

About Us

United Natural Foods, Inc. (UNFI) is a leading North American grocery wholesaler, providing a broad assortment of natural, organic, specialty, fresh, conventional, and private label products to approximately 30,000 retail locations. The company supports independent, regional, and national grocers with access to a wide assortment of products from thousands of established and emerging suppliers, delivered through a scaled, technology-enabled distribution network. UNFI provides a broad range of value-added data, insights, programs, and services to help retailers differentiate their stores and grow profitably, while connecting suppliers to a diverse and dynamic retail ecosystem. With a strategic focus on adding value and improving effectiveness and efficiency, UNFI is committed to creating long-term, shared value for all its stakeholders. To learn more, visit www.unfi.com.

History of Bringing Better Food to More People

For nearly 50 years, UNFI has grown alongside the food retail industry, helping make better food accessible to more communities.

1976

Founded with a Focus on Natural and Organic Food

- UNFI's story begins in Northern California. Co-founder Michael Funk helped bring organic produce to more people and communities.

1980s-1990s

Building National Scale

- As consumer interest in natural and organic food grew, UNFI became the first scaled national distributor of natural products.
- UNFI became publicly traded in 1996.

2000s-2018

Expanding Capabilities

- UNFI scales its natural, organic, specialty, and fresh capabilities.
- In 2018, UNFI added conventional distribution, private brands and professional services to support a broader range of retailers and suppliers.

2020s

Renewed Purpose and Growth Strategy

- UNFI strengthened its leadership team and board, refreshed its purpose and introduced a new multiyear strategy.

Today and Beyond
Creating Shared Value

- UNFI focuses on adding value for customers and suppliers while becoming a more effective and efficient company — building the capabilities needed to help grocery retailers and suppliers achieve shared, profitable growth.

Our Value Creation Strategy

UNFI's Value Creation Strategy focuses on adding value for customers and suppliers while becoming a more effective and efficient partner.

Adding Value for Customers & Suppliers

UNFI is strengthening capabilities to help our customers differentiate and compete in a dynamic marketplace, and in turn, to help our suppliers grow their brands within a diverse retailer network.

CUSTOMER STEWARDSHIP



We work to understand each retailer's unique growth strategy and provide tailored solutions to support their goals.

MERCHANDISING & SUPPLIER SUPPORT



We're building the largest, most innovative, growth-oriented assortment, coupled with competitive pricing and merchandising programs designed to help retailers win. We're also building simpler, better experiences to support supplier growth.

PROFESSIONAL & DIGITAL SERVICES



We're working to support our customers beyond their core wholesale needs with scalable services that help them save money, operate more effectively, and enhance shopper engagement.

PRIVATE BRANDS



We continue to build, enhance, and innovate our exclusive, customizable private brands programs, which are a key source of differentiation for many retailers.

Improving Effectiveness & Efficiency

UNFI is focused on becoming a more effective and efficient company to enhance service to our customers and suppliers while reducing our operating costs.

Technology and Innovation: We are focused on improving simplicity, performance, and efficiency for UNFI and our partners.

Next Generation Supply Chain: We're investing in solutions that empower our people, strengthen our processes, and use advanced technologies to better serve our customers and suppliers while reducing operating costs.

Productivity: We're maximizing productivity in our corporate functions, eliminating waste in our operations, and driving strategic transformation initiatives.



UNFI By The Numbers

30,000

RETAIL locations

~10,000

of EMERGING and ESTABLISHED suppliers

~\$31B

in ANNUAL SALES
(FY25)

40+

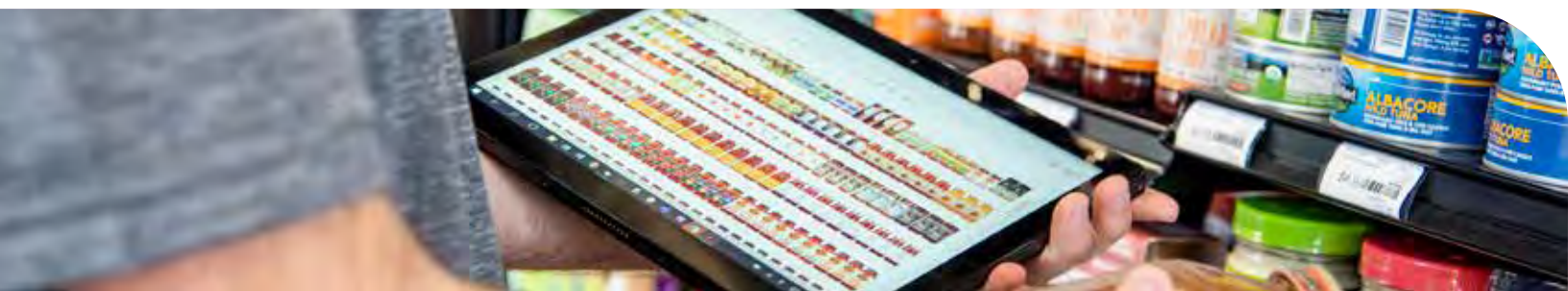
DISTRIBUTION
centers

~230,000

unique product SKUS

25,000+

UNFI ASSOCIATES



Our Sustainability & Impact Goals

UNFI's business-aligned impact strategy, Better for All, supports operational excellence, strengthens communities, and protects shared resources.

Resilient Supply Chain

Building resilient supply chains that protect natural resources and support farmers as they address and adapt to a changing climate, helping to support product reliability from farm to shelf.

1.4M

organic acres supported through UNFI and UNFI Foundation activities since 2020

90+

UNFI suppliers are part of the Climate Action Partnership

80

new active Broad Market Access suppliers

Thriving Associates

Creating a workplace where every associate feels safe, valued, and empowered to reach their full potential.

~67.8k

volunteer hours logged since 2020

~4,700

associates participated in at least one inclusion and well-being-related activity

113

additional leaders completed mental health awareness training, raising the total to 1,715 since launch in FY24

Efficient and Sustainable Operations

Optimizing resources across our distribution network by investing in renewable energy, modernizing our fleet and routing technology, and pursuing zero waste.

85%

of waste diverted away from landfill

53

electric & hybrid trailers and 24 electric yard trucks in our fleet

42%

of electricity sourced from renewables

Nourished Communities

We aim to provide consistent access to safe, nutritious food while strengthening local economies and empowering changemakers that are building sustainable food systems.

\$1.6M

grant dollars distributed by the UNFI Foundation

234M

pounds of food donated since 2020

99.6k+

pounds of food recovered and donated from our four selling shows



Numbers reflect FY2025 performance