

# Tate & Lyle in Ingredients

January 2023

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#### STRATEGIC EVALUATION

Key facts

Major strategic divestment splits the company into two separate entities

Revenues pick up in 2022 after previous year's divestment

North America core, but developing regions most dynamic

Tate & Lyle repositions as a Health and Wellness company

Tate & Lyle as a purpose-driven brand

#### COMPETITIVE LANDSCAPE

Consumer eating trends shape the competition

Health and wellness trend pushing consumers away from sugar

Companies are complementing better mouthfeel with clean label claims

Functional ingredients rise with the growing healthy eating trend

### MARKET ASSESSMENT

Tate & Lyle serves key food categories in human nutrition

Retail sales, in contrast to foodservice, flourish in line with increased home cooking

Maturity and health concerns hinder further growth of confectionery

Functional ingredients will benefit dairy, both key focuses for Tate & Lyle

Soft drinks on-trade still recovering, forecast growth promising

#### RECOMMENDATIONS

Key growth areas for the future

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