



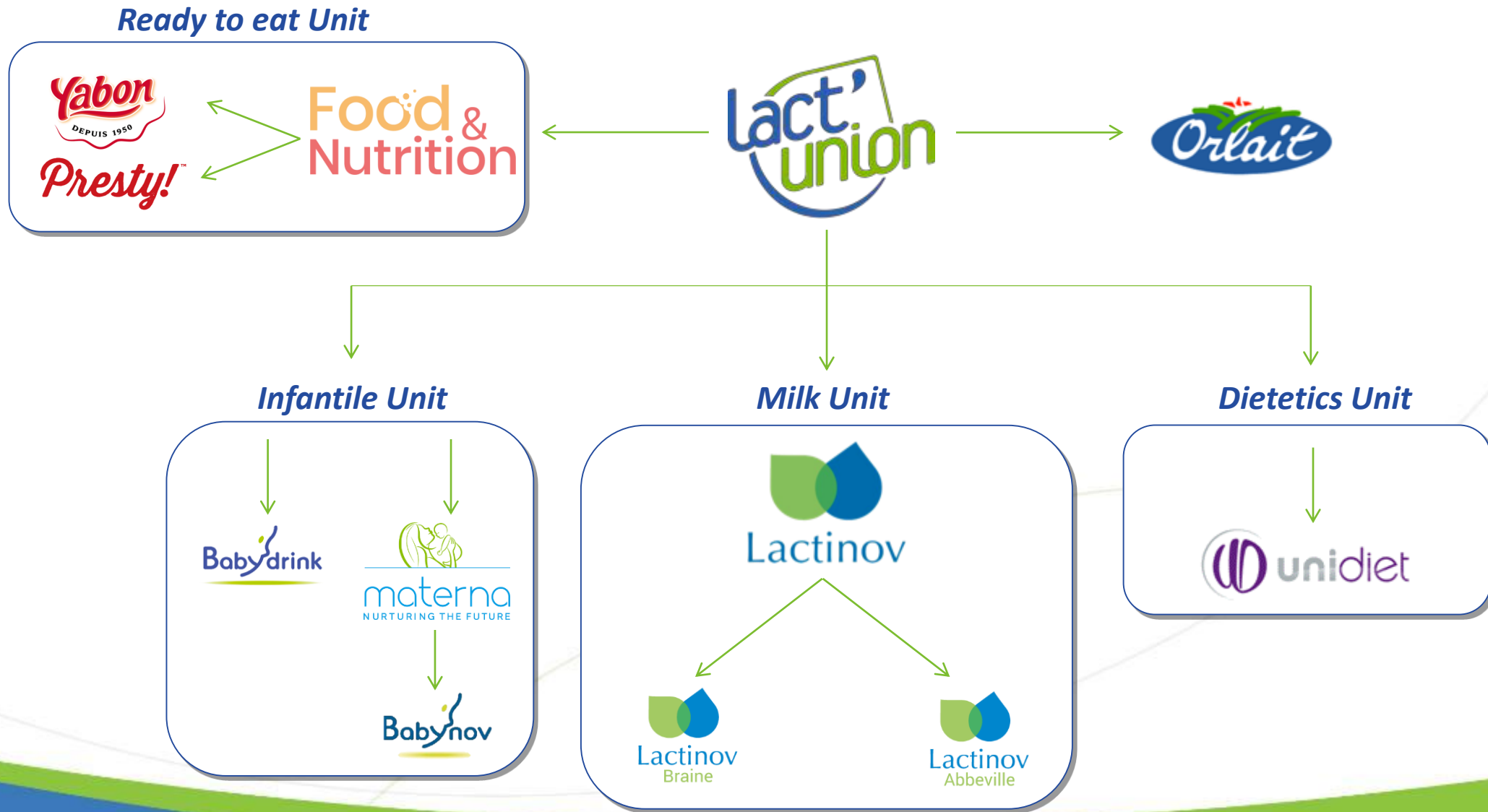
Lactinov

Food &  
Nutrition

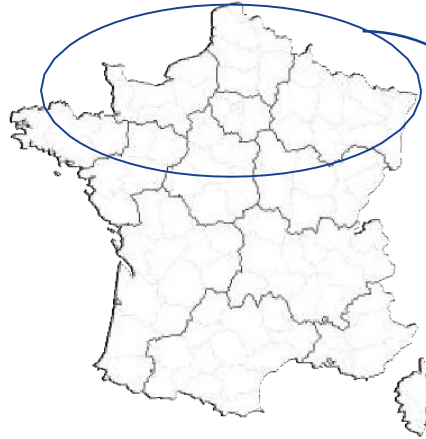
# Healthy alternatives

Private Label offer in pouch

# Lact'Union - Legal Structure



# Our location



Map of France



## Points of interest



Paris



Le Havre port

## Our production plants



Lactinov  
Abbeville  
BabyDrink



Lactinov  
Braine



Cook'inov



Yabon

# Made in France with love

## KNOW-HOW

### SWEET

- Dairy desserts
- Milk pudding
- Cereal + milk desserts
- Plant based dessert
- Fruit sauces

### SAVOURY

- Ready to eat meals
- Cooked grains (*Rice, Quinoa, Pasta + veggies*)
- Grain salads
- Sauce, gravy, broths
- Porridge

## EXPERTISE

- Ambient long-life retorted products
- Without preservative / clean recipes
- Conventional & Organic
- Comprehensive range of packaging

2 factories



# Our teams and know-how



## **SPECIALIZED IN AMBIENT PRODUCTS**



## **PROACTIVE TEAM**

Working constantly with all the departments of the factory



## **EXPERTISE IN VARIOUS AREAS**

Baby/ kids / adult food  
Organic / free from  
Sweet / savoury  
Diet/ Gourmet



## **1 STRONG R&D + 450 DEVELOPMENTS / YEAR**

11 people  
2 R&D laboratories, up-to-date  
with pilots autoclaves



## Some of references





Lactinov  
Une société du Groupe Lacti<sup>un</sup>ion

Food &  
Nutrition

## HEALTHY FOOD KNOW-HOW

Immediately available recipes  
Under Private Label  
Different Pouch sizes

# Organic recipes

*Gluten free*



- Mangue Passion Coco snack
- Rice based Chocolate snack
- Oat based Praline snack
- Oat based Coffee snack
- Oat or Rice based Vanilla snack
- Oat based vanilla flavoured tapioca snack



# Vegan recipes

*Gluten free & organic*



- Peach + Black tea + ground ginger + Coconut milk + wholegrain Oats + wholegrain Rice + Linseeds
- Pear + Cocoa + wholegrain Oats + wholegrain Rice + Linseeds
- Coffee extract + Cocoa + natural Vanilla flavour + Coconut milk + wholegrain Oats + wholegrain Rice + Linseeds
- Coconut milk + Lime + Quinoa + wholegrain Oats + Linseeds
- Coconut milk + Berries mix + Quinoa + wholegrain Oats + Linseeds
- Coconut milk + Cocoa + Banana + Acai berries + wholegrain Oats + Linseeds
- Apple + Kiwi + Coconut milk + Mango + Spinach
- Apple + Strawberry + Coconut milk + Raspberry + Blueberry

# Smoothie Bowl recipes

*Vegan & Organic*



- Banana + Pear + oat drink + acai berries
- Mango + oat drink + passion fruit
- Raspberry + Blackberry + Rice based drink
- Coconut milk + Kiwi + Banana + Matcha tea + Rice based drink

# Yogurt based recipes

*Rich in calcium & proteins*



- Yogurt + Milk + Banana purée
- Yogurt + Milk + Strawberry purée
- Yogurt + Milk + Raspberry purée
- Yogurt + Milk + Blueberry purée

# Several formats & tailor-made recipes



Type	Straw' width possibilities	Height (excl. Cap)	Width	Volume	Capacity	<b>SOCIÉTÉ NOUVELLE YABON VERNEUIL</b>	<b>COOK INOV</b>
DP70	8,6mm	112mm	87mm	70ml	70-85g	SRP x 9 X4 Box per 6	Pack x 4 / Box per 6*4
DP90	8,6mm	137mm	87mm	90ml	90-100g	SRP x6 or 7 Bulk x66	SRP per 6
DP110	8,6mm	147mm	87mm	110ml	100-120g	SRP x6 or 7 Bulk x60	-
DP150	8,6mm	142mm	98mm	150ml	120-150g	SRPx6	SRP x6
DP200	8,6 & 14mm	172mm	98mm	200ml	150-180g	-	SRP x 6
DP350	14mm	165mm	140mm	350ml	350g	-	SRP x 8



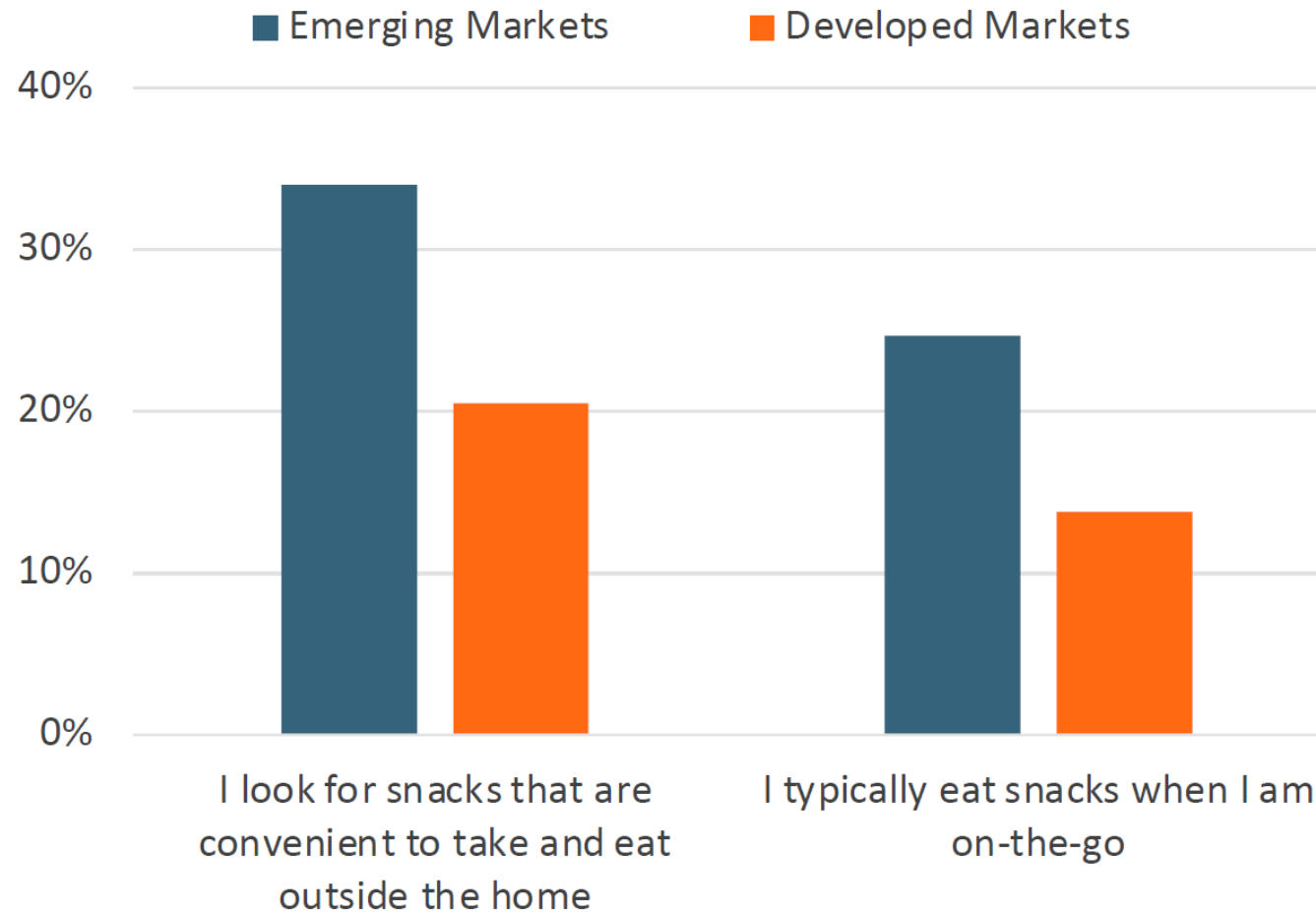
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## MARKET TRENDS



## Snacking Preferences by Market Type, 2020



Source: Euromonitor International's Lifestyles Survey

© Euromonitor International

# 37.2 min

Average commute time in emerging markets in early 2020

# 20%

Longer than in developed markets

# 4x

Faster growth for snacks in emerging markets to 2025

**AAA** EUROMONITOR INTERNATIONAL

# DAIRY: A MARKET FOR HEALTH AND PLEASURE

## CONSUMERS LOOK FOR HEALTH IN DAIRY



**1 in 3 global consumers** pay attention to health aspects when buying yogurt  
(Source: Innova consumer survey, 2018)

**+20%**

**+20% growth** in dairy launches with a snacking\* claim (Global, 2018 vs. 2017)  
\*snack, snacking, on-the-go

*"Busy lifestyles, concerns about long-term health and the desire to get health-boosting benefits from daily food and drinks have affected the snack aisle. Dairy remains central to snacking innovation"*

## SUGAR REDUCTION GIVES DAIRY A HALO

Dairy launches with a sugar related claim (Global, CAGR 2014-2018)

**+46%**

LOW SUGAR

**+32%**

NO ADDED SUGAR

**+8%**

SUGAR FREE



Nestlé Coffee Mate Natural Bliss Honey Flavored Creamer (US)

**+29%**

NATURAL FRUIT

**+19%**

REAL FRUIT

**+15%**

FRUIT PIECES



Fruitlove Spoonable Smoothie Strawberry Banana Twirl (US)

## DAIRY ALTERNATIVES TAKE OFF

Fastest growing dairy alternative subcategories (Global, CAGR 2014-2018)

NON-DAIRY  
CHEESE

**+65%**



So Delicious Dairy Free Mozzarella Flavored Shreds (US)

SPOONABLE  
NON-DAIRY  
YOGURT

**+50%**



Kaiku Begetal Fermented Almond Product (Spain)

DAIRY  
ALTERNATIVE  
DRINKS

**+14%**



Mooala Organic Banana Milk: Strawberry (US)

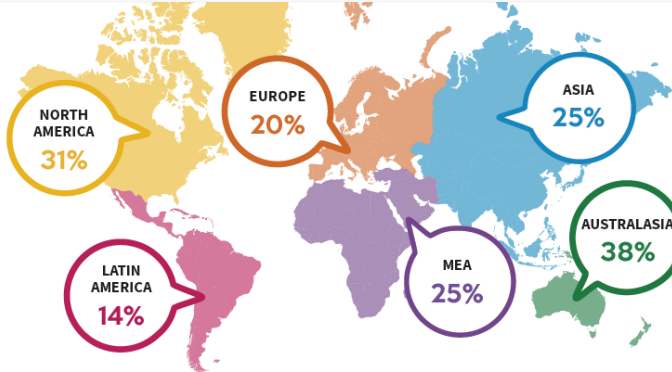
**+18%**

FEEL-GOOD CLAIM

**+18% growth** in dairy launches with a feel-good claim\* (Global, CAGR 2014-2018)  
\*feel, goodness, happy, joy

## PROTEIN CLAIMS STRENGTHEN IN DAIRY

Protein claims\* as % of dairy launches tracked with a health claim by region (2018)



\*High/source of protein, added protein

## FRUIT FOR THOUGHT: NATURAL INDULGENCE?

Spoonable and drinking yogurt launches with select claims (Global, CAGR 2014-2018)

## 5 KEY DAIRY TRENDS TO WATCH

### 1 PERSONALIZED NUTRITION

The market for dairy cultures is constantly evolving, with e.g. flavor boosts, nutrition powerups, and shelf life extension at the center of innovation. A surge in demands for lactose-free, plant-based and probiotic-enriched products further proliferates related NPD.



Always Fresh Cultured Dips (Australia)

### 2 ALTERNATIVE ALTERNATIVES

As consumers seek alternatives to dairy, NPD goes beyond soy. An increasing variety of plant bases are appearing, ranging from coconut, almond an oat to cashew, rice and lupine. The trend is fueled by the move toward plant-based, non-dairy products and continues to trend upward.



Made with Love Lupine Yogurt (Germany)

### 3 DESSERT-STYLE

While consumers increasingly turn to dairy as a popular snack, there is also a growing dinner niche. Dessert-style offerings with indulgent flavor profiles are gaining shelf space. Layered, whipped and mousse concepts offer dessert-lovers a premium dairy experience.



Arla Kokot Greek Yogurt Mousse Dessert (Sweden)

### 4 FLAVORS FOR THE SEASON

With +20% growth tracked in seasonal/in-out dairy product launches (Global, 2018 vs. 2017), it is clear that seasonal, limited-time offers create excitement in the dairy category. Products featuring seasonal flavors are launched in small batches to evoke exclusivity.



Yoplait Season-Up Yogurt with Yuzu Flavor (South Korea)

### 5 CAPTURING THE CRAFT

Dairy manufacturers continue to tap into trends like provenance, locally-sourced, and authentically-made. As consumers seek out best-in-class quality from trusted suppliers, more emphasis is being placed on storytelling and how to capture the consumers' imagination.



Campina Organic Farmer's Yogurt (Netherlands)