



Shareowner Services
 P.O. Box 64945
 St. Paul, MN 55164-0945

Address Change? Mark box, sign, and indicate changes below:

TO VOTE BY INTERNET OR
 TELEPHONE, SEE REVERSE SIDE
 OF THIS PROXY CARD.

**TO VOTE BY MAIL, AS THE BOARD OF DIRECTORS RECOMMENDS ON ALL ITEMS BELOW,
 SIMPLY SIGN, DATE, AND RETURN THIS PROXY CARD.**

The Board of Directors recommends that stockholders vote "FOR" the director nominees listed below.

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| <p>1. To elect two Class II directors for a three-year term expiring at the 2020 Annual Meeting of Stockholders.</p> | <p>01 Allison M. Boersma
 02 David W. Ritterbush</p> | <p><input type="checkbox"/> Vote FOR all nominees (except as marked)</p> | <p><input type="checkbox"/> Vote WITHHELD from all nominees</p> |
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(Instructions: To withhold authority to vote for any indicated nominee, write the number(s) of the nominee(s) in the box provided to the right.)

Please fold here – Do not separate

The Board of Directors recommends that stockholders vote "FOR" Proposal Nos. 2 and 3 listed below.

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|---|---|
| <p>2. Ratification of selection of Deloitte & Touche LLP as the Company's independent registered public accounting firm for the fiscal year ending June 30, 2018.</p> | <p><input type="checkbox"/> For <input type="checkbox"/> Against <input type="checkbox"/> Abstain</p> |
| <p>3. Non-binding, advisory vote to approve compensation paid to the Company's named executive officers.</p> | <p><input type="checkbox"/> For <input type="checkbox"/> Against <input type="checkbox"/> Abstain</p> |

The Board of Directors recommends that stockholders vote for "ONE YEAR" in Proposal No. 4 listed below.

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| <p>4. Non-binding, advisory vote on the frequency of future stockholder advisory votes to approve compensation paid to the Company's named executive officers.</p> | <p>ONE YEAR TWO YEARS THREE YEARS ABSTAIN</p> <p><input type="checkbox"/> <input type="checkbox"/> <input type="checkbox"/> <input type="checkbox"/></p> |
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The shares represented by this proxy will be voted in the manner directed. In the absence of any direction, the shares will be voted FOR each nominee named in Proposal No. 1, FOR Proposal Nos. 2 and 3, and for ONE YEAR in Proposal No. 4, and in accordance with the discretion of the persons appointed as proxies on such other matters as may properly come before the Annual Meeting, including any continuation, postponement or adjournment thereof, and any other matters incident to the conduct of the Annual Meeting. The Board of Directors knows of no other items of business that will be presented for consideration at the Annual Meeting other than those described in the accompanying Proxy Statement. If either of the director nominees should be unable to serve or for good cause will not serve, your proxy will be voted for such substitute nominee(s) as the holders of your proxy, acting in their discretion, may determine.

If you plan to attend the Annual Meeting in person, you can obtain directions to the Marriott Hotel & Golf Club at Champions Circle, 3300 Championship Parkway, Fort Worth, TX 76177 at <http://proxy.farmerbros.com>.

Date _____

Signature(s) in Box

Please sign exactly as your name(s) appears on the proxy. If held in joint tenancy, all persons should sign. Trustees, administrators, etc., should include title and authority. Corporations should provide full name of corporation and title of authorized officer signing the proxy.



FARMER BROS. CO.

ANNUAL MEETING OF STOCKHOLDERS

Thursday, December 7, 2017

10:00 a.m. Central Time

Annual Meeting to be held at:

Marriott Hotel & Golf Club at Champions Circle
3300 Championship Parkway
Fort Worth, TX 76177

IMPORTANT NOTICE REGARDING THE AVAILABILITY OF PROXY MATERIALS FOR THE 2017 ANNUAL MEETING OF STOCKHOLDERS TO BE HELD ON DECEMBER 7, 2017

The Notice of 2017 Annual Meeting of Stockholders, Proxy Statement, 2017 Annual Report on Form 10-K and form proxy card are available at: <http://proxy.farmerbros.com>.

Farmer Bros. Co.
1912 Farmer Brothers Drive
Northlake, Texas 76262

Proxy

THIS PROXY IS SOLICITED BY THE BOARD OF DIRECTORS FOR USE AT THE ANNUAL MEETING ON DECEMBER 7, 2017.

The undersigned stockholder of Farmer Bros. Co., a Delaware corporation (the "Company"), acknowledges receipt of the Notice of Annual Meeting of Stockholders and Proxy Statement, dated October 27, 2017, and hereby constitutes and appoints Michael H. Keown, David G. Robson, and Thomas J. Mattei, Jr. or any of them acting singly in the absence of the others, with a power of substitution in any of them, the proxies of the undersigned to vote with the same force and effect as the undersigned all shares of the Company's Common Stock, par value \$1.00 per share, and all shares of the Company's Series A Convertible Participating Cumulative Perpetual Preferred Stock, par value \$1.00 per share, on an as-converted basis voting together with the shares of Common Stock as a single class, in each case, held by the undersigned, at the Annual Meeting of Stockholders to be held at the Marriott Hotel & Golf Club at Champions Circle, 3300 Championship Parkway, Fort Worth, Texas 76177, on December 7, 2017 at 10:00 a.m., Central Time, and at any continuation, postponement or adjournment thereof, hereby revoking any proxy or proxies heretofore given, including any proxy previously given by telephone or Internet, and ratifying and confirming all that said proxies may do or cause to be done by virtue thereof with respect to the matters set forth on the reverse.

Vote by Internet, Telephone or Mail 24 Hours a Day, 7 Days a Week

Your telephone or Internet vote authorizes the named proxies to vote your shares in the same manner as if you marked, signed and returned your proxy card.



INTERNET/MOBILE

www.proxypush.com/farm

Use the Internet to vote your proxy until 11:59 p.m. (CT) on December 6, 2017.



PHONE

1-866-883-3382

Use a touch-tone telephone to vote your proxy until 11:59 p.m. (CT) on December 6, 2017.



MAIL

Mark, sign and date your proxy card and return it in the postage-paid envelope provided.

If you vote your proxy by Internet or by Telephone, you do NOT need to mail back your proxy card.