DANONE ONE PLANET. ONE HEALTH DAITY Farmers Are Our Key Partners for One Planet One Health CEES JAN HOLLANDER, GLOBAL FARMING PRACTICES MANAGER

AGENDA

2

Danone introduction

Carbon footprint

Animal welfare





DANONE ONE PLANET. ONE HEALTH

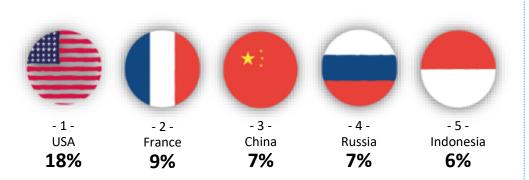
A UNIQUE HEALTH-FOCUSED PORTFOLIO WITH ICONIC BRANDS



4

DANONE AT A GLANCE Top 5 markets in 2017

(% of sales)



Sales by region





Asia-Pacific, Latin America, Middle East, Africa, C.I.S. ⁽²⁾

A strong performance

€24.7bn

+2.5%⁽¹⁾ sales growth

A global presence

100,000+

employees in over 60 countries

120+

countries where Danone products are available across the globe





ESSENTIAL DAIRY AND PLANT-BASED

Innovating to meet the needs & demands of the food generation.

We make it easier for people to find healthier options, wherever they are.

We do this by focusing on:





MEETING THE NEEDS OF THE FOOD GENERATION



TRANSPARENCY

TRUSTFUL RELATIONSHIPS WITH FARMERS & SUPPLIERS





MILK FOR FRESH DAIRY

Milk is key for us:

- Social impact via large supplier portfolio
- Milk bill > € 2bn
- Main contributor on GHG



140.000 suppliers -> dairy farmers2.500.000 cows and young animals





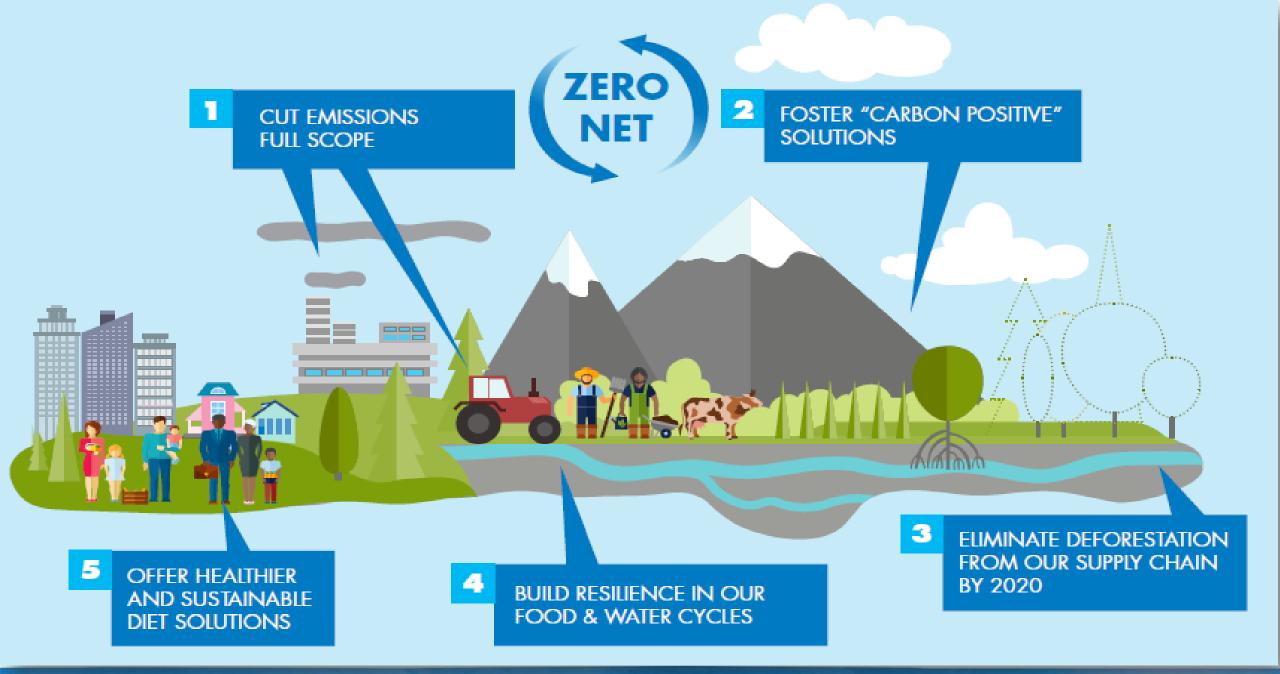
Locally managed, direct sourcing of milk for securing supply, quality and sustainability



|7|

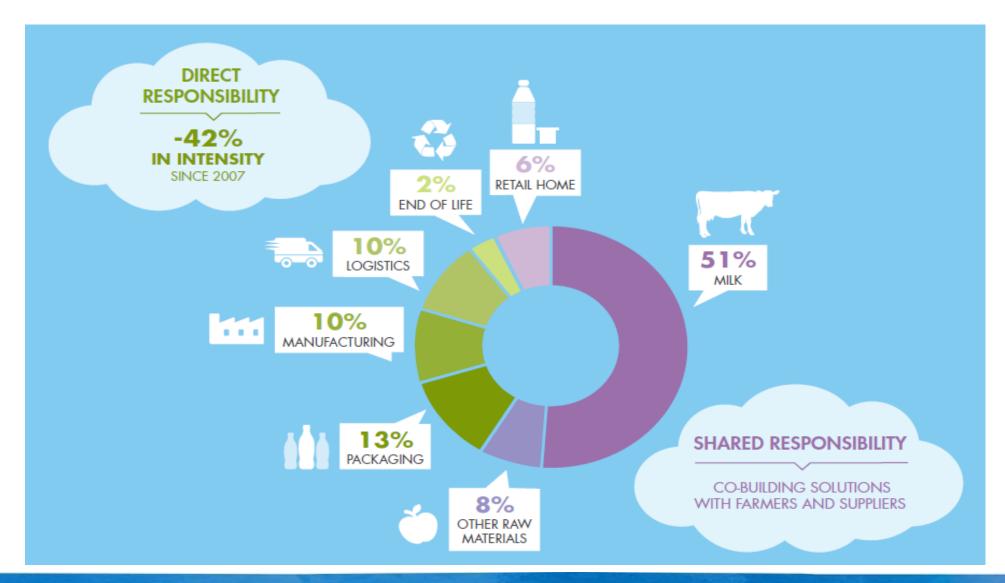
CARBON FOOTPRINT

PRESENTATION TITLE IN CALIBRI BOLD 10 OCTOBER, 2018



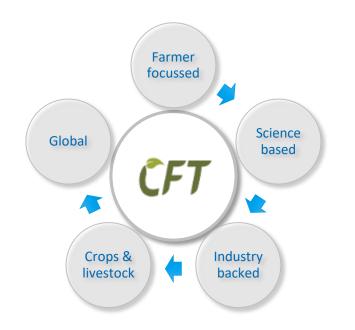


DANONE GREEN HOUSE GAS EMISSIONS





COOL FARM TOOL FOR BASELINE; ACTION PLAN



3keel	Agrinos	Anthesis	ARTIS	
M ROMBALIS	cim		ALL-ONE!	
fortilizora	GFZ	Cold Standard	greencell	*Heineken
Kelloggis	M&S	McCain	Nestie	AUM!

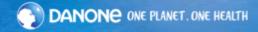
Country, f	arm type (average = 1,40 C	O2 eq per kg mil	k)	
farm type. Fo	ows the average contribution of diff or every source the most effective s ing their expected effect, cost-effect	trategies to reduce en	mission	are
		GHG	€	>
CH4 centric	Improve genetics (to increase produc	tivity) >20%	V	+
	Concentrate ingredients with low OH (high starch, high fat, linseed)	profile 10-20%	1	+++
	Improve feed efficiency (kg milk per l dm) by optimising diets and reducing losses		V	
	Improve animal health (to increase productivity)	10-20%	=	
	Reduce unproductive animals (young dry cows, bulls)	stock, <10%	\checkmark	+
Chté manufe C.20	Burn methane (to CO2)	>20%	1	
	Anaerobic digesters	>20%	1	
	Cooling of manure, putting in underg pits	round 10-20%	1	
CO ₂ fossil 0.15	Solar energy	>20%	=	+
	Concentrate ingredients with low CO2	profile <10%	=	+++
	Use wet byproducts	<10%	=	
CO ₂ land use (change) 0.15	Increase yield / productivity	>20%	1	-
	Avoid concentrate ingredients from a with deforestation risks (soy, corn)	reas 10-20%	=	+++
N ₂ O manure	Legumes in pastures to replace fertiliz	20%	V	-
and fertilizers 0.15	Increase N efficiency of feeding	10-20%	V	-
	NINGEN	tore information lame Surname "mail address		

How to reduce the GHG footprint of my farm?

On farm action plans:

- Legumes in pastures
- Increase milk productivity
- Reduce # unproductive animals
- Covering manure lagoons
- Reforestation





ANIMAL WELFARE

PRESENTATION TITLE IN CALIBRI BOLD 10 OCTOBER, 2018

DANONE AMBITION AND ACTION ON ANIMAL WELFARE

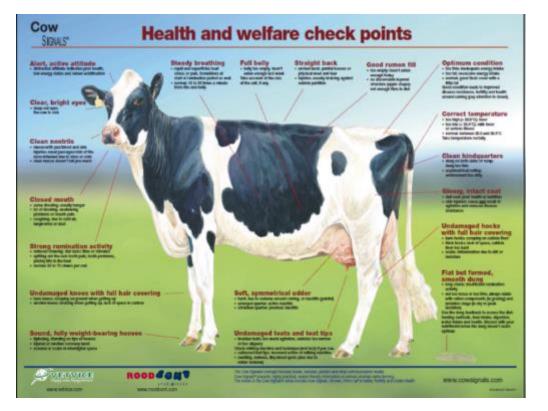
DANONE ANIMAL WELFARE 2016 Position Paper

July 2016

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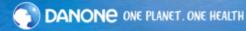






LOCAL PROJECTS WITH PARTNERS





AS A RESULT: Danone is paving the way to create and share sustainable value... ...in line with its strong heritage and the food revolution paradigm



SUSTAINABLE value





THANK YOU FOR YOUR ATTENTION