



Communiqué de presse – Paris, November 6, 2023

Danone enters new adult medical nutrition category in China

- **As part of the company's strategy to accelerate in adult medical nutrition, Danone launches its first products in the adult Foods for Special Medical Purposes (aFSMP) category in China**
- **Fortimel is designed to meet the nutritional needs of patients recovering after surgery or non-communicable diseases like cancer and stroke and complements Danone's existing offering of adult medical nutrition for tube-feeding**
- **The new range, which will be produced in China, brings together Danone's longstanding expertise in medical nutrition and insights into the preferences and needs of Chinese patients**

Danone today announces the launch of Fortimel, its first medical nutrition product in the adult Foods for Special Medical Purposes category in China. The launch is part of Danone's strategy in China to leverage its scientific expertise across the life spectrum and further drive acceleration in adult medical nutrition.

As the Chinese population is aging and the incidence of chronic disease is on the rise it is becoming increasingly important to ensure adequate nutritional care upon discharge from the hospital too.

After discharge from hospital, medical nutrition like Fortimel can help to address the risk of malnutrition when nutritional requirements cannot be met through normal food alone.

Danone already provides its Nutrison and Peptisorb tube-feeding products for patients who cannot eat or swallow normally due to a condition or disease to 90% of the top tier hospitals in China, through Nutricia, providing specialist health services at city, provincial and national level.

Bruno Chevot, Danone's President China, North Asia and Oceania said, *"The launch of Fortimel Balanced is another milestone on Danone's 'Innovated in China, Made in China' journey. The product leverages Danone's cutting-edge science and research capability to cater to the nutritional needs of Chinese patients. It marks a solid step into the aFSMP market in China, and helps Danone to further grow its portfolio covering the full life spectrum."*

Specialized nutrition (which includes medical nutrition) accounts for 30% of Danone's total revenues, with a growth of +10% like-for-like in 2022. The launch of Fortimel marks further progress against the Renew Danone strategy to drive growth within its specialized nutrition category.

“Pioneering patient-centric medical nutrition solutions is at the heart of our strategy for specialized nutrition. This innovation marks a key milestone in our strategic ambition to accelerate in adult medical nutrition. It combines our 125-year legacy and scientific expertise in medical nutrition with our understanding of the Chinese healthcare ecosystem to bring new solutions that support the health and recovery of Chinese patients.” **said Jean-Marc Magnaudet, President, Specialized Nutrition at Danone.**

To enter into this new category in China, Danone conducted in-depth research into the eating habits and taste preferences of Chinese patients. Over the course of November the flavours (*Red date & Goji Berry and Milk*) that are adapted to the Chinese taste preferences will become available.

Research has shown patients who positively evaluate the taste of medical nutrition are more likely to adhere to the nutritional support they have been prescribed overtime, which ultimately better supports their recovery after leaving the hospital.

The Fortimel range is produced in Danone's manufacturing site in Wuxi, China.

Fortimel is a Food for Special Medical Purposes for the dietary management of disease related malnutrition. It must be used under medical supervision.

What is medical nutrition?

Medical nutrition is an effective way to help address nutritional insufficiencies when patients are unable to meet their daily nutritional requirements with normal foods.

Used under medical supervision, medical nutrition is often a key part of treatment besides medication, surgery and/or diet and lifestyle. Medical nutrition can be either a short term or long-term solution, related to individual nutritional needs

About Danone (www.danone.com):

Danone is a leading global food and beverage company operating in three health-focused, fast-growing and on-trend categories: Essential Dairy & Plant-Based products, Waters and Specialized Nutrition. With a long-standing mission of bringing health through food to as many people as possible, Danone aims to inspire healthier and more sustainable eating and drinking practices while committing to achieve measurable nutritional, social, societal and environment impact. Danone has defined its Renew strategy to restore growth, competitiveness, and value creation for the long-term. With over 96,000 employees, and products sold in over 120 markets, Danone generated €27.7 billion in sales in 2022. Danone's portfolio includes leading international brands (Actimel, Activia, Alpro, Aptamil, Danette, Danio, Danonino, evian, Nutricia, Nutrilon, Volvic, among others) as well as strong local and regional brands (including Aqua, Blédina, Bonafont, Cow & Gate, Mizone, Oikos and Silk). Listed on Euronext Paris and present on the OTCQX market via an ADR (American Depositary Receipt) program, Danone is a component stock of leading sustainability indexes including the ones managed by Moody's and Sustainalytics, as well as the Ethibel Sustainability Index, the MSCI ESG Indexes, the FTSE4Good Index Series, Bloomberg Gender Equality Index, and the Access to Nutrition Index. Danone's ambition is to be B-Corp certified at global level in 2025.