2024





# Driving Global Demand Through Nutrition Research

**Moderator:** Kurt Waananen (Blue Diamond Growers) **Speakers:** Elena Hemler (ABC), Dariela Roffe-Rackind (ABC), Phil Gowland (Whitworths), Kristin Rubin (KIND - virtual)



ALMOND BOARD OF CALIFORNIA

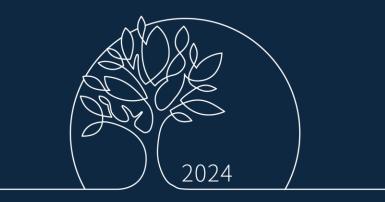


# Driving Global Demand Through Nutrition Research

Speaker: Elena Hemler (ABC)



ALMOND BOARD OF CALIFORNIA



# Driving Global Demand Through Nutrition Research

TUESDAY / DECEMBER 10, 2024





# Almonds are one of the most researched, healthiest foods.

**ROOTED TOGETHER:** THE ALMOND CONFERENCE 2024

# Mid-2000's

### ALMONDS SUFFERED FROM MISPERCEPTIONS







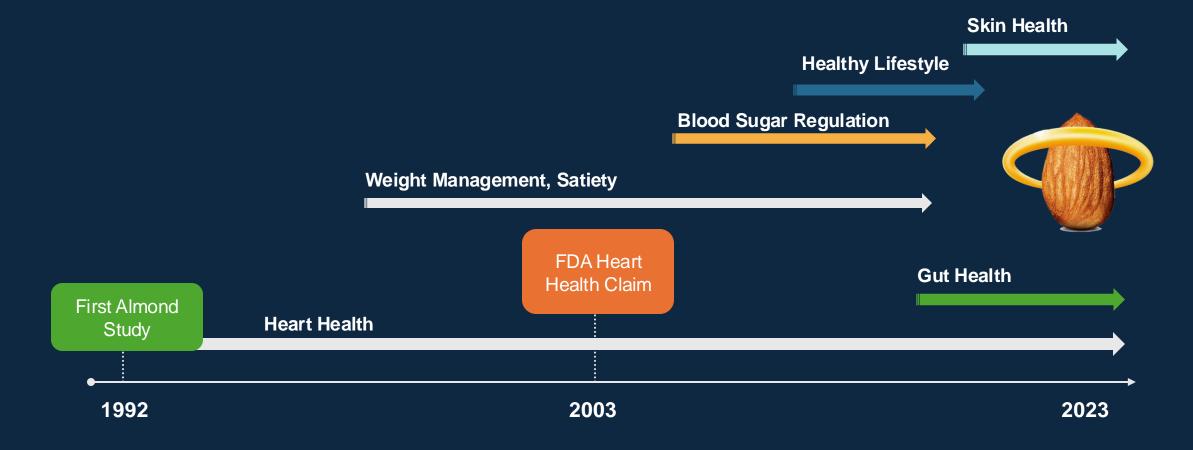








# **30 years of scientific research built almond's health halo**



#### **ROOTED TOGETHER:** THE ALMOND CONFERENCE 2024

# Almonds have a broad benefit set

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**WEIGHT** 

MANAGEMENT

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SKIN HEALTH

DIABETES MANAGEMENT

+





BRAIN

**HEALTH** 

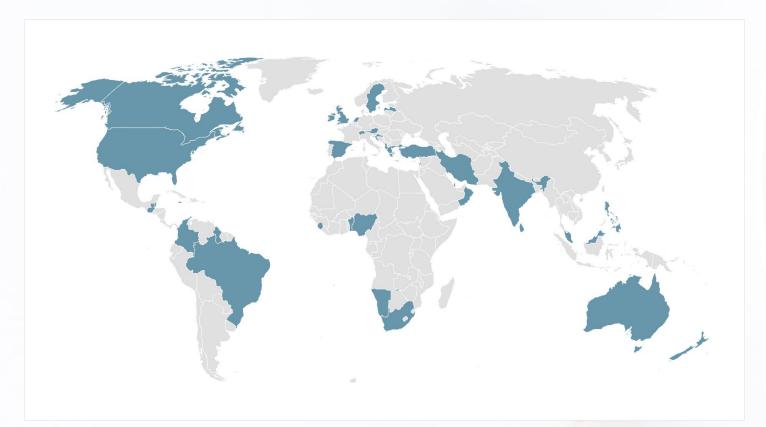
DIGESTIVE HEALTH



**IMMUNITY** 



# **Countries with nut intake recommendations**

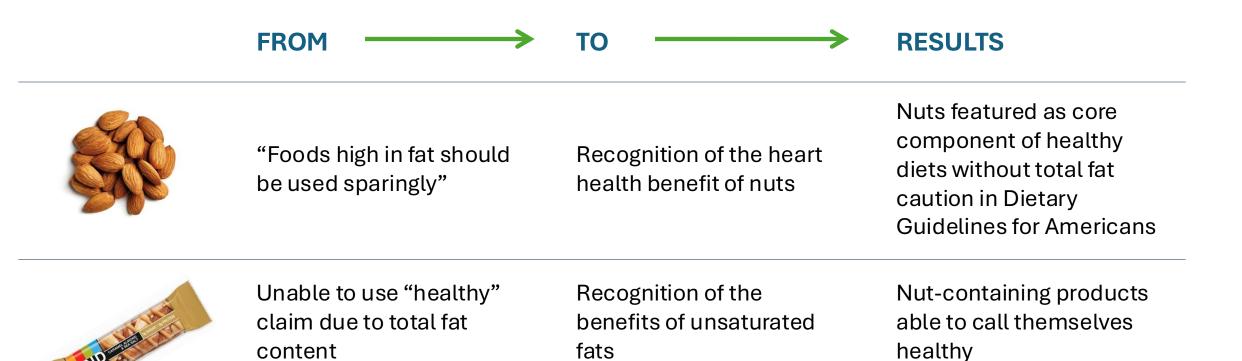








# Transforming the impact of foods with science



# Pathway for increased almonds in federal guidelines



Dietary Guidelines Advisory Committee call out nuts as a core component of healthy diets.

The Special Supplemental Nutrition Program for Women, Infants and Children (WIC Program)





WIC program allows nut butters and plant-based milks, yogurts and cheeses to qualify.



# Almonds are a nutritional powerhouse



Building block of the body; helps build and preserve muscle, bone, skin and nails; helps keep you satisfied.

#### FIBER 4g · 14% DV

Helps promote fullness and digestive health; helps maintain healthy blood sugar levels.

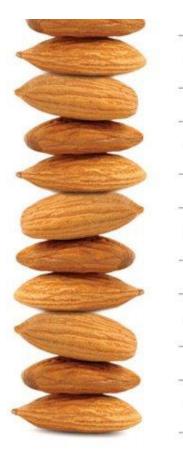
#### MONOUNSATURATED FATS 9g

Help decrease harmful LDL cholesterol and increase protective HDL cholesterol.

VITAMIN E 7.3mg • 50% DV Antioxidant that helps protect cells from damage and promotes healthy skin and hair.

**POTASSIUM** 210mg • 4% DV Regulates blood pressure; important for heart health and muscle contraction.

CALCIUM 76mg • 6% DV Helps build and maintain strong bones and teeth.



**MAGNESIUM** 76mg • 20% DV Helps regulate muscle and nerve function, blood sugar levels and blood pressure.

**RIBOFLAVIN** 0.3mg • 25% DV B vitamin that helps convert food into fuel; important for red blood cell production.

**NIACIN** 1mg • 6% DV B vitamin that supports energy production.

 PHOSPHOROUS 135mg • 10% DV Helps build and maintain strong bones and teeth; plays a role in how the body uses and stores energy.

**IRON** 1mg • 6% DV Carries oxygen to all body cells; plays a role in energy production.

#### All nutrient values are per 1 oz serving

USDA Nutrient Database for Standard Reference, Release 28, 2015; Ross, C.R. editors, et al. (2014). Modern nutrition in health and disease.

# GROW

Exercise Recovery + Physical Performance Gut Microbiome + Digestive Health Skin Health Blood Sugar Regulation Cognitive Health

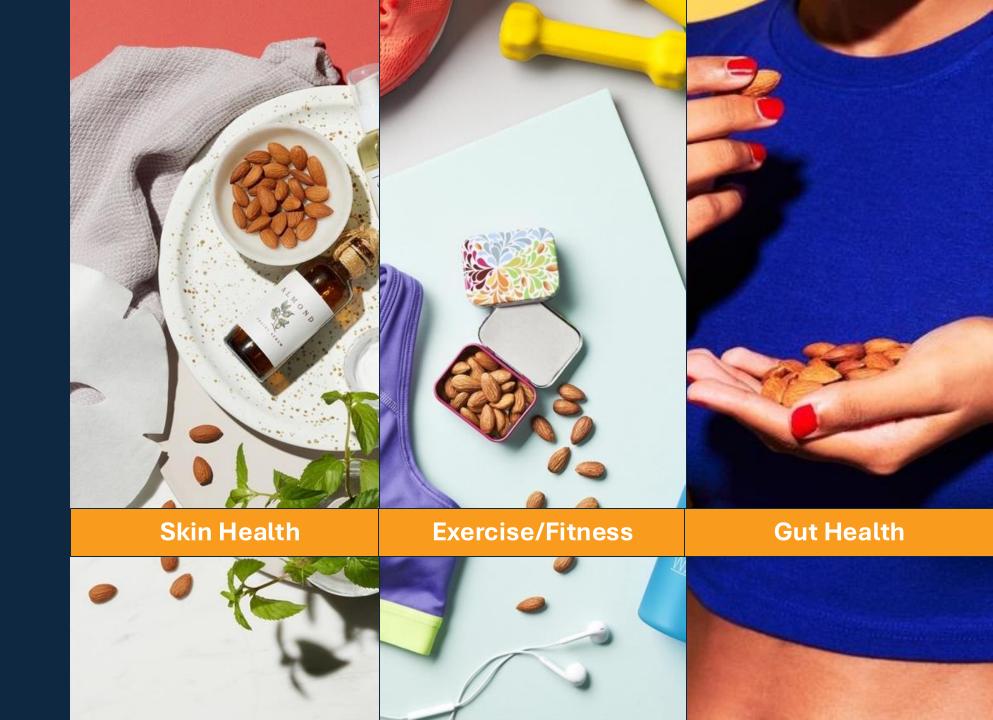
# PROTECT

Weight + Satiety Heart Health

# **EXPLORE**

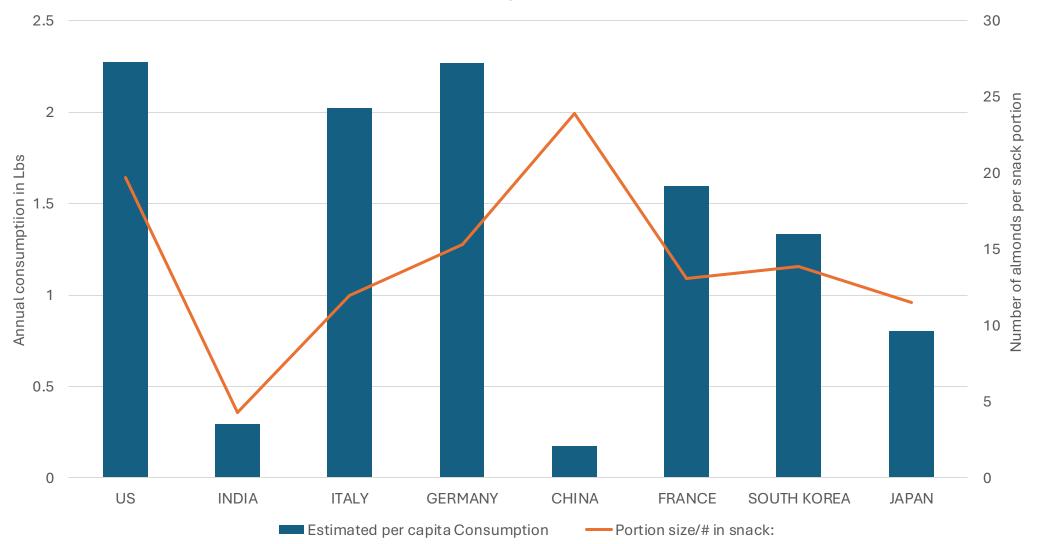
Sleep Mental Health Healthy Aging Immunity Beauty – beyond skin Sustainable Nutrition Cancer

# Research Frontiers



# **Opportunity to Increase Almond Consumption**







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ALMON

## ROOTED TOGETHER THE ALMOND CONFERENCE

# Nutrition Research Marketing

DARIELA ROFFE-RACKIND



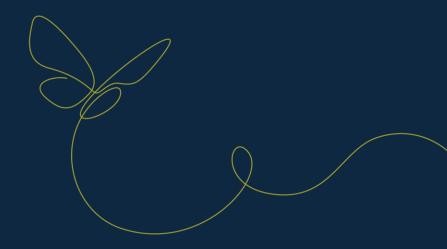
# WHAT ACHIEVED MORE MEDIA ARTICLES?



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Α.

C.



# Health = #1 reason people eat almonds.

**ROOTED TOGETHER:** THE ALMOND CONFERENCE 2024

7 out of 10 consumers globally rate Almonds as VERY healthy.

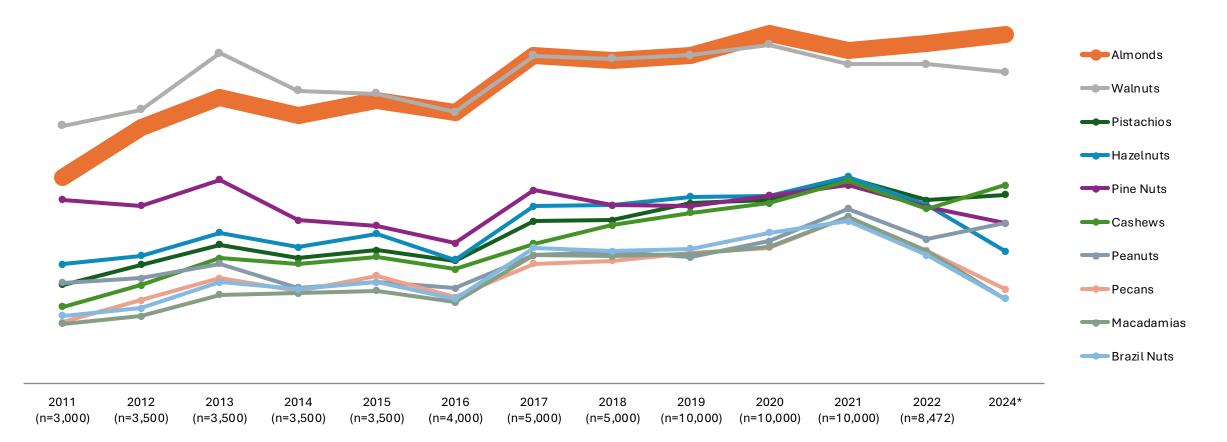
	2024
US	66%
Mexico	90%
France	70%
Germany	63%
Italy	75%
China	66%
S. Korea	73%
Japan	61%
India	98%*
Global Avg	74%

Q6: Now please rate each of the following nuts on how healthy you believe they are on a scale of 1-10, where 1 means not healthy at all and 10 means extremely healthy. (% rating almonds 8 or higher for being healthy on a 10pt scale)

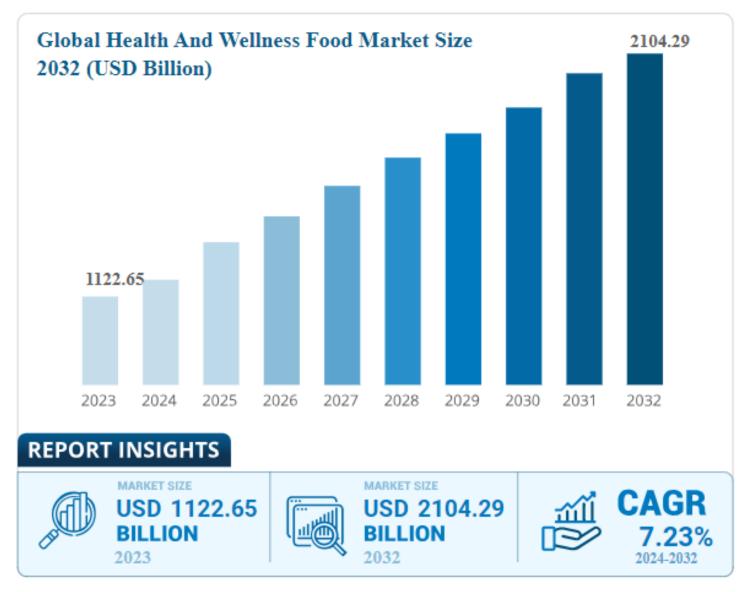
\*India % from Global Perceptions 2022

# **Consumers rate Almonds as the healthiest nut.**

Healthfulness Ratings for Nuts – Global Top-2 Box (9, 10 on a 10pt scale – Extremely Healthy)



# Healthy food market is thriving.



**Business Research Insights** 

# We need to continue to drive Almond health message forward with...



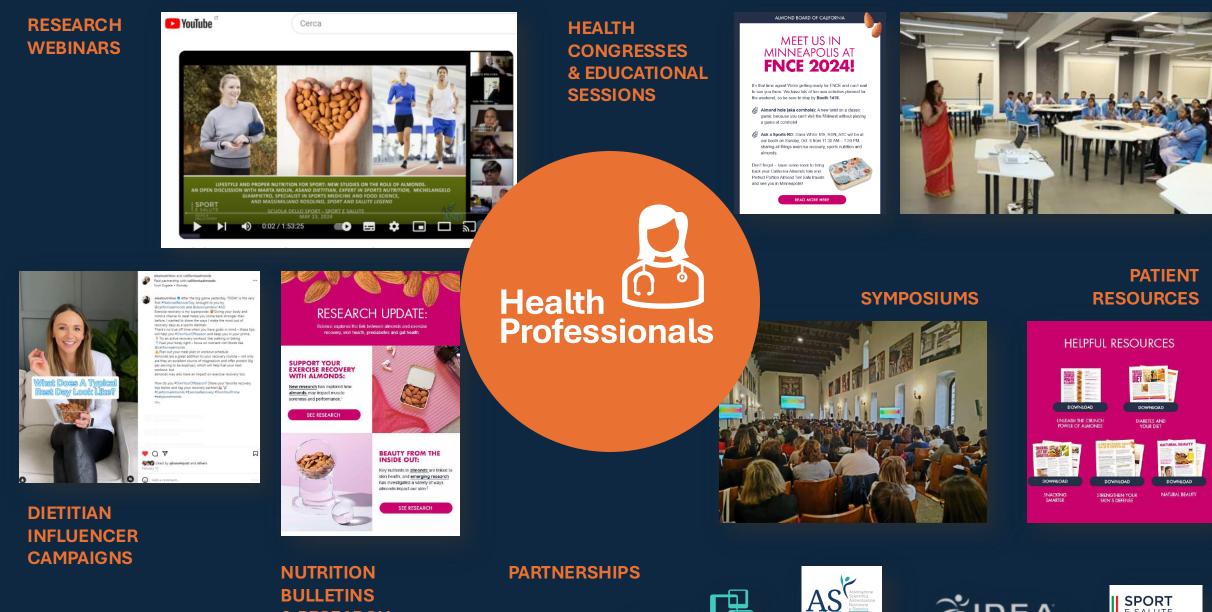




Health Professionals Food Professionals

Consumers





& RESEARCH **UPDATES** 

**MyNutriWeb** Expert nutrition and health learning









Consumers

**ROOTED TOGETHER:** THE ALMOND CONFERENCE 2024

### Marketing campaigns focused on health tailored to each market.

Beauty

 $\bigcirc$ 

Physical Performance

#### **OWN YOUR PRIME**





**TOMORROW BEGINS TODAY** 

Multiple

**Benefits** 



LIVE HEALTHY, LIVE RADIANT

#### Natural Energy

#### THE MOTHER OF ALL SNACKS

#### **RECHARGE YOUR DAY**



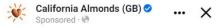


DELLA TUA GIORNATA

#### Nutrition Research Social Media & Media Relations



#### **MULTIPLE HEALTH BENEFITS**



Studies suggest that the consumption of almonds as part of a healthy diet and lifestyle may help in the management of blood glucose levels.

More than a decade of research has examined the role of almonds in

#### **BLOOD GLUCOSE MANAGEMENT.**

See the research.



almonds.co.uk Did You Know?

Learn more

# Educating younger audiences through bold campaign.

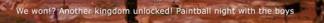
#### **SNACKING**

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POST EXERCISE MUSCLE RECOVERY







HEART HEALTH

#### ENERGY THROUGH THE DAY

#### **BEAUTY**



WEIGHT MANAGEMENT



HAIR

#### For muscle recovery, I have almonds everyday!

Study conducted amongst people who exercise occasionally (less than three times per week). Nieman, D. C., Omar, A. M., Kay, C, D., Kasote, D. M., Sakaguchi, C. A., Lkhagva, A., Weldemariam, M. M., & Zhang Q. (2023). Almond intake alters the acute plasma dihydroxy-octadecenoic acid (DiHOME) response to eccentric exercise. Front. Nutr. doi: 10.3389/fnut.2022.1042719



# Own your Prime Campaign

PRIN

EXERCISE RECOVERY





EA College Football 25

SPORTS

# EA Sports College Football 25, among most anticipated sports video games in history, hits the market

SPORTS

**EXERSICE RECOVERY** 

### Nutrition Research Social Advertising 1.5 BILLION SOCIAL IMPRESSIONS











# WHAT ACHIEVED MORE MEDIA ARTICLES?



A. 10,400

B. 6,800

C. 13,900

### 13,900+ MEDIA STORIES

Nuts, like almonds, are a

in protein and fibre, along with

and minerals, Also, they have a

million adulto are overweight or

Dr Sharayah Cartee, the study

shows how outs can help with

weight control and cardiometabol-

The Times of India

According to CalSA researcher

high fat content which people

associate with increased

body weight

obese

being packed with vitamins

great snack. They are high

### Here is why your go-to snack should be almonds



Recorders discovered that its severy distinct only helped participants have value that also impressed their cardioversided is hasht. The study was pathialased in the paramal Obsenty.

When it comes to weight reduction, muts often get a poor rap: while they're high in process, they're also henry in fat, which often puts people off. However, recent research from the University of South Amstrulia indicates that

Australia indicates that you can set alternado autor time. The second set of the same the energy ensisticate diensis alternado or carbonych stacks, both diets sancessi end body weight in reaght

More than 1.9 billion p workbride are overweight lion are obeset. In Australia, of every three persona (alt TODAY

Just lounce of almonds a day has these impressive benefits for your gut, heart and skin

Almonds are a high-protein snack that are good for our heart, gut and skin — and they offer the most fiber and vitamin E of any tree nut.

A handful of almonds has long been a go-to snack among healthconscious individuals. The nut does make for a crunchy and <u>satisfying</u> <u>snack</u>, but many people forget that almonds come in many forms, making them a versatile ingredient. Whether whole, sliced, roasted, blanched or ground into butter or flour they can be used in everything from salads to snacks to desserts.

Almonds may be tasty, but it's their nutritional profile that make them a must-eat. There's an abundance of research on the benefits of the tree nut for your heart, blood sugar, muscles, gut and more. Yes, almonds are a food that is higher in fat and calories, but don't let that deter you from reaping the many benefits they have to offer.



### Best foods to eat for radiant, ageless skin and what to avoid, according to nutritionists

Nutrition experts reveal the foods you should be eating if you want a glowing complexion By Perri Ormont Blumberg Fox News

"Eating almonds daily can help to reduce wrinkles while boosting complexion," said Palinski-Wade, adding that a recent study published in the peer-reviewed journal, "Nutrients," found that <u>consuming almonds daily</u> (about two ounces per day) led to a 16% reduction in wrinkles over a 16-week period and a 20% reduction in facial pigmentation intensity.

#### Almonds named the healthiest food in the World: The ultimate superfood

By Farah Mokrani - Updated: 22 Nov 2024 - 20:56 - 1 minute read



# VOGUE

Here's What to Eat After a Workout (and What to Avoid)

BY AUDREY NOBLE

She adds that you can look to omega-3 fats, like those found in salmon, olive oil, walnuts,

week of omega-3 foods will reduce muscle damage. Asche for magnesium to support the muscles through soreness ay help reduce inflammation and oxidative stress. You can almonds, she says. She explains that <u>research has found</u> e recovery.

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#### 13,900+ MEDIA STORIES

# NATIONAL GEOGRAPHIC

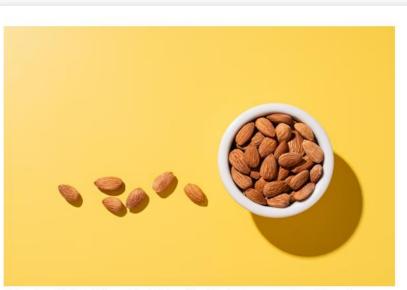
#### SCIENCE

#### Nuts are surprisingly great for your health. But which are the best?

Experts say that certain nuts offer surprising advantages—including a lower risk of cancer, better cognitive function, and even a longer life.

By Daryl Austin October 16, 2024

G X 🖂 🔗



Almonds are rich in both fiber and vitamin E, as well as minerals such as magnesium, calcium, and phosphorus. PHOTOGRAPH BY MIRAGEC, GETTY IMAGES

#### Almonds

Almonds rank near the top of just about every nutritional scientist's list when it comes to nuts that offer great health advantages. For one, Tobias says they <u>contain</u> <u>more fiber</u> than any other nut—a whopping <u>17.9 grams</u> in a single cup. Fiber can lower your risk of cancer and type 2 diabetes and aid in weight control.

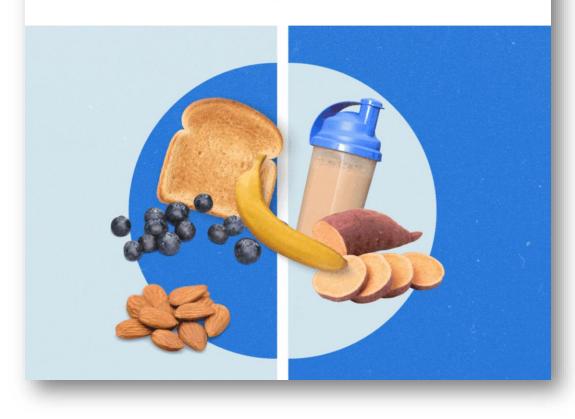
#### (How your fiber intake affects your colon cancer risk.)

Almonds are also rich in vitamin E, "which promotes skin health, a strong immune system, and supports vascular function," says Amy Goodson, a nutritionist and registered dietitian based in Dallas. And a cup of almonds contains 386 milligrams of magnesium, "which is critical for muscle function," she adds.

Studies show that almonds also help lower LDL or "bad" cholesterol levels because their skins are rich in polyphenol antioxidants—which can help prevent cholesterol oxidation. "Almonds also contain lots of calcium and phosphorus, which have been <u>linked to</u> improved bone health," says Jen Messer, a registered dietitian and president of the New Hampshire Academy of Nutrition and Dietetics.

#### 13,900+ MEDIA STORIES

What to Eat Before and After Your Workout 8 MINUTE READ





Nieman also has found that snacking on about 40 almonds per day for four weeks before heavy exercise contributed to less muscle damage. In a study this year, people who ate almonds for two weeks weren't as sore after running 30 minutes downhill. Because almonds are high in calories, stay very active when upping your intake.

Decades of research support the general health benefits of polyphenols, but their role in exercise is a recent discovery. "They're the future of sports nutrition," Nieman says.

#### 13,900+ MEDIA STORIES



#### Deion Sanders amps up recovery efforts up with the help of a key ingredient

Coach Prime has incorporated almonds into this regimen for a winning combination



ENTERTAINMENT CRIME HUMAN INTEREST LIFESTYLE ROYALS CRO

As Deion has navigated the changes to his team and coaching staff, he's also had to watch out for what his players are consuming and how they're taking care of their bodies.

Never miss a story — sign up for <u>PEOPLE's free daily newsletter</u> to stay up-to-date on the best of what PEOPLE has to offer, from celebrity news to compelling human interest stories.

"They don't know what they're doing. They're just taking something that somebody gave them," he says of other teams, before noting that California Almonds "keep me looking good."

He adds, "You know they're healthy. If you do your homework and Google that, you know they're tremendously healthy. I recovered tremendously well. I'm still in my prime, and they keep me right where I need to be."

And when it comes to his team overall, Deion is positive about the outlook. "We look good," he says. "We, as in the whole staff, the team and everything — just having healthy snacks around, healthy options around is tremendous for our young men."





Photograph: Getty Images; Collage: Gabe Conte

Vellness

#### The Real-Life Diet of Deion Sanders, Who Tries to Stay Away from KFC These Days

Coach Prime told GQ about eating until he's satisfied (but not full), keeping almonds on hand, and why he doesn't eat soul food every day anymore.





#### Driving Global Demand Through Nutrition Research

**Speaker:** Phil Gowland (Whitworths)



ALMOND BOARD OF CALIFORNIA

NUTS. SAVE. LIVES.

Phil Gowland, Commercial Director & Director of Health, Whitworths

# Globally, Bad Diets are now responsible for more deaths than smoking



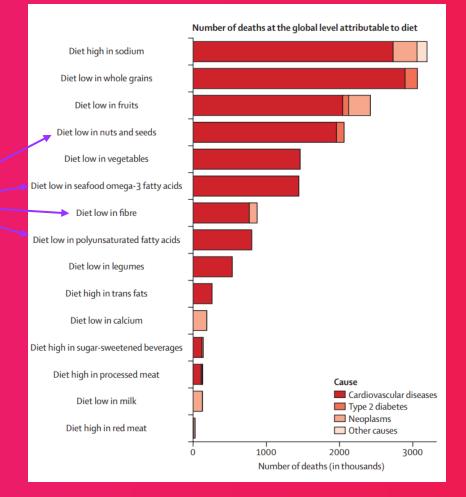
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Source: The Food Farming and Countryside Commission (FFCC) report 2024, Centre for the Understanding of Sustainable Prosperity, Surrey University

## Our truth...

We know that if the consumption of nuts increased; disease burden and diet related deaths would reduce!





Source: Health effects of dietary risks in 195 countries, 1990-2017: a systematic analysis for the Global Burden of Disease Study 2017





# Rethink small<sup>++</sup>

The surprising power of nuts, seeds and dried fruit in helping to transform the nation's health.

















### What we've done ...



Nutrition Led Brand reposition



Reaching 16m on TV



Creating conversation to reappraise



### What we're doing!



Expert round tables



Building tools to educate



Lobbying for change



# vour nutrition RESCUED

Whitworths

/itamin

with a daily HIT of Hitworths

# Fuelling Health, Reducing Disease.









#### Driving Global Demand Through Nutrition Research

Speaker: Dr. Kristin Rubin (KIND)



ALMOND BOARD OF CALIFORNIA



#### Driving Global Demand Through Nutrition Research

Speaker: Elena Hemler (ABC)



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Global Almond Cardiometabolic Roundtable and Next Steps for Nutrition Research

ELENA HEMLER



#### Global Almond Cardiometabolic Health Roundtable

- Analyzed almond effects on cholesterol, blood pressure, body weight, blood sugar and gut health
- Gathered expert insights and recommendations for future nutrition research strategy





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#### **Consensus achieved between Cardiometabolic Roundtable experts**

#### CONSUMING ALMONDS DAILY:

- Does not result in weight gain; associated with slight weight loss
- Reduction in LDL cholesterol levels
- Reduction in diastolic blood pressure
- Improvements in blood sugar (among Asian Indians with prediabetes)
- Increase in beneficial gut bacteria (prebiotic effect)



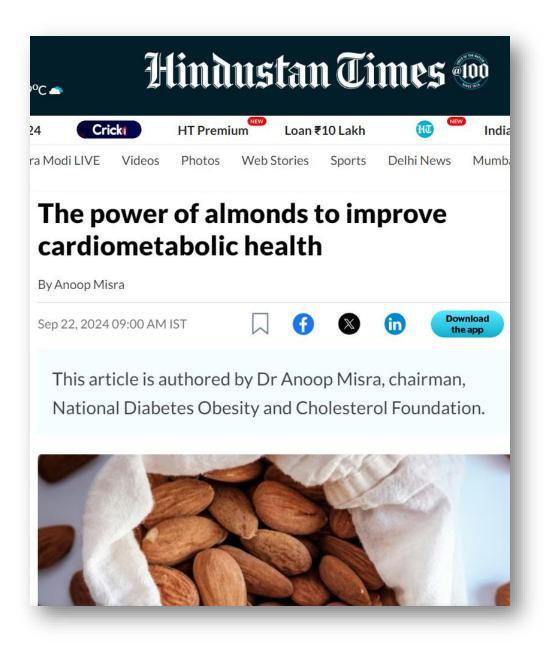


#### The Goal

Convert medical, academic and policy experts to almond ambassadors to amplify almond health benefits and ultimately increase consumption







#### **2025 Expected New Nutrition Research Results**



Physical Performance & Exercise Recovery



Gut Health



Immune Health



Skin Health



Weight





Diabetes





Cancer



#### **Nutrition Research** Committee MEMBERS



Kurt Waananen Chair **Blue Diamond Growers** 



**Cathy Marsh** Vice Chair Joseph M. Marsh



Liz Kimball Blue Diamond Growers

Ken Rapp



**Christine Gemperle Blue Diamond Grower** 

**Bobbie Williams** WMD Farming

Sharon Hawley-Crum Crum Family Ranch, LLC

#### ALTERNATES



Gabriela Chavarria Harris Woolf Almonds



**Cynthia Machado** Blue Diamond Growers



**Kathy Wiemer** Nutrition Edge, LLC



**George Goshgarian Goshgarian Enterprises** 







**Craig Duerr** Chair **Campos Brothers Farms** 

**Maya Erwin** Vice Chair **Blue Diamond Growers** 



**Chris Cummings** Blue Diamond Growers

Adriana Devis **Blue Diamond Growers** 



Laura Gerhard **Blue Diamond Growers** 







**Ranjeet Pradeep** ofi



**Darren Rigg** Minturn Nut Company



**Jared Smith** Fisher Nut Company

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Raj Samran Hilltop Ranch



Katie Staack Grizzly Nut

**Indicates BOD** 

Member or Alternate

**2024-2025 Global Market Development Committee** ALTERNATES

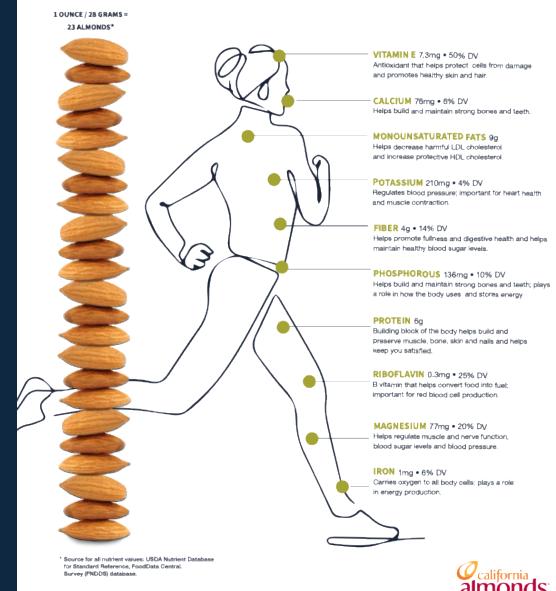
#### Resources you can use

#### ALMONDS.COM

- Infographic
- Press materials
- Photography
- Health Professional/Patient resources
- Topical guides
- Nutrient comparison charts
- Claims documents



#### HEAD-TO-TOE NUTRITIONAL BENEFITS IN A 1-OUNCE SERVING OF ALMONDS



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#### GROWER BREAKFAST: Game Changers in Global Marketing WEDNESDAY, DEC. 11, 8:00 - 9:30 A.M.



#### December 11 | 8:00 - 9:30 a.m.

- ABC President and CEO Clarice Turner
- Mickey Citarella Sterling-Rice Group
- ABC VP Global Market Development Emily Fleishmann

The world is evolving at a lightning pace and staying informed about the latest trends is crucial for success. Come learn how the Almond Board is developing new, game-changing strategies to meet the evolving needs of consumers worldwide. From inspiring innovation with food manufacturers, to tapping into passions like ICC Cricket World Cup in India, to reaching new consumers through Own Your Prime with Deion Sanders, the global marketing team is pushing the boundaries to ensure California almonds remain a popular and essential food around the globe. Our industry's investment in nutrition research has been and will continue to be pivotal in growing demand

#### WE CAN ALL CONTINUE TO USE THIS BODY OF RESEARCH TO:

- Enhance consumer awareness
- Support a favorable nutrition regulatory environment
- Stimulate innovation and product development
- Enhance industry credibility
- Improve public health





# **Q&A Session**



2024

# THANK YOU

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