

Welcome to the first edition of Dairygold Food Ingredients' (DFI) monthly Innovation Update, designed to provide an overview of what's new in DFI. Our first edition focuses on cheese solutions and I would like to start by introducing our Cheese Solutions technical team, some of whom you may be familiar with, while others perform equally valuable work but with less interaction with our customers

Aidan Fitzsimons, Director of Innovation



What is Cheese Solutions?

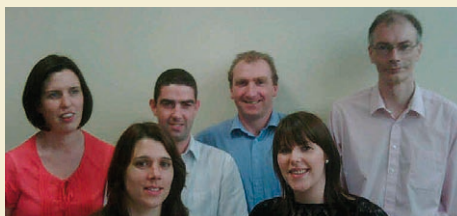
Cheese solutions involves delivering the cheese flavour, functionality, labelling and nutritional profile required by our customers at a value for money price. This involves understanding our customer needs, developing solutions via R&D, employing a broad range of production technologies alone or in combination to manufacture these solutions and working closely with our customers in the markets to give you the service you require. Our unrivalled range of manufacturing technologies, spanning semi hard, soft and formatted natural and processed cheeses in addition to cheese flavours and powders allow us to develop and efficiently produce the optimum solution for each customer requirement.

Balancing Taste with reducing Fat and Salt levels

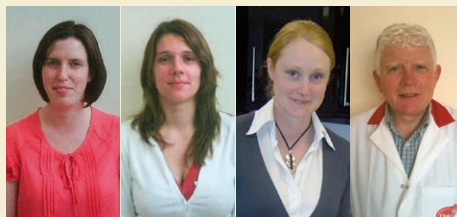
Dairygold is delighted to announce the development of a range of cheese solutions which balances the consumer's desire for taste and functionality with the need to reduce fat and salt levels in our diet. We are all well aware of the health risks of excessive fat and salt consumption including heart disease and high blood pressure, with organisations such as the Food Standards Agency in the UK emphasising this in a vigorous public awareness campaign. For the consumer cheese means a desirable flavour and texture, be it in a table cheese or a ready meal containing cheese. At Dairygold Food Ingredients we believe the consumer should not have to choose between health and taste and have developed a range of cheese solutions which strike a balance between the two; providing healthy options without compromising on taste.

Our range of cheese solutions balancing health and functionality include:

- 1.8% salt cheddar cheese in line with FSA guidelines, with the taste and functionality of standard cheddar.
- 22% fat cheese made to a cheddar recipe, delivering a 30% reduction in fat while retaining all the taste and functionality of standard cheddar.



Our R&D team is led by Paul Bouchier, based in Dairygold's Innovation Centre in Mitchelstown, Cork, Ireland.



Sinead Fitzsimons, Maria Mateo, Claire Burt and Willie Hogan develop our extensive range of hard and semi hard natural cheeses.



Eric Dunlea and Darryl Roadnight, our cream cheese development team.



Our flavour development team: Vincent Skowera and Caroline Wallace.



Delphine Chevalier, John Ellis and Blanca Camarasa: Applications specialists based in France, UK and Spain.

- Ballycashel: A highly sliceable cheddar cheese with the very mild flavour kids love. A salt content of 1.8% in line with FSA guidelines and a slightly reduced fat content of 30% means it's also more healthy than standard cheddar.
- A sliceable Italian style cheese with 33% less salt and 60% less fat than the standard, this can be used in a wide range of salads and pastas.
- A highly sliceable Manchego style cheese with 1.8% salt and a 30% reduction in fat compared to the standard, this is ideal in tapas style snacks and sandwiches.
- Pumpable natural soft cheese with only 3% fat and 0.9% salt, which can replace a proportion of cheddar cheese in a wide range of ready meals including quiche, cheesy croquettes and cheese sauces, offering a healthy alternative with significant cost savings.
- Emulsifier free processed cheese offering the functional flexibility of processed cheese without the undesirable sodium contribution from emulsifying salts.
- Soft cheese with only 0.1% salt for use in a variety of confectionary applications including cheesecake.
- Natural cheese flavours with less than 3% fat and 0.4% salt for use in sauce type applications where one wants to dramatically reduce salt and fat without compromising on flavour.
- Emulsifier free cheese powder which unlike standard cheese powder contains no added sodium or phosphates and can be used in cheese sauce, spreads, snacks and processed cheese applications.

Combining the broad range of cheese production technologies within DFI, spanning cheddar, speciality cheese, soft cheese, processed cheese, cheese flavour and powders, has enabled us to free ourselves from the technical restrictions associated with the traditional cheddar process to deliver the balance of health and taste required by today's consumer.

We look forward to taking this range of balanced cheese solutions to our customer over the coming months in a fantastic tasting range of dishes including pizza, sandwiches, exotic salads, sauces and quiche incorporating the low fat, low salt cheese solutions. For further information contact tcunningham@dairygold.co.uk.

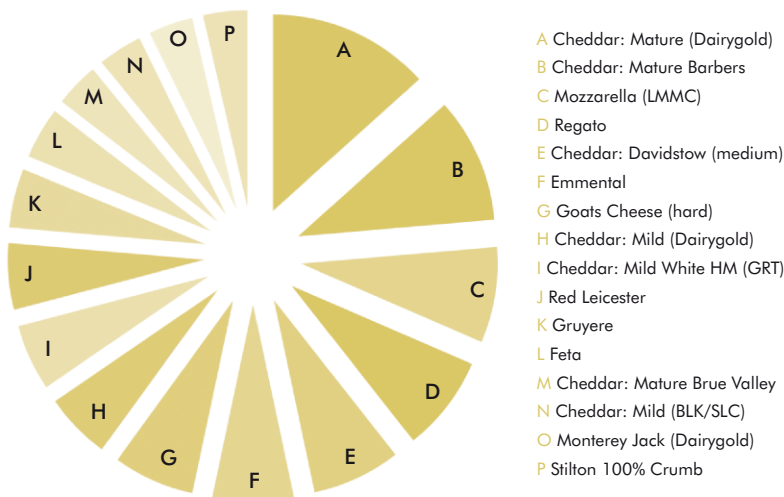
New Dairygold Cheese launched in German Supermarkets

July sees the launch by Dairygold of Irlaender®, a completely new cheese in 600 REWE stores in and around Berlin. Irlaender® is a mild, slicing cheese suitable for all eating occasions. Its mild lactic flavour cheese was developed by our R&D team based on the specific taste preferences of the German consumer. Texture is equally important as the cheese is destined for slicing on modern high-speed lines. Use of special cultures and brine-salting imparts these characteristics to the cheese.

Irlaender® joins Cheddar and Kloster cheese within Dairygold's Irish Land® German retail branded offering which is the leader in the fresh-cut delicatessen segment in Germany and is part of the increasing range of specialty and ingredient cheeses manufactured at The Imokilly Cheese Co facility at Mogeely.

UK Ingredient Cheese Trends

The number of requests from our UK customers for samples of different cheese types (shown below) provides a useful overview of current trends in the UK ingredient cheese markets:



- Not surprisingly cheddar is the most requested cheese, with Dairygold's mature cheddar leading the way, after its gold medal award at the World Cheese Championships in Wisconsin.
- Named West Country Cheddars (such as Barbers and Brue Valley West Country Farmhouse Cheddar PDO) features in the top 15 reflecting the continued importance of provenance for our customers
- Goats cheese (hard Cheddar-type) and Feta, are highly popular.
- The UK market for goats' milk and cheese continues to grow for a number of reasons. Consumers are increasingly aware of allergies and intolerances to cows' milk. Goats cheese also feature widely on many restaurant menus and on 'celebrity chef' television cookery programmes, heightening consumer awareness. Jamie Oliver's programme recently featured Jamie making goat cheese with a Greek orthodox monk inspiring him to use its big bold authentic flavour to cook a range of dishes including Greek salad and fisherman's stew.
- Feta is undoubtedly the most popular of all Greek cheeses, it was given PDO status by EU legislation and can now only be produced in the regions of Macedonia, Thrace, Epirus, Thessaly, Sterea Ellada, Peloponnesus and Mytilini. DFI UK supplies Feta in a range of crumb sizes, ranging from a coarse crumb suitable for toppings on pizzas and salads to a fine crumb ideal for mixing as an ingredient in savoury bake products and quiches.

Cheese Flavour and Powders: Multiple New Product Launches

From an Innovation perspective, Cheese flavours and powders currently represent the most dynamic area within DFI, with new products being launched on an almost weekly basis in response to customer requests. Recent developments include a new cheddar enzyme modified cheese (EMC) for processed cheese applications. Our flavour creation team worked closely with our application to develop an EMC which imparts the perfect balance of flavours in the final product. The new DFI Cheddar EMC has an intense but well balanced cheddar profile. The standard dosage rate is 2-3% but our application specialists work with each customer to fine tune performance in their system.

The DFI Flavour creation team has also developed a large number of new cheese powders with recent additions to the range including:

- Cream Cheese powder
- Mozzarella powder
- French Raclette Powder
- Natural French Camembert Powder (melting salt free)
- Gorgonzola DOP powder
- Coloured cheese mix range (for snacks)



Dairygold Cheese Powders Big in Japan

Dairygold's Flavour Creation team showcased DFI's expanding range of cheese powders and flavours at the International Flavour Ingredients Association (IFIA) show in Japan in May. Authentic French cheese flavours and emulsifier free cheese powders were of particular interest to our Japanese customers and Vincent and his team continue to develop new flavours and powders tailored to the specific needs of this important market.



If you have some news for this newsletter, please contact sbinns@dairygold.co.uk
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