

# Farmer Brothers®

## Farmer Bros. Co. Publishes New Investor Presentation and Fact Sheet on Northlake, Texas Coffee Processing Facility

March 12, 2018

NORTHLAKE, Texas, March 12, 2018 (GLOBE NEWSWIRE) -- Farmer Bros. Co. (NASDAQ:FARM) ("Farmer Brothers" or the "Company"), a national coffee roaster, wholesaler and distributor of coffee, tea, and culinary products, today published an updated investor presentation as well as a fact sheet about its coffee processing facility in Northlake, Texas that management will review today at the 30<sup>th</sup> Annual ROTH Conference in Laguna Niguel, California. The investor presentation and fact sheet are both available on the Investor Relations section of the Company's website at [www.farmerbros.com](http://www.farmerbros.com).

The new investor presentation highlights how Farmer Bros. is understanding, leading, building and winning in the business of coffee. In the last five years, Farmer Bros. has transformed from a 100-year-old regional coffee company to a growing and profitable, forward-thinking industry leader championing the coffee culture.

Key Northlake facility facts include:

- **Receipt of Safe Quality Food (SQF) Certification for coffee processing facility in March 2018.** SQF is a Global Food Safety Initiative-based system that strengthens Farmer Bros.' commitment to supplying safe, quality coffee products and compliance with food safety legislation. The initial term of the certification is for a 12-month period after which the Company expects to apply for recertification on an ongoing basis. The certification builds on the Company's strong record of SQF scores at its coffee processing facilities in Houston, Texas and Portland, Oregon.
- **Increases company's total potential coffee roasting capacity to more than 200 million pounds per year.** Northlake can store 400 containers – 16 million pounds – of coffee, has three state-of-the-art roasters and adds one mile of coffee conveyors to Farmer Bros. The coffee processing facility can produce enough coffee to provide the equivalent of approximately one million cups of coffee per day.
- **Expands distribution capabilities.** Northlake's world-class distribution center is over 315,000 square feet, features more than 23,000 pallet spots, and is currently responsible for 15,000 annual shipments to customers by both truck and rail.
- **An annual run rate of six million pounds of green coffee roasted and packed by the end of fiscal year 2018.**

As previously announced, Farmer Brothers will present at the 30th Annual ROTH Conference in Laguna Niguel, California, today at 2:00 p.m. PT (5:00 p.m. ET). Participating at the conference will be Michael H. Keown, President and Chief Executive Officer, and David G. Robson, Treasurer and Chief Financial Officer. There will be an audio plus slides live webcast, with a replay available for 90 days. To listen to the webcast please click on the link <http://www.farmerbros.com/webcast/roth32/farm/>. A copy of the presentation will also be available on the Investor Relations section of the Company's website at [www.farmerbros.com](http://www.farmerbros.com) at the time of the presentation.

### About Farmer Bros. Co.

Founded in 1912, Farmer Bros. Co. is a national coffee roaster, wholesaler, and distributor of coffee, tea, and culinary products. The Company's product lines include organic, Direct Trade and sustainably-produced coffee. With a robust line of coffee, hot and iced teas, cappuccino mixes, spices, and baking/biscuit mixes, the Company delivers extensive beverage planning services and culinary products to its U.S. based customers. The Company serves a wide variety of customers, from small independent restaurants and foodservice operators to large institutional buyers like restaurant and convenience store chains, hotels, casinos, healthcare facilities, and gourmet coffee houses, as well as grocery chains with private brand coffee and consumer-facing branded coffee and tea products.

Headquartered in Northlake, Texas, Farmer Bros. Co. generated net sales of over \$540 million in fiscal 2017 and has approximately 1,600 employees nationwide. The Company's primary brands include Farmer Brothers®, Artisan Collection by Farmer Brothers™, Superior®, Metropolitan™, Cain's™ McGarvey®, China Mist® and Boyds®.

### Forward-looking Statements

Certain statements contained in this press release are "forward-looking statements" within the meaning of federal securities laws and regulations. These statements are based on management's current expectations, assumptions, estimates and observations of future events and include any statements that do not directly relate to any historical or current fact. These forward-looking statements can be identified by the use of words like "anticipates," "estimates," "projects," "expects," "plans," "believes," "intends," "will," "could," "assumes" and other words of similar meaning. Owing to the uncertainties inherent in forward-looking statements, actual results could differ materially from those set forth in forward-looking statements. The Company intends these forward-looking statements to speak only at the time of this press release and does not undertake to update or revise these statements as more information becomes available except as required under federal securities laws and the rules and regulations of the Securities and Exchange Commission ("SEC"). Factors that could cause actual results to differ materially from those in forward-looking statements include, but

are not limited to, the appeal of the SQF certification to customers, the capacity to meet the demands of the Company's large national account customers, the extent of execution of plans for the growth of Company business, fluctuations in availability and cost of green coffee, competition, changes in consumer preferences, business conditions in the coffee industry and food industry in general, the Company's continued success in attracting new customers, as well as other risks and other factors described from time to time in the Company's filings with the SEC.

**Contacts**

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