

Freshpet Inc.

Fact Sheet

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N A S D A Q

FRESHPET

QUICK REFERENCE

Freshpet, Inc.

Nasdaq: FRPT

Outstanding Shares: **41,509,819**

Website: **www.FRESHPET.com**

BUSINESS SUMMARY

Freshpet's mission is to improve the lives of dogs and cats through the power of fresh, real food. Freshpet foods are blends of fresh meats, vegetables and fruits farmed locally and made at our Kitchens in Bethlehem PA. We thoughtfully prepare our foods using natural ingredients, cooking them in small batches at lower temperatures to preserve the natural goodness of the ingredients. Freshpet foods and treats are kept refrigerated from the moment they are made until they arrive at Freshpet Fridges in your local market.

Our foods are available in select mass, grocery (including online), natural food, club, and pet specialty retailers across the United States, Canada and Europe. From the care, we take to source our ingredients and make our food, to the moment it reaches your home, our integrity, transparency and social responsibility are the way we like to run our business.

PRODUCT LINES

- Deli Fresh® Grain Free Chicken Recipe with Cranberries & Spinach for Dogs
- Deli Fresh® Grain Free Chicken Recipe with Spinach & Potato for Dogs
- Dog Joy® Chicken Treats for Dogs
- Dog Joy® Turkey & Apple Bites for Dogs
- Dog Joy® Turkey Bacon Treats for Dogs
- Dognition® Chicken Treats for Dogs
- Dognition® Turkey Bacon Treats for Dogs
- Freshpet® Select Chunky Beef Recipe with Carrots, Peas & Brown Rice for Dogs
- Freshpet® Select Chunky Chicken & Turkey Recipe with Peas, Carrots & Brown Rice for Dogs
- Freshpet® Select Fresh From the Kitchen™ Home Cooked Chicken Recipe for Dogs
- Freshpet® Select Grain Free Chicken Recipe with Spinach & Potato For Dogs
- Freshpet® Select Multi-Protein Chicken, Beef, Egg & Salmon Recipe for Dogs
- Freshpet® Select Multi-Protein Complete Meal: Chicken, Beef, Egg & Salmon Recipe for Dogs
- Freshpet® Select Puppy Recipe with Chicken, Egg & Vegetable
- Freshpet® Select Roasted Meals® Grain Free Chicken Recipe with Garden Vegetables for Dogs
- Freshpet® Select Roasted Meals® Tender Chicken Recipe with Garden Vegetables for Dogs

CONTACT INFORMATION

US Headquarters
400 Plaza Drive
Secaucus, NJ 07094

Investor Relations Contact
Andrew Barwicki
516-662-9461/andrew@barwicki.com

Annual Numbers <> Year Ended December 31

	2019	2018	2017	2016	2015
Net Sales	\$ 245,862,000	\$ 193,237,000	\$ 152,359,000	\$ 129,707,000	\$ 113,505,000
Gross Profit	\$ 114,197,000	\$ 89,990,000	\$ 72,416,000	\$ 60,371,000	\$ 54,649,000
Net Loss	\$ (1,383,000)	\$ (5,361,000)	\$ (4,262,000)	\$ (3,161,000)	\$ (3,711,000)

Recent Press Releases *(Headlines and Excerpts)*

Freshpet, Inc. to Report Third Quarter 2020 Results on Monday, November 2, 2020

Oct. 12, 2020 -- Freshpet, Inc. announced it will report results for the third quarter ended September 30, 2020 on Monday, November 2, 2020 after market close.

The Company will host a conference call with members of the executive management team to discuss these results with additional comments and details. The conference call is scheduled to begin at 4:30 p.m. ET on Monday, November 2, 2020. To participate on the live call, listeners in North America may dial (877) 407-0792 and international listeners may dial (201) 689-8263.

In addition, the call will be broadcast live over the Internet, hosted at the "Investor" section of the Company's website at www.freshpet.com and will be archived online. A telephonic playback will be available from 7:30 p.m. ET, November 2, 2020, through November 16, 2020. North American listeners may dial (844) 512-2921 and international listeners may dial (412) 317-6671; the passcode is 13711364.

EY Announces Freshpet Co-founders and CEO as an Entrepreneur Of The Year® 2020 New Jersey Award Winner

Oct. 09, 2020 -- Freshpet, Inc. announced that its co-founders, Scott Morris and Cathal Walsh, along with the Chief Executive Officer Billy Cyr, were named one of Ernst & Young's LLP (EY US) Entrepreneur Of The Year® 2020 New Jersey Award winners. The Entrepreneur Of The Year Awards program is one of the preeminent competitive awards for entrepreneurs and leaders of high-growth companies. The award recognizes those entrepreneurial leaders who are excelling in overcoming adversity; financial performance; societal impact and commitment to building a values-based company; innovation; and talent management. The Freshpet team was selected by an independent panel of judges.

Names Additional Leadership Appointments within Finance Organization

Sept. 24, 2020 -- Freshpet, Inc. announced the completion of its CFO transition with the appointment of Heather Pomerantz, effective October 1, 2020. As previously communicated, Dick Kassar, Freshpet's outgoing CFO, will transition into the newly created advisory role of Vice Chairman, effective September 30, 2020. The Company named additional appointments within its finance leadership team including Steve Macchiaverna as its Executive Vice President, Secretary & Treasurer and Ivan Garcia as its Vice President of Finance & Controller.

Additionally, the Company received overwhelming support for the first step in its corporate governance improvement initiative at Company's 2020 Annual Meeting of Stockholders. Specifically, the Board's first act in its multi-year plan to enhance its governance practices – a proposal to eliminate all supermajority voting provisions from its Certificate of Incorporation – was accepted with more than 84% of all outstanding shares in favor. The Company also received strong support for each of its director nominees.

This Company Fact Sheet is distributed by Andrew Barwicki, Investor Relations. Contact Info: 516-662-9461 / andrew@barwicki.com
The information contained is neither an offer to sell nor a solicitation of an offer to buy any securities mentioned. This Company Fact Sheet is an information publication and is considered investor relations & financial public relations material. All information regarding Freshpet, Inc. is compiled from SEC Filings (U.S. Securities and Exchange Commission), press releases, conference calls, shareholder meetings, investment conferences, analyst reports, and/or senior management interviews. This document may contain "forward-looking statements" within the meaning of the Private Securities Litigation Reform Act of 1995.

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Freshpet, Inc.
NASDAQ: FRPT
www.FRESHPET.com

Barwick Investor Relations • 30 Wall Street, 8 FL • New York, NY 10005

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