

# Danice Services

Ice Cream is our Business

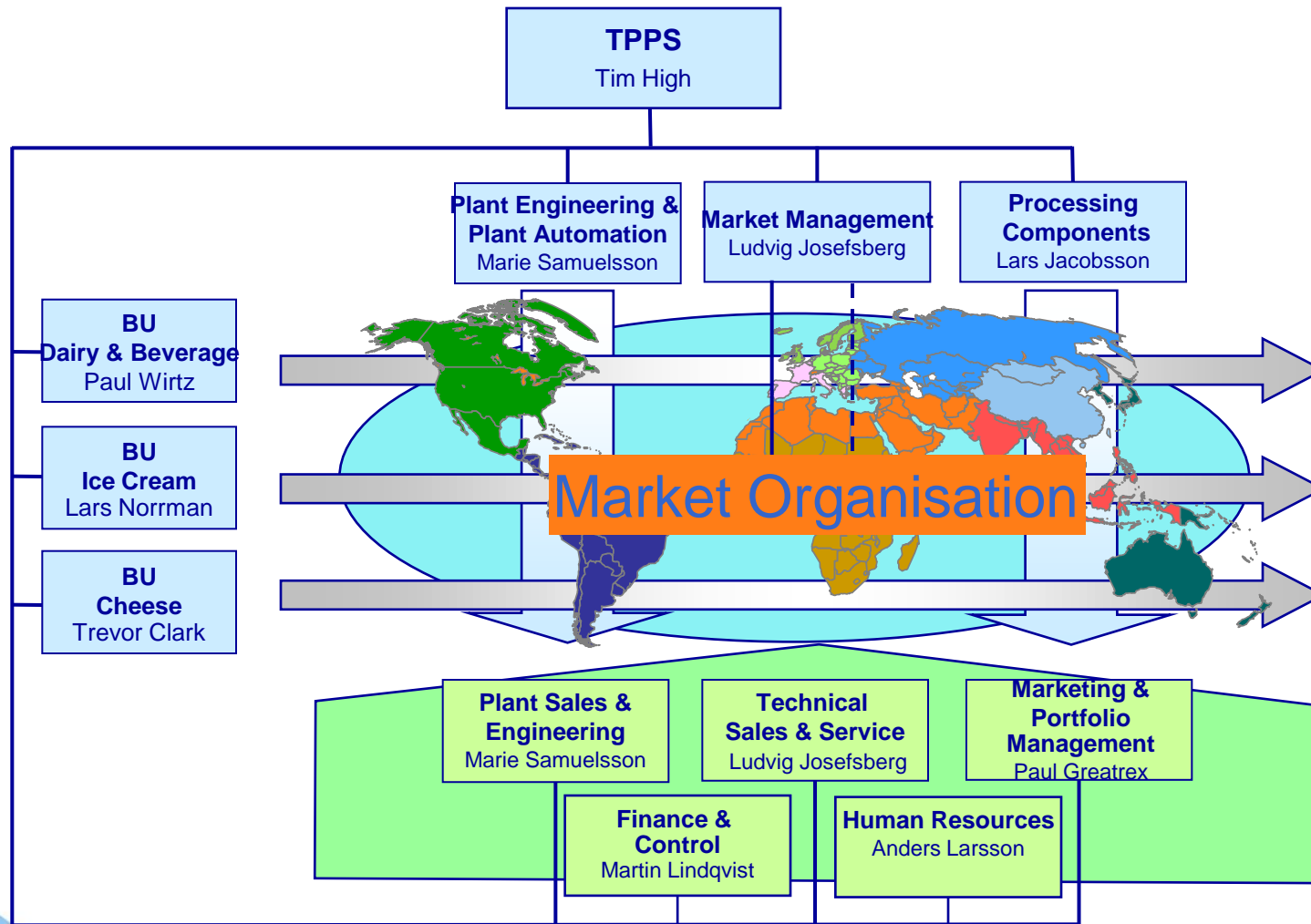


# Company Presentation

- ▶ What is Danice?
- ▶ What do we sell?
- ▶ Where do we sell?
- ▶ Why customers are doing business with us?



# Danice in Tetra Pak



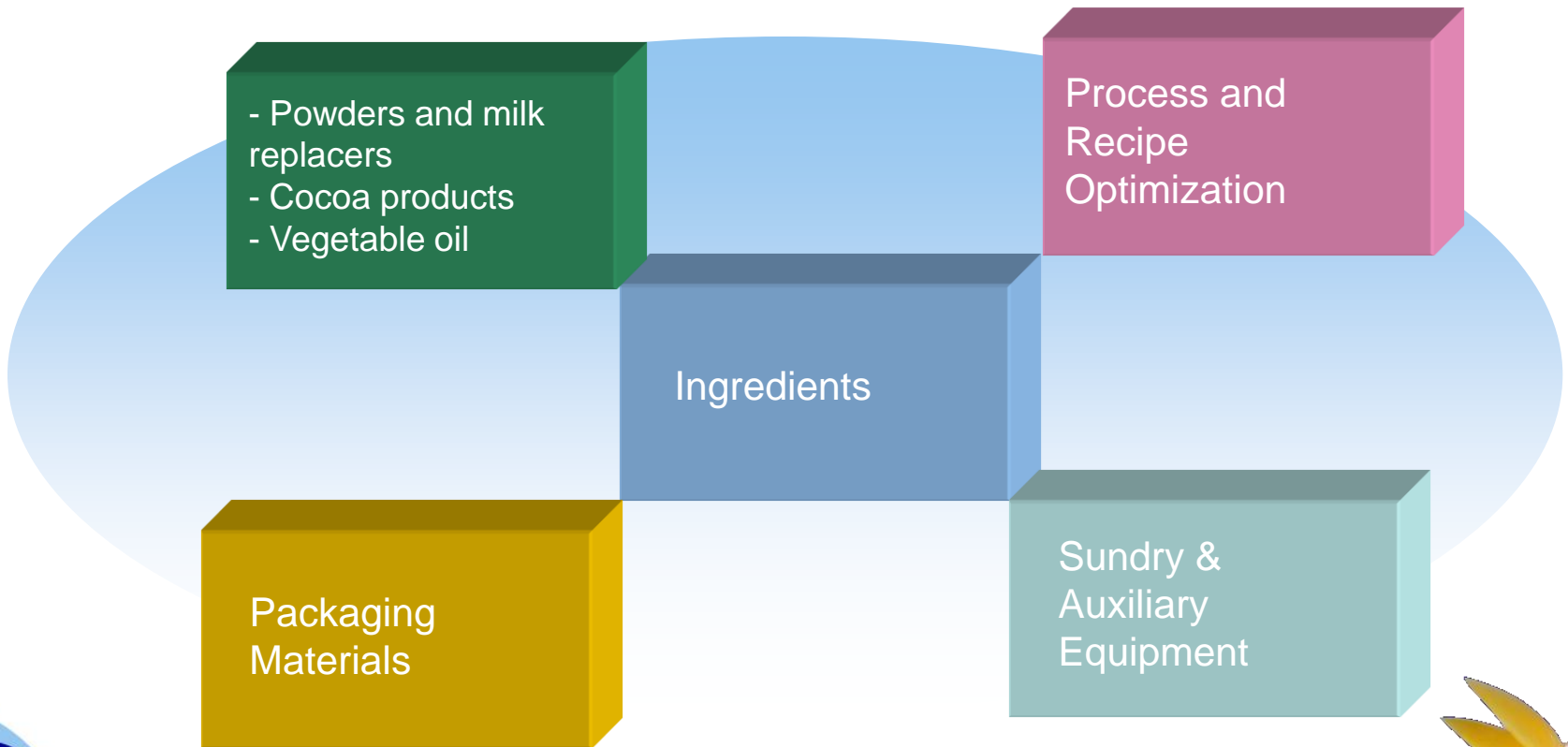
Danice is part of the Business Unit Ice Cream (BUIC) – responsible for consumables business



# Consumables

Danice Services

One Door Shopping Concept



**We secure value for money**



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# Scope of supply

## Raw Materials

- Milk Powders
- Functional Milk Proteins
- Whey Powders



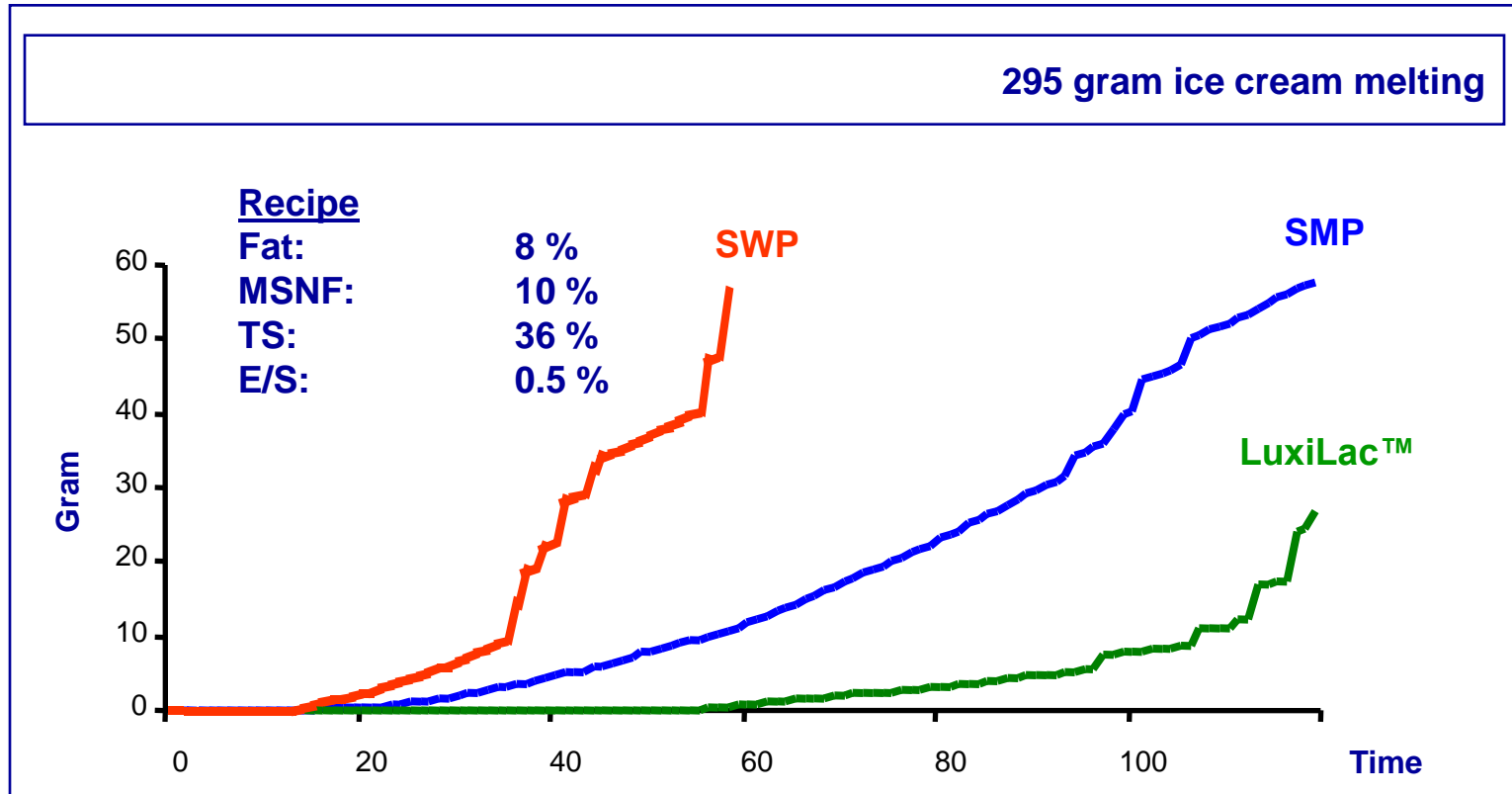
# MSNF

	SMP	Whey proteins	Milk substitutes	
			Whey powder	LuxiLac™
Casein	27.3	0%	0%	0 to 12%
Whey Proteins	7.7%	10 to 12%	10 to 11%	15 to 25%
Lactose	51.9%	70 to 75%	77 to 80%	60 to 69%
Others	14.8%	8 to 12%	8%	8%
<b>Total proteins</b>	<b>35%</b>	<b>10 to 12%</b>	<b>10 to 12%*</b>	<b>15 to 25%</b>
<b>Substitution of SMP</b>			<b>0 - 30%</b>	<b>30 - 100%</b>

\* Not wholly functional



# Melting Resistance



FMP



SMP



# Raw Materials

- Whey Powders
- Functional Milk Proteins
- Milk Powders



- Cocoa Powder
- Cocoa Butter/Liquor



- Vegetable Fat
- Milk Fat



# Danice Vegetable Fat Range

Origin	Coconut		Palm Kernel			Palm		
Product names	Iceoil 24	Iceoil 31	Iceoil 28	Icecote 29	Icecote 32	Iceoil 30S	Iceoil 36	Iceoil NL32
Free fatty acids	0.1% max							
Moisture & impurities	0.1% max							
Iodine value	11 max	3 max	27 - 30	28 - 31	32 -34	30 - 33	39 max	30 - 33
Colour	1.5 red max					3 red max		
Slip melting point (°C)	24	31	28	30	32	31	36	31
Solid fat content (NMR)	<b>Typical Analysis</b>							
0°C	88	98	86	90	91	60	61	80
10°C	81	91	75	82	85	50.1	56	70.6
20°C	34	55	45	41	54	18.8	28	40.2
25°C	1	17	21	17	25	11	13	13.4
30°C	0	7	0.7	4.1	8	7.3	10	5.2
35°C	0	1.5	0	0	2.5	3.7	5	0
40°C	0	0	0	0	0	0	3	0
Price rating	<b>Highest</b>		<b>Middle</b>			<b>Lowest</b>		
Hardening process	None	Hydrogenation	None	Hydrogenation	Hydrogenation	None	None	None
Coating	✓	✓	✓	✓	✓			✓
Mass	✓	✓	✓	✓	✓	✓	✓	✓

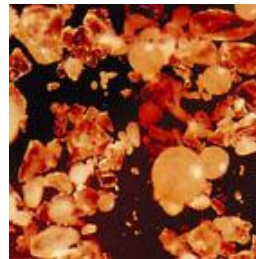


# Ingredients

## Stabilizers and emulsifiers

for:

- All types of ice cream
- Sorbet and sherbet
- Water ice
- Dairy products
- Desserts
- Juices



# Ingredients

## Flavours, concentrates and colours:

- Ice cream
- Sorbet and sherbet
- Water ice
- Dairy products
- Juices
- Nectars



# Ingredients



## Nut products:

- Hazelnuts
- Peanuts
- Almonds
- Pecan nuts
- Pistachio nuts
- Walnuts

Roasted or sugar coated,

Vacuum-packed



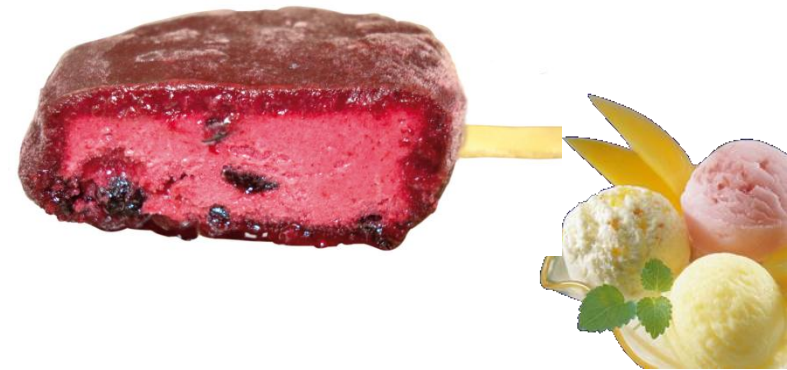


# Ingredients



## Special products:

- Mini's
- Rum raisin
- Pistachio salad
- Choc coated toffee
- Mint chocolate pieces
- Dried fruit
- Marshmallows
- Etc.....



# Ingredients

## Ripples:

- Chocolate ripples
- Caramel ripples
- Fruit based ripples
- Fillings



## Coatings:

- Chocolate coatings
- Hazelnut coatings
- Nougat coatings
- Fruit coatings
- Inclusions in coating: nut pieces, biscuit flakes and popping candy



# Packaging Materials

## Cups:

- Plastic or paper
- Different sizes / shapes
- Printed / unprinted



## Lids:

- Cardboard – insert
- Plastic – over closure
- Plastic/alu – heat seal



IML (In Mould Labelling) Containers



# Packaging Materials

## Stick products:

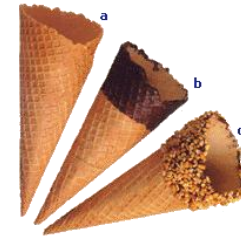
- Wooden sticks
- Neutral or branded
- Décor plastic sticks



# Packaging Materials

## Cones:

- Alu-Sleeves
- Cardboard lids
- Cones – sugar or wafer



## Sandwich Biscuits:



## Wafer Biscuits:



# Distribution Items



# Know How



- ▶ Evaluation of production process
- ▶ Optimization of Ice Cream recipes
- ▶ Selection of raw materials
- ▶ Product development/Innovation
- ▶ Production specialists – short/long term

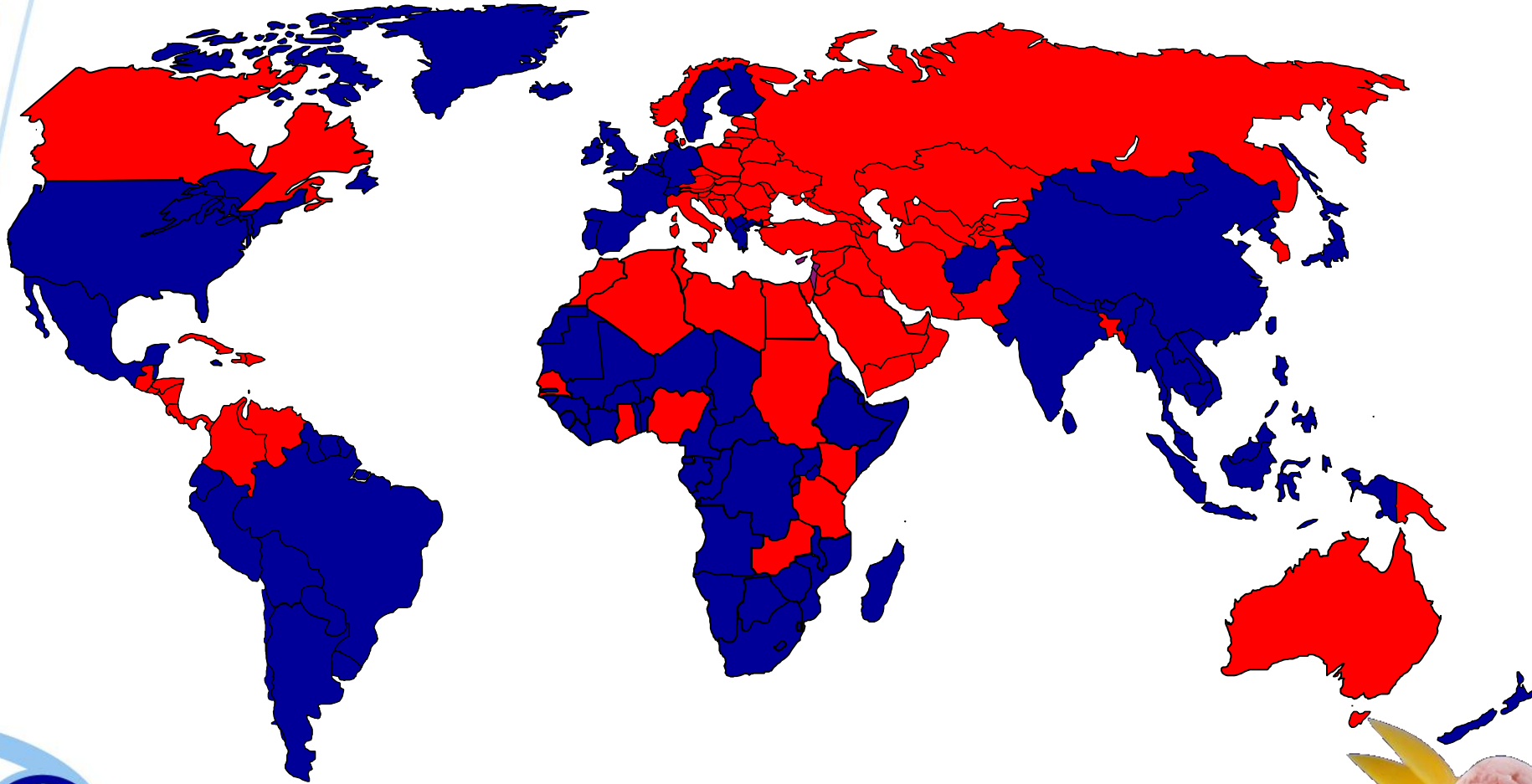


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# Danice's Active Areas



# Company Presentation

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# Why Customers are doing Business with us?

- ▶ Wide product portfolio
- ▶ IC know-how
- ▶ Lower cost in logistics
- ▶ Innovation
- ▶ Documentations skills
- ▶ Proximity
- ▶ TP name

**We secure value for money**



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Where you will find our Newsletter

**Dan Ice World**

