

THE J.M. SMUCKER Co

INTERNATIONAL & AWAY FROM HOME



TIM WAYNE

Senior Vice President and General Manager,
International and Away From Home



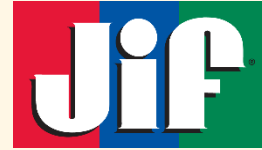
AWAY FROM HOME

The Away From Home
channel acts as a
BENEFICIAL
consumer-facing
& brand-building lever

75%
of the business is
front of house

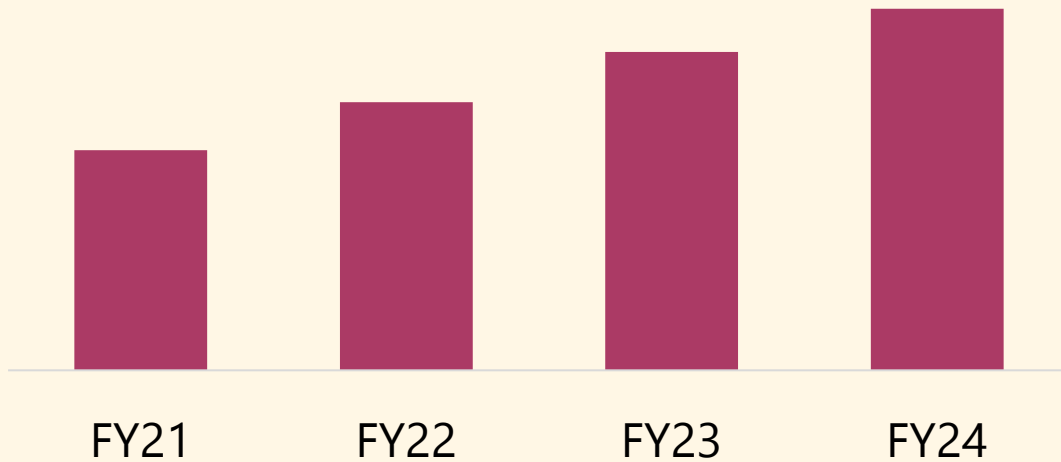
Customers want products
consumers desire

Driving trial & awareness
for our brands



DOUBLE-DIGIT GROWTH

for **three consecutive** fiscal years
with over **\$750M** in Net Sales
estimated for FY25



THE PORTFOLIO

Prepared Sandwiches
On-Demand Dispensed Coffee
Portion Control
Roast & Ground Coffee



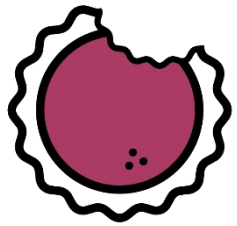
We have developed a

STRATEGICALLY POSITIONED PORTFOLIO

- 1 LEADING NATIONAL BRANDS**
 - Represent trust and quality
 - Drives growth across our categories
- 2 RESILIENT TO ECONOMIC DYNAMICS**
 - Primarily operates in schools, businesses, lodging, healthcare, convenience & restaurants
- 3 BREADTH OF PORTFOLIO**
 - Wide range of brands and products
 - Utilize innovation for growth

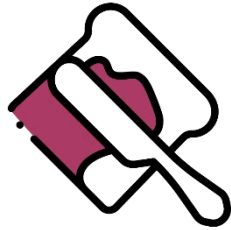
FUELING GROWTH

to continue our momentum in Away From Home



Uncrustables[®]
Brand

Improved capacity,
innovation & driving
new distribution



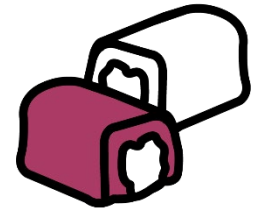
Spreads

Growth through
capacity expansion



Coffee

Leveraging all brands
and expanding
through innovation



Hostess[®]
Brand

Grow in traditional
Away From Home
channels

Away From Home *UNCRUSTABLES*® BRAND

Tremendous momentum with opportunity for channel expansion



K-12 Schools



Convenience Stores

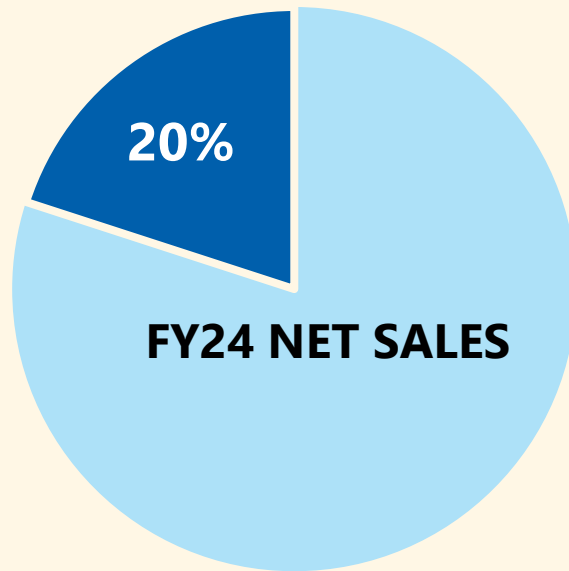


Additional AFH Channels

UNLOCKED CAPACITY

to fuel further *Uncrustables*® brand growth in Away From Home channels

Enterprise net sales composition could shift more favorably to Away From Home



■ Retail ■ Away From Home





Away From Home **SPREADS**



Expanded capacity for fruit spreads, syrup & honey at our Orrville plant



Fuel growth in tabletop restaurants, carry-out & lodging spaces

Away From Home **COFFEE**

Product and equipment
opportunities for
COLD & SPECIALITY
coffee





Away From Home

HOSTESS[®] BRAND

A WHITESPACE OPPORTUNITY

Universities

Travel

Lodging

Entertainment Venues

Leverage our experience, breadth & depth in Away From Home

AWAY FROM HOME EXPECTATIONS

Through our
**Strategically Positioned
Portfolio**
&
Key Growth Drivers

MID-SINGLE-DIGIT

Net Sales Growth



INTERNATIONAL

Made up of our
**CANADA &
EXPORT**
businesses



FY24 NET SALES

Export
20%

Canada
80%



KEY GROWTH OPPORTUNITIES

For our International business



Launching the *Uncrustables*® brand in Canada



Expanding our leading coffee brands



Accelerate pet expansion



Utilizing expertise & leadership to grow *Jif*® brand





EXPANDING KEY GROWTH PLATFORMS

**Connecting the Iconic
Uncrustables[®] Brand in Canada**

SMUCKER'S.[®]



Uncrustables[®]

Video Commercials Playing in Room

INTERNATIONAL EXPECTATIONS



A level of
NET SALES GROWTH
with a focus on
MARGIN EXPANSION



WE HAVE EXCITING OPPORTUNITIES

**AND THE BEST PART IS BEING
ABLE TO SHARE OUR LEADING
BRANDS**

ACROSS GEOGRAPHIES AND CHANNELS