



## Ram Krishnan

### CEO, PepsiCo Beverages U.S.

As the CEO of PepsiCo Beverages U.S. (PBUS), Ram Krishnan oversees all aspects of PepsiCo's beverage business in the United States, as well as the Global Away From Home business. PBUS's iconic portfolio includes brands like Pepsi, Gatorade, Mountain Dew, Starry, Mug, poppi, bubly, Propel, LIFEWTR, Aquafina, Rockstar Energy, Starbucks, Lipton, Pure Leaf, Brisk, SodaStream and a strategic distribution partnership with CELSIUS.

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 nearly \$92 billion in net revenue in 2024, 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.

Since joining PepsiCo in 2006, Ram has held several senior leadership roles, including CEO of International Beverages and Chief Commercial Officer of PepsiCo. Ram oversaw PepsiCo's International Beverages agenda, which encompasses the company's Global Concentrate group, Franchise operations, Global Beverage group, SodaStream and Beyond the Bottle. He also led the Global Commercial organization which focused on Customer Strategy, Revenue Management, Go-to-Market, E-Commerce, Lipton, Beyond Joint Ventures, and PepsiCo Venturing Group to accelerate growth. Additionally, he worked with PepsiCo's CEO to transform and scale the company's Commercial Data & Digital capabilities.

Previously, he served as the Executive Vice President and Global Chief Commercial Officer, and CEO of our Asia Pacific, Australia/New Zealand and China (APAC) Region. He was also Senior Vice President and General Manager of PepsiCo's global Walmart Customer Team and served as Frito-Lay North America's (FLNA) Senior Vice President and Chief Marketing Officer. Prior to Frito-Lay, Ram spent six years at Cadillac.

Ram has won numerous product innovation and advertising industry awards and serves on the Board of Directors for the Tractor Supply Company. He holds an MBA from the University of Michigan and an MS, BS in Engineering.