



*Pack Materials for the future.*

*August -2020*

*Frédéric Jouin, Director of R&I Packaging*

# DANONE, A WORLD LEADING FOOD COMPANY WITH A CLEAR MISSION

Danone embraces the food revolution through a health-focused portfolio in food & beverages

## *Our vision*

Danone,  
One Planet.  
One Health.

**DANONE**  
ONE PLANET. ONE HEALTH

## *Our mission*

Bringing health through food  
to as many people as possible



DANONE AT A GLANCE



30%

Specialized Nutrition



Core milk



Specialized pediatrics



First diet



Adults



Healthy aging

#2

WORLDWIDE<sup>(1)</sup>  
in Early Life Nutrition

#1

EUROPE<sup>(1)</sup>  
in Advanced Medical Nutrition

[1] Only in the subcategories and countries where Danone operates.

52%

Essential Dairy and Plant-Based



Fresh dairy



Plant based



Premium dairy



Coffee creamer



Plant based coffee

#1

WORLDWIDE<sup>(1)</sup>  
in Fresh Dairy Products &  
Plant-Based Products

18%

Waters



Waters



Aquadrinks

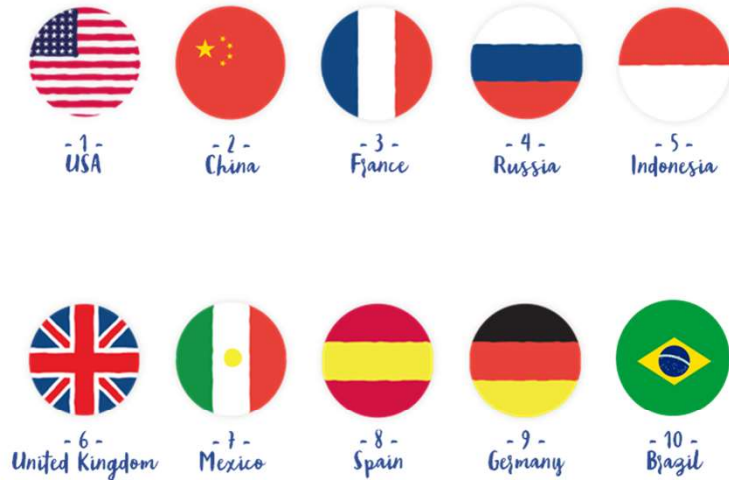
#2

WORLDWIDE<sup>(1)</sup>  
in Packaged Waters



## Top 10 markets in 2019

(% of sales)



(1) Like-for-like. (2) Commonwealth of Independent States.

## A solid performance

€25.3BN  
sales

+2.6%<sup>(1)</sup>  
sales growth

## Sales by region

54%  
EUROPE &  
NORAM  
(USA, Canada)



46%  
REST OF  
THE WORLD  
Asia-Pacific, Latin America,  
Middle East, Africa, C.I.S.<sup>(2)</sup>

## A global presence

100,000+  
employees in  
over 55 countries

120+  
countries where Danone  
products are available

67%  
of sales outside  
Europe

# DANONE R&I WORLD WIDE

**2** GLOBAL RESEARCH CENTERS  
**4** SPECIALIZED CENTERS  
**55** LOCAL R&I BRANCHES  
**48** NATIONALITIES  
**1700** EMPLOYEES



DANONE AT A GLANCE



# Health, Social and Environmental Performance

90%

of volumes sold are in healthy categories<sup>(1)</sup>



24.8%

reduction in CO<sup>2</sup> emissions intensity on our full scope<sup>(2)</sup>



>1/3

of our global business is covered by the B Corp™ certification



81%

of our packaging is recyclable, reusable or compostable



51%

of women among our managers, directors and executives



2017









(1) In operational terms, "Healthy product categories" for Danone refers to water, yogurts, milks and other daily dairy products, daily plant-based products (not yet including beverages for children under 3 years old) and medical nutrition. The remaining categories are mainly low sugar beverages and indulgent products.  
 (2) Baseline 2015. The data is based on a constant consolidation scope and a constant methodology.

of early life nutrition products (except biscuits and

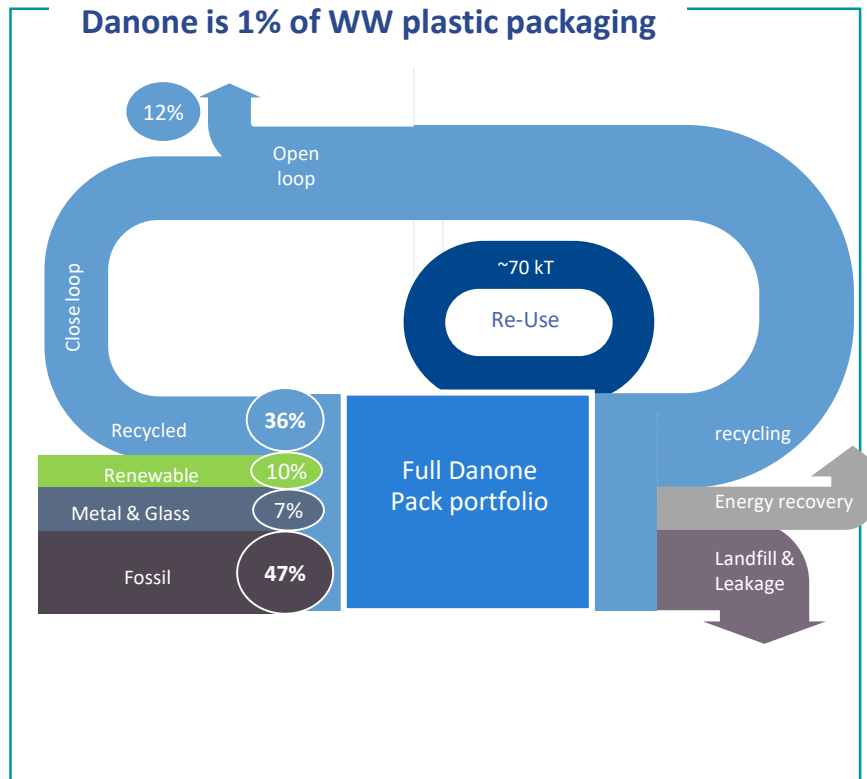
# DANONE PACK POLICY BASED ON CIRCULARITY

WMF Kpis

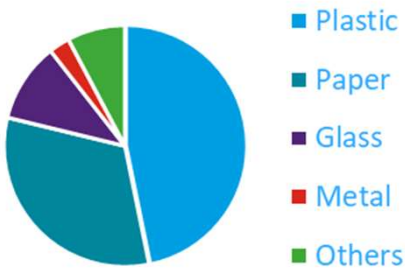


1		Use positive materials	KP2
		Design for circularity Reusable, recyclable or compostable	KP3 KP8
2		Intercept & recover packaging that ends up in Nature Landfills, rivers and/or oceans	KP6
		System Improvement	KP6
3		Increase recycled material	KP4
		Source non-fossil resources for virgin material	KP1

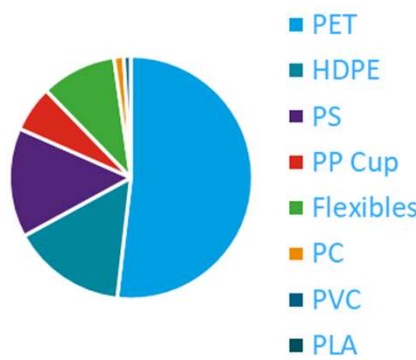
# PACKAGING FOR: Protection, Convenience & Consumer Connection



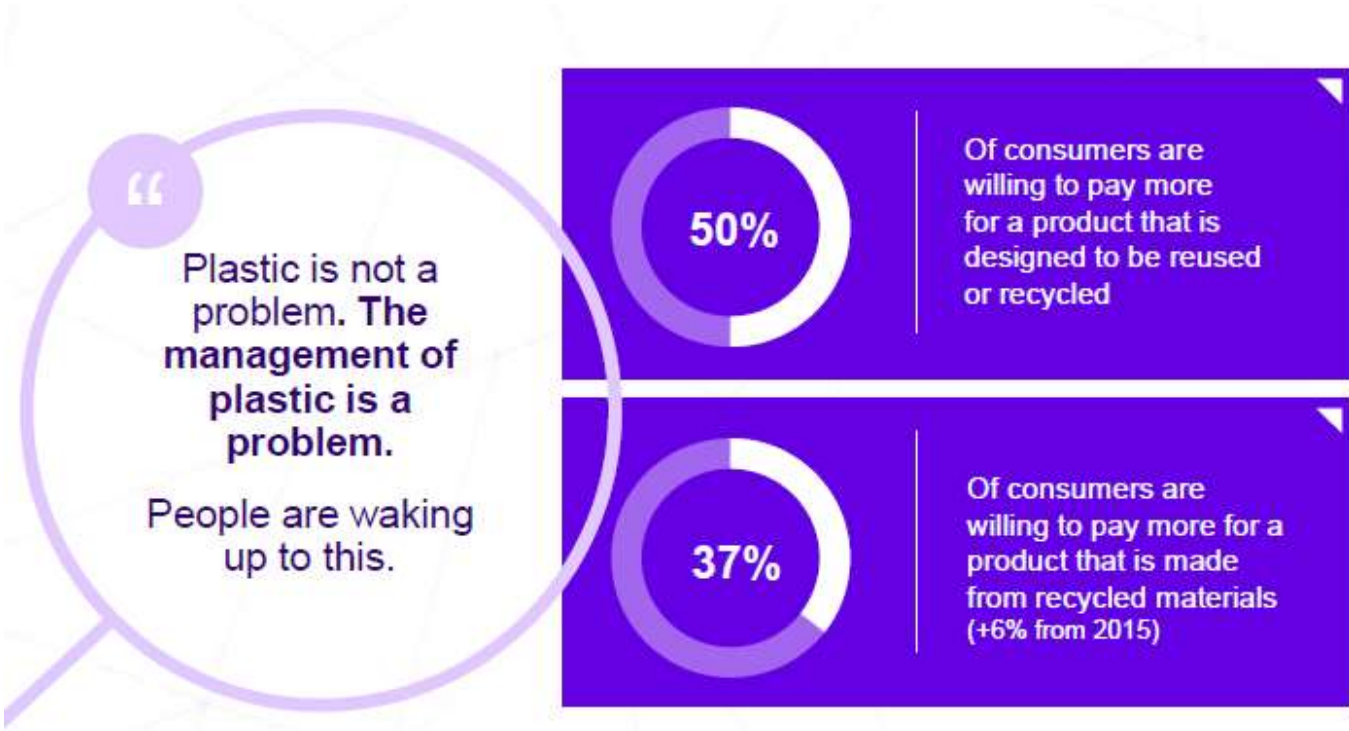
Plastic nearly half of total packaging



PET >50% of total plastic



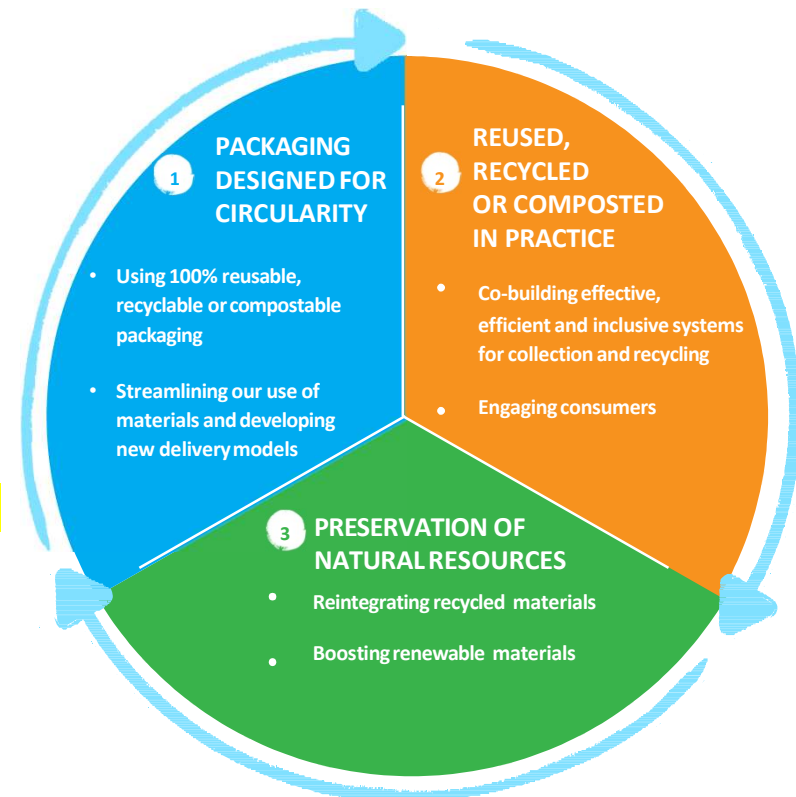
# CONSUMERS PERCEPTION



## DANONE PACKAGING POLICY ISSUED on OCT 2018

### DELIVER OUR MISSION WITH 100% CIRCULAR PACKAGING

- Eliminate the packaging we don't need
- Innovate, so all the packaging we do need is designed to be safely **reused, recycled, or composted**
- Ensure the packaging we produce stays in the economy and never becomes waste or pollution



## DANONE PACKAGING POLICY translated into actions

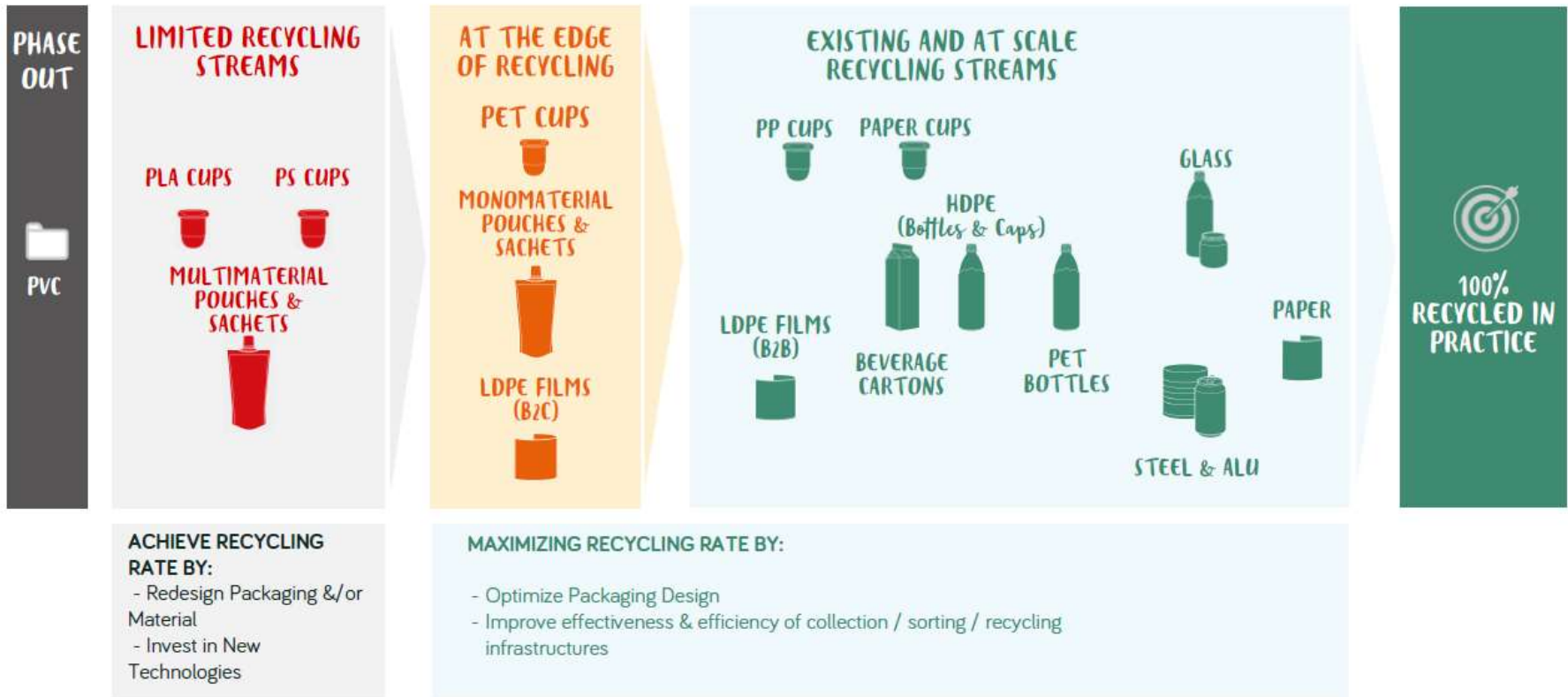
- Simplify our Materials Portfolio to become 100% Recyclable ( target 2025) **KP6**
- Develop our use of Recycled Materials ( target for Danone waters: rPET 100% in Europe in 2025, 50% ww) **KP4**
- Develop Reusable Packaging solutions **KP8**

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# -Simplify our portfolio to be 100% Recyclable-

KP6



## DANONE PACKAGING POLICY translated into actions

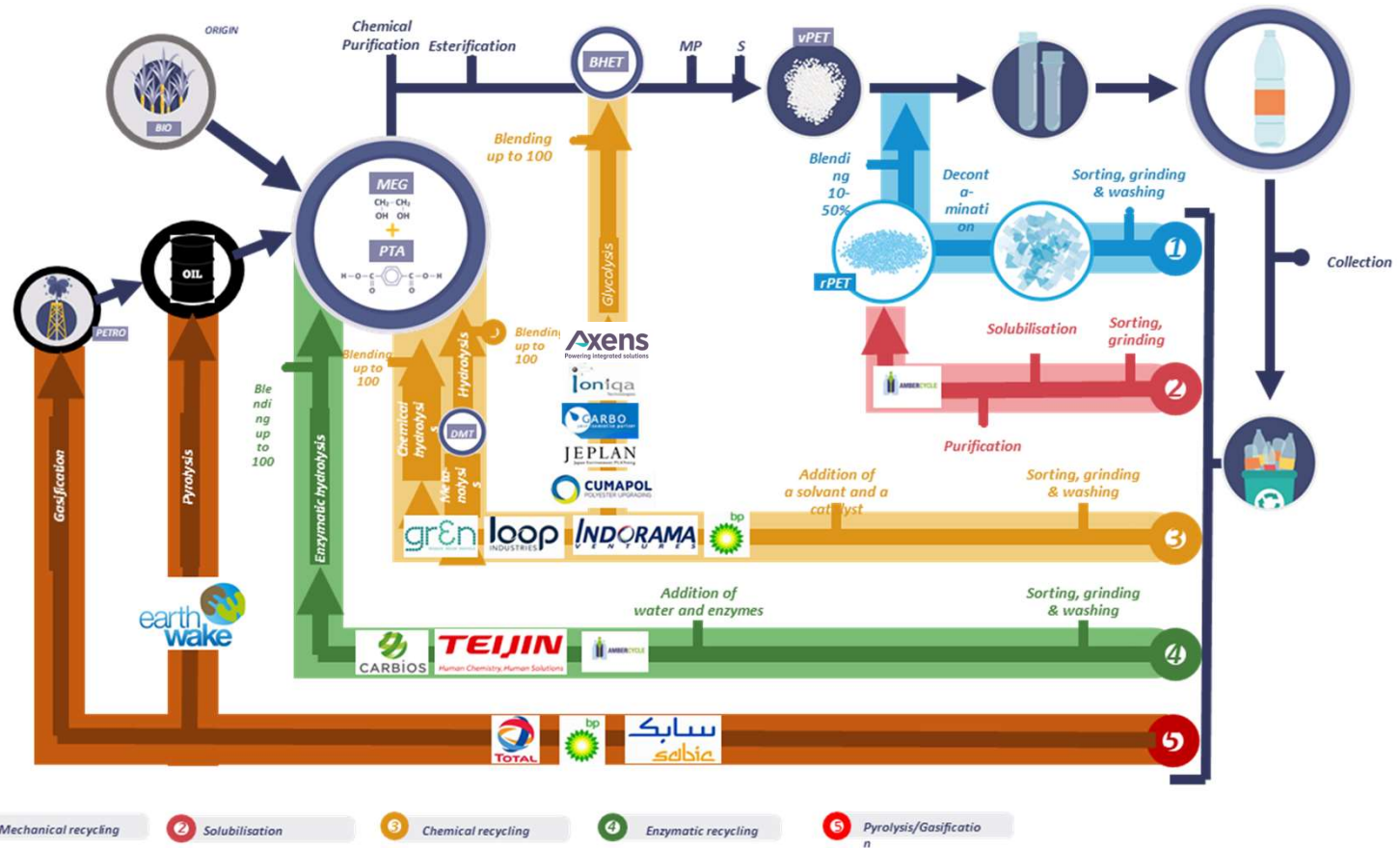
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## PUSH RECYCLED PLASTICS TOWARDS 100%



# LEVERAGING DISRUPTIVE TECHNOLOGIES

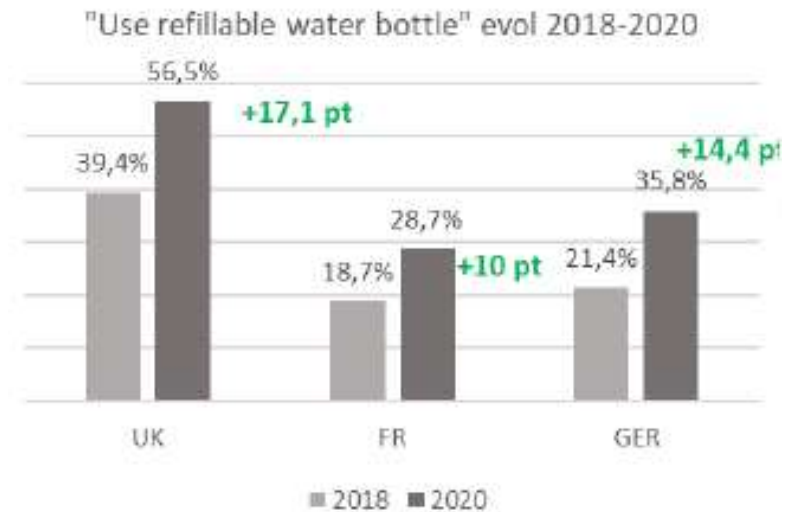
KP4



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# WHICH MATERIALS SOLUTIONS FOR REUSABLE PACK? KP8



- How to keep safety & quality in a reusable model ?
- Which innovative materials could fulfill our requirements ?

## As a conclusion...

- DANONE mission « One Planet-One Health » as the cornerstone of the overall Danone ambition on Materials ( Packaging Policy)
- Simplification+ Innovations + Consumers engagement as the 3 pillars to transform our materials portfolio
- Collaborations ( Alliances, Partnerships, Consortiums,...) to accelerate this transformation.



*Thanks*