Growers of Good™ Del Monte Quality FOODSERVICE

BETTER-FOR-YOU SNACKING

REIMAGINED



THE CONTINUED RISE OF

SNACKING

While snacking has always been common, new lifestyles and diet preferences are causing a switch in behavior. Consumers have been increasingly treating snacking as a 4th daypart, even prior to the COVID-19 pandemic.







Serving Suggestion

Snacking shifts are occurring across occasions and dayparts:

74% of consumers snack between meals at least once per day[1]

75% of consumers choose snacks primarily based on taste while only 51% choose based on price[1]

32% of consumers replace one meal per day with a snack[1]

48% of consumers don't feel guilty about snacking if they snack on healthful items[1]

40% of consumers' snacks are consumed away from home[1]

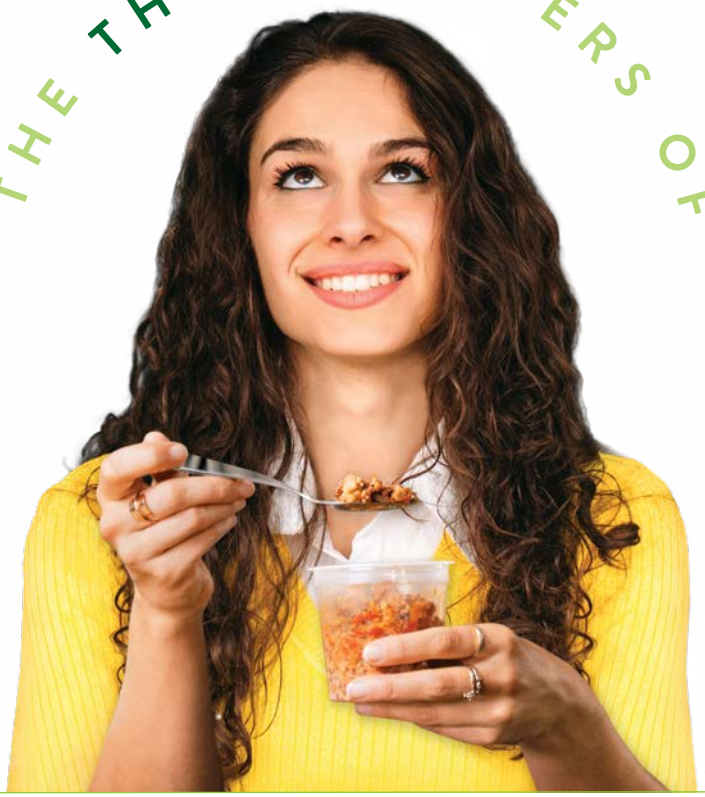
25% of consumers have chosen more healthy snacks during the COVID-19 pandemic[2]



Grab & Go Snacks

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THE THREE DRIVERS OF



CONSUMER SNACKING

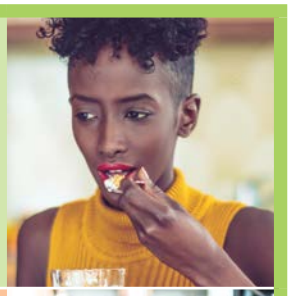
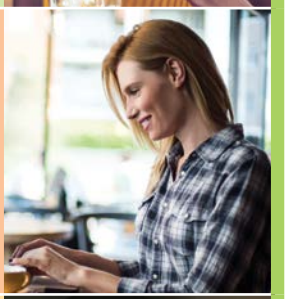
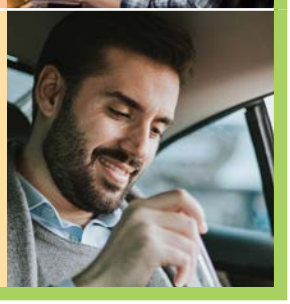
Consumers tend to choose snacks based on three core drivers: nourishment, optimization and pleasure.[2] Del Monte® snacks deliver on all three motivators with a variety of innovative options for your plant-curious consumers.

		MOTIVATIONS
SNACKS FOR NOURISHMENT (daily sustenance, long-term wellness, and health management)	**54%** of all snacking reflects some need for nourishment	Hunger abatement, hydration management, sustained energy, condition management
SNACKS FOR OPTIMIZATION (physical and mental performance demands)	**33%** of all snacking reflects some need for optimization	Quick energy, recovery & rejuvenation, mental focus, anxiety & stress management
SNACKS FOR PLEASURE (emotional desires for enjoyment, discovery and reward)	**51%** of all snacking reflects some need for pleasure	Indulgence & reward, experience, variety, discovery & play

Table Information Source: Hartman Group, Snacking 2020 Report

LOOK FOR THESE ICONS THROUGHOUT THIS BROCHURE



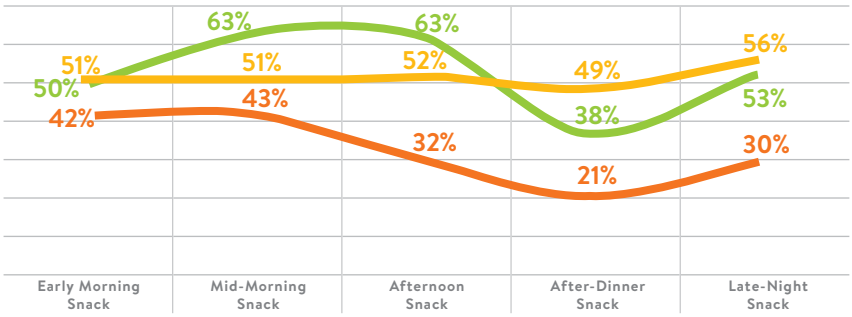
KEY ATTRIBUTES	DEMOGRAPHIC INSIGHT	
Water, whole grains, fiber, protein, healthy fats, probiotics/prebiotics, minimal sugar, positive nutrition	Millennials and Gen X consumers snack for nourishment often and for appetite management, especially during between-meal snacks.	
Protein, fat, fiber, caffeine, vitamins & minerals, antioxidants, botanicals (plants, herbs, and extracts), quick energy	Millennials and Gen Z (and, to a lesser extent, Gen X) consumers snack for optimization in order to manage alertness, focus, and energy throughout the day.	
Good taste, distinctive flavor/texture/ aroma, iconicity & nostalgia, surprise & delight, product design & aesthetics, global flavors, interactive characteristics, convenience	For Millennials, Gen Z and Gen X, snacking for pleasure is often a reward for other activities, or a trade-off for healthier eating at other times.	

SNACKING DESIRES THROUGHOUT THE DAY

A consumer's reason for choosing a certain snack can change and even overlap with another motive throughout the day. For instance, a consumer can seek optimization in the early morning, and then seek both pleasure and nourishment during midday hunger.

The Del Monte® portfolio of grab & go snacks can connect with these drivers throughout the day, no matter what time of day they occur.

ALIGNMENT OF SNACKING DRIVERS BY DAYPART SNACKING OCCASION



NOURISHMENT

OPTIMIZATION

PLEASURE

Chart Information Source: Hartman Group, Snacking 2020 Report



PERFECT FOR PLANT-CURIOUS CONSUMERS

With our long list of grab & go options, you can choose the snacks that are perfect for your plant-curious consumers and ideal for how you serve or store, whether refrigerated or at room temperature.

QUALITY * FLAVOR * VARIETY



BIG OPPORTUNITY FOR YOUR BOTTOM LINE

27% of consumers say brand is very important when choosing snacks.[2]

With so much demand for better-for-you snacks, having the right mix of Del Monte® products can give you a sizeable boost in sales.

Serve your guests across all dayparts with sweet and savory options made with premium fruits, vegetables and ingredients. All of our grab & go snacks come pre-packaged and sealed, making safety easy and clear, and are ready to sell as soon as you get them.

On top of that, Del Monte® is a brand name recognized for quality and trust.

92% of consumers state Del Monte® is a brand they trust.[8]

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>SHELF-STABLE SNACKS



Serving Suggestion

DEL MONTE® FRUIT & CHIA™

Succulent chunks of sun-sweetened fruit mixed with fruit-flavored chia seeds.

- Comes in two flavors:
  - **Peaches in Strawberry Dragon Fruit Flavored Chia**
  - **Pears in Blackberry Flavored Chia**
- Each cup is a good source of fiber and 800 mg of omega-3s
- No artificial flavors or preservatives
- Non-GMO*
- Non-dairy
- Comes in a non-BPA** cup
- Spork included
- 15-month shelf life
- Shelf-stable
- Serve ambient or refrigerated

41% of Millennials find high-in-fiber snacks appealing.[1]

Perfect for consumer snack motivators:

DEL MONTE® FRUIT REFRESHERS®

Juicy pieces of grapefruit and oranges combined with exotic pomegranate fruit water.

- Comes in one flavor:
  - **Grapefruit & Oranges in Pomegranate Flavored Fruit Water**
- 90 calories
- One whole serving of fruit per cup[5]
- No artificial flavors or preservatives
- Non-GMO*
- Non-dairy
- Comes in a non-BPA** cup
- Spork included
- 15-month shelf life
- Shelf-stable
- Serve ambient or refrigerated

In retail sales, Del Monte® Fruit Refreshers® strongly appeals to **Millennials and Gen X.**[3]

Perfect for consumer snack motivators:

*Ingredients of the types used in this product are not genetically modified
**Packaging produced without the intentional addition of BPA

NEW DEL MONTE® FRUIT INFUSIONS

A delicious Fruit Cup® snack infused with antioxidants and wholesome ingredients to satisfy cravings and support a healthy lifestyle.

- Comes in three flavors, each with its own unique benefit:
  - **Del Monte® Fruit Infusions Boost Me:** Mangos and Pineapple in Mango and Dragon Fruit Flavored Juice with Refreshing Coffee Extract and Vitamin C
  - **Del Monte® Fruit Infusions Gut Love:** Pineapple in Pineapple Ginger Flavored Juice with Turmeric and Nourishing Prebiotics
  - **Del Monte® Fruit Infusions Glow On:** Peaches in Passion Fruit Guava Flavored Juice with Hydrating Coconut Water and Aloe Bits



- One full serving of fruit[5]
- 100 to 110 calories per serving
- Made with real fruit juice
- No added sugar*
- No artificial flavors or sweeteners or preservatives
- 15-month shelf life, store refrigerated
- Serve refrigerated

75% of consumers are actively seeking food to help with healthier diets.[6]

78% of consumers agree this product provides more benefits than the fruit cup snacks they eat today.[6]

91% of consumers believe this product is good for overall health and wellness.[6]

Snacks that boost immunity, sustain energy and regulate digestion have high appeal to **Gen Z and Millennials.**[2]

Perfect for consumer snack motivators:

DEL MONTE® VEGGIEFUL™ BOWLS

A blend of veggies, whole grains and a savory sauce, perfect for a nutritious, convenient, versatile snack or meal.

- Wholesome ingredients, no artificial flavors or artificial preservatives and no artificial colors
- Good source of fiber
- Spork included
- Vegan and vegetarian options
- Enjoy chilled, refrigerated or heated



QUINOA BOWLS

- Comes in three varieties:
  - **Basil Pesto:** (with 9 grams† of plant protein)
  - **Tuscan:** (with 8 grams of plant protein)
  - **Chipotle:** (with 9 grams of plant protein)
- Available in 8.0-8.2oz
- 18-month shelf life
- Store refrigerated
- 1.5-2 servings of vegetables per bowl[7]

In retail sales, Del Monte® Veggieful™ Quinoa Bowls over-index with **Gen Z and Millennials.**[3]

QUINOA & BROWN RICE BOWLS

- Comes in two varieties:
  - **Southwest Style:** Corn with Brown Rice & Quinoa
  - **Asian Style:** Soy Sesame with Quinoa & Brown Rice
- Available in 7.4oz
- 15-month shelf life
- Store ambient
- 1 serving of vegetables per bowl[7]

Perfect for consumer snack motivators:

*Not a low calorie food
†Contains 11g of protein per bowl from plant based protein and dairy

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> REFRIGERATED SNACKS

DEL MONTE® FRUIT CRUNCH PARFAITS

These parfaits are 100% **non-dairy** and made with **coconut crème** and crunchy honey oat granola.

- Comes in three flavors:
  - **Pineapple**
  - **Strawberry**
  - **Blueberry**
- 1 billion probiotics per serving*
- 12-month shelf life
- 180–190 calories per serving
- No artificial flavors or artificial sweeteners
- Comes in a non-BPA** cup
- Each container has 1 full serving of fruit[5]



Serving Suggestion

Non-dairy yogurt consumers have a high preference for yogurt with toppers and added nutritional benefits[4]

88% of consumers are buying more or the same amount of non-dairy yogurt as the previous year.[4]

68% of non-dairy yogurt buyers prefer yogurt with mix-ins.[4]

74% of non-dairy yogurt buyers seek out yogurts with added nutritional benefits.[4]

Perfect for consumer snack motivators:

DEL MONTE® FRUIT NATURALS®

Juicy chunks of fruit that give plant-curious consumers a refreshing and nutritious way to snack on the go.

- Comes in five varieties:
  - **Red Grapefruit:** in Extra Light Syrup
  - **Cherry Mixed Fruit:** (Peaches, Pears & Cherries) in Extra Light Syrup
  - **Peach Chunks:** in Extra Light Syrup
  - **Mandarin Oranges:** in Extra Light Syrup
  - **Citrus Salad:** (Red Grapefruit, White Grapefruit & Oranges) in Extra Light Syrup
- Non-GMO***
- Non-dairy
- 15-month to 24-month shelf life
- Gluten free
- No artificial flavors or sweeteners
- Comes in a non-BPA** cup



In retail sales, Del Monte® Fruit Naturals® strongly appeals to the **Boomer generation**.[3]

Perfect for consumer snack motivators:

* Contains 1 billion CFU (colony forming units) of probiotics per serving
**Packaging produced without the intentional addition of BPA
***Ingredients of the types used in this product are not genetically modified

>FROZEN SNACKS

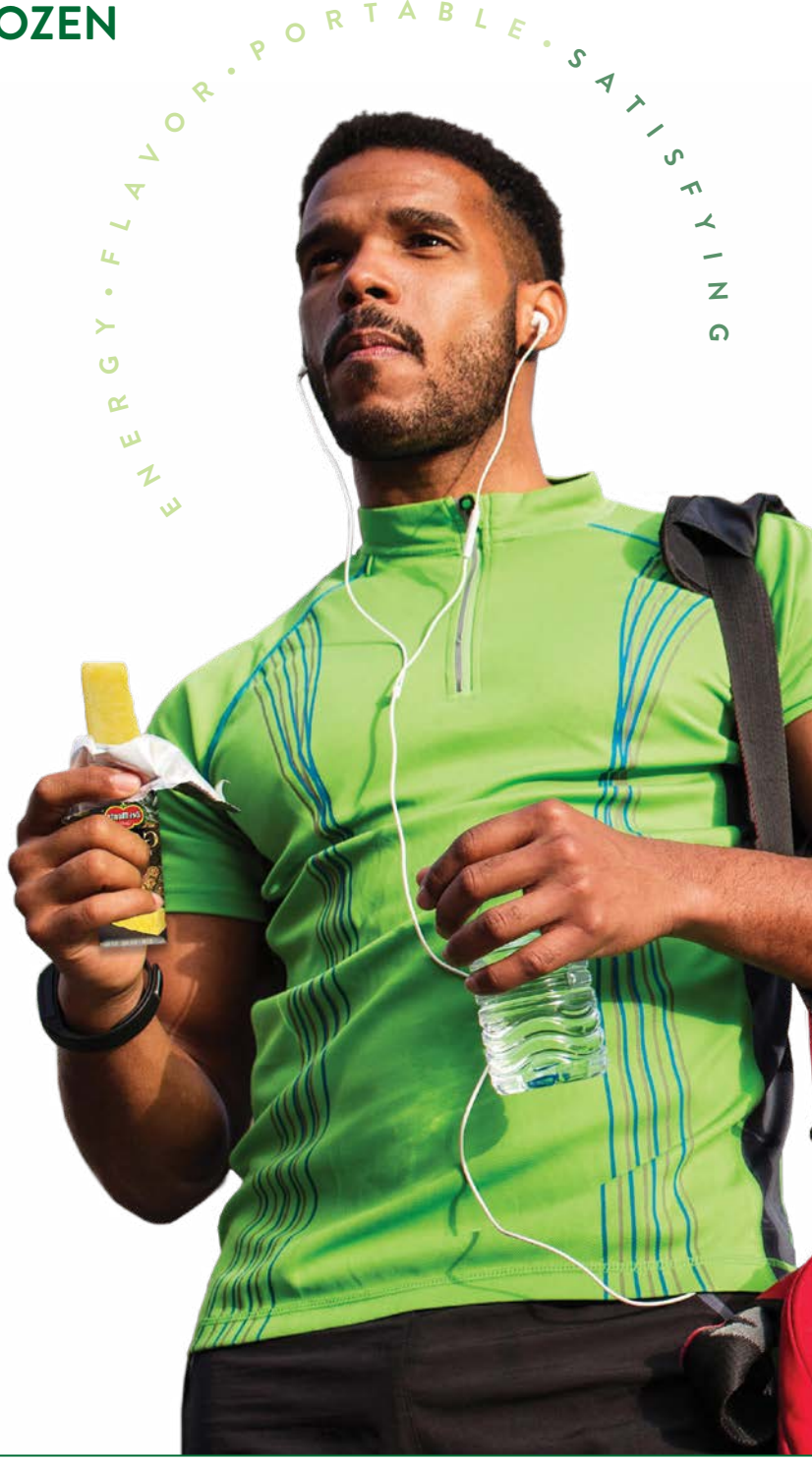
DEL MONTE® DELUXE GOLD™ SINGLE-SERVE PINEAPPLE FROZEN

Cut, frozen and individually packed spears of pineapple. Serve as a tasty frozen treat, or thaw and serve for that familiar, juicy bite. Philippine pineapple grown to peak ripeness, it's the perfect healthy and delicious snack.

- Uses fresh-lock technology to maintain the texture, flavor and vitamins like vitamin C of fresh frozen pineapple
- Frozen and individually wrapped for ultimate convenience
- 100% all natural; no added sugar or syrup
- Gluten free, non-GMO*
- Non-dairy
- Vegetarian and vegan
- No artificial flavors, colors or preservatives
- Only 30 calories per spear
- Perfect portion-control
- Comes in non-BPA** package
- 24-month shelf life



Perfect for consumer snack motivators:



*Ingredients of the types used in this product are not genetically modified
**Packaging produced without the intentional addition of BPA

1 Technomic Snacking Occasions 2020
2 Hartman Group, Snacking 2020 Report
3 Nielsen Spectra 2021
4 Mintel Yogurt & Yogurt Drinks, November 2019
5 Each container has 1 serving (1/2 cup) fruit per USDA Nutrient Data
6 Hartman Group. Functional Food & Beverage and Supplements, April 2020; Del Monte® Proprietary Research, November 2020
7 Containers with 1 serving of veg equals 1/2 cup of vegetables per USDA Database. Servings with 2 servings of veg equals 1 cup of vegetables per USDA Database.
8 2020 Communicus Brand Equity Study

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DISCOVER THE DEL MONTE® DIFFERENCE



Contact your Del Monte® sales representative or visit

delmontefoodservice.com or **call 1-800-463-8932** to learn more.

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The Original Plant-Based Food Company

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