



Kirk Tanner

Chief Executive Officer, PepsiCo Beverages North America

Kirk Tanner is Chief Executive Officer of PepsiCo Beverages North America (PBNA). He assumed his current role in January 2019. With a PepsiCo career spanning more than three decades, Kirk has strong leadership experiences across beverages, snacks and foodservice, and now leads all aspects of PepsiCo's beverage business in North America. PepsiCo products are enjoyed by consumers more than one billion times a day in more than 200 countries and territories around the world. PepsiCo generated more than \$86 billion in net revenue in 2022, driven by a complementary beverage and convenient foods portfolio that includes Lay's, Doritos, Cheetos, Gatorade, Pepsi-Cola, Mountain Dew, Quaker, and SodaStream. PepsiCo's product portfolio includes a wide range of enjoyable foods and beverages, including many iconic brands that generate more than \$1 billion each in estimated annual retail sales.

As the CEO of PepsiCo Beverages North America (PBNA), Kirk Tanner oversees all aspects of PepsiCo's beverage business in North America, which generated \$26 billion in revenue in 2022 as well as Global Foodservice. With 60,000 associates and 400 locations across the United States and Canada, PBNA's iconic portfolio of beverages includes Pepsi, Gatorade, bubly, MTN DEW, STARRY, Starbucks ready- to-drink coffee, LIFEWTR, Lipton, Rockstar Energy Drink and a strategic distribution partnership with CELSIUS.

Before being named CEO in 2019, Kirk served as President and Chief Operating Officer of North America Beverages. Prior to this role, Kirk was President of PepsiCo Global Foodservice where he was responsible for expanding partnerships and driving growth of PepsiCo's entire food and beverage portfolio with customers in the restaurant, workplace, lodging, recreation, retail, college & university and theatre channels. While in this position Kirk gave PepsiCo Global Foodservice an important voice in the industry through his involvement with the World Food Programme, Restaurant Leadership Conference and National Restaurant Association.

Since joining PepsiCo in 1992, Kirk has held several leadership roles, including Senior Vice President and General Manager of Frito-Lay's West Business Division; Vice President of Sales at PepsiCo U.K. and Ireland; Vice President of Frito-Lay North America's Mountain Region; Vice President of Frito-Lay North America's Mid-America Region; and Vice President of Frito-Lay North America's California Region.

Kirk has deep experience and a proven track record of delivering strong results, having worked in 11 domestic and international locations, holding numerous roles across sales, operations, customer marketing, distribution, and channel development.

Kirk is a member of the board of directors of the American Beverage Association, is on the board of directors for Tropicana Brands Group and serves on the advisory board for the University of Utah's David Eccles School of Business, where he earned a Bachelor of Science degree in Accounting. He also serves as a board member for the joint venture partnership with Unilever. Kirk and his wife, Diane, are the proud parents of two children.