

CULTURE SOLUTIONS FOR YOGURT TRENDS OF MINIMUM SUGAR AND MAXIMUM PROTEIN

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5th November 2026

DAIRY ON THE RISE



WHAT'S FUELING THE MOMENTUM?

- Consumers are shifting toward health-conscious choices.
- Weight management is reshaping food preferences
- Dairy is the go-to option for satiety, indulgence, and nutrition in many formats

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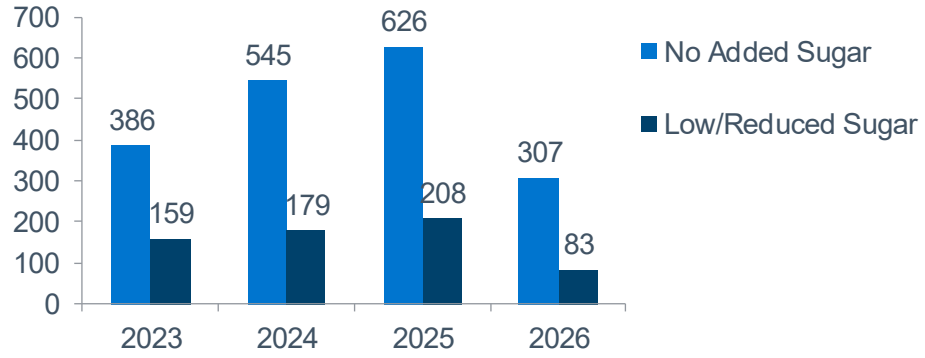
SUGAR REDUCTION IS A TOP PRIORITY FOR BOTH CONSUMERS AND GOVERNMENTS

With a strong trend towards ingredient solutions that help achieve this goal.

Low-sugar yogurt is no longer a trend but a baseline, as consumers demand health benefits without compromising taste the number-one driver of purchase.[1]

Low- and no-sugar dairy is one of the fastest-growing spaces in food, and taste is the number-one barrier to switching.

Gbl Product launch featuring sugar reduction claim



Source: 1 IFF/Panoptic Dairy Trends Report 2026
Mintel GNPD 2026

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SUGAR REDUCTION AMBITION

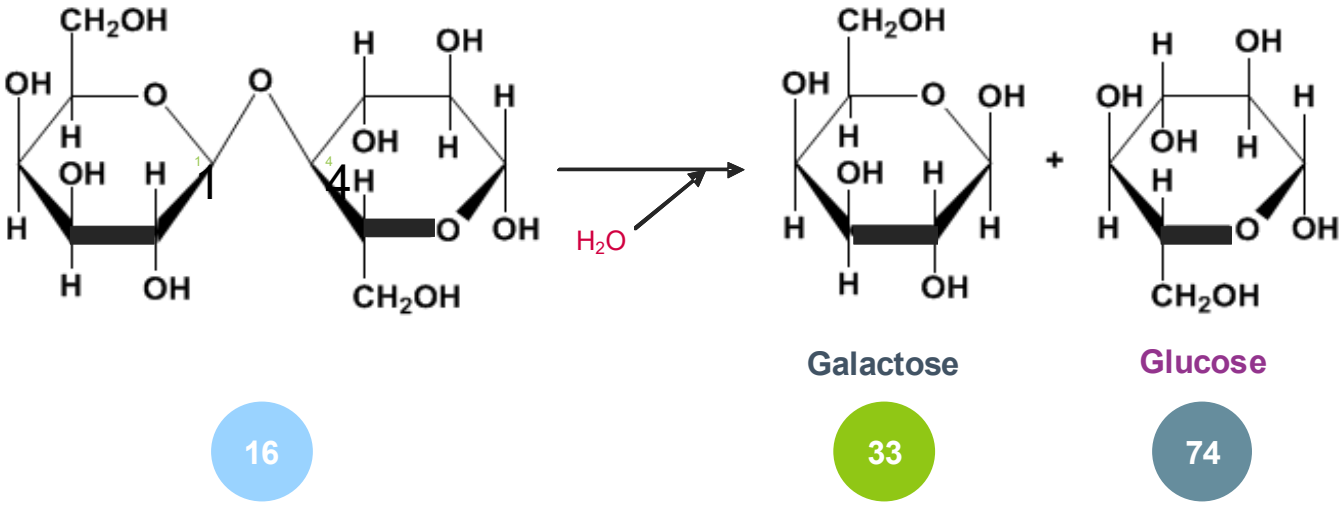
Empowering Dairy Innovation with Advanced Sugar Reduction Solutions

SUPPORTING MILDNESS		SUGAR REDUCTION TOOL		
YO-MIX® PRIME		LACTASE ENZYMES		FLAVOR MODULATORS	
• Support mildness • Maintain short fermentation time • Ful stop pH so acidification halted after fermentation		• Lactose-reduced/free • Reduced sugar		• Sugar reduction without compromising taste • Free from artificial flavors & sweeteners • No added sugar using natural ingredients	

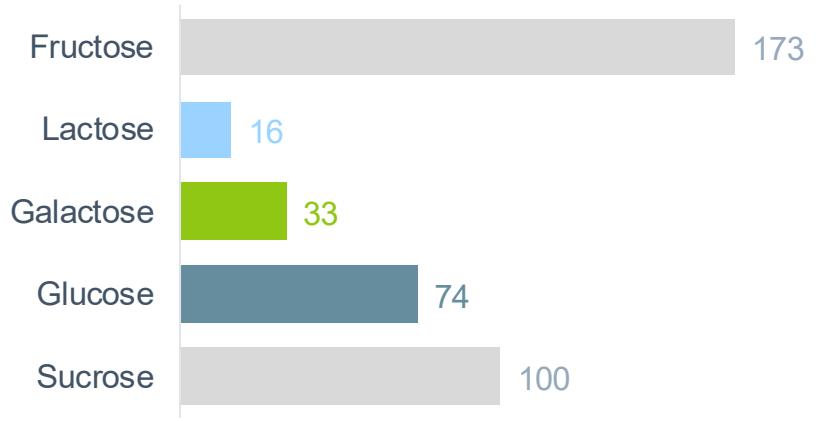
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LACTASES IN SUGAR REDUCTION
LACTOSE HYDROLYSIS RELEASES ADDITIONAL SWEETNESS

Sweetness index



Relative sweetness*



Sweetness impact by lactose hydrolysation	% sugar (sucrose)	Calculated sweetness	Base % lactose
Milk	-	0.8	4.7
Lactose-free milk	-	2.5	4.7

taste like milk with added sugar

* Relative sweetness (http://biology.clc.uc.edu/courses/bio104/carbohydrates.htm)

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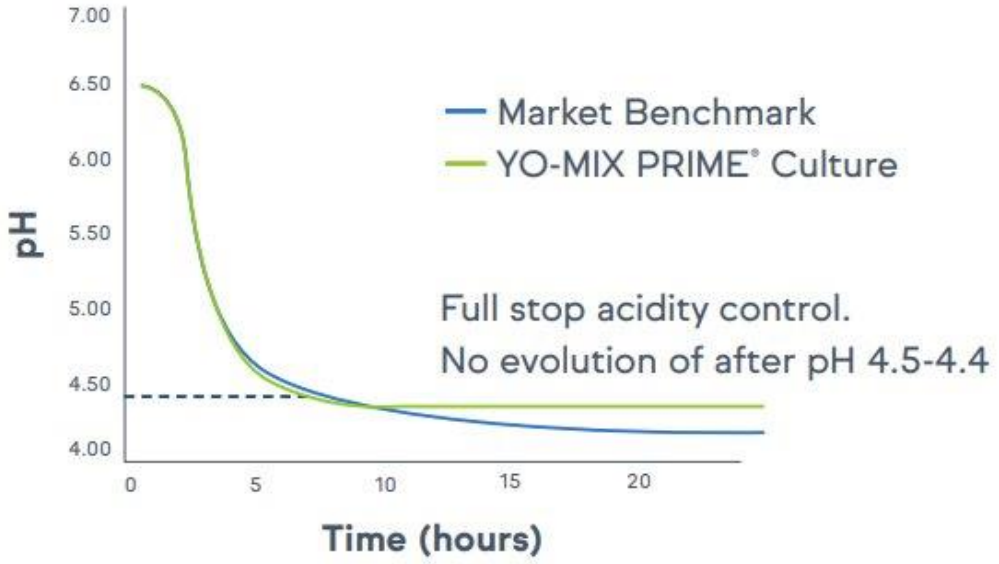
YO-MIX® PRIME – A UNIQUE & BREAKTHROUGH INNOVATION

The acidification challenge

Be fast
Acidification lag phase & speed

Be reliable
Urease phase

Be mild
pH stability after initial fermentation

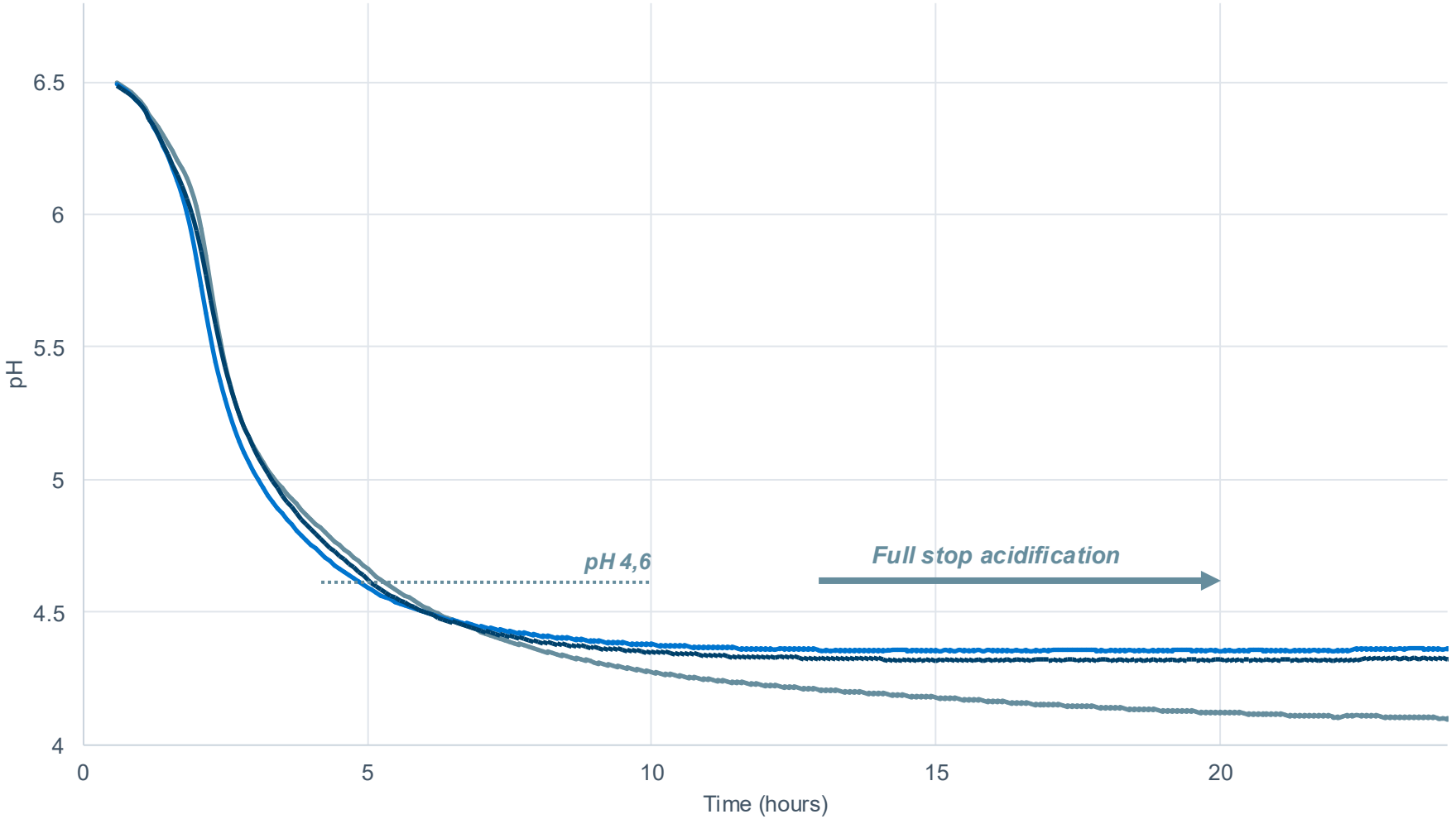


- Lowest post-acidification
- Stable pH over shelf life
- Full spectrum of premium yogurt textures
- High flexibility in dairy process
- Strains robustness

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FULL CONTROL OF FERMENTATION

YO-MIX® PRIME series delivers process flexibility



YO-MIX® PRIME delivers innovative **full stop acidification profile** thanks to **termination of lactose metabolism and lactic acid production**. This allows producers to take **full control of pH development in yogurt**.

Yogurt type: Spoonable yogurt, sweet; **Recipe:** Protein 3.9%, fat 1.5%, sugar 6%; **Processing conditions**: Fermentation temperature 43°C; **YO-MIX® PRIME dosage:** 20DCU/100 liters

YO-MIX® PRIME XXX
YO-MIX® PRIME YYY

Market Alternative

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A TRUE GAME CHANGER

WHAT IS THE PRIME TECHNOLOGY?

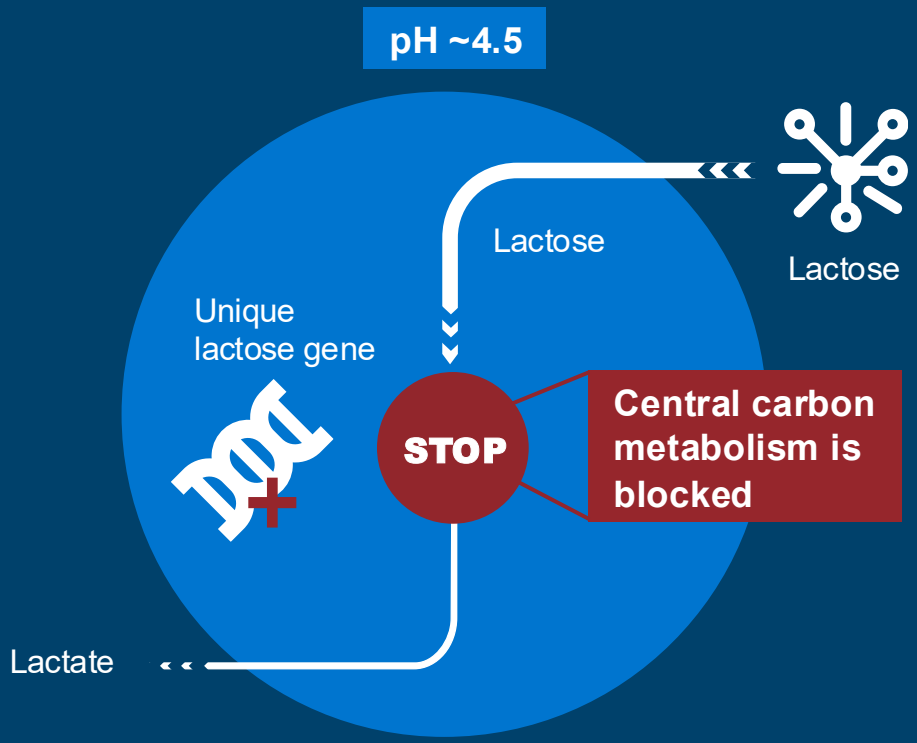
PRIME *Streptococcus thermophilus* strains bear a **variant** of a gene involved in **lactose metabolism,** making these strains **UNIQUE and proprietary to IFF**.

Compared to non-PRIME strains, at pH 4.5, PRIME *S. thermophilus* strains exhibit **lower lactose metabolism.**

In milk, this characteristic results in:

- **Inhibition of central carbon metabolism**
- **Stop of lactic acid production**
- Stop and stabilization of milk acidification at pH ~ 4.5
- **“FULL STOP” pH phenotype in milk**

PRIME *Streptococcus thermophilus*



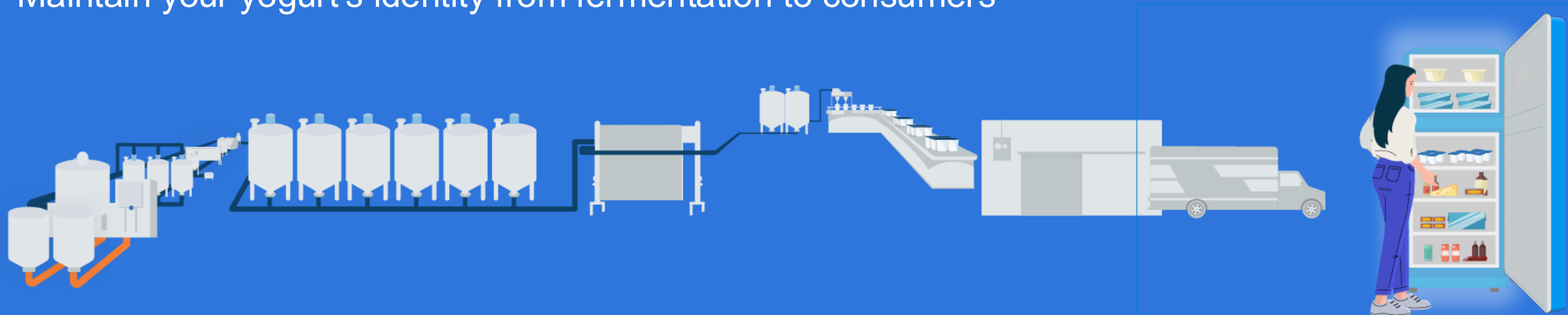
Stop and stabilizing of the milk acidification at

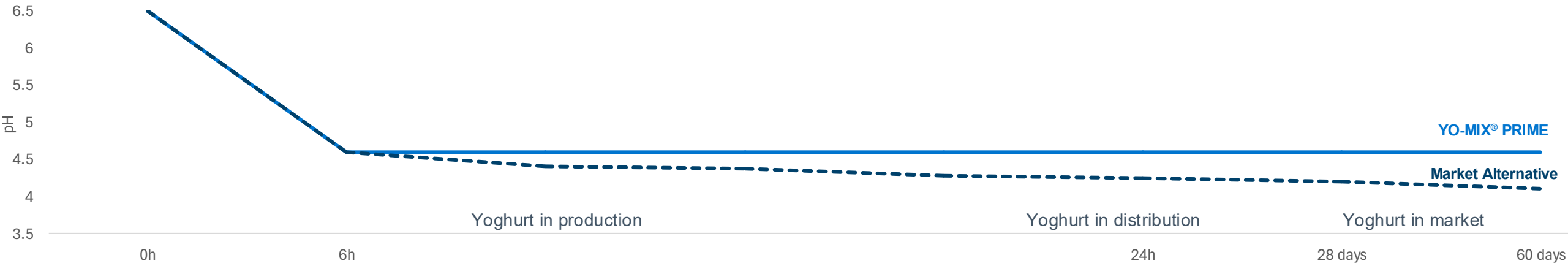
pH ~4.5

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ULTIMATE FLEXIBILITY. UNCOMPROMISED SATISFACTION

Maintain your yogurt's identity from fermentation to consumers

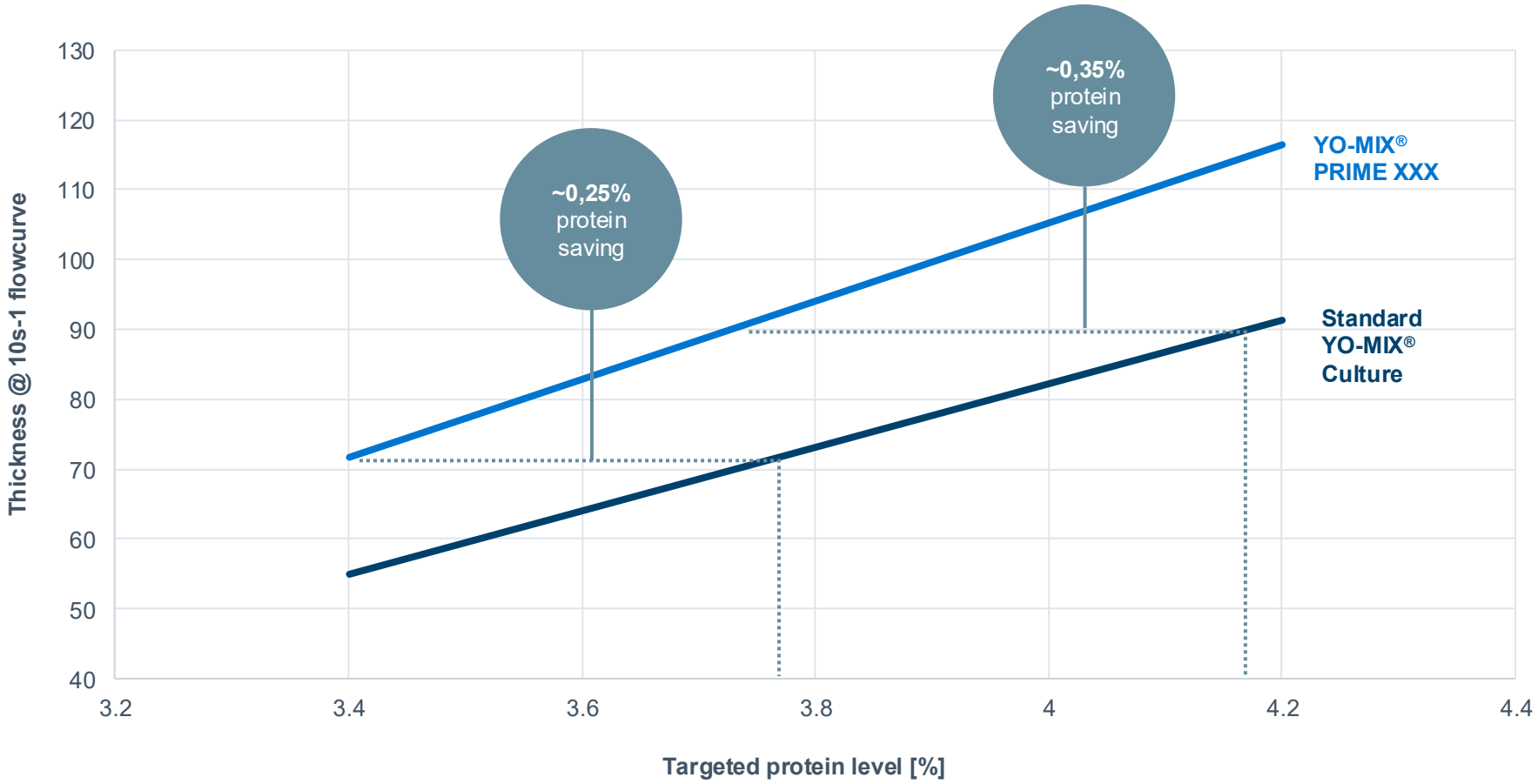




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YO-MIX® PRIME SAVES FORMULATION COSTS BY REDUCING PROTEIN ADDITION IN THE RECIPE



High texturizing cultures provide comparable thickness values at lower protein level.

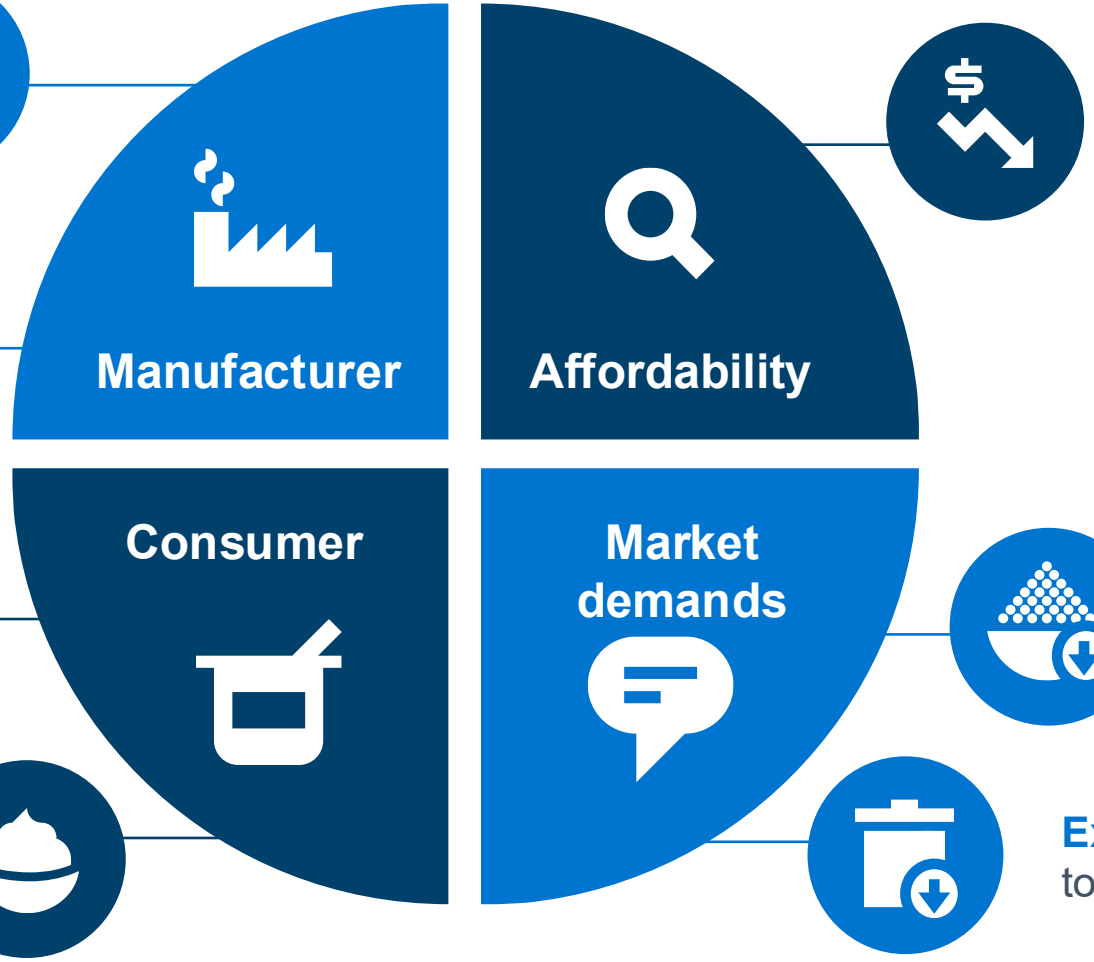
Yogurt type: Spoonable yogurt, sweet;
Recipe: Protein 3.4 – 4,2%, fat 1.5%, sugar 6%;
Processing conditions: Fermentation temperature 43°C; **YO-MIX® PRIME dosage:** 20DCU/100 liters

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YO-MIX® PRIME - YOGURT REIMAGINED

More process flexibility thanks to full control of acidity before cooling & packaging

Maintain quality throughout challenging distribution channels



Save formulation costs by reducing up to 0.35% protein addition in the recipe

Expanding taste palate from fruity to the world of sweets and desserts

Ultimate mildness and toolbox of **premium texture modulation**

Enable mildness to support **sugar reduction**

Extend product shelf life to reduce food waste

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POWER IT UP





PROTEIN MEET MODERN WELLNESS

Shoppers now treat protein as essential to their everyday health

WHAT PROTEIN DELIVERS TODAY

- Whole-body Health
- Stronger Immunity
- Daily Energy

23%

Of consumers actively seek protein in food and drink. It rises to 27% among people who exercise.

60%

Want to improve their eating habits, with high protein among the top diets of 2025.

#1

Taste and texture is the number one tension. Chalky or grainy protein is the main barrier to repeat purchase.

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Innova Market Insights, 2026, Mintel 2026

PROTEIN CLAIMS KEEP GAINING SHARE

Protein appeals across dairy: **64% find a protein claim appealing on yogurt**, 63% on milk and on dairy drinks. **73% link protein with better energy.**

The frontier. The conversation is **moving from grams to quality,** to absorption and complete amino acids, where dairy scores high. Women have now caught up with men in driving protein intake.

Approved way in. Lead on demonstrably high **bioavailability and absorption as a technical differentiator**, not just a bigger number.

21%

Of new spoonable yogurts now carry a high or added protein claim, year to February 2026.

x2

High protein beverage launches doubled in a year as proteinisation spreads beyond dairy.

High protein has moved from a fitness niche to a mainstream expectation. Industry view: the claim is becoming a baseline, not a differentiator, which raises the bar on format and quality.

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Source: Mintel GNPD, 2025 to 2026.

WHAT IT TAKES TO WIN IN HIGH-PROTEIN

Consumer Value Drivers

High protein with real benefits
Satiety, energy, muscle support, and overall wellness drive consumption

Balanced nutrition profile
High protein must come with low sugar, lower fat, and a "better-for-you" positioning

Label-friendly* composition
Short ingredient lists, recognizable ingredients, no artificial additives

Convenience & fit with lifestyle
Easy, on-the-go formats integrated into busy routines



Product Experience & Performance

No compromise on taste
Taste is a key decision factor

Indulgent texture & mouthfeel
Creamy, smooth, homogeneous (no grainy/chalky/too thick)

Consistency & quality at every bite
Stable texture, no whey separation, reliable experience

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*The term "label-friendly" refers to products that enable a simpler label with fewer and recognizable ingredients for consumers

Source: *Understanding the High Protein Market," Mintel for IFF, December 2025*



PROCESS CHOICES AND THEIR IMPACT

HIGH-PROTEIN PROCESSING ROUTES

Fortification of yoghurt base ***prior*** to fermentation

Protein powder addition before fermentation
Membrane concentration of milk (e.g., ultrafiltration)

Concentration of yoghurt ***after*** fermentation

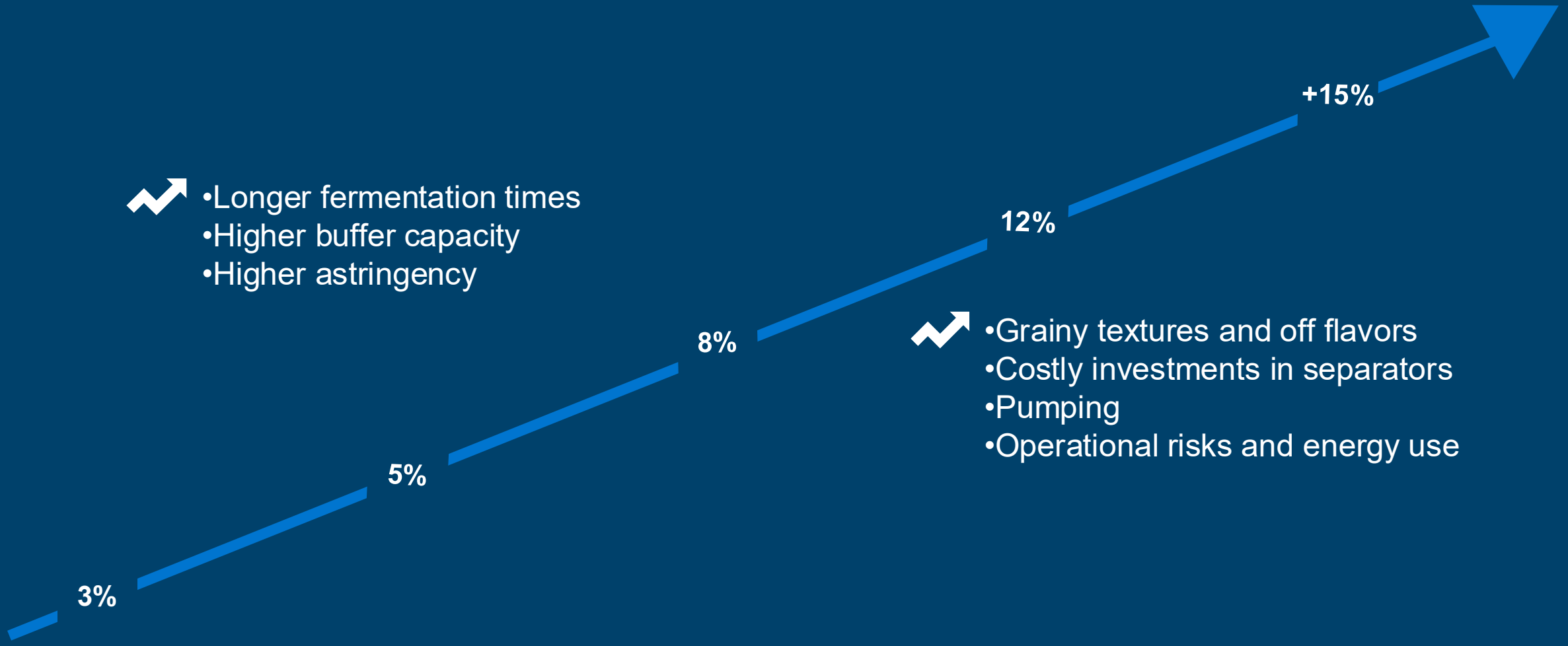
Separation-based process
Centrifugal or membrane filtration

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HIGH PROTEIN = HIGH COMPLEXITY

Production challenges associated with increased protein content



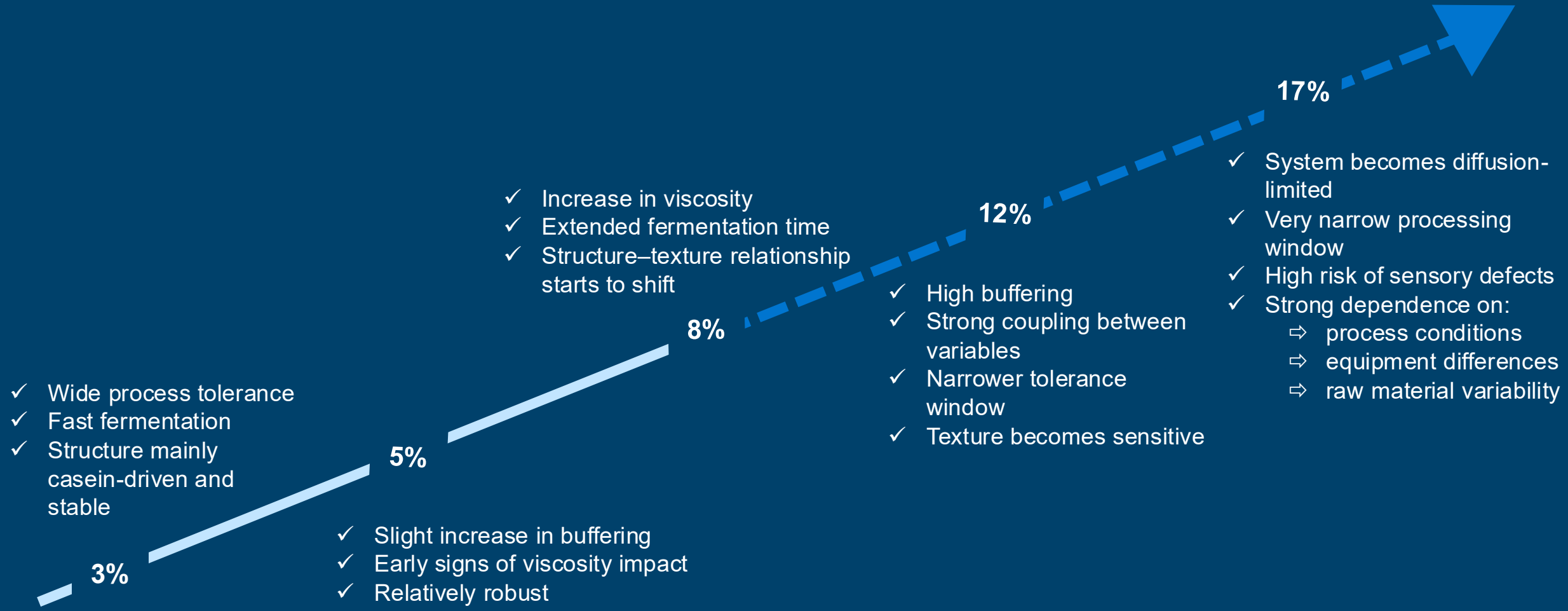
- Longer fermentation times
- Higher buffer capacity
- Higher astringency

- Grainy textures and off flavors
- Costly investments in separators
- Pumping
- Operational risks and energy use

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Production challenges associated with increased protein content



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MODERN PROCESSES

For concentration before fermentation

PROTEIN POWDER



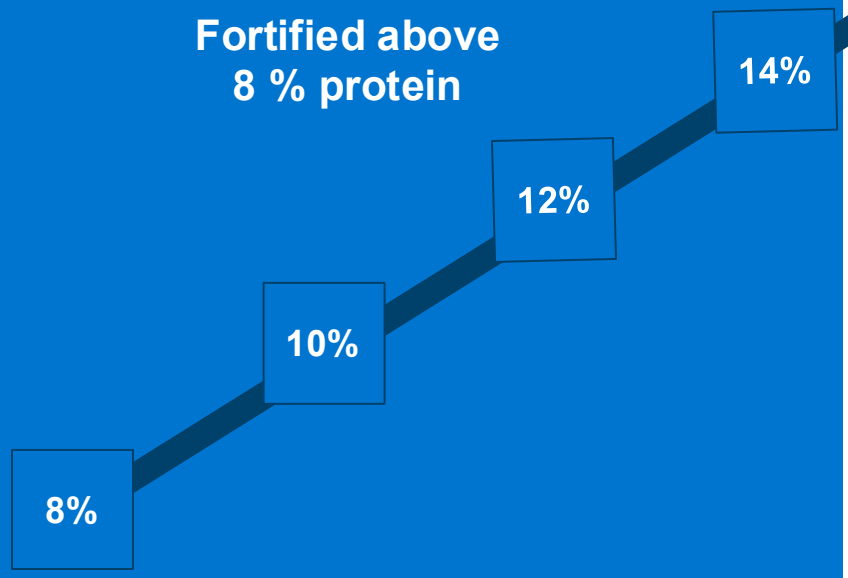
ULTRAFILTRATION



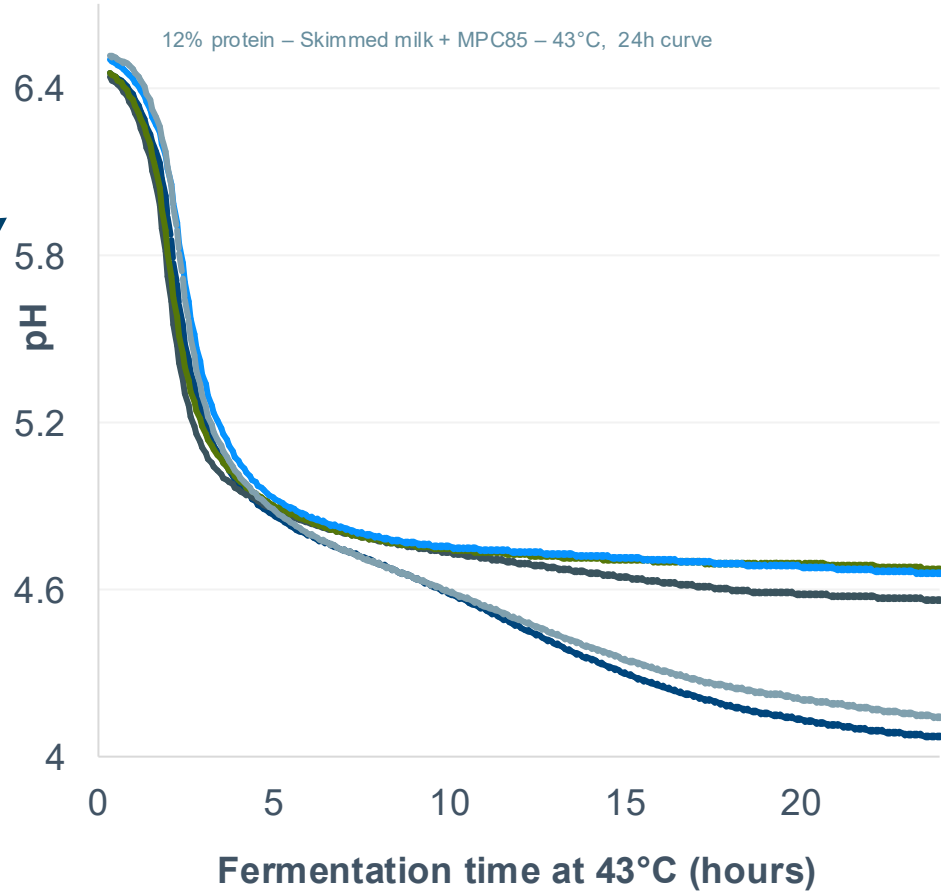
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OUR TOOLS TO PLAY

Fortified above 8 % protein



A GAP TO BE FILLED



Mild yoghurt cultures:
Long fermentation time or never reaches pH 4,60

Strongly acidifying cultures:
Excessive post-acidification potential

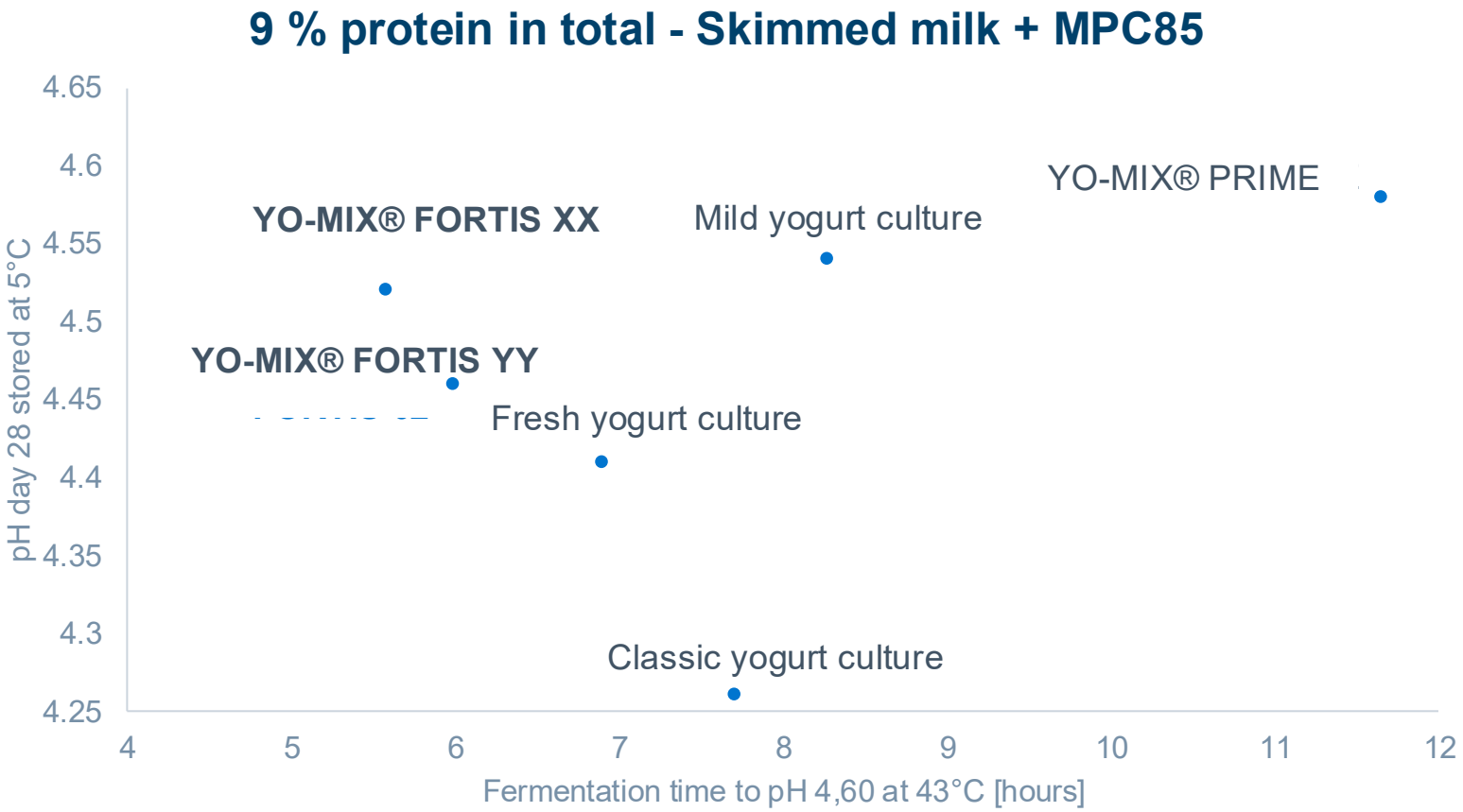
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FERMENTATION TIME VS POST ACIDIFICATION

Good pH control
+
fast fermentation

=

YO-MIX® FORTIS



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THANK YOU.

Let’s continue to ignite dairy delight!

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