Our Nutrition journey

Products made with sustainably sourced ingredients, produced in a fair respectful manner, low in nutrients of concern, high in positive nutrients.

Incorporating better products into healthy sustainable recipes with limited waste, resulting in sustainable diets.
Unilever Platform Action 834
Product reformulation and innovations

2006-2020, All EU Member States

Our Commitment – *A long-standing effort to make our products healthier*

All stakeholders in society must play their part if we are to succeed in changing and promoting a healthier diet and lifestyle.

As a global player in the food market, we are taking our role seriously.

We will continue our long tradition of improving the taste and nutritional quality of all our products, under the umbrella of the *Unilever Sustainable Living Plan*.

We have set targets for the **improvement of our food portfolio** for levels of sugar, calories, salt, saturated and trans fats.
## Progress on Platform Commitment 834

<table>
<thead>
<tr>
<th>Action</th>
<th>Target</th>
<th>Progress 2010-2014</th>
<th>Progress 2015</th>
</tr>
</thead>
<tbody>
<tr>
<td>Highest nutrition standards</td>
<td>Double the proportion of portfolio meeting Highest Nutritional Standards by <strong>2020</strong></td>
<td>31%</td>
<td>34%</td>
</tr>
<tr>
<td>Salt</td>
<td>75% of Foods to meet 5g salt/d criteria by <strong>2020</strong></td>
<td>55%</td>
<td>60%</td>
</tr>
<tr>
<td>Saturated Fat</td>
<td>Saturated fat ≤ 33%* in 90% soft vegetable oil spreads by <strong>2017</strong></td>
<td>92% of <em>leading</em> spreads</td>
<td>82% of <em>all</em> spreads</td>
</tr>
<tr>
<td>Trans Fatty Acids</td>
<td>Trans fat from PHVO removed from 100% products by <strong>2012</strong></td>
<td>Fully achieved in 2012</td>
<td></td>
</tr>
<tr>
<td>Sugar</td>
<td>Reducing sugar by 25% in Ready to Drink, Powdered Ice tea and Milk Tea by <strong>2020</strong></td>
<td>-12%</td>
<td>-11%</td>
</tr>
<tr>
<td>Calories</td>
<td>All children’s ice creams ≤110 kcals/portion by <strong>2014</strong></td>
<td>100%</td>
<td>100%</td>
</tr>
<tr>
<td></td>
<td>80% packaged ice creams ≤250 kcals/portion by <strong>2015</strong></td>
<td>90%</td>
<td>90%</td>
</tr>
</tbody>
</table>
13 years of Nutrition Enhancement Programme

First company to apply nutrient profiling across a global Foods & Beverages portfolio

We use nutrient profiling for

Marketing & Advertising
Nutrition & Health Claims
Product reformulation & Innovation
Nutrition labelling

Our 5 Global Principles
Nutrient Profiling should…

1. Be scientifically sound
2. Be all-inclusive
3. Encourage innovation, optimization and reformulation
4. Focus on key nutrients of public health concern
5. Facilitate regional adaptation

Publications on our nutrient profile
EJCN 2007;61:461-71 and Food Science and Technology 2015; 29 (1)
Contributing to heart health

• Our spreads contain less saturated fat than butter

• Becel/Flora contain omega 3 & 6

• By 2017, 90% of all our soft vegetable oil spreads will contain ≤33% saturated, ≥67% unsaturated fats*

2015: 82% meet this target

• ProActiv contains plant sterols that have been clinically proven to lower cholesterol. High cholesterol is a risk factor in the development of coronary disease**
  » 1.5-2.4g/day of plant sterols lower cholesterol by 7-10% in 2 to 3 weeks

• Trans fats from PHVO were removed from our total portfolio by 2012

*38% SAFA for tropical countries

**As coronary heart disease has multiple risk factors, more than one may need to be improved to reduce overall risk of it
By 2020, 75% Foods will meet benchmarks for 5g salt / day

- Increase availability of foods with reduced salt levels
- The main challenge in salt reduction is to maintain taste
- Partnering needed to ensure people are stimulated to reduce salt
- Boost consumer awareness of benefits for salt-reduced foods

2015: 60% meet benchmarks
A range of approaches needed for salt reduction

- Step-wise reduction
- Salt substitutes: KCl, other salt substitutes
- Salt boosters
- Multisensory principles: aroma, herbs, spices
- Distribution of salt
100+ products reduced in salt, retail and professional ranges

- 5% 25 Block Noodles Poland
- 7% 74 Sauces Germany / Switzerland
- 16% 5 Mashed Potato mixes Benelux
Strong commitments to reduce calories and sugar

- Almost 15% of our portfolio is a light / low calorie / zero sugar / mini option

- By 2014, **we achieved our target** that all children’s ice creams contain ≤110 kcals / portion

- By 2015, **we achieved our target** that 80% packaged ice creams will contain ≤250 kcals / portion

  2015: 91% (by volume) meets this target globally

- By 2020, we will reduce sugar by 25% in our sweetened tea beverages

  2015: 11% sugar reduced since 2010

A portion refers to a pre-packed single-serve ice cream product meant to be consumed in one go or 100 ml when sold in packaging aimed at multi-consumption moments such as tubs.
2015 Sugar reduction examples

- **30%***: Ice Tea Green/Black across Europe
- **30%***: Ice Tea Peach/Green Citrus Mexico
- **39%**: AdeS Soy Force Mexico & Brazil
- **38%**: Refresh Lemon Japan

*With stevia glycosides*
Examples of ‘no sugar’ and ‘sugar-reduced’ beverages

**No Sugar**
- Unsweetened PureLeaf
- Lipton Milk tea
- Not too sweet
- Lipton low-cal concentrate

**Sugar Reduced New Innovations**
- Brisk
- LIT
- Brisk
- LIT

**Kcals**

<table>
<thead>
<tr>
<th>Country</th>
<th>Kcals 8 fl oz</th>
<th>Region</th>
</tr>
</thead>
<tbody>
<tr>
<td>Canada</td>
<td>0g</td>
<td>CAM</td>
</tr>
<tr>
<td>China</td>
<td>3g /100 ml</td>
<td>CAM= Central America: Dom Rep. Ecuador, El Salvador, Guatemala, Honduras, Puerto Rico</td>
</tr>
<tr>
<td>Netherlands</td>
<td>4.5g/100ml</td>
<td>CAM</td>
</tr>
<tr>
<td>Belgium, NL</td>
<td>4.5g/100ml</td>
<td>CAM</td>
</tr>
<tr>
<td>South Africa</td>
<td>6g/100ml</td>
<td>CAM</td>
</tr>
<tr>
<td>USA</td>
<td>10 kcal</td>
<td>CAM</td>
</tr>
<tr>
<td>USA</td>
<td>40-50 kcal</td>
<td>CAM</td>
</tr>
<tr>
<td>USA</td>
<td>50 kcal</td>
<td>CAM</td>
</tr>
</tbody>
</table>

Kcals are indicated per portion 8 fl oz for USA

LIT = Lipton Ice Tea
Seductive nutrition when eating out

15 billion calories removed from restaurant meals in USA 2012 - 2015

Taco

Romancing a Taco on the Menu:
California-style Fish Taco: We start with a fresh corn tortilla, layer on a generous portion of Baja-grilled tilapia, add fresh avocado slices, crisp shredded cabbage, tomato and sour cream, and garnish with chopped cilantro and fresh lime. This fish taco is a real catch!
We recognise the importance of working with others
…which Kaliakra will reflect via the improved fat blend of the new recipe, based on HIGH-QUALITY RAPESEED OIL ➔

Target Need:
I like tasty food that I can prepare fast & easy and that is affordable for me & my family.

Product Benefit:
Improved fat content

Promise:
Bulgarians’ preferred margarine, now with improved recipe and modern design

Nutritional benefits:
WITH HIGH-QUALITY RAPESEED OIL, rich source of Omega 3. Contains Omega 6 and vitamins A, D, E.

Improvement:
60% fat (from current 48%)
THE NEW FAMILY GOODNESS BG RANGE

FROM:

- IMPROVED recipe: from 48% fat to 60%

TO:

- IMPROVED recipe: new 60% fat blend

Kaliakra Classic
250, 500, 600g
60% fat

Kaliakra Buttery
250, 400g
60% fat

Kaliakra 100% plant based
225g
60% fat

Kaliakra Buttermilk
225g
80% fat

• NEW PRODUCT
  • Fully vegan: no lactose, diary free
  • For those who want plant based foods that are good for them and better for the planet.

• NEW in USCE
  • Best Rama margarine
  • For those who enjoy the creamy, but fresh buttermilk taste

Mainstream Core

New Core
FULL SPREADIN G PORTFOLIO

Premium

New Core

Mainstream Core

Value-for-money
Thank You