

Obesity Solutions Initiative

October 2011

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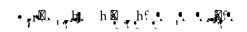
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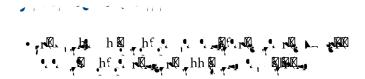
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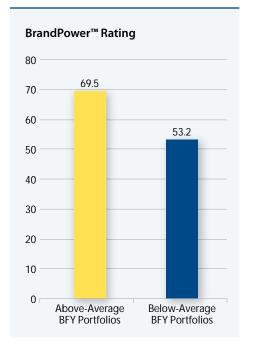
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Source: CoreBrand BrandPower™ ratings.

Data not available for Dr. Pepper, Danone, and Smuckers.

Coca-Cola and Unilever excluded as they are outliers:

Coca-Cola rating = 84.6; Unilever = 9.9.

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- Placing more emphasis on selling BFY foods and beverages is an e ective pathway to improved sales, pro ts, shareholder returns, and reputation.
- Proof that bottom lines can bene t when companies have a greater percentage of sales from BFY foods could accelerate progress toward the development and marketing of more nutritious foods.
- The measurement of BFY sales developed in this study should be adopted by food corporations as part of their annual sales, nancial, and reputational assessments of company performance and progress.
- Public health o cials and policymakers need to be aware of food and beverage companies' core business goals in order to work e ectively with them to address the obesity epidemic.

