

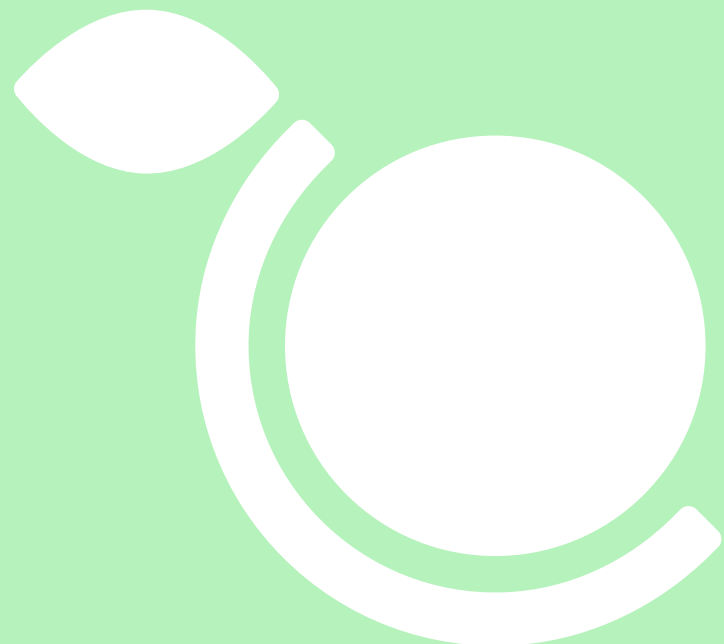
2<sup>nd</sup> Edition



# Prodalim

Creating Natural Solutions





# About Prodalim

We are a global 360° natural ingredients solutions provider to the Food & Beverage industry.

For over 30 years we have been providing natural fruit solutions such as juice concentrates, multi blends, base for soft drinks, oils and aromas.



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# Introducing

## **POWER 2 NATURE®**

We create natural solutions for the food and beverages industry. Our natural expertise, together with natural heritage and our wide fruit portfolio, allows Prodalim to introduce the **POWER 2 NATURE®** for all category activities.

We create customized and natural solutions for our customers worldwide. With a fully flexible approach to processing and manufacturing, we enable new opportunities for collaboration and sustainable product innovations.



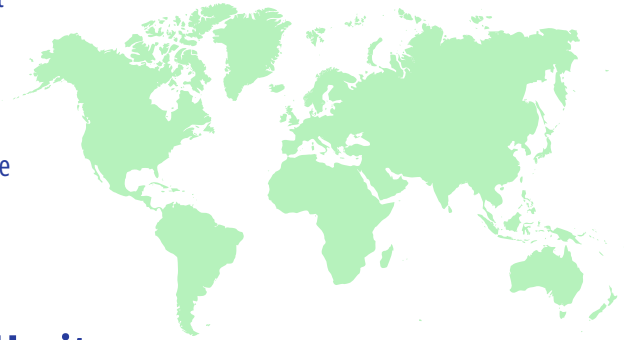


The 6 key components of the **POWER 2 NATURE®** are:

## 1 Natural Expertise

**More than 30 years of expertise and knowledge in raw material sourcing & processing**

From the early beginnings in 1987 as juice trading company to a global player in the juice and beverage industry, Prodalim nowadays offer a wide range of services: from sourcing, manufacturing and blending to product development and compounding. Prodalim has developed to be a full solution provider for the industry delivering services from the field to the consumer.



## 2 Natural Heritage

**A growing repertoire of natural ingredients**

Prodalim is one of the leading processors and suppliers of citrus fruits like orange and grapefruit globally; making citrus a core product that has been with the company since the very beginning. Tropical fruits such as pineapple, guava, passionfruit and mango have always been an important pillar of our natural fruit portfolio with fully integrated supply chains.

In 2022, we extended our fruit portfolio by adding red fruits through the acquisition of Rauner GmbH based in Germany. Fillers such as apple and grape complement our selection of raw materials.



## 3 Natural Portfolio

**A focus on natural cores**

Prodalim's compound portfolio offers a wide range of natural products to choose from: Starting with beverages evolving around our natural core: NFC, juice concentrate blends, smoothies and nectars to multis and juice based beverages.

We recently extended our portfolio by Water Plus combinations, CSDs with juice, Sports Drinks, Fruit Wines, Tea Drinks with or without alcohol and Radlers.

All these ready to market concepts are in line with the latest consumer and market trends.



## 4 Using The Maximum Power Of Nature

**Upscaling fruit side streams**

At Prodalim we emphasize on sustainable procedures and processes which are optimized to capture all that nature has to offer. Through a fully integrated and complete value chain, we support our customers in every step of the way: from fruit processing to the creation of innovative beverage concepts. Via our backward integrated approach, we capture not only the juice of a fruit, but nearly every single element: such as oils, aromas, water phases and cells which can be used for new product developments and innovations.





## 5 Naturally Flexible

A modular and a flexible approach for customized solutions

Thanks to our long term expertise in raw materials including an excellent global network & backward integrated solutions, we have access to the best raw materials and process capabilities: an ideal basis for state of the art juice building blocks to be combined with natural ingredients or fortifiers such as vitamins, minerals and others to develop tailor made applications. We follow an unique modular approach to maximize the benefit our cooperation with our customers.



## 6 Natural Innovations & Category Development

Introducing new product concepts by Prodalim

No matter what ideas our customers have, we at Prodalim inspire our customers' project pipeline and compose tailor made developments in close cooperation and in line with the current trends. We dispose of the right portfolio of raw materials and compounds as well as ideas for go to market concepts.



## POWER 2 NATURE® By Prodalim your partner of choice



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# We are vertically integrated through the supply chain:

- Vast suppliers network
- Processing & blending sites
- Innovation & applications centers
- Compounding & aroma creation
- Global distribution



# From The Field To The Consumer












# Our Certificates & Memberships

Our business agenda includes full compliance with labor and human rights, ethical standards, health and safety, quality and environment.

To make sure that these principals are withheld and communicated across different forums and platforms, we participate in initiatives such as Sedex, BSCI, Rainforest Alliance, FairTrade, SAI and Ecovadis. We are also ISO 9001 certified and SGF members.

# Sustainability & Goals

We are committed to using resources responsibly, avoiding their exhaustion so that those resources can be preserved to meet the needs of future generations. Our promotion of sustainable development includes the rational use of natural resources, and the commitment by each and every one of our employees to take the necessary steps to use those resources efficiently and responsibly while promoting their conservation and preservation. Prodalim also encourages its partners and suppliers to share the same commitment and respect for the environment and the needs of local communities and delineates expectations in its code of conduct.



We are supporting a healthier world

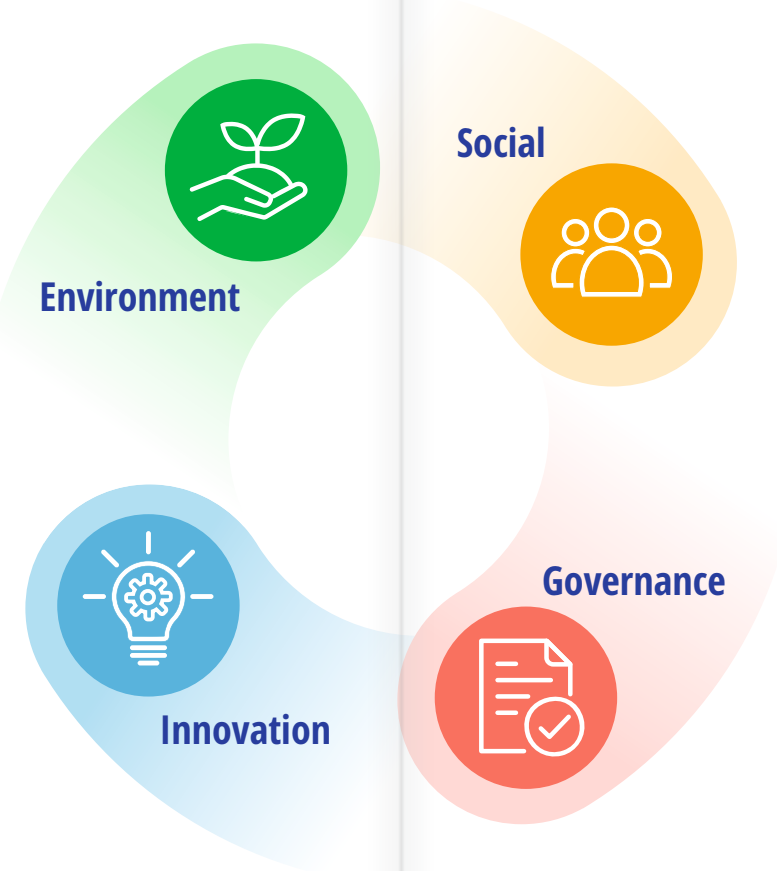
# Sustainability & Goals

Goals	2025 Targets	2030 Targets
<b>GHG emission</b> Reduce our absolute GHG emission across the value chain	10% reduction over the 2020 baseline	Total of 20% reduction over the 2020 baseline
<b>Renewable energy</b> Achieve energy efficiency by changing to renewable energy* in all our sites	100% renewable energy in at least half of our sites	100% renewable energy at all our sites
<b>Water</b> Reduce water usage per tone product	10% reduction in water usage	20% reduction in water usage
<b>Packaging</b> Material to be reusable, recyclable, compostable, or biodegradable	50% of packaging material to be reusable, recyclable	100% of packaging material to be reusable, recyclable, compostable, or biodegradable
<b>Waste</b> Reduce waste-to-landfill intensity across our production facilities	10% reduction	25% reduction

\* Sun, wind, biomass, hydropower

Goals	2025 Targets	2030 Targets
<b>Sustainability driven collaborations</b> Focus on innovation and technology which promote sustainability	15% of our acquisitions and FoodTech partnerships to be driven by sustainability topics	35% of our acquisitions and FoodTech partnerships to be driven by sustainability topics
<b>Nutritional products</b> Implementing technologies driven by improved nutritional properties	10% of our products will obtain positive nutrition aspect	25% of our products will obtain positive nutrition aspect
<b>Reduce food loss</b> Utilization of fruit products such as peels, core and seeds to extract secondary and tertiary fraction	10% of fruit waste will be Reprocessed into other products	30% of fruit waste will be Reprocessed into other products

Prodalim will invest 10% of its profit in innovation projects that will help create a positive impact on sustainability. Prodalim aims to publish its first sustainability report during Q1 2024, in which more information on progress towards achieving this target will be shared.



Goals	2025 Targets	2030 Targets
<b>DE&amp;I (Diversity, Equity &amp; Inclusion)</b> Achieve and sustain gender equity in management positions	Achieve and sustain 35% of women in management positions	Achieve and sustain 50% of women in management positions
<b>Community relations</b> Implement a global social involvement program to support the local communities	Involvement programs within the local communities in all our sites	
<b>EHS</b> Zero accident culture. Reduction in Total Recordable Incident Rate (TRIR)	10% reduction	35% reduction

Goals	2025 Targets	2030 Targets
<b>Stakeholders dialogue</b> Implement and sustain a transparent and consistent stakeholders dialogue	CEO open door policy as part of a transparent dialogue with our stakeholders Initiate mutual learning meetings once a month with chosen stakeholders	
<b>Code of Conduct &amp; Ethics</b>	Updating the code of conduct and extending it to 100% of suppliers signing on it	
<b>Sustainable supply chain</b> Promoting a sustainable supply chain focusing on the reduction of GHG emissions (Scope 3), fair employment conditions, DE&I	25% of our active suppliers collect their GHG emissions and obtain a sustainability strategy	50% of our active suppliers collect their GHG emissions and obtain a sustainability strategy
<b>Sustainability leadership committee</b> Establish a committee that will oversee, approve and be a part of the sustainability projects	Quarterly meeting for updates and discussions on sustainability topics	
<b>Transparency &amp; Traceability</b>	Publish the first sustainability report by the end of 2024, approved by management and BOD	

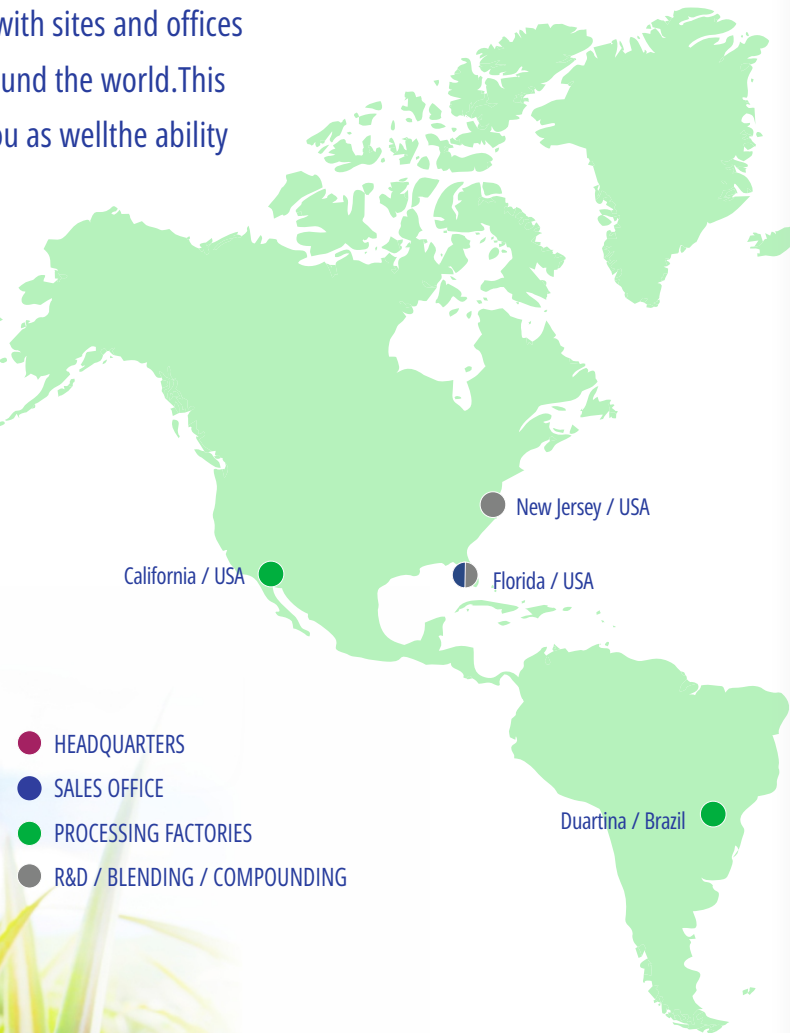


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# Global Spread

We are a global company with sites and offices located in key locations around the world. This enables us to be closer to you as well as the ability to be closer to the fruit origin, and source a huge variety of fruits from different locations.



- HEADQUARTERS
- SALES OFFICE
- PROCESSING FACTORIES
- R&D / BLENDING / COMPOUNDING

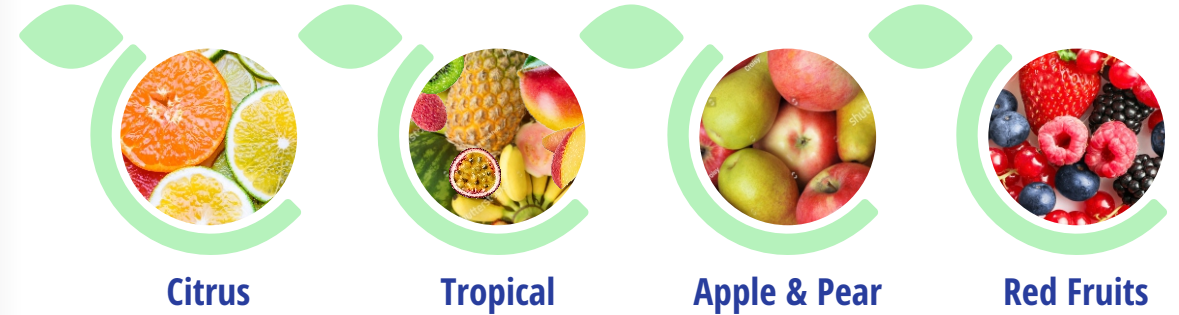


# Juice Solutions

We pride ourselves in providing various products and solutions to the juice and beverages industry, from raw materials processed by us, such as juice concentrate, NFC Puree and others, to services such as sourcing, blending, product development and more.



## Our Fruits



## Our Products





# Blending

## Staying close to our customers

Strategically located across Europe and the U.S. we provide a full supply assurance solution that includes: safety stock, blending capabilities and just in time delivery.



# Blending & Tankering Benefits

- QUALITY** ▶ Consistently in the center of the specs
- SUPPLY ASSURANCE** ▶ No dependency on any geography
- SIMPLICITY** ▶ No stock, no drums, no handling
- FINANCIAL** ▶ Reduce working capital / stock holding
- SUSTAINABILITY** ▶ Less waste



# Compounds By Prodalim

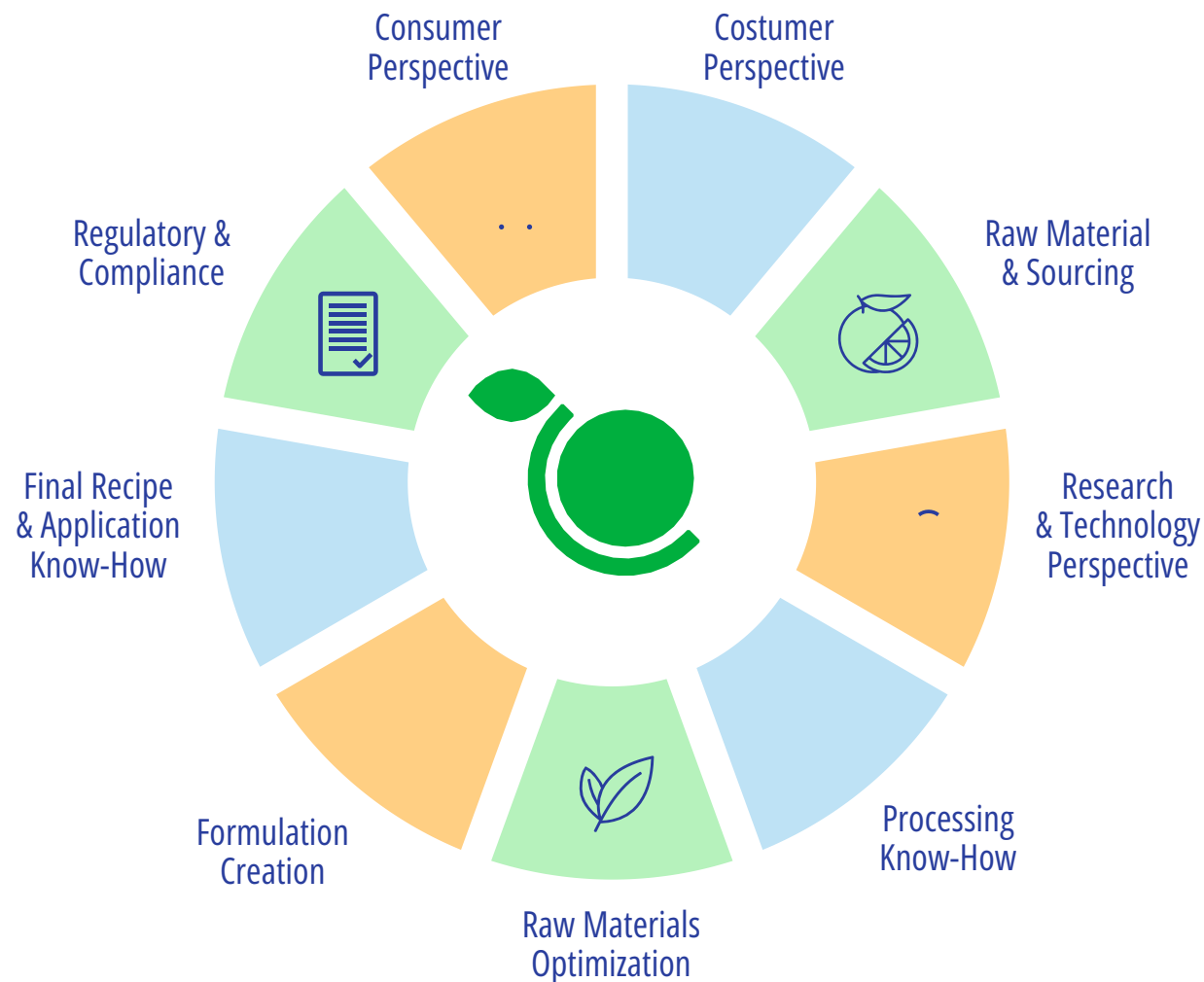


Prodalim offers tailor made product solutions throughout a flexible and holistic co creation approach with our customers.

## Our Promise

- To increase speed to market
- To meet the specific challenges and opportunities facing our customers' brands, and products
- Flexible approach

## 360° Approach To Compounding

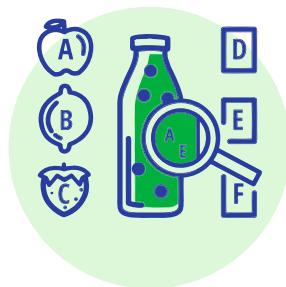




# Our Approach To Compounding

## Experts in juice building blocks

Due to our excellent access to the best raw materials and process capabilities, we create state of the art juice building blocks to be combined with natural ingredients for tailor made applications. We integrate our own raw material portfolio in winning and ready to market concepts. The building blocks are an essential pillar to develop complex ingredient systems according to our customers' needs and demands.



## Maximum transparency for customized solutions

Prodalim relentlessly focuses on innovative solutions along the entire agile supply chain to unlock the desire in juice based beverages. As we control every single step from the harvesting and processing of the fruits, to the ready to drink product, Prodlim offers a maximum of transparency along the entire supply chain.



## Holistic & flexible approach

We follow a holistic approach for all our compounding activities: The consumers' needs and demands are the heart of our business. In order to achieve an unique and positive customer experience, we take all the different aspects into consideration: whether it is to find the right raw materials and ingredients, to develop together with our customers a customized recipe, whether it is regulatory or technical advise, Prodlim can be your partner of choice for a winning end to end product solution.



# Have a look at our recent developments...



And many others...

# Fine Ingredients

## NATURAL OILS & AROMAS

### Citrus Oils

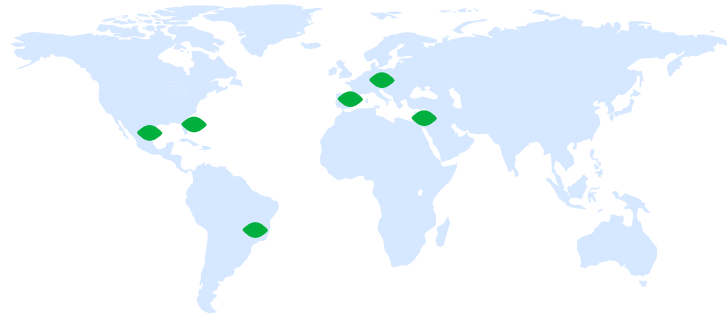
Orange, Grapefruit, Lemon and Lime

### Essence Oils & Water Phase

Orange, Grapefruit, Lemon and Lime

### FTNF Booster

Orange D'limonene (food Grade)



- Wide variety of Oils & By-products for the Flavor, Fragrance and other industries.
- Produced at our own facilities in Brazil, Mexico and Germany as well with our strategic partners around the world.
- Various distillation and extractions capabilities.
- Year-round of constant supply of ingredients to ensure the outmost quality for our products.
- Organic oils are also available for the main categories.



# FTNF Flavor Portfolio

## Propriety technology to concentrate and standardize FTNF\* aromas

- 100% Clean label in fruit juice applications
- Standardize qualities at different dosage levels

Our portfolio includes: citrus, tropicals, red fruits, apple, coffee, tea as well as tailor made products for our customers.

## This can be used for different food and beverages applications as well as flavor and fragrance applications

\*From The Name Fruit



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# Signature Notes

A ground-breaking proprietary technology enables us to capture authentic aromas from food production and concentrate them in order to preserve their unique signature.



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# Natural & Authentic Aroma Quality



## setting a new standard for dealcoholised beverages

Dealcoholised products that stay true to the characteristic aroma of the original – that is the promise of True2Aroma. Our goal is to increase the quality of non-alcoholic beer, wine and spirits by the application of a novel approach to aroma recovery. We want these drinks to become more enjoyable and accepted parts of our culinary lives and in so doing, help drive the trend of non-alcoholic alternatives.



True2Aroma by Prodalim is dedicated to achieving aroma quality in dealcoholized beverages. Our aroma-recovery technology is capable of separating aroma from the alcohol resulting from dealcoholisation processes, so that it can be added back to the dealcoholized product. With application of our technology, makers of dealcoholised wines, beers and spirits can offer their customers a new level of aroma quality and boost a market already seeing substantial growth.

## Benefits



**New Standard Of  
Authentic Aroma Quality**



**100 % Natural And Pure  
Product Aroma**



**Clean-Label  
Opportunities**



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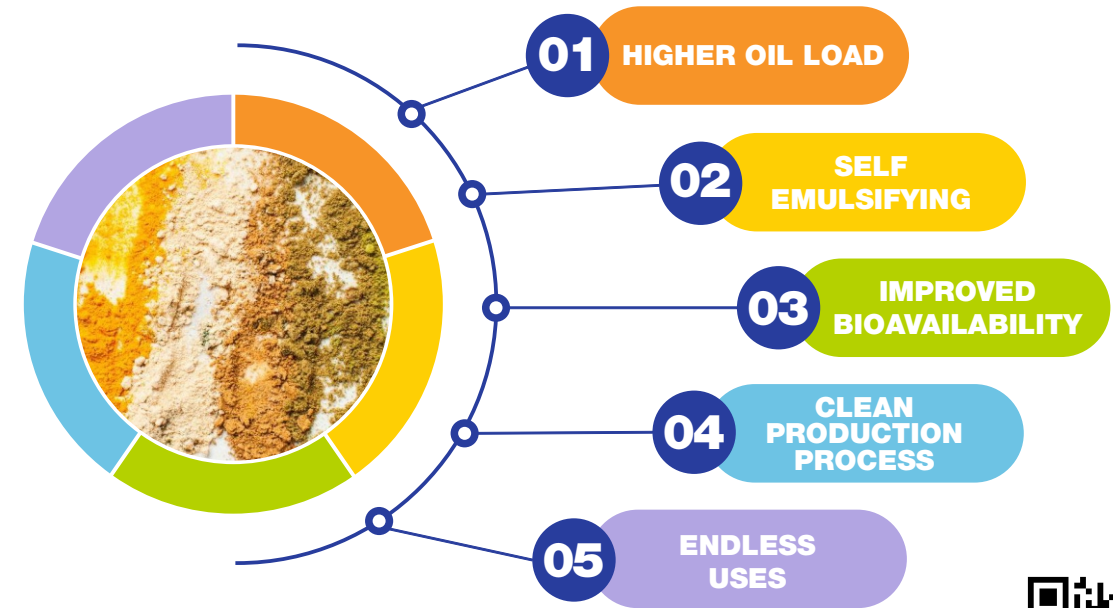


# Water Soluble Powder

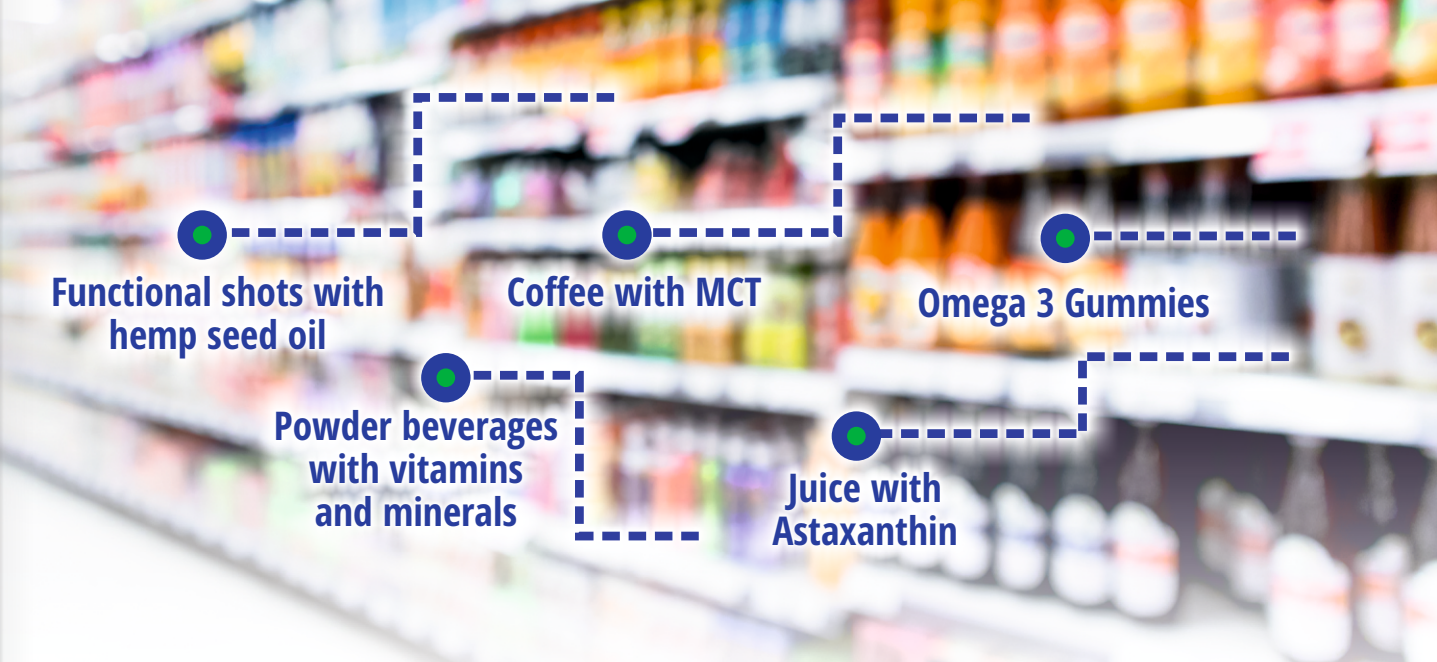


Unique technology that allows conversion of any oil or lipophilic-ingredient into a water-soluble powder.

## FUNDAMENTALS OF OUR TECHNOLOGY



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We can offer a vast variety of oil-based powders such as:

	Product Name	Use
VITAMINS & MINERALS	Liposomal Vitamin C	DS FB
	Liposomal Calcium	DS
	Vitamin A	DS FB
	Vitamin D3	DS FB
	Vitamin D3 (Vegan)	DS FB
	Vitamin E	DS FB
	Vitamin K2 MK-7	DS FB
OMEGA-3 FATTY ACIDS	Omega-3 - Ahi Flower	DS
	Omega-3 - Algal DHA	DS
	Omega-3 - Algal DHA+EPA	DS
	Omega-3 - Chia Seed - ALA	DS FB
	Omega-3 - Flax Seed - ALA	DS
	Omega-3, -6, -9	DS

	Product Name	Use
PLANT-BASED	Black Seed	DS
	Hemp	DS FB
	MCT	DS FB
	Milk Thistle	DS FB
	Oregano	DS
	Pomegranate Seed	DS FB
	Peppermint	DS
SPECIALTY PRODUCTS	Astaxanthin	DS
	Coenzyme Q10	DS
	Curcumin	DS FB
	Lycopene	DS
	Resveratrol	DS FB

\*Capsoil powders are mostly derived from oil.

DS Dietary Supplements    FB Functional Foods & Beverages

and many more...



# Citrus Fibers

Citrus Fibers provides multiple functionalities, such as water holding, emulsification, gelling and thickening properties, to a wide range of food applications.

Prodalim is using its own citrus peels while creating a circular economy, to produce a high quality, natural and with zero waste citrus fibers. Our patented process allows having a clean label fiber enrichment that can replace other ingredients such as gums, starches and other stabilizers while maintaining the desired texture and mouthfeel.



100% Natural



Clean Label



Circular Economy



# Categories



Beverages



Yogurt



Ice Cream



Bakery



Meat



Condiments & Soups



Sauces



Personal Care



Pet Food

## Attributes

- Thickener
- Stabilization
- Improved texture / gel texture
- Improved mouthfeel
- Egg reduction
- Moisture retention
- Emulsification
- Reduce oil separation
- Viscosity
- Oil or Fat reduction
- Freeze/Thaw stability
- Dietary fiber intake
- Pectin replacement
- Clean label
- Heat stability

\*Not all attributes may apply to each category



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