



ONE PLANET. ONE HEALTH.



Certified



This company meets the highest standards of social and environmental impact

Corporation

Consumers' dining habits are evolving, and they are increasingly seeking options with real, delicious and flavorful ingredients. Danone Away from Home has the plant-based, yogurt, and coffee portfolio offerings to keep your customers happy!

WHAT DOES B CORP MEAN?

B CORP CERTIFICATION IS THE ONLY CERTIFICATION THAT MEASURES A COMPANY'S ENTIRE SOCIAL & ENVIRONMENTAL PERFORMANCE



ENVIRONMENTAL
PERFORMANCE



SOCIAL
COMMITMENT



PUBLIC
TRANSPARENCY



CORPORATE
GOVERNANCE

B Corp inspires and drives us to look beyond our obvious impacts. Pushing us to monitor, manage and lessen the FULL SCOPE of our impacts.



GOVERNANCE



WORKERS



COMMUNITY



ENVIRONMENT



CUSTOMERS

WHY DO YOUR CUSTOMERS CARE?

79%

OF CONSUMERS SAY THEY WOULD BE MORE LOYAL TO PURPOSE-DRIVEN COMPANIES¹

85%

OF AMERICANS WOULD SWITCH BRANDS TO ONE ASSOCIATED WITH A CAUSE²

BRINGING HEALTH THROUGH FOOD TO AS MANY PEOPLE AS POSSIBLE.

ONE PLANET. ONE HEALTH

WE “B” LIEVE
IN USING BUSINESS AS A
FORCE FOR GOOD

Certified

Corporation



- Regenerative Agriculture Program Focused On:
- Protecting and **Restoring Soil**
 - Fostering **Biodiversity**
 - **Preserving & Protecting Water Systems**
 - **Reducing Greenhouse Gas Emissions & Sequestering Carbon**
 - Ensuring Ongoing Viability

Our **gender-neutral parental bonding** policy gives new parents full pay for a minimum of 18 weeks

2 Zero Waste to Landfill Facilities

Committed to **cutting food waste in half** by 2030

Designing Packaging for **Recyclability**



We ensure 100% of the electricity in our owned manufacturing facilities comes from **renewable resources** by purchasing carbon offsets and sourcing energy from renewables

100% Of Danone Employees are Paid a Living Wage

Our Silk Brand has Partnered for over a decade to help **restore over 8.7 billion gallons of water** back to nature

A close-up photograph of a bee on a yellow flower, with a soft-focus green background. The bee is positioned on the left side of the frame, facing right. The flower is in the foreground, and the background is filled with out-of-focus green foliage.

Our Sustainability Pillar

BUILDING RESILIENCE IN FOOD & WATER CYCLES

- Restoring water to natural sources
- Supporting farmer livelihoods
- Fostering biodiversity by building pollinator habitat

COMMITTED TO SUSTAINABLE SOLUTIONS

- Now sourcing 100% sustainable segregated palm oil globally
- Committed to 100% reusable, recyclable or compostable packaging by 2025
- Committed to 100% renewable energy by 2030

REDUCING OUR CARBON EMISSIONS

- Championing energy and waste efficiency in our manufacturing plants
- Pursuing more sustainable and efficient transportation

BRANDS YOU LOVE & TRUST

Our products are everywhere and for everyone. We make food that nurtures, sustains and delights people at any age and during any moment of the day. We stand by our products and services with pride and openness as a guarantee of quality and integrity.

YOGURT

TWO GOOD
GREEK LOWFAT YOGURT



Danimals

BLENDING GREEK YOGURT
OIKOS

DANNON

ACTIVIA

COFFEE & CREAMER

STÖK



LAND O LAKES

PLANT-BASED

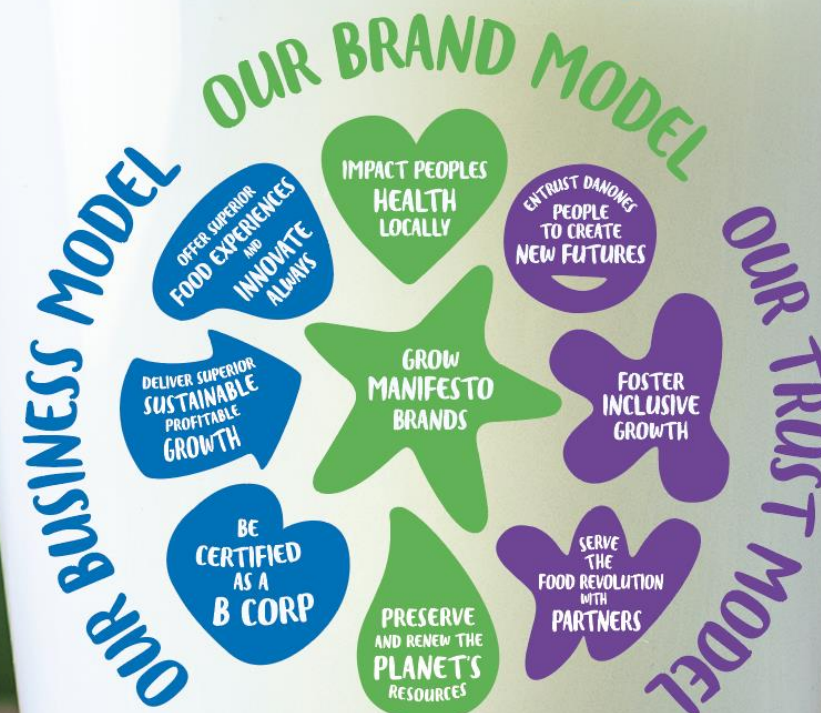
Silk



DAIRY



Nourishing lives and inspiring
a healthier world through food



The world is changing

COVID HAS IMPACTED CONSUMERS' EATING HABITS

44%
OF AMERICANS
ARE TRYING TO
EAT HEALTHIER.¹

Consumer shifts toward health & sanitation

has positioned Danone for growth

YOGURT

26% of Americans believe yogurt can help boost immunity¹

ORGANIC

Of consumers who buy organic, **55%** do so because they believe it's healthier²

PLANT-BASED

52% 52% of Americans are trying to incorporate more plant-based foods into their diet³

COFFEE/CREAMER

Compared to other formats, portion control creamer singles are viewed as the most sanitary creaming solution⁴

1.Dataessential COVID-19 Report 20: Health at Home 5.22.20.

2.Lightspeed/Mintel July 2020 report, N=782 internet users ages 18+ who purchase organic food or beverages.

3.The NPD Group/National Eating Trends® (NET®), YE Feb. 2018.

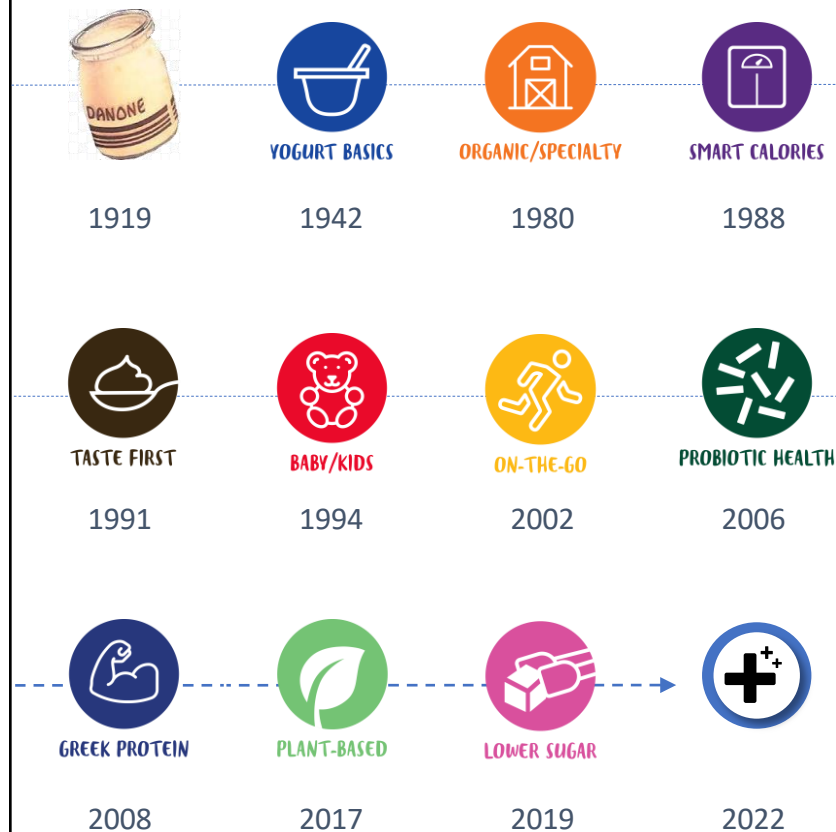
4.Danone Custom Coffee Bar 6 Study.

THE YOGURT CATEGORY WAS DEVELOPED BY DANONE BY FOCUSING ON THE HEALTH NEEDS OF OUR CONSUMERS

OUR HERITAGE IS
FOUNDED IN HEALTH



AND LED THE EVOLUTION
OF THE CATEGORY



OUR MISSION CONTINUES



"BRINGING HEALTH THROUGH FOOD
TO AS MANY PEOPLE AS POSSIBLE"

DANONE AFH PORTFOLIO OVERVIEW

FRESH YOGURT



FROZEN YOGURT



Frozen Yogurt
No Sugar Added
Sorbet
Gelato
Plant Based
Soft Serve Ice Cream

YOGURT CAN OFFER SEVERAL BENEFITS TO MEET CONSUMER NEEDS

Fermented dairy product: milk, live and active cultures, sweetener (for sweetened varieties), and in some varieties, fruit or flavor



- ✓ **Nutrient Dense Food**
- ✓ Contains Live & Active Cultures
- ✓ Aids in **Lactose digestion**
- ✓ Some contains **Probiotics**
- ✓ **Calcium & Vitamin D** helps build solid bones
- ✓ Contains **Protein** & all 9 essential **Amino Acids**
- ✓ Contains different **Vitamins & minerals**
- ✓ Contributes to a balanced Diet & **Healthy Lifestyle**



WHAT IS GREEK YOGURT?

HOW IT IS MADE:



STEP 1

Milk is pasteurized to kill undesirable bacteria.



STEP 2

Our active yogurt cultures are added to the milk.



STEP 3

Fermentation takes place and yogurt forms its characteristic acidity and texture.



STEP 4

The yogurt is strained to concentrate the solids and remove some of the whey.



STEP 5

Greek yogurt is refrigerated from that point all the way to your local grocery store.

STRAINING GIVES GREEK YOGURT IT'S THICK & CREAMY TEXTURE AND A HIGHER PROTEIN CONTENT

This unique step in making Greek yogurt means:

3X MORE MILK

Greek yogurt takes about 3 times more milk than is used to make regular yogurt.

2X HIGHER PROTEIN

Greek yogurt has 2 times the protein vs regular low-fat yogurt. Dairy protein contains all 9 essential amino acids the human body can't produce on its own.

POISED TO GO MAINSTREAM

Consumers Want Plant Based¹

31%

of Americans claim they are now “**Flexitarian**”
(AKA Flexible Vegetarian)

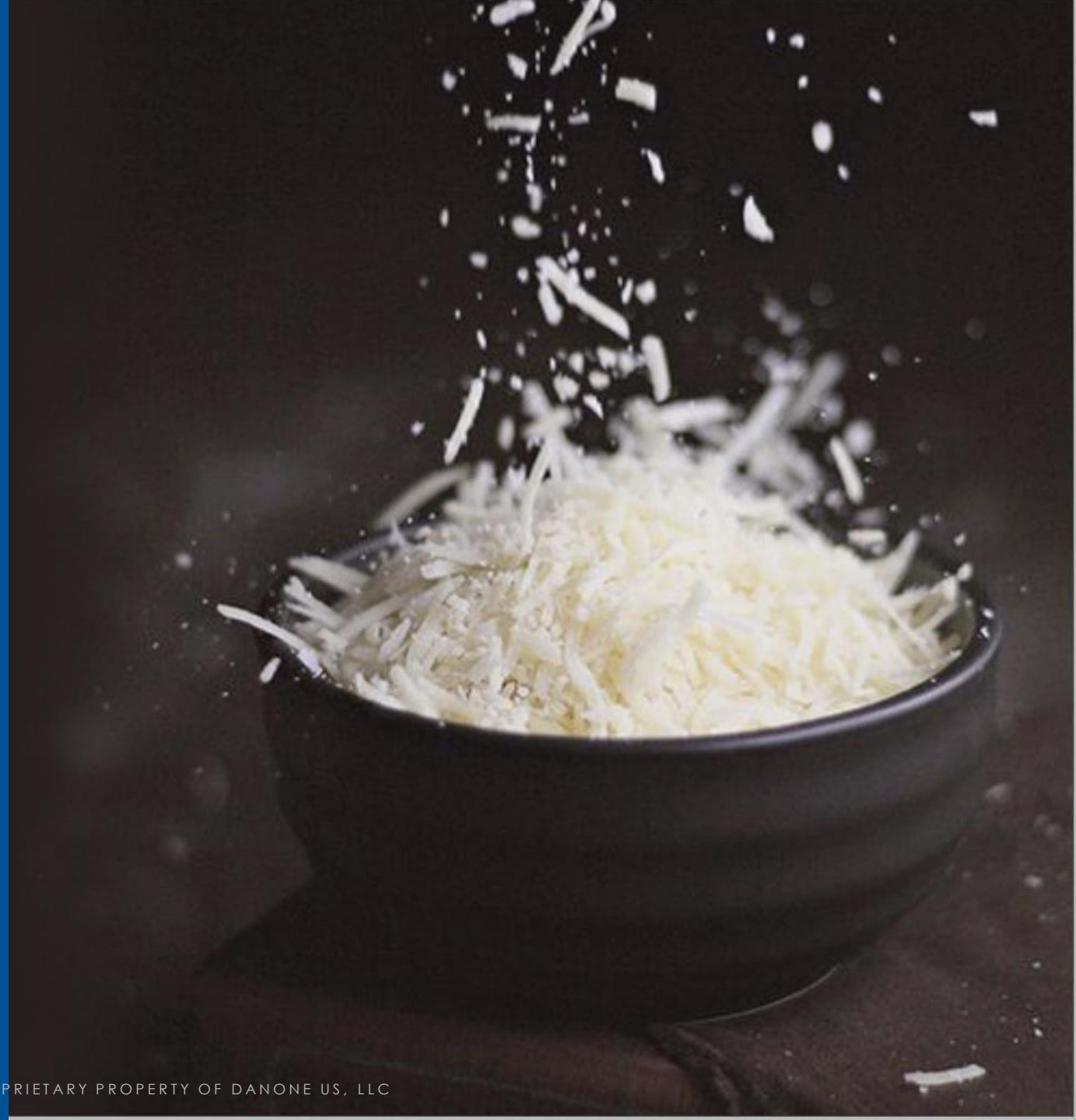
52%

of Americans are currently trying to **incorporate**
more plant-based meals into their daily lives

47%

of Americans are “somewhat or very willing” to **cut**
dairy out of their diets

1. So Delicious Flexitarian Eating Survey, One Poll, Oct 2018



WHEN DINING AWAY FROM HOME YOUNGER CONSUMERS SEEK PLANT-BASED

75%

of Millennials are considering or are on a Plant-Based Diet¹

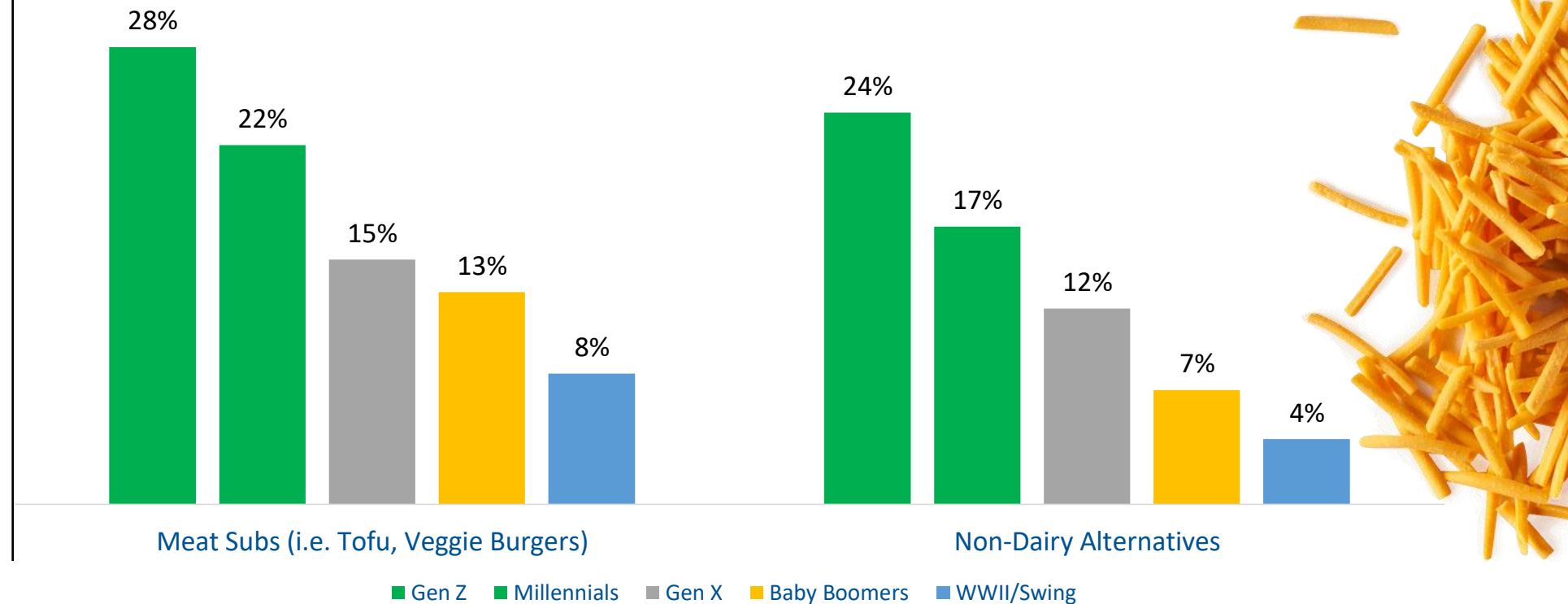
300%

increase in Dairy-Free as a menu item claim between 2016 – 2019²

135%

increase in Plant-Based orders on GrubHub during COVID³

Which of the following would you like to see more of when dining out?
December 2018



1. Mintel: What's Holding Back Alternative Cheese, April 2019

2. Mintel Menu Insights, Q2 2019

3. Restaurant Business Online: GrubHub Reveals Consumers' Most-Ordered Menu Items in 2020, July 14, 2020.



WHY OUR PLANT-BASED PORTFOLIO

- 1 We are the experts in making plants taste delicious
- 2 33-year history in plant-based leadership
- 3 We outperform other plant-based brands in several cuisines

Source:

1. Blind Sequential Monadic Central Location Test, November 2020 in Chicago and San Francisco. Slices: American N=89, Cheddar N=96. Tested cold & melted.
2. Blind Sequential Monadic Central Location Test, June 2020 in Chicago and San Francisco. Shreds: Mozzarella N=99, Cheddar N=107. Tested cold & melted.

PLANT-BASED PORTFOLIO

2 GREAT BRANDS | COUNTLESS OPPORTUNITIES



PLANT-BASED MILK | CREAMER



PLANT-BASED YOGURT



PLANT-BASED FROZEN NOVELTIES



EQUIPMENT & MERCHANDISING SOLUTIONS



EQUIPMENT SOLUTIONS

Silk® Soymilk M225

Silk® Bulk Dispenser Specifications

- 2 dispensing stations
- Capacity per station: 1-2.5 Gallon Bulk Bag
- Footprint: 22.9"D x 17.8"W x 32.9"H
- Weight: 78 lbs.
- Power requirements: 110/120 volt service

Usage

- Most all C&U accounts qualify for this dispenser
- Monthly usage for the Silk Soy Milk BIM M225 is 28 bags (cases)
- C&U accounts are using between 30-40 bags per month while school is in session
- Bags can be used with Silver King Equipment



Silk® Almondmilk M225

Silk® Bulk Dispenser Specifications

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- Capacity per station: 1-2.5 Gallon Bulk Bag
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Usage

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- Monthly usage for the Silk Soy Milk BIM M225 is 28 bags (cases)
- C&U accounts are using between 30-40 bags per month while school is in session
- Bags can be used with Silver King Equipment
- Incremental placement to Silk Soymilk M225



Equipment loan program available for qualifying accounts.

WHY PARTNER WITH DANONE?

Activation Toolkits
New Launch Support



Social Influencers / PR Support
Brand Awareness



Industry Research/Insights &
Custom Studies



Technomic
A Winsight Company



DATASSENTIAL



IRi
Growth delivered.



THANK YOU