S/SCO

At the heart of food and service

# FY20 AT A GLANGE



AT THE HEART OF FOOD AND SERVICE

**326** 

DISTRIBUTION FACILITIES



VEHICLES ON THE ROAD 57K

ASSOCIATES ACROSS THE GLOBE 625k

CUSTOMER LOCATIONS

Sysco is the global leader in selling, marketing & distributing food products, equipment & supplies for the foodservice and hospitality industries.

#### STRATEGIC PRIORITIES

- ACCELERATE DIGITAL PLATFORMS
- SALES TRANSFORMATION
- REGIONALIZATION
- STRUCTURAL COST OUT

### SUPPORTING CUSTOMERS THROUGH THE PANDEMIC AND BEYOND

- COVID-19 RESOURCES TOOLKIT
- TAKEOUT/DELIVERY TOOLS INCLUDING MENU PLANNING, WEBSITE DEVELOPMENT, THIRD-PARTY DELIVERY PARTNERS, PRODUCTS LIST
- #TAKEOUTTOGIVEBACK SOCIAL MEDIA CAMPAIGN TO ENCOURAGE SUPPORT OF RESTAURANTS
- CARES ACT WEBINAR SERIES
- POP UP STOCK UP RESOURCES TOOLKIT FOR TEMPORARY RESTAURANT RETAIL EVENTS
- VIRTUAL RESTAURANT READINESS TOOL AND RESTAURANT REIMAGINED REOPENING TOOLKIT FOR REOPENING BEST PRACTICES



Sysco

#### WE HAVE DISTRIBUTION FACILITIES IN:

US, CANADA, MEXICO, COSTA RICA, BAHAMAS, PANAMA, UK, FRANCE, SWEDEN, IRELAND, SPAIN, AND BELGIUM.

## FINANCIALS FISCAL 2020

\$53

IN ANNUAL SALES \$1.7
BILLION

ADJUSTED OPERATING INCOME<sup>1</sup>



FREE CASH FLOW<sup>1</sup>



CONSECUTIVE Dividend Increases

AS OF 8/11/20; DIVIDEND INCREASES SINCE 1970

\$1.7

TOTAL VALUE RETURNED
VALUE TO SHAREHOLDERS THROUGH
DIVIDENDS AND SHARE BUYBACKS IN FYZ

\$2.01

ADJUSTED EARNINGS PER SHARE<sup>1</sup> 4.1% 3-YEAR RETURN

TOTAL SHAREHOLDER RETURN RETURNS REPRESENT AVERAGE ANNUALIZED RETURN AS OF JUNE 30, 2020





## FINANCIALS CONTINUED

FY20 SALES BY CUSTOMER TYPE



**62%** Restaurants

14% Other

9% Healthcare

8% Education & Government

7% Travel & Leisure

**FY20 SALES BY PRODUCT TYPE** 



19% Meats

16 % Canned/Dry

15% Frozen

10 % Poultry

10 % Dairy

9% Produce

7% Paper

5% Seafood

4% Beverage

5% Other



In response to the global COVID-19 crisis, Sysco donated 30 million meals in 8 countries, totaling \$100M in donations.

### CORPORATE RESPONSIBILITY





Increase in spend minority suppliers









Responsibly sourced commodities















Sysco's CSR 2025 goals set a clear path for the future and demonstrate the company's continued commitment to care for people, source products responsibly and protect the planet.

**FACT** 

Sysco has five billion-dollar brands!













FORWARD-LOOKING STATEMENT

Certain statements made herein are forward-looking statements under the Private Securities Litigation Reform Act of 1995. They include statements that express management's expectations or beliefs regarding the future. These statements involve risks and uncertainties and are based on management's current expectations and estimates; actual results may differ materially. For a discussion of the risks, uncertainties and other factors that could cause actual results to differ materially from the forward-looking statements expressed herein, see the company's Annual Report on Form 10-K for the year ended June 29, 2019, as filed with the SEC, and the company's subsequent filings with the SEC, including the company's quarterly report on form 10-Q for the third quarter of fiscal 2020 (available at www.sec.gov). Sysco does not undertake to update its forward-looking statements, except as required by applicable law.

