



Dairy Farmers Are Our Key Partners for One Planet One Health

CEES JAN HOLLANDER, GLOBAL FARMING PRACTICES MANAGER



AGENDA

- 1 Danone introduction
- 2 Carbon footprint
- 3 Animal welfare



DANONE
ONE PLANET. ONE HEALTH

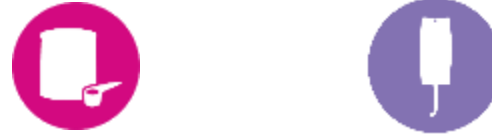
A UNIQUE HEALTH-FOCUSED PORTFOLIO WITH ICONIC BRANDS

4



ESSENTIAL DAIRY
AND PLANT-BASED

52%



EARLY LIFE
NUTRITION

ADVANCED
MEDICAL
NUTRITION

29%



WATERS

19%

DANONE AT A GLANCE

Top 5 markets in 2017

(% of sales)



- 1 -
USA
18%



- 2 -
France
9%



- 3 -
China
7%



- 4 -
Russia
7%



- 5 -
Indonesia
6%

Sales by region

53%
EUROPE
NORAM

Europe,
USA,
Canada



47%
REST OF
THE WORLD

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

A strong performance

€24.7bn
sales

+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:

**A HEALTHIER
& TASTIER PORTFOLIO**



**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 farmers
2.500.000 cows and young animals



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

CARBON FOOTPRINT

ZERO NET

1

CUT EMISSIONS
FULL SCOPE

2

FOSTER "CARBON POSITIVE"
SOLUTIONS

3

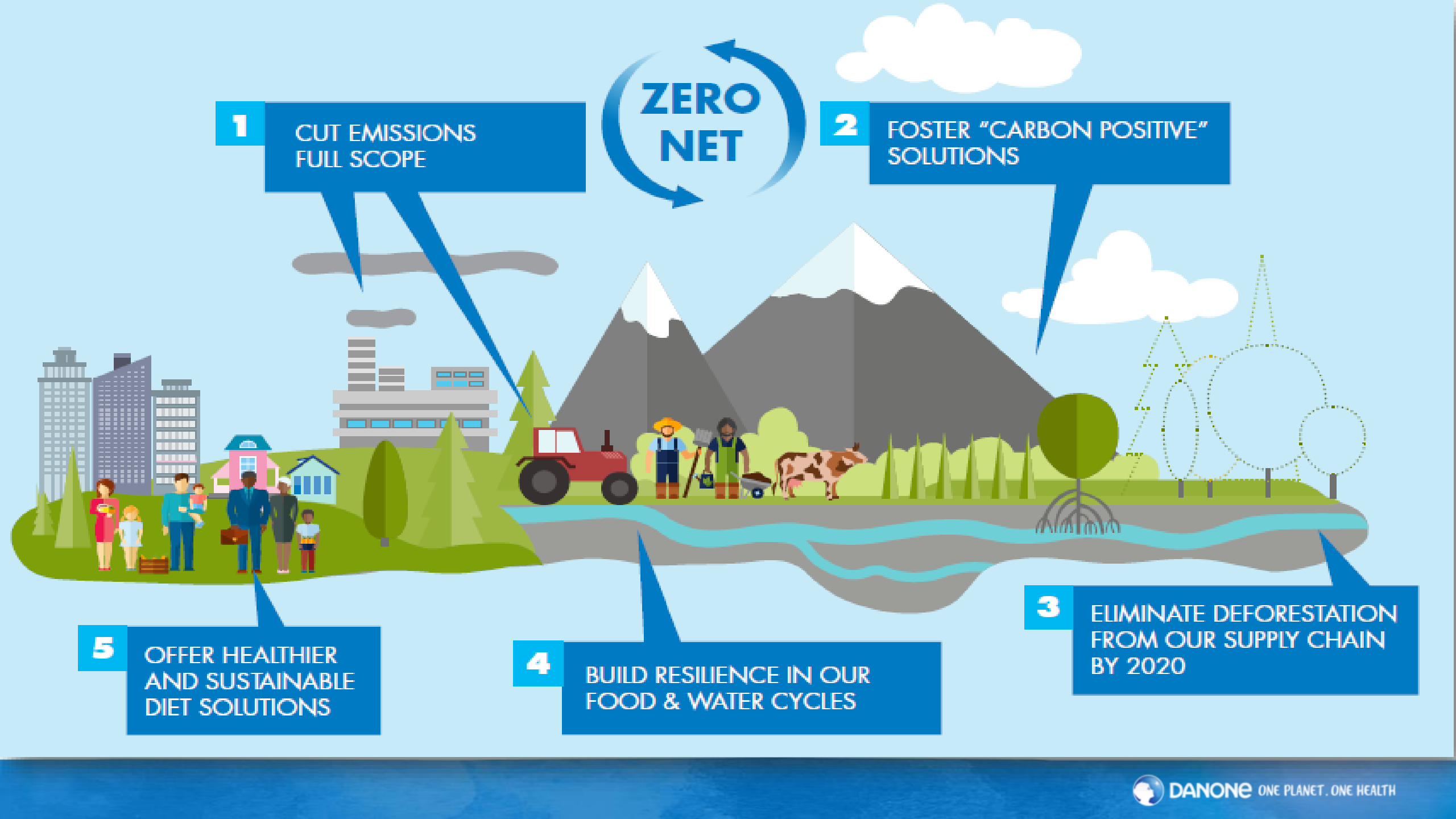
ELIMINATE DEFORESTATION
FROM OUR SUPPLY CHAIN
BY 2020

5

OFFER HEALTHIER
AND SUSTAINABLE
DIET SOLUTIONS

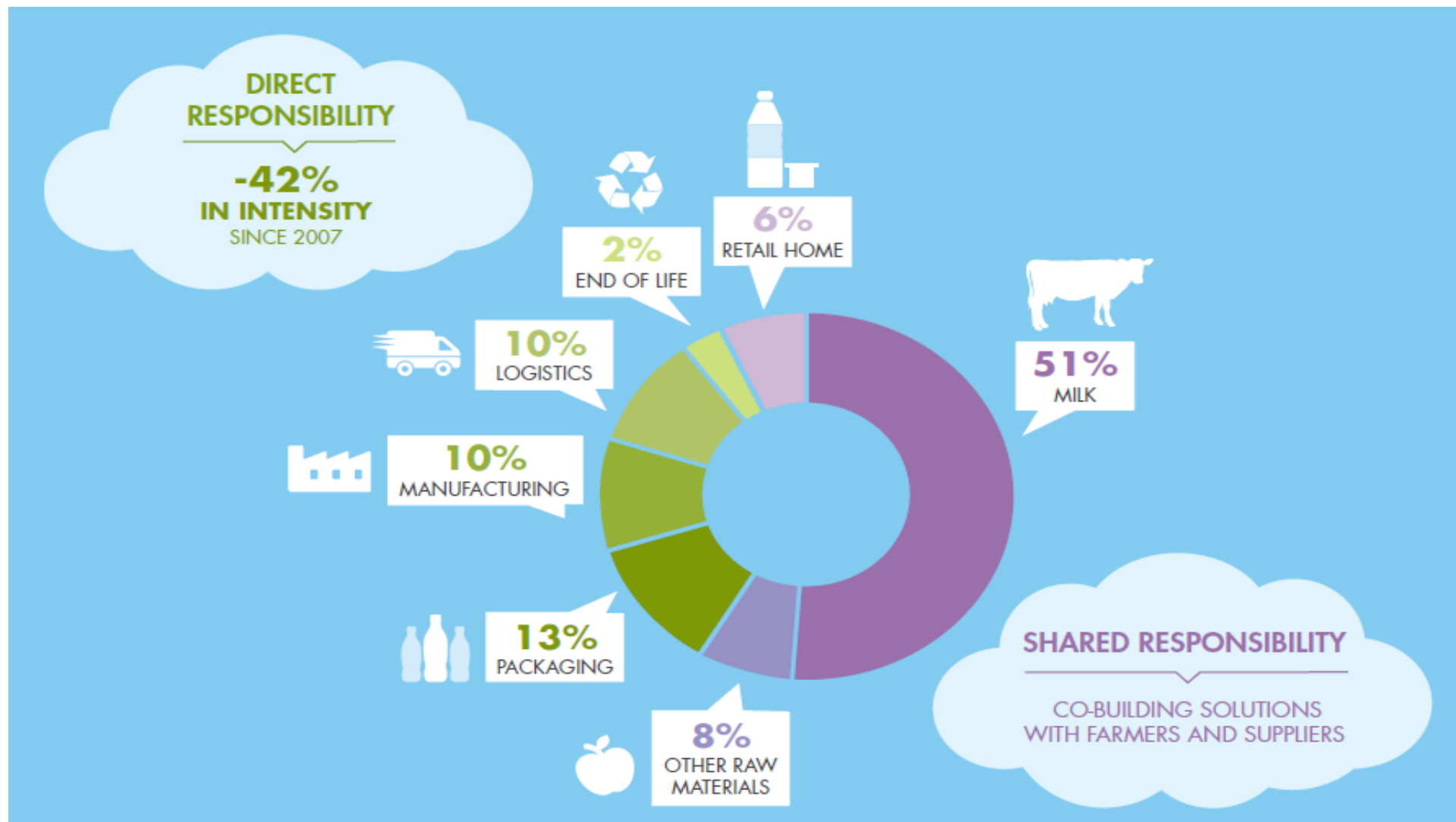
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BUILD RESILIENCE IN OUR
FOOD & WATER CYCLES

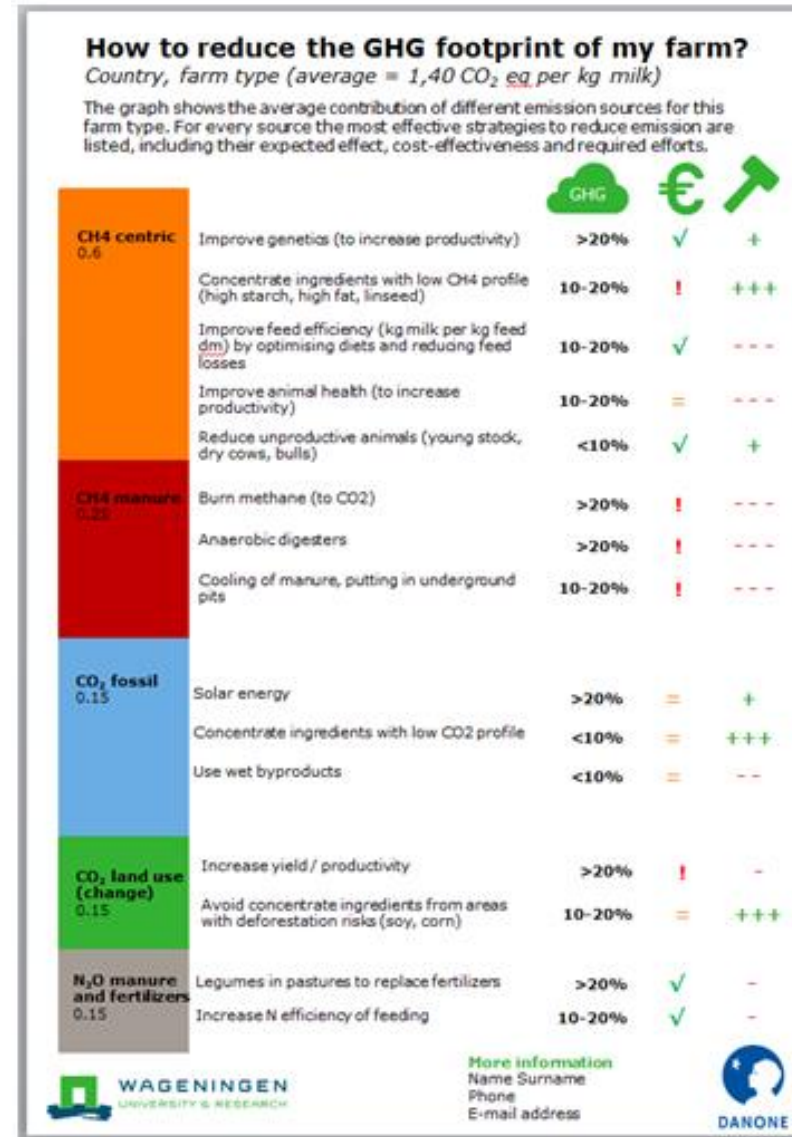
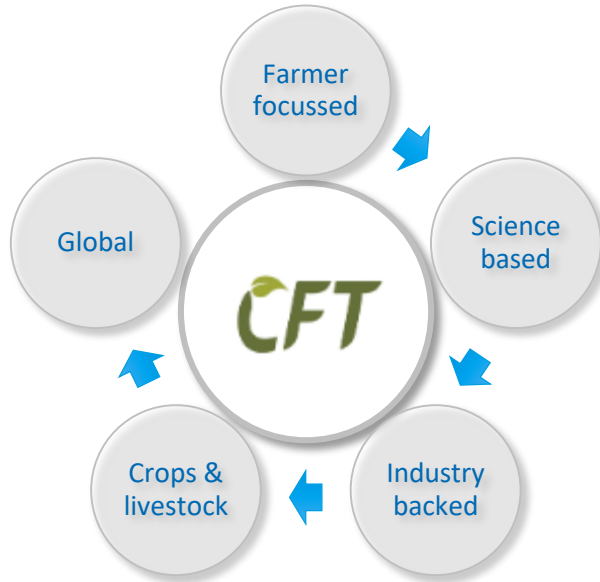


DANONE GREEN HOUSE GAS EMISSIONS

10



COOL FARM TOOL FOR BASELINE; ACTION PLAN



On farm action plans:

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



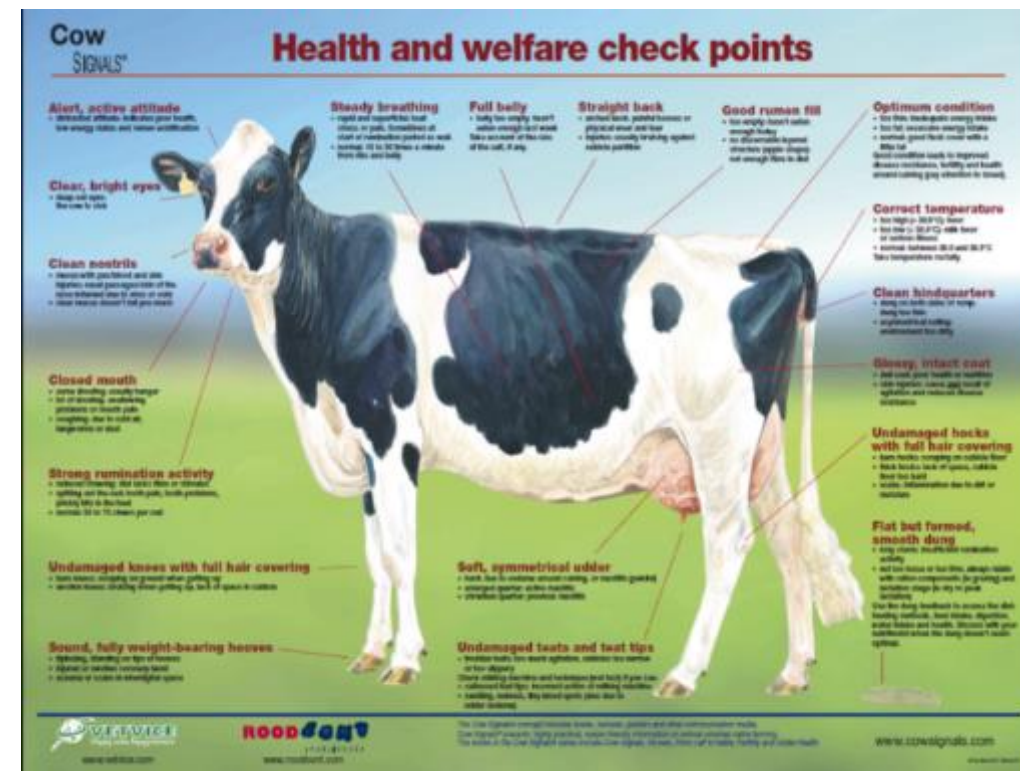
ANIMAL WELFARE

DANONE AMBITION AND ACTION ON ANIMAL WELFARE

DANONE ANIMAL WELFARE
2016 Position Paper

July 2016

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LOCAL PROJECTS WITH PARTNERS



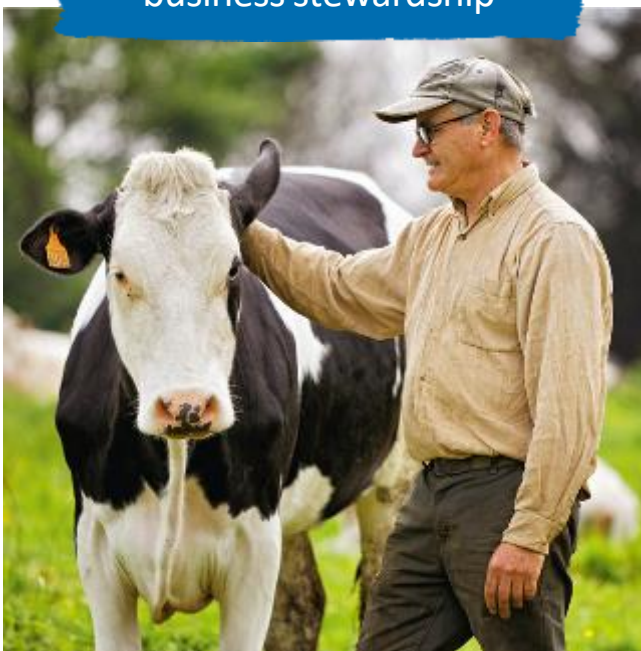
AS A RESULT: Danone is paving the way to create and share sustainable value...

...in line with its strong heritage and the food revolution paradigm

HEALTHIER
eating & drinking



RESPONSIBLE
business stewardship



SUSTAINABLE
value



THANK YOU
FOR YOUR
ATTENTION