BUSINESS HIGHLIGHTS 2012-2013

Continuing growth through innovation and teamwork

Satisfying appetites around the world is our core focus at Hormel Foods. As a marketer of consumer-branded food and meat products, we leverage our extensive 121-year-old expertise, innovation and high competencies in pork and turkey processing and marketing to bring quality, value-added brands to the global marketplace. Continuing this tradition starts by empowering talented individuals to grow their careers as they help us expand and explore new business opportunities.

Investing in our brands, growing our diversified portfolio and making strategic acquisitions are our key focuses so we can continue strengthening our position as a market leader. Our goal for achieving success is as follows: "Building upon our heritage of innovation and quality, together we will elevate the everyday experience by making Hormel Foods the favorite part of any eating occasion."

We work daily toward accomplishing this goal by doing things Our Way, which defines our values as a company and how we operate every day and is tied to five vitally important dynamics:

Hormel Foods Our Way

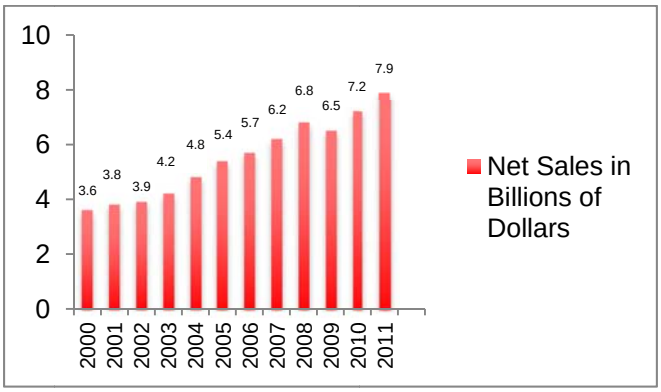
- **Principles**
- **People**
- **Process**
- **Products**
- **Performance**

- We ranked No. 327 on the Fortune 500 listing and named to the Dow Jones Sustainability World Index – a highly regarded list of the most sustainable companies around the world – for the second consecutive year.
- The company surpassed the water reduction, packaging and solid waste minimization goals of its first set of five-year goals, which ended in 2011.
- Selling Power magazine recognized us as among the 25 Best Manufacturing Companies to Sell For as part of its annual ranking of The 50 Best Companies to Sell For in 2011.
- *Hormel® Natural Choice®* cracked black pepper turkey was selected by Health Magazine as one of America's healthiest buys in 2011.
- We were recognized among the Best Places to Work for Recent Grads by Experience Inc. Ten employers from across the country were recognized on the list, which recognizes organizations that demonstrate excellence in recruiting, hiring and retaining young professionals.
- We developed *Spammy*™ shelf-stable poultry product, which is fortified with vitamins and minerals, to help prevent malnutrition in children in Guatemala. We donated more than 1 million cans of *Spammy*™ product in fiscal year 2011 through our partnership with Food for the Poor and Caritas Arquidiocesana.

Teamwork driving results

We have a long tradition of success that is made possible by the more than 19,600 employees who help create it every day. Our consumers and customers know our products are high quality, great tasting and easy to use. Through teamwork, we deliver these high standards daily.

- In 2011, our annual sales reached $7.9 billion and our employees received their 73rd consecutive profit-sharing payments in the amount of $16.5 million.
- We delivered our 46th consecutive annual dividend increase to shareholders in November 2011 and paid our 336th consecutive quarterly dividend in May 2012.



Supporting our neighbors

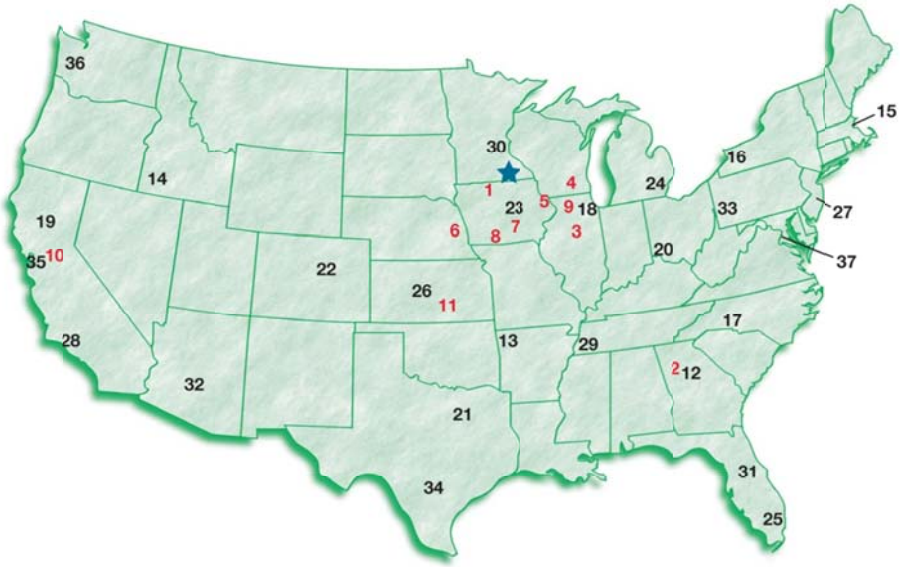
Being a good neighbor in the communities where we work and live is a top priority. We seek to make a positive impact in the lives of people and the world.

- We are listed as No. 19 on Corporate Responsibility magazine's list of 100 Best Corporate Citizens. Read more about our corporate responsibility efforts at http://2011csr.hormelfoods.com/.
- In fiscal year 2011, we donated more than $5.5 million to various charities and organizations, which included Feeding America and local hunger-relief efforts. We also offer scholarship programs for our employees, their families and those in our communities.

Our mission: Hormel Foods is a leading branded food company, with a focus on profitable growth. Inspired by our founder's charge to "originate, don't imitate," we market a balanced portfolio of highly differentiated quality products. We engage our employees by creating an environment where careers are fostered, people make a difference and integrity is absolute.

This is why you will find everything you are looking for in a career at Hormel Foods. The challenge you crave, the growth you expect and the tools and creative freedom to become everything you can. Plus, the worldwide presence and stability of an industry leader.

An ideal place to grow: If you are looking to build a lasting career in an environment where you bring out your best, we encourage you to join us. At Hormel Foods, the opportunity is ready to meet your potential.



Corporate Office

★ Austin, MN

Production Facilities

1. Algona, IA
2. Atlanta, GA
3. Aurora, IL
★ Austin, MN
4. Beloit, WI
5. Dubuque, IA
6. Fremont, NE
7. Knoxville, IA
8. Osceola, IA
9. Rochelle, IL
10. Stockton, CA
11. Wichita, KS

Sales Offices

12. Atlanta, GA
13. Bentonville, AR
14. Boise, ID
15. Boston, MA
16. Buffalo, NY
17. Charlotte, NC
18. Chicago, IL
19. Orange, CA
20. Cincinnati, OH
21. Dallas, TX
22. Denver, CO
23. Des Moines, IA
24. Detroit, MI
25. Fort Lauderdale, FL
26. Kansas City, KS
27. Lebanon, NJ
28. Los Angeles, CA
29. Memphis, TN
30. Minneapolis, MN
31. Orlando, FL
32. Phoenix, AZ
33. Pittsburgh, PA
34. San Antonio, TX
35. San Francisco, CA
36. Seattle, WA
37. Washington, DC

For more information, please visit us online at **www.hormelfoods.com/careers**.