Our flexible eCommerce solutions are designed to serve retailers and retailers who want to build their business in the natural product market

- 40,000+ non-perishable products
- 100s of trending new products monthly
- No minimum order size
- Same day shipping
- Direct to your location or blind drop shipped to your customer or the consumer’s door
UNFI knows eCommerce

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**Sept 2012**
New York, NY
Acquisition of Honest Green

**Dec 2012**
Philadelphia, PA
Select Nutrition
- 15,000 SKUs
- HBA & wellness
- Can ship eaches & cases

**May 2015**
- Hudson Valley, NY
- Added 21,000 non-perishable grocery/specialty items
- Can ship eaches & cases

**Feb 2016**
Auburn, CA
Select Nutrition West

**April 2017**
Gilroy, CA (grocery)

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**Business to Business – Segments we serve**

**E-tailers – Drop ship**
“Virtual stores” without warehouses specializing in natural & organic

**Click & Mortar – Drop ship**
Brick & Mortar retailers that want to offer a broader range of items beyond their shelves – “Extended Aisle” strategy

**Non Traditional – HG Delivers**
Accounts that want UNFI SKUs but can’t be serviced on a UNFI truck – HG Delivers through partnerships with reputable carriers

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The UNFI Difference
UNFI will continue to expand eSolution Capabilities

We serve customers Nationwide Today via partner UPS®, & LTL*

**Current** Select Nutrition: Philadelphia, PA, Auburn, CA & UNFI: Hudson Valley, NY

**Q1 2017** West Region Grocery DC – to speed delivery, Gilroy CA

**2018** Central Region Grocery DC – to speed delivery, TBD

*LTL Less than truckload (pallet not on UNFI truck)*
Service options

discover what’s next

• Drop Shipping
• HG Delivers
Honest Green leverages consumer online buying patterns to give retailers a competitive position.
What is Drop Shipping?

**How does it work?**

Drop Shipping is a supply chain management technique where:

- the retailer does not keep goods in stock
- transfers consumer orders to UNFI
- UNFI **blind** drop ships goods directly to the consumer
- “blind” drop shipping = the consumer sees a label and packing slip from the local retailer (not UNFI)
Why Drop Ship with UNFI?

Nine need-to-know reasons

1. Largest selection of products for drop ship 40,000+
2. Deep category knowledge with 100s of new SKUs each month
3. Many healthy lifestyle products not widely distributed in chain stores
4. High quality, descriptive product feed with high resolution images
5. High margins with drop ship quantities as low as individual unit
6. Dozens of monthly line drives with 10 – 40% discounts
7. No drop ship fee, no minimum order size - Returns accepted - High in-stock rate
8. Same day shipping – 5 to 6 days a week, 52 weeks a year
9. UNFI is a reliable and financially stable partner for the long term (NASDAQ: UNFI)
Our 40,000+ selection delivers

Quality content – Includes front and side panel high resolution images and hourly stock status report – making it easy for customers to shop
If you don’t have an online store

We can help with a “turn-key” service solutions

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**Power eCommerce:** $149/mo. No set-up fee and no contract. Orders flow automatically into UNFI with two images per product.

Demo | http://www.unfi-pecdemo.com/
HG Delivers

Delivering every order to our customer or their consumers’ door nationwide

We’ve got this – honest!

Orders too small or too infrequent for delivery on a UNFI truck? We have a solution.
UNFI Can Service Any Location

Nationwide via our HG Delivers partner UPS® & LTL (Non-Perishable)*

- The growing demand for organic, gourmet & ethnic products pushes “non-traditional” retailers to carry our products
- 1000s of potential locations which cannot be serviced on a UNFI 18 Wheeler
- Just a few examples of our HG Delivers customer base: Home-based business; Specialty food stores; Gift stores; Gift basket businesses; Hardware stores; Restaurants; Juice bars; “Green” home cleaning services; Office micro-marts; Vending; Gyms; Yoga studios; Daycare; K-12 private school

*LTL Less than truckload (pallet not on UNFI truck)
HG Delivers an easy way to start or expand a business

**UNFI depth of product SKUs in wellness & grocery – shipped nationwide by a reputable partner**

- No minimum order size
- No order frequency requirement - order as often as you wish
- In cases, eaches or both
- Free shipping available
- Ships same day
- Ship nationwide via UPS Ground (and LTL)
- UNFI accepts credit card with no surcharge, or pay on Net terms
- We ship LTL on pallet if less expensive than UPS (for larger quantity orders i.e. 400 lbs.) or with orders with a lot of glass items
Connect

discover
what’s next

• UNFI HG eTeam
• Opportunity to build the business
eSolutions Sales Team

Get to know us

Sr. Business Development Manager
Penni Ruben
PRuben@unfi.com

Please contact
HonestGreen@unfi.com

VP eCommerce
PJ Stafford
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- Drop Ship
- HG Delivers
- Amazon FBA
“We will continue to see a convergence of the digital and physical world. Those who conquer that trend will be market leaders.”

– JOHN PHILLIPS     SVP Customer Supply Chain & Logistics Pepsico, Inc.