



FAZER MILLS

World-class milling expertise since 1971

Fazer Group overview



■ Fazer Bakery

Net Sales: 565 M€

Personnel: 5,960

Brands: Fazer, Oululainen, Skogaholm, Hlebny Dom, Druva, Gardesis

Countries: Plant bakeries in Finland, Sweden, Russia, Latvia and Lithuania

■ Fazer Retail

Net Sales: 47 M€

Personnel: 790

Brands: Gateau bakery shops and Fazer cafés

Countries: Finland, Sweden

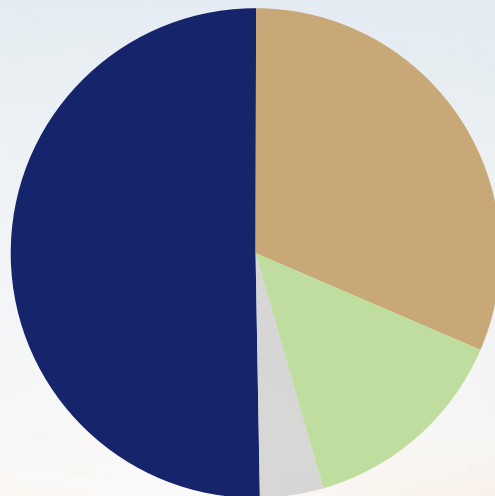
Established in 2018

Fazer Group total

Net Sales: 1.1 billion euros

Personnel: 8,800

Countries: Finland, Sweden, Russia, Norway, Denmark, Estonia, Latvia, Lithuania, USA



■ Fazer Confectionery

Net Sales: 353 M€

Personnel: 1,270

Brands: Karl Fazer, Fazer Pure Dark, Dumle, Geisha, Jyväsnyvä-biscuits

Countries: Production in Finland

■ Fazer Lifestyle Foods

Net Sales: 158* M€

Personnel: 470*

Brands: Yosa, Aito, Froosh, Alku, Frebaco

Countries: Finland, Sweden, Denmark, Norway

Non-dairy grain products, plant-based meals, on-the-go, porridge, muesli and B&B products, e.g. flour

Formed in 2017

*Kaslink, acquired 8/2019, included in figures

Net Sales in the continuing operations: 2019.
Personnel in the continuing operations: 31.12.2019.

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Fazer Mills' story



1971	1990	2000	2013	2015	2017	2018	2022
<p>Fazer founded its own mill in 1971 to provide high quality flour for its bakeries and biscuit factory</p>  	<p>Fazer Mill started serving external customers and own bakeries in Estonia in the 1990s</p>  	<p>Mixing factory was built in the 2000s</p> <p>Export of mill products started to Europe</p> <p>AIB certification was granted in 2003</p>  	<p>Mill entered oat milling in 2013 by investing in state-of-the-art production capabilities</p>  	<p>Production of value-added oat ingredients: oat beta-glucan, protein and oil</p>  	<p>Fazer Mills doubles its oat milling capacity</p> <p>Oats continue to boom worldwide</p>  	<p>Sales & marketing of Fazer Alku is transferred to Fazer Mills</p> <p>New Fazer Alku product launches</p>  	<p>Fazer Mills will continue expansion in oats and value-added solutions while maintaining flour business as the basis</p>  

Our operations today



FAZER MILLS

THE HIGHEST-QUALITY MILLING INGREDIENTS
& SOLUTIONS MADE OF

WHEAT, RYE AND OATS



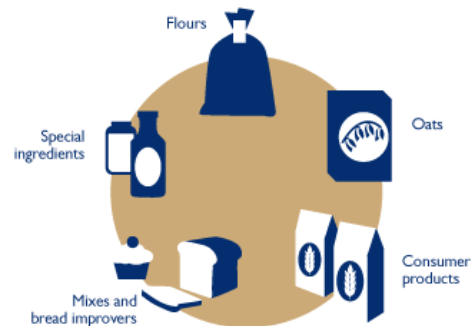
SERTIFICATES

Quality in everything we do



EXTENSIVE PORTFOLIO

Including R&D support services



INTERNATIONAL SUPPLIER

Export to Europe, Russia and Asia



OUR CUSTOMERS

Products from food and feed industries
to cosmetics

Sports nutrition	Non-dairy products	Bakery products	Cosmetics	Feed and energy
Food supplements	Breakfast products	Confectionary	Wholesalers Distributors	Retail



Our product portfolio



FLOURS AND GROATS

- ✓ Wheat and rye products
 - ✓ Flours, brans, flakes and groats
- ✓ Heat-treated products
- ✓ Organic and special products

B2B



MIXES

- ✓ Bread mixes
- ✓ Coffee bread mixes
- ✓ Bread improvers
- ✓ Blends
- ✓ Customized solutions

B2B



OATS

- ✓ Oat flakes, groats, flours and brans (also wheat, rye and barley)
- ✓ Both conventional and organic available

B2B



SPECIAL INGREDIENTS

- ✓ Oat beta glucan
- ✓ Oat protein
- ✓ Oat oil
- ✓ Oat starch
- ✓ Rye fibre

B2B



CONSUMER PRODUCTS

- ✓ Fazer Alku porridges
- ✓ Fazer Alku mueslis
- ✓ Fazer Alku cereals
- ✓ Alku Voima enrichments
- ✓ New product launches coming 2020

B2C

Fazer Mills – The Oats House



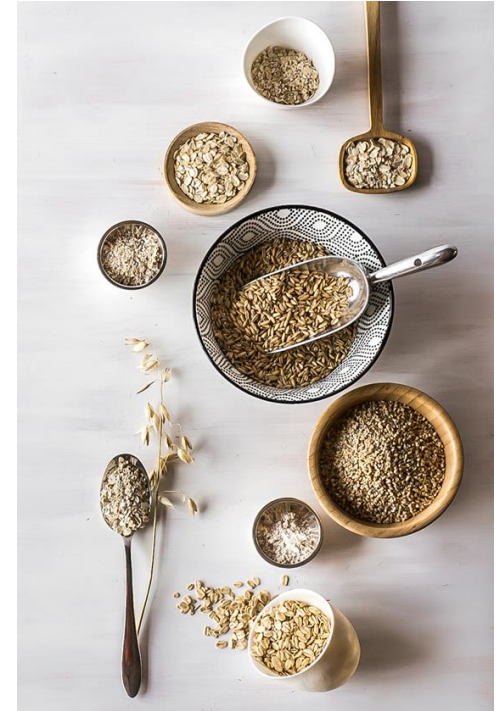
IT'S ALL ABOUT THE
OATS.



Fazer Mills – The Oats House



- ✓ Healthy and tasty oats are natural superfood and its beta glucan has cholesterol and heart health claims authorised in EU
- ✓ Fazer's own oat mill started in 2013 and capacity was doubled in 2017
 - ✓ State-of-the-art production facility
 - ✓ Groats, flakes, flours and brans with various qualities like size and thickness
 - ✓ Packaging sizes from paper bags (20-25 kg) to big bags (500-1000 kg)
- ✓ As raw material we use high quality Nordic oats which are full of valuable nutrients
- ✓ Superior know-how in product development and solutions



Beta Glucan health claims authorised in EU



- ✓ **1st claim:** The beta-glucan in oats helps maintain normal blood cholesterol levels. Article 13(1).
- ✓ **2nd claim:** Consuming the beta-glucan in oats as part of a meal helps to limit the increase in blood glucose levels after the meal and evens out major fluctuations in blood sugar levels. Article 13(1).
- ✓ **3rd claim:** The beta-glucan in oats reduces blood cholesterol, which in turn reduces the risk of cardiovascular diseases. Article 14(1)(a).
- ✓ **4th claim:** The fibre in oat grains promotes digestion. Oats increase the amount of mass passing through the digestive system, thereby facilitating intestinal movement. Good digestion maintains health and helps prevent digestive diseases. Article 13(1).
- ✓ More at: http://www.efsa.europa.eu/sites/default/files/scientific_output/files/main_documents/1885.pdf



Special ingredients from oats, rye and wheat



**ADDING VALUE
WITH OUR SPECIAL
INGREDIENTS.**



Fazer Aurora – Purely natural oat innovation

ADD VALUE TO YOUR PRODUCTS WITH OUR OAT INGREDIENTS



- ✓ All natural
- ✓ Plant-based
- ✓ Non-GMO
- ✓ Soya free
- ✓ Dairy free
- ✓ No residues

1. FAZER AURORA OAT BETA-GLUCAN

- ✓ Ideal for baking
- ✓ For heart health, long-lasting energy and stomach wellbeing*
- ✓ 30%, 20% and 10% concentrates

2. FAZER AURORA OAT PROTEIN

- ✓ 20% concentrate
- ✓ Low-fat protein
- ✓ Excellent nutritional content

3. FAZER AURORA OAT OIL PURE

- ✓ The most pure oat oil with no solvent traces
- ✓ Rich in omega-6 fatty acids
- ✓ Vitamin E

* Four approved health claims authorised in EU

PERFECT INGREDIENTS FOR..



Breakfast products

Porridge, bread, muesli, granola



Biscuits and snack bars



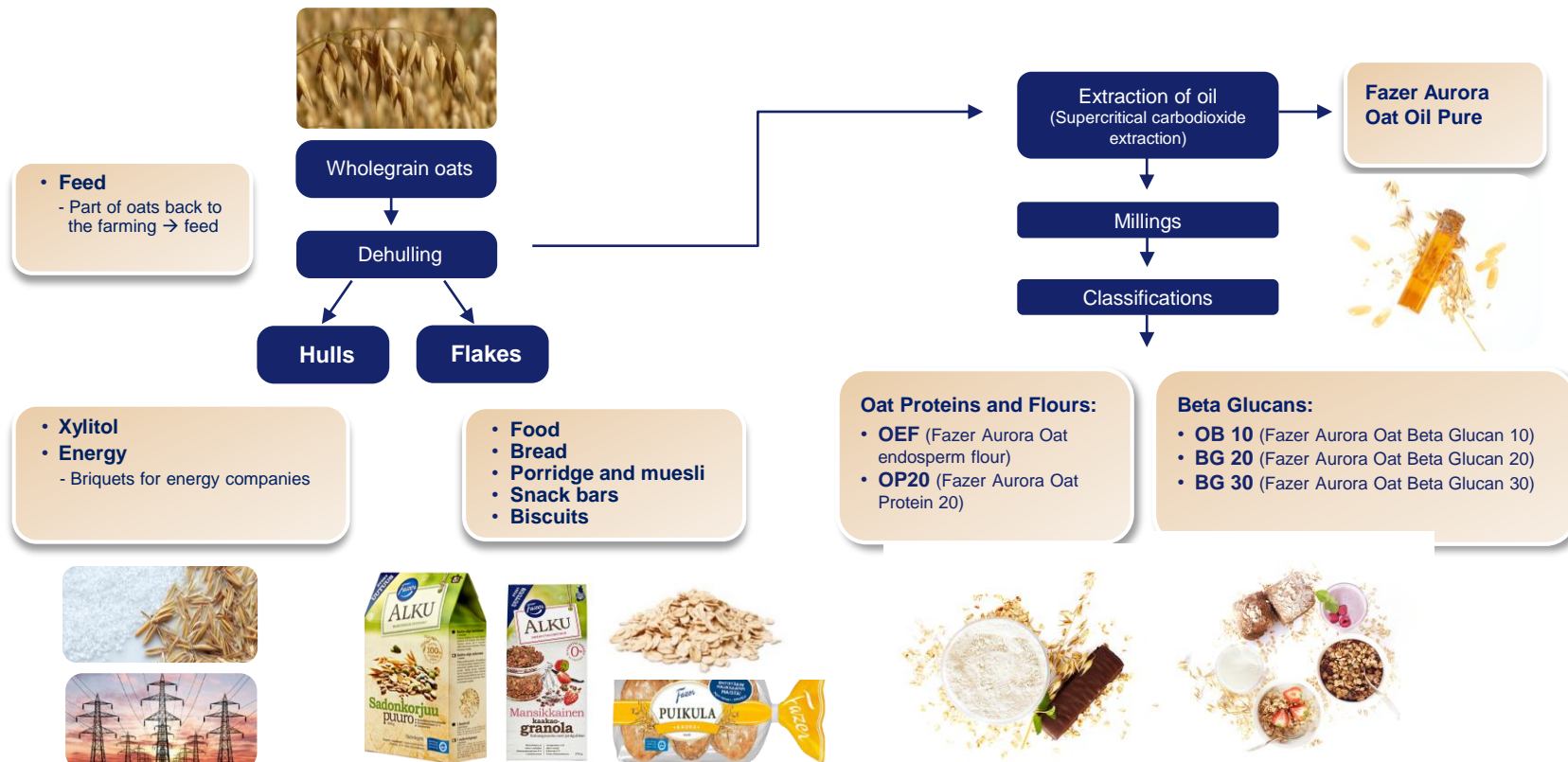
Smoothies, drinks and food supplements



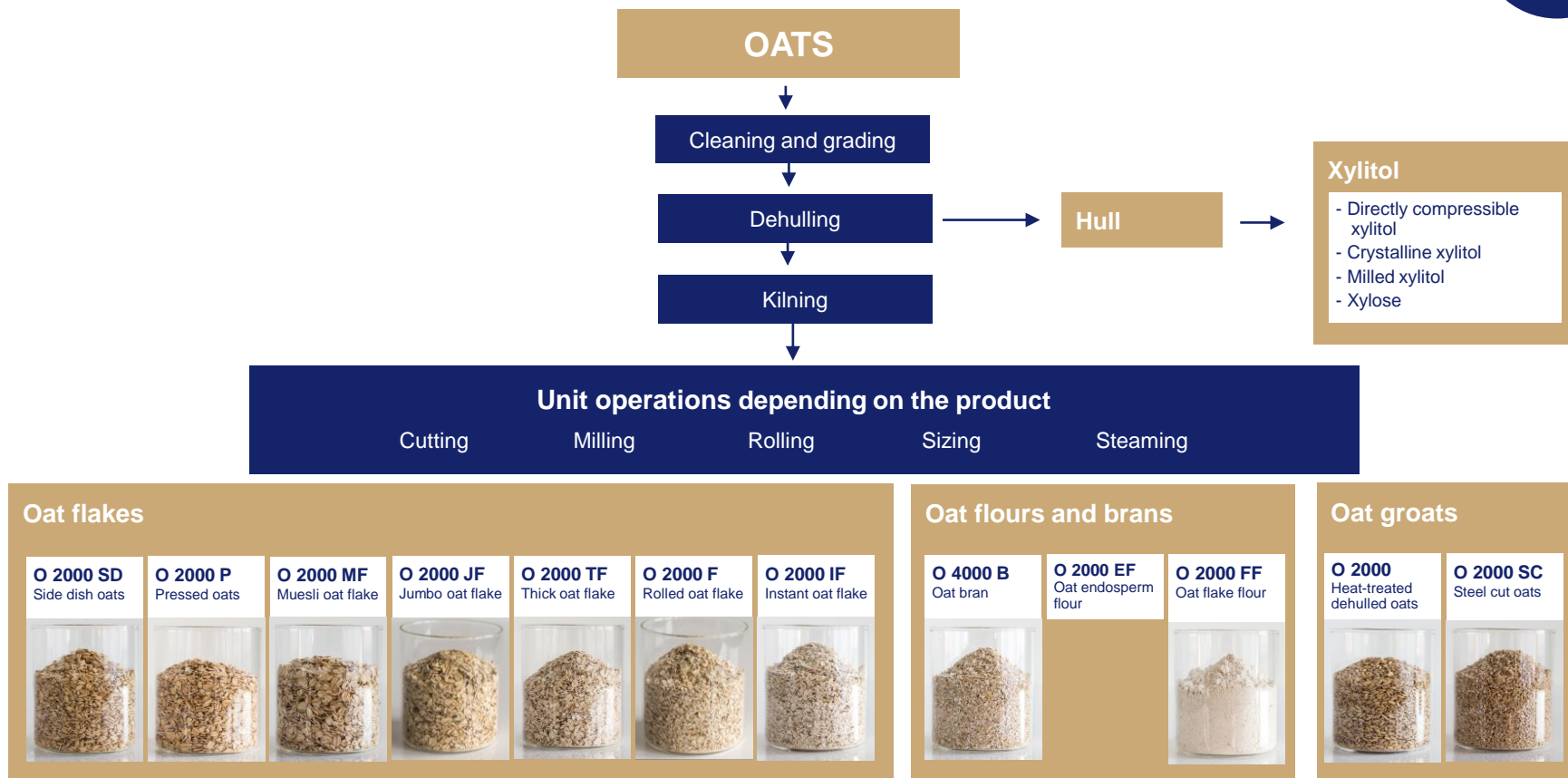
Cosmetics and personal care products

Oat fractionation process

WE USE EVERY PART OF OATS



SIMPLIFIED OAT MILLING PROCESS





FAZER AURORA

Whole Grain Fine Oat Powder

Novelty for liquid solutions: Fine Whole Grain Oat Powder.

Benefits of O 2000 FP



- Improves the healthiness and boosts the nutritional contents of your products
- Easy to apply in a manufacturing process
- Suitable especially for drink applications
 - dry drink mixes (such as sports nutrition)
 - non-dairy oat drinks
- Very fine particle size allows the use in liquid type solutions by minimizing the sedimentation
- Whole grain makes it nutritionally more valuable
- Beta glucan is recognized to have heart health, cholesterol level lowering and digestive health benefits, and it can reduce blood postprandial glycemic response



In addition to prime raw materials, our offering also contains enzyme solutions for the production process of non-dairy oat drink.

Ask more about our these enzyme mixes from your contact!

Properties of O 2000 FP



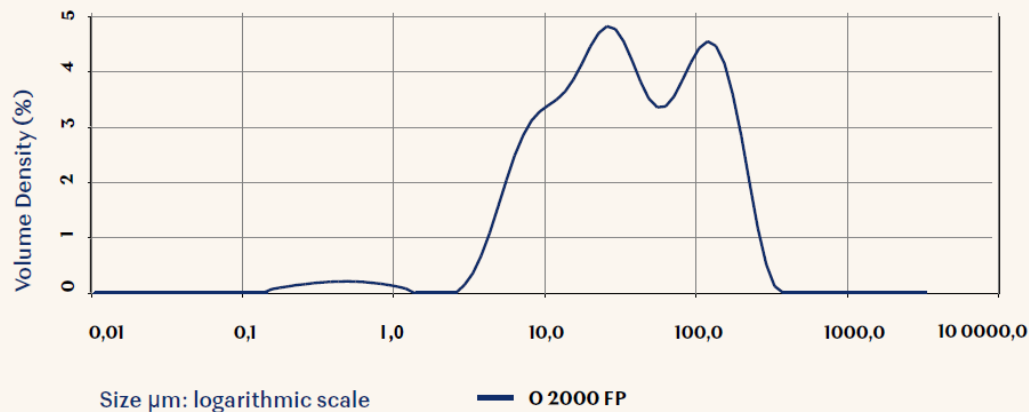
- Totally plant based and non-GMO ingredient made with traceable and carefully selected Finnish oats
- Natural product including versatile carbohydrates, proteins, fibre and unsaturated fats
 - 10 % dietary fibre
 - 13,5 % plant protein
- Whole grain oats are good source of minerals like iron, magnesium, phosphorus, zinc and vitamins like B1- and E-vitamins
 - Oat protein contains essential amino acids, of which 17 % are BCAA (Branched Chain Amino Acids)
- Suitable for dairy-free and vegan diets
- Very fine powder with creamy white colour, neutral oats taste and odour



Particle size of O 2000 FP



TYPICAL PARTICLE SIZE DISTRIBUTION OF FAZER AURORA WHOLE GRAIN FINE OAT POWDER

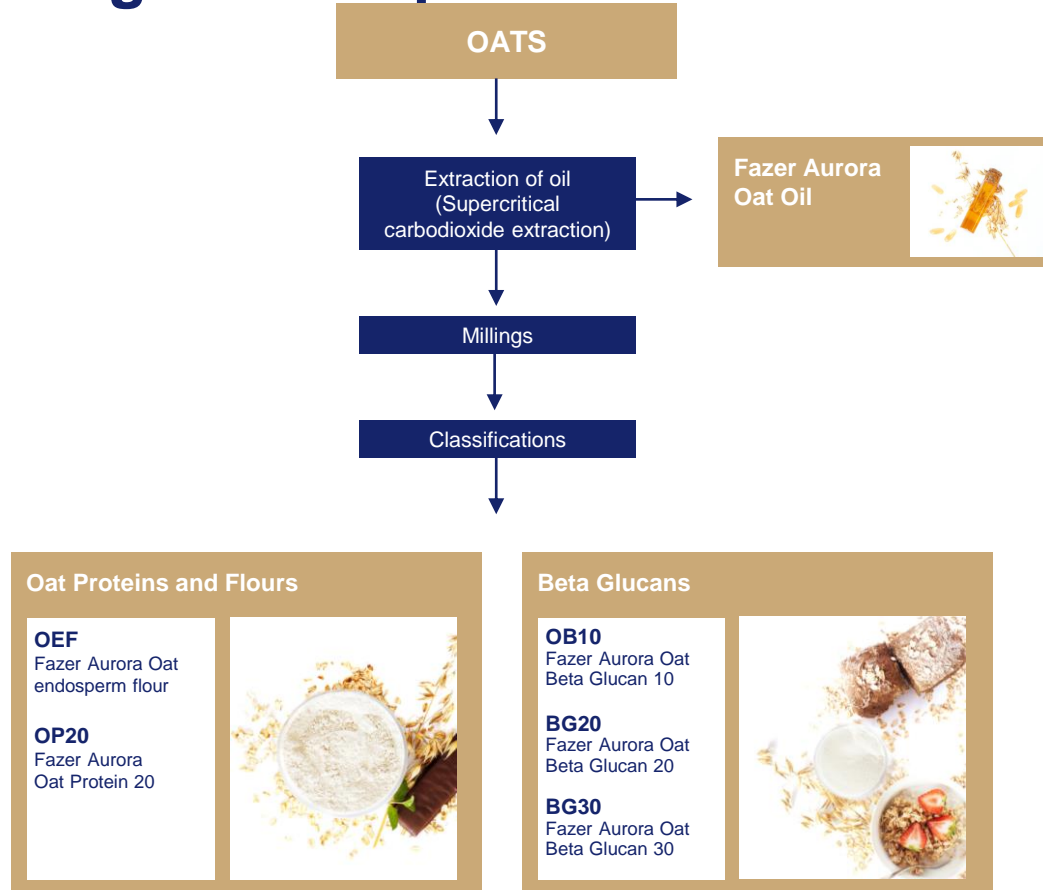


TYPICAL VALUES

	OP20
High peak1	30 μm
High peak 2	120 μm
10 % below	10 μm
50 % below	35 μm
95 % below	195 μm



Special Ingredients process



Benefits of OB10 and OB10 Fine



- Improves the healthiness and boosts the nutritional contents of your products
- Easy to apply in a manufacturing process
- Suitable for a wide range of product applications
 - bakery products
 - snacking products
 - mueslis and breakfast cereals
- Available also an option with smaller particle size, which is useful in pasta, smoothies and drink mixes
- Smaller particle size and higher nutritional content separates OB10 from conventional oat flakes and bran
- Beta glucan is recognized to have heart health, cholesterol level lowering and digestive health benefits, and it can reduce blood postprandial glycemic response



APPLICATION EXAMPLE:

How to make a health claim in an oat snack bar (30 g)?

You need to add 1 g of beta glucan per serving to reach the heart and cholesterol health claims.

A) 20 g wholegrain oat flakes + 10 g other ingredients

OR

B) 10 g Beta Glucan 10 (Fine) + 20 g other ingredients

Properties OB10 and OB10 Fine



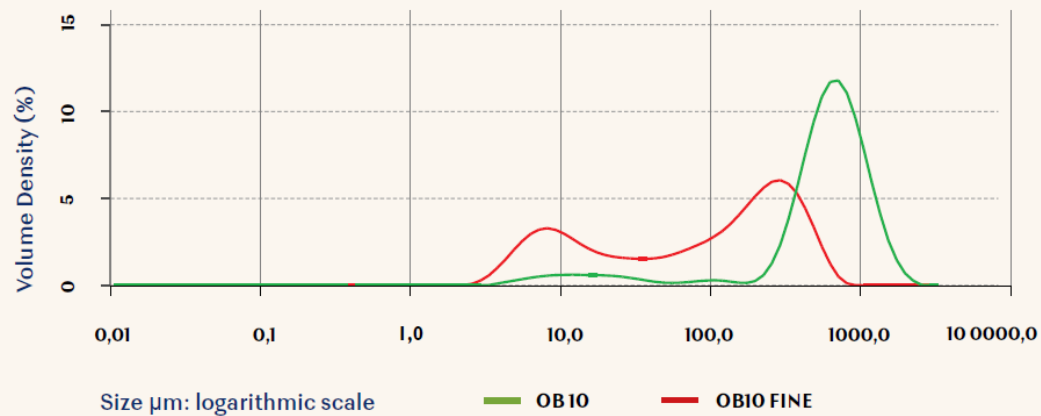
- Totally plant based and non-GMO ingredient, made with traceable and carefully selected Finnish oats
- Natural product that has great nutritional content
 - 10 % beta glucan
 - 15 % non-soluble dietary fibre
 - 20 % plant protein
 - good source of minerals (zinc, magnesium)
- Fine flour with neutral taste and creamy white colour
- Fazer Aurora Oat Beta Glucan is also available in 20 % concentration
 - Both beta glucan products have options with coarse and fine particle sizes



Particle sizes: OB10 vs. OB10 Fine



TYPICAL PARTICLE SIZE DISTRIBUTION OF FAZER AURORA OAT BETA GLUCAN 10 AND 10 FINE



TYPICAL VALUES

	OB10	OB10 Fine
High peak	625 μm	290 μm
10 % below	170 μm	10 μm
50 % below	625 μm	105 μm
95 % below	1350 μm	445 μm



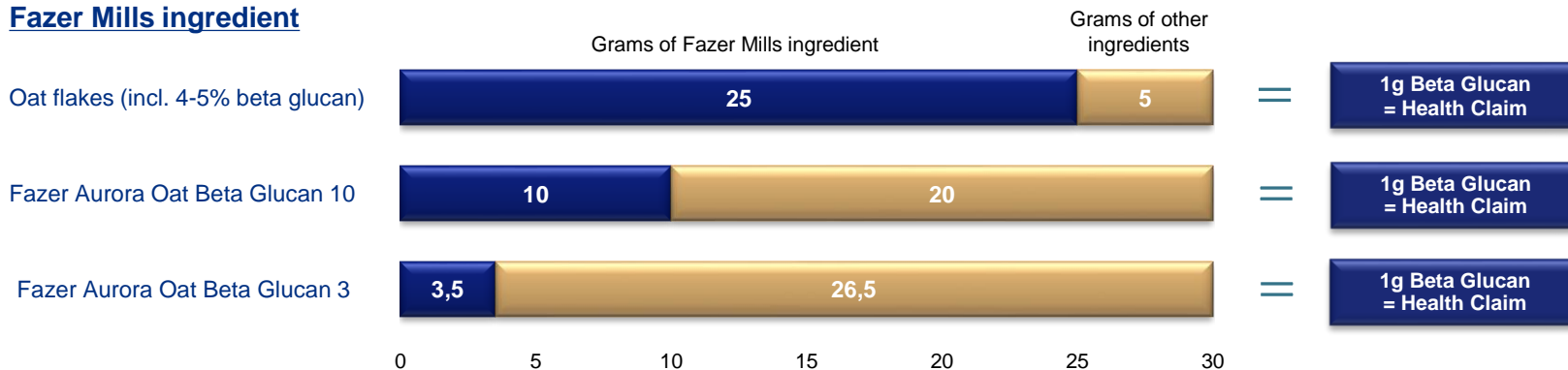
Fazer Aurora Oat Beta Glucan

HOW TO MAKE A HEALTH CLAIM ON GRANOLA BAR (30G)



Example: Granola bar (30g) including 1g of Beta Glucan

Fazer Mills ingredient





Northern Magic. Made Real.