

Our Story started over 60 years ago with a small shop owned by the Woods family in rural Northern Ireland.

Since then Linwoods has developed greatly, gaining over 20 years' experience in the bakery & dairy industry, before evolving into a leading manufacturer of health foods.

Linwoods innovative processes of cold milling & sprouting seeds and grains for maximum nutrition has enabled us to create an award winning range of health food products which is exported worldwide.

Linwoods is now in its third generation of the founding family with Patrick Woods, recently taken over the mantle as Managing Director. As part of this transition Patrick has cemented the company's purpose.



https://youtu.be/i2I4QD5SG9A

## BRAND STORY



## OUR PURPOSE

To enhance people's health and wellbeing, helping them feel great everyday by providing sustainable healthy food.

## OUR VISION

To build a Linwoods community of millions of advocates by being the thought leader in health food, supporting people to live better and healthier lives.













**DUNNES STORES** 







WHERE YOU WILL FIND US

## GREAT DAYS START HERE!



OVERNIGHT OATS

## MORNING RUSH? ZERO FUSS!

# Rise & Shine with Less Prep Time!



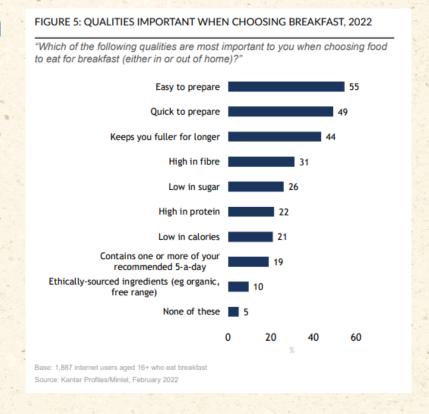
LINWOODS OVERNIGHT OATS

Linwoods <u>NEW</u> plant-based <u>OVERNIGHT OAT</u> blends are a delicious and convenient way to start your morning. The blend combines oats, chia seeds, protein, and vitamins in a hassle-free breakfast that takes minutes to prepare. Just add your favorite milk to the blend overnight and wake up to a nutritious and satisfying breakfast.



## INNOVATION - THE BIG IDEA -

"Convenience remains a key selling point...being easy to prepare and quick to prepare are still the qualities deemed most important for this meal."





Mintel 2022 - Breakfast Eating Habits UK



#### **2023 SOCIAL MEDIA TRENDS**



#overnightoats 2.2B views

#overnightoatsrecipe 286M views



#overnightoats 1.1M posts

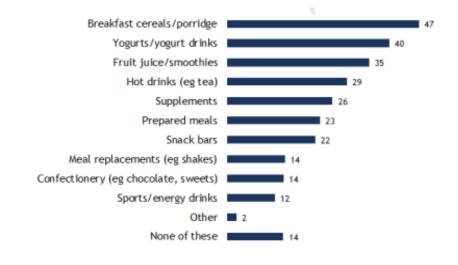
#overnightoatsrecipe 70K posts

WHY OVERNIGHT OATS?

Breakfast meals including oats & cereals are the leading food occasion when looking for health benefits in consumers diets.

#### FIGURE 7: FOOD/DRINK PEOPLE WOULD BE MOST LIKELY TO CONSUME IF LOOKING FOR FUNCTIONAL BENEFITS/ADDED HEALTH CLAIMS, 2021

"Which of the following would you be most likely to eat/drink if looking for functional benefits/added health claims? Please select up to 5."



Base: 2,000 internet users aged 16+

Source: Kantar Profiles/Mintel, December 202



Mintel 2022 - Attitudes towards healthy eating - UK

WHY FUNCTIONAL OVERNIGHT OATS?

"When shopping protein rich foods, <u>taste</u> continues to be the <u>strongest driver in purchasing decisions</u>, followed closely by <u>natural ingredients."</u>



Kerry - The Protein Mindset 2021 UK (Kerry 2021)

"A boost to my energy levels' is amongst the top benefits consumers would ideally like from their diet."



Mintel 2022 - Attitudes towards healthy eating - UK



#### **2023 SOCIAL MEDIA TRENDS**



#highprotein 6.5B views

#energyfood 4.3M views



#highprotein 2.3M posts

#proteinoats 138K posts

#energyfood 160k posts

WHY PROTEIN & ENERGY?

"Chocolate flavour & Strawberry flavour are the best selling \ flavours in breakfast"





WHY STRAWBERRY & CHOCOLATE?

#### 'Young actives-holistic outlook" which are Generations z (18-25) and millennials (26-40)

include athletic performance, social life, education and work.



(Kerry, 2022)

Formulating products that appeal to active lifestyles as well as health maintenance

can meet the needs of consumers in this age group.



(Kerry 2022)



## WHO ARE WE TARGETING?



### GREAT DAYS START HERE!

#### The overnight oats range consists of:

- Strawberry Overnight Oats delivers energy supporting nutrients through Vitamins B6 and B12. These B vitamins support energy yielding metabolism and tiredness reduction.
- Chocolate Overnight Oats is high in plant-based protein for muscle growth and provides magnesium which combats tiredness and fatigue and supports muscle function.
- Original Overnight Oats provides the creamy taste of traditional oats, giving you the option to enjoy
  as is or customise your oats with whatever toppings you prefer whilst also adding those energy
  supporting B Vitamins.













## OVERNIGHT OATS RANGE







## FRONT OF PACK







### BACK OF PACK

## EASY TO PREPARE





#### ENERGY

Vitamin B6 & Vitamin B12 contribute to normal energy-yielding metabolism



#### MENTAL PERFORMANCE

Vitamin B5 (Pantothenic Acid) contributes to normal mental performance





#### TIREDNESS REDUCTION

Vitamin B6 & Vitamin B12 contribute to the reduction of tiredness & fatigue



#### MUSCLE FUNCTION

Magnesium contributes to normal muscle function

## ENERGY OVERNIGHT OATS



#### ENERGY

Vitamin B6 & Vitamin B12 contribute to normal energy-yielding metabolism



#### MENTAL PERFORMANCE

Vitamin B5 (Pantothenic Acid) contributes to normal mental performance





#### TIREDNESS REDUCTION

Vitamin B6 & Vitamin B12 contribute to the reduction of tiredness & fatigue



#### MUSCLE FUNCTION

Magnesium contributes to normal muscle function

## ENERGY OVERNIGHT OATS



#### MUSCLE GROWTH

Protein contributes to the growth and maintenance of muscle mass



#### MUSCLE FUNCTION

Magnesium contributes to normal muscle function





#### TIREDNESS AND FATIGUE

Magnesium contributes to the reduction of tiredness and fatigue



#### CHOLESTEROL LEVELS

Omega 3 (ALA)\*\* contributes to the maintenance of normal blood cholesterol levels

## PROTEIN OVERNIGHT OATS



## THANK YOU







info@linwoods.co.uk linwoodshealthfoods.com