



**pep+**<sup>TM</sup>  
pepsico **positive**  
planet + people

University of Illinois Ag  
Policy Students

March 18, 2025



pep+™

pepsico positive  
planet + people

# Agenda



- About PepsiCo
- PepsiCo Positive
- Fleet Overview
- Decarbonization Strategy
- Alternative Fuels Overview
- Biodiesel Program
- Expansion Plans



# About PepsiCo

## Global Beverages



## Global Foods



### Performance

More than  
**\$91 Billion**  
net revenue in 2023



### Brands

Many iconic  
**Billion-Dollar**  
Brands



### Scale

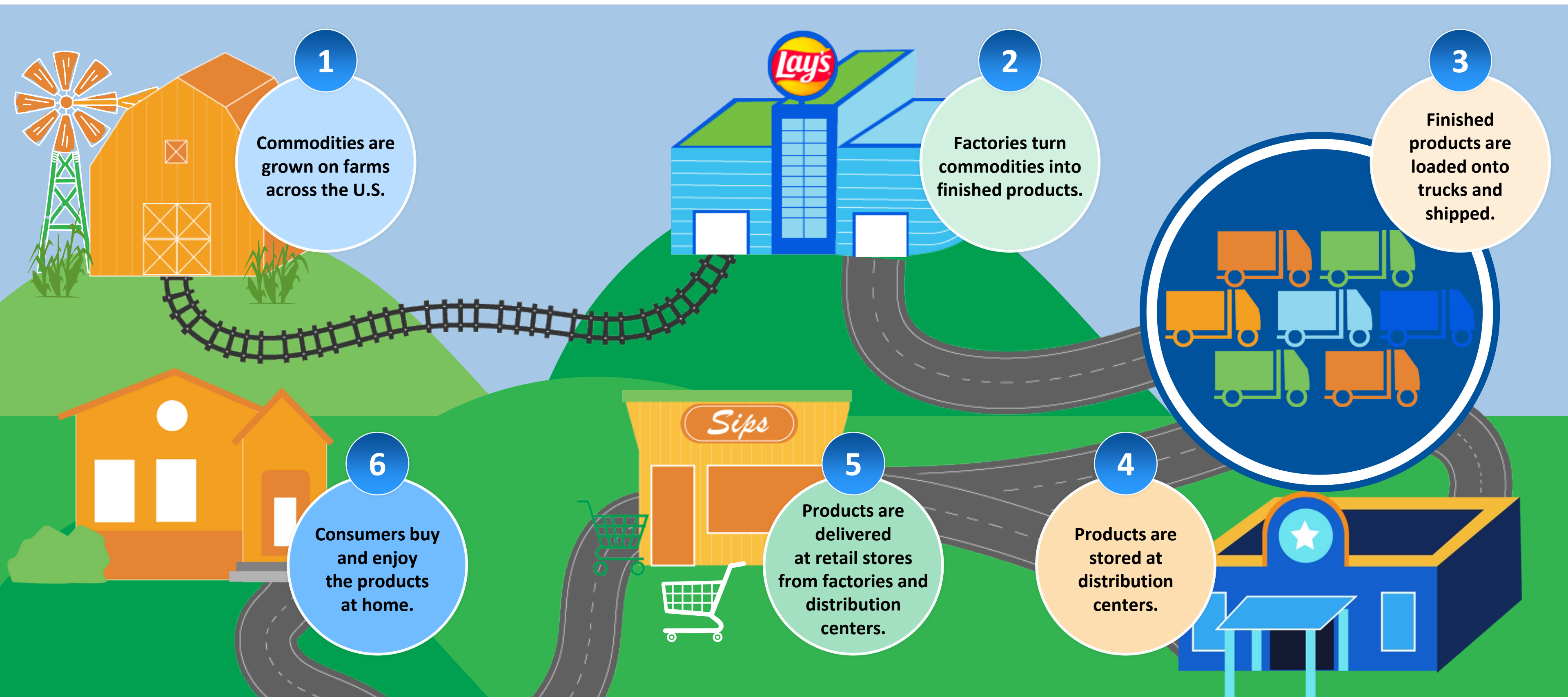
More than  
**200 Countries**  
and Territories



### People

Approximately  
**318,000 Employees**

# Business Model: End-to-End Value Chain





# U.S. Footprint



## Jobs



PepsiCo directly employs approximately **129,000 people** across the United States.

**Frontline:** 91% of our U.S. employees work on frontline jobs that make, move and sell our products

- The PepsiCo system supports job creation in the economy across industries:
  - Trade and Transportation: 122,300
  - Manufacturing: 106,010
  - Agriculture: 36,380



## Connection to the Consumer



- We have the amazingly good fortune of touching nearly **94% of American households**
- Across the globe, our products are enjoyed roughly **1 billion times a day**.

## Contribution to the Economy



- PepsiCo's system-wide operations contribute an estimated **\$57.2 billion to U.S. GDP**
- We invest more than **\$2 billion each year** in the U.S. in capital expenditures

# U.S. Footprint: Agriculture & Growers

## Top Commodities



Beets



Corn



Potatoes



Wheat

## Direct Supply Chain

- Corn
- Potatoes



## Extended Supply Chain

- Vegetable Oil
- Corn Meal
- Corn Syrup
- Wheat



**12K Farmers**  
are supported  
throughout our  
supply chain

**1.6M**  
metric tons of  
Potatoes sourced  
annually

**170K**  
metric tons of  
Wheat sourced  
annually



**Over 90%**  
locally sourced  
ingredients

**1.4M**  
metric tons of  
Corn sourced  
annually

**190K**  
metric tons of  
Sugar beets sourced  
annually

# Sustainability: pep+ embedded in all we do



Strategic **end-to-end transformation**, with **sustainability at the center**, of how PepsiCo will **create growth and value** by operating within **planetary boundaries** and **inspiring positive change** for the planet and people

## POSITIVE AGRICULTURE



**SOURCE** crops and ingredients in a way that accelerates regenerative agriculture and strengthens farming communities

## POSITIVE VALUE CHAIN



**MAKE** products in a way that builds a circular, inclusive economy

## POSITIVE CHOICES



**INSPIRE** people through our brands to make choices that create more smiles for them and the planet

# Approach to Sustainability and Key Partners



Partnership



Voluntary



Flexible



Incremental



Pre-Competitive



Trusted Third Parties



Critical Support



Financial



Agronomics



Peer-to-Peer





# One of North America's Largest Private Fleets



Straight Trucks

CNG



OTR/Transport Tractors



Delivery Tractors



Service/Support Vehicles



Trailers



80,000+ Assets



Delivery Vans



Yard Tractors



Company Cars



Material Handling

# Transportation Decarbonization Isn't Singular

## Tools to Reduce Emissions Exist With Varying Degrees of Impact & Risk



### Reducing Miles

Network and load optimization,  
Reducing empty miles



### Improving Efficiency

Lightweighting, Tire rotation, Aerodynamics, Idling, Managing Fleet Age Profile



### Switching to Renewable Fuels

Renewable natural gas,  
Renewable diesel,  
Biodiesel



### Converting to Zero Emissions Vehicles

Electric,  
Fuel cell/hydrogen

Low Cost, Low Impact

High Impact

# Decarbonizing Class 8 Vehicles With Alternative Fuels



## Renewable Natural Gas (RNG)

“Low Carbon, Offsite Solution”

### CURRENT STATE

- Over 700 Tractors operating on RNG
- Continuous innovation – Production launch on new engine with Cummins (X15N) = fuel economy improvements

### FUTURE STATE

- Maximize CNG route deployment/usage
- Expand to Canada

## Renewable Diesel (RD)

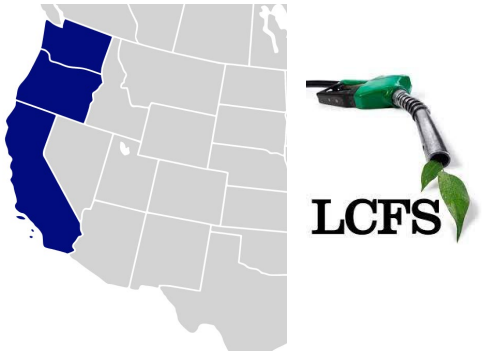
“Low Carbon, Drop - In Solution”

### CURRENT STATE

- Six PFNA sites using RD by end of 2024
- Reduction in emissions with no equipment modification

### FUTURE STATE

- Expand use of rDiesel in select states



## Biodiesel (BD)

“Low Carbon, Low - Cost Fuel”

### CURRENT STATE

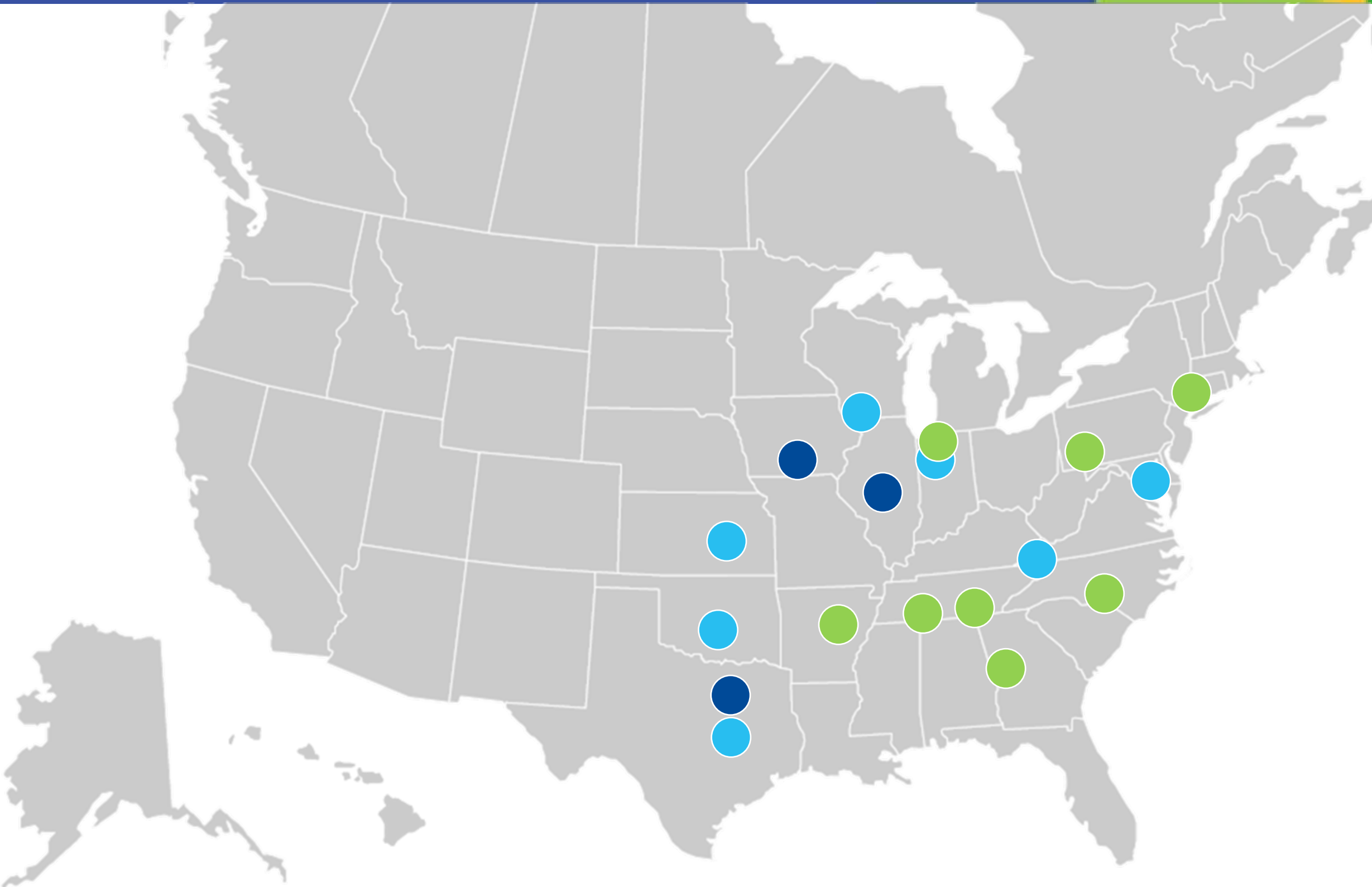
- B99 Bulk Sites in 2024: Beloit, Topeka
- ~350,000 B99 gallons dispensed Program to date
- Received ‘Inspiration Award’ in 2024 from Clean Fuels Alliance for biodiesel efforts and expansion

### FUTURE STATE

- Additional B99 locations
- Leading conversations to enable B99 at retail



# PepsiCo Biodiesel Expansion



## 2024 Locations

- Aberdeen MD
- Beloit WI
- Frankfort IN
- Topeka KS
- Mesquite TX
- Tulsa OK
- Wytheville VA

## 2025 Potential Site Locations\*

- Killingly CT
- Fayetteville NC
- Jonesboro AR
- Pulaski TN
- Knoxville TN
- Indianapolis IN
- Laurel Packaging PA
- Stone Mountain GA

## 2025 Potential Retail Locations\*

- Dallas TX
- Decatur IL
- Urbandale IA

\*Pending finalized contract agreement