



# Chr. Hansen A/S

Together, we deliver natural innovative solutions that address global challenges by advancing food, health, and productivity.

**Esben Laulund, Vice President, Research & Development**

**Career Event 3 May 2018**

**CHR HANSEN**

*Improving food & health*

## Today's key points

- Who we are
- Our products
- Innovation & approach
- Moving forward

## We are

- A global supplier of bioscience based ingredients to the food, health, pharmaceutical and agricultural industries
- We mainly produce cultures and dairy enzymes, probiotics and natural colors
- Our leading market positions stem from innovative products and production processes, long-term customer relationships and intellectual property

## Chr. Hansen in brief

- Founded in 1874 in Copenhagen by Danish pharmacist Christian D.A. Hansen
- Listed on NASDAQ OMX Copenhagen
- 2016/17 turnover EUR 1,063 million
- Organic growth ambitions of 8-10% annually
- 3050 employees

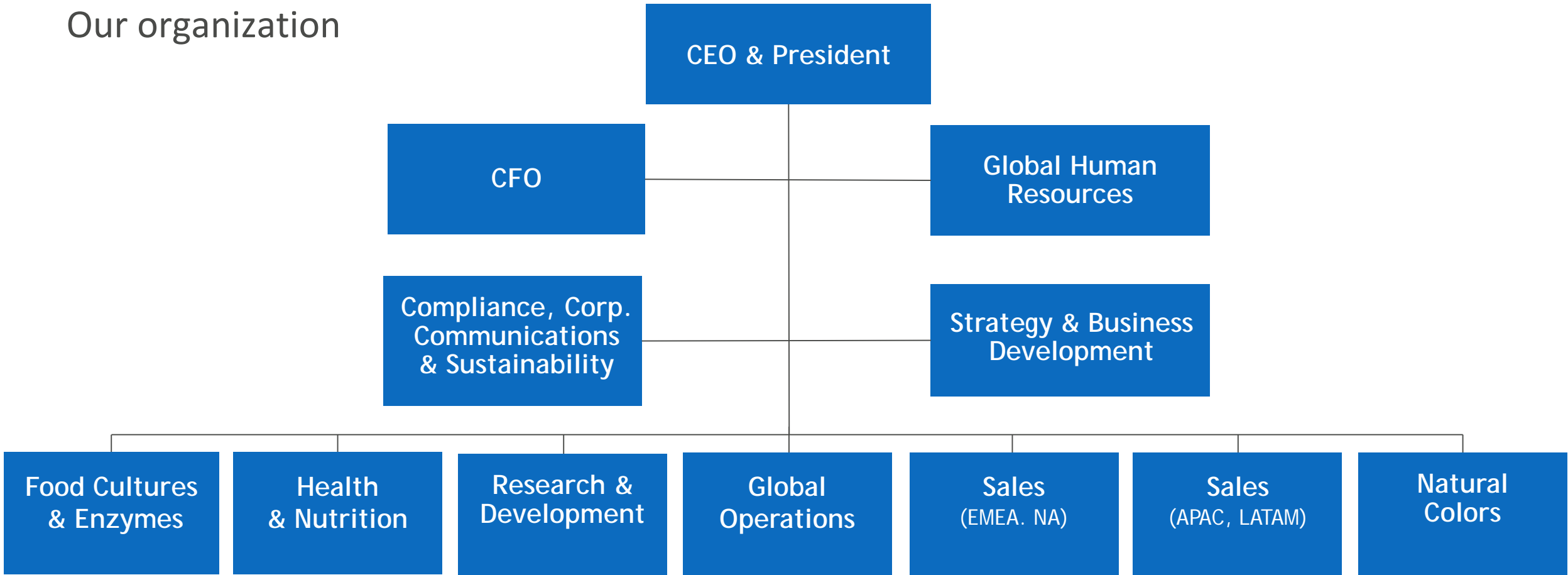
# Chr. Hansen globally

- Customers in approx. 140 countries
- Production facilities on five continents

- Subsidiaries and representative offices in more than 30 countries



# Our organization



# Our strategy: Nature's no. 1

## Grow the business of today – create the solutions for tomorrow

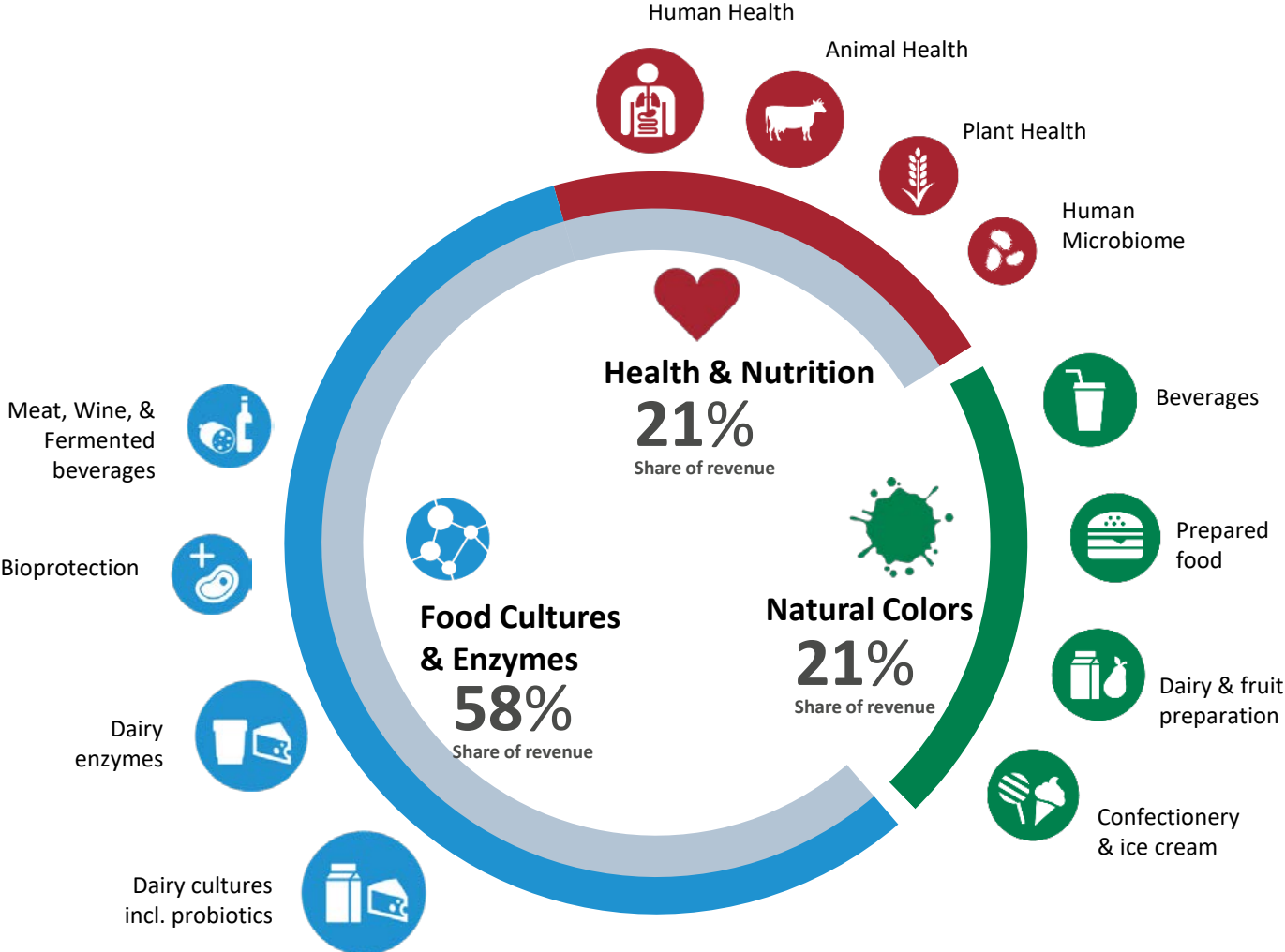
- Everyday more than 1 billion people worldwide consume a product with a Chr. Hansen ingredient
- Significant potential remains in the remaining 6.5 billion
- We wish to meet their demand for tasty, healthy, natural, safe and affordable food and nutrition
- We are in a unique position to meet customer and consumer needs through natural means
- We are in a position to be:



Nature's no. 1

SUSTAINABLY

# We are market and technology leaders in our core business





## Food Cultures & Enzymes

- We develop and produce cultures, enzymes and probiotics for the dairy industry in particular
- ... and for the food industry in general – e.g. for wine and meat
- Our ingredients determine taste, appearance, nutritional value and health benefits
- We are the global market leader in dairy ingredients
- Actually... every other cheese in the world contains our enzymes



## Health & Nutrition

- We develop and produce products for dietary supplements, pharmaceuticals, infant formula, animal feed and plant protection
- Our present key offering is probiotic cultures with documented effect
  - For humans
  - For animals
- We believe in strong research and documentation through clinical study program trials
- We will develop our microbial platform for the future within human, animal and plant health and next generation probiotics



*probiotic tablets*

# Natural Colors

- We develop and produce natural colors for the food industry
- We focus on natural colors in:
  - Beverages
  - Confectionery
  - Ice cream
  - Dairy and fruit preparations
  - Prepared Food
- Our colors originate from natural sources like berries, roots and seeds
- We are global frontrunners in encapsulation and stabilization techniques



*natural color*

## Customer driven innovation

- Our customers engage in more than 1,000 development projects with us every year
- Our customers have access to individually adjusted solutions
- Our customers get high quality standards
  - We have more than one audit per week globally
- Our customers get quick access to our global and local technology centres



scanning

**CHR HANSEN**

*Improving food & health*

## A company built on science

- ~7% of turnover is spent on R&D
- 14% of employees work in R&D
- Major basic research facilities in Denmark
- Development centers in Denmark, USA, France, Germany and Singapore
- 19 application centers worldwide



*pellet freezing*

# Sustainability Strategy 2020

- ▶ With our sustainability strategy 2020, we commit to address global challenges by enabling better farming, reducing food waste and improving health, with our core products.



Better farming



Less Waste



Good Health

- ▶ Chr. Hansen's sustainability strategy is aligned with the UN Sustainable Development Goals, which constitute a unique platform for joint action on a global scale.
- ▶ Chr. Hansen is a member of the UN global compact



# We are a front-runner on sustainability



## Better farming

We help feed the growing population by promoting sustainable agriculture

Expand reach of natural plant protection by 25m hectares (2025)



## Good health

We improve global health through healthier, safer and more products

Launch 6 new products with a documented health effect (2022)



## Less waste

We help customers reduce food waste and improve yield and productivity

Reduce global yogurt waste by 1.2m ton (2022)



# 81%

81% of Chr. Hansen's revenue contributes to the UN Global Goals

- validated by PWC



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## Dedicated talent

- Chr. Hansen employees are highly motivated. They enjoy and take pride in their much appreciated and personally challenging work
- Exceptional leadership gives employees the freedom and opportunity to use and develop their competencies to the fullest
- Employees are guaranteed a meaningful career in a flexible and safe working environment

*careers worldwide*





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