





Kerry, Your Taste Partner

As a leader in Taste, Kerry is on a constant quest to discover and translate the best taste experiences from nature's high quality ingredients.

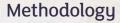
In this quest, we are committed to guiding our customers on their journey to develop the next generation of tastes that will delight, surprise and excite consumers.

Our Taste Charts represent Kerry's annual review of the food and beverage taste landscape utilizing sales performance, consumer trends, foodservice influences and endorsements from our internal culinary experts to predict tastes for the coming year.

Kerry, going beyond flavor to build an authentic future for Taste.



The aim of our Taste Charts is simple: to provide the industry and our customers with a proprietary view into the flavors and ingredients shaping the Taste market across sweet, beverage, savory and salty snacks.



Kerry's Taste Charts methodology has evolved
– analyzing point of sale data, product
launches and menu penetration as primary
sources of data to consider the world of flavors
in retail as well as foodservice, in addition to
internal insights and industry reports.



Point of Sale Data



Menu Penetration



Product Launches



Internal Insights & Industry Reports

The Lifecycle of Taste

Our predictions date back a decade, and consider flavors and ingredients that are here to stay (Mainstream and Key), as well as flavors and ingredients set to create ripples in the industry (Up & Coming and Emerging).



Mainstream
Top 10 for the
Last 5 Years



Next Top 15 for the Last 5 Years



Up & Coming 20 Fastest Growing in the Last 3 Years



Emerging 20 Fastest Growing in the Last Year





Why do we need the Taste Charts?

THE LIFECYCLE OF COCONUT

At Kerry, we track the growth of taste profiles from market inception to mainstream establishment. Coconut, whose rise in popularity resulted in proliferation of Coconut as a flavor, as well as an ingredient, has also experienced growth via Coconut Milk, Coconut Water and Coconut Oil since 2008. In 2013, it appeared on Kerry's charts as a 'Key' taste in sweet and within 'Up & Coming' in beverage and culinary. Coconut has steadily grown to become a mainstay taste influencer on our charts, with a renewed interest among consumers following the boom of the ketogenic diet.



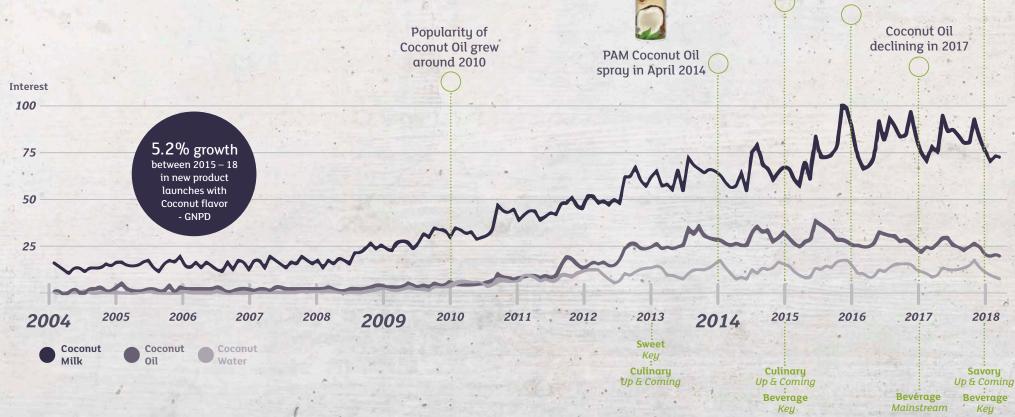
Starbucks launches Coconut Milk as a non-dairy alternative in Feb 2015



Coconut Milk ice cream makes a debut with So Delicious in 2015/16



Trader Joe's and Reddi Wip launch Coconut Milk whipped cream in 2017 and 2018



Ingredients



Saffron

Blue Algae

Pandan Leaf

Rose Petals

Black Garlic

Watermelon Radish

Ube

Annatto

Purple Corn

Purple Cauliflower

Spirulina

Butterfly Pea Flower

Cheese Foam

Turmeric

Ashwagandha

Ginseng

Ginger

CBD Oil

MCT

Drinking

Vinegar

Bee Pollen Gingko Biloba

Curry Leaves

Green Coffee

Extract

Chicory

Algae

Sacha Inchi

Gaba

Cordyceps

Collagen

Holy Basil



Oat Milk

Ghee

Avocado Oil

Chickpeas

Pea Protein

Insect

Proteins



Root Vegetables

Alternative **Sweeteners**

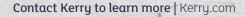
Flax

Seitan



Visual **Functional**

Kerry's Innovative Ingredients list for 2019 focuses on ingredients that are making an impact in functional, visual and ingredients used as a healthy alternative.





Sweet



Chocolate Vanilla Strawberry Cinnamon Blueberru

Honey Peanut **Butter** Raspberry Caramel **Fudge**

Banana **Apple** Cherry Berry **Almond** Coconut **Orange** Cookies & Cream

Brown Sugar Lemon Cookie Dough Hazelnut Dark Chocolate **Pumpkin** Salted Caramel

Meyer Lemon **Bourbon Chile Pepper** Brown **Butter** Champagne **Peppermint** Cardamom Lavender

Matcha Dulce de Leche **Pistachio** Watermelon Mango Mocha Fig Date Maple Cajeta Sesame Coffee

Nectarine Floral Chamomile Rose Saffron Basil Guava Savory Miso Rosemary Sea Salt Olive Oil Bacon Cheese Chamoy

Ube . Horchata **Buttermilk Passion Fruit** Cola **Smoke** Ginger Chai Wasabi Agrodolce Plum

Mainstream

Contact Kerry to learn more | Kerry.com

The superscript letters coincide with their placement on the Taste lifecycle - K is Key, U&C is Up & Coming, E is Emerging

Kerry Marketing Insights Taste Program 2019, Sweet includes Candy, Confectionery, Cookies, Desserts, Bars, Cereal, Sweet Baked Goods, Spoonable Yogurt, etc. Taste Charts US © Kerry 2019



UP & COMITO







Salty Snacks



Cheese Cheddar Nacho Cheese Gouda^K Aged Cheddar^k **Parmesan**^{U&C}

> Barbecue Sea Salt

> > Butter

Chipotle^K Hatch^E Ghost Pepper^E Sour Cream Onion Ranch Smoke Mesquite^K

Hickory^K

Applewood^{U&C}

Jalapeño

Chile Pepper White Vinegar Caramel Bacon Cinnamon Chocolate Mustard

Honey Wasabi Sriracha Black Pepper Garlic Peanut Butter Salsa Olive Oil Buffalo

Berry Balsamic Vinegar Salted Caramel **Brown Sugar Apple Cider** Vinegar Pizza

Himalayan

Pink Salt

Chicken : Coconut Teriyaki Mango Bourbon **Green Onion** Avocado Oil **Apple** Sausage **Sweet Onion** Cajun **Peppermint** Toffee

Lemon Thai Curry Rosemary Pink Peppercorn Sesame Pepperoni Chai Gochujang Truffle Seaweed

Strawberry Piri Piri Korean BBO Cranberru Basil Vanilla Maple Kimchi Cilantro Ghee

Mainstream

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Kerry Marketing Insights Taste Program 2019, Salty Snacks include Chips, Popcorn, Meat Snacks, Puffed Snacks, Tortilla, etc. Taste Charts US © Kerry 2019



Savory



Chicken Garlic Tomato

Honey

Ranch

Butter

Smoke Mesquite Hardwood Hickoru^K Oak^{U&C} Applewood^{U&C} Pecan WoodE-

Cheese Cheddar Parmesan

Bleu Cheese^k Chile Pepper Asiago^K Romanouac

Mozzarella Smoked Gouda^{U&C}

Hatch^E

Ghost^b

Basil

Maple

Buttermilk

Brown Sugar

Barbecue

Jalapeño

Chipotle Habanero **Poblano**

Ancho^{U&C} Cayenne^{U&C}

Serrano E

Beef : Lemon Buffalo

Ginger

Teriyaki

Sriracha

Dill

Pineapple

Rosemary

Gochujang

Chimichurri

Szechuan

Tzatziki

Himalayan Pink Salt

Lemongrass

Cilantro

Lemon Zest

Harissa

Green Onion

Finger Limes

Bourbon

Miso

Black

Garlic

Coconut

Tarragon

Mango

Chive

Piri Piri

Truffle

Bulgogi

Calamansi

Karashi **Baharat**

Chervil

Nduja

Sumac

Galangal

Sambal **Oelek**

Fish Sauce

Dukkah

Nori .

Adobo

Tahini

Berbere

Agrodolce

Za'atar

Togarashi

Beer

Bagoong

Contact Kerry to learn more | Kerry.com

Mainstream

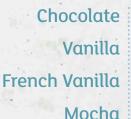
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Kerry Marketing Insights Taste Program 2019. Savory includes Meats, Meals, Appetizers, Sauces, Dips, Dressings, etc. Taste Charts US © Kerry 2019

UP & COMITAR



Beverages Dairy & Hot





Strawberry

Caramel

Dark Chocolate

Pumpkin Cinnamon

Peppermint

Raspberry

Banana

Coconut

Caramel

Salted

Ginger

Spice

Lemon

Berru

Peach

Blueberry

Orange

Almond

Coffee

Mango

Honey

Chai

Turmeric

Cranberry

Florals

Lavender Rose Hibiscus

Elderflower

Cookies & Cream

Butterscotch

Bergamot

Cucumber

Passion Fruit

Apple

Maple

Pecan

Sweet Bakes

Cinnamon Bun Snickerdoodle Red Velvet Cake Cheesecake Cookie Dough Carrot Cake Birthday Cake S'mores

Spices Star Anise

Chile Pepper Black Pepper

> Ancho Masala

> > Basil

Yuzu

Horchata

Chicoru

Dates

Dragon Fruit

Taro

Plum

Honeydew Melon

Avocado

Blackcurrant

Papaya

Cajeta

Guava

Contact Kerry to learn more | Kerry.com

The superscript letters coincide with their placement on the Taste lifecycle - K is Key, U&C is Up & Coming, E is Emerging

Kerry Marketing Insights Taste Program 2019. Dairy & Hot Beverages include Tea, Coffee, Nutritional Beverages, Shakes, Hot Cocoa, etc. Taste Charts US © Kerry 2019



Beverages Water & Cold

Orange Lemon Lime **Apple** Strawberry

Cherry **Fruit Punch** Berru Peach Mango

Raspberry Ginger Grape Pineapple Watermelon Blueberry Grapefruit Pomegranate

Cranberry **Black Cherry** Coconut Tangerine . Blackberry **Passion Fruit** Cucumber

Guava Dragon Fruit Blood Orange Pear Mint

Acai

Aloe

Florals Hibiscus Elderflower Lavender RoseE Orange Blossom^E Honeysuckle^E Chamomile^E Jasmine^E **Apricot** Coffee Lemongrass **Meyer Lemon** Prickly Pear Elderberry Basil Lychee

Spices Cinnamon Cayenne Coriander Cardamom **Black Pepper Ancho Chile** Juniper Star Anise Matcha **Bitters Smoke** Celeru Goji Berry **Tamarind**

Salted Caramel Beet Honeydew Kumquat Date Hops Yuzu Calamansi Bergamot

Chocolate

Contact Kerry to learn more | Kerry.com

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Kerry Marketing Insights Taste Program 2019. Water & Cold Beverages include Alcohol, Beverage Enhancers, Water, Soft Drinks, Juices, Smoothies, etc. Taste Charts US © Kerry 2019

The Kerry Difference

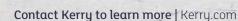
OUR PHILOSOPHY FOR UNDERSTANDING CONSUMER BEHAVIOR AND MARKET TRENDS

Why do customers partner with Kerry to achieve business success in this rapidly changing marketplace?

Because we understand the direction the market is moving and act quickly to help customers bring new and innovative consumer-preferred foods and beverages to life faster and with greater overall consumer value.

As a food company with a built-in flavor house, our approach to creating good taste is unique in the industry. Strengthened by our food heritage, end-to-end expertise, local footprint and vertical integration, our unique know-how enables us to create unique taste and nutrition solutions.

Start your Taste Quest today!







At Kerry, sustainability is at the heart of our business. As the world's leading Taste & Nutrition company, we are committed to the highest standards of business and ethical behavior, fulfilling our responsibilities to the creation of long-term value on a socially and environmentally sustainable basis.

In a holistic approach to new product development, we seek to balance our customer requirements with consumer insights and leverage our portfolio of technologies and solutions to look for the most sustainable solutions without sacrificing taste.

