



# 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 15 May 2019**

**CHR HANSEN**

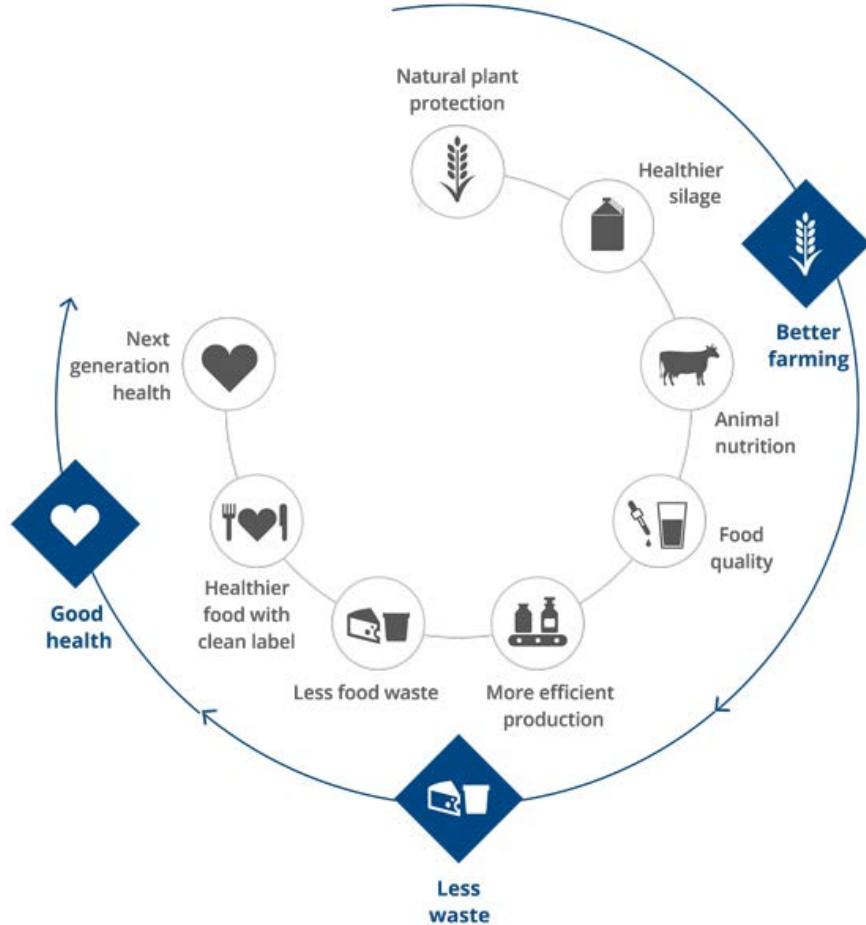
*Improving food & health*

## Today's key points

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

# Chr. Hansen in brief:

## Our Approach from Farm to Fork

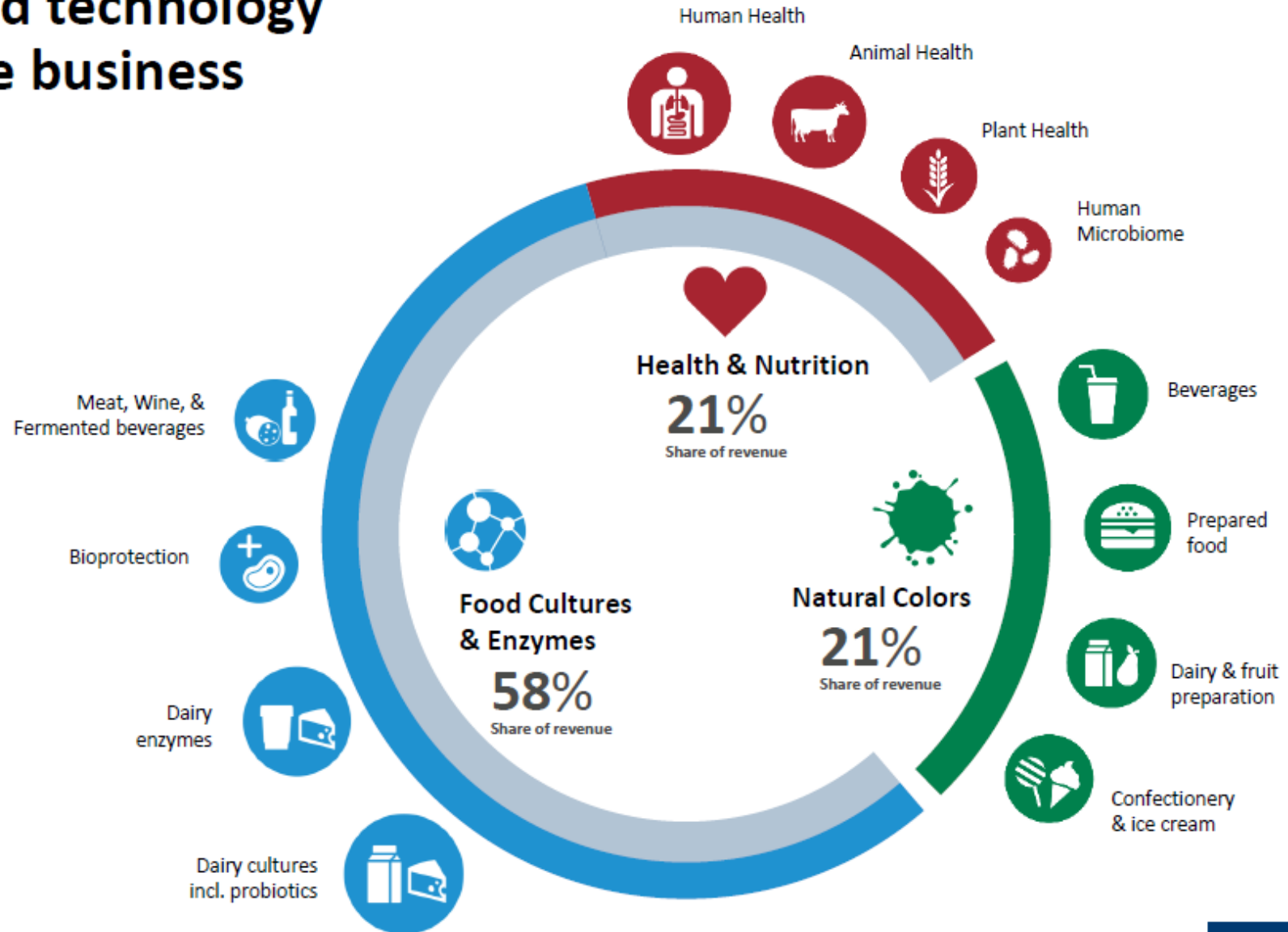


 IN EXISTENCE FOR <b>145</b> YEARS	 CUSTOMERS IN APPROX. <b>140</b> COUNTRIES	 <b>ORGANIC GROWTH</b> UP <b>9%</b> ANNUALLY	 MORE THAN <b>3300</b> EMPLOYEES	 DEVELOPMENT AND APPLICATION CENTERS WORLDWIDE	 TURNOVER FY17/18 <b>€1.097 MILLION</b>
<b>EBIT MARGIN C.</b>  <b>29,2%</b>	SUBSIDIARIES AND REPRESENTATIVE OFFICES IN <b>30</b> COUNTRIES	<b>STRONG R&amp;D PLATFORM</b>  <b>7%</b> of turnover  <b>17%</b> of employees	 <b>300+</b> ACADEMIC PARTNERSHIPS AND REPRESENTED IN	 PRODUCTION FACILITIES ON <b>5</b> CONTINENTS	 <b>1 BILLION</b> NUMBER OF PEOPLE THAT CONSUME A PRODUCT WITH A CHR. HANSEN INGREDIENT EVERY DAY
<b>REGIONAL REVENUE</b>  APAC <b>17%</b> EMEA <b>45%</b> LATAM <b>12%</b> NORTH AMERICA <b>26%</b>		 EVERY <b>2nd</b> CHEESE IN THE WORLD IS MADE WITH CHR. HANSEN INGREDIENTS	 <b>MOST SUSTAINABLE COMPANY IN THE WORLD 2019</b> by Corporate Knights	<b>30+</b> SCIENTIFIC ASSOCIATIONS, ADVISORY BOARDS, ETC	

# We are market and technology leaders in our core business

## Shared R&D platform – the Microbial Platform

Food Cultures & Enzymes and Health & Nutrition share a common research platform, and production method. The R&D platform is a process of screening, developing and upscaling of microbes. Production is the optimization of recipes, flows and infrastructure for the fermentation of microbes. Together: **The Microbial Platform.**



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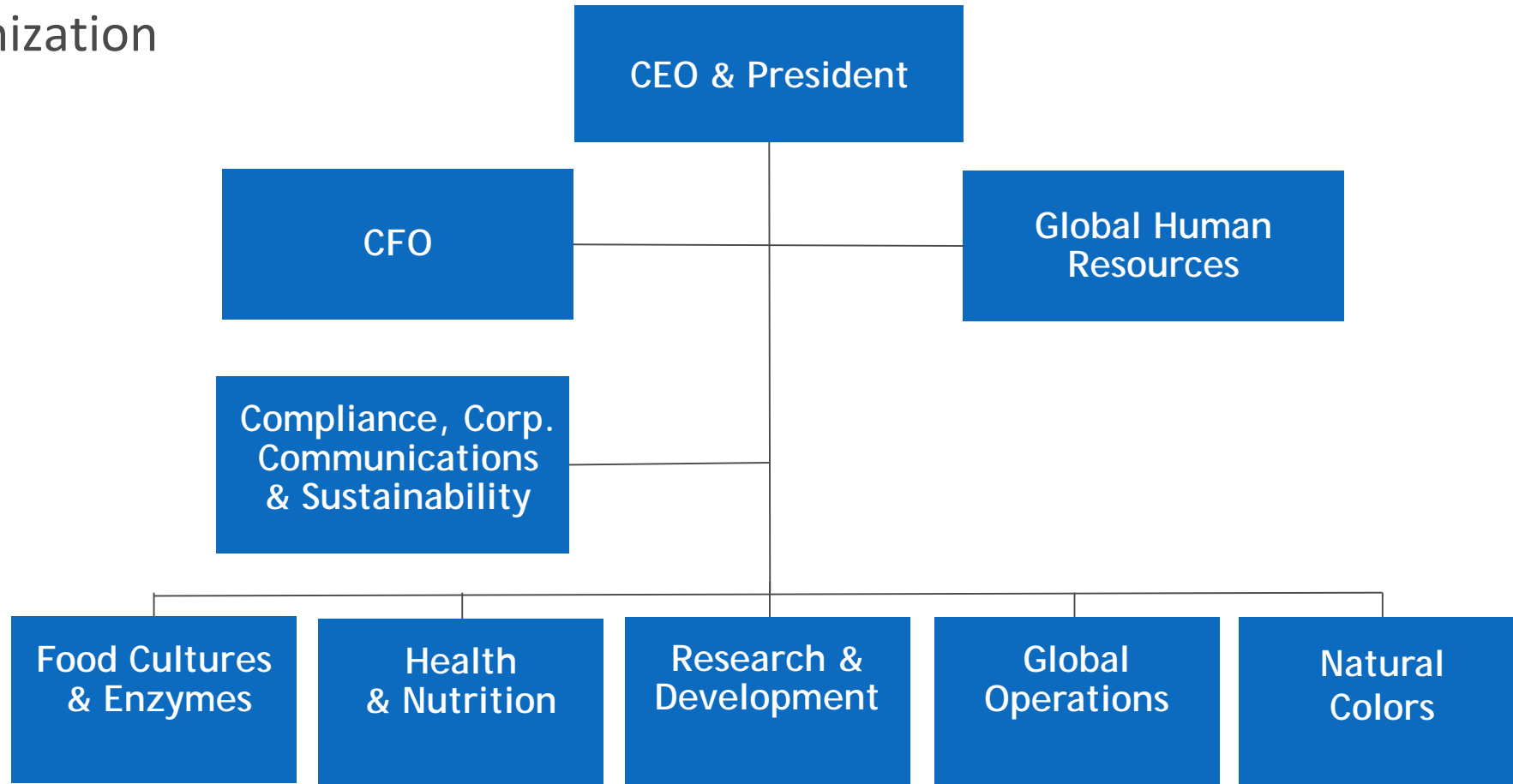
# Chr. Hansen globally

- 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:



## 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**

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## 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*



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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*



## Partnering with you for a more sustainable future

Chr. Hansen was named the world's most sustainable company during the 2019 World Economic forum because we are dedicated to improving food and health not only for this generation but for the generations to come. To do this, we actively contribute to the UN Global Goals. In fact, **82%** of our products contribute to the following UN goals:



Confirmed by PWC with limited assurance



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