



HOW TO CREATE AND SHARE VALUE

Danone in Canada announces its 2010 Supplier of the Year

Boucherville (Québec), June 15, 2011 – For the first time in 2011, Danone hosted several business partners in Montreal to award the third annual Danone Supplier of the Year Awards. A total of seven awards were bestowed for excellence in the categories of:

- **Goods & Services Operations** to Entrepotage et distribution Robert (www.robert.ca),
- **Raw Materials and Packaging** to Spartech Corporation (www.spartech.com),
- **Capital Investment** to SCAMI, part of GEA Process Engineering (www.geap.com),
- **Best in Quality** to Les Bleuets Sauvages du Québec, Inc. (www.wild-blueberries.com),
- **Best in Creativity** to Southern Graphics Systems Canada, Inc. (www.ca.sgs.com),
- **Best in Partner Attitude** to Givaudan (www.givaudan.com), and
- **The Overall Supplier of the Year** to Spartech Corporation (www.spartech.com).

Suppliers were assessed on a number of criteria including improvements in environmental sustainability, quality and safety, improvements in cost, accelerating 'time to market' of new or renovated products, boosts to innovation, protection of competitive advantage, and the demonstration of shared values in the relationship with Danone.

Suppliers' performance was assessed by cross-functional teams at Danone, based on the work and projects done in 2010.

"In Canada as well as in the rest of the Danone group, it is the Sourcing and Supplier Development teams' mission to immerse our business partners in the company's culture and ambitions, said Delphine Baro, Director of Raws & Packaging sourcing for Danone. Rather than ordering a list of specifications, we share our long-term strategy and challenges, and we build a common solution with our business partners. We look at total value creation instead of considering only cost and transactional value: we know that our suppliers' expertise and capacity can greatly contribute to our mutual success, through innovative solutions that will come not only from within Danone. The traditional purchasing function has dramatically evolved at Danone, where the contribution of our partners is not only recognized, but also sought-after."

"We have remarkable respect for our business partners and the annual Danone Supplier of the Year Awards are one of the various ways for us to show our gratitude for the contributions they make to our success," said Delphine Baro, Director of Raws & Packaging sourcing for Danone, Inc.

About Danone Inc. in Canada

Danone Inc. in Canada is a member of the Danone Group, and a world agrifood leader. As a manufacturer and distributor of quality products that combine good taste and healthy ingredients, Danone is currently the largest Canadian producer of yogurt and other fresh dairy products. Danone's mission is to bring health through food to as many people as possible. For more information, visit www.danone.ca.

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Source: Danone Inc.

Information:

Anne-Julie Maltais
External Communication Manager
450-655-7331 (2111)
anne-julie.maltais@danone.com