



WHAT FUTURE FOR
DAIRY INGREDIENTS IN
RESPONSE TO
CHANGING CONSUMER
EXPECTATIONS?

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LACTALIS INGREDIENTS, GLOBAL PRODUCER OF WHEY & MILK INGREDIENTS

4TH LARGEST PRODUCER OF DAIRY INGREDIENTS IN THE WORLD



643,000 T
Total volume



€1,1 bn
Turnover



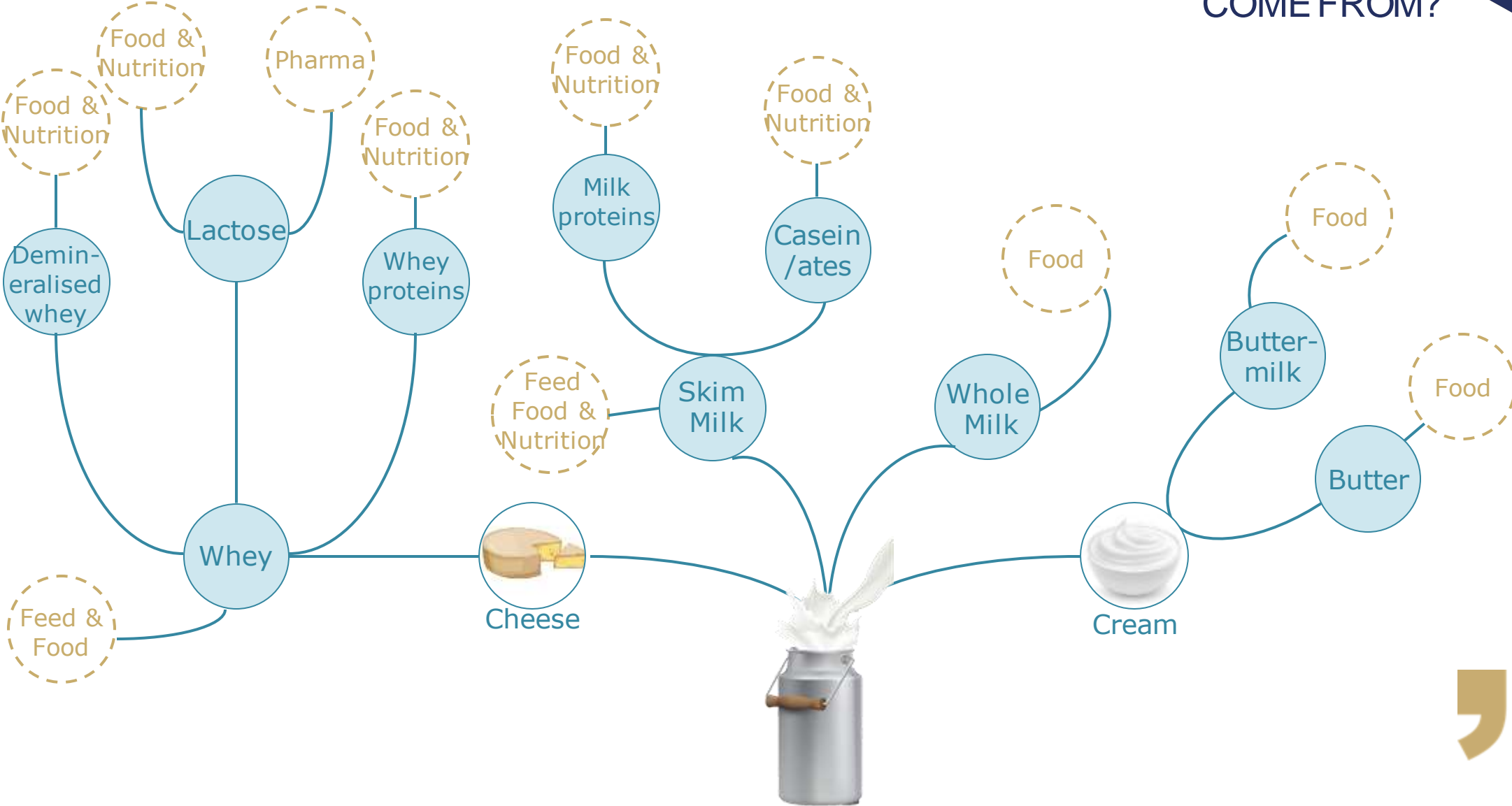
18
Production sites

AMONG THE 2 MAJOR SUPPLIERS WITH A WIDE RANGE

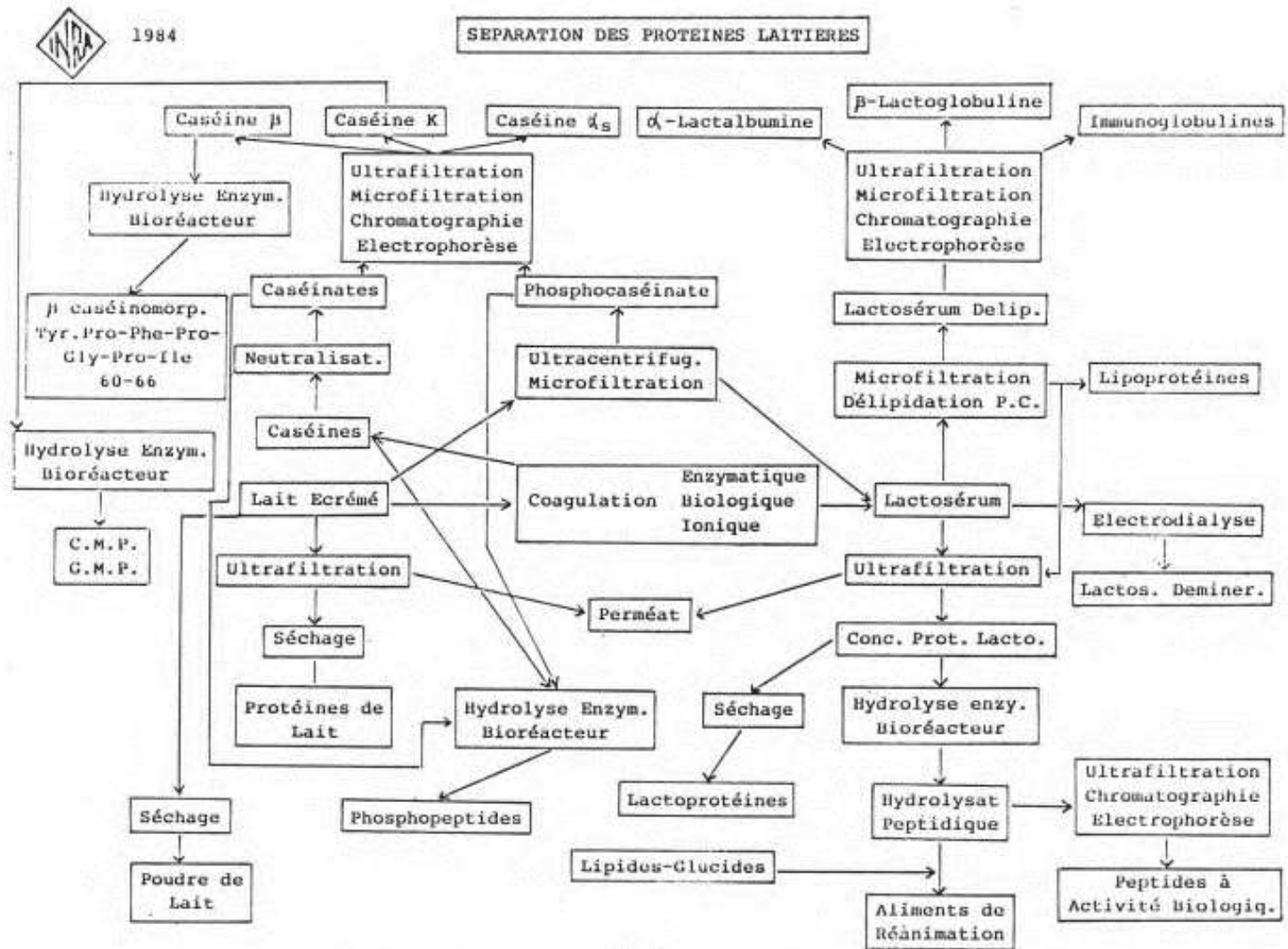
- Whey products & lactose
- Dairy powders
- Proteins
- Milk fat
- Cheeses



WHERE DO DAIRY INGREDIENTS COME FROM?



MILK: A VERY RICH NATURAL MATERIAL



486 LE LAIT / NOVEMBRE-DÉCEMBRE 1984 / N° 645-646

fig. 1 Possible ways of separation and fragmentation of milk proteins.



DAIRY INGREDIENTS IN THE WORLD

16 MIO T OF DAIRY INGREDIENTS PRODUCED IN THE WORLD

4.8 MioT
Skim Milk
Powders

1.5 MioT
Lactose
Powders

3.2 MioT
Whey
Powders

430 kT
WPC80
& WPI

BUT ALSO SPECIALTY INGREDIENTS

α -lactalbumin, lactoferrin, phospholipids, HMOs, GMP

15 % of milk
collected is
processed in
ingredients*

**excluding whey products from cheese production*

WHICH DRIVERS ON OUR MARKETS?

Healthy Eating

Wellbeing: functional benefits
Naturalness: clean label



01

Responsible Consumption

Environmental consciousness
Animal welfare
Social responsibility



02

Indulgence

Comfort food
New experiences
Premiumisation



03



04

Affordable

Economical products
Value proposition



05

Fit for modern life

Hyper-connected world
Simplified meals - snacking

HOW TO ADDRESS THESE TRENDS?

Move from commodities to specialty ingredients

Innovate to harness the natural benefits of milk
Offer clean label solutions / organic products



01



02

Engage in a sustainable approach

Control waste and environmental impact



03

Bring textures & taste

Functionalize protein and provide high quality milk fat



05

Affordable

Do not forget more sensitive price population



04

Fit for modern life

Offer solutions for healthy snacking





THANKS
FOR YOUR ATTENTION

