

## Health and Agri Food Strategy

Len Penner February 17 & 18, 2010 CAPI Leaders Summit

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#### A zero calorie all natural sweetner







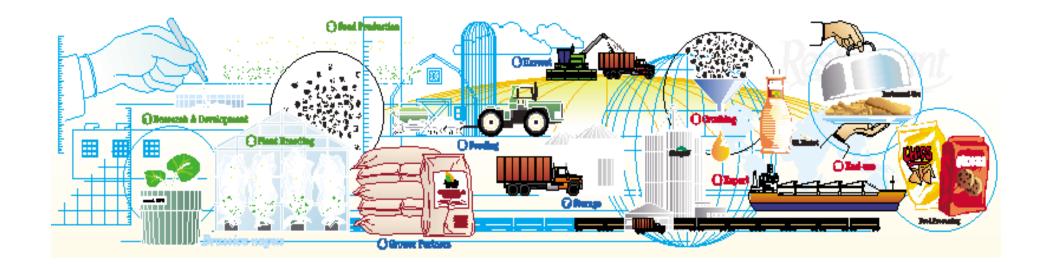
### Sara Lee looks to green bread to boost EarthGrains

- Reuters News
   English
   February 1, 2010
   503 Words
   (c) 2010 Reuters Limited
- \* Sara Lee's EarthGrains first brand to use Eco-Grain
- \* Price same as standard EarthGrains loaf
- \* Sara Lee hopes to expand use of Eco-Grain wheat



#### The Value Chain



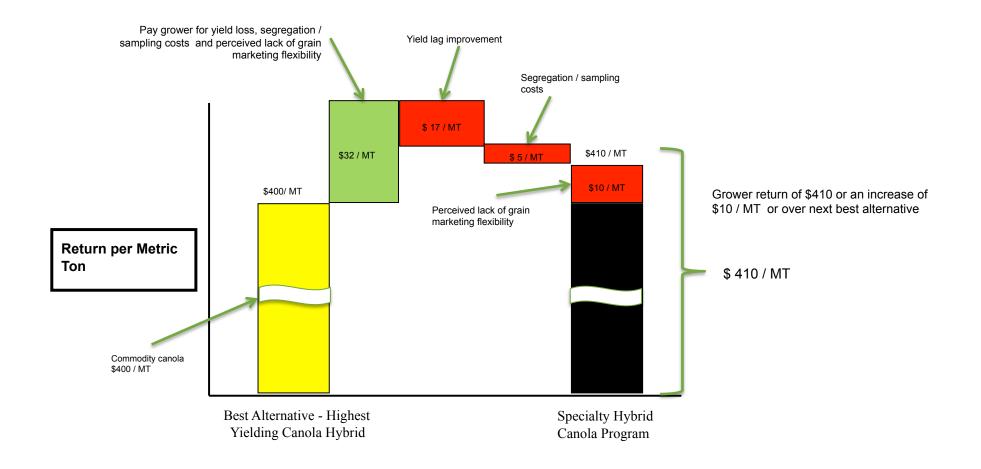






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#### **Product & Pricing**



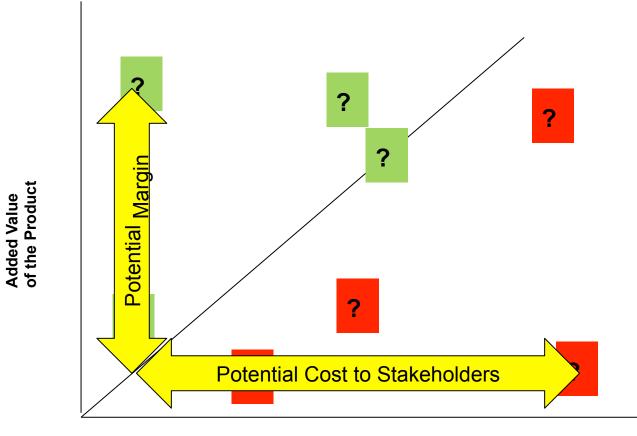


### **Challenges:**

- Time
  - Adding a genetic trait without altering agronomic traits
- Cost
  - Assured supply
- Finding the "Burning Platform"



# Risk Assessment and Risk Management outcomes help identify true value



Costs to keep it segregated from the commodity





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#### What's Needed to Accelerate Success:

- What is "Healthy" No Claim No Market
- Biotechnology
- Collaborative Effort



