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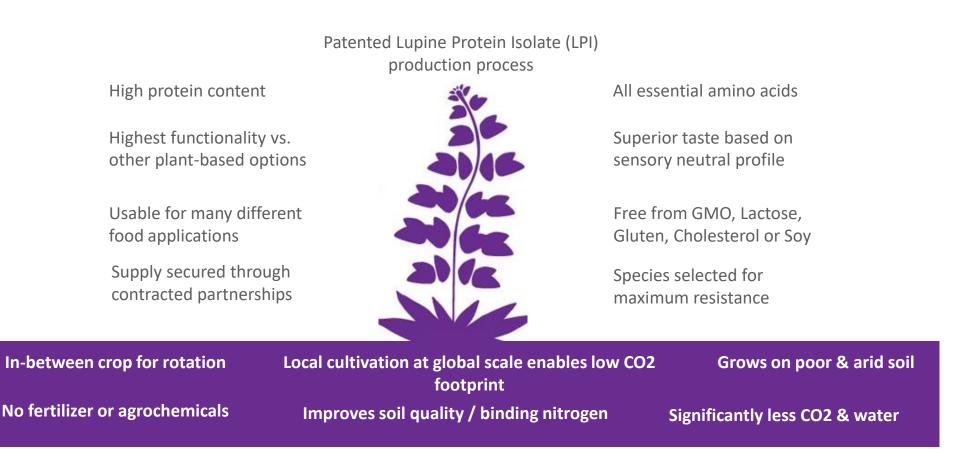
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## Building a sustainable future with the Blue Sweet Lupine

Enabling a more sustainable, environmental friendly & healthier solution for different food & beverage applications







## **LUVE Brand**

Portfolio of dairy alternatives based on LupiPrime lupine protein







### Sustainable food system

Plant-based eating is the solution for a more sustainable food system, and Lupine is an efficient and effective alternative

### Plant-based alternatives are more resource efficient than animal products



x times less resource consumption - Lupine Protein Isolate compared to cow milk



Plant-based eating is a key enabler of change in the food industry, confirmed by several trends: "Free-from", "Novel Proteins" etc.

### Most innovative brands – Food

1	Veganz	55
2	Beyond Meat	55
3	Like Meat	50
4	Made With Luve	45
5	Simply V	43

V	lost innovative brai	
1	Too good to go	<b>57</b> Pkt.
2	Tesla	56
3	Veganz	55
4	Beyond Meat	55
5	PayPal	53
6	Samsung (Unterhaltungselektronik)	52
7	Like Meat	50
8	Lego	48
9	Apple	48
10	Amazon	46
1	Samsung (Haushaltselektronik)	16
12	Made With Luve	45
13	Netnix	40
14	Dyson	44
15	Simply V	43
16	Amazon Prime Video	42
17	Oatly	41
18	Bedda	40
19	Amazon Logistics	40
20	Google	38
ANI	DELSBLATT	Quelle: Yougov





### **Opportunity – Vegan cheese alternatives with proteins**

Comparison of a dairy based cheese with a vegan alternative today



Dairy based processed cheese – high in protein

### Zutaten

Gouda\* (37%), Käse (37%), Magermilch, Magermilchpulver, Schmelzsalz (Natriumcitrate), Butter, Speisesalz, Säuerungsmittel (Citronensäure), Trennmittel (Sonnenblumenlecithine)

#### Nährwerte (pro 100g)

Brennwert	1142 kJ / 274 kcal
Fett	18 g
davon gesättigte Fettsäuren	12 g
Kohlenhydrate	2,5 g
davon Zucker	2,5 g
Eiweiß	25 g
Salz	3,2 g



Vegan alternative – almost no protein today

#### ZUTATEN

53% Walnusszubereitung (Trinkwasser, 2% geröstete **Walnüsse**), Kokosöl, modifizierte Stärke, Stärke, Salz, Aroma, Kartoffelprotein, färbendes Lebensmittel (Konzentrat aus Karotte und Apfel), Antioxidationsmittel: Natriumascorbat.

Kann Spuren von anderen Schalenfrüchten (Mandel, Cashewnuss) enthalten.

#### NÄHRWERTANGABEN JE 100 G

Brennwert	1113 kJ / 267 kcal
Fett	19 g
davon gesättigte Fettsäuren	17 g
Kohlenhydrate	24 g
davon Zucker	<0,5 g
Eiweiß	<0,5 g
Salz	1,9 g





# **Opportunity - Vegan cold cuts with more protein**

Comparison of meat based cold cut with vegan alternative



#### Ingredients:

Pork meat 75 %, Water, Table salt, Dextrose, Spices, Stabiliser: Diphosphates, Antioxidant: Sodium ascorbat, Preservative: Sodium nitrite



	Nutritionals per 100 g	
	Energy	230 kcal
	Fat	20 g
	- Saturated fatty acids	7,7 g
	- Monounsaturated fatty acids	9,7 g
	- Polyunsaturated fatty acids	2,6 g
	Carbohydrates	1,0 g
	- Sugar	1,0 g
	Protein	14 g
	Salt	2,2 g
/		



#### Ingredients:

Water, canola oil 12%, barbecue veggies, Thickening agent: Carrageenan, Locus bean gum, Conjak, 2% Pea protein isolate, Aroma, Potato protein, Dextrose, Glucose syrup, Vinegar, 0,3% Herbage, Spices, Colorants: Anthocyane, Carotins.

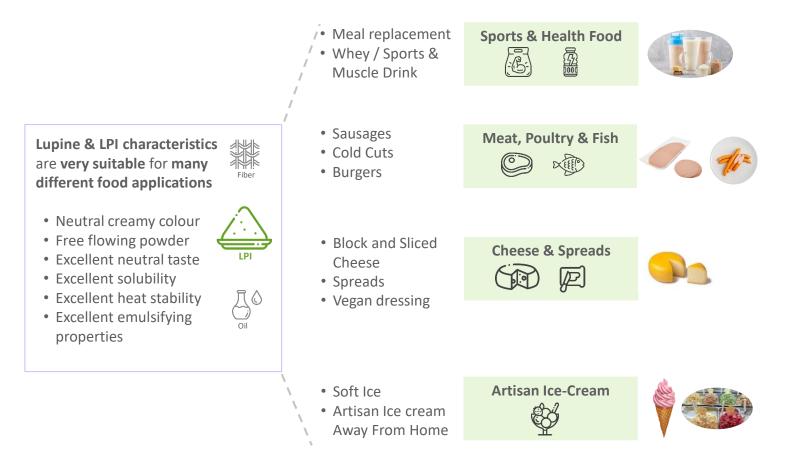
Nutritionals per 100 g	
Energy	140 kcal
Fat	12 g
- Saturated fatty acids	0,9 g
- Monounsaturated fatty acids	7,9 g
- Polyunsaturated fatty acids	3,2 g
Carbohydrates	2,3 g
- Sugar	1,7 g
Protein	3,9 g
Salt	2,1 g

Example: Veganer Schinken Spicker mit Grillgemüse | Rügenwalder Mühle (ruegenwalder.de)





## Proven product categories for LupiPrime Lupine protein isolate





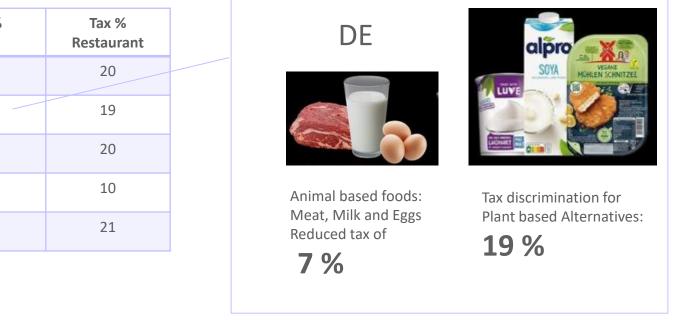


### Tax as political controlling tool

Tax in selected EU countries\*

Country	Tax % Normal	Tax % Food	Tax % Restaurant
Estonia	20	20	20
Germany	19	7	19
France	20	5,5	20
Italy	22	10	10
Poland	23	5	21

\* DEHOGA, Bundesverband Stand Juli 2017



### Tasty, healthy and sustainable choices with lupine protein are possible for a better living and a better planet