

FUNCTIONAL RTM MACRO TRENDS

Sleep formulas



Enzymes



Hydrolyzed proteins

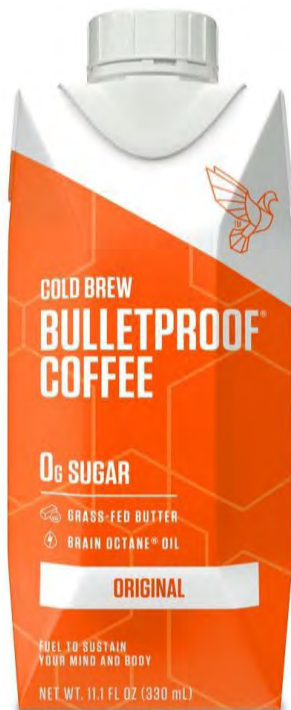


Prebiotics and probiotics



MACRO TRENDS THAT STAY STRONG - KETO

RTD



RTE



RTM



RTM FLAVORS MACRO TRENDS

Coffee & Tea



Exotic Fruits

1. Blood Orange – with almond, cardamom, chocolate, ginger
2. Guava – with Citrus, coconut, pineapple, strawberry, tropical
3. Kiwi with berries, cherry, citrus
4. Lychee – with Citrus, ginger, tropical, Vanilla
5. Mango - with apple, coconut, melon

Premium chocolate – Complex

Sea-salt chocolate
Peanut butter with Himalayan Pink Salt
Dark Chocolate with Habanero and Jalapeno Chile
Dark Chocolate with French Grey Sea Salt



Alcohol flavors

Coconut Mojito
Tigers blood
Mai Tai Flavors
Muscomule





www.milkspecialties.com

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Sara Doherty Britt Jungerberg

Founders, Darling Pickle Dips

Accelerating Ag Innovation and Investment

New Uses Forum 2019



AURI New Uses Forum



Who We Are



- Best friends for over 20 years
- The Host of Hosts! We share a LOVE for entertaining and can find any reason to get together.
- Love products that make meals, snacking, and entertaining easier!
- Launched Darling Pickle Dips at Farmers Markets in 2017

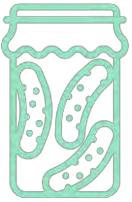


Major Trends in Snacks & Dips



Snacking

- Consumers are now snacking 5+ times/day
- Snacking category grew by \$3.4 billion dollars globally in 2017 Chips &
- dips category expected to reach \$19.2 billion in sales by 2020



Fermented & Pickled Flavors

- Fermented and pickled foods seeing growth in popularity due to probiotic benefits and bold flavor.



Global pickle industry
expected to reach
\$12 billion in sales
by 2022



Dip sales are outpacing
salsa; growing 26% from
2010 to 2015 compared to
salsa's growth of 6%

Sources:
2017 IRI Snacking Survey. <https://www.iriworldwide.com/IRI/media/video/2017%20State%20of%20the%20Snack%20Food%20Industry.pdf>
Nielsen <https://www.nielsen.com/us/en/insights/news/2018/booming-snack-sales-highlight-a-growth-opportunity-in-emerging-markets.html>
Pickles Market: Global Industry Trends, Share, Size, Growth, Opportunity and Forecast 2017-2022
Sources:
Refrigerated Frozen Foods <https://www.refrigeratedfrozenfood.com/articles/93177-state-of-the-industry-2017-dips-reign-as-powerhouse-products>
Pickles Market: Global Industry Trends, Share, Size, Growth, Opportunity and Forecast 2017-2022
<https://www.foodingredientsfirst.com/news/multicultural-and-pickled-tastes-among-flavor-trends-tipped-by-comax-for-2019.html>



Product Lineup

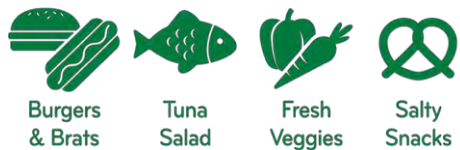
DARLING
PICKLE DIPS™



Original Dill Pickle

Pickles, garlic and herbs in a smooth cream cheese and white bean blend

TRY PICKLE DIP WITH:



White Cheddar & Mustard

Pickles, white cheddar and mustard in a smooth cream cheese and white bean blend

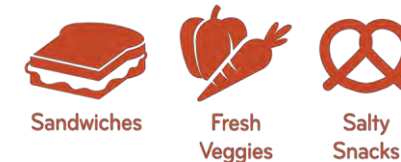
TRY PICKLE DIP WITH:



Spicy Pickle

Pickles and hot cherry peppers in a smooth cream cheese and white bean blend

TRY PICKLE DIP WITH:



Achievements & Press

Achievements



Certified Women-Owned
May 2018



2018 Participant

Press





Panel Discussion

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Audience Q & A

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GLOBAL SOCIAL ENTERPRISE INITIATIVE
GEORGETOWN UNIVERSITY McDonough
SCHOOL of BUSINESS

RURAL OPPORTUNITY INITIATIVE
Private Investment Driving Rural Prosperity



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