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**Welcome
to AAK**

AAK

Who are you?

Current position

- Customer Innovation Trainee Dairy in Karlshamn Sweden

Educational background

- M.Sc. In Dairy Science and Technology 2017, KU

Nationality

- Danish



Why did I apply for the trainee program within AAK

- Transitioning from being a student to being a young professional

The best part about my job

- Combining technical and practical things with a more commercial perspective
- Learning new things everyday

The coolest thing I got to do at work

- Visited our site in Richmond California for 1 month

Who are you?

Current position

- ◆ Global Business Development Manager, Malmo (HQ) Sweden (Previously Marketing and Business Development Graduate 2016-2017)

Educational background

- ◆ M.Sc. Molecular Nutrition & Food technology, 2017, Aarhus University

Nationality

- ◆ Spanish



Why did I apply for the trainee program within AAK

- ◆ Technical background and attraction for business
- ◆ One role – huge network

The best part about my job

- ◆ Changing environment, dynamic, multidisciplinary, working with multiple people

The coolest thing I got to do at work

- ◆ Went to a customer meeting round in the Gulf countries. 3 countries in 2 days (Kuwait, Bahrain, UAE)



Vision

The **first choice** for value-adding vegetable oil solutions

Brand promise

We achieve **lasting business value** together with our customers through **value-adding** vegetable oil **solutions**

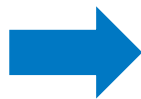
Foundation

Fat – an essential food ingredient

- ◆ Fat is needed
 - ◆ for our health
 - ◆ for tasty food
 - ◆ for our bodies to produce hormones
- ◆ Fat is part of all body cells
- ◆ Our bodies require fat to take up A, D, E and K vitamins
- ◆ Fat gives us energy

Different types of fat

- ◆ Saturated fats
- ◆ Monounsaturated fats
- ◆ Polyunsaturated fats
- ◆ Trans fats



Different types of fat have different characteristics

We source raw materials from all over the world



◆ Rapeseed and rapeseed oil



Northern and Central Europe

◆ Palm oil



Asia and Latin America

◆ Palm kernel oil



Asia

◆ Olive oil



Southern Europe

◆ Soya bean oil



US and South America

◆ Sunflower oil



Eastern Europe and Mexico

◆ Shea kernels



West Africa

◆ Corn oil



America and Eastern and Southern Europe

◆ Coconut oil



Malaysia and the Philippines

Customer Co-Development approach



Adopted based on customer needs

Global network of Customer Innovation Centers



Our customers' needs result in innovative AAK solutions

CCF



TropicaO™

- ◆ Globalization
- ◆ Market differentiation
- ◆ Cost efficiency
- ◆ Product quality

CCF



DeliAir Non Hydro

- ◆ Health
- ◆ Market differentiation

Dairy



Akomix LS 25

- ◆ Health
- ◆ Cost efficiency
- ◆ Market differentiation

Bakery



Akopastery HP

- ◆ Health
- ◆ Cost efficiency

Special Nutrition



Akonino™ Organic

- ◆ Natural
- ◆ Market differentiation

Special Nutrition



Akovita®

- ◆ Market differentiation
- ◆ Tailored nutrition

AAK today



More than **3,300** Talented Employees
Production and
20 Customization plants
25 Sales offices
Sales in **100** countries
Global footprint
Leading positions

Key figures

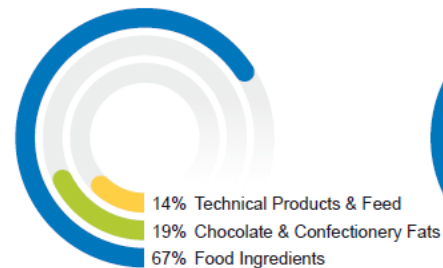
Facts

- ◆ **Established** in 2005 through merger of Aarhus United A/S & Karlshamns AB
- ◆ Headquarters in Malmö, **Sweden**
- ◆ **Employees:** approx. 3,300
- ◆ **Net sales 2017:** approx. SEK 26 billion
- ◆ **EBIT 2017:** SEK 1,786 million
- ◆ Shares listed on the **Nasdaq OMX Exchange** in Stockholm

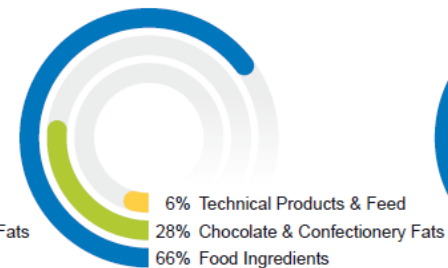
AAK is organized in three business areas

- ◆ **Food Ingredients**
 - ◆ Bakery
 - ◆ Dairy
 - ◆ Special Nutrition
 - ◆ Foodservice
 - ◆ Industrial
- ◆ **Chocolate & Confectionery Fats**
- ◆ **Technical Products & Feed**

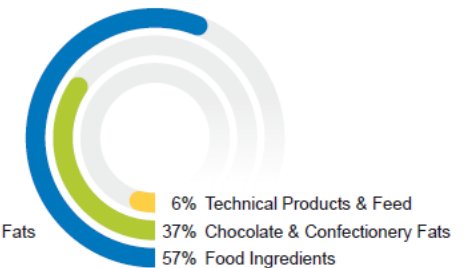
Volumes



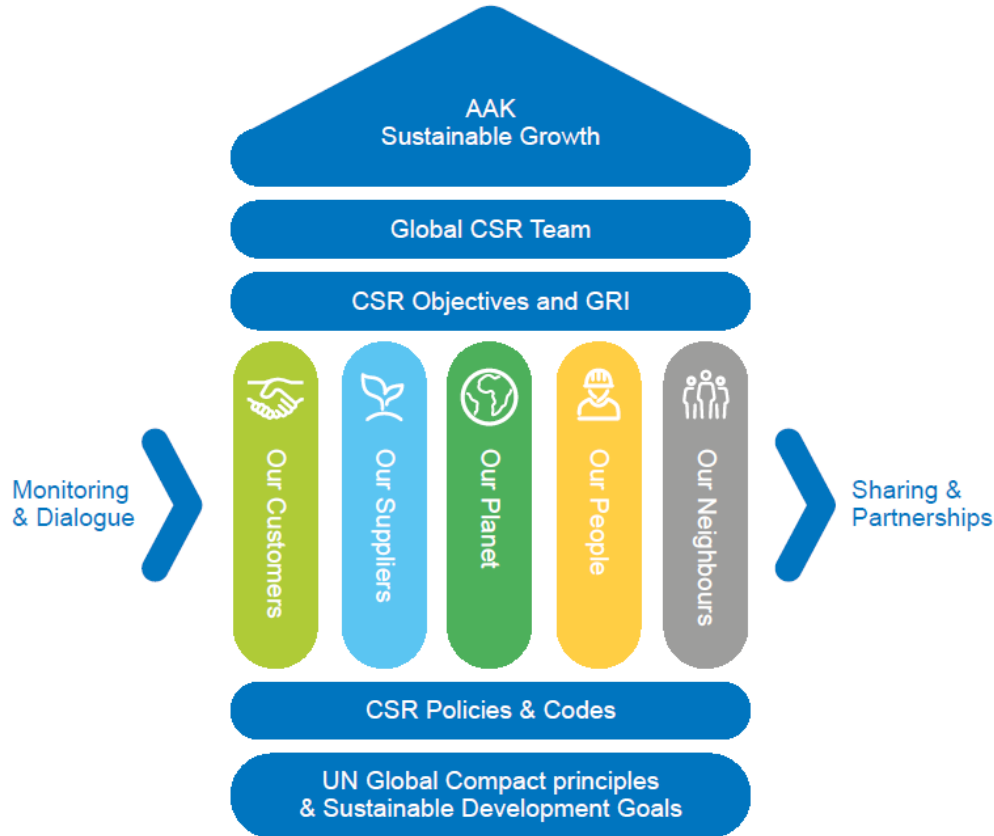
Net sales



Operating profit



House of Sustainability



Key progress during 2016

- +27%** More than 115,000 women participating in our women's groups program (Kolo Nafaso) in West Africa

- 6.1%** Energy consumption per unit processed

- 4.9%** Net direct CO₂ emissions

- 2.2%** Water consumption per unit processed

- 6.7%** Water discharge per unit processed

AAKs Graduate Program

- ◆ Firstly you are employed in an actual position
- ◆ The Program gives you additional learning opportunities
 - ◆ Providing insides to AAK as a business
 - ◆ Increasing network across organization globally
 - ◆ Operational learnings by visiting several production sites
 - ◆ Commercial learnings by getting to know all the different business areas



My Experiences as a Graduate Trainee

- ◆ Employed in Karlshamn Sweden since 1st September 2017
 - ◆ Part of a group CI's for dairy of 5 people
 - ◆ Working close together with dairy application center
 - ◆ First individual project with ice cream
- ◆ Operational Module
 - ◆ 2 weeks in Merksem and 1 week Zaandijk
- ◆ International Assignment
 - ◆ 1 month in Richmond California
- ◆ Commercial Module (happening next month)
 - ◆ Getting to know different business area, Dairy, Bakery, CCP and Special Nutrition
- ◆ Got to meet any new and interesting people





Thank you!

www.aak.com

AAK