



ENHANCING THE COMMUNITIES WE SERVE

We believe our progress should be measured in part by the impact we have on our communities and our environment. We set specific targets and implemented action plans to reduce our greenhouse gas emissions, water consumption and the amount of waste we send to landfills. In fact, we are proud to be included in the Carbon Disclosure Project's S&P 500 Leadership Index for the quality of our disclosures about our carbon footprint and management strategy.

We also strive to make a difference in our communities, and we provide financial support, food and other resources to a variety of nonprofit organizations. Through the Dean Foods Foundation, we align our giving with our core business by supporting organizations that aim to prevent childhood hunger and its effects, that teach at-risk children and youth the importance of maintaining a nutritious diet, and that promote responsible agriculture. To learn more about our corporate social responsibility, visit www.deanfoods.com.



DEAN FOODS BUSINESS DEFINED

- Headquartered in Dallas, Dean Foods is the largest processor and distributor of milk and other dairy products in the United States.
- 2010 net sales: \$12.1 billion
- Approximately 25,000 employees
- Two operating divisions:
 - Fresh Dairy Direct – Morningstar (locally and regionally branded and private label dairy, cultured and shelf-stable products)
 - WhiteWave – Alpro (nationally and internationally branded dairy and plant-based products)
- Leader in conventional and value-added milk
- No. 1 global leader in soy beverages
- No. 1 organic dairy brand in the U.S.
- No. 2 company in U.S. creamers
- Leader across the U.S. refrigerated case
- Approximately 100 manufacturing facilities throughout the U.S. and in four European countries
- Product distribution across all 50 states

** All information based on 2010 year-end data.*

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DAIRY INDUSTRY FACTS

- U.S. dairy is a \$110 billion industry.
- In 2009, 15% of the total U.S. milk supply was used to produce fluid milk products.
- The average consumer spends \$430 annually on dairy products.
- 2% milk is the largest supermarket seller in the fluid white milk category (37.1% of sales), followed by whole milk (28.1%), skim milk (18.6%) and 1% (16.2%).
- About 73% of the calcium available in the food supply is provided by milk and dairy products.
- California produces the most milk in the U.S.
- In 2009, U.S. farms milk production was 189.3 billion pounds.

** All information based on Dairy Facts 2010.*

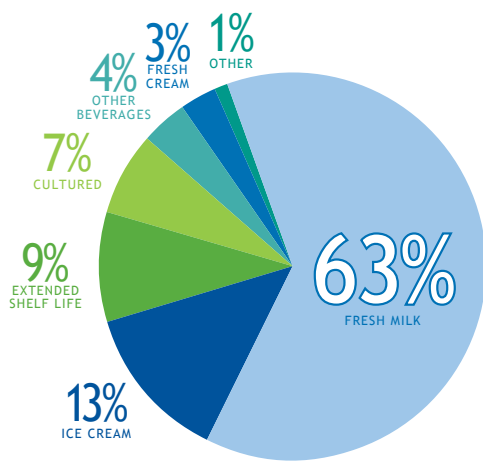
Dean Foods sold more than 2.4 billion gallons of milk in 2010 – that's enough to fill more than 4,000 Olympic-sized swimming pools.



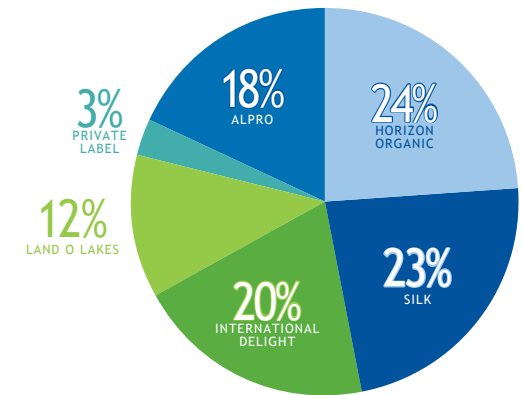
- 2010 net sales: \$10.2 billion
- Fresh Dairy Direct-Morningstar is the largest processor and distributor of milk and other dairy products in the United States, with products such as milk, ice cream, cultured products, creamers, ice cream mix and other dairy products sold under more than 50 familiar local and regional brands, the TruMoo® chocolate milk brand, and a wide array of private labels.
- Delivers products through one of the most extensive refrigerated direct store delivery(DSD) systems in the United States.
- Nearly 100 Fresh Dairy Direct and Morningstar facilities provide a variety of branded and private label dairy case products, including milk, creamers, ice cream, sour cream, cottage cheese, whipping creams and aerosol whipped cream. We sell to retailers, distributors, food service outlets, educational institutions and governmental entities across the United States.
- Top five FDD regional brands (measured in gallons):
 - Dean's®
 - Garelick Farms®
 - Country Fresh®
 - LAND O LAKES® (licensed brand)
 - Oak Farms®
- Serves customers in all 50 states.



- 2010 net sales: \$1.9 billion
- Nationally branded products including organic dairy, creamers, soy and other plant-based drinks, and other premium food products delivered through retail, health food and out of home channels.
- Brands include:
 - Horizon Organic®
 - Silk® Soymilk
 - Silk Pure Almond® almondmilk
 - Silk Pure Coconut® coconutmilk
 - LAND O LAKES® branded creamers and fluid dairy products (licensed brand)
 - International Delight®
 - Alpro®
 - Provamel®
 - Belsoy®
- Global leader in plant-based food and beverages, with Silk and Alpro brands.
- Produces Horizon Organic, the leading organic dairy brand in the U.S.
- More than 600 family farms produce 94% of Horizon's milk supply.
- Two certified organic dairy farms (Paul, Idaho, and Kennedyville, Md.)
- WhiteWave Foods operates five U.S.-based manufacturing facilities.
- Alpro operates four manufacturing facilities in Europe.
- Alpro is a European leader in soy-based food and beverages, also producing other plant-based drinks, including Alpro and Provamel brands.



2010 NET SALES



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