



Anne-Marie Svinth
Customer Innovation Manager

**Welcome
to AAK**

AAK

Who am I?

Current position

- ◆ Customer Innovation Manager Dairy, Karlshamn Sweden

Educational background

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

Nationality

- ◆ Danish



Why did I apply for a job in AAK

- ◆ A company that develops fast and with many engaged people
- ◆ 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 get to do at work

- ◆ Being a part of developing the dairy segment



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**

AAK introduction

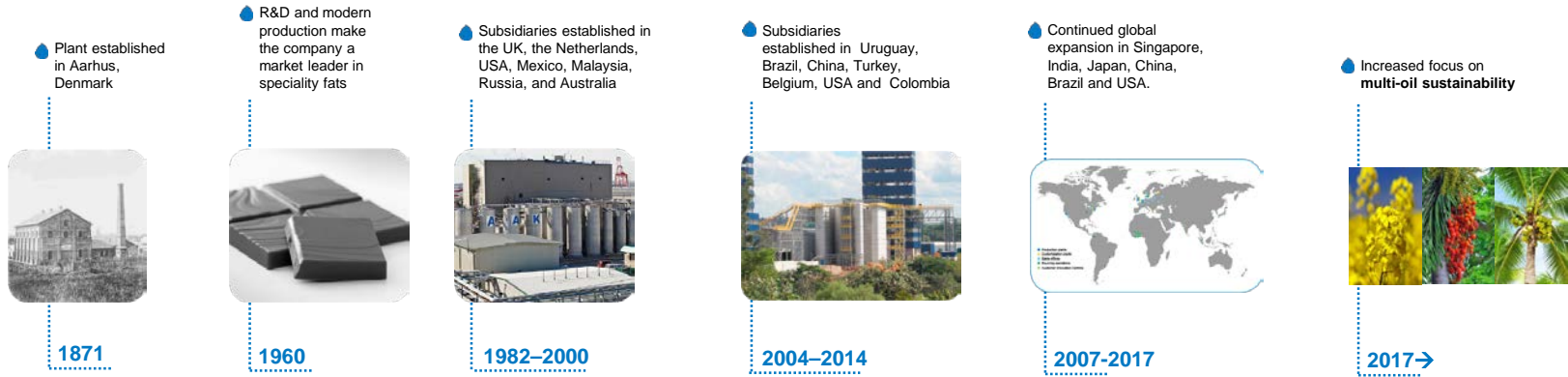
Facts

- Established in 2005 through merger of Aarhus United A/S & Karlshamns AB
- Headquarters in Malmö, Sweden
- Employees: approx. 3,600
- Net sales 2018: approx. SEK 27.5 billion
- EBIT 2018: SEK 1,956 million
- Shares listed on Nasdaq Stockholm

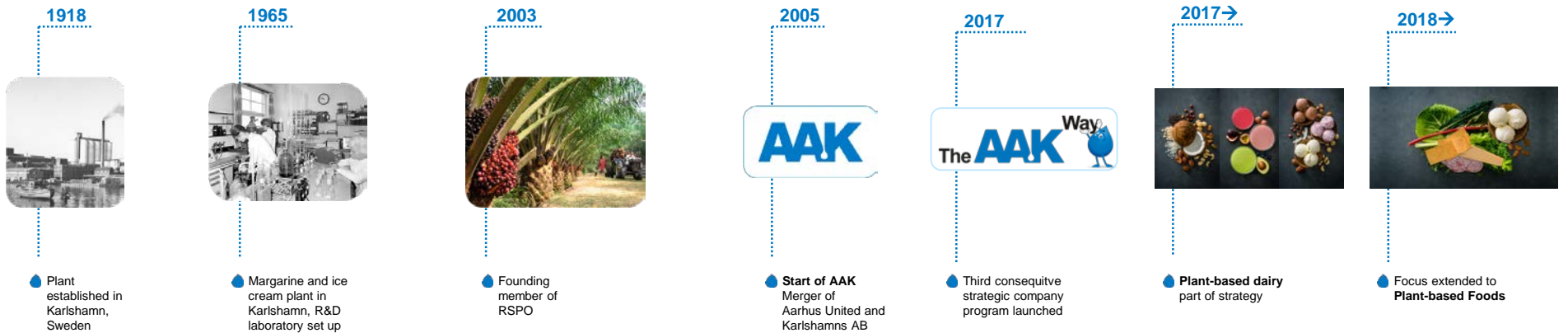


More than **3,600** Talented Employees
20 Production and Customization plants
25 Sales offices
Sales in **100** countries
Global footprint
Leading positions

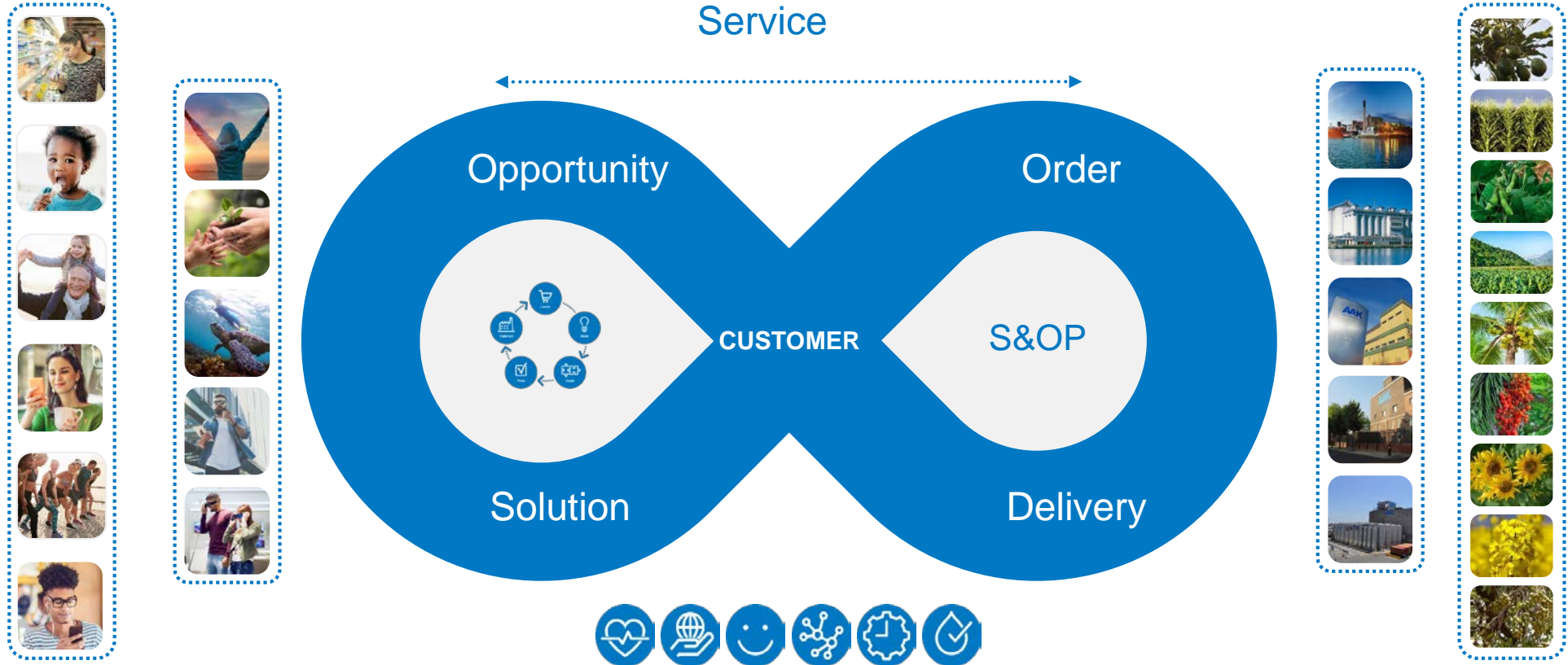
A plant-based company with a history and on a journey



Production driven Customer & Market driven



Go-to-market and Customer Centricity for AAK

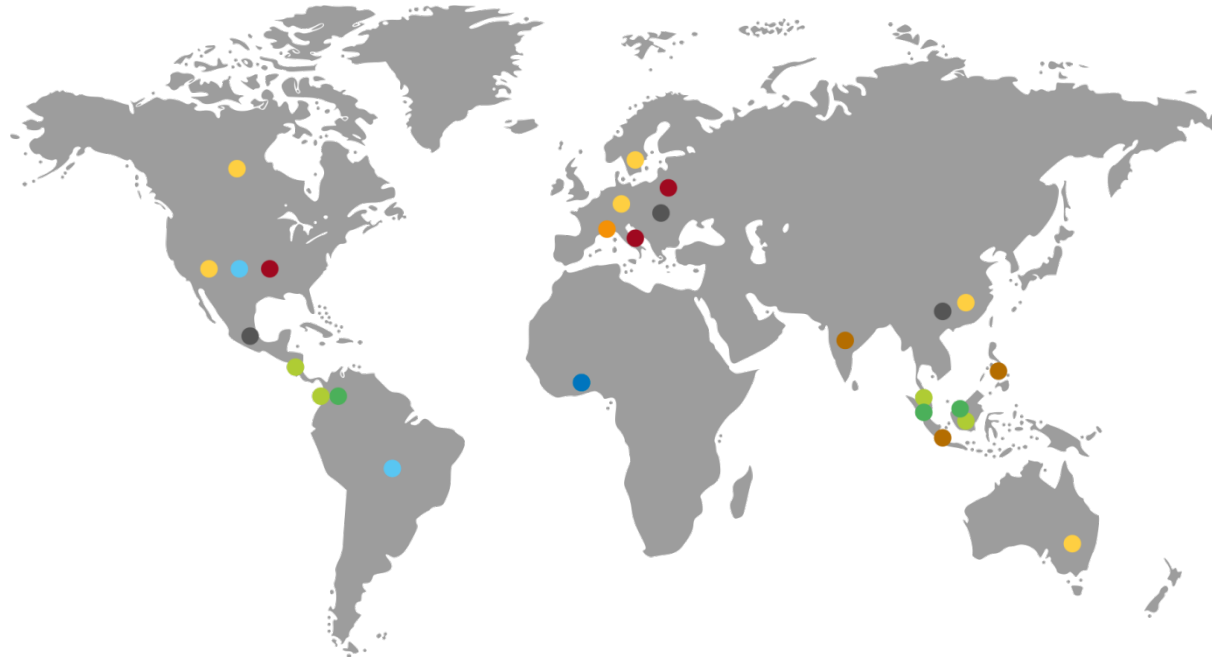


Global network of Customer Innovation Centers



Raw Materials

💧 We source raw materials from all over the world



● Rapeseed and rapeseed oil



Northern and Central Europe, Canada, US, Australia and China

● Palm oil



Asia and Central and South America

● Palm kernel oil



Asia and South America

● Olive oil



Southern Europe

● Soya bean oil



US and South America

● Sunflower oil



Eastern Europe, Mexico and China

● Shea kernels



West Africa

● Corn oil



America and Eastern and Southern Europe

● Coconut oil



The Philippines, Indonesia and India

Why use so many different raw materials?

- ◆ The ability to mix different raw materials and modified intermediates is the reason that AAK can produce tailor made products for different applications
- ◆ Different raw materials contribute with different properties such as;
 - ◆ Structure
 - ◆ Mouth feel
 - ◆ Flowing properties
 - ◆ Nutrition
 - ◆ Heat stability
 - ◆ Oxidation stability



Examples of Application

◆ Dairy



◆ Bakery



◆ CCF – Chocolate and confectionary



◆ Special Nutrition



Dairy Product Range

- ◆ Cheese
 - ◆ Akoroma
 - ◆ Akocheese



- ◆ Yellow fats
 - ◆ Akoblend

- ◆ Whipped topping
 - ◆ Akotop

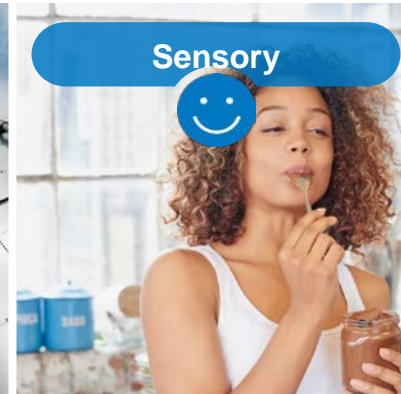
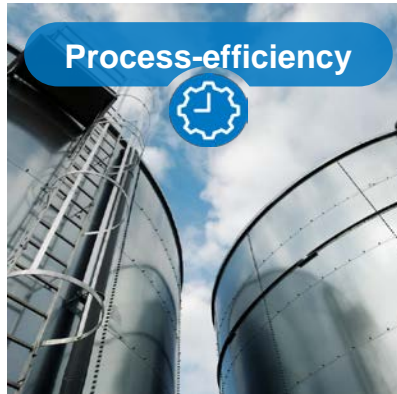


- ◆ Ice cream
 - ◆ Akomix



- ◆ Plant based
 - ◆ Akoplanet

Working together with our customers is the core of our business



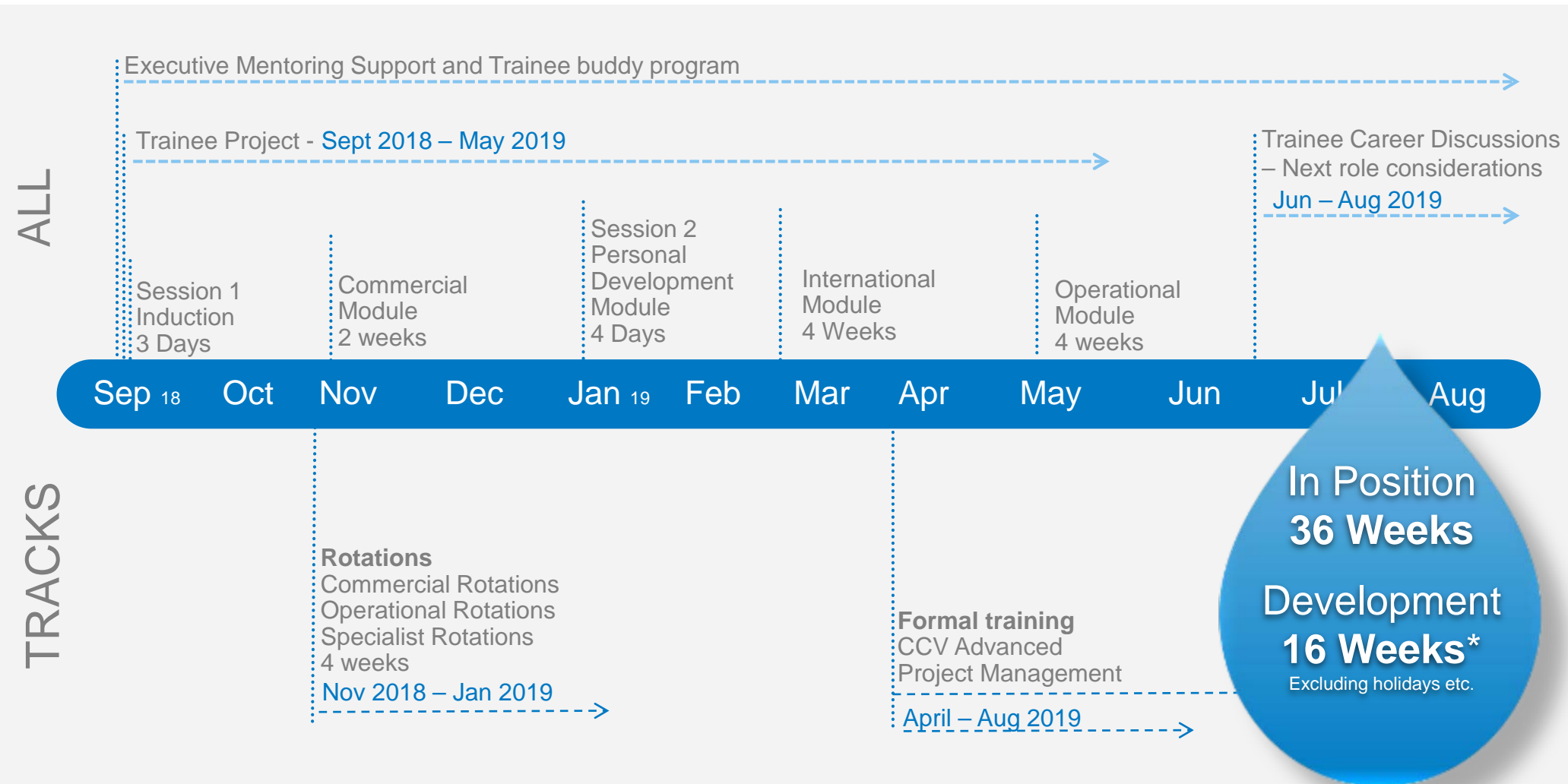
Who are the Trainees in AAK?

- ◆ A trainee in AAK:
 - ◆ Have a real job position from day 1
 - ◆ International group (India, US, China, Singapore, Europe)
 - ◆ 1 year – permanent position from beginning

- ◆ Multiple positions – most trainees have a technical background
 - ◆ **Commercial track** – Customer Innovation, Sales, Business Development and Marketing
 - ◆ **Operational track** – Continuous improvement, Supply chain
 - ◆ **Specialization track** – Process/Product Development



12 month Multi-track Program



AAKs Graduate Program

- 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
 - Strong focus on personal development



AAK trainees 2017



Thank you!

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