



A movement for sustainable living

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Orkla

The Leading Nordic supplier

of branded consumer goods



OPERATING
REVENUES
40,8
NOK BILLION



8.5 MILLION
CONSUMER
UNITS
SOLD DAILY

IN OVER 100
COUNTRIES

Orkla Foods



(NOK billion)
Sales: 15.5

Orkla Confectionery & Snacks



(NOK billion)
Sales: 6.2

Orkla Care



(NOK billion)
Sales: 6.7

Orkla Food Ingredients



(NOK billion)
Sales: 8.2

Orkla Investments

Jotun (42.5%)

Hydro Power

Financial Investments

We want to improve everyday life with sustainable and enjoyable local brands.





BARN OG
UNGDOM
KREVER EFFERTIV
HANDLING NA

#NOPlanetB

STREIKER
NEI TIL FAENSKAP

BRUK HODE VI
HAR BARE EN
KLODE

Tenk på VÅR

SI NEI til plast

Vil du ha en
PLANET B

THE CLIMATE

THERE IS NO
PLANET B

We commit to work towards achieving the global Sustainable Development Goals.



Make healthy living
easier

Healthy food
for people and
the planet



Doble forbruket
av sunne
produkter



15% mindre
salt & sukker

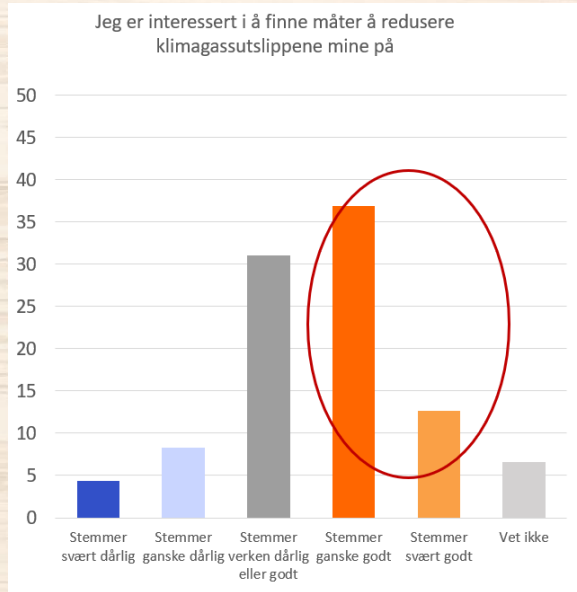
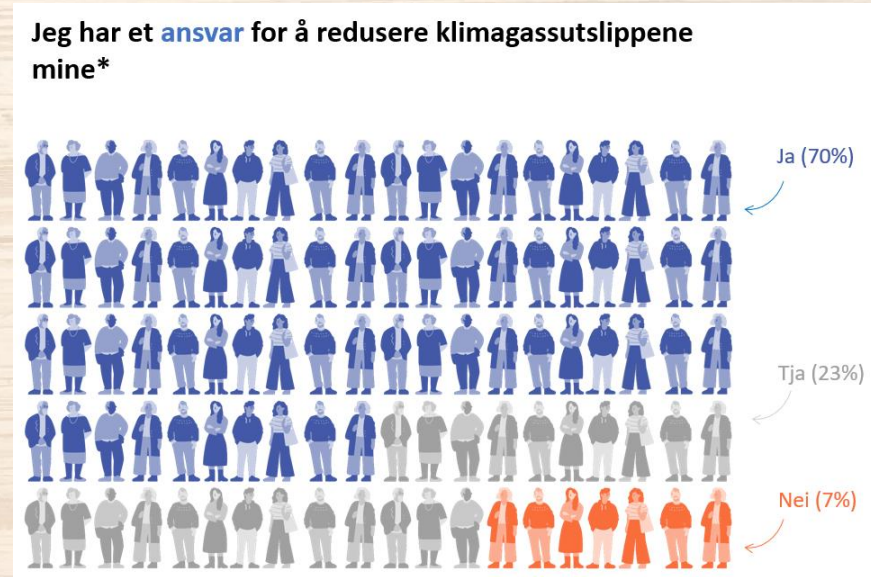
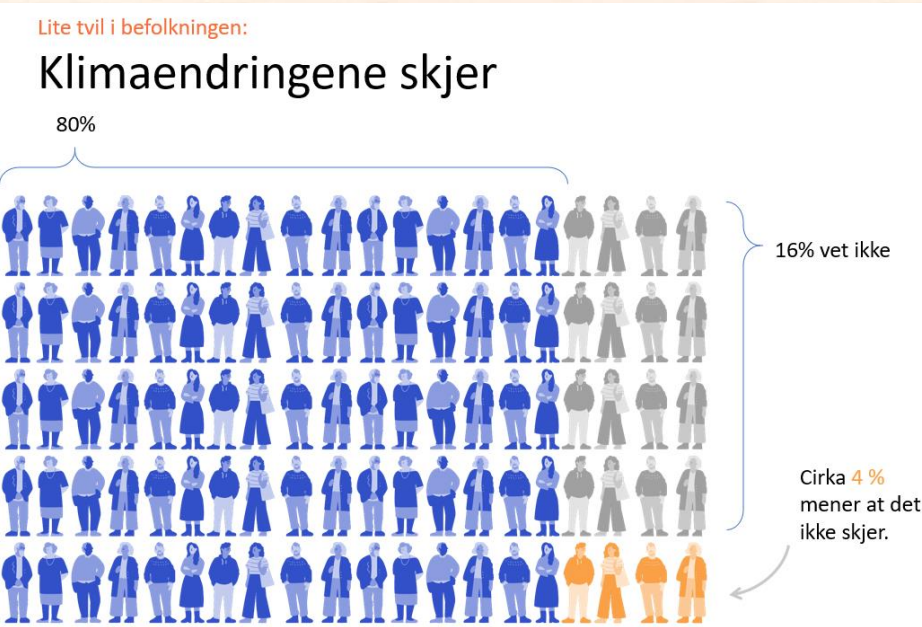


Inspirere til en
sunnere livsstil

Orkla



47 % wants to eat more climate friendly – only 1 in 10 knows how to



TORO wants to contribute

- Extra help in the kitchen since 1946
- Dinner contributes most to emission
- 250 million portions per year





TORO

We need to reduce CO2-emissions, and the food industry is a key player.

**TORO means we need to act NOW – time is running out.
We will contribute in two ways:**

- a) Reduce our own footprint**
- b) Help consumers make greener choices**

TORO takes the initiative to help consumers make more climate friendly choices

«Key hole» for the health of the planet
Easier to make greener choices



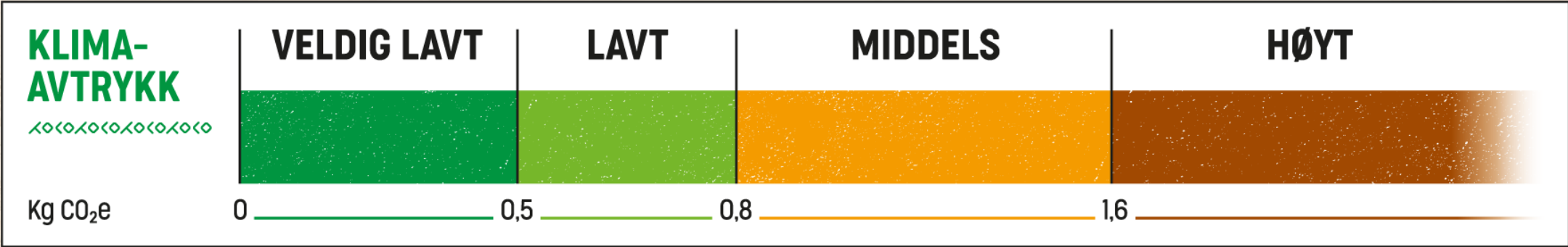
The key is simplification

0,34 kg CO₂e?

$$+ \frac{4}{6} = + \frac{1}{2} \checkmark$$

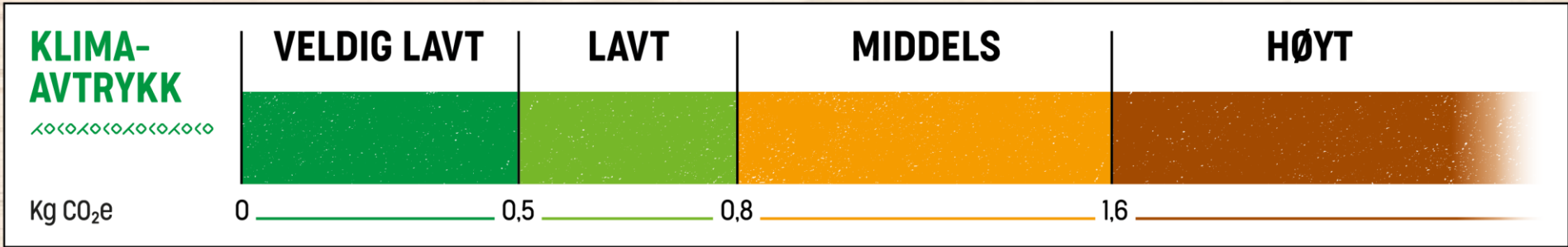


Swedish research institute RISE have developed a climate scale for lunch and dinner



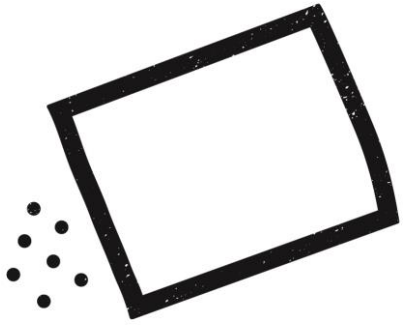
”Många vill idag äta mer klimatsmart och behöver då lite hjälp på vägen. En klimatskala med nivåer för olika måltiders klimatavtryck kan vägleda konsumenten till klimatsmartare middagar” – Katarina Nilsson, RISE





FNs 1,5-gradersmål - halvering av dagens utslipp fra mat

Dagens gjennomsnitt for en middag



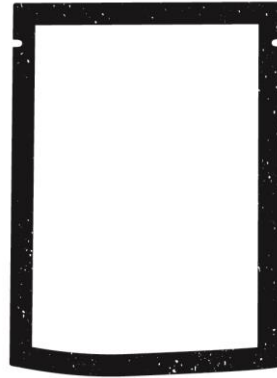
**Powdered
ingredients**

+



**Transportation
to Arna**

+



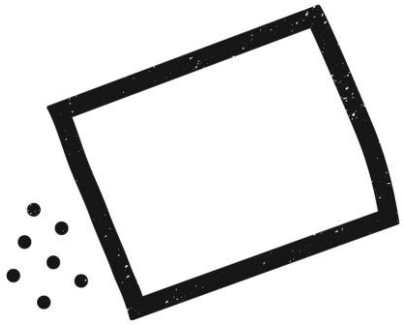
Packaging

+



**Consumer
additions**

**= x kg
CO₂e**



**Powdered
ingredients**

+



**Transportation
to Arna**

+



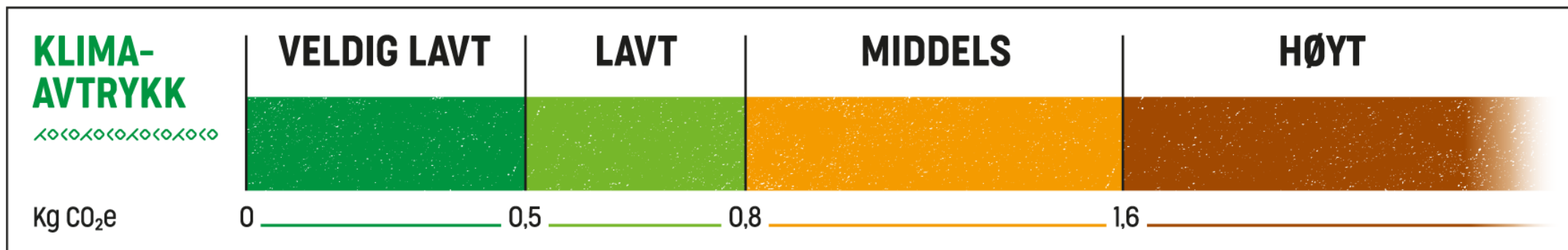
Packaging

+

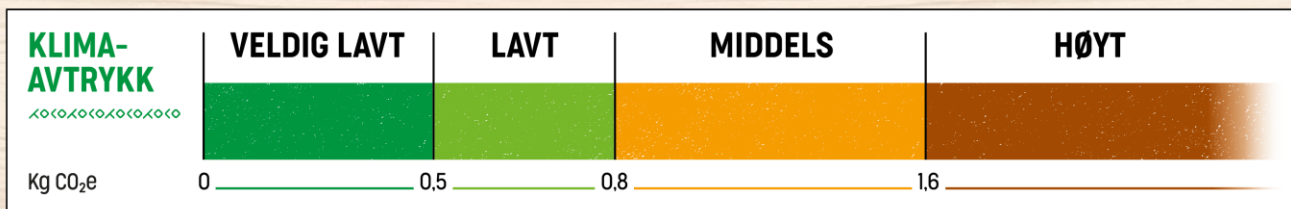


**Consumer
additions**

**= x kg
CO₂e**



Our climate label for food nudges the consumer to choose climate friendly meals.



UN 1,5 degree goal

Average nordic dinner today



One of Europe's most sustainable companies

In 2018, Orkla was included in the Dow Jones European Sustainability Index for the eighth consecutive year. This internationally recognised index is a key yardstick used by investors and other stakeholders to assess companies' non-financial performance.



Seks av ti ignorerer klimarisiko

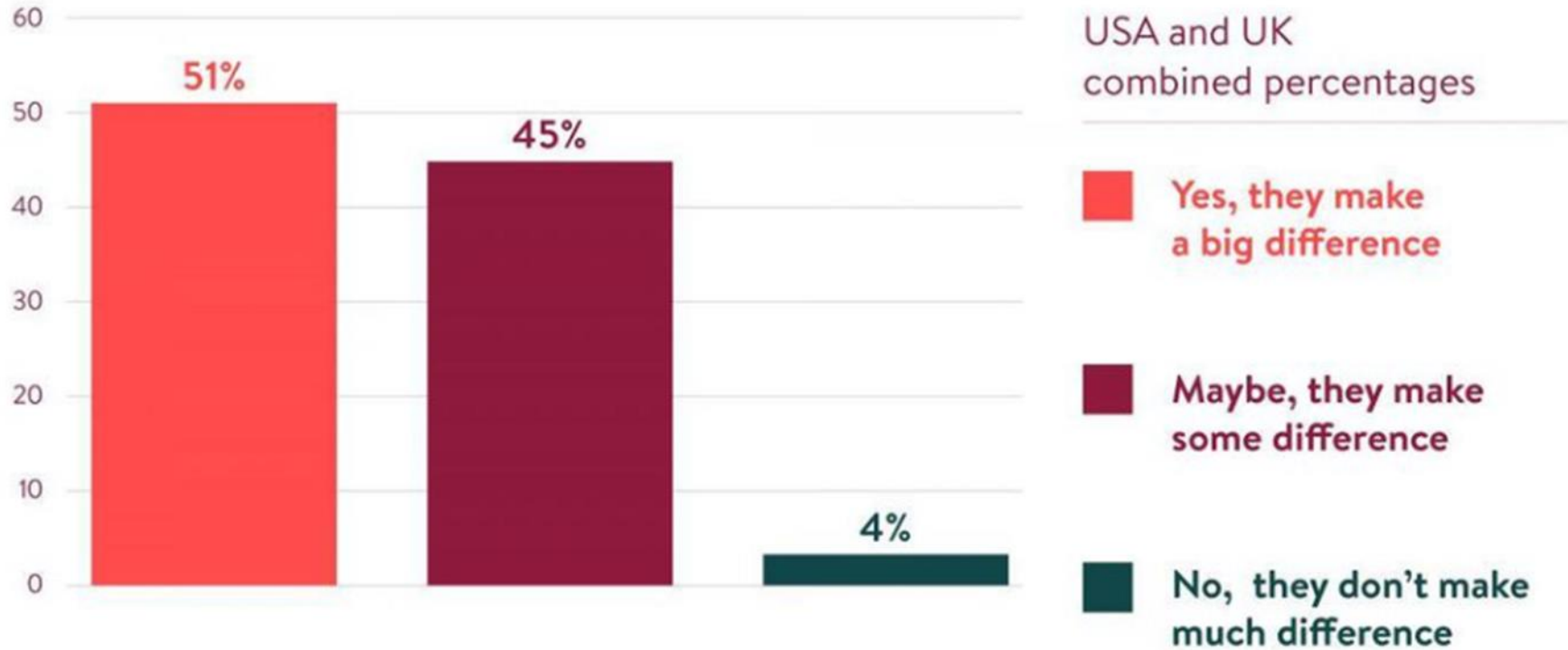
En ny analyse av de hundre største selskapene på Oslo Børs avdekker manglende vilje til å satse på bærekraft og hevder at minst 30 av dem «neppe kan overholde lovkravet».



OSLO BØRS: Bærekraft og miljø er i vinden, men en ny analyse viser at flere selskaper ignorerer klimarisiko i rapporteringen. FOTO: AXEL NILSSON RAFTSJØ NTB SCANPIX

Do you think personal actions (like donating, recycling or buying ethically) can make a real difference in the world?

96 % believe personal actions can make a real difference

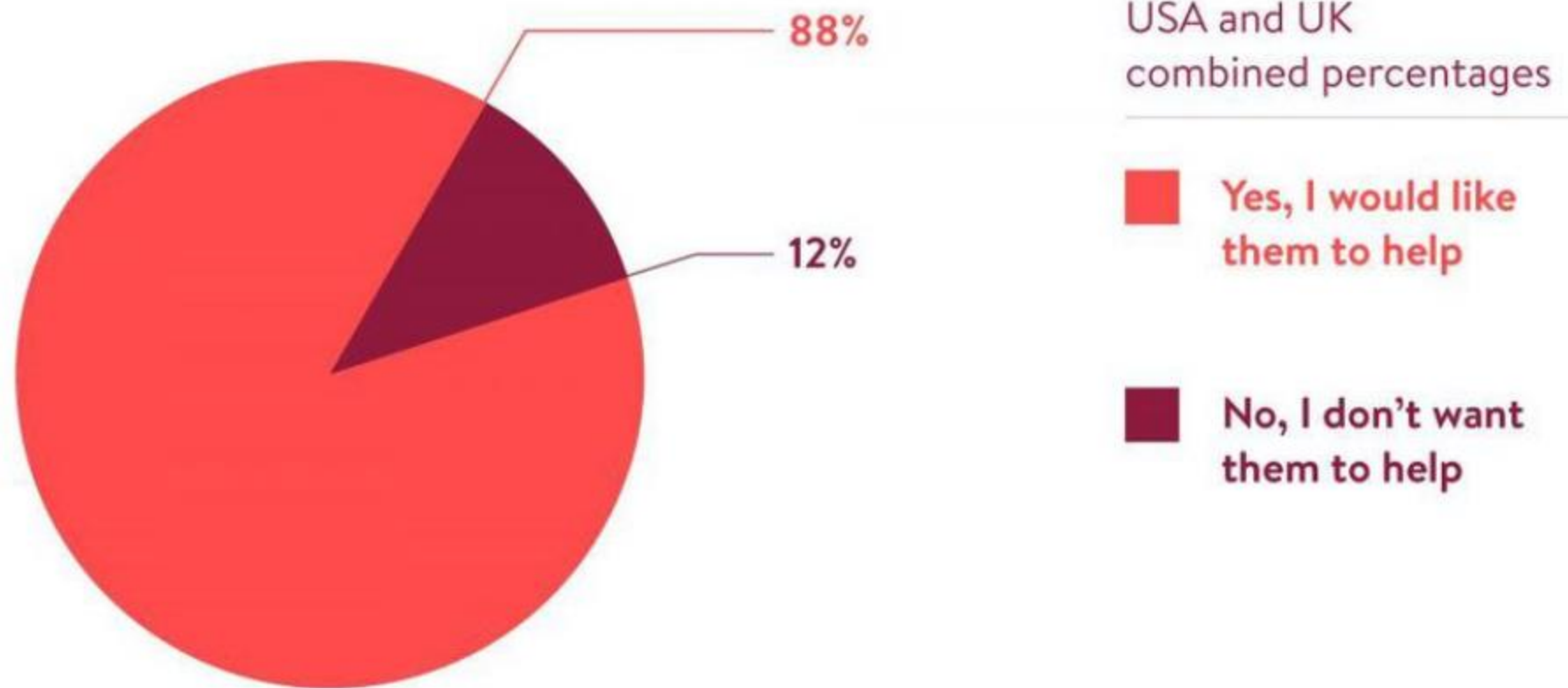


Survey of 1,004 respondents in the USA and UK.
November 2018 for Futerra by OnePulse

Consumers are confident they can make a difference in the world FUTERRA

Would you like brands to help you be more environmentally friendly and ethical in your daily life?

We like brands to help us choose more environmentally friendly and ethical



Survey of 1,004 respondents in the USA and UK.
November 2018 for Futerra by OnePulse

A MOVEMENT FOR SUSTAINABLE LIVING 2025

We want to drive **sustainable growth**, and we will use our **local presence** and **strong brands** to offer products and solutions which are **good** for **people** and the **planet**.



NUTRITION & WELLNESS

Make healthy living easier



SAFE PRODUCTS

Be prepared to handle emerging risks



SUSTAINABLE SOURCING

Deliver products with sustainable raw materials



ENVIRONMENTAL ENGAGEMENT

Innovate to save the environment



CARE FOR PEOPLE & SOCIETY

Be the change we want to see

How do we create sustainable growth?

«SUSTAINABILITY UPGRADE» OF EXISTING PRODUCTS



Vegetarian

Bio-based packaging

INNOVATION

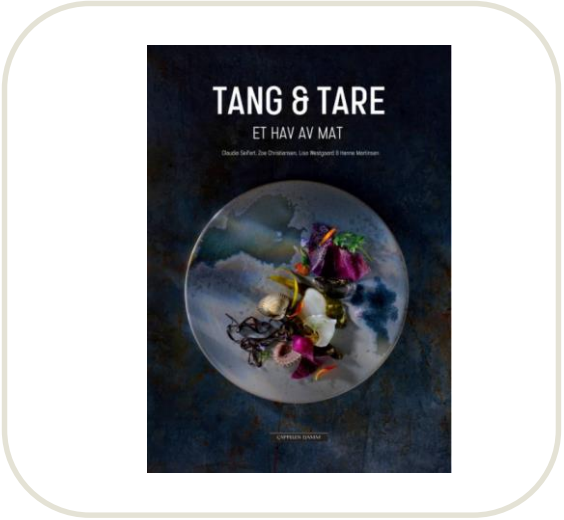


Swan label

Recycled plastic

Seaweed

NEW BUSINESS OPPORTUNITIES



Sustainable
raw materials

Circular
economy

An underwater photograph of green seaweed with long, leafy blades and a central stalk, set against a clear blue background. The seaweed is the central focus, with its leaves fanning out in various directions.

Development of New Products for the Food Market - Is Seaweed a Key?



TRENDS...

GROWING INGREDIENTS

- These are ingredients moderately discussed online (50K-100K mentions per month) and with a higher growth in the number of mentions (>25% growth 2017 vs 2018).
- These ingredients are also discussed in mainstream media but largely in lifestyle media, meaning that health-conscious consumers are the most familiar with these ingredients and their benefits.

Total online mentions of selected ingredients during July 2017 vs July 2018

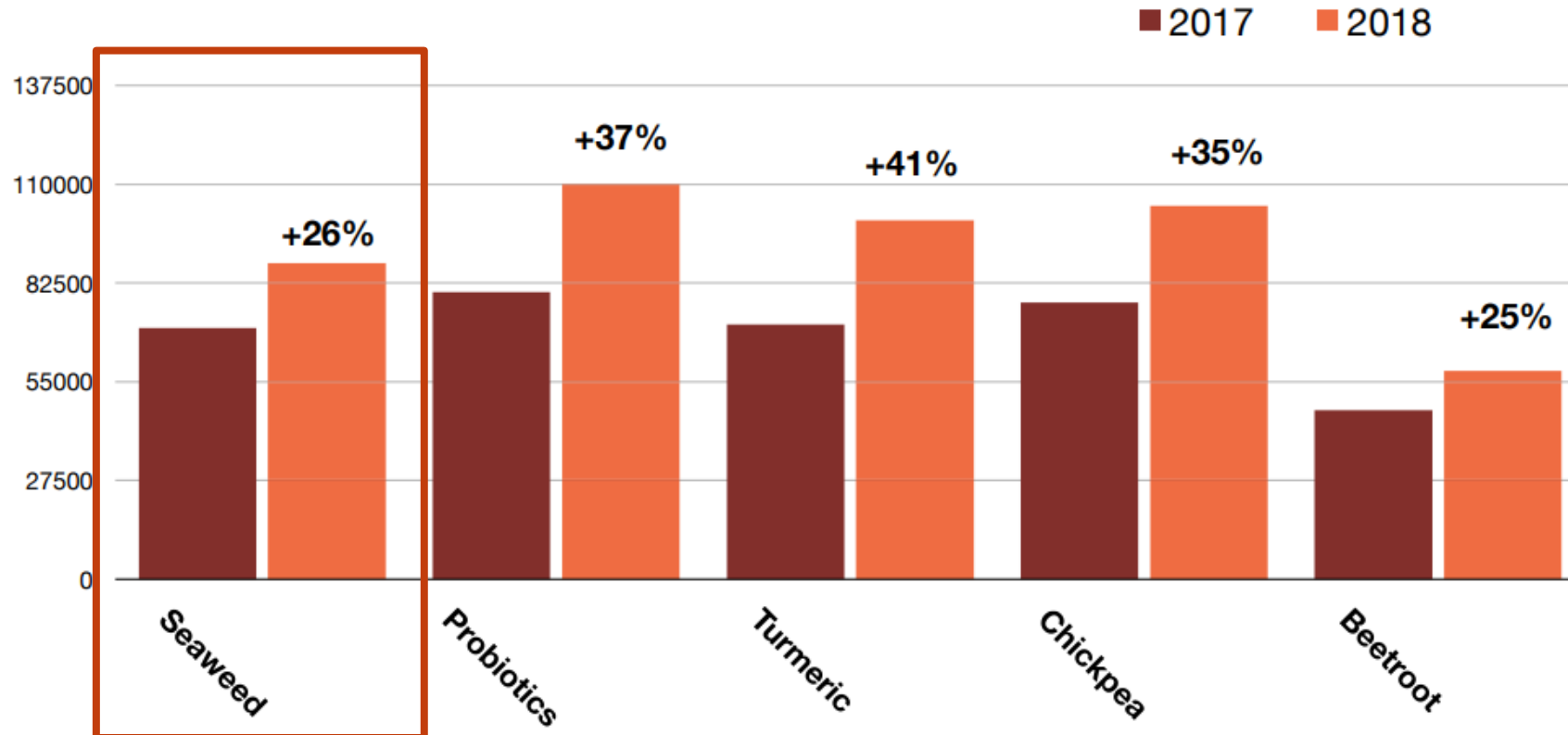
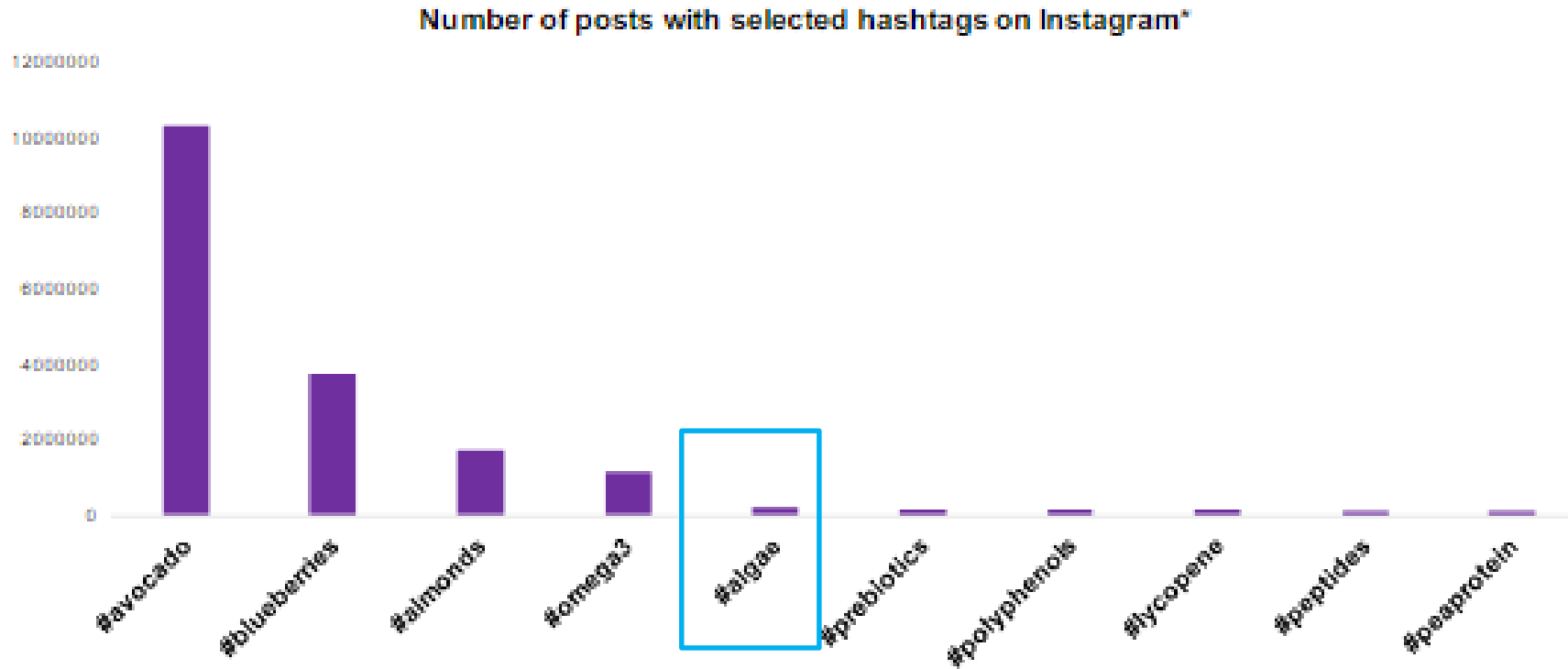


Chart 2: Naturally functional ingredients beat science-based on social media

On Instagram – the most important social media channel in many countries – consumer interest in blueberry, almond, avocado and other easily-understood naturally functional ingredients is higher than more science-positioned ingredients



Source: Instagram

Seaweed is a Superfood

Did you know that seaweed is a vegetable?



- 
- An underwater photograph showing a dense field of green seaweed with long, ribbon-like blades and feathery fronds, swaying in clear blue water. The perspective is from below, looking up through the canopy of seaweed.
- ✓ Approximately 12 000 (160) seaweed species
 - ✓ In Norway appr. 450 (4) species
 - ✓ Identify variety and characteristics span for application
 - ✓ Need to explore the possibilities in species, taste, nutrients, colour and technological characteristics

Important potential problem – needs to be addressed

Both packaged and non-packaged food





Ingredients:, seaweed,....
May contain fish, shellfish, molluscs



Limited applications?

Seaweed – the new and trendy vegetable





What Now?

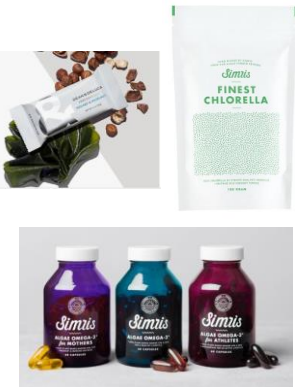
All BAs assess seaweed as highly interesting and 7 of our products already contain seaweed

ORKLA

Orkla Foods	Orkla Confectionery & Snacks	Orkla Care	Orkla Food Ingredients	Development & New Growth Areas
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ON THE MARKET



Enter into new areas



Our efforts make our products more sustainable!

Sustainable raw materials

Health and wellness



Sustainable packaging

Climate impact



**From resource-intensive
to resource-efficient**

Consumers, customers and investors will increasingly expect documentation of climate footprint from companies and their products

