

Alpro Soya Supply Chain

Workshop “Supply Chains in the EU Protein Sector”
Chalon-sur-Saône
2018



It all started with a dream



Alpro key historical milestones



Philippe Vandemoortele
founded Alpro Soy

1980



Alpro takes over Sojinal
in Issenheim (France)

1996



Alpro is sold to
Dean Foods (US)

2009



Danone closes the merger
with WhiteWave/ Alpro -
2017

2017

The Alpro plant in
Wevelgem (Belgium) is built



Alpro builds a new
plant in Kettering (UK)



WhiteWave/ Alpro is listed
on the NY stock exchange



**INSPIRE THE WORLD TO DISCOVER THE
GOODNESS AND ENDLESS
POSSIBILITIES OF PLANT BASED FOOD**



ENJOY PLANT POWER

Pro-active

Holistic positive health



**GIVE EARLY ADOPTERS AN ORGANIC
VEGETARIAN BRAND THEY CAN TRUST**



ORGANIC VEGETARIAN

FOOD FOR THOUGHT



Alpro has a broad portfolio of products...



100% plant-based drinks



100% plant-based alternatives to quark



100% plant-based margarine



100% plant-based alternatives to cream



100% plant-based alternatives to yoghurt



100% plant-based desserts & ice cream

Our business is based on multi-category, multi-ingredient, and multi-country



Multi-category

- Drinks
- PBAY
- PBAC
- Desserts
- Ice Cream
- Margarines



Multi-ingredient

- Soy
- Almond
- Coconut
- Cashew
- Oat
- Rice
- Hazelnut
- Macadamia
- Quinoa
- Amaranth



Multi-country

- EU4
- Nordics
- South
- CEE
- Middle East



Our footprint in Europe



Kettering, UK

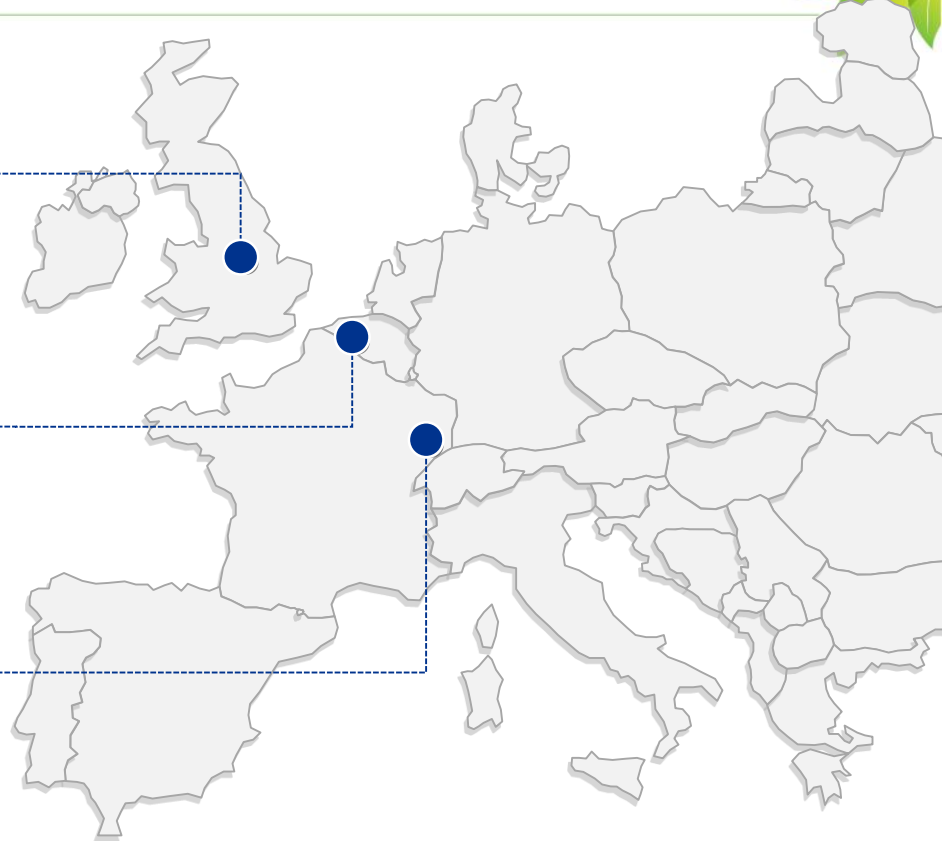
- Production

Wevelgem, BE

- Soy de-hulling
- Production

Issenheim, FR

- Soy de-hulling
- Production



Sustainability and health are in our DNA



Sustainable Sourcing

Supply Chain Soya



- Full soybeans
- 100% non-GMO
- Conventional and Organic
- Food grade (no impurities)
- High protein (Fprotein > 42%)

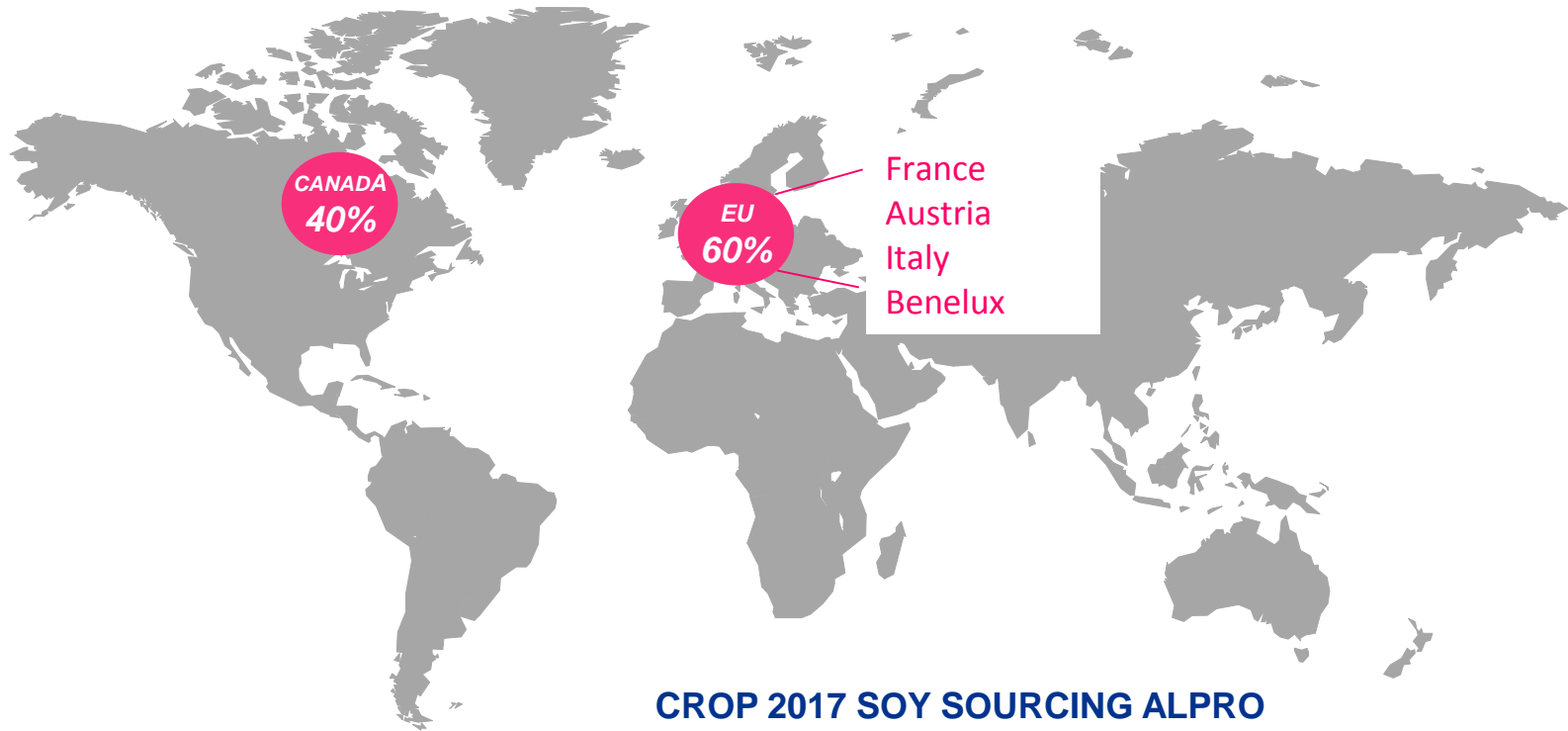


European Union represents < 1% of the world soybean production

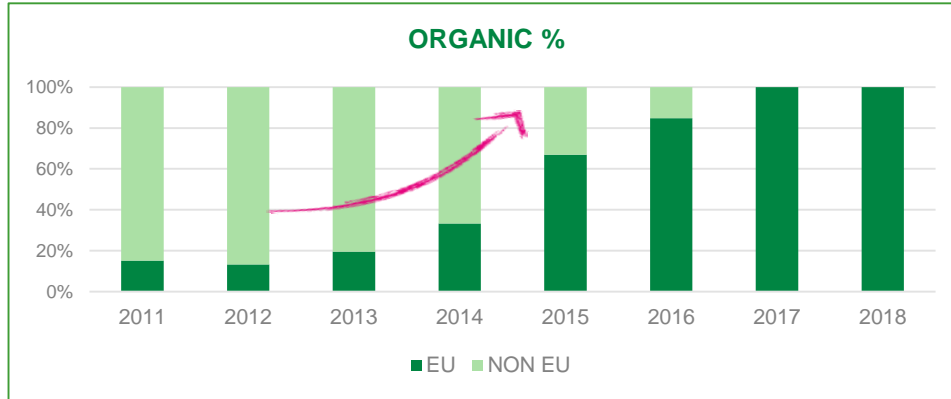
Global Soybean Production by Country

Global Soybean Production 2017/2018 will be 348.04 million metric
(Values in Metric Tons)

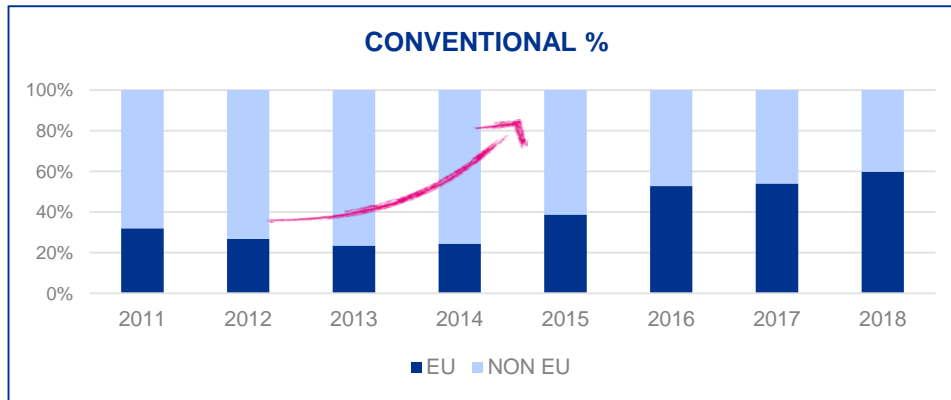
USA	115.802.000	33%
Brazil	107.000.000	31%
Argentina	57.000.000	16%
China	13.800.000	4%
India	11.500.000	3%
Paraguay	9.400.000	3%
Canada	8.400.000	2%
Ukraine	4.600.000	1%
Russia	3.300.000	1%
Uruguay	3.000.000	1%
Bolivia	3.000.000	1%
European Union	2.450.000	1%
Other	8.788.000	3%
TOTAL	348.040.000	100%



Alpro soya sourcing: Successful evolution towards more EU soy



ORGANIC: 100% EU !!!



CONVENTIONAL: 60% EU !!!

Sourcing soy locally: creating shared value for European farmers



Issenheim, France



Wevelgem, Belgium

France

- Conventional: 100% local soy
- Max 50km



The Netherlands

- 4th year
- 300 hectares
- 50 farmers



Belgium

- 1st year
- 50 hectares
- 5 farmers



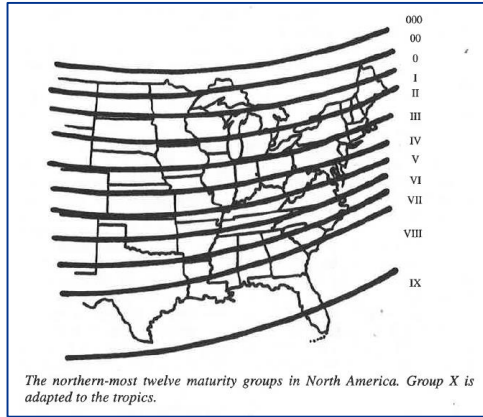
ILVO

KU LEUVEN

agrifirm

AVEVE
Zaden

alpro



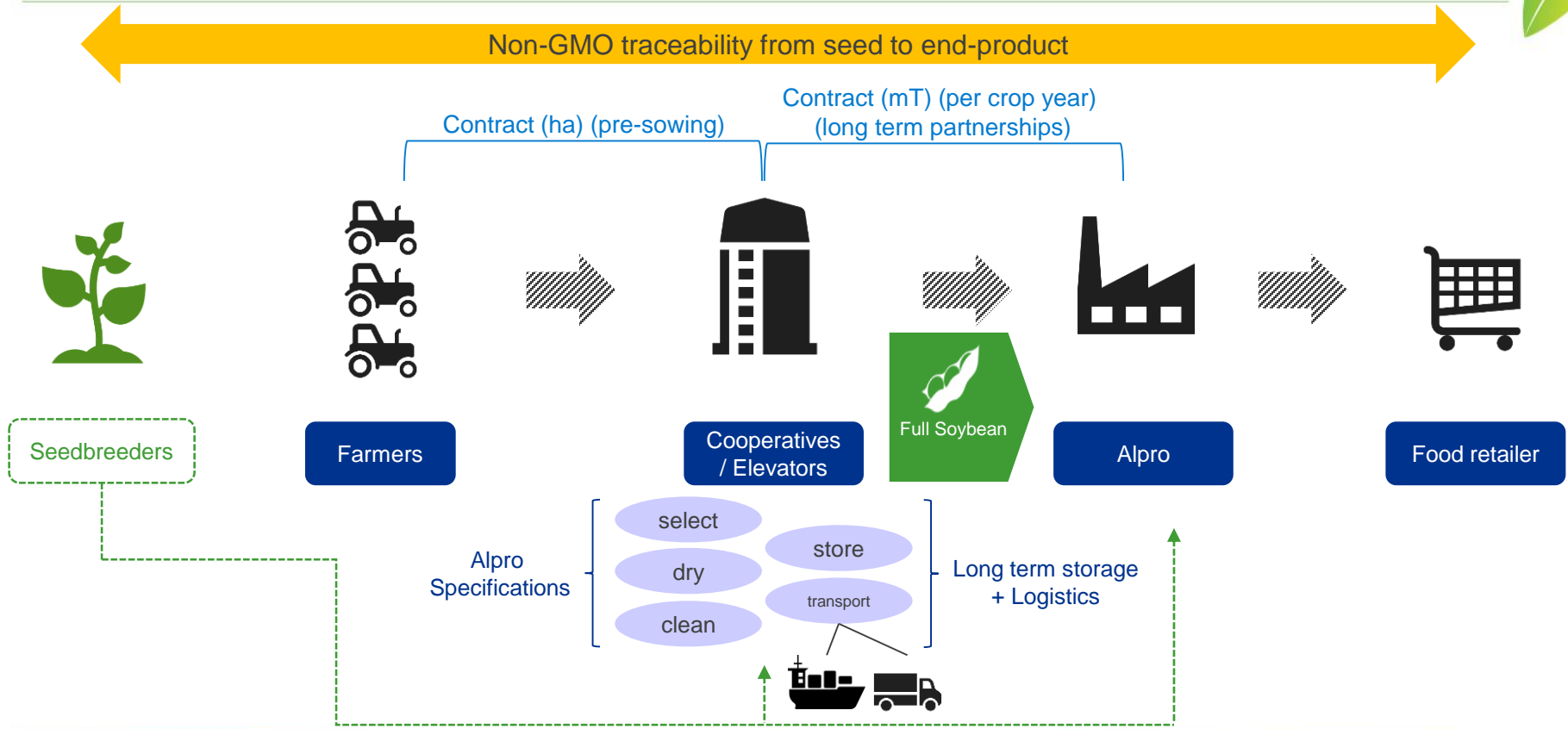
10.000 soybean varieties are maintained by the USDA

All varieties are adapted to **local conditions**

Maturity levels varies from 000 (north) -> IX (south) depending on the seeding area
In Europe we source mainly maturity: triple 000 or double 00

Variety Criteria for Alpro:

- Cultivation Region -> Maturity level
- Protein level
- Yield
- Taste
- Size
- Sensitivity for layering and sclerotinia
- Consistency over the years
- Height of first pod



1

Sustainable soybeans secured by:

- Long term partnership with limited number of suppliers
- Basel Criteria for Responsible Soy Production
- No soybean sourcing from USA or South America (to limit GMO contamination risk)

2

ProTerra certification on social and ecological sustainable soy

- Similar standard vs RTRS (WWF Germany), and in addition clear **Non-Acceptance of GMO**
- Cert-ID certified for non-GMO



3

Lowest possible footprint soybean supply chain by

- Local produced soybeans (>50 % from Europe)
- Inland transport by barge up to our quay
- Co-products soybean process sold to the local feed sector



