



Thai
Union

PREMIUM PET FOOD

Keeping pets healthy and happy

“WE STRIVE TO PROVIDE LONG TERM SUSTAINABLE GROWTH OPPORTUNITIES FOR OUR CUSTOMERS”

Thai Union Global PetCare Business Unit

OUR VALUES



PASSIONATE



HUMBLE



RESPECTFUL

SUSTAINABILITY

100% OF THE LOCAL THAILAND SOURCED SEAFOOD AND IMPORTED TUNA IS **TRACEABLE** BACK TO THE VESSEL OR FARM.



INNOVATION

HIGHEST QUALITY/VALUE RATIO

HOW?



RESPONSIBLE



COLLABORATIVE

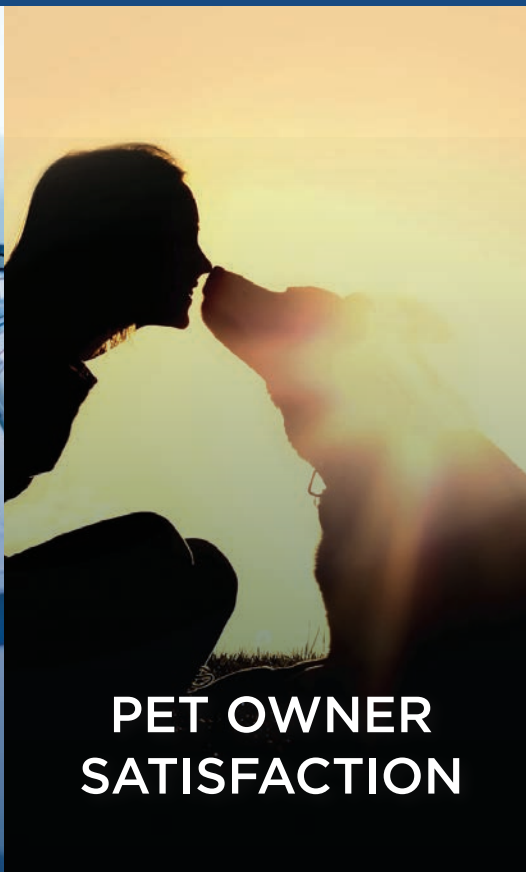


INNOVATIVE

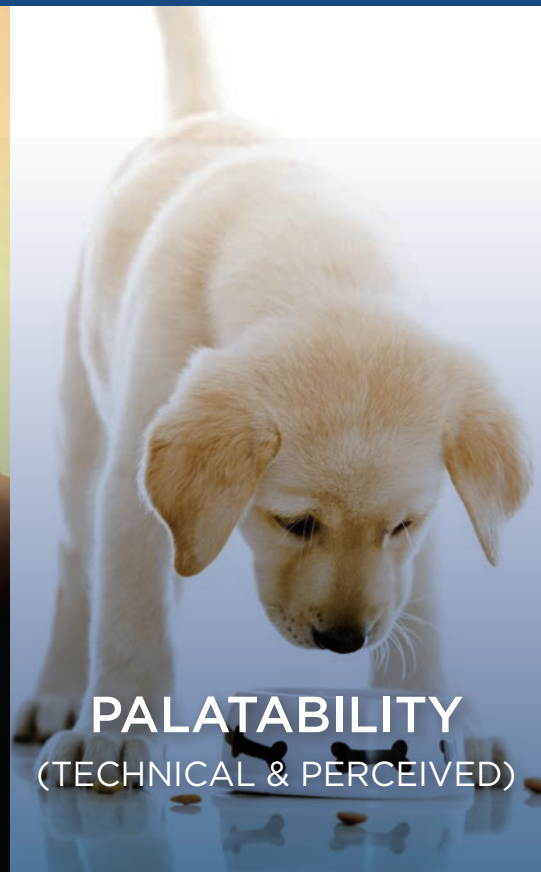
PRODUCT PERFORMANCE



**NUTRITIONAL
COMPLIANCE**



**PET OWNER
SATISFACTION**



PALATABILITY
(TECHNICAL & PERCEIVED)



PASSIONATE

FOR BOTH THE PET
AND PET OWNERS

HISTORY OF THAI UNION AND, ITS GLOBAL PETCARE BUSINESS UNIT

From its genesis with the establishment of Thai Union Manufacturing in 1977 and subsequent expansion into frozen seafood products with the formation of Thai Union Frozen Products in 1988, Thai Union Group PCL (TU) became a publicly traded company on the Stock Exchange of Thailand in 1994. Today, TU is a leading global seafood and pet food expert with a diversified product portfolio available to all key markets of the world.

In 2015, as the company approached its 38th anniversary of manufacturing pet food, the company decided to consolidate all of the companies PetCare activities into one group, the Global PetCare Business Unit (GPC), managed out of Bangkok, Thailand. This consolidation will grow the PetCare culture and expertise across the organization, thereby enhancing our value for our customers.

Our Mission

GPC will provide long term sustainable growth opportunities for its customers and be recognized as a global co-manufacturer of choice in the area of premium innovative dog and cat products, making a real positive difference for pets, their families, our customers and the way the category is managed.

Our goals are to:

- use our knowledge and expertise to bring innovation to the Petcare industry;
- build long-term enabling relationships with our customers to fully meet their needs and expectations, and exceed those of their customers;
- create value added products for pets and their families by leveraging our expertise in raw materials, formulation, nutrition, packaging and processing;
- deliver high quality products that represent excellent value;
- place sustainability at the heart of our business by conserving natural resources, respecting human rights and animal welfare, and creating shared value;
- be renowned as an employer of choice by investing in people and creating opportunities for development.





Our Brands

TU is the world's largest producer of shelf-stable tuna products and one of the largest seafood producers in the world. With production facilities in Thailand, Indonesia, Vietnam, the United States, France, Portugal, Seychelles, and Ghana, our organization is truly global.

Our Pet Food portfolio includes market ready brands such as Marvo, Bellota, Paramount, and Calico Bay. However, the vast majority of our total production is exported under customer brand names to major global markets including North America, Europe, Asia, Japan, and Australia.

Our Products

We currently offer a wide array of products - all made from top quality ingredients that meet stringent standards. Key pet food product options include real flaked fish, real flaked meats, single or dual layer pate products, our exclusive shelf-stable rolls we call "Chubs", steam tunnel chunks, our exclusive formed meat analogs we call "Rockstar" chunks and a wide variety of treat options. Our pet food product options are for both dog and cat. They can be either complete and balanced or complimentary and can be packed in a wide array of single serve and multipack options. To serve the diverse needs of our customers, we leverage the resources of our human food lines to provide value-added and ready to eat products for pets that mimic human trends.



Pet Food Production sites

Today, our Pet food manufacturing footprint consists of four sites; Thai Union Manufacturing (TUM); Songkla Canning Company (SCC), Yueh Chyang Canned Food (YCC) and US Pet Nutrition (USPN).

TUM was founded as a local producer and exporter of canned tuna in 1977. Following 38 years of robust growth, the company now produces 600 metric tons of tuna each day at TUM's modern canning facilities, regarded in the industry as the largest in Asia.

Founded just four years after TUM, SCC is one of Thailand's top producers and exporters of canned seafood with an annual production and export capacity of 70,000 metric tons. USPN is TU's first Pet Food manufacturing site in North America. Founded in 2010, USPN has grown into the category leader in production of semi-moist shelf-stable pet food rolls "Chubs". In addition, we have six distribution centers strategically located throughout the United States and an import team based in San Diego to support customer specific needs.





A core part of TUM and SCC's business is the production of high-quality pet food that is rich in nutrients and protein from the companies' top-grade seafood supplies. Backed by 38 years of expertise from passionate, professional animal lovers, product developers and world-class researchers, customers can trust that TU Global PetCare (GPC) will provide their pets with only the best.

Together, these four production sites (TUM, SCC, YCC and USPN) provide cutting-edge production and exporting operations and are the foundation for the GPC production network. Complementing our manufacturing, quality standards, customer service, distribution and product innovation is the company's commitment to sustainable development, thereby providing long term sustainable growth opportunities for our customers.



OUR COMMITMENT TO SUSTAINABILITY

SEA CHANGE OUR OVERARCHING OBJECTIVES

THE **SEAS ARE SUSTAINABLE** NOW AND FOR FUTURE GENERATIONS THROUGH OUR WORK TO IMPROVE FISHERIES.

OUR **WORKERS ARE SAFE**, LEGALLY EMPLOYED AND EMPOWERED.

THE **VESSELS WE BUY FROM ARE LEGAL** AND OPERATE RESPONSIBLY.

ACHIEVING OUR OBJECTIVES WILL BE DELIVERED THROUGH FOUR KEY PROGRAMS

- **RESPONSIBLE SOURCING**
- **MARINE CONSERVATION**
- **SAFE AND LEGAL LABOR AND**
- **CARING FOR OUR COMMUNITIES**

EACH PROGRAM HAVING VERY SPECIFIC 2020 GOALS AND FULLY FORMED ROAD MAPS.

SEA CHANGE IS AN INTEGRATED PLAN OF INITIATIVES DESIGNED TO ENSURE THAI UNION DELIVERS AGAINST ITS OWN STRETCHING SUSTAINABILITY OBJECTIVES AND, IN THE PROCESS, DRIVES MEANINGFUL IMPROVEMENTS ACROSS THE ENTIRE GLOBAL SEAFOOD INDUSTRY.

TODAY, THAI UNION CONFIRMS THAT 100% OF THE LOCAL THAILAND SOURCED SEAFOOD AND IMPORTED TUNA IS TRACEABLE BACK TO THE VESSEL OR FARM. NO DELIVERY OF LOCALLY CAUGHT SEAFOOD CAN BE RECEIVED AT A THAI UNION MANUFACTURING SITE THAT DOES NOT HAVE A MARINE CATCH PURCHASING DOCUMENT (MCPD) APPROVED BY THE DEPARTMENT OF FISHERIES OF THE ROYAL THAI GOVERNMENT. ALL OF THE LOCAL VESSELS SUPPLYING THAI UNION HAVE UNDERGONE FIRST PARTY AUDITS AND CAN BE SUBJECTED TO THIRD PARTY UNANNOUNCED AUDITS. NO LOCAL VESSEL CAN SUPPLY THAI UNION WITHOUT PASSING AN AUDIT BY TU STAFF. THESE STANDARDS SUBSTANTIALLY REDUCE THE RISK OF ILLEGAL, UNREPORTED AND UNREGULATED (IUU) FISHING PRACTICES AND ANY VIOLATIONS OF LABOR OR HUMAN RIGHTS.

SEA CHANGE WILL ALSO DELIVER AGAINST THREE OF THE UN SUSTAINABILITY DEVELOPMENT GOALS FOR PEOPLE, PLANET AND PROSPERITY:



**SUSTAINABLE
DEVELOPMENT GOALS**



ENSURING NUTRITIONAL COMPLIANCE AND PRODUCT DEVELOPMENT EXPERTISE

NUTRITIONAL COMPLIANCE IS AT THE FOREFRONT OF OUR PRODUCT DEVELOPMENT PROCESS. OUR APPROACH COMBINES STRATEGIC ANALYTICAL MEASUREMENTS AND SCIENTIFICALLY ACCURATE CALCULATIONS TO MINIMIZE RISK WHILE MAXIMIZING SUCCESS RATES. WE OFFER AAFCO FEEDING STUDIES AND FULL CHEMICAL ANALYSES. WE ARE DEVELOPING IN-HOME USE PANELS, AND CAN WORK WITH EXTERNAL PARTNERS TO PERFORM IN-DEPTH CLINICAL TRIALS AS NEEDED.

EXPERTS AT WHAT WE DO...

As the world's seafood experts, we understand our raw materials like no other company.

Our research and development team includes experts in animal nutrition and food science (including a PhD in small animal nutrition and over 14 product technologists, of which over 90% have a Master's Degree in food science) spread between our 3 main pet food production facilities.

This team is continually reviewing trends in human and animal nutrition, interesting health claims, and the scientific literature for any new nutritional technologies.

Our Product development team is familiar with regulations in many of the world's largest pet food markets (including: AAFCO, FEDIAF, PFIA - Australia). Currently we develop and sell products to over 40 countries around the world, with countless more added through secondary distribution.

Our product development team has experience formulating complementary (treat), complete and balanced, and Veterinary Prescription diets to meet a wide range of customer needs. This includes specialized diets for kittens, large breed puppies, renal failure, hairball control, sensitive digestion, Oxalate and Struvite crystals, diabetes, and weight loss.



Our unique raw material streams allow us to create products ranging from simple broths and treats to highly customized and controlled veterinary diets. While our expertise is in wet pet foods and semi-moist pet food rolls, our product development team also has extensive experience formulating; dry dog and cat kibble; baked, extruded, semi-moist, and dehydrated jerky-style treats.

Additionally, while we are experts at what we do, we still understand the importance of continual learning to ensure the health and safety of all animals who are fed our products. That is why we spend over \$250,000 annually to analyze nutrients in our raw materials sourced from both internal and external suppliers and in our finished products. All this data is used to make Thai Union PetCare formulations as accurate as possible.

...UTILIZING CUTTING EDGE PROCESSES

Our Research and Development team uses an industry leading computer formulation system (Concept 5) to organize raw materials and to formulate least-cost formulas to provide cost effective options to our customers according to their individual specifications. This system includes automated labeling, nutrient calculations and allows comparisons to regulatory limits with a click of a button. Our raw material streams also include the ability to specify the country of origin for certain ingredients.

Each of our factories has the ability to create small batches of finished products for analytical testing. Our main Pilot Plant is located in Thailand and has the capability to run many of the products we produce today. Scale up to production has been optimized at each of our production sites allowing flexibility to produce products at each of our factories while delivering the same high quality finished products, thereby creating contingency options for our customers. Our Research and Development teams utilizes a gold standard process called Stage Gate to manage product development. This process ensures all aspects of the product development process are completed in a timely and organized manner for all sizes of projects, reducing the amount of re-work and thus saving time from product development to launch.

INNOVATIVE PET FOOD & TREATS

Snacks



Semi-Moist Treats



Souffle



Tuna in Crystal Jelly



Semi-Moist Treats

Succulent Loaf/Pate



Semi-Moist Treats



Grilled Tuna



Soup/Broth

LAMB



CHICKEN

OUR PATENTED
IN-HOUSE MEAT ANALOG
“ROCKSTAR CHUNKS”



BEEF

BEEF ROCKSTAR CHUNKS WITH REAL BEEF IN GRAVY



CHICKEN AND BEEF ROCKSTAR CHUNKS IN GRAVY

FLAKED SALMON SASHIMI STYLE
WITH IMITATION IKURA



CHICKEN AND IMITATION IKURA IN CRYSTAL JELLY



VISUAL CLAIM INCLUSION

Soft and palatable visual pieces that can contain specific claim ingredient

VITAMIN BALLS IN SAUCE



PUMPKIN SOUP
WITH VITAMIN BALL



A top-down photograph of three white ceramic bowls filled with flaked fish in a light-colored gravy, arranged on a rustic wooden cutting board. The bowls contain different types of fish: mackerel, white fish, and sardines. The board is decorated with fresh vegetables including cherry tomatoes, broccoli, and carrot sticks. A piece of light-colored woven fabric is visible on the left side of the board. The background is a light-colored wooden surface.

FLAKED MACKEREL
IN GRAVY

FLAKED WHITE FISH
IN GRAVY

FLAKED SARDINE
IN GRAVY

REAL FLAKE FISH

DUAL LAYER LOAF
WITH SHREDDED CHICKEN LAYER



MINCED CHICKEN IN CHICKEN BROTH



CHICKEN IN BROTH



CHICKEN LOIN





TUNA
MOUSSE



CHICKEN JELLY
WITH CARROT

MOUSSE & JELLY
IN SACHET



TUNA SOUP WITH SURIMI
AND WHITE BAITS



ROCKSTAR CHUNKS
IN GOLDEN JELLY

SLICED TUNA BELLY IN BROTH





CHICKEN SOUP WITH SURIMI



TUNA IN JELLY



SUCCULENT LOAF

BEEF IN GRAVY



CHICKEN LOAF
TOPPED WITH CREAM SAUCE





TUNA WITH SHRIMP IN BROTH

MEATBALLS AND PASTA
IN WHITE SAUCE



SEAFOOD WITH PASTA
IN WHITE SAUCE



MEATBALLS AND PASTA
IN TOMATO SAUCE



CHUBS

SEMI-MOIST TREATS



SEMI-MOIST TREATS





CHICKEN BISCUITS



TUNA BISCUITS



SALMON BISCUITS

BISCUITS
FOR PET



CHICKEN JERKY - SLICED

CHICKEN JERKY - FILLET



CHICKEN JERKY



HIGH QUALITY MEAT & SEAFOOD

TURKEY

DUCK

SHREDDED
CHICKEN

SLICED DUCK

FLAKE CHICKEN

CHICKEN

VENISON

VEAL

BEEF

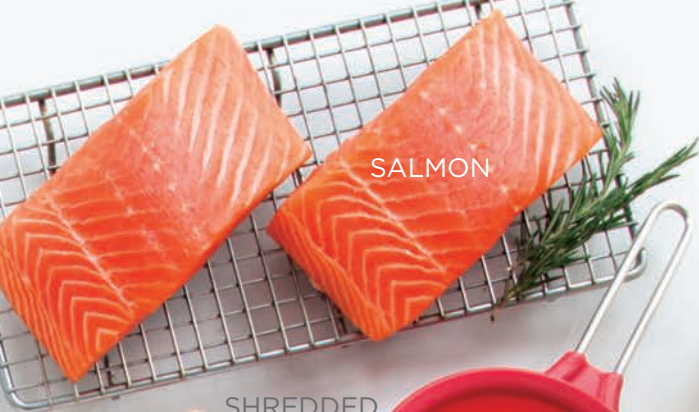
FLAKE BEEF

LAMB

SHREDDED BEEF



Form & Raw material



SALMON



DICED SALMON



SHREDDED SALMON



SEAFOOD



CHOPPED SARDINE

SLICED SQUID

WHOLE SHIRMP

CHOPPED MACKEREL



FLAKE CRAB



SURIMI



DICED LAMB



FLAKE TUNA



SHREDDED TUNA

CHUNK TUNA

TUNA



**VISUAL INCLUSION/TOPPING
FRUITS & VEGETABLES**





PACKAGING



Sachet
5 - 30 g.



Pouch
3 - 300 g.



Glass Jar
120 - 340 g.



Aluminum Can
70 - 85 g.



Steel Can
30 - 800 g.



**Plastic cup:
Oval shape**
30 - 345 g.



Aluminum Tray
75 - 100 g.



**Plastic cup:
Round shape**
30 - 452 g.

THAI UNION

GLOBAL PETCARE BRANDS

Available for Retailers

Thai Union Global PetCare's branded line up offers a complete range of high quality, nutritious diets for dogs and cats. Our recipes are formulated to exacting nutritional standards using healthy, natural ingredients. The great taste is sure to satisfy even the pickiest dog or cat and pet parents will feel good knowing their furry family member is getting the nutrition it needs.



BELLOTTA

Crafted from the passion of cat owners, every single pack of BELLOTTA (cat food) contains premium quality real meat with varieties of tastes. Lutein, Taurine, Vitamins and Minerals are added to serve benefit for those beloved feline needs.



Tuna Light Meat Hairball Control



Tuna with Imitation Crab in Gravy



Tuna with Vegetables in Gravy



Tuna with Beef in Gravy



Tuna Light Meat with Shrimp



Ocean Fish Pate



Kitten Ocean Fish Pate with Milk



MARVO

Created with care to make greatest companions stay healthy and happy, MARVO (dog food) contains premium quality real meat with varieties of tastes. Tuna Oil, Glucosamine and Chondroitin are added to support coating and joint care, while Yucca Extract is added to reduce unpleasant odor and delicious authentic dog cuisine offering in international menu.



New York Style Beef Steak with Vegetables



French Style Turkey with Liver



Japanese Style Teppanyaki Platter



Lamb Chunk in Gravy

Chicken Mixed Rice

Beef Mixed Vegetables



CALICO BAY

Cats instinctively crave the taste of fresh meats and seafood. You can indulge that desire with Calico Bay, a complete line of island inspired recipes that use only natural, healthy ingredients. Make meal time a chance to captivate your cat with a delicious dish prepared the island way – free of preservatives, by-products, or gluten. Choose from recipes made with real tuna, shrimp or salmon and watch your cat embark on a voyage of tasty discovery.



PARAMOUNT

Paramount food for dogs is Nature's Ideal Diet. It provides quality protein, in highly digestible, biologically optimized formulas to nourish your dog's overall health and well-being. Paramount is made with wholesome, natural ingredients to ensure your dog has what he needs to thrive:

- **Quality Protein Sources** – Real meats and seafood provide premium quality and highly digestible protein for strong muscles, healthy organs and tissue repair
- **Vegetables** – vitamins and fiber from spinach, peas and carrots
Prebiotics – with FOS for healthy digestion, strong defenses
- **Omega-3 and omega-6 fatty acids** – naturally sourced from tuna and mackerel and optimally balanced to support healthy skin and vibrant coat, supports immune response
- **Essential Vitamins and Minerals** - for 100% complete and balanced nutrition

FACTORY CAPACITY

US Pet Nutrition, LLC (USPN)

189 North Commerce Drive, Lyons, GA 30436

Capacity 6,820 MT/year

YUEH CHYANG CANNED FOOD CO., LTD (YCC)

Nhut Chinh Village, Ben Luc District, Long An Province,
People's Republic of Vietnam

Capacity 1,800 MT/year



Thai Union Manufacturing Co., Ltd. (TUM)

30/2 Moo 8, Sethakit 1 Road, Tambon Tarsrai,
Amphoe Mueang Samut Sakhon,
Samut Sakhon 74000

Capacity 102,000 MT/year

Songkla Canning PCL. (SCC)

333 Kanjanavanij Road, Tambon Pavong,
Amphur Muang Songkhla, Songkhla 90100

Capacity 52,000 MT/year



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