



CAPITAL MARKETS DAY

19 MARCH 2019



DEVRO



WELCOME

Rutger Helbing

AGENDA

14:00	Arrival	
14:15	Welcome	Rutger Helbing
14:20	Introduction to Devro and markets	Rutger Helbing
14:40	Win with the winning customers	Peter Whitmore
15:00	Product innovation to drive growth	Michael Lauesgaard
15:20	Product demonstrations – break-out stations	Katrina Greenock John McAughtrie Peter Skytte
15:50	Coffee break	
16:05	Global supply footprint to drive core profitability	Kevin Shoemaker
16:25	Strengthening competencies	Michael Lauesgaard
16:35	Concluding comments and Q&A	Rutger Helbing
17:00	Drinks and canapes	
17:45	Finish	



INTRODUCTION TO DEVRO AND MARKETS

Rutger Helbing

TODAY'S PRESENTATION

DEVRO PLATFORM

01

Casings is a growing market driven by global mega trends

Devro has an established leadership position in the market

A well-invested and modern global asset base

WHAT'S CHANGED?

02

New management team

Globally integrated platform

3Cs strategy
(Customer, Core profitability and Competencies)

POSITIONED FOR FUTURE GROWTH

03

Collagen displacing gut and inedible casing

Innovation / new product development

Enhanced customer intimacy

EXECUTIVE MANAGEMENT TEAM



**RUTGER
HELBING**

Chief Executive
Officer



**JACKIE
CALLAWAY**

Chief Financial
Officer



**MICHAEL
LAUESGAARD**

Business
Development
Director



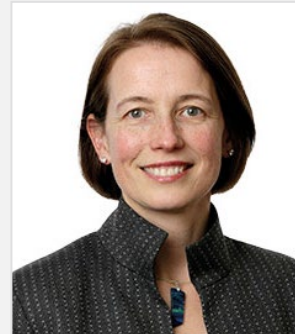
**BEVERLEY
MUNRO**

Business Excellence
Director



**KEVIN
SHOEMAKER**

Supply Chain
Director



**SARAH
VOADEN**

Human Resources
Director



**PETER
WHITMORE**

Commercial
Director

DEVRO TODAY

A world leading global supplier of collagen casings and gels for the food industry

Strong customer relationships with major meat processors throughout the world

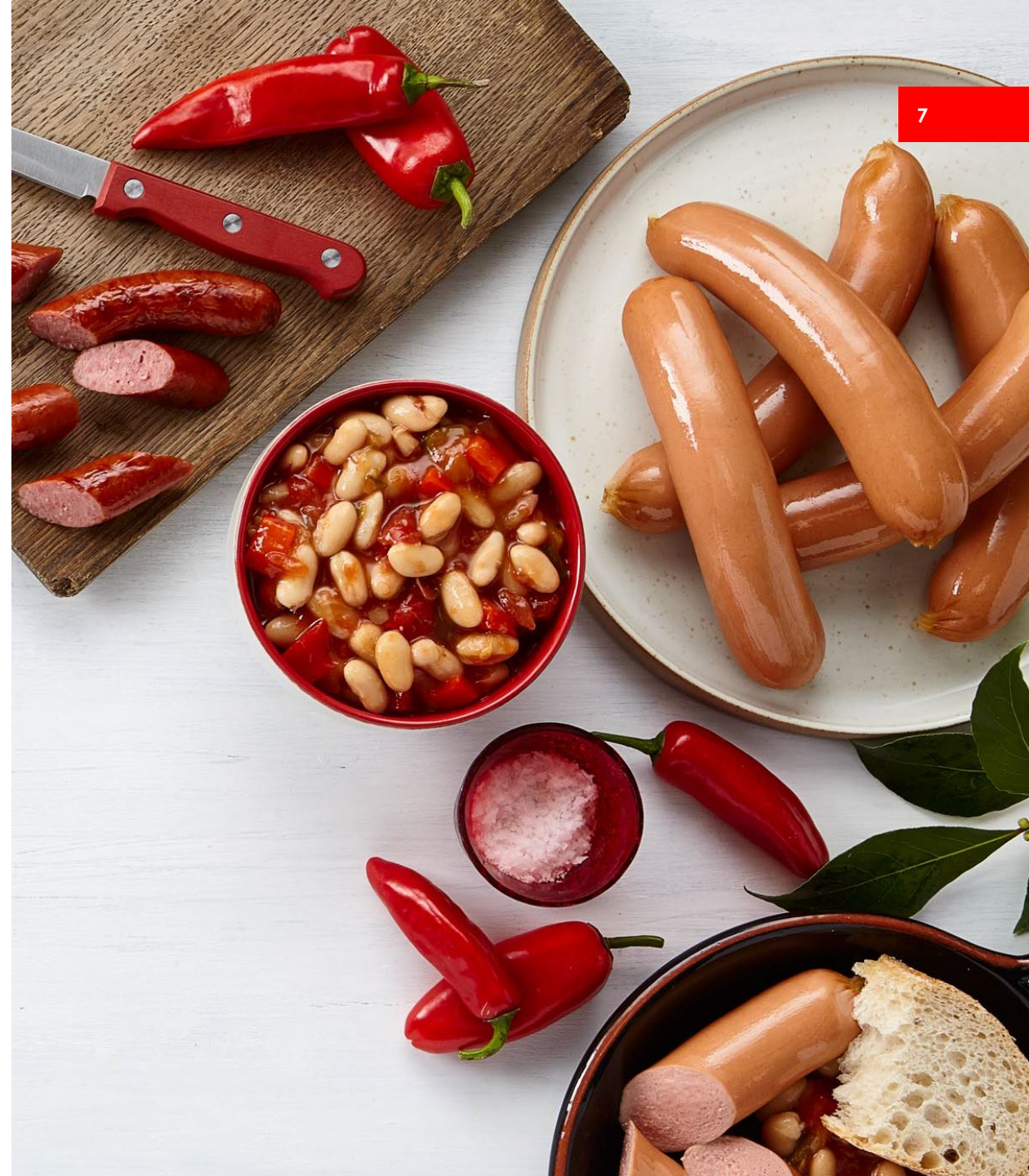
Selling to over 1,000 customers and distributors in over 100 countries

Over 85 years in operation with main focus on collagen-based products

A wide product portfolio to fit local customer and consumer needs

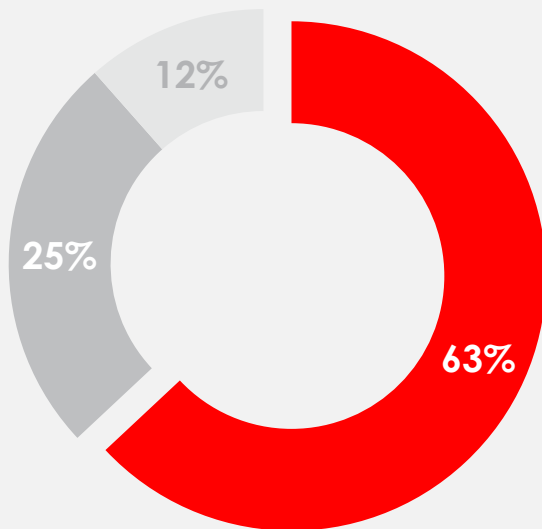
More than 2,100 employees across the globe

A modern manufacturing footprint with operations in six countries across four continents



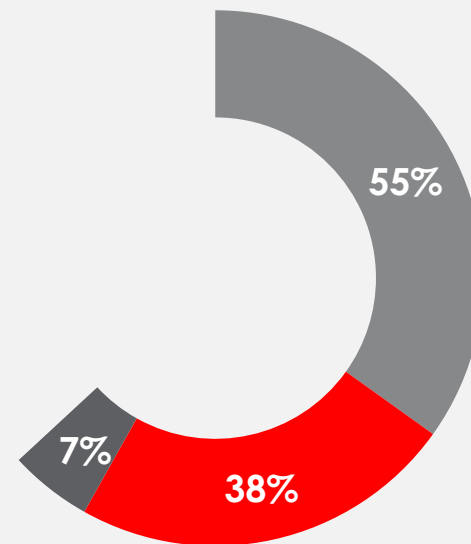
AN ATTRACTIVE GLOBAL MARKET

TOTAL CASING MARKET



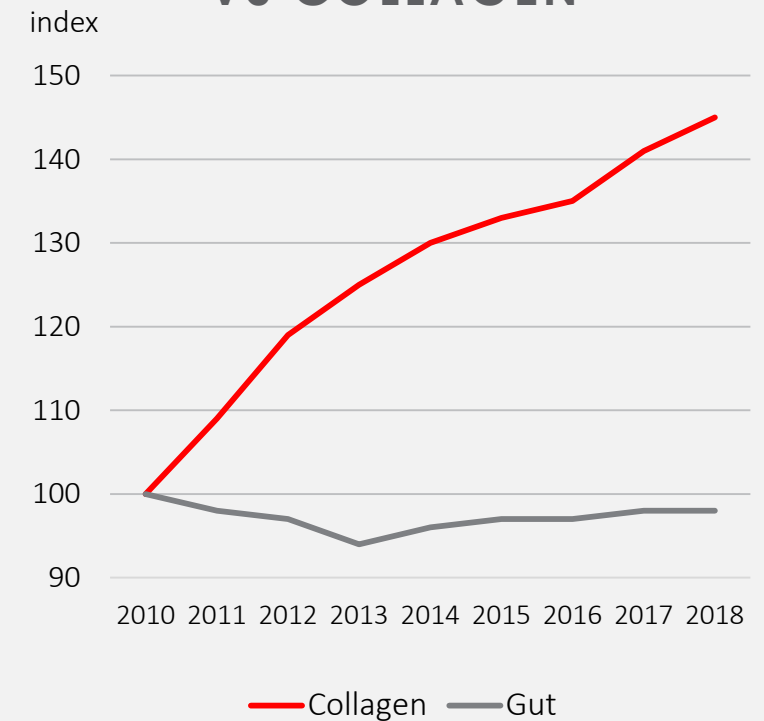
■ Edible ■ Cellulose ■ Plastics

EDIBLE CASING MARKET



■ Gut ■ Collagen ■ Other edible

GROWTH IN GUT VS COLLAGEN



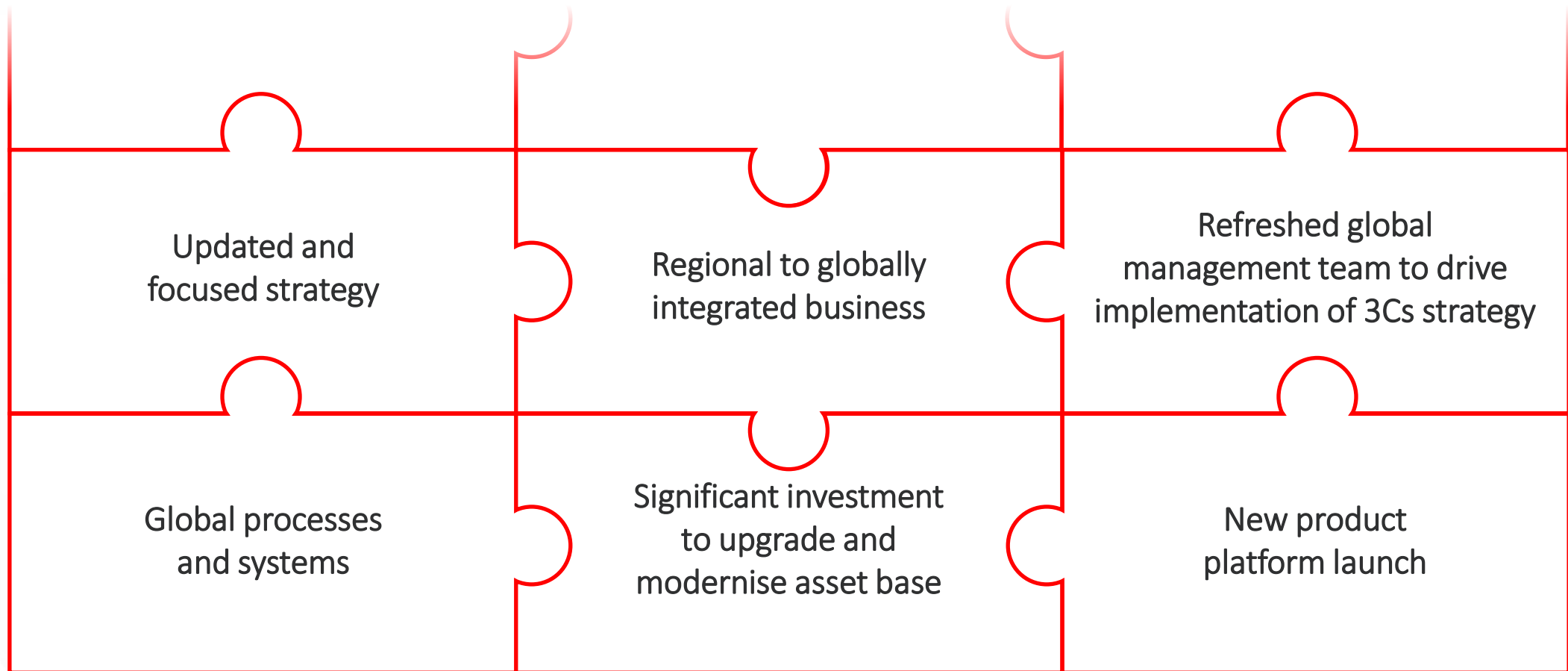
THE DEVRO DIFFERENCE

- Over 85 years focusing exclusively on collagen casings
- Innovation: tailoring products to bespoke local customer needs
- Strong and longstanding customer relationships
- Expert technical support network – on site and off site
- Fully integrated global business



REPOSITIONING FOR FUTURE GROWTH – DEVELOPMENTS SINCE 2016

10



THREE DRIVERS OF GROWTH

UNDERLYING MARKET GROWTH

01

GDP per capita
Urbanisation
Food trends

**INCREASING SAUSAGE
CONSUMPTION**

COLLAGEN MARKET GROWTH

02

Cost savings
Consistency
Labour shortage

**GUT TO COLLAGEN
CONVERSION**

DEVRO GROWTH

03

Customer intimacy
Product innovation
Efficiency improvements

**MARKET SHARE
GAINS**

COLLAGEN CASING – A POSITIVE MARKET OUTLOOK

12

Long-term market growth outlook for edible collagen casings 2-4% pa. global growth

AMERICAS 1-3% PA

Snacking and
market growth

ASIA PACIFIC 3-5% PA

Strong continued growth in
emerging markets

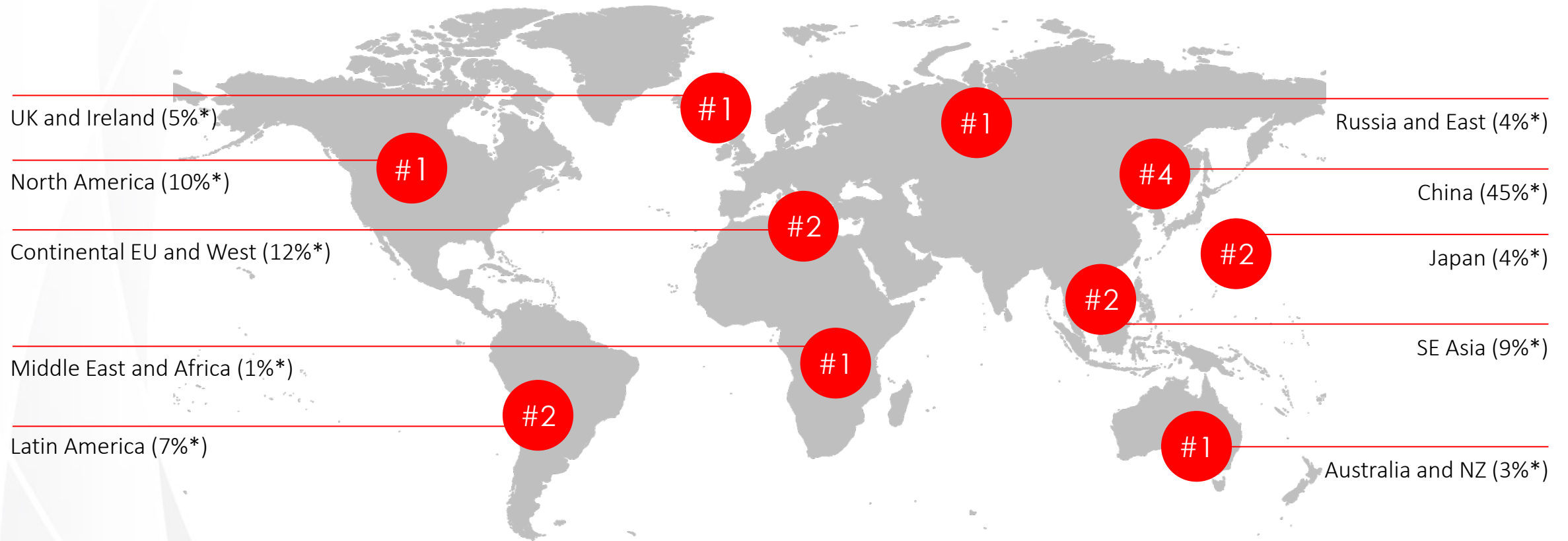
EMEA 0-2% PA

Mature markets
with conversion and
snacking opportunities

DEVRO IS WELL PLACED TO CAPTURE GROWTH

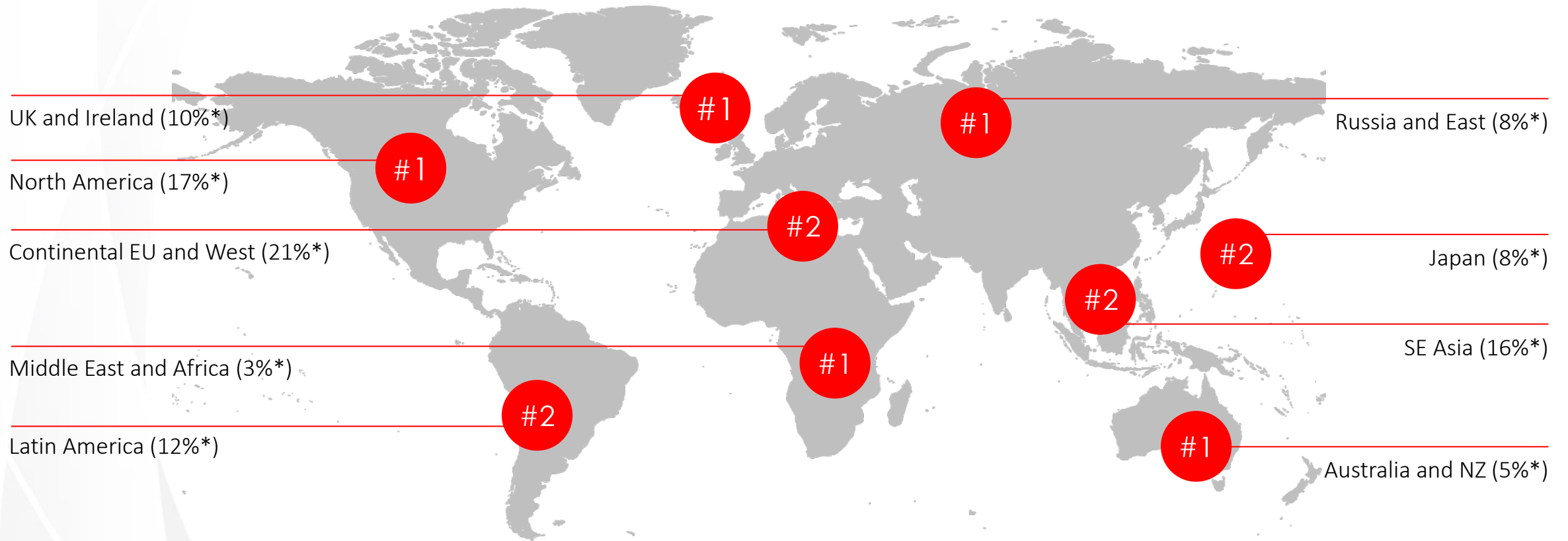
DEVRO MARKET POSITION – WELL POSITIONED FOR FURTHER GROWTH (INCLUDING CHINA)

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DEVRO MARKET POSITION – WELL POSITIONED FOR FURTHER GROWTH (EXCLUDING CHINA)

14



CHINA

TWO ELEMENTS

China commercial strategy

Reviewed in 2018 with the aim to reflect commercial realities

Key conclusions:

- Collagen casings for existing sausage applications continues to be a significant market
- Opportunities remain for Devro's value proposition in this market but at a lower average selling price than originally assumed
- Emerging opportunities in new categories at more attractive price levels

Focus 2019 and beyond:

- Pursue opportunities in existing sausage applications but only at acceptable price levels
- Develop emerging categories building on Devro's strengths
- Improve pricing over time through product mix

Nantong Plant

Now integrated part of global manufacturing base
(in 2018, 40% manufactured volume for sales areas outside China)

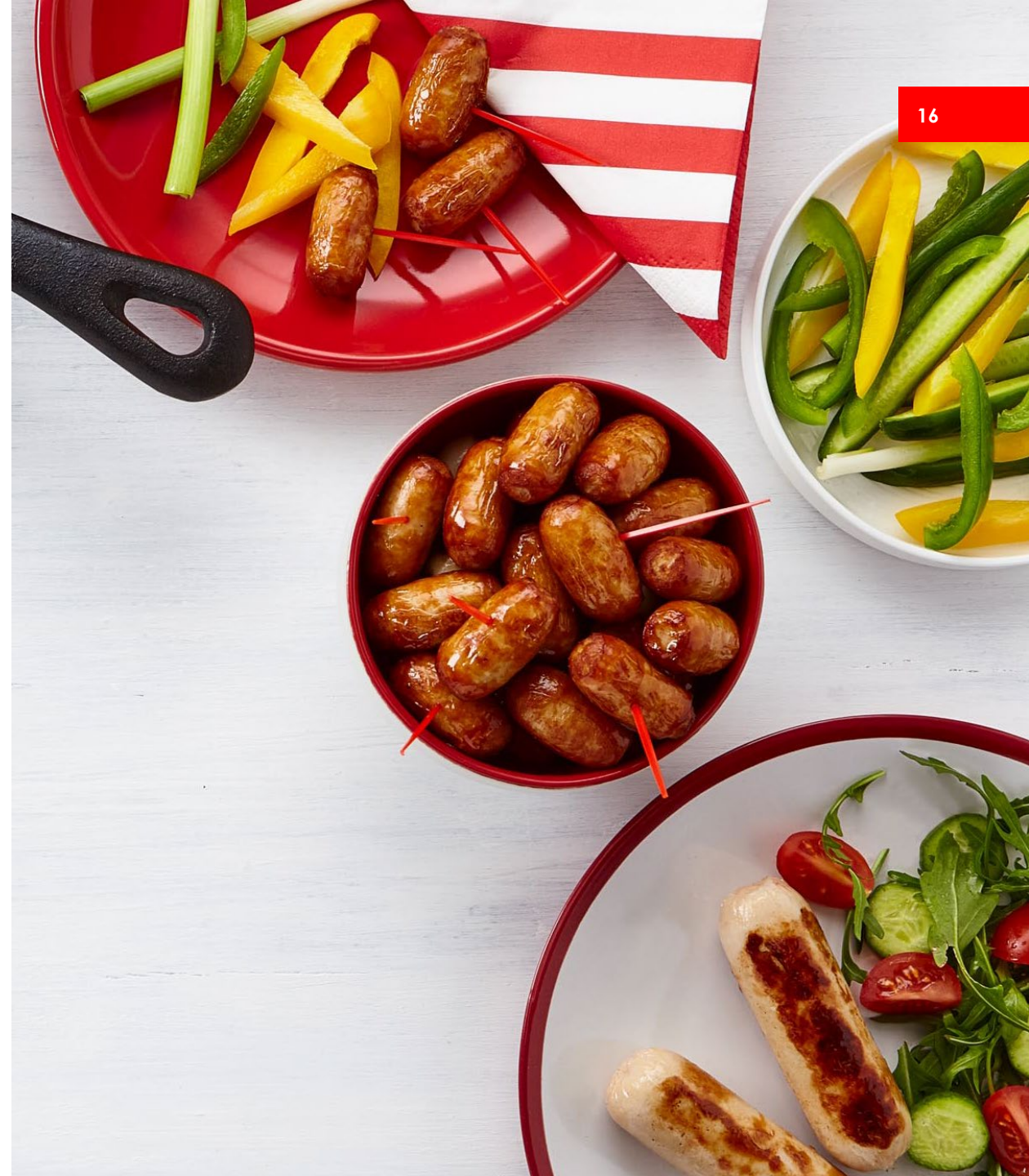
Focus 2019 and beyond:

- Continued improvement in yields and speeds
- Support SEA growth ambition through production of Fine Ultra
- Support China commercial strategy with supply of products for emerging categories – leveraging existing Devro products
- Develop capacity extension options

WELL DEFINED MID-TERM AMBITION



“OUR CUSTOMERS’
PREFERRED PARTNER
FOR COLLAGEN
CASINGS AND GELS”



3CS STRATEGY AND KEY AREAS OF FOCUS TO ENSURE DELIVERY

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Win with the winning **Customers**



For **revenue** growth



Deliver superior customer experience



Win in priority markets, customers and products



Focus on **Core profitability** drivers



For **margin** improvement



Further optimise current plant capabilities



Reduce COGS and OPEX



Strengthen **Competencies**



For long term **competitiveness**



Define Devro's long term value proposition



Strengthen capabilities



Industry partner relationships

DRIVING OUR AMBITION AND VISION



WIN WITH THE WINNING CUSTOMERS

Peter Whitmore



KEY THEMES

01

Going to market –
customer focus

02

Team strength
and depth

03

New global
structure elevating
our capabilities

04

Case studies



OVERALL COMMERCIAL ORGANISATION

Over 1,000 customers in over 100 countries

~100 commercial people and our distribution partners

Contact via Sales, Technical Service and Marketing

Customers segmented to prioritise key accounts

50% of our business is with the top 50 customers





ENSURING CUSTOMER FOCUS AS WE GO TO MARKET

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DEVRO DIRECT (60%)

Focused relationship
management at larger
customers

Driving developments
through technical support

CUSTOMER VALUE

Innovation

Efficient processing
and cost savings

Helping our customers
deliver products with great
consumer appeal

DISTRIBUTION (40%)

Customer intimacy
through wider sector
exposure and expertise

Devro partners with its
distributors on technical
and development support



DEPTH OF EXPERIENCE AND SKILLS IN THE COMMERCIAL TEAM

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COMMERCIAL MANAGEMENT TEAM DEPTH:

- Over 120 combined years in Devro*
- Over 250 combined years in the Food Industry*
- Functional experts from related industries recruited to complement skill sets

THE BACKGROUNDS OF OUR TEAM MEMBERS INCLUDE:

- Food products company commercial leadership
- Meat processing company leadership
- Higher degrees in meat science
- Comprehensive sales skills training
- Strong local technical capability



OUR CUSTOMERS APPRECIATE OUR WORK

“ Easy to deal with, good at trouble shooting and servicing and deliver on time – better than competitors

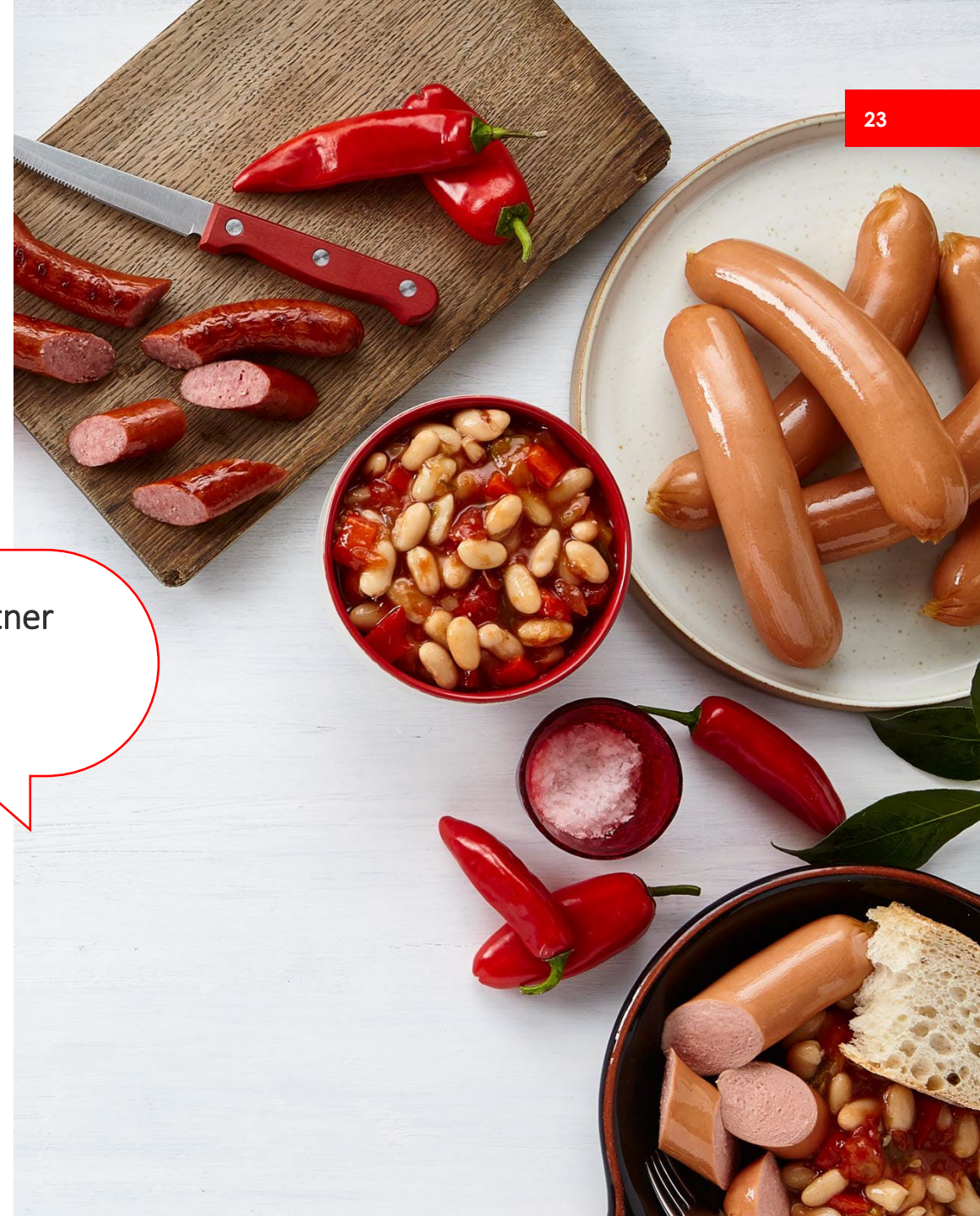
Senior Exec at SEA sausage customer

We have never had as many projects with a partner supplier [Devro] as we do now

President of NA sausage manufacturer

I wish my other suppliers performed as well as you do

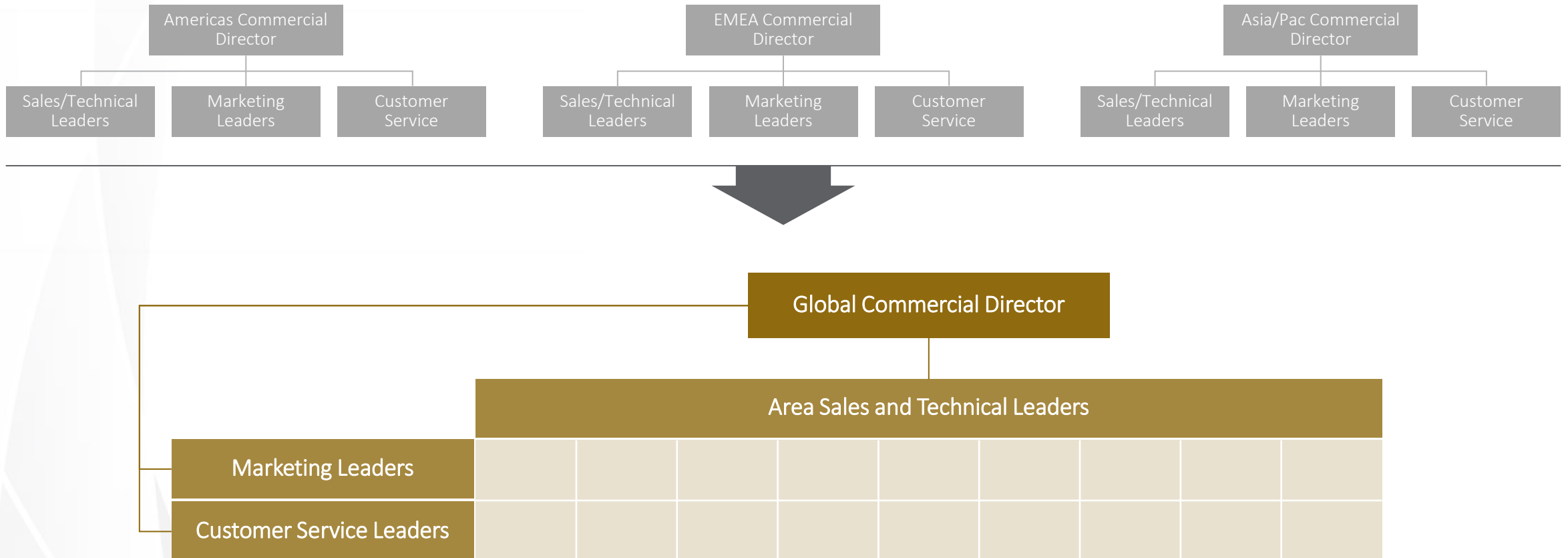
Procurement director at leading European sausage manufacturer”





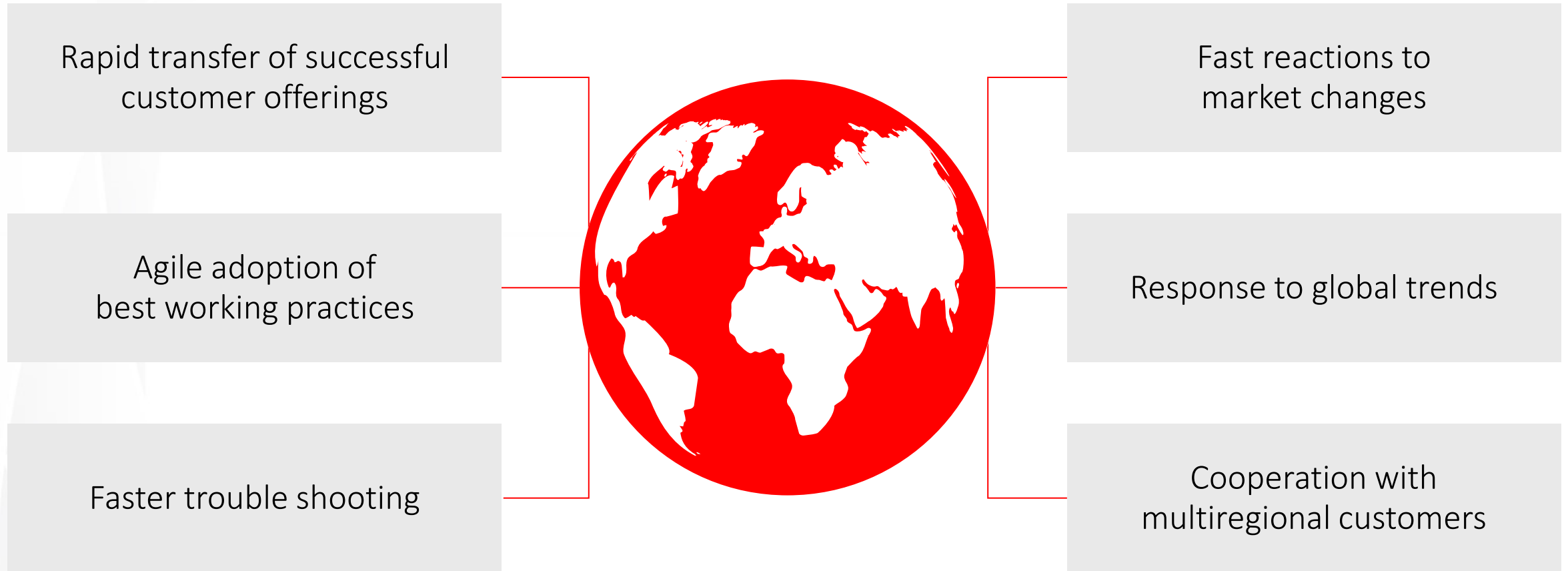
TRANSITION TO A GLOBAL COMMERCIAL MATRIX ORGANISATION

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...AND SOME OF THE BENEFITS IT BRINGS





EXAMPLE: MEAT STICKS

Partnership with a leading NA snack manufacturer



AN EXCITING GROWING MARKET

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Devro is a leading global supplier of collagen casings to companies producing meat sticks

Global growth of new product introductions for the meat snacks sector is outpacing total snacks category growth

NPD Activity	3 Yr. CAGR 2015-2018
Meat Snacks	+18.9%
Total Snacks	+15.2%

Innova Market Insights – Meat Snacks

In the well developed US market, retail growth of meat sticks has been consistent and strong

Year	US Meat Sticks Volume Growth (vs PY)
2018	+7.1%
2017	+3.7%
2016	+5.3%
2015	+5.6%

Nielsen ScanTrack Database



CONNECTING WITH THE CUSTOMER

A leading meat sticks company in North America was targeting rapid growth and needed not only good performing casing, but development and processing knowledge to support that growth

BACKGROUND

Devro had developed great relationships with the company – supplying best in class casings, technical support and service

We discussed how we could help to support the customer by enhancing their casing and productivity knowledge

WHAT WE DID

Devro took the partnership to the next level

We had an intimate knowledge of the customer's facilities and, leveraging our expertise, provided tailor-made training and on-going support to the customer's staff

GREAT CUSTOMER EXPERIENCE

That support and focus on excellence was greatly appreciated by the customer

This has been reinforced by further development discussion for the future



PARTNERSHIP AND RECOGNITION

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Devro has continued to deliver high quality casing and is praised for excellent account management and technical support

In addition to the sales growth in recent years, Devro consistently performs at the upper end of the customer's strategic suppliers scorecard and is engaged in strategic discussions on future products

We received an award recognising the valued partnership



Devro continues to outperform and support our business at the highest level

Procurement director





EXAMPLE: 'TOP SHELF' GUT CONVERSION

Partnering with a leading premium brand



INTRODUCING AN INNOVATIVE MARKET LEADER

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- The UK fresh premium reduced and low fat sausage market is growing at 3.9%*
 - Heck is a leading premium UK brand - providing delicious 'butchers quality' sausages using only the best quality ingredients
 - Growth has been driven by focusing on what the customer wants:
 - 97% meat content
 - flavoursome, juicy sausages
 - quality assurance
- and supporting this with strong marketing to grab consumer attention



CONNECTING WITH THE CUSTOMER

Heck was looking to grow by providing a premium product with great flavours and winning marketing. In order to focus on this, it was seeking efficient and reliable production

BACKGROUND

Historically a gut user, after initial discussions, Heck were attracted by the potential benefits of moving to Devro Select:

- improved productivity
- simplicity of use in the factory
- lower costs with tender bite
- excellent frying performance

WHAT WE DID

Heck wished to test this value proposition on its new chicken sausage range

To help achieve this, Devro provided:

- technical capability to introduce the new product on Heck lines
- support to realise productivity improvements

GREAT CUSTOMER EXPERIENCE

The transition of chicken sausages to Select proved to be a great success

The casing provided:

- a sausage with a great 'bite'
- a product that can be reliably oven cooked, grilled and fried



PARTNERSHIP AND RECOGNITION

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After consolidating the benefits of using Devro Select with chicken sausages, Heck decided to leverage these advantages and switched its sizeable pork sausage range over to Devro Select

Heck is now a leading premium sausage producer in the UK in a growing market segment



Devro casing has been an absolute revelation in our business, for years we have seen natural casing as the only way to produce a premium sausage ...when we did our first trial on Devro's new casing, I took them to one of our customers the same afternoon, they too were staggered at the quality, they are now on the retailers shelves and outperforming our expectations. I just can't believe how good they look!

Andrew Keeble, founder of Heck





SUMMARY

01

We are focused
on winning with
our customers

02

Customers
receive the right
level of intimacy -
direct contact
or through our
distributor partners

03

We understand
their needs
and support them
to implement
innovative solutions
and cost savings

04

Our transition to
a global structure
elevates our
capability to deliver



PRODUCT INNOVATION TO DRIVE GROWTH

Michael Lauesgaard



KEY THEMES

01

Trends and drivers
for our innovation

02

A new approach
to innovation

03

Innovation
challenges

04

Update on
new products



GROUP BUSINESS DEVELOPMENT

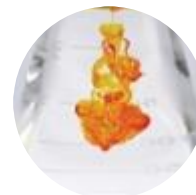
ENABLER OF FUTURE GROWTH PLATFORMS



Category management
and product portfolio



Product development



Research, IP and regulatory



TRENDS DRIVING OUR PRODUCT INNOVATION

38



Snacking and
on-the-go



Quality and
premiumisation



Cleaner labels and
transparency



BUILDING INNOVATION WITH UNIQUE CAPABILITIES

39

STRONG CATEGORY MANAGEMENT



GLOBAL FOOTPRINT



TRUSTED PARTNER



85 YEARS OF BIOMATERIALS SCIENCE



FORMULATION AND CONVERSION EXPERTISE



LOCAL TECHNICAL APPLICATIONS EXPERTS





FIVE NEW TECHNOLOGY PLATFORMS TO DELIVER ON OPPORTUNITIES

40

FRESH



Trend:

Improved quality
in Fresh category

Opportunity:

Cleaner labels and
gut-like capabilities

SNACKING



Trend:

Increased demand
for snacks on-the-go

Opportunity:

Casing range that
caters for different
market needs

CHINA



Trend:

Premiumisation
in sausage
consumption

Opportunity:

Higher quality
casings to fit future
needs

PROCESSED



Trend:

Improved
requirement for
frying benefits

Opportunity:

Casings that survive
harsh primary AND
secondary process

RESEARCH



Trend:

Market needs
for new casing
properties

Opportunity:

Launch products
with improved
functionality

**Supported by application labs,
pilot plants and technicians**

Qualified to Degree, PhD and Post Doc level
Chemistry, Chemical Engineering, Food Science
Experience ranging from 1 – 35 years



WORKING IN TIERS TO DELIVER PROJECTS

Tiered project management

Tier 1

Global long term business projects, new technology

Tier 2

Regional projects with technology new to Devro

Tier 3

Customer specific projects, existing technology

Significant change from 2016 to 2019

2016

- Sole focus on Tier 3 projects
- Lack of dedicated R&D pipeline
- No official Devro process for product development
- Locally managed projects

2019

- New processes and tools to manage product development
- Increased focus on Tier 1 + 2
- More targeted Tier 3 projects for key customers
- Global R&D organisation
- Upgraded competences to deliver on larger projects
- Focused global pipeline



NEW PRODUCTS: FROM IDEA TO MARKET

42





THE SAUSAGE: A CASE STUDY IN BIOMATERIAL SCIENCE

43

01

Sausage characteristics

02

Manufacturer:
strong and consistent

03

Consumers:
thin and tender

THE CHALLENGE:
ULTRA THIN EDIBLE BARRIER, MULTIPLES OF PROCESS VARIATIONS, DURABILITY
UNDER HARSH MANUFACTURING CONDITIONS, FROM NATURAL SOURCES



CASING INNOVATION: SELECTED CHALLENGES AND OPPORTUNITIES

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CLEANER LABELS: NATURAL COLOURS



FRYING: OVERCOMING THE COLLAGEN CHALLENGE



CUSTOMER YIELDS: IMPROVING CONSISTENCY AND PROCESSING SPEEDS





FINE ULTRA PLATFORM PROGRESS

45

Fine Ultra is a technology platform used for casings in applications where pan frying or deep fat frying is prevalent

- Overall improved economics
- Better bite and mouthfeel
- Improved deep fat frying
- Improved sausage shape
- Fast filling speeds

Asia: two sub brands launched

Europe: one sub brand launched

Americas: two sub brands to trial in H1 2019



NEW INNOVATION: POULTRY COLLAGEN GEL

46

Trend 1: demand for cleaner labels

Trend 2: increasing demand for white protein

Challenge: developing a strong but thin edible barrier for cleaner labels on white protein sausages

Solution: Devro Avem™ gel

Commercialisation: expected 2019





IN SUMMARY

01

Significant changes made in R&D over past two years to deliver on future growth opportunities from a global organisation

02

Five R&D platforms created for pursuing market – leading innovation

03

Fine Ultra rolling out in key markets

04

Avem™: a new poultry-based collagen platform targeting trends in clean label and white meat consumption growth

05

Devro well positioned to benefit from key market trends



PRODUCT DEMONSTRATION

Rutger Helbing

PRODUCT DEMONSTRATION

SNACK

Katrina Greenock



SNACKING SALAMI

Using Devro Stix casing

SIZZLE

John McAughtrie



GERMAN BRATWURST STYLE SAUSAGE

Using the new Devro Fine-TC Ultra casing

YIELD

Peter Skytte



PREMIUM UK SAUSAGE

Using the Devro Select casing

COFFEE BREAK

Capital Markets Day

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GLOBAL SUPPLY FOOTPRINT TO DRIVE CORE PROFITABILITY

Kevin Shoemaker



THE ROLE OF SUPPLY CHAIN IN A CUSTOMER DRIVEN ORGANISATION

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01

Make, source and
deliver with excellence

02

Unit cost reduction

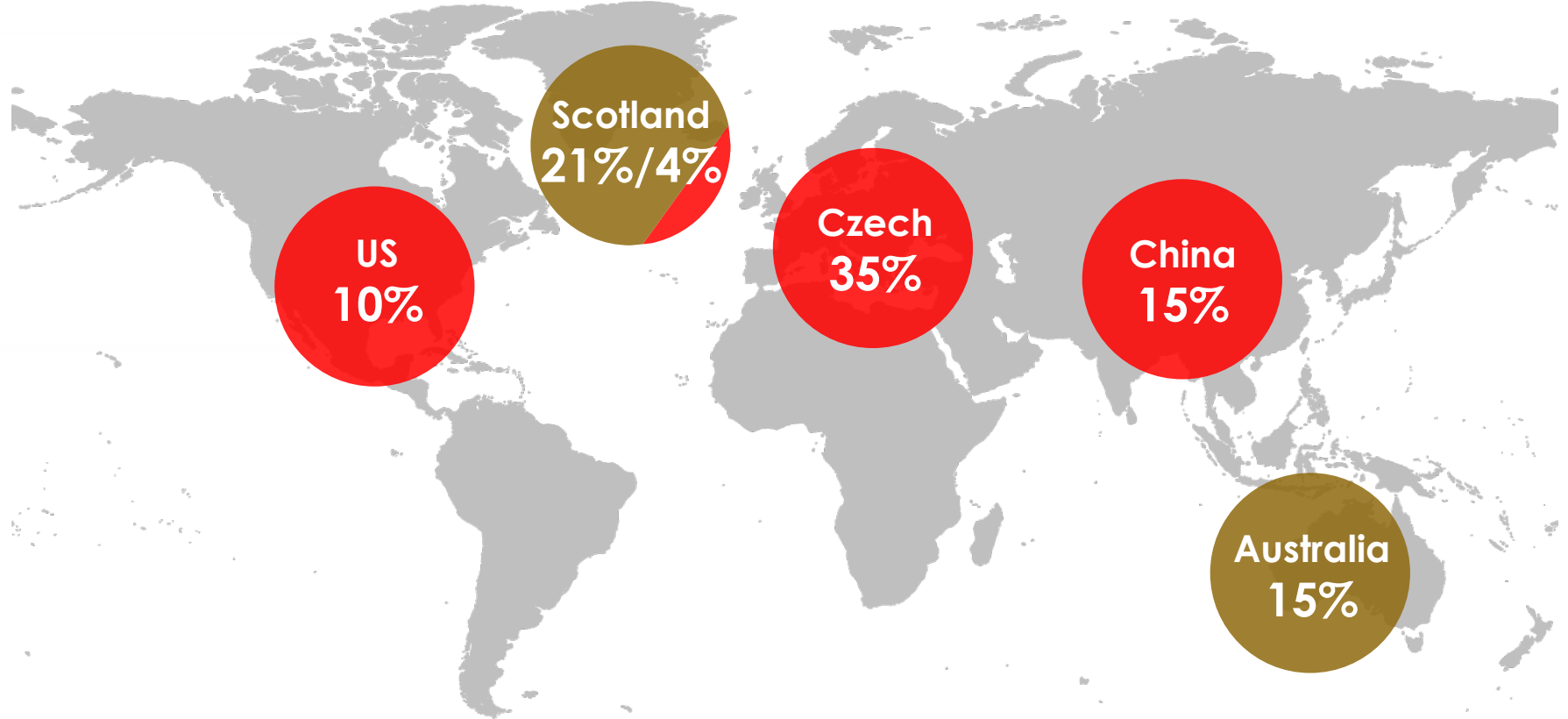
03

Enable the plans of
Business Development and
Commercial to be realised



GLOBAL MANUFACTURING FOOTPRINT

DEVRO'S FACTORY
CAPACITY
PER LOCATION



Dry
Extrusion

Wet
Extrusion

ENOUGH CASING TO CIRCLE THE EARTH MORE THAN 80 TIMES





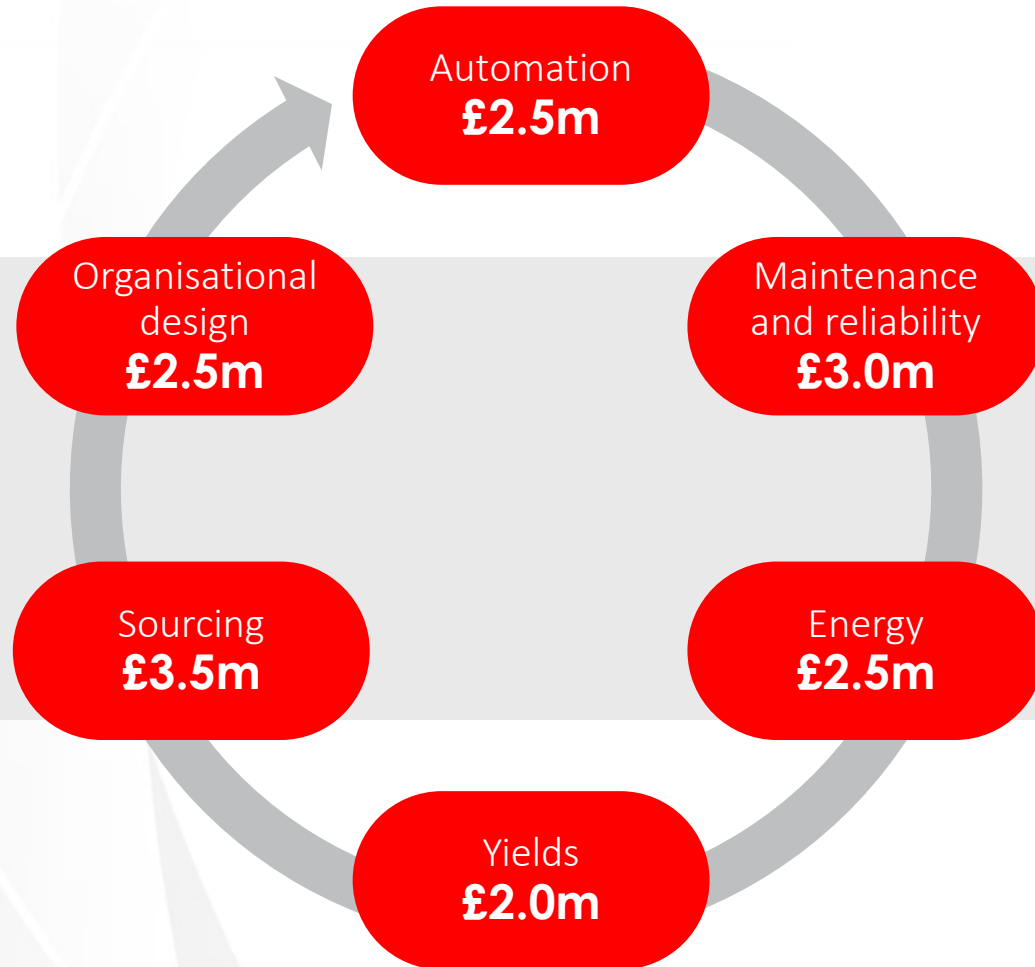
MANUFACTURING EXCELLENCE





DEVRO 100 UNIT COST REDUCTION – TARGET: £16M BY 2019

55



GOING FORWARD
FULLY EMBEDDED
CULTURE OF COST SAVING



Nantong



Sandy Run



CAPACITY

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MODERN ASSET BASE

5-10% CAPACITY INCREASE BY DRIVING:

Efficiencies | Speed | Uptime

UP TO 15% INCREASE IN CAPACITY FOCUSING ON UNLOCKING HIDDEN PLANT

Maximising the output of each unit operation
with incremental increases in capacity



CAPITAL SPENDING – SUPPORT THE GROWTH

MAINTENANCE CAPITAL: £10-15M

Safety | Quality | Environmental
End of life assets | Unit cost reduction

GROWTH CAPITAL

Tier 1 and 2 support
Reconfiguring existing lines
Incremental disciplined capital spend
Automation | Next generation technology





PEOPLE – TARGETING ZERO ACCIDENTS AND 100% ENGAGEMENT

58

SAFETY COMMUNITY PLEDGE AND MY ZERO



BLUEPRINT

Delayering | Self-directed teams
Role similarity across the sites

BEST PRACTICE TEAMS AND THE DEVRO WAY

Explicit way of working | Synergy $1 + 1 = 3$
Solid science and technology base

SOFT PEOPLE SKILLS

Personal and interpersonal effectiveness
Problem solving and decision making | Team work



STRENGTHENING COMPETENCIES

Michael Lauesgaard



OBJECTIVE

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REMAIN THE INNOVATOR IN COLLAGEN CASINGS AND GELS

How:

- Global competence development
- Partnership building
- Engaged workforce



DEVRO



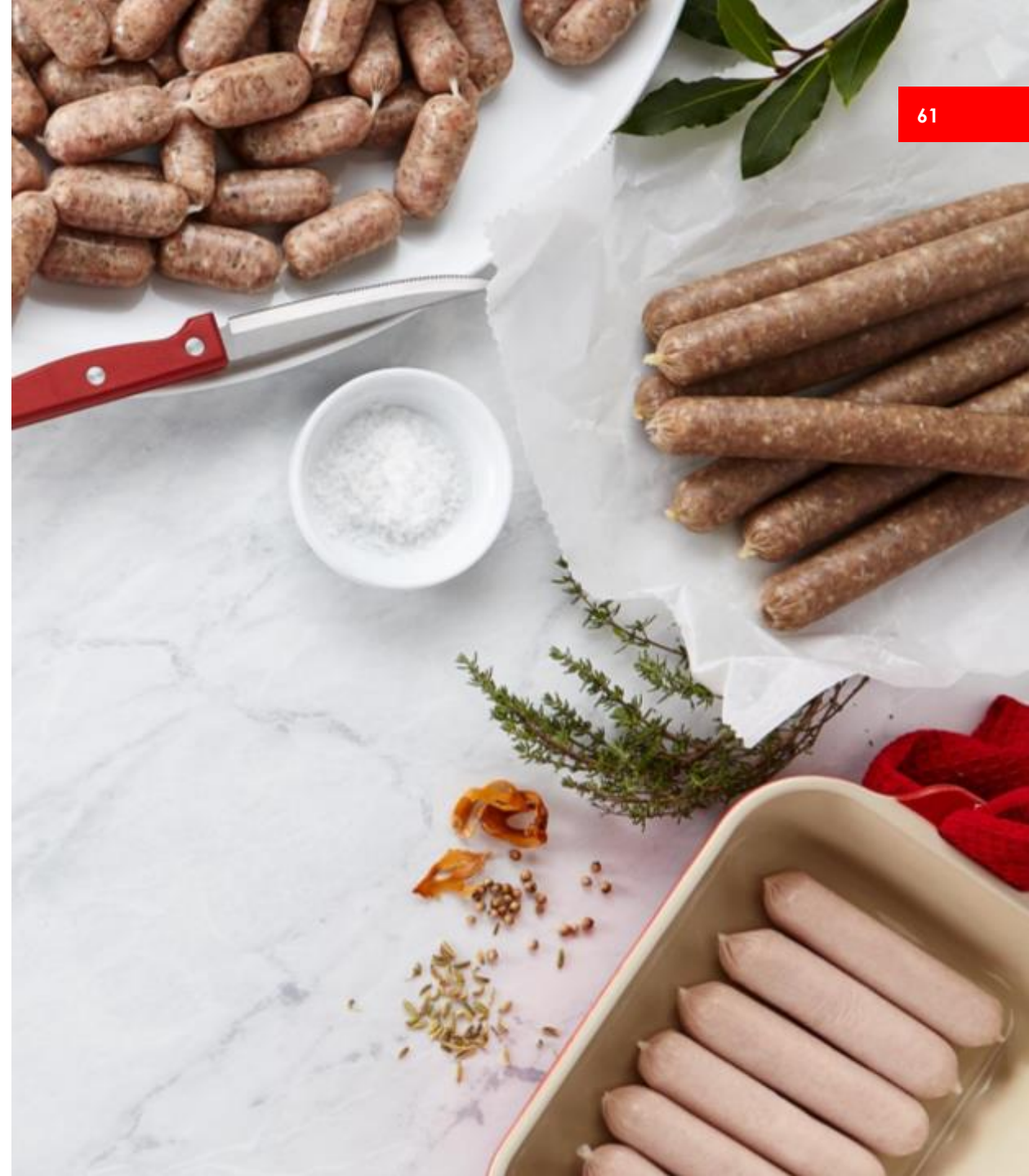
GLOBAL COMPETENCE DEVELOPMENT

Reorganisation of R&D into a fully integrated global team working on application platforms

Adopted best practise teams across manufacturing sites

Upgrading problem solving skills across technical teams

Added project management competencies and staff have been upskilled





PARTNERSHIP BUILDING

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Devro has always
worked with
industry partners

More industry
partnerships to
be established

New partnerships
will be announced
as appropriate



ENGAGED WORKFORCE

63



Employee
engagement is
high on our agenda

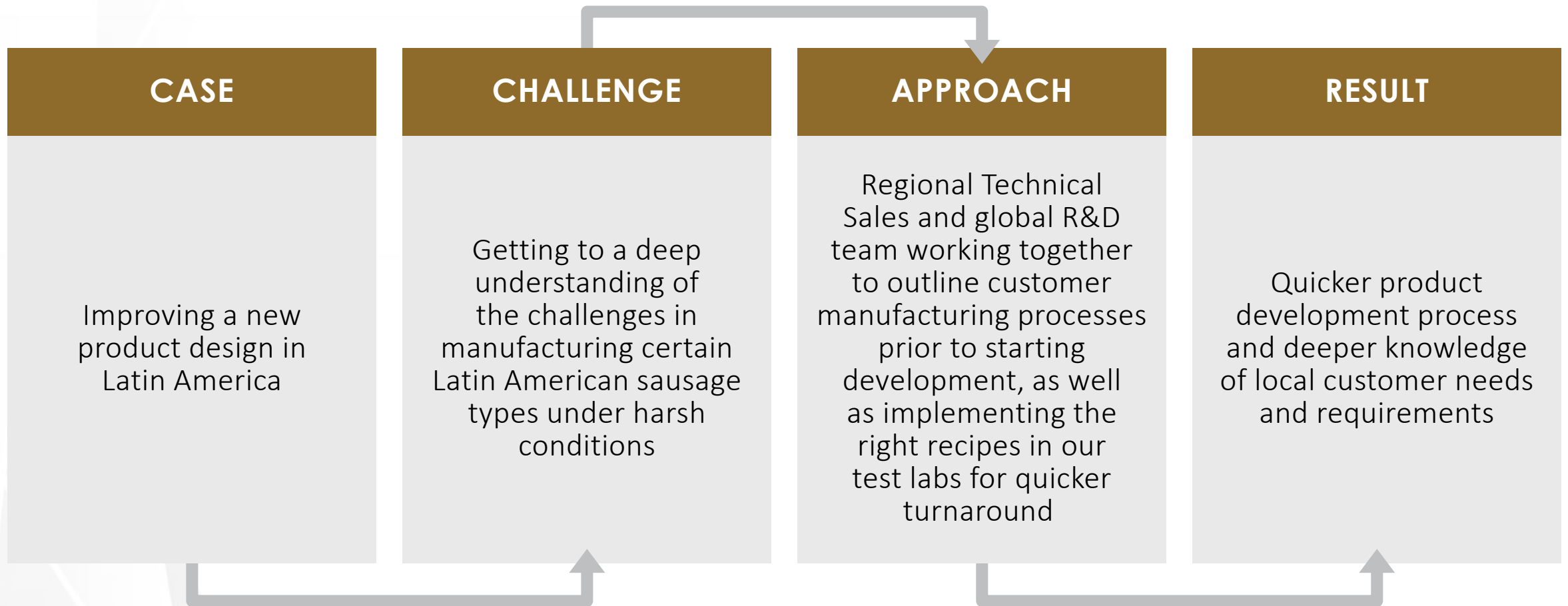
A recent
survey across the
whole organisation
revealed a good
level of engagement

More to be done –
underpinned by
specific action plans



CASE STUDY: WORKING GLOBALLY TO SOLVE CHALLENGES

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CONCLUDING COMMENTS

Rutger Helbing

IN CONCLUSION

01

**DEVRO
PLATFORM**

02

**SIGNIFICANT
CHANGES**

03

**POSITIONED FOR
FUTURE GROWTH**

Q & A

Capital Markets Day

19 MARCH 2019



APPENDIX

Capital Markets Day 2019

EXECUTIVE TEAM



RUTGER HELBING

Chief Executive Officer

Rutger joined Devro as Group Finance Director in April 2016 and became Chief Executive Officer on 28 February 2018.

Prior to joining the company, he was Group Chief Financial Officer of Element Six, the global leader in manufacturing synthetic diamond supermaterials. Previously, Rutger held senior positions in finance and general management with ICI/Akzo Nobel and Unilever.

A Dutch national with a postgraduate degree in finance from the Free University, Amsterdam and a degree in economics from Erasmus University, Rutger has been part of management teams both in broad finance roles and as a general manager during periods of significant growth and change at international businesses for over 20 years.

Rutger is Chairman of the Non-Executive Directors' Remuneration Committee.



JACKIE CALLAWAY

Chief Financial Officer

Jackie joined Devro as Chief Financial Officer on 1 May 2018.

Jackie was most recently Group Financial Controller of Brambles Limited, the ASX top 20 supply chain logistics company, where she led Brambles global finance transformation programme. Between 2008 and 2013 she was Chief Financial Officer of Consolidated Minerals Limited, the manganese ore producer, where she led a \$405 million refinancing and was responsible for investor relations. Jackie has also held further senior finance roles at, amongst others, Fonterra Co-operative Group Limited, New Zealand's leading dairy producer. Jackie served on the Australian Financial Reporting Council between May 2016 and June 2018.

Jackie is a fellow of Chartered Accountants Australia and New Zealand. She brings broad financial, business and international experience to the Board.



MICHAEL LAUESGAARD

Business Development
Director

Michael joined the company in February 2016 as Group Business Development Director, assuming overall responsibility for end-to-end product management including innovation, research, product development and business development.

Prior to joining Devro, Michael has spent his career building expertise through marketing, business development and sales functions, latterly in Chr. Hansen and Novozymes.

EXECUTIVE TEAM



BEVERLEY MUNRO

Business Excellence Director

Beverley, a qualified Chartered Account, has worked with Devro for over 20 years and has a wealth of experience through various roles including commercial, general management, finance and supply chain. Until 2016, she ran the Devro Pty business in Bathurst, Australia, overseeing major restructuring and expansion and up to 2018 she led the development of customer relationships in the Asia-Pacific region, leading to significant sales growth. In her new role she will integrate the global business via people, processes and tools as key enablers to deliver on our 3Cs strategy.



**SARAH
VOADEN**

Human Resources Director

Sarah joined Devro in December 2014, bringing 30 years of experience across a broad range of technology-based industry sectors. A metallurgist and mechanical engineer holding operational roles for 12 years, she subsequently held responsibility for executive level, global HR management positions. Sarah brings with her a practical understanding of how to develop organisational effectiveness and strong leadership teams. She holds FCIPD, FIMechE, executive coaching and mediation practice qualifications.



KEVIN SHOEMAKER

Supply Chain Director

Kevin joined Devro in September 2016 as we transitioned to a Global Supply Chain. He brings 36 years' of international supply chain and manufacturing experience to Devro and is responsible for sourcing, making and delivering products to our customers. Prior to this he was the Senior Vice President of Operations for Purac/Corbion, where he was responsible for ten manufacturing sites and global supply chain activities.

His 15 years in the lactic acid and derivatives industry with Corbion was preceded by 20 years in corn wet milling, the majority of which were spent with Cargill. Kevin is a graduate from Iowa State University with a BS degree in Chemical Engineering.

EXECUTIVE TEAM



PETER WHITMORE

Commercial Director

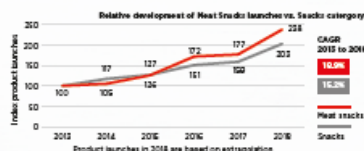
Peter joined Devro In November 2018 in the newly created role of Global Commercial Director. He brings with him a wealth of experience in global commercial roles in business-to-business environments, and has worked for companies including Dow, Trinseo and Amcor. Peter's appointment is the final step towards a global commercial structure and a key enabler for achieving our growth ambition as part of our 3Cs strategy.

AN EXCITING AND GROWING MARKET

Snacking is a key growth driver for the food industry. Savoury snacking is expected to grow 6% on average per year towards 2021, reaching \$129bn



Meat snacking is currently worth \$2.9bn¹ and based on its current share of the savoury snacking market, is estimated to reach \$4bn by 2021, up 35%



A dynamic category

Meat snacking product launches are outpacing snacking launches with CAGR 2013 to 2018 of 18.9% vs. snacking 15.2%

DRIVEN BY CONSUMER TRENDS

Growth in meat sticks is driven by several factors

The way we consume meat sticks

- Compact for on the go consumption
- A convenient replacement for a meal
- Tasty and available in a variety of flavours, textures and meats
- Widely available in multiple formats and outlets in more mature markets

Healthy halo – “better for you” meat sticks are

- High in protein, low in carbohydrates
- Suitable for meat based regimes
- Available in cleaner label options
- Available in healthier options using leaner meats or lower fat varieties

DELIVERED WITH THE DEVRO DIFFERENCE

Devro is the market leader in small calibre sticks casing

The product difference

- High quality, reliable products
- A range that caters to the needs of markets and snack products globally
- Different calibres, colours & finishes to maximise product differentiation
- Production across multiple sites to provide contingency of supply
- Product traceability

The support difference

- Local on site technical support to optimise product quality and productivity
- Supporting product development through our four global Product Application Testing Laboratories
- Providing market leadership and insight
- Commissioning new products and delivering training and support

SIZZLE



SHOWCASING INNOVATION, DRIVING GROWTH

The NEW Fine Ultra platform

Historically, collagen casing for processed sausages has struggled to meet the challenging demands of frying in oil and grilling

The NEW Fine Ultra product platform has been developed to deliver a better frying sausage with a tender bite, accommodating the diverse cooking and regulatory requirements around the world

Key Benefits of Ultra

- Significantly improved performance during frying, including deep fat frying
- Improved performance on BBQ and grill
- Improved tenderness of bite
- A versatile casing for multiple products and applications
- High stuffing speeds



Fine-TC Ultra
For: European Style
sausages
Cooking: Pan Frying,
Grilling & BBQ



Fine-N Ultra
For: Asian Style
Wieners
Cooking: Deep
Fat Frying



Fine-JC Ultra
For: Japanese
Jumbo Wieners
Cooking: Microwave
then Deep Fat
Frying



Fine-LC Ultra
For: Latin American
Style Sausages
Cooking: Deep Fat
Frying, Pan Frying
& Grilling



IMPROVING YIELD BENEFITS EVERYONE

For Producers

Cost savings can be applied in:

- Higher meat quality and content
- Better prices to the retailer
- Marketing & brand building activities

For Retailers

Cost savings can be invested in:

- Better value for customers
- In-store promotions
- Tastings and other marketing activities

Which for Consumers means

- A great quality sausage at a reasonable price
- That is safe and reliable
- Investment in new product development and promotions

01 CONVERSION FROM GUT: A CLEAR CASE FOR COLLEGEN

It delivers significant production savings

- Fully automatic sausage filling machines can be used effectively
- Labour savings: fewer operators needed per shift

Outputs can be reach

450KG

p/hour per person¹

Outputs with gut are

33%-50%

of the collagen levels per person¹

It is consistent

- The production process delivers consistency regardless of the season
- Consistently longer lengths reduces waste and times in changeovers

It provides price stability

- Our customers can budget, plan and cost their products effectively while gut continues to suffer from price volatility

02 CONTINUOUS IMPROVEMENT WITH THE DEVRO DIFFERENCE

The support difference

- Expert staff, who understand the industry and sausage manufacturing
- Factory audits and technical support to optimise productivity
- Problem solving on processing issues
- Delivering training and development
- Supporting development through our four Product Application Testing Laboratories

The product difference

- A wide range of casings that cater for differences in manufacturing environments and consumer needs
- Providing different lengths, calibres and finishes to efficiently optimise productivity
- We offer full bovine collagen traceability back to the individual animal within our range