

# TOP 100 FOOD & BEVERAGE COMPANIES

| Rank | Company                        | Currency | Year End | Total Sales<br>(local c, m) | Food Sales<br>(local c, m) | Total Sales<br>(\$m) | Food Sales<br>(\$m) |
|------|--------------------------------|----------|----------|-----------------------------|----------------------------|----------------------|---------------------|
| 1    | Nestle                         | SwF      | Dec-17   | 89,791                      | 77,329                     | 91,624               | 78,908              |
| 2    | PepsiCo, Inc.                  | \$       | Dec-17   | 63,525                      | 63,525                     | 63,525               | 63,525              |
| 3    | Anheuser-Busch InBev           | \$       | Dec-17   | 56,444                      | 56,444                     | 56,444               | 56,444              |
| 4    | JBS                            | R\$      | Dec-17   | 163,170                     | 153,344                    | 49,148               | 46,188              |
| 5    | Tyson Foods                    | \$       | Oct-17   | 38,260                      | 38,260                     | 38,260               | 38,260              |
| 6    | The Coca-Cola Company          | \$       | Dec-17   | 35,410                      | 35,410                     | 35,410               | 35,410              |
| 7    | Mars                           | \$       | Dec-17   | 35,000                      | 35,000                     | 35,000               | 35,000              |
| 8    | Archer Daniels Midland Company | \$       | Dec-17   | 60,828                      | 34,045                     | 60,828               | 34,195              |
| 9    | Cargill                        | \$       | May-17   | 109,609                     | 30,500                     | 109,609              | 30,500              |
| 10   | Danone                         | Euros    | Dec-17   | 24,677                      | 24,677                     | 27,885               | 27,885              |
| 11   | Kraft Heinz Company            | \$       | Dec-17   | 26,232                      | 26,232                     | 26,232               | 26,232              |
| 12   | Mondelez International         | \$       | Dec-17   | 25,896                      | 25,896                     | 25,896               | 25,896              |
| 13   | Unilever                       | Euros    | Dec-17   | 53,715                      | 22,444                     | 60,698               | 25,363              |
| 14   | Heineken                       | Euros    | Dec-17   | 21,888                      | 21,888                     | 24,733               | 24,733              |
| 15   | Smithfield Foods/WH Group      | \$       | Dec-17   | 22,379                      | 21,303                     | 22,379               | 21,303              |
| 16   | Lactalis                       | Euros    | Dec-17   | 17,000                      | 17,000                     | 19,210               | 19,210              |
| 17   | Suntory                        | Yen      | Dec-17   | 2,420,286                   | 2,211,724                  | 20,747               | 18,960              |
| 18   | CHS Inc.                       | \$       | Aug-17   | 31,935                      | 18,800                     | 31,935               | 18,800              |
| 19   | Asahi Group                    | Yen      | Dec-17   | 2,084,877                   | 1,978,736                  | 17,872               | 16,963              |
| 20   | Diageo                         | £        | Jun-17   | 12,050                      | 12,050                     | 16,630               | 16,630              |
| 21   | Olam International             | S\$      | Dec-17   | 26,273                      | 22,396                     | 18,767               | 15,998              |
| 22   | General Mills Inc.             | \$       | May-17   | 15,620                      | 15,620                     | 15,620               | 15,620              |
| 23   | Dairy Farmers of America       | \$       | Dec-17   | 14,700                      | 14,700                     | 14,700               | 14,700              |
| 24   | Royal FrieslandCampina         | Euros    | Dec-17   | 12,110                      | 12,110                     | 13,685               | 13,685              |
| 25   | Bunge                          | \$       | Dec-17   | 45,794                      | 13,647                     | 45,794               | 13,647              |
| 26   | Grupo Bimbo (Mexico)           | \$       | Dec-17   | 13,595                      | 13,595                     | 13,595               | 13,595              |
| 27   | Fonterra                       | NZ\$     | Jul-17   | 19,232                      | 19,232                     | 13,173               | 13,173              |
| 28   | Kellogg Company                | \$       | Dec-17   | 12,923                      | 12,923                     | 12,923               | 12,923              |
| 29   | Kirin Holdings                 | Yen      | Dec-17   | 1,863,730                   | 1,505,212                  | 15,975               | 12,905              |
| 30   | Coca-Cola European Partners    | Euros    | Dec-17   | 11,062                      | 11,062                     | 12,500               | 12,500              |
| 31   | Ferrero                        | Euros    | Aug-17   | 10,500                      | 10,500                     | 11,865               | 11,865              |
| 32   | Arla Foods                     | Euros    | Dec-17   | 10,338                      | 10,338                     | 11,680               | 11,680              |
| 33   | Associated British Foods       | £        | Sep-17   | 15,357                      | 8,304                      | 21,192               | 11,460              |
| 34   | Molson Coors Brewing Company   | \$       | Dec-17   | 11,003                      | 11,003                     | 11,003               | 11,003              |
| 35   | Femsa                          | \$       | Dec-17   | 23,445                      | 10,380                     | 23,445               | 10,380              |
| 36   | Pernod Ricard                  | Euros    | Jun-17   | 9,010                       | 9,010                      | 10,182               | 10,182              |
| 37   | Brf Brasil Foods               | R\$      | Dec-17   | 33,469                      | 33,469                     | 10,080               | 10,080              |
| 38   | NH Foods                       | Yen      | Mar-18   | 1,269,201                   | 1,133,915                  | 10,880               | 9,720               |
| 39   | Yili Group                     | RMB      | Dec-17   | 68,060                      | 68,060                     | 9,680                | 9,680               |
| 40   | Meiji Holdings                 | Yen      | Mar-18   | 1,240,860                   | 1,082,115                  | 10,636               | 9,275               |
| 41   | Hormel Foods Corporation       | \$       | Oct-17   | 9,168                       | 9,168                      | 9,168                | 9,168               |
| 42   | Danish Crown                   | DKK      | Sep-17   | 62,024                      | 62,024                     | 9,040                | 9,040               |
| 43   | Carlsberg                      | DKK      | Dec-17   | 61,808                      | 61,808                     | 9,010                | 9,010               |
| 44   | China Mengniu Dairy Company    | RMB      | Dec-17   | 60,156                      | 60,156                     | 8,558                | 8,558               |
| 45   | Saputo                         | C\$      | Mar-18   | 11,543                      | 11,543                     | 8,550                | 8,550               |
| 46   | Coca-Cola Bottlers Japan       | Yen      | Dec-17   | 991,600                     | 991,600                    | 8,500                | 8,500               |
| 47   | Yamazaki Baking                | Yen      | Dec-17   | 1,053,164                   | 982,116                    | 9,028                | 8,420               |
| 48   | Campbell Soup Company          | \$       | Jul-17   | 7,890                       | 7,890                      | 7,890                | 7,890               |
| 49   | Sudzucker                      | Euros    | Feb-18   | 6,983                       | 6,983                      | 7,890                | 7,890               |
| 50   | ConAgra Brands                 | \$       | May-17   | 7,827                       | 7,827                      | 7,827                | 7,827               |
| 51   | Dean Foods Company             | \$       | Dec-17   | 7,795                       | 7,795                      | 7,795                | 7,795               |
| 52   | Maruha Nichiro Corporation     | Yen      | Mar-18   | 918,820                     | 889,700                    | 7,877                | 7,627               |
| 53   | Constellation Brands           | \$       | Feb-18   | 7,585                       | 7,585                      | 7,585                | 7,585               |
| 54   | Parmalat                       | Euros    | Dec-17   | 6,696                       | 6,696                      | 7,566                | 7,566               |
| 55   | The Hershey Company            | \$       | Dec-17   | 7,515                       | 7,515                      | 7,515                | 7,515               |
| 56   | Coca-Cola HBC                  | Euros    | Dec-17   | 6,522                       | 6,522                      | 7,370                | 7,370               |
| 57   | The JM Smucker Company         | \$       | Apr-18   | 7,357                       | 7,357                      | 7,357                | 7,357               |
| 58   | Ajinomoto                      | Yen      | Mar-18   | 1,150,200                   | 848,800                    | 9,860                | 7,275               |
| 59   | Kerry Group                    | Euros    | Dec-17   | 6,408                       | 6,408                      | 7,241                | 7,241               |
| 60   | Itoham Yonekyu                 | Yen      | Mar-18   | 831,865                     | 831,865                    | 7,130                | 7,130               |
| 61   | Red Bull                       | Euros    | Dec-17   | 6,282                       | 6,282                      | 7,099                | 7,099               |
| 62   | Barry Callebaut                | SwF      | Aug-17   | 6,805                       | 6,805                      | 6,945                | 6,945               |
| 63   | Muller Group                   | Euros    | Dec-17   | 6,000                       | 6,000                      | 6,780                | 6,780               |
| 64   | Dr Pepper Snapple Group        | \$       | Dec-17   | 6,690                       | 6,690                      | 6,690                | 6,690               |
| 65   | Treehouse Foods                | \$       | Dec-17   | 6,307                       | 6,307                      | 6,307                | 6,307               |
| 66   | McCain Foods Ltd               | C\$      | Jun-17   | 8,500                       | 8,500                      | 6,300                | 6,300               |
| 67   | Oetker Group                   | Euros    | Dec-16   | 11,704                      | 5,474                      | 13,225               | 6,185               |
| 68   | OSI Group                      | \$       | Dec-16   | 6,100                       | 6,100                      | 6,100                | 6,100               |
| 69   | Bacardi                        | \$       | Mar-16   | 6,000                       | 6,000                      | 6,000                | 6,000               |
| 70   | Ingredion Inc.                 | \$       | Dec-17   | 5,832                       | 5,832                      | 5,832                | 5,832               |
| 71   | ThaiBev                        | THB      | Sep-17   | 203,267                     | 203,267                    | 5,808                | 5,808               |
| 72   | DMK Deutsches Milchkontor      | Euros    | Dec-16   | 5,100                       | 5,100                      | 5,763                | 5,763               |
| 73   | LVMH                           | Euros    | Dec-17   | 42,636                      | 5,084                      | 48,178               | 5,745               |
| 74   | Vion                           | Euros    | Dec-17   | 5,070                       | 5,070                      | 5,730                | 5,730               |
| 75   | Jacobs Douwe Egberts           | Euros    | Dec-16   | 5,200                       | 5,200                      | 5,720                | 5,720               |
| 76   | Marfrig Group                  | R\$      | Dec-17   | 18,578                      | 18,578                     | 5,595                | 5,595               |
| 77   | Savencia Fromage & Dairy       | Euros    | Dec-17   | 4,853                       | 4,853                      | 5,485                | 5,485               |
| 78   | Sodiaal                        | Euros    | Dec-16   | 4,800                       | 4,800                      | 5,424                | 5,424               |
| 79   | Nissui                         | Yen      | Mar-18   | 683,008                     | 614,695                    | 5,855                | 5,270               |
| 80   | Schreiber Foods                | \$       | Sep-16   | 5,000                       | 5,000                      | 5,000                | 5,000               |
| 81   | Morinaga Milk Industry         | Yen      | Mar-18   | 592,087                     | 571,404                    | 5,075                | 4,898               |
| 82   | Total Produce                  | Euros    | Dec-17   | 4,286                       | 4,286                      | 4,845                | 4,845               |
| 83   | McCormick Corporation          | \$       | Nov-17   | 4,834                       | 4,834                      | 4,834                | 4,834               |
| 84   | Agropur Cooperative            | C\$      | Dec-17   | 6,412                       | 6,412                      | 4,750                | 4,750               |
| 85   | E & J Gallo Winery             | \$       | Dec-16   | 4,700                       | 4,700                      | 4,700                | 4,700               |
| 86   | Boparan Holdings               | £        | Jul-17   | 3,289                       | 3,289                      | 4,540                | 4,540               |
| 87   | Dole Food Company, Inc.        | \$       | Oct-17   | 4,455                       | 4,455                      | 4,455                | 4,455               |
| 88   | Nissin Foods Group             | Yen      | Mar-18   | 516,400                     | 516,400                    | 4,428                | 4,428               |
| 89   | Nisshin Seifun Group           | Yen      | Mar-18   | 532,040                     | 505,899                    | 4,560                | 4,337               |
| 90   | J R Simplot                    | \$       | Aug-16   | 6,000                       | 4,200                      | 6,000                | 4,200               |
| 91   | Sapporo Holdings               | Yen      | Dec-17   | 551,548                     | 486,427                    | 4,728                | 4,170               |
| 92   | Lindt & Sprungli               | SwF      | Dec-17   | 4,088                       | 4,088                      | 4,170                | 4,170               |
| 93   | Land O' Lakes Inc.             | \$       | Dec-17   | 13,740                      | 4,050                      | 13,740               | 4,050               |
| 94   | Ito En                         | Yen      | Apr-17   | 475,866                     | 475,866                    | 3,965                | 3,965               |
| 95   | Flowers Foods                  | \$       | Dec-17   | 3,921                       | 3,921                      | 3,921                | 3,921               |
| 96   | Barilla                        | Euros    | Dec-17   | 3,460                       | 3,460                      | 3,910                | 3,910               |
| 97   | Brown-Forman                   | \$       | Apr-17   | 3,857                       | 3,857                      | 3,857                | 3,857               |
| 98   | Groupe Bel                     | Euros    | Dec-17   | 3,346                       | 3,346                      | 3,780                | 3,780               |
| 99   | Tate & Lyle                    | £        | Mar-18   | 2,710                       | 2,710                      | 3,740                | 3,740               |
| 100  | Maxingvest/Tchibo              | Euros    | Dec-16   | 10,062                      | 3,308                      | 11,370               | 3,740               |