

Farmer Brothers®

Taking Measure

2019 SUSTAINABILITY REPORT



Our years of prioritizing sustainability have led to impactful results. We've dug deep into sustainability practices and applied them to our business. We've held ourselves accountable by setting ambitious goals and science-based targets. We've measured our efforts and checked ourselves against prior years. We've created programs and refined initiatives. And that's how the Farmer Brothers family can confidently say:

Our efforts are working.

But that doesn't mean the work is done. The next chapter of the sustainability story is yet to be written. Together with our customers, employees, and the producers we work with, we're committed to building on our progress to produce more positive outcomes.

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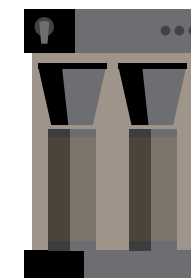
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LETTER FROM OUR LEADERS

Reflecting on Our Progress

Holding ourselves accountable has always been the driving force behind sustainability at Farmer Brothers. It starts with setting big, ambitious goals and evaluating our progress year over year. This year, we are taking measure, literally, to reflect on our progress in order to identify where to go next and how we get there. What this introspection has revealed is that when an initiative was missing the mark, we've been able to pivot. And when programs and practices begin to gain momentum, we've pushed harder and dug deeper.

Sometimes accountability means being more aggressive than we initially planned. Our reduction targets around global warming are one of those instances. In 2016, we committed to holding warming to 2°C but realized in 2018 that 1.5°C would align us with the Intergovernmental Panel on Climate Change (IPCC) recommendations. In a bold move for our industry, we reset our reduction targets to not only stay ahead of Greenhouse Gas (GHG) policies and regulations, but also to lead the charge on real climate action.

Our gains in transportation efficiency over the years provide another set of data we're proud to report. In 2019, by heavily implementing route optimization, we've experienced a 9.3% reduction

in fuel consumption. That's a 3.5% improvement over the previous year—it's a place where we will continue to push the envelope.

When evaluating our sustainable sourcing, gains and growth over the years are a key theme. Currently, 27% of all our coffee is sustainably sourced. That's a big leap from when we started in 2015, but a far cry from 100%. Rather than deter us, we are more determined than ever to find innovative solutions that will get us to 100% sustainably sourced. Our environment, our customers, and the coffee-growing communities we partner with are depending on us.

Looking back allows us to see a clearer path forward. It's one where we will continue to lead by example, innovate forward, and drive change. It's one where sustainability remains tightly woven into the fabric of our company. And it's one where we continue to hold ourselves accountable for the betterment of our environment, our communities, and our economies.

Sincerely,
Deverl Maserang **Molly Laverty**
President and CEO Director of Sustainability



Reducing Our Impact

By taking ambitious actions to combat climate change through carbon reduction, Farmer Brothers is not only staying ahead of policies and regulations related to greenhouse gas emissions, but also leading the charge for our industry.

SUSTAINABILITY JOURNEY

↓ 5.8%
reduction in absolute CO₂e emissions¹

↓ 6.4%
reduction in CO₂e emissions per roasted kg¹

FEATHERS IN OUR CAP

Manufacturing Innovation Award by ProFood World 2018

Our new roasting facility in Northlake, Texas, was recognized for manufacturing excellence.

Texan by Nature 20 by Texas Monthly

Farmer Brothers was recognized as one of the top-20 businesses in Texas leading conservation and sustainability efforts in the state.

C D P LEADERSHIP BAND 2017–2019

GRI Standards Comprehensive Compliance

The highest level of disclosure, which is key to moving forward in achieving our sustainability goals.

2025 GOALS

↓ 1.5°C
by 2025

In 2018, we reset our carbon emissions reduction targets from a 2-degree warming scenario down to a 1.5-degree warming scenario by 2025 to align with Intergovernmental Panel on Climate Change (IPCC) recommendations.

“Holding warming to 1.5°C could mean 11 million fewer people exposed to extreme heat, 61 million fewer people exposed to drought, and 10 million fewer people exposed to the impacts of sea level rise.”

– Science Based Targets initiative

ABSOLUTE REDUCTION TARGETS²

↓ 30%
Scope 1+2 emissions

↓ 18%
Scope 3 emissions

With the 2018 reset, we had already reached our 2025 goals for Scope 1 and 2 emissions reduction while growing through acquisition. To preserve the accuracy and transparency of our supply chain, we've reset our emissions reduction goals.



(Reducing Our Impact continued)

Sustainable Transportation Strategies

To reach our goal of a more efficient fleet, the first step was to reduce our on-road miles with a move to Texas. Our teams also began using alternatives such as intermodal transport and technologies like telematics to determine the most cost-effective transportation routes.

INTERMODAL TRANSPORTATION

In 2016, Farmer Brothers switched from our own long-haul fleet to a 3PL partner that specializes in intermodal transport. Now, instead of being limited to a trucking fleet, products can be shipped using much less carbon-intensive modes like rail and water, saving fuel.

3%
of traditional shipments have been moved to rail

114
tonnes CO₂ diverted

July 2019–Sept 2019

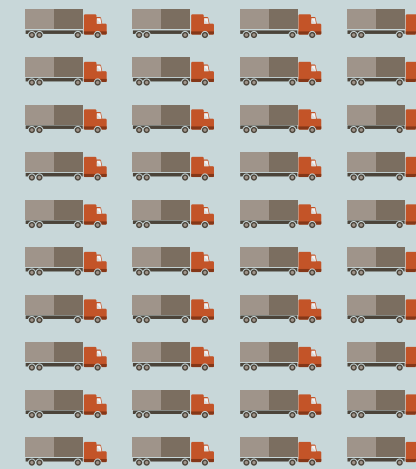


1 gallon of fuel saved reduces CO₂ emissions by 20 pounds³



ROUTE OPTIMIZATION

Our transportation team is using telematics to identify more efficient routes for our delivery trucks, resulting in carbon-saving fuel efficiency. As a result:



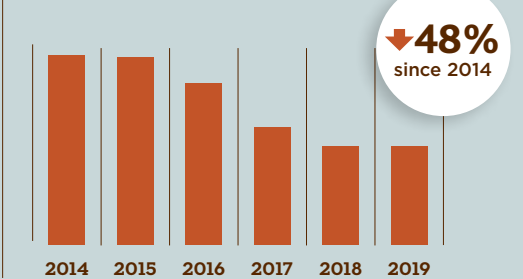
40 fewer trucks purchased

“There were a lot of customers who were being over-serviced, so we reduced the frequency of visits. With the reduction in frequency, you reduce overlap and driving time, which means you’re saving fuel, making drivers more efficient, and servicing more customers in the same amount of time.”

– Martin Handle, transportation manager, Farmer Brothers

15%
of direct sales routes overlap over 1.5 years

REDUCED FUEL CONSUMPTION
fuel intensity (gallons/roasted kg)



ALTERNATIVE FUEL VEHICLES

We’re committed to finding new ways to reduce our carbon footprint, including the use of alternative fuel vehicles. Our transportation team conducted a pilot test using two biodiesel trucks, which improve air quality and the environment using a clean-burning, renewable fuel source. Our team continues to evaluate how to integrate alternative fuels into our supply chain.

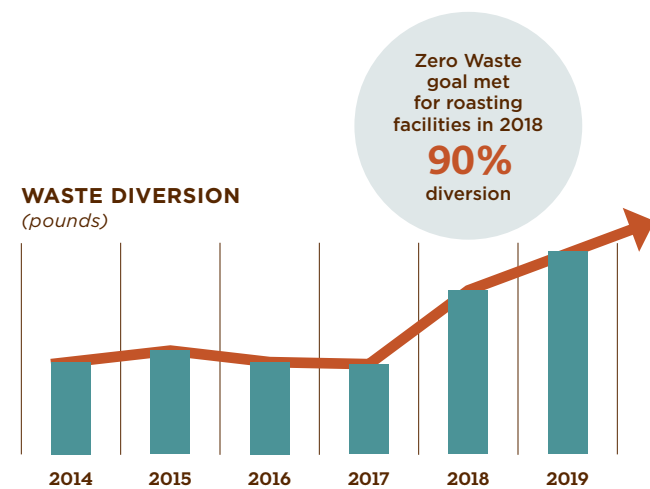
25,522 mi.
over 25k miles traveled using alternative fuel

400 gallons reduction by using biodiesel trucks

ZERO WASTE TO LANDFILL

When we put a stake in the ground committing to zero waste, there was no turning back. Today, all three of our roasting facilities and our distribution centers are proudly zero waste facilities, diverting over 90% of waste from the landfill. Overall, our company diverts 74% of waste away from the landfill. We've also worked to reduce the total pounds of waste we generate, saving the company money and reducing the resources we consume in our business.

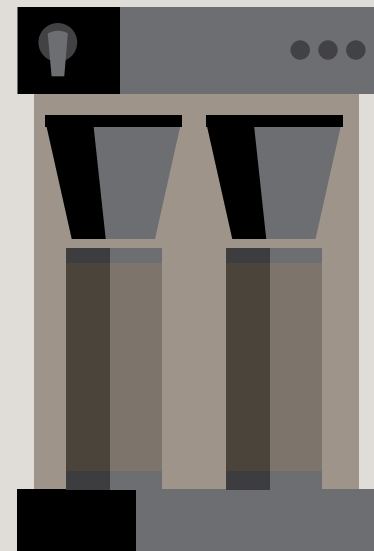
Where does the waste go?



(Zero Waste to Landfill continued)

Better-Than-New Brewers

Our company has dedicated an entire team to extending the life of our coffee brewing equipment (CBE). The team uses advanced techniques to restore our brewers to new or better-than-new condition, keeping materials out of landfills and supporting a circular economy.



THE PATH TO

100% Sustainably Sourced

Sourcing sustainable coffee has been a goal of Farmer Brothers since 2015 when we set an ambitious target with the Sustainable Coffee Challenge. While 100% sustainably sourced is a lofty, long-term goal, laying the groundwork now will make it possible in the future. It means sourcing our coffee from growers who are treated well, respect the environment, and support coffee-growing communities.

Our customers understand the benefits of switching to sustainable coffee and the demand for it in the market. Customers are demanding sustainability, and we're providing the supply chain expertise.

GOALS

100%
sustainably sourced

We're improving our supply chain through a 5-step process:

- ▶ Understanding our supply chain
- ▶ Ongoing education for all our customers
- ▶ Transformation of our own brands
- ▶ Seeking collaborations with suppliers
- ▶ Achieving 100% sustainably sourced

PROGRESS

100%
of our Artisan Collection coffees are sustainably sourced

27%
of all coffee is sustainably sourced

Since 2017, sales of our sustainable Artisan Collection of coffees have increased by

↑ 31%

“You can't have sustainability without traceability. If you don't know where your coffee is coming from, it's impossible to affect any kind of change in a coffee-growing environment.”

– Daniel Cifuentes, sustainable supply manager, Farmer Brothers



A Move for the Better

With a 100+ year legacy of doing business in California, the decision to relocate our corporate headquarters to Texas was not an easy one, but it was the right one. It's a choice that has positively impacted our environment, our communities, and our economies.

Sustainability training has infiltrated the entire organization. Through immersive training sessions with the nationwide sales group, sales of sustainable pounds in our direct-store-delivery (DSD) business are increasing. Since 2017, sales of our sustainable Artisan Collection coffees have increased by 31%.

“When we bring our salesforce together, sustainability is a critical part of each of our meetings. Managers are sharing, people are excited, and engagement is high.”

– Brian Granley, director, regional DSD northwest, Farmer Brothers

Our employees in Portland and Northlake get to live and breathe sustainability every day in a LEED-certified building.

“With our low-impact facility here, that’s one way we are committed to recycling, composting, and being less wasteful.”

– Molly Williams, diversity recruitment and social media specialist, Farmer Brothers



1,849,889 gallons

of water use was moved out of California, which is a drought high-risk zone.

↓ 48%

reduction of on-road fuel intensity in 2019 from a 2014 baseline

We’re using integrated data sources to make better decisions and make progress toward our sustainability goals, including real-time data about our waste streams, real-time sales data, and data around cost and kilowatt-hour. Every month, our waste diversion percentages are updated on our online portal so employees can see how their efforts are paying off.

There’s been a shift in attitude company-wide, with people more aware of how they’re diverting waste.

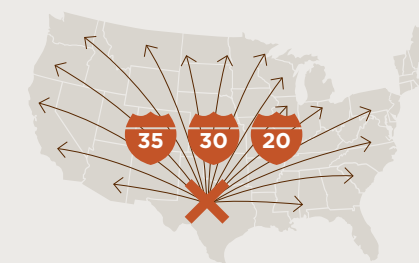
“We used to get a lot of emails from branches saying, ‘We need more trash cans.’ Over the last year and a half those requests have shifted to, ‘We have a lot of things we need to get rid of. Can you help us find an outlet for them?’”

– Molly Laverty, director of sustainability, Farmer Brothers

“Moving the central freight of production to a geographically centralized location has given us the opportunity to streamline our supply chain, consolidating what was an Oklahoma warehouse facility with our new headquarters facility, reducing duplication. We’re now also in a prime position to better use intermodal out of the DFW area.”

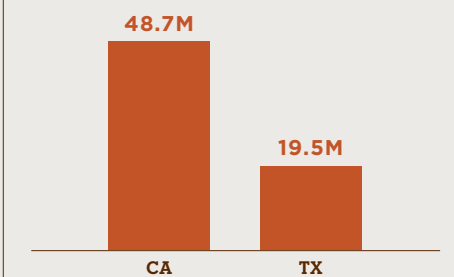
– Jason Neatrou, route optimization manager, Farmer Brothers

CENTRALIZED DISTRIBUTION



Access to major interstates that connect our supply chain

ANNUAL MILES DRIVEN



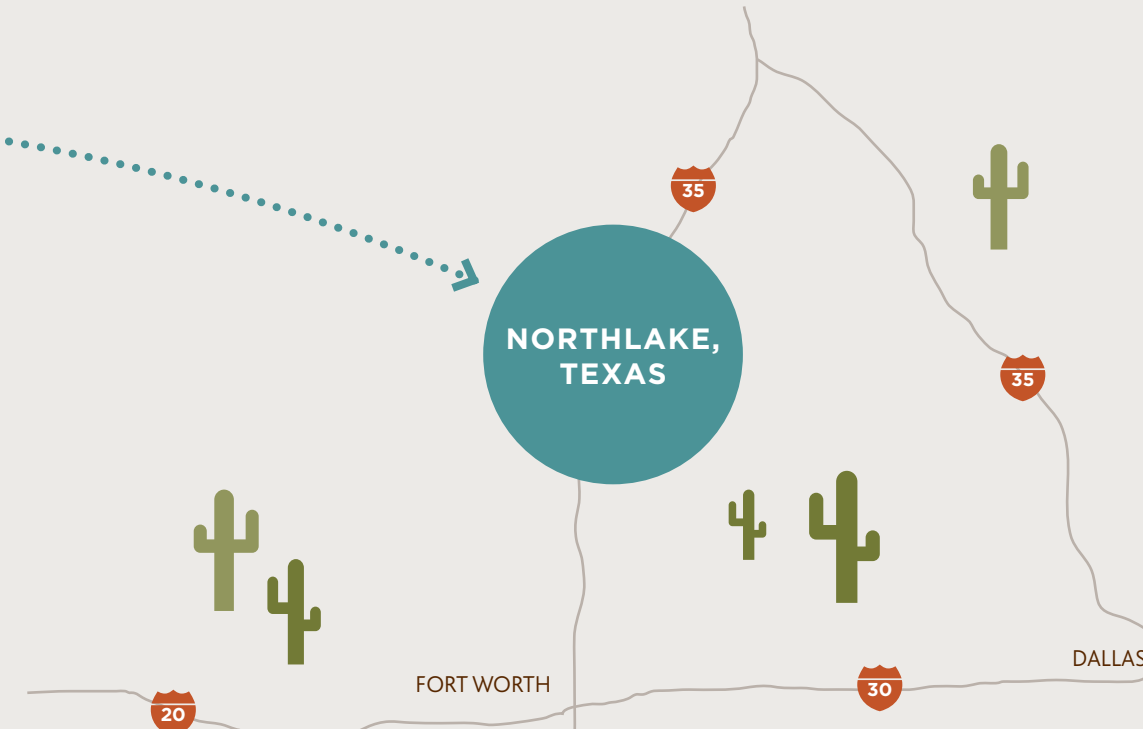
We reduced on-road miles required to distribute our product

↓ 37%

reduction of total on-road fuel gallons in 2019 from a 2014 baseline

Nearly eliminated all “empty” miles

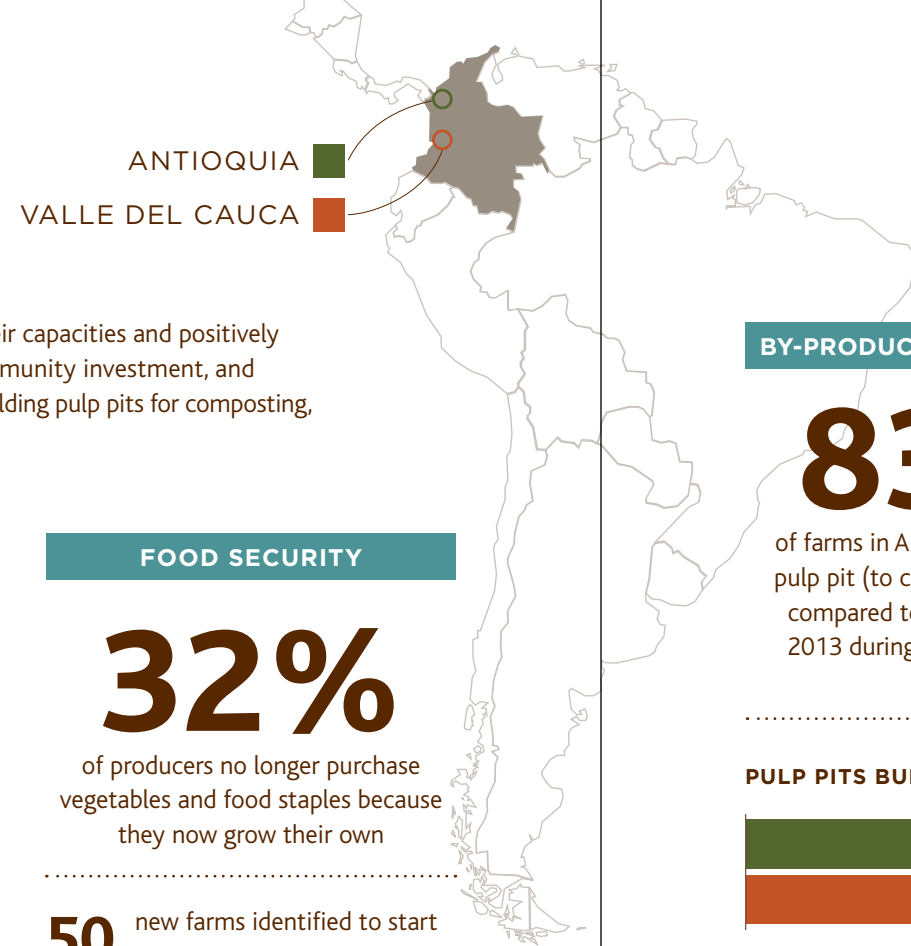
We’ve optimized distribution routes to limit the occurrence of any “empty” trailer miles



Colombia

Since 2009, our team has been working with coffee growers at origin to increase their capacities and positively impact their communities. We do this by providing educational opportunities, community investment, and technical training for initiatives like planting food gardens, conducting soil analysis, building pulp pits for composting, and installing cherry hoppers to conserve water.

HERE ARE SOME RESULTS FROM OUR IMPACT ANALYSIS IN COLOMBIA



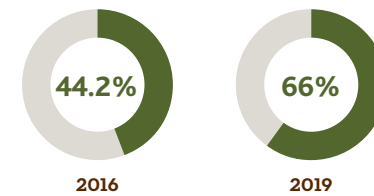
FOOD SECURITY

32%

of producers no longer purchase vegetables and food staples because they now grow their own

50 new farms identified to start gardens in early 2020

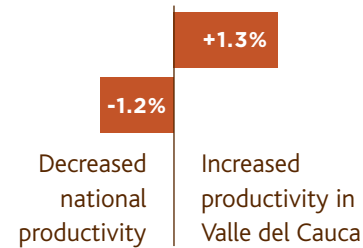
FARMS WITH FOOD GARDENS IN ANTIOQUIA
Most food is intercropped with coffee



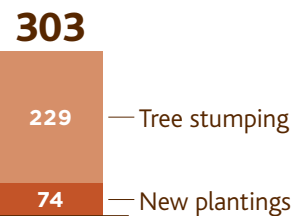
PRODUCTIVITY

273

Valle del Cauca producers performed soil analyses



COFFEE HECTARES RENOVATED IN VALLE DEL CAUCA



67%

of Valle del Cauca region producers have an established renovation program on their farms

BY-PRODUCTS MANAGEMENT

83%

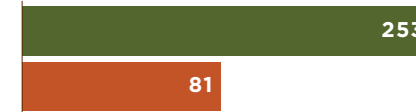
of farms in Antioquia have built a pulp pit (to compost coffee pulp), compared to 52% measured in 2013 during the baseline study

PULP PITS BUILT



COFFEE QUALITY

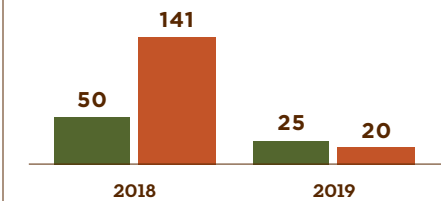
Farms received maintenance and training on preventive maintenance of pulping machines



32

producers received cash bonus to replace their pulping machine

NEW SOLAR DRYERS BUILT

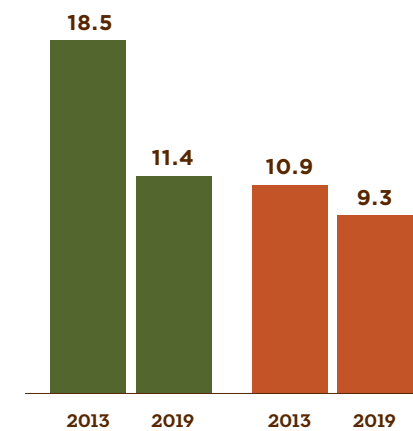


\$145K

paid as cash premium directly to producers in 2018

WATER

REDUCED WATER CONSUMPTION (lt/kg dry parchment)



WATER CONSERVATION ACCOMPLISHMENTS BY REGION (2018-2019)

109 wastewater treatment systems installed to treat wastewater from wet mill

37 farms rebuilt their wet mill to increase water efficiency

86 new septic systems to treat wastewater

96 new cherry hoppers on top of the pulping machine to de-pulp without water

90 new washing and fermentation tanks to reduce water consumption

OVERALL ANNUAL REDUCTION IN WATER (cubic meters)

Through our efforts to reduce overall water consumption, we saved the equivalent of 22 Olympic-sized swimming pools of water in Antioquia and 5 Olympic-sized pools of water in Valle del Cauca.



Future Forward

Our commitment to sustainability means we'll never stop asking the hard questions, like "How do we keep farming families from going hungry?" and "How can coffee adapt to a changing climate?" Finding the answers requires putting in the work toward sourcing coffee responsibly, supporting communities, caring for our farming partners, reducing energy and water usage, and reducing our waste.

With every milestone we achieve, there's a new, more ambitious goal for the future. And with each step in our journey, we'll continue taking measure—challenging ourselves and the entire industry to do business in better ways.

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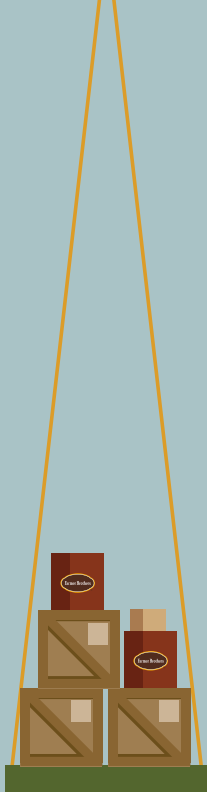
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ENDNOTES

¹ Since 2018 baseline.

² Absolute reduction refers to decreases in the total quantity of carbon emitted.

³ One gallon of fuel saved reduces greenhouse gases (GHGs)—mostly in the form of CO₂ emissions—by 20 pounds. Source: [US Environmental Protection Agency \(EPA\)](#).



Farmer Brothers®