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California Agribusiness
Center of Excellence



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IMPACT THAT
MATTERS**
since 1845

What our clients are saying

“Deloitte is a valuable service provider for our company. They are deeply qualified and deliver excellent quality, yet are very approachable and practical.”

Yuman Pirzada

VP Finance and Accounting | Ventura Foods LLC

“Deloitte has been a great resource for our Company – they are proactive and have amazing depth of knowledge and industry resources.”

Mark Nelson

Chief Financial Officer | Beyond Meat

“Deloitte’s focus on quality and risk provide a high level of precision and assurance on our financial statements. They are always responsive and provide real time feedback on complex and unique transactions. Plus they really know the ag space which is a big plus for our business.”

Joel Silva

Corporate Controller | Calavo Growers, Inc.



California Agribusiness Center of Excellence

Deloitte is a leading professional service provider in serving the Agribusiness sector across a broad range of services in audit, tax, financial and risk advisory and consulting. Our California-based Agribusiness Center of Excellence offers our clients the following benefits:

- Presence across California to serve you - locally and beyond:**
 Fresno, Sacramento, Los Angeles, Orange County, San Diego, San Jose, and San Francisco.
- Industry curated quarterly events:**
 Finance executive roundtables covering key topics including farm-to-table, cold storage supply chain, vertical farming, sustainability and more.
- A dedicated team of industry-experienced professionals:**
 Our California agribusiness practice is led by 15+ partners and managing directors backed by over 5,000 consumer products professionals across the global network of member firms to effectively execute work on companies of any size, global footprint and complexity.
- Scalability and efficiency:**
 As a leader serving the private middle market, we scale our services to your operations and deploy technology to deliver high quality services.
- Integrated financial services:**
 Our services include experienced professionals in M&A, tax, accounting reporting & advisory, commercialization of diagnostic solutions, IT risk and controls, and more.

Who we serve - as of June 2021

Consumer products

Over **95%** of the Fortune 500 food consumer products companies

98% of the Fortune 500 Consumer Product companies

90% of the Fortune 1000 food consumer products companies

87% of the Fortune 1000 Consumer Product companies

85% of the Fortune 500 food production companies

Over **85%** of the Fortune 1000 food production companies

Deloitte & Touche LLP Agribusiness and Consumer Industry Clients

Albertsons Companies
 Andersons Inc
Apeel Sciences*
 Archer Daniels Midland Company
Beyond Meat*
Bolthouse Farms*
 Brightview Parent
 Bunge Limited
Calavo Growers*
Califia Farms*
 Cargill
 Continental Grain Company
 Dean Foods Company
 Dole Packaged Foods*
Driscoll's*

E. & J. Gallo Winery*
 Farmer Brothers Co
Grocery Outlet Inc.*
House Foods America*
Imperfect Foods, Inc.*
 Industrias Bachoco S.A.B. De C.V.
 Ingles Markets Inc
 Keurig Dr. Pepper
 Lancaster Colony Corp
Limoneira Company*
 Louis Dreyfus Company
Mission Produce*
 Newage, Inc.
 Northwest Dairy Association
 Performance Food Group Co

Potbelly
Ready Pac Foods*
Reiter Affiliated Companies*
 Scotts Miracle-Gro Co
 Simply Good Foods Co
 Spartannash Co
Sun Basket*
Sweetgreen*
 Treehouse Foods, Inc.
 Tyson Foods
 US Foods Holding Corp.
Ventura Foods*

*indicates a CA-based client



Thought leadership



Future of work: The state of the food industry

As demand changes, so too must the very work we ask people to do, where we ask them to do it, and the specific skills necessary to perform the most vital tasks. Today, technology and new sources of talent are together unlocking new possibilities for what we refer to as the “Future of Work” (FoW).



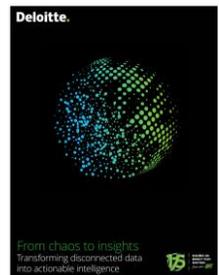
Surprise ingredients in the post-pandemic food story

There are high hopes that things will go back to normal once the vaccine is in enough arms, including dining out. However, a full return to normal may not be in the cards for the food services and restaurant industries as there will be continued interest in cooking at home and buying fresh food.



How can consumer products companies stay relevant and be future-ready with analytics?

At the start of 2020, the consumer products industry was addressing traditional operational issues and slowly adapting to emerging consumer trends. However, the COVID-19 outbreak may have fundamentally changed consumer demand and the integrated supply chains that serviced it, defining a “new normal” for businesses and altering some category dynamics forever.



From chaos to insights: Digital transformation trends for CPG

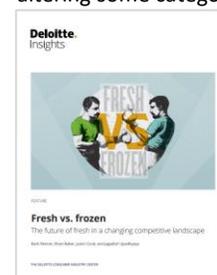
Despite increased investment in digital technology, many consumer packaged goods companies still operate with disorganized and disconnected product data. Learn how organizations that make the leap to transform their data strategy can improve margins and increase collaboration across the CPG supply chain.

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2021 consumer products industry outlook

The consumer products industry enters 2021 with ambition and confidence. The No. 1 goal is revenue growth, and four in five consumer products industry executives are confident in their organization’s ability to execute its business strategy in the coming year..



Fresh vs. Frozen: The future of fresh in a changing competitive landscape

The initial big question for 2021 was whether this increased demand could be sustained. Many were concerned that competition from the return of restaurants would cause retail food sales to plummet. Yes, sales are indeed off their highs, but sales in the first half of 2021 still significantly outpaced those of 2019. Fresh seems likely to leave this pandemic period better off in terms of revenue than before it started.



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