

## INTEREST AND STRATEGIES FOR COST OPTIMIZATION

### MARKET CONTEXT

Current market is polarized by two simultaneously growing trends: cost-in-value and premium<sup>1</sup>. While shipment, energy and raw materials costs are rising<sup>2</sup>, a significant part of the population is looking for products offering an interesting quality/cost ratio, along with specific functionalities such as innovative texture or being a more sustainable product<sup>3</sup>.

COST-IN-VALUE

PREMIUM

<sup>1</sup> Euromonitor - Competitors Strategies in Ingredients (August 2020)

<sup>2</sup> CSIS - What Is behind the Recent Rise in Global Food Prices? (August, 2021)

<sup>3</sup> Euromonitor - Quantifying megatrends: Middle class reset (June, 2021)

### STRATEGIES FOR COST OPTIMIZATION

The **functional properties** of ingredients, as **gelling, emulsifying, or bulking agent**, allows to achieve **cost optimization** through different strategies:

- SHELF-LIFE EXTENSION
- STABILIZATION OF TEXTURE AND/OR PROCESS
- IMPROVEMENT OF WATER RETENTION
- REPLACEMENT OF EXPENSIVE INGREDIENTS
- DECREASE IN QUANTITY OF INGREDIENT USED

#### SAUCES AND SOUPS

- Egg replacement
- Oil, fats and tomato reduction
- Yield increase
- Shelf life extension



#### BATTER AND COATINGS

- Oil reduction
- Shelf life extension



#### MEAT AND FISH

- Meat and fish replacement
- Yield or water binding capacity increase



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## ROQUETTE SOLUTIONS TO OPTIMIZE SAVORY FORMULATION

	REPLACE INGREDIENTS	REDUCE OTHER INGREDIENTS	IMPROVES WATER BINDING CAPACITY	IMPROVES SHELF LIFE	STABILIZATION	PROPERTIES	RECIPE AVAILABLE
CLEARGUM® CO 01	•	•				E*	Dressings - LSAVSAU030, LSAVSAU028, ASAVSAU001
CLEARAM® CH 2020				•	•		Dressings, sauces - LSAVSAU030, LSAVSAU013
CLEARAM® LI 4000		•		•	•	F*	Coatings - LSAVBAT002
CLEARAM® PGHV		•	•		•		Processed fish - LMEFFIS001
GLUCIDEX® IT 19		•		•	•	B*	Sauces, soups - LSAVSAU017, LSAVSOU003
HIGH AMYLOSE STARCH M400G		•			•	F*	Coatings - LSAVBAT002
NUTRALYS® F85M		•	•			E,G*	Processed meat & fish - LMEFFIS001
PEA STARCH N-735			•	•	•	G*	Processed meat & fish - GMEFMEO03
PEA FIBER I50M	•		•			G*	Processed meat & fish, soups - LMEFMEO07
PREGEFLO® CH 40				•	•		Dressings - LSAVSAU028
PREGEFLO® CR3510				•	•		Dressings - ASAVSAU001
PREGEFLO® MI20A		•	•		•		Processed meat & fish, sauces - LSAVSAU013
PREGEFLO® P100				•	•	G*	Soups - LSAVSOU003
TACKIDEX® C760				•	•		Coatings - LSAVBAT002

\* B: bulking agent, E: emulsifying, F: filming, G: gelling

"This informative, scientific and technical data relates to an ingredient not intended to be delivered as such to the final consumer and is only addressed to food business or health care professionals for pedagogic information purpose."

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