

**KLINE**  
+Company

## Navigating the Biotics Horizon: Market Evolution and Beyond

Presentation for:

**Dr Elizabeth Thundow**, Vice President – Food + Nutrition  
June 27, 2024

0

---

---

---

---

---

---

---

---

**Kline + Company is a global market intelligence and advisory firm celebrating 65 years of service in 2024, empowering clients to make informed decisions that drive business growth**

**OUR HISTORY**

- Kline + Company has been advising clients in the process industries, consumer products and consumer healthcare industries for 65 years.
- In addition, Kline has proprietary market data which includes macro trends, market dynamics and pricing, capacity developments and manufacturing economics.

**OUR PEOPLE**

- Our consultants and associates blend strategic advisory, operational and technical expertise with industry knowledge.

**OUR BUSINESSES**

- Kline Market Research: Multiclient Market Studies
- Kline Management Advisory: Proprietary Projects

**OUR INDUSTRIES**

- Kline covers the following industries: Agrochemicals, Automotive, Building & construction materials, Chemicals & Materials, Consumer Products & Healthcare, Energy, Food & Nutrition, Industrial Goods & Services, Medical Devices.

**GLOBAL FOOTPRINT**

**KLINE'S CHEMICALS AND MATERIALS FOUNDATION EXTENDS TO MOST ALLED INDUSTRIES**

Our international presence allows us to provide insight through our consultants' local market knowledge and our vast network of sector specialists

© Kline + Company 2024

1

---

---

---

---

---

---

---

---

**Kline's services align with the requirements of our clients with a full range of services to provide insight, enhance competitiveness and achieve long-term growth through the food and nutrition value chain**

**RAW MATERIALS**

**PROCESSING**

**PRODUCTS**

**CHANNELS**

**CONSUMERS**

**Insights**

- Market Metrics and Scenarios
- Competitor Analysis and Insights
- Transactions and Partnerships
- Manufacturing and Supply Chain Competitiveness
- Technology and Innovation

**Solutions**

- Sales and Marketing Strategies
- OTM models and Strategies
- Open-Order Synchronization
- New Business Entry
- End-to-end Supply Chain
- Trade Optimization and Tracking
- Operational Efficiency and Cost Reduction
- Partnership/MSA Cost Optimization
- Opportunity Identification and Prioritization
- Technology Feasibility Analysis

© Kline + Company 2024

2

---

---

---

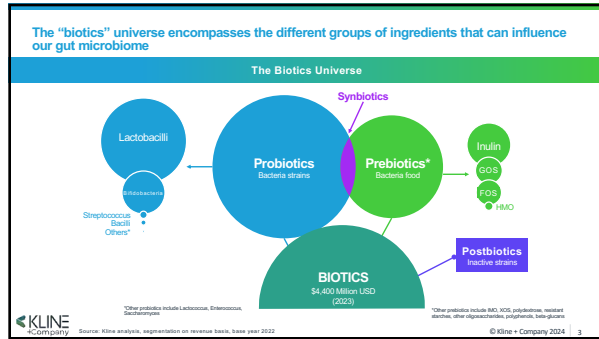
---

---

---

---

---



3

---

---

---

---

---

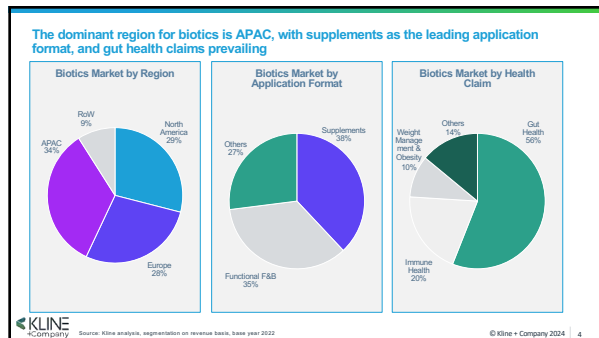
---

---

---

---

---



4

---

---

---

---

---

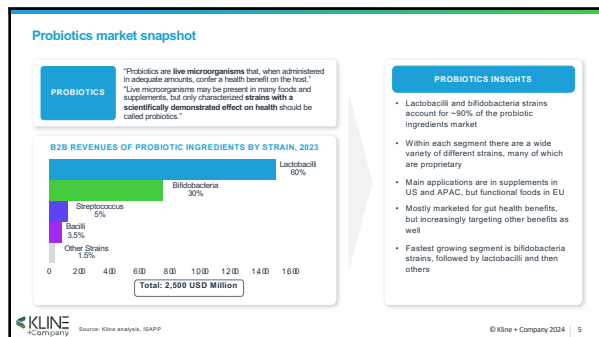
---

---

---

---

---



5

---

---

---

---

---

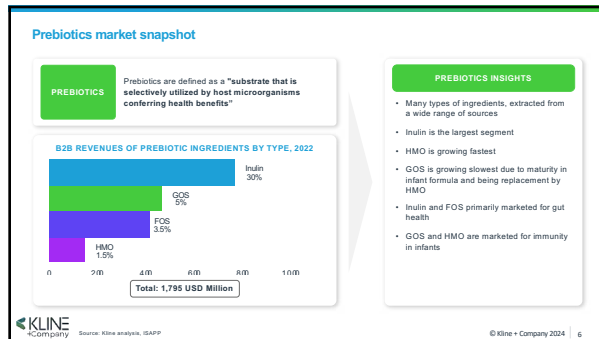
---

---

---

---

---



6

---

---

---

---

---

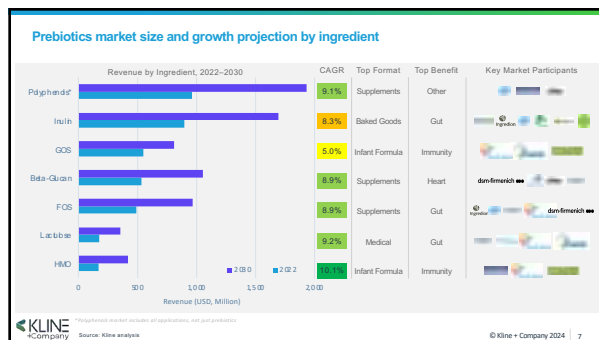
---

---

---

---

---



7

---

---

---

---

---

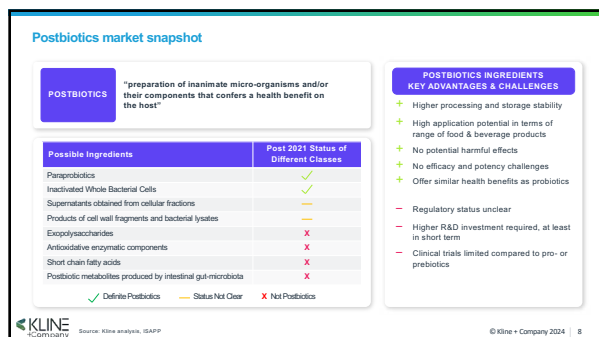
---

---

---

---

---



8

---

---

---

---

---

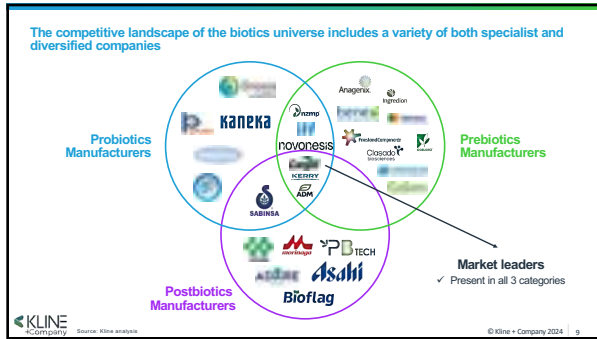
---

---

---

---

---



9

---

---

---

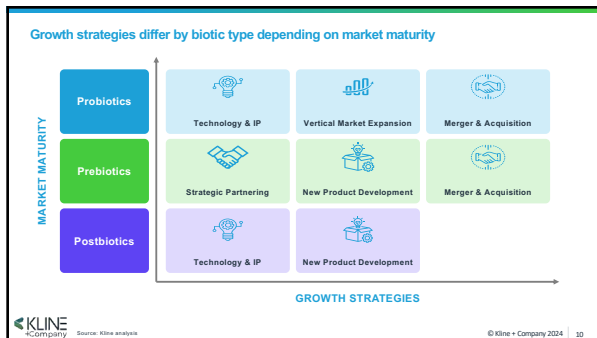
---

---

---

---

---



10

---

---

---

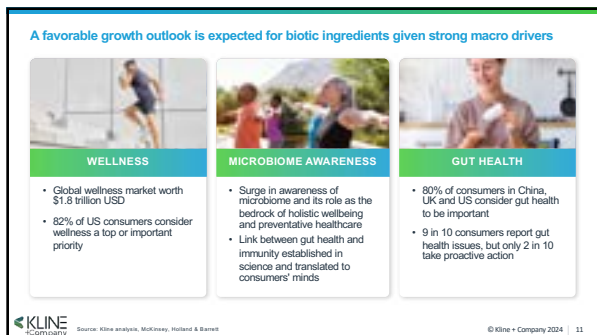
---

---

---

---

---



11

---

---

---

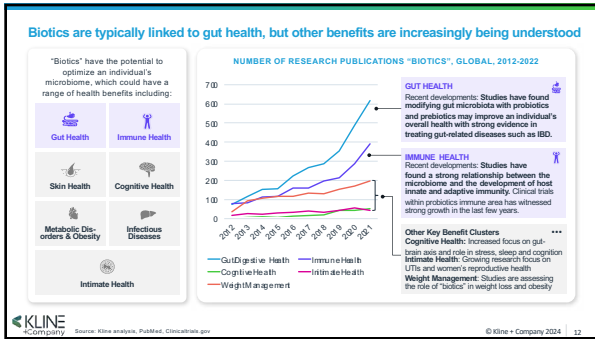
---

---

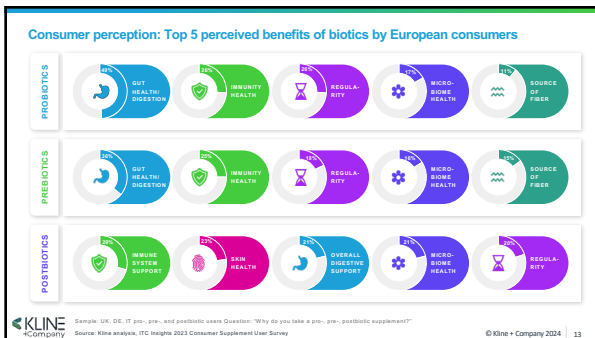
---

---

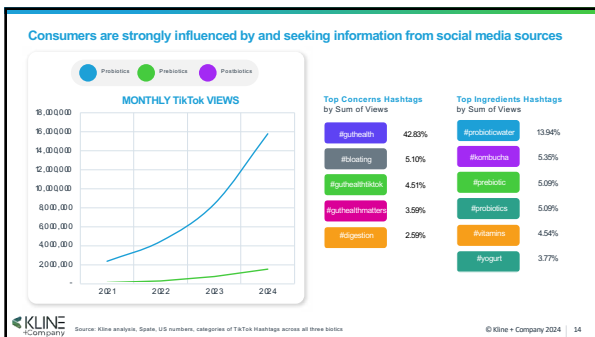
---



12

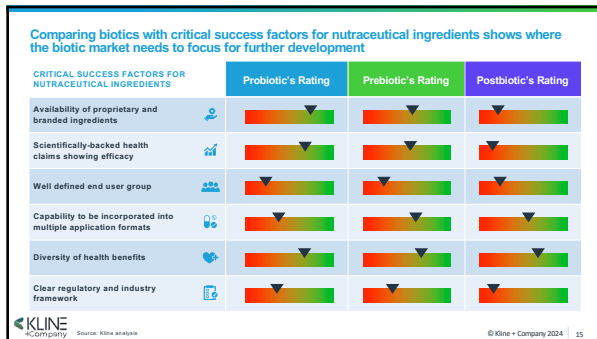


13



14





15

---

---

---

---

---

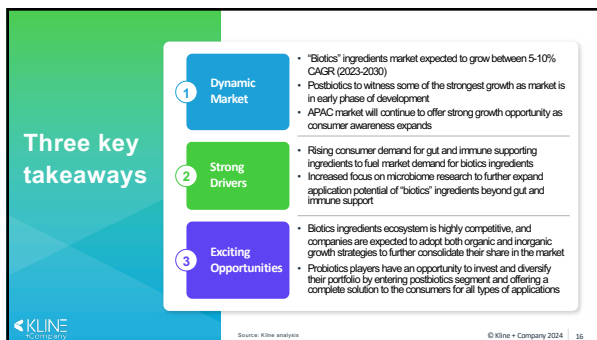
---

---

---

---

---



16

---

---

---

---

---

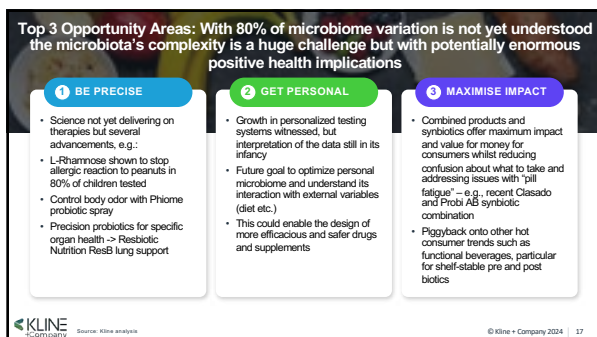
---

---

---

---

---



17

---

---

---

---

---

---

---

---


---

---

Kline + Company is a global market intelligence and advisory firm with core competencies in the Chemicals, Energy, and Beauty sectors. Celebrating 65 years of service in 2024, Kline empowers clients to make informed decisions that drive business growth with an unparalleled depth of industry expertise, extensive research capabilities, and data driven insights.

10 Waterview Blvd, Suite 102,  
Parsippany, NJ 07054  
o: +1-973-435-6262  
e: CustomerCare@klinegroup.com

Follow us on   
www.klinegroup.com



**CONTACT FOR MORE INFORMATION**



**Dr. Elizabeth Thundow**  
Vice President – Food + Nutrition  
t: +44 778 862 5508  
e: Elizabeth.Thundow@klinegroup.com

---

---

---

---

---

---

---

---