



Cargill's Food Solutions at FiE 2024 (Frankfurt, November 19-21)

Let's  
innovate  
together.

## Let's innovate together.

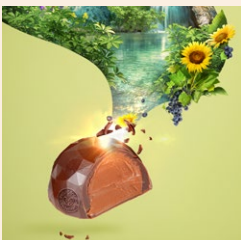
Cargill's Food Solutions is your partner for innovation, growth, & sustainability, fueled by a comprehensive & trusted portfolio of solutions, and decades of expertise. Here at FiE 2024 we're highlighting how we accelerate innovation through our on-trend solutions.



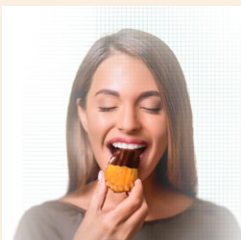
**Sugar reduction solutions:** Introducing EverSweet®\* the next-gen stevia sweetener produced by fermentation! Discover this exciting ingredient, which enables deeper sugar reduction, in action in a “ZERO calories & sugars peach flavored iced tea” and a “no added sugars fruity yogurt.”



**Plant-based solutions:** Presenting ABUNDA® Mycoprotein, an ingredient based on fermentation that provides the fibrosity needed while maintaining a light color and texture. You can taste this ingredient in a “Thai-style veggie patty.” We will also present a “mango flavored drinkable alternative to yogurt” made with pea protein.



**Indulgence Redefined:** Our confectionery alternative to chocolate in partnership with Voyage Foods™ that delivers more sustainable indulgence for everyone. Debuting at FiE 2024 in two delicious filled confectionery prototypes.



**Sensory solutions:** Through our bespoke Cargill™ HEARTBEAT program, which combines expert sensorial evaluation with consumer preferences from over 10,000 consumers across multiple categories, we will empower you to create sensory signatures that truly resonate. An example of this will be showcased in the form of delicious coated madeleines.

Whether you are looking for ingredient solutions for Bakery, Beverages, Chocolate Confectionery, Culinary, Dairy, Alternatives to Dairy, Alternatives to Meat, Snacks & Cereals or Sugar Confectionery, Cargill's Food Solutions is your partner for growth.

\*EverSweet® is a product of Avansya, a joint venture between Cargill and dsm-firmenich.

# Leveraging TrendTracker

Cargill's proprietary perspective on global food & beverage trends.

At FiE 2024, the solutions that we are presenting are grounded on today's key consumer trends. They're based on TrendTracker 2024, which is Cargill's proprietary perspective on global food & beverage trends.

TrendTracker determines the most important macro trends (HEALTHY for me, CONSCIOUS consumption, EXPERIENCE it, and SIMPLIFY my life) impacting the food and beverage space, and then identifies food & beverage trends related to each macro trend. At FiE 2024 we will be featuring solutions that meet four of these trends:

## MINDFUL! eating

The desire to maintain good health into old age drives consumers to be thoughtful and deliberate regarding food and beverage choices.

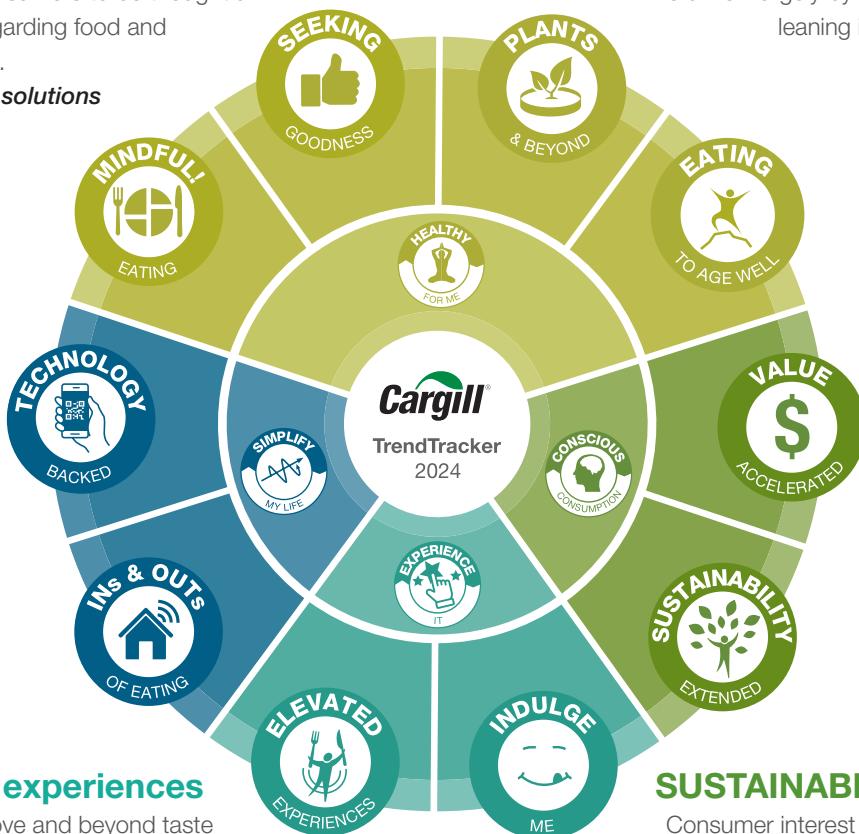
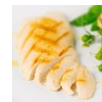
**Sugar reduction solutions**



## Plants & BEYOND

Consumer interest in plant-based is driven largely by mainstream consumers leaning into plants to help them maintain good health.

**Plant-based solutions**



## ELEVATED experiences

It's time to go above and beyond taste alone. The consumption experience can be elevated by tapping into multiple senses, social and cultural experiences, and endless creativity.

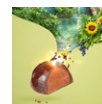
**Sensory solutions**



## SUSTAINABILITY extended

Consumer interest in sustainable products is increasing and their expectations towards brands are higher than ever. While consumers still love indulging in treats, they don't want to compromise the planet.

**Indulgence Redefined**



# Sugar reduction solutions

There's growing demand and need to reduce sugar in multiple applications. But consumers will not compromise on organoleptic qualities. That's where Cargill's Food Solutions comes in as your partner to help in mastering sweet success.

## TrendTracker 2024



**47% of European consumers say they are actively limiting sugars in their diet.**

Source: Cargill proprietary research results, November 2022: (N = 3,081, UK, DE, FR)



**Live FiE 2024 presentation:**  
**November 20, 13:30,**  
**Exhibitor Showcase Theatre**  
Join Andrew Ohmes, CEO of Avansya for an introduction into EverSweet®.

## Introducing EverSweet®: the next-generation stevia sweetener

EverSweet®\* uses advanced fermentation techniques to bring to life stevia's sweetest elements – steviol glycosides Reb M and Reb D. With EverSweet®, you can make significant sugar reductions to your food or beverage formulations without compromising on taste.

Not only does EverSweet® offer great taste, an internal life-cycle assessment (LCA) highlights improved environmental performance in key metrics such as carbon footprint, water use and land use impact for EverSweet® compared to production from leaf or bioconversion, or traditional sugar.\*\*

The future is here and it's  
**sweeter**  
than ever

DEEPER SUGAR REDUCTION with great taste

ZERO CALORIES

GREAT SUSTAINABILITY STORY

EverSweet®  
The next-gen stevia sweetener  
produced by fermentation

EverSweet® is a product of Avansya, a joint venture between Cargill and dsm-fermenich

\*EverSweet® is a product of Avansya, a joint venture between Cargill and dsm-fermenich. EverSweet® is authorized for sale in the UK. Authorization in the EU is expected at the beginning of 2025.

\*\*Results have undergone a ISO14040/44 panel review, underlying report available upon request.

## We have developed two great concepts using EverSweet® :



### ZERO calories & sugars peach flavored iced tea

Consumers are looking for beverages that are lower in calories and sugars, and preferably made with nature-derived sweeteners. Paired with the rise of sugar taxes in many European markets, manufacturers feel the pressure to reformulate.

Thanks to EverSweet®'s optimized taste profile, our beverage product developers have succeeded in creating a delicious iced tea that is free from sugars & calories, and without the aftertaste common with stevia sweeteners at high usage levels.

*Claims are subject to local regulation and it is the customer's responsibility to verify compliance.*



### No added sugars fruity yogurt

Consumers are increasingly looking for yogurts with reduced sugars and a higher fruit content. However, achieving a high fruit content while maintaining visual appeal, and a pleasant texture can be quite challenging. Our experts have crafted a fruit yogurt, without adding any sugars. This has been made possible by using two great ingredients.

EverSweet® gives the fruit prep a great flavor and level of sweetness. Simply labeled as "starch," SimPure® helps to address consumers' desire for simple ingredients and familiar labels that still indulge the senses.

## EverSweet® also works great in other applications. Reach out to us to discover more of our recipes and let's innovate together!

Application	Typical added sweetness (SEV)*	Benefits/possibilities with EverSweet®
Flavored waters	4-5	Up to no added sugars
Iced teas	7-8	
Rehydration drinks	5-10	From sugar reduced to no added sugars**
Juice-based drink (<24% of fruit)	7-10	Up to no added sugars**
Lemon/orange soft drinks	8-10	
Cola drinks	10-11	50-70% sugars reduced**
Energy drinks	11-12	
Powdered cocoa drinks	6-8	From 50% sugars reduced to no added sugars**
High protein pea powder drinks	7-12	
Fruit yogurt	6-8	Up to no added sugars
Cocoa drinks	6-8	From 50% sugars reduced to no added sugars**
Sweet desserts	8-10	
Ketchups	15-18	Up to 50 sugars reduced %***
Hard boiled candies	40-50	Boosts sweetness***
Gummies	50	<i>Note: Needs to be used in combination with a bulk sweetener.</i>
Chocolate	45-55	

\*SEV = Sweetness equivalent value – expressed in % of sucrose

\*\*Dependent on several factors such as expected sweetness, acidity, flavor, carbohydrates composition, etc.

\*\*\*With improved taste vs. standard stevia extracts.



PLANET FRIENDLY\*



VEGAN AND NO NUTS\*



SUNFLOWER  
KERNELS &  
GRAPE SEEDS



GREAT  
SENSORIALS



# Confectionery alternative to chocolate

More sustainable indulgence  
for everyone

\* For more information:  
[cargill.com/confectionery-alternative-to-chocolate](http://cargill.com/confectionery-alternative-to-chocolate)



# Indulgence Redefined



Introducing Cargill's™ Indulgence Redefined, a future-proof and innovative product range developed with Voyage Foods. This range offers delicious cocoa, hazelnut, and peanut alternatives for bakery, chocolate confectionery, ice cream, and cereals. Debuting at FiE 2024, our confectionery alternative to chocolate promises a more sustainable indulgence for everyone. We're thrilled to announce that this innovation is one of the finalists for the FiE 2024 Future Foodtech Innovation Award!

Our unique confectionery alternative to chocolate is planet-friendly with up to a 67% reduction in carbon footprint, 90% lower land-use-related impacts, and a 95% lower water footprint than conventional chocolate.\* \*\* It also offers great sensorials; the taste consumers love, without the cocoa, is label-friendly and vegan produced with no nut or dairy allergens used in the recipe formulation.\*\*\*

**Two delicious filled confectionery prototypes** will be offered on the FiE 2024 show floor (consisting of 40% coating and 60% filling).

The confectionery fillings with hazelnut and peanut taste are produced using botanicals (grains,



Filled confectionery with hazelnut taste.



Filled confectionery with peanut taste.

legumes and seed-based ingredients). These are combined with Cargill's popular filling fats (CremonoFlex®), sugar and salt that provide a smooth and delicious taste!

Both the coating (which replicates dark chocolate) and the fillings (which replicate the sensory properties of real nut-based fillings), are inspired by nature and entirely built on the Voyage Foods' base raw materials of sunflower kernels and grape seeds.

For customers, we aim to future-proof your products by providing a broad range of solutions and the willingness to tailor the desired recipes. Additionally, we offer scalable, cost-stable products that are less subject to market volatility and therefore protect your margin.

For consumers, the delicious innovative concepts serve as an alternative that is even more sustainable, label-friendly and which contains no nuts in the recipe formulations.

Technically, the ingredients are very easy to work with, since the product's key parameters such as tempering and crystallization performance, are very similar to those of standard chocolate. For consumers, the concepts serve as a delicious alternative that is more sustainable.

\*Results presented indicate the upper bounds of reductions across the alternative products assessed when compared to conventional chocolate. For conventional chocolate products a representative commercial product with similar manufacturing conditions are determined. This is not intended to represent the totality of the chocolate industry but rather a realistic market average for indicative comparative assertions.

\*\* The underlying LCA study incorporates the European Commission-recommended PEF impact assessment method and is 3rd party panel review for ISO 14040:2006 and ISO 14044:2006 conformance. Ex-ante results are ISO 14044 certified, iterations in supply-chain configurations will be accounted for. Report available from Voyage Foods.

\*\*\*More information on claims can be provided on demand in further documentation.

## TrendTracker 2024



**76% of consumers want to buy more sustainable chocolate or cocoa-based products but are unsure how to go about it.**

Source: Innova Market Insights, 2023

# Plant-based solutions

The demand for alternatives to traditional meat and dairy is rising significantly. It's all about meeting consumer demand for nutrition and sustainability, without compromising on taste, texture or affordability. That's where Cargill's Meat & Dairy Alternatives team comes in to co-create winning products with you that are "delightful with purpose"!



## Thai-style veggie patty powered by ABUNDA® mycoprotein

"Plant forward" is a style of eating that emphasizes and celebrates minimally processed plant-based foods but is not restricted to them. Mycoprotein, an ingredient based on fermentation, is perfectly in line with this trend. This naturally fibrous protein is produced through a more sustainable, patented minimal waste fermentation process. It is a complete protein that contains 9 essential amino acids.

This tasty Thai-style veggie patty is label-friendly solution, as it contains a limited number of ingredients and has an excellent Nutri-Score (B). Delivering a significant protein and fiber content, the concept allows you to make a "source of fiber" and/or "high in protein" claim. A tasty alternative to a regular meat, fish or vegetable burger and a very delicious option for vegetarians!



## Mango flavored drinkable alternative to yogurt

This great tasting plant-based drinkable alternative to yogurt helps meet the growing consumer needs for tasty, more nutritional plant-based drinks. Delivering an indulgent experience, while meeting the nutritional standards of real dairy market references. A "source of protein" claim is made

TrendTracker 2024



The global market for alternatives to meat is expected to grow by 55% over the next 5 years.

Source: Euromonitor 2023-2028  
(market size forecast)

### Delightful with purpose! Introducing Cargill's Meat & Dairy Alternatives

Cargill's Meat & Dairy Alternatives consists of a global team of experts, who pair consumer-driven insights with regional knowledge & application expertise. We invest in partnerships and together accelerate emerging technologies and help scale up production. We offer a broad, industry-leading portfolio of solutions that includes everything to succeed in this dynamic space, from alternative proteins, to oils & fats, starches & sweeteners, functional systems, cocoa & chocolate, and more.

By operating at the center of the supply chain, Cargill has the capability to support innovation at every step of the process; from ingredients to final recipes or finished products. This makes us uniquely positioned to delight our customers with comprehensive solutions that help nourish the world. It's all about meeting consumers' demand for nutrition and sustainability without compromising on taste, texture or affordability.



# Sensory solutions

We're proud to be delivering winning solutions via consumer science and sensory excellence.

Whether consumers seek multi-sensorial pleasure, cost-efficient alternatives, or healthier and sustainable options, they refuse to compromise on taste. Our commitment to sensory delight led us to create the bespoke Cargill™ HEARTBEAT program, which places sensory at the core of everything we do. The program combines expert sensorial evaluation with consumer preferences from over 10,000 consumers worldwide across multiple categories. It provides insights for new product launches, reformulations and portfolio expansion. With its predictive modeling, Cargill™ HEARTBEAT will empower you to

create a sensory signature that truly resonates with the respective target audience.

Our two delicious madeleines enable you to experience the result behind the science. These madeleines come with a tailored coating – which consumers love as much as chocolate – that transforms this treat into a mouthwatering delight.

Cargill's range of coatings offers flexibility to enhance and complement your product with a fully customizable sensorial profile – without losing the specific aspects that consumers desire. It's a true toolbox for you to ensure the best match to your application and that consumers stick with your product.

TrendTracker 2024



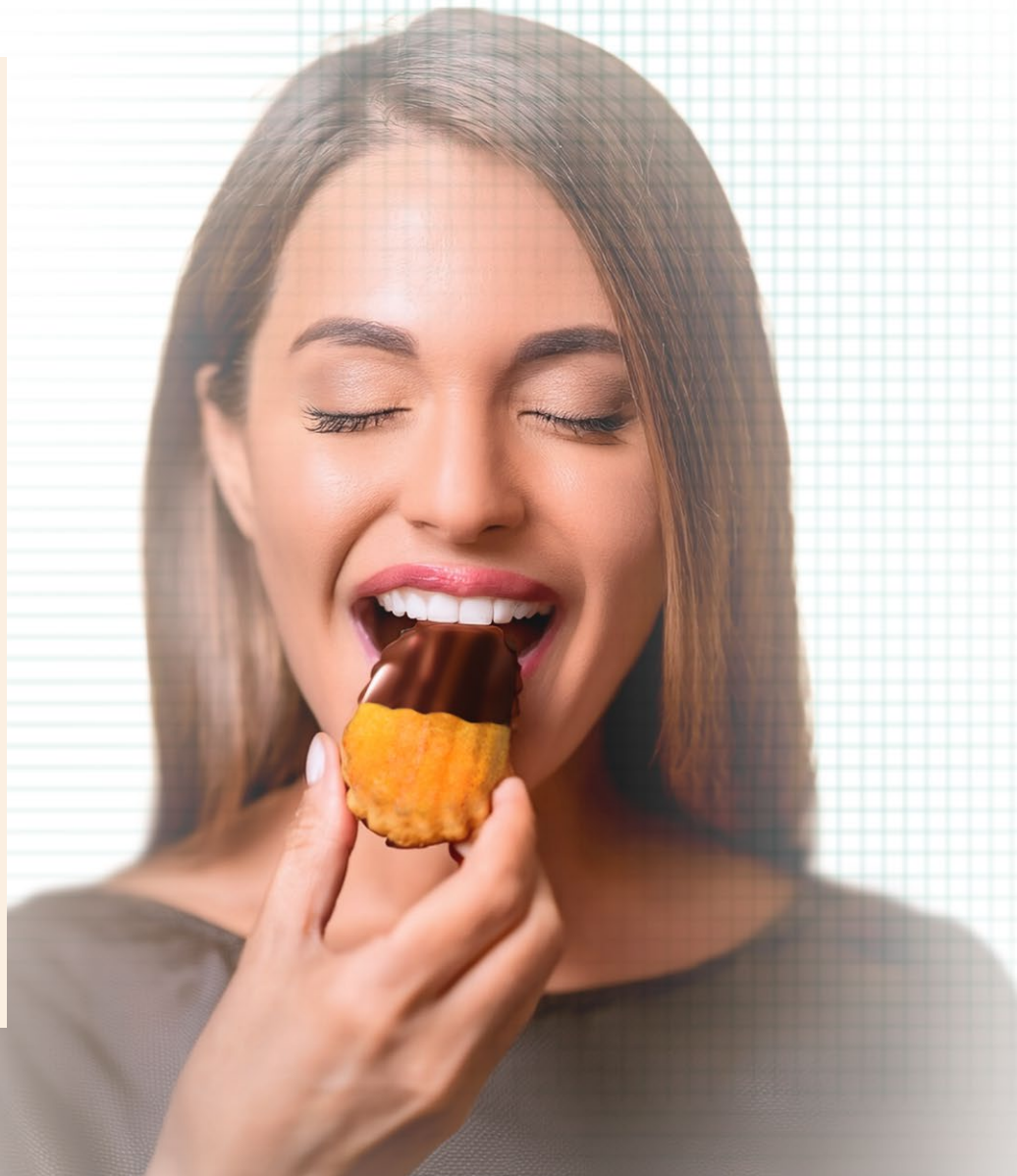
**80% of consumers say that the reason for repurchasing a product is related to its sensory appeal (smell, flavor, texture).**

Source: Cargill™ HEARTBEAT: 204 consumers of coated cakes (France and Spain)

## Your research & development partner

Whether you're seeking out scientific expertise, enhancing an existing product, improving process efficiencies, or uncovering a solution that helps them launch a first-to-market innovation, Cargill is your partner for growth. Cargill's R&D capabilities allow you to generate distinctive value through new, improved products and innovative ways to reduce costs or both.

Our global team includes more than 2,200 research, development, applications, technical services and intellectual property specialists across the globe. Cargill's strong regional presence enables us to provide customers with the applications and technical services support to create products tailored to local tastes and cultures. Our technical teams include experts dedicated to developing effective and efficient process & product solutions.



# Your solutions partner

More than a leading ingredient supplier, Cargill's Food Solutions is your solutions partner across categories by setting new standards for innovating and collaborating.

From texturizers and fats that deliver a delicious mouthfeel and enhanced flavors, healthier oils and plant-based proteins, to low calorie sugars and chocolate that sweeten favorite dishes, you can depend on our insights-led innovation to create nutritious and tasty products that contribute to happier, healthier lives.

## Cocoa, chocolate and alternatives

- Cocoa powder
- Cocoa liquor
- Cocoa butter
- Chocolate
- Coatings & fillings
- Confectionery alternative to chocolate
- Confectionery fillings

## Ingredient blends:

### INFUSE by Cargill™

- Nutritional balance
- Label-friendly formulation
- Free from formulation
- Plant-based formulation

## Lecithins

- Fluid, compounds, de-oiled and fractionated lecithins

## Oils & fats

- Liquid oils
- Lauric oils
- Tropical fats
- Liquid specialties
- Organic oils & fats
- Sustainable certified oils

## Alternative proteins

- Pea protein isolate
- Hydrolyzed pea protein
- Hydrolyzed wheat protein
- Textured plant protein
- Mycoprotein

## Salt

- Alberger® brand flake salts
- Sea salts
- Specialty food salts
- Granulated salts





## Starches & derivatives

- Functional label-friendly starch (cook-up and instant)
- Native starch (cook-up and instant)
- Modified starch (cook-up and instant)
- Dried glucose and maltodextrin

## Sweeteners

- Full-calorie: Glucose syrup, glucose-fructose syrup, fructose syrup, dextrose, wheat and barley malt syrup
- Low and no calorie: Isomalt, maltitol, mannitol, sorbitol, erythritol
- High intensity: Steviol glycosides from stevia, Steviol glycosides from fermentation
- Bulking agents: Soluble fibers (corn and wheat)

## Texturizers

- Carrageenan from red seaweed
- Pectin from apple, lemon and orange peels
- Xanthan gum
- Seaweed powder from *gracilaria*
- Citrus fiber from citrus fruits

### **Differentiating with sustainability at scale in areas where we can have the greatest impact**

Sustainability will be a core driver of our future engagement – in relation to our sourcing, production and distribution, and by supporting the communities in which we live and work. Cargill's sustainability strategy focuses on the three areas where we can make the biggest impact: Climate, Land & Water, and People.

We can help our customers and industry decarbonize while aiming to improve the environment and economic value for farmers and customers. We aim to protect natural resources and biodiversity, and to advance responsible and more sustainable agricultural land and water use. We aim to enhance the safety and well-being as well as to improve the livelihoods of the communities we operate in. Partnering with Cargill's Food Solutions can enable your sustainability objectives. Please tell us about your sustainability needs at our stand.

Let's innovate together.

Reach  
out to our  
experts  
today!

