



NEWS RELEASE

US Foods to Present at the 2025 CAGNY Conference

2025-02-20

US Foods Reaffirms Fiscal Year 2025 Guidance and 2025-2027 Long-range Plan

ROSEMONT, Ill.--(BUSINESS WIRE)-- US Foods Holding Corp. (NYSE: USFD), one of the largest foodservice distributors in the United States, is participating at the 2025 Consumer Analyst Group of New York (CAGNY) Conference today at 11 a.m. EST. Dave Flitman, Chief Executive Officer, and Dirk Locascio, Chief Financial Officer, will present at the conference.

"We overachieved our 2022 to 2024 long range plan through the focused execution of our strategy, where we delivered an Adjusted EBITDA increase of 11.7% to \$1.74 billion in 20241 ," said Dave Flitman, Chief Executive Officer. "Building on this exciting momentum, US Foods is well positioned to execute on our new long-range plan for 2025 to 2027. I am highly confident in our ability to continue outpacing industry volume growth over the long-term and expand margins through our extensive portfolio of self-help initiatives, while driving long-term value creation for our shareholders."

At the conference, the Company will highlight its momentum, including:

- Transforming US Foods with seasoned leadership focused on customer-centric solutions, operational excellence, and strong execution
- Leading in a highly fragmented and resilient industry with national scale, targeted customer growth, and digital innovation
- Driving balanced, profitable growth through our four-pillar strategy to further expand our market position
- Extending our technology leadership position to provide industry-leading solutions
- Accelerating cash flow generation which will result in more than \$4 billion to deploy over the next three years

1 For a reconciliation of Adjusted EBITDA and Adjusted EBITDA increase for 2024, see our earnings press release dated February 13, 2025.

Outlook for Fiscal Year 2025

The Company is reaffirming its previously announced fiscal year 2025 guidance of:

- Net Sales growth of 4% to 6%
- Adjusted EBITDA growth of 8% to 12%
- Adjusted Diluted EPS growth of 17% to 23%

The Company also reiterates its 2025 to 2027 long-range plan growth algorithm, including:

- 5% sales Compound Annual Growth Rate (CAGR)
- 10% Adjusted EBITDA CAGR
- At least 20 basis points of annual Adjusted EBITDA margin expansion
- 20% Adjusted Diluted EPS CAGR

The Company will webcast live from the CAGNY event, which can be accessed at <https://ir.usfoods.com>. An archived replay of the webcast will be available shortly after the live event is completed.

About US Foods

With a promise to help its customers Make It, US Foods is one of America's great food companies and a leading foodservice distributor, partnering with approximately 250,000 customer locations and foodservice operators to help their businesses succeed. With more than 70 broadline locations and more than 90 cash and carry stores, US Foods and its 30,000 associates provides its customers with a broad and innovative food offering and a comprehensive suite of e-commerce, technology and business solutions. US Foods is headquartered in Rosemont, Ill. Visit www.usfoods.com to learn more.

Forward-Looking Statements

Statements in this press release which are not historical in nature, including those under the heading "Outlook for Fiscal Year 2025," are "forward-looking statements" within the meaning of the federal securities laws. These statements often include words such as "believe," "expect," "project," "anticipate," "intend," "plan," "outlook,"

“estimate,” “target,” “seek,” “will,” “may,” “would,” “should,” “could,” “forecast,” “mission,” “strive,” “more,” “goal,” or similar expressions (although not all forward-looking statements may contain such words) and are based upon various assumptions and our experience in the industry, as well as historical trends, current conditions, and expected future developments. However, you should understand that these statements are not guarantees of performance or results and there are a number of risks, uncertainties and other important factors, many of which are beyond our control, that could cause our actual results to differ materially from those expressed in the forward-looking statements, including, among others: economic factors affecting consumer confidence and discretionary spending and reducing the consumption of food prepared away from home; cost inflation/deflation and commodity volatility; competition; reliance on third party suppliers and interruption of product supply or increases in product costs; changes in our relationships with customers and group purchasing organizations; our ability to increase or maintain the highest margin portions of our business; achievement of expected benefits from cost savings initiatives; increases in fuel costs; changes in consumer eating habits; cost and pricing structures; the impact of climate change or related legal, regulatory or market measures; impairment charges for goodwill, indefinite-lived intangible assets or other long-lived assets; the impact of governmental regulations; product recalls and product liability claims; our reputation in the industry; labor relations and increased labor costs and continued access to qualified and diverse labor; indebtedness and restrictions under agreements governing our indebtedness; interest rate increases; disruption of existing technologies and implementation of new technologies; cybersecurity incidents and other technology disruptions; risks associated with intellectual property, including potential infringement; effective consummation of pending acquisitions and effective integration of acquired businesses; potential costs associated with shareholder activism; changes in tax laws and regulations and resolution of tax disputes; certain provisions in our governing documents; health and safety risks to our associates and related losses; adverse judgments or settlements resulting from litigation; extreme weather conditions, natural disasters and other catastrophic events; and management of retirement benefits and pension obligations.

For a detailed discussion of these risks, uncertainties and other factors that could cause our actual results to differ materially from those anticipated or expressed in any forward-looking statements, see the section entitled “Risk Factors” in our Annual Report on Form 10-K for the fiscal year ended December 28, 2024 filed with the Securities and Exchange Commission (“SEC”). Additional risks and uncertainties are discussed from time to time in current, quarterly and annual reports filed by the Company with the SEC, which are available on the SEC’s website at www.sec.gov. Additionally, we operate in a highly competitive and rapidly changing environment; new risks and uncertainties may emerge from time to time, and it is not possible to predict all risks nor identify all uncertainties. The forward-looking statements contained in this press release speak only as of the date of this press release and are based on information and estimates available to us at this time. We undertake no obligation to update or revise any forward-looking statements, except as may be required by law.

2 The Company is not providing a reconciliation of certain forward-looking non-GAAP financial measures, including Adjusted EBITDA and Adjusted Diluted EPS, because the Company is unable to predict with reasonable certainty the financial impact of certain significant items, including restructuring activity and asset impairment charges, share-based compensation expenses, non-cash impacts of LIFO reserve adjustments, losses on extinguishments of debt, business transformation costs, other gains and losses, business acquisition and integration related costs and planned divestiture costs and diluted earnings per share. These items are uncertain, depend on various factors, and could have a material impact on GAAP reported results for the guidance periods. For the same reasons, the Company is unable to address the significance of the unavailable information, which could be material to future results.

INVESTOR CONTACT:

Mike Neese

(847) 232-5894

Michael.Neese@usfoods.com

MEDIA CONTACT:

Sara Matheu

(773) 580-3775

Sara.Matheu@usfoods.com

Source: US Foods