

PLEDGE ON ADVERTISING AIMED AT CHILDREN

Danone, due to the specific nature of its portfolio of products, is positioned as a leader in the field of nutrition and health. For some years now, it has been committed to constantly optimizing the nutritional quality of its products and providing its consumers with clear and suitable nutritional and health information. Keen to play its part in efforts to fight against the development of childhood obesity, DANONE is also creating or supporting a number of initiatives (research programmes, encouraging people to adopt a balanced diet and practice physical activity, etc). Since 2007, DANONE has extended its commitment to cover advertising aimed at children aged between 3 and 12, to take account of circumstances where children are exposed to brand publicity without their parents present.

Consequently, Danone has decided that, for media and advertising¹ where the target is mainly made up of children between the ages of 3 and 12 - and where there is no state-recognised self-limitation programme (such as PAOS in Spain) -, Danone restricts its advertising to products whose nutritional profile and portion size are suitable for the requirements of children aged 3 to 12, in line with public health priorities.

To this end, Danone uses relevant science-based nutrition criteria, ie:

- common nutrition criteria defined by local/regional Pledges Danone is a member of, when exist²
- any relevant nutrition criteria recognized by local/regional authorities



- In absence of common nutrition criteria defined by a Pledge or relevant nutrition criteria recognized by authorities, Danone will use the TheFoodProfiler³ system (taking into account local food consumption data for countries out of EU).

This means that for products which do not meet the criteria:

- Danone will refrain from advertising:
 - in commercial breaks on TV or radio at times of the day when the audience is made up of more than 35% of children under the age of 12
 - in the press specially designed for children under the age of 12
 - on third-party and brand web sites aimed at children under the age of 12.

Furthermore, in its advertising for products which do not comply with relevant nutrition criteria, it will not use real or fictional characters from movies, cartoons, television programs or printed littérature ("licensing").

- It will not sample products in schools except where specifically requested by, or agreed with, the school administration for educational purposes. In that case, only products complying with relevant nutrition criteria can be distributed

- It will not display product advertisements in schools and in the vicinity of schools (around 50m), whatever the nutritional profile of the products.

- It will not communicate in schools except when specifically requested by, or agreed with, the school administration for educational purposes. In that case, only brands complying with relevant nutrition criteria can sign up communication tools for schools. These tools must have an explicit educational purpose and content (pedagogic kit for teachers, educational posters for the classroom, educational leaflet for the pupils, etc.).

This does not affect sponsoring that promotes physical exercise.



Danone has implanted this commitment in Europe since 2007, in the US since 2009, in Brazil and South Africa since 2010, in Canada and Switzerland since 2012. In most countries, the compliance with this commitment is verified by an external body and the results of the audit are published⁴.

In line with its Food, Nutrition and Health Charter published in 2009⁵, DANONE is also committed to comply with the ICC code⁶, for example ensuring that its advertising does not illustrate, promote or present behaviour that would be non-conducive to a healthy lifestyle, in particular lack of physical activity and excessive consumption of products.

Footpage notes

¹ Media and advertising includes : TV, radio, print and internet

²US CFBAI uniform nutrition criteria available at:<http://www.bbb.org/us/storage/0/Shared%20Documents/IWG%20Comment%20Appendices%207-14-2011.pdf>.

Dannon Co. will comply with such criteria for products sold in the US from January 1st, 2014

- EU Pledge common nutrition criteria available at:http://www.eupledge.eu/sites/eupledge.eu/files/releases/EU_Pledge_Nutrition_White_Paper_Nov_2012.pdf. All EU Danone business units will comply with such criteria for products sold in all EU countries from January 1st, 2015.

³ The Food Profiler is a method of evaluating the nutritional quality of foods based on recommendations by Eurodiet. Foods are evaluated according to their potential to rebalance or unbalance the diet, taking into account both nutritional recommendations and the reality of food consumption. The food's nutritional profile is based on its content in five nutrients: 4 nutrients to be limited in food (total fats, saturated and trans fatty acids, added sugar and salt) and 1 nutrient to be encouraged in food (polyunsaturated fatty acids, calcium, fibre and iron). Available at: <http://thefoodprofiler.com/>



⁴ EU audits reports available at: <http://www.eu-pledge.eu/content/annual-reports> - US CFBAI audit reports available at: <http://www.bbb.org/us/childrens-food-and-beverage-advertising-initiative/>

⁵ Available at: http://www.danone.com/images/pdf/charte_alimentation_sante_en_2009.pdf

⁶ ICC code : ICC Framework for Responsible Food and Beverage Marketing Communications 2012 available at http://codescentre.com/images/othercodes/675%20FOOD_BEV_FRAMEWORK.pdf