Savoury
well-being
by nature
**Our Expertise & Commitment**

**Diana Food** provides clean labels and high value added solutions by improving sensorial and functional benefits in wet and dry applications, such as soups, stocks, broths, noodles, sauces, ready meals, processed meat and seafood, dressings, dips and savoury snacks.

By combining innovative technologies and multi-stream sourcing, **Diana Food** offers a comprehensive selection of natural products:
- a creative collection of taste profiles
- an appealing range of visuals
- vibrantly coloured food items

An offering to tempt your taste buds and your other senses.

**Health**

Offering healthy and nutritious solutions is one of **Diana Food**'s strongest commitments. We aim to support a balanced diet for the consumer’s well-being. The nutritional benefits of our ingredients are the result of carefully selected specific nutritional profiles. In our range you will find health and nutritional qualities like high protein and vitamin content.

**Upstream & Quality**

Our team of agronomists work all over the world in close partnership with seed producers and local farmers to develop and grow selected vegetable varieties. They identify the best weather and terroir conditions to ensure the right characteristics and specifications according to our customers’ requests. The Procurement and Regulatory teams also work in close collaboration with selected slaughterhouses and meat suppliers. These long-term collaborations, with more than 20 years of agronomy expertise and close monitoring, ensure full traceability to build trust with the consumer.

**Process**

**Diana Food** is an expert in special technologies (extraction, cooking, concentrations, air-drying, spray-drying, freeze-drying) to preserve the best of nature and deliver products in a convenient form for simple, straightforward ease of use.

**Pleasure**

By combining innovative technologies and multi-stream sourcing, **Diana Food** offers a comprehensive selection of natural products:
WELL-BEING BY NATURE

NATURAL
- Only the best from nature: nothing added!
- GMO-free policy
- Organic certification available
- Environmentally-friendly growing to ensure sustainability
- Minimal processing

CONVENIENCE
- Consistent delivery all year long: production in both hemispheres
- Long shelf-life in cool or room-temperature storage
- Ease of use and handling: aseptic packaging from 20 kg to 1,000 kg containers
- Time-saving: captures the flavour from lengthy and time-consuming cooking processes to deliver the right taste in one go

QUALITY
- Full traceability from raw ingredients to finished products
- ISO 22000 certified
- Religious certifications available for targeted references: Halal, Kosher
- Specific country veterinary approval

GLOBAL
- Sales offices in each continent close to our customers
- Local application centres in each region to integrate cultural diversity and specificities
- Production capabilities in Europe and The Americas

TAILOR-MADE
- Multi-stream offers for endless taste creations: from vegetables, fruit, meat, seafood, wines, vinegars.
- Different forms, shapes, and sizes of product available and to be explored
- R&D and pilot facilities in the Americas and Europe for more flexibility and quicker reaction times
- Develop customer partnerships to create truly unique solutions

INNOVATION
- Creativity nourished by local chef and technical support teams in each region
- A solid scientific environment for Search & Development, with a centre located in the Science Hub including Public Research Centres, Laboratories, and an Engineer & Agronomist School
- Local Search & Development centres to meet regional trends and needs
Natural & Clean label

Consumer demands for natural and less processed foods are growing. “Natural” and “free-from” claims and positive communications on, “nutritional benefits” promote natural healthy solutions.

Home-made solutions

Because a growing part of the population is looking for recognisable ingredients in their food*, industries are working on size, shape, and colours to offer the most natural taste, visuals and texture in end products.

Authenticity

“Back to basics” is still a key driver in the food market. Consumers are placing more and more importance on home-made style products that are minimally processed and closer to traditional recipes. Authentic taste is also relevant to ethnic foods. The trend for ethnic foods is likely to be one that grows in importance in the next few years*. Consumers love flavours that remind them of their childhood and their last overseas trip.

Source : Mintel 2016
**Taste**

*Diana Food* creates a wide collection of intense taste solutions from different natural sources such as vegetables and fruit, meat and seafood, wines and vinegars. Explore unique flavour combinations and add your signature to your recipes through the Clean label offering! Save time: we capture the flavour from lengthy and time-consuming cooking steps to deliver the right taste in one go to you.

From raw, green, garden-cut vegetable and fruit tastes, to delicate meaty savour, *Diana Food*’s minimally processed range provides authentic solutions to intensify the essential taste of your dish.

Available in: powder or liquid forms

**Key species available:** onion, chicken, mushroom, carrot, celery, leek, garlic, beef, bell pepper, white & red wines, tomatoes, veal ...

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**Focus on**

**Complex Culinary profiles**

*Diana Food* also provides Complex Savoury profiles for an exciting culinary experience. To develop taste richness and complexity, the raw materials are cooked together.

- The elaboration of the recipes are guided by our chef’s expertise and creativity.
- Well-known traditional preparations and ethnical solutions and many more, were their source of inspiration.

A short glimpse of the range to delightly tempt you:

- **Soffritto**, typical note of finely chopped and sautéed onion carrot celery and garlic with vegetable oil
- **Mirepoix**, diced onion carrot and celery cooked together to bring intensity and roundness effect
- **White poultry stock**, chicken cooked with aromatic herbs and spice to boost meals and sauces
- **Bisque and Fumet**, a crustacean and iodine note of the sea
- **Thai Chili**, subtle hotness touch of chili pepper
- **Wok great**, ginger top note

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**Focus on**

**ntaste**

- Clean label and multifunctional offerings to intensify the overall taste, naturally.
- Without modifying the original taste profile, *ntaste* adds roundness, umami and complexity to your product.
- It also helps to compensate for the loss of flavour in reduced-salt recipes. It is yeast and GMO-free.

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**A Concept**

**Sweet & Sour Sauce**

*A sweet and sour sauce made of shallot, honey and a touch of balsamic vinegar.*

The subtle balance between sweetness and acidity makes the perfect companion to your red meat or to a vegetable "poêlée".

*Diana Food* solutions used inside: candied shallot juice concentrate, honey powder and balsamic vinegar powder.
**Visual and texture**

Thanks to our expertise in processing, we provide products in a wide range of shapes, sizes and colours, creating an attractive visual impact and various textures in soups, sauces and ready meals.

**Key species:** carrot, tomato, green pea, bell pepper, leek, onion, pumpkin, chicken, beef...

**Colour**

As a global market leader in food colourings, we provide formulated colour blends based on established know-how, application expertise and technical support. We source from the best of nature for the best performance on application, with a large palette of shades available, in powder or liquid form. From yellow shades (with safflower extract...), orange shades (with carrot juice...) to brown shades (with malt extract, caramelized sugar) or red shades (red beet...) and much more.

**Focus on Authentic Chunks**

*In addition to standard-sized portions, Diana Food also provides irregular meat shapes called “authentic chunks”, with a natural hand cut effect, with pieces that are still instantly rehydrated.*

A Concept: **Carrot, curry & beef noodles**

This carrot curry and beef noodles will ravish your senses. Its bright orange colour and its little beef chunks promises you a delicate taste and a smooth texture that will meet, without doubt, your tastebuds expectations.

*Diana Food solutions used inside: orange carrot juice powder to boost both taste & colour, beef authentic chunks pieces*
Food preservation
By combining integrated sourcing and technical expertise, Diana Food offers a high-performance range of solutions allowing you to preserve and extend the shelf life of your products, naturally. Clean Label food preservation remains a challenge in responding to growing market demands, which is why we help you find the best solution for your specific requirements and applications with our dedicated experts.

Focus on Lemon
Lemon is, throughout the continents, a common ingredient in cooking. It is used not only for its taste, but also because it has significant acidifying properties, thanks to an organic acid naturally present in the fruit. Diana Food learned over the years how to tame such a rich raw ingredient. We developed solutions using both forms of the natural acid: citric acid and acetate, at different titrations. Its main role is contributing to the preservation of your product.

NATURAL ORGANIC ACIDS

Nutrition
Diana Food helps you to promote the healthy image of your products by using natural and nutritious solutions. Learn about some examples of the benefits to using our specific ranges:

- Equivalence or RDA (Recommended Daily Amount) percentage corresponds to one serving (EU references)

1 Carrot ➔ 7g of concentrate
1 Celeriac ➔ 8g of powder

- Health claims can also pose a challenge. Diana selects the best of nature to meet your specific needs for your products.

0.69g of carrot concentrate ➔ Source of* natural VITAMIN A

0.142g of acerola powder ➔ High in* NATURAL VITAMIN C

*EU Regulation
Natural & Clean label

Clean label, “natural” claims provide reassurance at the most basic level. Consumers expect fresh, high quality foods, with growing demands for “no added nitrates or nitrites” and minimally processed products.

Origin & Provenance

Nobody survives in the food sector if their product is found wanting. After some recent safety and quality scandals, consumers need to be reassured and trust what they eat. Transparency, full traceability and sustainability have therefore never been so important in order to restore this trust.

Flavour innovations

There is specific interest in ethnic-inspired and spicy flavours. Significant portions of Spanish (39%), Polish (45%) and French (43%) consumers, for example, consider interesting flavours/unusual ingredients an important factor when purchasing meat, poultry and fish*.

Health benefits

Besides being natural and having a great taste, consumers are also demanding healthy foods. Products need to appeal to all of their senses, including common sense... They want to stay well and food is getting their attention in a world of widening waistbands and growing obesity. In this context, high protein content, low/no/reduced fat and sodium claims are well-received.

Source: Mintel 2015
Food Protection

**Vegetable solutions for meat curing**
Replace synthetic nitrates with vegetables naturally rich in nitrates *(to be fermented with a starter culture)*

**Antioxidant**
Replace artificial ascorbic acid with our **acerola** range *(from 17 to 34% of natural vitamin C content guaranteed)*

**Natural Organic Acids**
Natural acidity regulation and mould inhibition using our dedicated **lemon** and **vinegar** solutions

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Taste
Adding different and unique culinary profiles to your processed meat applications with a wide range of tastes nuances. Intense and authentic tastes from real vegetables and fruit, meat and seafood, wine and vinegars for use in minced meats, brines, marinades, and sauces.

**Visual**
Be unique with our range of crunchies, to bring a nice visual appeal to your product by enhancing the natural identity of a vegetable for example, for more gourmet recipes.

**Nutrition**
A selected range of nutritional solutions to support your product formulations with health claims, from the best of meat and vegetable-based sources. Highlight the low salt, low fat or high protein content of your product with natural meat extracts or powders. Use our **ntaste** offer to compensate for the loss of taste in reduced salt recipes with "vegetable extract" labelling.

Focus on
**Natural Alternative to Carmine**
Food colouring solutions using “juice concentrate” labelling for cooked processed meat.
**SNACKS**

**KEY DRIVING TRENDS**

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**Better & Faster**

Snacking culture is fashionable compared to the traditional breakfast/lunch/dinner model. Always at the ready, those crispy, crunchy, chewy provisions are our comfort food when we are down, a meal replacement when we are in a hurry, a companion when we are relaxing, and a party staple when we are celebrating. Snack consumers choose a snack based on health, wellness and indulgence. Nowadays, convenient, nutrient-dense snack products with natural ingredients and flavours that involve minimal processing — and most importantly, Great Taste, are what consumers want.

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**Health & Wellness**

Consumers choose snacks that they feel are healthy. Eating is seen as a solution to managing their overall health and the key to a high quality of life. Their top choices include: Bars, with high protein and high fibre ingredients with limited sugar and processed ingredients. The perfect savoury snack contains wholegrains, veggies and fibre, and minimal sugar and salt. Spicy or ethnic flavours are accepted as long as they are natural and sugar is minimal.

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*Source: Nielsen 2014*
Taste

*Diana Food* offers a large choice of solutions to appeal to consumers' emotions and feeling good in the inside, based on natural ingredients made from allium ingredients (onions, garlic, and shallots), vinegars for acidic notes, and meaty, roasted flavours.

Visual impact

*Diana Food* provides real and authentic vegetable, meat and seafood visual solutions in various sizes and shapes like powders, flakes and crunchies. This is ideal for accentuating the natural vegetable and meat qualities of recipes with a strong visual impact and natural colouring of raw ingredients.

Focus on

**Wines & Vinegars**
Rich authentic taste profiles, an intense aromatic bouquet and acidic tastes, clean labels, guaranteed consistency, easy to handle and store, ideal for wet and dry applications.

**Chicken Fat**
Authentic, lightly roasted chicken flavour, very low water content, easy to transport, and choice of natural antioxidant.

**Sweet Corn**
A natural source of sugar with a long and stable shelf life, available in powder or flake form, adds a creamy, smooth texture to many applications.

A Concept

**Mediterranean style Crisps**
Tomato flakes to reinforce the natural visual identity of the tomato and fried onion powder for nice culinary taste. Enable you also to label real tomato & onion content on your packaging.
This marketing document concerns industry professionals. It only pertains to food ingredients not final food products. It is the responsibility of each manufacturer to verify the compliance of the final product’s labeling and communication indicated on the finished foods to be delivered as such to the consumer with respect to the current local legislation.