

Dean Foods – Raw Milk Supplier FAQ

What did Dean Foods announce?

- We announced that Dean Foods and our operating subsidiaries have initiated a voluntary reorganization under Chapter 11 in the Southern District of Texas. We intend to use this process to protect and support our ongoing business operations and address debt and unfunded pension obligations while we work toward an orderly and efficient sale of the Company.
- We also announced that Dean Foods is engaged in advanced discussions with Dairy Farmers of America, Inc. (“DFA”) regarding a potential sale of substantially all of the Company’s assets.
- We are operating as normal and remain focused on providing customers with wholesome, great-tasting dairy products and the highest levels of quality, service and value while also continuing to support our suppliers as we always have.
- We received a commitment of approximately \$850 million in debtor-in-possession financing from certain of our existing lenders which, subject to court approval, is expected to support our day-to-day operations during this process.

What is Chapter 11?

- Chapter 11 is a federal statute that allows companies to implement financial restructurings and sales while continuing to operate their businesses.
- We are operating as normal and remain focused on providing our customers with wholesome, great-tasting dairy products and the highest levels of quality, service and value, while also continuing to support our suppliers as we always have.

How will this process affect Dean Foods’ day-to-day operations?

- We are operating as normal and remain focused on providing our customers with wholesome, great-tasting dairy products and the highest levels of quality, service and value, while also continuing to support our suppliers as always have.

Who is Dairy Farmers of America?

- DFA is a global dairy cooperative focusing on quality, innovation and the future of family dairies. While supporting and serving nearly 14,000 family farmers, DFA owns a network of manufacturing facilities across the country producing a variety of dairy products.

When does Dean Foods expect to complete the restructuring process?

- While we cannot speculate on the exact timing, this type of process can take as long as a year to complete.
- We intend to move through this process as quickly and efficiently as possible.

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What does this mean for me?

- The important actions we are taking are designed to strengthen our business and become an even stronger partner for you.
- We are operating as normal and remain focused on providing our customers with the highest levels of quality, service and value, while also continuing to support our dairy suppliers and partners as we always have.
- We intend to pay suppliers in full under normal terms for goods and services provided on or after the Chapter 11 filing date.

Will I be paid for goods or services provided on or after the filing date?

- We intend to pay suppliers in full under normal terms for goods and services provided on or after the filing date.
- We have received a commitment of approximately \$850 million in debtor-in-possession financing (DIP) from certain of our existing lenders which, subject to court approval, is expected to support our day-to-day operations during this process.
- Combined with cash on hand and operating cash flows, the DIP financing will be used to, among other things, support the business during this process, including paying suppliers and vendors in full under normal terms for goods and services provided after the filing date.
- Additional information is available on the restructuring page of the Company's website, www.DeanFoodsRestructuring.com.

Will I be paid for goods and services delivered prior to the filing date?

- Under U.S. law, unpaid debts for goods and services provided to Dean Foods prior to the filing date, also known as "pre-petition claims," generally cannot be paid without specific court approval.
- Any prepetition claims for such goods and services will be addressed as part of the court-supervised process.
- We sincerely regret any inconvenience this may cause.
- Additional information is available on the restructuring page of the Company's website, www.DeanFoodsRestructuring.com.
- Court filings and other information related to the proceedings are available on a separate website administered by the Company's claims agent, Epiq Corporate Restructuring, LLC, at <https://dm.epiq11.com/SouthernFoods>, or by calling Epiq representatives toll-free at 1-833-935-1362 or 1-503-597-7660 for calls originating outside of the U.S.

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I have an uncashed check. Will it be honored?

- You should not attempt to cash or deposit a check issued prior to the filing for a few days, as there may be a temporary freeze on certain of our bank accounts. If you attempt to cash or deposit the check and it is not honored, your bank might charge you a returned check fee.
- As a part of this process, the court must provide us with authority for our banks to honor checks issued prior to the filing. We are seeking this authority at a hearing that will occur in the coming days.
- If you wait to cash or deposit the check until we receive that authority, the check will likely be processed by your bank.
- We sincerely regret any inconvenience this temporary delay may cause.
- Checks issued on or after the filing date should be honored as normal.

Can I go COD / get pre-paid? Renegotiate my contract?

- Under U.S. bankruptcy law, you are required to continue performing under the terms of our contract, and we expect that you will continue to do so.
- It is very important and in everyone's best interests that we continue operating as normal and working with you under normal terms.
- We are relying on your cooperation – and the cooperation of all of our suppliers and vendors.
- We appreciate your continued support.

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Will this process impact my contract?

- We are continuing to support our dairy suppliers and partners as we always have, and there are no changes to your contract at this time.
- We will continue to keep you informed as we move through this process.

Will Dean Foods continue to purchase products from me if the business is sold to DFA or another buyer?

- We've only just announced that we are in advanced discussions with DFA, and it's premature to speculate. Our two companies remain separate, standalone organizations and we are operating as normal.
- We are continuing to support our dairy suppliers and partners as we always have, and there are no changes to the way we work with you.
- We will continue to keep you informed as we move through this process.

Will I be treated as a critical vendor during this process? Can I be treated as a critical vendor?

- Dean Foods will make any decisions regarding the potential designation of "critical vendors" in due course in accordance with applicable law, relevant orders of the court, and the terms of its post-filing financing agreement.

How do I file a proof of claim?

- Dean Foods' claims agent, Epiq Corporate Restructuring, LLC, will provide the appropriate forms once a deadline for filing claims has been set.
- Proof of claims forms and other information about the claims process will be available at <https://dm.epiq11.com/SouthernFoods>, or by calling Epiq representatives toll-free at 1-833-935-1362 or 1-503-597-7660 for calls originating outside of the U.S.

How can I obtain more information?

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