

Bringing Food Concepts to Reality TM

Developing Food Products For The Silver Age Consumers



"Aging is an extraordinary process where you become the person you always should have been."

David Bowie

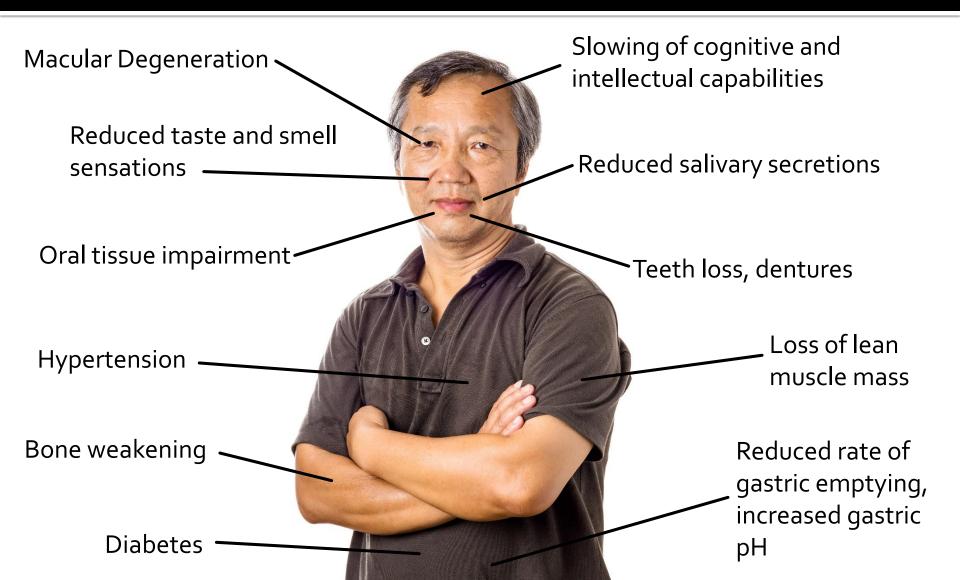


Why is there a need to re-think design of

ELDERLY FOOD



We are forever trying to cheat time... and we have never won





Medical and nutritional solutions are available...but

Affected organ/system	Factor/condition	Nutrition solution
	Increased macular degeneration	Increase intake of antioxidants carotenoids (lutein, zeaxanthin), vit C, E, omega 3 fatty acids
	Lowered rate of gastric emptying, digestion Gastric pH increase	Reduced nutrient absorption Require more B ₁₂
	Loss of lean muscle mass	Require nutrient dense foods, higher protein
	Bone loss	Require more calcium, vit D & K, phosphorus, magnesium, fluoride



Is it enough?



More elderly suffer from malnutrition



found that nearly half of elderly people admitted to the hospital were malnourished, said Dr Lim.

"When the results were published in a scientific journal in 2012, many doctors were surprised as they did not expect the prevalence of malnutrition in a developed country to be so high.

But these defence mechanisms are argely made of proteins, so a malnourished person who lacks protein and other nutrients is very susceptible to infections, she said. Malnutrition also delays recovery,

wound healing and rehabilitation, and raises the risk of medical complications, said Associate Professor Reshma Merchant a geriatrician and head of general nedicine at NUH.

A malnourished patient has a poorer quality of life, and is more vulnerable to falls and fractures as he is weaker.

Also, the vitamin deficiencies can affect muscles, bones, memory and nerves, leading to numbness, she

HOW IT HAPPENS

malnutrition due to the physical changes that result from ageing, as well as psycho-social problems.

Ageing affects one's sense of smell and taste, which can make eating a lot less pleasurable

Some elderly people are unwilling to spend money on nutritious food, while others have mobility issues that make cooking

The elderly are particularly prope to



of medication, which appetite and taste b Certain conditions Alzheimer's and Par

also lead to a r

loneliness, lack of social support, GENERAL POPULATION financial issues ARE AT RISK OF BEING and low nutrition MALNOURISHED knowledge can further compound

the risks." As their ability to eat and enjoy food shrinks, old

presence of

depression,

equivalent to just half a bowl of rice and when they eat porridge, they don't

Undernutrition in SG at

alarming rate of 30-52 %!

Finger Ladder

Adding just a teaspoon of sesame oil can make a bowl of porridge more

WEIGHT LOSS NOT PART OF AGEING A bowl of noodles or porridge was what housewife Hooi Lai Keen, 76, often had for dinner on her own.

Lack calories, deficient in protein, calcium, iron zinc and vitamins B6 and **B12**, **D**, **E** and folate.

"growing concern that malnutrition rate among the elderly is going to rise"

"nearly half of old people admitted to hospital were eating poorly, a local study found"

those aged 65 and above has been largely undiagnosed up until recently, said Dr Lim.

According to her, the ignorance of changing nutritional needs with ageing is the major reason why people do not realise it when an elderly person is becoming malnourished.

SURPRISING PROBLEM

In 2006, NUH conducted the first major local study on this problem and

They will take longer than a younger patient to recover from it, and they are at risk of a range of adverse outcomes as a result of that malnutrition, such as infections, organ dysfunction and impaired healing, which may lead to longer hospital stays, re-admissions and higher health-care costs, she said

"People often overlook the fact that we are exposed to bacteria from everywhere all the time, as our body has a natural defence mechanism and antibodies to fight infections," she

The Straits Times April 16 2015



INSIGHT GATHERING FROM THE ELDERLY

"Design thinking is a human-centered approach to innovation that draws from the designer's toolkit to integrate the needs of people, the possibilities of technology, and the requirements for business success." — Tim Brown, president and CEO of IDEO

DESIRABILITY (BUSINESS)

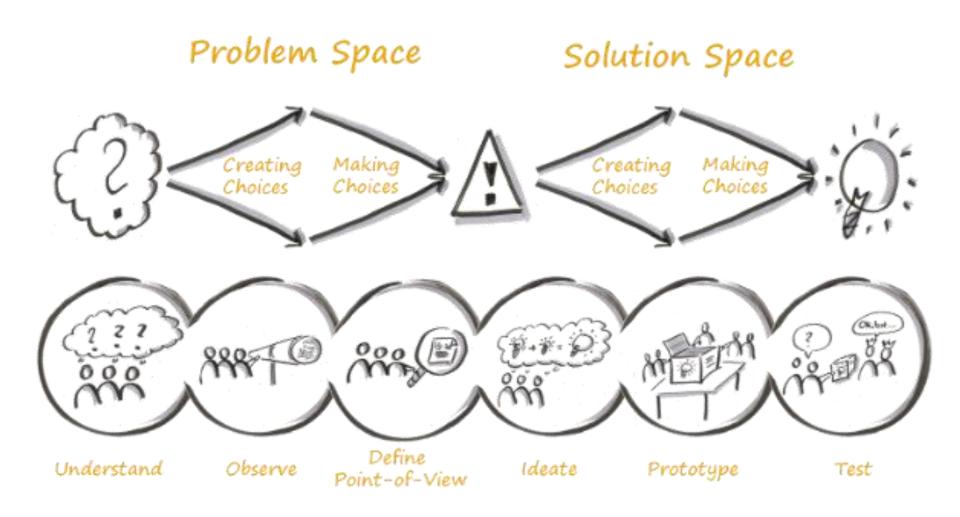
INNOVATION

FEASIBILITY

(TECHNICAL)



DESIGN THINKING: A PROCESS FOR TARGETED PRODUCT DEVELOPMENT





Operation Silver Mouth

Total number: 16

Age range: 50 - 65

Males: 6

Females: 9

Retired: 7

Locations

- -Choa Chua Kang
- -Clementi hawker centre
- –Admiralty food court

Focus of interviews : Perceptions of health, food consumption, eating out, cooking at home









Operation Silver Mouth

People	Object	Environment	Message/Media	Services
Elderly sitting in groups,	Chairs and tables	Air conditioned	Messages on table ; "	Cleaners wiping tables
happily chatting with			Please return your used	and clearing utensils
food.	Baby chairs	Good air venlitation	cutleries and trays to the	
			Tray Return station"	Store owners taking
Working adults having	Hanging lamps	Clean environment		orders and serving food.
lunch. There is a group of			"Pioneer Priority Seats"	
working aults sitting	Food	Well lit		
together			" The healthier meal	
	Trays	Spacious	below 500 kcal"	
Cleaners are cleaning the				
tables. There is a cleaner	Cutleries; Utensils	Clean and organised stalls	"Ask for less oil, less salt,	
happily chatting with a			more vegetables"	
customer eating.	Cleaning tools ; mop,	Food smells		
	vacuum		"Please queue here"	
Store owners are busy		Noisy		
taking orders and serving	Ceiling fans		"Top up kiosk"	
food.		Good interior Design (
	Tray return station	good for a food court)	"NTUC Value meal"	
Chefs are busy preparing				
food for selling	Kids recycled bins		"Budget pick"	
A mother picks out food	Kid's handwash		"10% discount for card	
for her baby to eat			members"	
	Toilet			



Operation Silver Mouth

Question Do you take daily supplements?

Notes

I don't believe in supplements. I believe in good food. Because all supplements and all medicine have expiry date. Expiry date contain chemicals, so I don't take. Even you know the traditional jamu, the Indian and Malaysian products, all I don't take cause they have expiry date. This thing can keep very long, because they have chemicals inside, I don't believe in it. I believe you take good food, you know there is this saying, your blood type of a diet? It will help. Because I believe your body has alarm. When you take wrong food, stomach pain. So you must notice then next time try to observe again, is it this food you cannot eat? Cannot accept in the stomach? So next time try not to take too much. Moderate la, I believe whatever you eat, must moderate.

Question

If we include these supplement nutrients into the food itself and assuming it does not affect the taste wise, would you spend more on it?

Notes

Everything must try. I believe good food must try. You know like Japan people, their food, all is good right? You know Singapore everybody is learning so must try, why not try? Must try, but provided your marketing and promotion is good la.



Tell It Like It Is.....

"No motivation to cook except when my children come back on weekend, so I mostly eat outside food. I know its not healthy but boh bian"

"I used to be able to eat you tiao just like that. Now I have to dip it my kopi so my dentures can bite through"

"Government say eat more healthy food, less oil, less salt. But when its so tasteless how to eat?"

"Been eating more instant noodles these few years. I know they have a lot of MSG so I don't add the powder. Quick and fast, settle a meal."

" My daughter always tells me to take vitamins but I don't like. Its like taking medicine!"



Back at FIRC HQ

THREE CONCEPTUAL APPROACHES





Humanising Fortification

NUTRIENT SEASONING TOPPERS

Moves fortification away from associated medical mind-set

All the good stuff

- Calcium
- Vit B6, Vit B12, Vit D
- Folic acid
- Omega 3s (DHA+EPA)
 Important nutrients geared for active ageing.

Fool proof dosage

Portion controlled in individual sachets to provide elderly 1/6 of their daily recommended daily nutrients.

Bags of flavour

More intense flavours such as laksa and braised meats to whet the appetite of the elderly





Humanising Fortification

NUTRIENT GEL TOPPERS

CUTE 8HAPES

BIGGER CHUNKS OF
MEAT/VEGETABLES

MIX & MATCH

NATURE VEGE

BLUEBERRY DELIGHT

CHEESY BEEF

VEGES

MR COMPLETE MEAL

MR COMPLETE MEAL

"Sample needs to melt rapidly above 60°C, gel system needs to fulfill that property"

"Gel structure needs to be soft and pliable enough to drape over rice yet not break easily during removal from package."

"Size of veg and meat needs to be optimised, too large: " weakens gel structure, too small: no texture.." "Instead of meat, we can consider use of concentrated meat or seafood stock as the gel base ..."





VS





CHALLENGES

APPEARANCE

limited by the mould variety, very few Asian food moulds

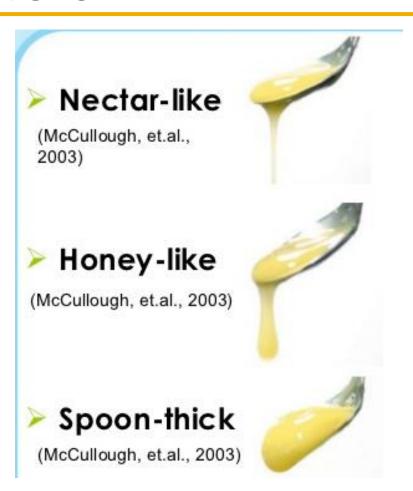




CHALLENGES

THICKENERS

starch or gum based, starch based ones may be broken down by amylases in saliva





CHALLENGES

FLAVOURS

water added during puree-ing dilutes flavour of food, thickeners also dulls down the flavour of the puree





VOLUME

Dilution with stock or water increases the total amount of food needed to be consumed by the elderly person



Modernising Nostalgia

Coffee / Marmite Soft Bread



- Four times more protein than standard white bread
- Formulated to hold structure after soaking yet spoon-able after reheating
- Familiar flavour of coffee (sweet) or Marmite (savoury)
- Stored frozen so can be consumed anytime
- Reheat using microwave or steaming





Modernising Nostalgia



- Qualifies for Healthier Choice Symbol
- Formulated to be low G.I.
- Virtually no fat
- Contains soluble fibre and wholegrains
 - Air dried

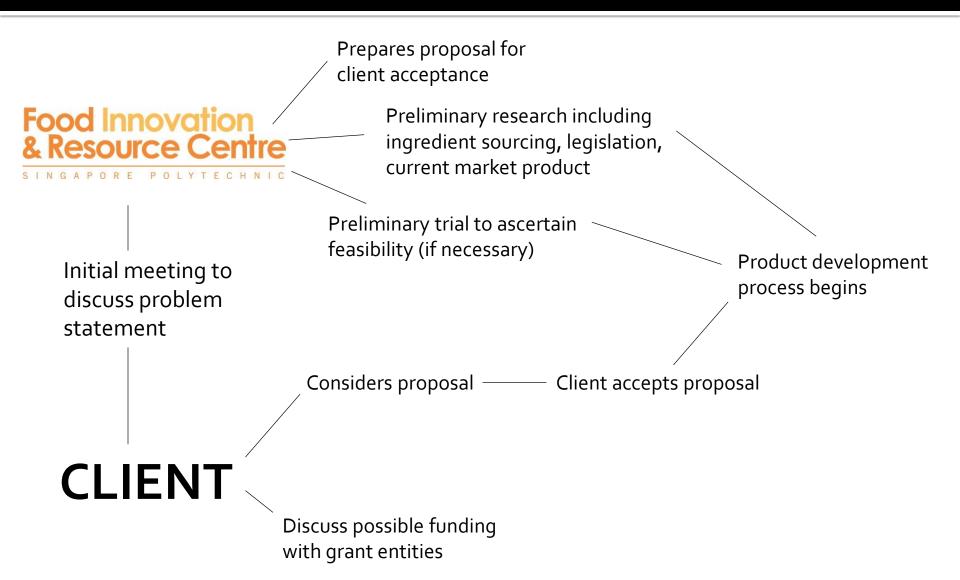
All the good stuff (again)

- Calcium
- Vit B6
- Vit B₁₂
- Vit D
- Folic acid
- Omega 3s (DHA+EPA)





Administrative Process





Product Development Process

Brainstorming

Product/Process
Development at
FIRC's facilities

Food Innovation & Resource Centre

CLIENT

Linking up with OEM

Nutritional & Labelling

Shelf life testing

Scale up assistance (if required)

4-5 tastings and iterations (finetuning)

Consumer evaluation



Insight gathering can be an integral part in the success of your product development

Ask your parents about what THEY really want to eat, not what YOU want them to eat