCATION: Salina, Kansas
SIZE: 140,000 SQ. FT.
COMPLETION: 2025

WHAT MAKES US STAND OUT

DELIVERING ON DIFFERENCE

We have a unique ability to bring high-quality, convenient ethnic cuisine to homes, restaurants and food-service operations across the U.S.

DIRECT TO STORE

SELL TO

20,000

STORES ANNUALLY WITH
DIRECT STORE DELIVERY MODEL



FOOD SERVICE

NATIONAL DISTRIBUTION NETWORK OF

1,800

DISTRIBUTORS REACHING MORE
THAN 1 MILLION OPERATORS



SERVING K-12

SERVE

65%
OF

K-12 U.S. PUBLIC SCHOOLS



LEADING IN FOOD & TREND INNOVATION

We are committed to driving product innovation in the Asian-style and ethnic food categories. Our foods have been recognized in *Refrigerated & Frozen Foods*' "Best New Frozen Retail Products" contest in 2021 and 2022.

NO. 1
IN THE ASIAN
SNACK CATEGORY



(Source: IRI Market Advantage; Asian Product Aggs, Dec. 2022)

100+

RESEARCH &
DEVELOPMENT TEAM MEMBERS



focused on food innovation, science,
process and packaging.



**KOREA'S NO. 1
MANDU BRAND**

2021 Growth leader in U.S. Frozen
Snacks & Appetizers Category.

(Source: Sales, growth IRI Unify, total US MULO data, Dec. 2022)



PIONEERED THE

**ASIAN
DESTINATIONSM
MERCHANDISING
MODEL**

AT 16,000+ LOCATIONS



MAKING CHANGE IN COMMUNITIES

Our values of integrity and commitment to social responsibility and environmental sustainability are at the root of everything we do. We show up in our communities, champion our team members who contribute so greatly to our success and celebrate our role in bringing people together through food.



GRANTS

\$800,000+ in grants to nonprofits impacting communities where our employees live and work.

SAFETY

ACHIEVED DOUBLE-DIGIT GROWTH toward goal of zero motor vehicle and recordable accidents and injuries.

FUEL ECONOMY

IMPROVED FUEL ECONOMY Reduced DSD fuel usage by 120,000 gallons in 2021.

REDUCED WASTE

- **+27,000 TONS** of materials away from landfills.
- Reduced packaging by **9,688 TONS.**