

5 HABITS FOR SUCCESS IN TODAY'S COMPLEX PET FOOD INDUSTRY



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**WHERE
WORLDS
MEET**

Natural Ingredients. Smart Solutions.

sonac

DARLING
INGREDIENTS

JUGGLING TODAY'S MANY PET FOOD CHALLENGES ON YOUR OWN? DON'T.

In today's pet food market, getting the right product or ingredient is no longer enough. As a pet food manufacturer, you probably recognize the complexity of some of these challenges:

- Globalization and networking
- Rising demands on efficiency, transparency & traceability, sustainability, innovation
- Changeable consumer trends
- Unpredictable trade politics, local legislation
- Evolving science concerning nutrition, functionalities & formulation

WE CAN HELP BRING IT ALL TOGETHER

In this brochure, we invite you to explore the 5 habits we believe will provide your company with the ingredients you need for lasting success in an increasingly complex industry: 5 habits that will take you to where your company needs to be.

WHERE WORLDS MEET

We are specialists in natural ingredients. But our real business is to help you create sustainable value. Read on and discover how we can help you your company achieve peak performance.





TRUST

THINGS YOU CAN COUNT ON

As your partner in pet food, we want you to go home at the end of the day knowing you've got it all covered: the products, the processes, the pets, the people, the planet, the profit. We call it trust and here are the 6 things we want you to be able to trust us for:

- ✔ **Delivery reliability**
You can count on our outstanding supplier relations and supply chain control, which ensure stable supplies worldwide
- ✔ **Stable, quality ingredients**
Know for sure you're formulating a healthy, controlled and entirely safe pet food product that is 100% pet food quality – and in some cases, even food grade-compliant
- ✔ **Full compliance with international, local and federal legislation**
Rest assured the products you purchase from us will always meet your local as well as international legal requirements, such as HACCP, ISO, GMP+ and SQFI
- ✔ **Guaranteed traceability**
Be certain you're in line with legislation and consumer expectations, with full tracking and tracing to our suppliers
- ✔ **Continuous advancement in product specifications**
With us you can rely on continuous improvement on product specs and being at the forefront of developments
- ✔ **Broad market access**
Our certification levels, global services and local expertise enable you to confidently enter new markets

Looking for a partner you can trust? So are we. **WHERE WORLDS MEET.**



CONNECT

STAYING IN THE LOOP

Joining forces with Darling Ingredients will help you plug into new partnerships and co-development initiatives. Because beyond offering you great ingredients, we believe our job is to provide you with strong connections – and the benefits that go with them.

- ✔ **Connect with industry leaders**
As the world's largest independent rendering company, we offer you access to strong and highly experienced logistical teams and a network that includes leading pet food producers
- ✔ **Connect with a large, global player**
With production on four continents, we know the markets and the needs and wants of manufacturers like you, and we're eager for you to benefit from this knowledge and local presence
- ✔ **Connect with the broadest product portfolio**
Our global one-stop shop for pet food manufacturers, offers you the industry's broadest product portfolio – along with solid advice and technical support
- ✔ **Connect with leading-edge knowledge**
Our substantial investments in R&D, application and regulatory issues will help you keep a step ahead of the market
- ✔ **Connect with strategic partners and networks**
We're team workers by nature and also keen on helping you with outsourcing or co-creating new concepts
- ✔ **Connect with what's new**
In today's changeable, unpredictable business climate, we help you stay in touch with the realities of the market

Keen to connect? So are we. **WHERE WORLDS MEET.**



LEARN

5 KNOWLEDGE DOMAINS

At Darling ingredients we realize that helping your business means knowing ours. From the chemistry of fats, proteins and minerals to the intricacies of regulatory requirements, or the latest trends among pet owners, we invest substantially in developing, testing, upgrading knowledge. And sharing it.

- ✔ **Product knowledge**
Our scientists are among the world's leading experts on the technical, (bio-)functional and nutritional properties of pet food proteins, fats and minerals
- ✔ **Production knowledge**
With our long history in producing premium natural ingredients, many customers outsource specific production steps to us, such as grinding, screening, or foreign material removal
- ✔ **Global market knowledge**
With production on four continents and customers world-wide, we offer you the advantage of being on intimate terms with local legislation, market fluctuations and consumer preferences.
- ✔ **Customization knowledge**
Whether through custom blending or other means, we can customize products to your specific wishes – always making sure they meet your exact specifications
- ✔ **Co-development knowledge**
Working together is not just good for business – it's also a knowledge multiplier. We engage in many co-development initiatives round the world.

Eager to learn? So are we. **WHERE WORLDS MEET.**



DELIVER

KEEPING YOUR PROMISES

With our ingredients and support, we deliver on the promise of helping you to make pets healthier, owners happier and business better.

- ✔ **Good quality**
Whether fresh, frozen or in meal form, our ingredients offer premium quality, thanks to strict and efficient processing methods, and rigorous separation of bovine, porcine and poultry materials
- ✔ **Good nutrition**
Our fats, proteins and minerals are natural, safe and healthy. We customize ingredients for specific pet health challenges, such as joint or bone health, digestive disorders or growth issues.
- ✔ **Good flavor and palatability**
Our ingredients are selected for excellent palatability, helping animals eat well, while reducing both cost and environmental impact
- ✔ **Good digestibility**
Digestibility ranks high on your priority list and ours. With us, you have access to highly digestible ingredients as well as to digestibility enhancers
- ✔ **Good variety**
In addition to offering the broadest product portfolio in the entire pet food industry, we are keen on customizing to your specifications: we can deliver that one solution you're looking for
- ✔ **Good value addition**
With our technical expertise and experience, we can provide the added value you expect from a partner – the solutions you need to achieve peak performance

Eager to deliver on the promise? So are we. **WHERE WORLDS MEET.**



CARE

CHERISHING PETS – AND MUCH MORE

Keeping pets is all about caring. And so, in our view, is developing pet food solutions. As a 21st-century pet food manufacturer, you care about pets, products, processes, people, planet, profit. And so do we – it's a natural part of taking Corporate Social Responsibility.

- ✔ **We care about preserving natural resources**
We use materials that do not compete with use in human foods and do not further deplete earth's natural resources, while reducing demand for fats and oils from land-intensive vegetable sources.
- ✔ **Care about carbon footprints**
The proteins, minerals, fats, gelatins and other functional ingredients we create from animal by-products all have lower carbon footprints (CFPs) than those drawn from alternative sources. Worldwide, we produce and market raw materials locally, so partnering with us means minimizing transport. We contribute proactively to minimizing harmful gas emissions and mitigating our industry's impact on climate change and the environment.
- ✔ **Care about efficient production**
Our residuals-to-resources philosophy is one way of caring for our planet. This mind-set manifests itself in our production processes, too. At some of our plants, we extract and clean the air from our buildings and production processes. The water released during our processes is purified and given back to the environment. Where possible and appropriate, we draw the energy we need for production from sustainable biofuels.

Do you care? So do we. **WHERE WORLDS MEET.**



WHERE WORLDS MEET

Where worlds meet is offered you by Sonac Pet Foods, a leading producer of reliable, sustainable ingredients for pet food and other industries worldwide, with representation on 4 continents and activities in 60 different locations. Operating on a unique residuals-to-resources concept, we process raw materials of animal origin, and develop proteins, minerals, fats, gelatins and numerous other functional ingredients. As a dependable one-stop shop for smart, volume-driven, ingredient solutions. Our constant aim is to help manufacturers improve recipes and reach the highest levels of quality and environmental performance.

PART OF DARLING INGREDIENTS

Sonac is part of Darling Ingredients, the world's largest producer of sustainable natural ingredients from edible & inedible organic residuals and a respected global leader in repurposing. Our goal: to create sustainable food, feed and fuel ingredients for a growing population.

For more information about our products please contact us:

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