



# HEALY NEWS



Once again it is a pleasure to write to everyone at the beginning of another exciting new year. At this time of reflection it is important to remember our valued partnerships, and all at Healy Group would like to thank our clients and stakeholders for their custom and support in 2016. We are pleased to say that our annual Customer Satisfaction Survey gave us great insight into how to better meet your needs, and we will be using your feedback to continue to improve our service and products.

From the survey we learnt that an increasing number of our customers are interested in the rapidly-growing “ancient grain” food trend. Listening to your feedback, 2017 will see Healy Group secure our own supply of Chia Seeds. Supporting over 3,000 farmers in Uganda, we will be working closely with our supply chain to ensure only the best quality seeds for our customers.

In this Healy News we will be featuring BENE0, one of our key suppliers for the Irish market. Their chicory root fibre has outstanding digestive health properties, something which is at the forefront of many people’s minds after over-indulging during the festive period.



Also in this issue Paul Sheldrake will be exploring the theme of “Time and Energy” in his technical article, and Anthony will be bringing us the latest updates from the Healy Foundation and the wider group.

Maurice Healy, CEO

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# Time & Energy in 2017

*Technical Update with Paul Sheldrake*

During the last quarter of 2016 our technical and application focus has generated its own themes of “Time and Energy” in the broad range of solutions that we have been working on with our customers. This was in particular focus during our Ajinomoto workshop for meat and dairy applications held in November, where time for the protein-protein binding to take place is critical.

For Ajinomoto’s Activa® range, the binding of meat and fish typically requires 12-24 hours. This time is essential for optimum protein-to-protein binding, allowing manufacturers to generate premium products from lower value pieces and off-cuts. Holding the meat or fish at chilled temperatures during this process ensures product integrity is maintained, and the reformed pieces have the advantage of better slicing yields and quality.

*Time means money... but the right amount of time can help our customers to add value, reduce waste and improve product quality.*

## Activa® in Dairy

In contrast, when Activa® products are used in dairy applications such as yoghurts or cheeses, the incubation for protein binding is only a matter of hours. These extra hours provide increased yields, creamier mouthfeel and the potential to reduce the additional costs of ‘added protein’ in order to achieve these effects. There is no need to change any of the processing times and yet there is a potential to improve product quality and profits for the manufacturers.



Controlled hydration and water retention are two time and energy-dependent functionalities that have been highly prevalent in this last quarter. From the hydration and pasting characteristics of our recent Sugar-Free Frosting development, through to the high shear needed when using Fibergel® to bind and hold water in meat applications such as burgers and sausages. The time and energy relationship is critical in both to achieve the right texture.

Along with our other fibres such as Emsland's potato and pea fibres, the water binding & holding in reformed meats, burgers and sausages allow for greatly improved freeze-thaw stability. This results in succulent products where water and fat are retained within the product matrix, even after prolonged storage. These are particularly relevant for fat reduction solutions in these application areas.



## Protein in 2017

As we turn into 2017, our health is another area that we are focusing our energy on. Vegetable-based and non-allergenic proteins are more visible in a broad range of product applications such as snacks, staple foods and beverages, continuing the high-protein trend into the new year. Our range of isolates and hydrolysates can offer solutions across the full range of product application areas.



## Gluten Free Solutions

Continued and timely activity across the growing gluten-free segment has picked up pace after Healy Group's successful Free From Workshop in June, with our customers asking for new applications to be investigated. We are increasing our range of gluten free products and solutions, including batter mixes, dumplings, bread bases, cakes and muffins.

## Salt Reduction

Finally, the 'race against time' to achieve 2017 salt targets continues in all application areas. Healy Group's clean label, functional meat brines can be used to achieve these targets, and optimum yields have already been developed and are ready for commercialisation. For savoury products and sauces, the use of Kohjin Yeast Extracts and Kikkoman Soy Sauce is a further way to improve your product flavour profiles, whilst also helping to reduce salt levels.

Hence, during 2017, we will continue to invest time and energy on our customer's solutions and winning products. Let us know where and how we can put this time and energy into to helping you with your solutions and profit generation.

# "New Year, New Me"

## *Innovative Digestive Health from BENEEO*

This time last year, BENEEO were pleased to announce that their chicory root fibre had gained EFSA health claim approval with the following summary: "*chicory inulin contributes to normal bowel function by increasing stool frequency*". Market research undertaken by BENEEO in the past quarter tells us that digestive health is still a large concern for much of Europe, and a barrier to healthy consumption is that of "artificiality"

## Promoting Naturalness

BENEEO, a supplier to the Irish market and key ingredient contributor for many of our functional blends, have worked with Healy Group Ireland since 2007 to help improve human and animal nutrition. This recent research (comprising of a survey of more than 1000 customers in the UK and Spain) tells us that to improve digestive health, many consumers would rather opt for natural choices. This is where their chicory root fibre, Orafiti® Inulin, comes in.

Almost half of those asked (46%) agreed that "chicory root fibre" sounds more natural, rating it far higher than maltodextrin, dextrin and polydextrose at 16%.



Anke Sentko, VP Regulatory Affairs and Nutrition Communication has this to say: "Improving regularity in a natural way is a growing health target of consumers. With the recent proprietary health claims for BENEEO's chicory inulin improving bowel function, our customers are well set to make the most of the ever-growing consumer trend of digestive health."





## “The Most Important Meal of The Day”

In Europe, 62% of consumers told BENE0 that breakfast was their main concern when considering better digestive health. More than half of consumers said that their morning meal was the ideal opportunity to choose products which promote digestive wellbeing. Manufacturers of breakfast products such as cereals, breakfast bars and biscuits, yoghurts and bread could tap into this growing trend by reducing sugar in their products by using chicory root fibre (Orafti® Inulin).



BENE0 have a range of Inulins and Oligofructoses for different products, each with a various levels of solubility, sweetness and fibre. Chicory root fibre is an ideal ingredient to reduce sugar in a wide range of products, with the additional benefit of adding fibre whilst still maintaining excellent taste and texture.

With digestive health being a significant interest for consumers, not just in breakfast items but in lunch products and snacks, manufacturers can remain on trend using BENE0’s range. If you are looking to naturally reduce sugar in your product or would like a bespoke blend that will enable you to make a digestive health claim, please contact our sales or technical team today.

# Corporate Support is Crucial

## *Healy Foundation Update with Anthony Healy*

Another year over, a new one just begun. At this time we reflect back and look at the results for the previous year. In the corporate world we look at the figures, the ratios, the budget Vs. actual, the year-on-year results, the net profit. In the Healy Foundation we look at the PBIT figure and make sure that we are in line with our goals to give 20% of it to charity, and this is what we have achieved. Healy Group Ireland has given over the 20% goal in 2016 and we continue to maintain this.

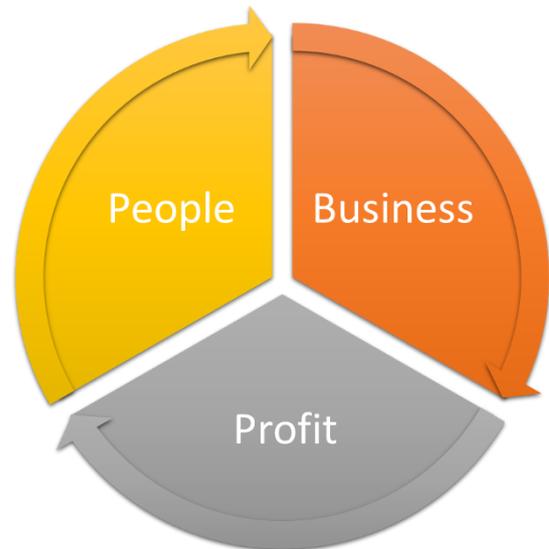
*Sales = Profit =  
Ability to Give*

## The 1% Pledge

The message we send out to all connected companies is to try and give where you can, even that 1% makes all the difference. In the charity world, what's important is how they will survive the next year and where they are going to get the funds from.

The corporate world have to continue to open their minds and share their profits with charities, making sure that their own survival is maintained to give more the following year and in the years to come. The corporate world survives on people. If we don't have people we

don't have business, so we always aim to support people in any way we can. The cycle continues.



Healy Group will continue to give, and over the Christmas period the whole team came together and made up 150 boxes to give to worthy charities. These included donations to the homeless and the children of the world that are less fortunate.



## Ongoing Work in Haiti

Maurice, CEO, is over in Haiti this month to help support the Haven Programmes that are ongoing there.

Sinead, Management Accountant and Anthony, CFO, will be joining Maurice later in the year to help these programmes to rebuild after the devastating impact of Hurricane Matthew last year.



Naomi, Sales Manager, volunteered her services over Christmas as well, serving food to the growing homeless population of Leicestershire

## Group News

### Welcome to Our Two Apprentices

We welcome two new additions to our team, Megan Smith, Office & Events Administrator and Kyle Bailey, Warehouse Operative (pictured below). Both have been taken on through the Apprentice Programme run through Loughborough College.



Megan will be looking after our samples, helping with our quality department and assisting with events including meetings, workshops and open days. Please see our forthcoming marketing regarding the upcoming event in March. Kyle will be helping the team in the warehouse.; as we the company grows, so does our busy warehouse team. He will be trained up fully over the apprentice programme year and hopefully both will become full members of the team in 2018.

### Previous Apprentices

Successful integration of apprentices are Samuel Bambrugh, who has become a major player in our Sales team during his time with us, now 4 years. He is currently focusing his efforts on growing our Health & Nutrition Market together with our Healy Group China team.

The 2<sup>nd</sup> success has been Jade Butcher, who completed her year apprentice programme in December and is now part of the accounts team as Financial Administrator. Jade will start ACCA in the coming year, and with her experience within Healy's and the correct support with the Healy team, will be able to achieve this in no time.

Karl Jarvis, Warehouse Operative, passed his Truck Driving tests and will be taking the Healy lorry on the road this year to assist with the growing demand for professional delivery services that we already provide through Gavin, our current full-time Truck Driver. Well done Karl on your achievement!



## BRC Audits

Thanks to the hard work put in by our warehouse and quality teams, both Healy Group Ireland and Healy Group UK continue to meet the high standards required within the food industry. We have recently been re-certified for two BRC certificates; Agents & Brokers and Storage & Distribution.



We have also started to work towards the ISO 14001 accreditation with the goal of making Healy Group completely carbon neutral in the coming years.



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