



帝斯曼与中国共同发展 DSM Grows With China

帝斯曼，生命科学和材料科学专业公司
DSM, the Life Sciences and Materials Sciences company

帝斯曼是一家生命科学和材料科学的跨国企业

DSM, the life sciences & materials sciences company

111年历史的荷兰皇家帝斯曼是一家生命科学和材料科学的大型跨国企业，早在1963年就开始与中国的合作。它以科技为立足之本，在全球健康、营养，材料和生物科技领域拥有专长，并为所有利益相关方创造可持续价值。111-year-old DSM, the global Life Sciences and Materials Sciences company, has grown in China since 1963. Today DSM is leading in nutrition improvement, new materials and solution for a bio based economy, creating sustainable value for key stakeholders.



约90亿欧元的年销售额
Annual net sales of about €9 billion



拥有一万五千多项专利
Over 15,000 patents



全球23,500 名员工
About 23,500 employees worldwide



全球26个研发点
26 R&D locations worldwide
2500多名研发人员
2,500+ R&D employees



2004年至今一直在道琼斯可持续发展指数保持领先，其中六年位居榜首
Dow Jones Sustainability Index: Top the list six times since 2004



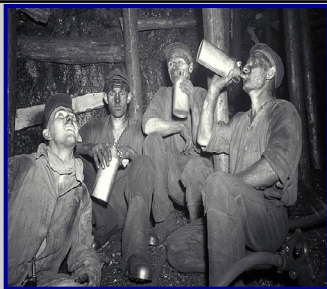
分布在五大洲的两百多个地方
200 locations on five continents

帝斯曼超过110年的成功企业转型

DSM is 110+ years old, and transformed itself successfully



Unlimited. DSM



1902年

煤矿
Coal Mining

大宗化学品
Commodity
Chemicals

特殊化学品
Specialty
Chemicals

生命科学与材料科学
Life Sciences &
Materials Sciences

从一家煤矿企业到科技型企业
(From a coal mining company to today's science based company)
从荷兰本土公司到现在大型跨国企业
(From a Dutch company to today's global key player)

帝斯曼全球业务 DSM is present around the globe

全球23,500员工在200多个地区 World total: 200+ locations, 23,500 employees
2012年销售达到约90亿欧元 Net sales ~€9 billion in 2012

北美

North America:
33 locations
4,000 employees

欧洲

Europe:
64 locations
13,000 employees

中国

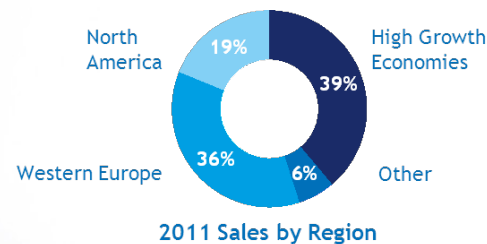
China:
40 locations
3,500 employees

印度

India:
8 locations
700 employees

拉丁美洲

Latin America:
15 locations
1,000 employees



业务区域分布

帝斯曼的业务： 健康、营养、材料
Our business: Health, Nutrition, Materials
帝斯曼利用缤纷科技为人类创造更加美好的生活
We use bright sciences to brighten people's lives

Health



Nutrition



Materials



Intermediates



帝斯曼的新品牌- 它代表什么？

DSM new brand - what does it stand for?



缤纷科技，美好生活™ - 标志着：

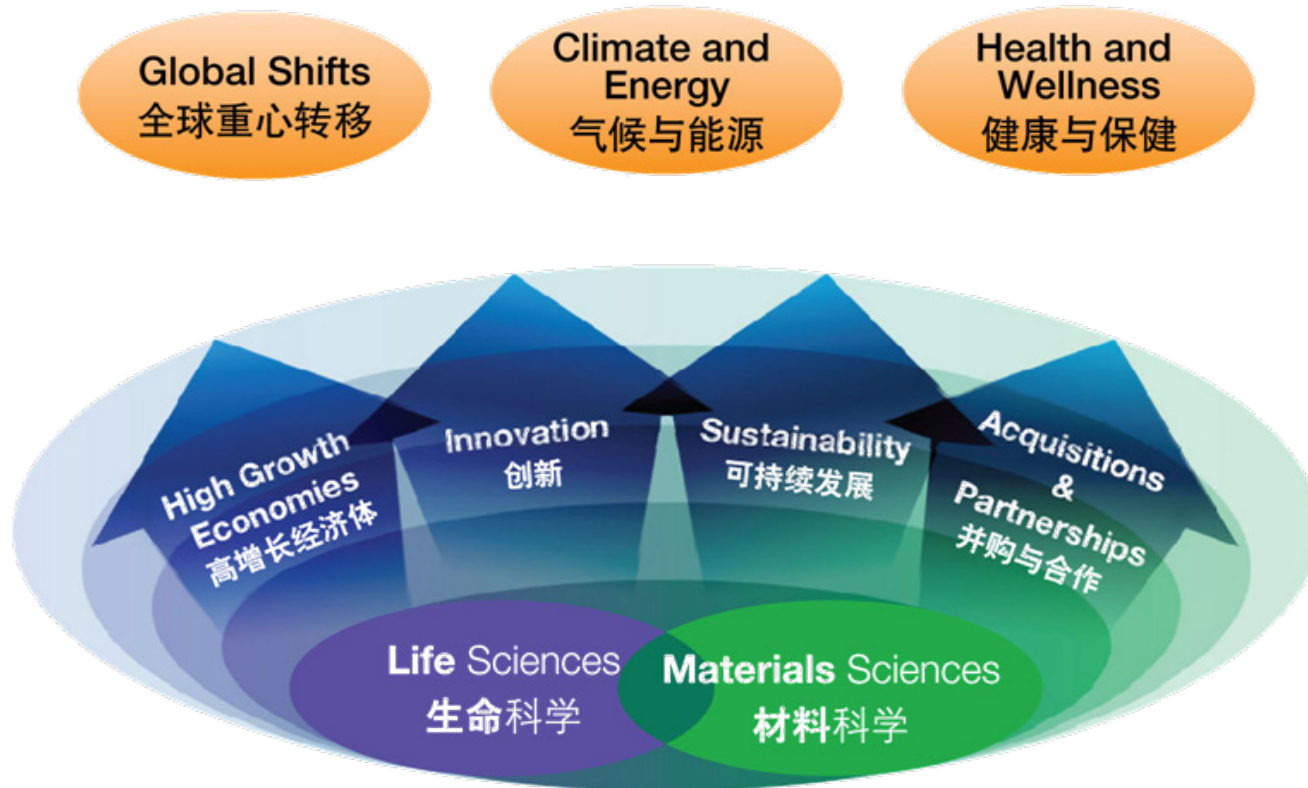
Bright Science. Brighter Living.™ - symbolize :

- 战略：完成业务结构重组，进入增长新纪元：帝斯曼，生命科学与材料科学公司
The strategy: portfolio transformation completed, entering a new era of growth:
DSM, the Life Sciences and Materials Sciences Company
- 我们的人、地球、利润理念 / Our People, Planet, Profit approach;
可持续发展：从价值观到业务驱动力 / Sustainability: from value to business driver
- 同一个帝斯曼：我们在一起工作的方式 / One DSM: the way we work together /
- 同一个帝斯曼文化项目（适应我们的业务发展） ONE DSM Culture Agenda



帝斯曼2015战略：专注目标， 锐意进取

DSM in motion: *driving focused growth*



在人 - 地球 - 利润三方面创造价值
People - Planet - Profit: creating value along three dimensions

帝斯曼的核心价值是3P (人, 地球, 利润) DSM Triple P (people, planet, profit) values

“We can't be successful in a world that fails” - Feike Sijbesma, DSM CEO



健康、营养、材料



健康、营养、材料



健康、营养、材料



不断推动经济繁荣、环境改善和社会进步，为所有利益相关方创造可持续的价值
Driving economic prosperity, environmental progress and social advances to create sustainable value for all stakeholders

帝斯曼 - 在全球和地区负责任的可持续发展领跑者

DSM - a sustainability leader, responsible globally and locally



Dow Jones Sustainability Index



Six times #1 since 2004

Leading in Sustainability

DSM has consistently topped the DJSI for the global chemical industry since 2003 - a strong external recognition of our corporate sustainability commitment.



UNA-NY Presents 2010 Humanitarian Awards and Celebrates the 65th Anniversary of the UN



DSM CEO Feike



From left: Mr. Amir Dossal, UN Secretary-General Ban Ki-Moon, Mr. Feike Sijbesma. | Photograph: MelanieQuinnPhotography.com



帝斯曼的使命

Mission of DSM

我们肩负使命，为我们和我们后代创造更加美好的生活。

Our purpose is to create brighter lives for people today and generations to come

帝斯曼拥有生命科学和材料科学领域的专长，并运用两者的独特结合创建解决方案，促进营养、增强和保证产品功效、提高产品性能。

We connect our unique competences in life sciences and materials sciences to create solutions that nourish, protect and improve performance

“同一个帝斯曼”的文化 ONE DSM Culture Agenda

外部导向
External
Orientation



External
Orientation

绩效承责
Accountability
for Performance



Accountability
for Performance

包容和多元化
Inclusion
& Diversity



Inclusion &
Diversity

快速协作
Collaboration
with speed



Collaboration
with Speed

帝斯曼早在1963年起就开始与中国合作 DSM has grown with China since 1963



帝斯曼与中国共同成长

DSM has grown with China

1963

对华贸易（最早取得出售尿素的许可）
Trading with China
(1st Urea license)

1995

在江苏江阴建立首个生产基地 1st production facility in Jiangyin

2011

在帝斯曼中国愿区建立帝斯曼中国科技中心
China Science and Technology Center in DSM China Campus

引领绿色化工的本土公司
A local model green chemical company

1993

在北京设立首个中国销售代表处
1st Representative Office in Beijing



2009

在帝斯曼中国园区建立帝斯曼中国地区总部和研发中心
China Headquarters and Science and Technology Center in DSM China Campus



2012

医药中间体基地在吉林正式开业；动物营养研发中心在河北霸州奠基
New 6-APA intermediate plant in Jilin and DSM (China) Animal Nutrition Center in Bazhou

活跃在新材料领域的创新者
An active innovator in new materials development

营养改善领域的领先供应商和合作伙伴
A leading nutrition provider and partner for nutrition improvement

中国正在成为帝斯曼的本土市场

China is becoming DSM's home market

2012年中国年销售额17亿美元

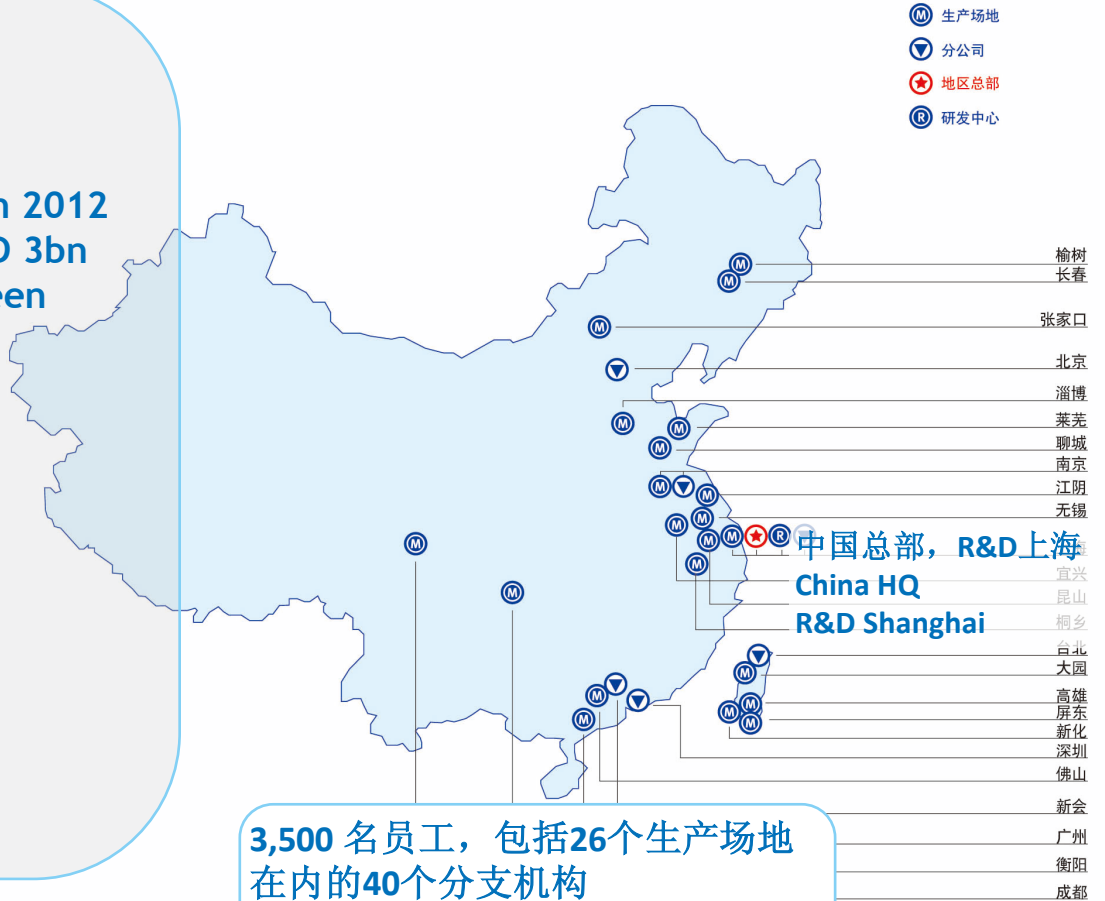
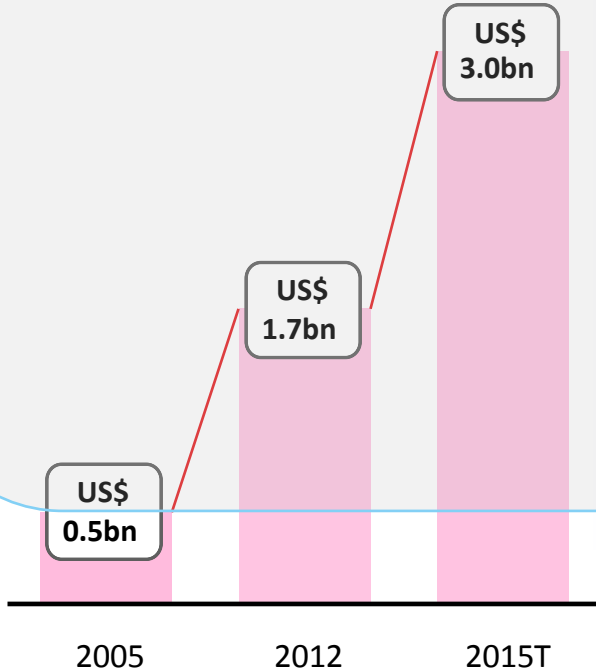
2015年中国销售目标为>30亿美元

未来5年内在中国进行10亿美元投资

Sales in China reached USD 1.7 bn in 2012

Sales target for China by 2015: >USD 3bn

USD 1 bn investment in China between
2011-2015



3,500 名员工, 包括26个生产场地
在内的40个分支机构
3,500 employees, 40 affiliates
including 26 manufacturing sites

帝斯曼中国研发中心 - 为中国而创新

DSM China Science and Technology Center - Innovate for China

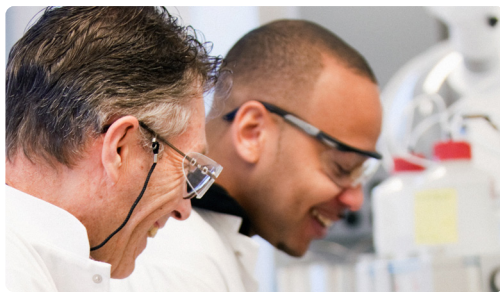
- 超过100名科研人员在帝斯曼生命和材料科学研发中心工作
Over 100 staff representing a range of competencies at the forefront of science and technology in the area of Life Sciences and Materials Sciences.
- 约20% 是来自中国， 美国， 欧洲的著名高等院校博士~20%
PhDs from leading universities in China, US and Europe
- 跟世界各地著名院校， 科研机构的密切合作
Extensive collaboration with academic institutes and universities

材料科学 (Materials Sciences)

- 性能材料研发中心 (Performance Materials Research Center)
- 复合树脂研发、涂料树脂研发 (Composite Resins R&D Lab)
- 涂料树脂研发 (Coating Resins Development Lab)
- 汽车材料开发中心 (Automotive Development Center)

生命科学 (Life Sciences)

- 化工工艺 (Chemical process research)
- 生物工程 (Biotechnology research)
- 人类和动物营养 (Human and animal nutrition research)
- 食品创新应用 (Food Innovation Center)
- 测试中心 (Analytical Center)



中国十二五计划对可持续发展的要求

China 12th five-year plan offers big innovation opportunities on sustainability

绿色发展 建设资源节约型、环境友好型社会

Green development, to build resource saving and environmental friendly society

清洁生产

节能减排
Clean Prod.
Emission
reduction

发展清洁能源

Clean/new
energies

构建综合运输交通体系，
加大住房建设
Integrated
transport system, new
housing projects

发展战略性新兴产业

Strategic new
industries

改善民生

Improve living
standard

发展循环经济

Recycle economy

帝斯曼是二代生物燃料科技领跑者

DSM frontrunner in 2nd generation biofuel tech

- DSM's yeast and enzyme technologies is unique combination
- New robust enzymes-mix able to break down biomass more efficiently
- Advanced yeast strain capable of converting C6 / C5 sugars into bio-ethanol
- 帝斯曼独特的酵母和酶技术组合
- 新的强大酶组合能更高效地分解生物质
- 先进的酵母菌株能将C5/C6糖转化成生物基乙醇

第二代生物燃料

2nd generation biofuels



Inspired by nature

灵感来自大自然

帝斯曼 - 可持续发展新型科技创新者 DSM - a sustainable innovation provider

材料科学领域的汽车应用实例 Some material science examples in auto



Example: EcoPaXX™

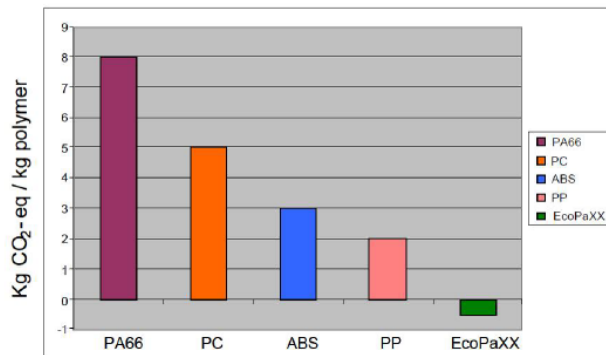
实例：EcoPaXX

- 帝斯曼新型生物基工程塑料：生物基、高性能
- 具有卓越机械性能的聚酰胺
- 具有很强的汽车冷却剂、燃料、盐（氯化钙等）油及润滑剂耐受性
- 整个产品生命周期中呈100%碳中性
- 替代传统塑料或金属

- DSM's new biobased engineering plastic: bio-based & high performance
- Polyamide with excellent mechanical properties
- Very good resistance to automotive coolant, fuels, salts (eg calcium chloride) oils and greases
- 100 % carbon neutral from cradle to gate
- Replacing conventional plastics or metal

P:

EcoPaXX™



帝斯曼 - 可持续发展的新型科技创新者 (生命科学领域的创新实例)

DSM - a Sustainable innovation provider (some life science examples)

MixMe™ - 袋装家庭膳食营养补充剂，含维生素和矿物质，可添加到食品中，提供世界卫生组织所建议的必要微量营养素

MixMe™ - A home fortification concept that as a single dose sachet of vitamins and minerals, can be added to food before consumption to provide an individual with the full Recommended Nutrient Intake of essential micronutrients recommended by the WHO.

NutriRice™ (维力米) - 帝斯曼开发创新强化大米“维力米”，赢得全球营养改善联盟2008年度营养创新企业奖。维力米是使用专利挤压工艺，将维生素和矿物质添加到天然谷物中去的营养大米。

NutriRice™ - DSM has developed award winning, innovative rice called NutriRice™ that is made from broken rice kernels (a by-product of normal rice production) and vital vitamins and minerals.







在中国，帝斯曼与联合国世界粮食计划署（WFP）、中国营养协会和中国青少年基金会合作，开发独有的维生素和矿物质营养补充剂MixMe，帮助中国青少年基金会确保中国800万儿童获得必要的营养。

A China example: DSM teamed up with UN World Food program, the China Nutrition Society and the China Children and Teenage Foundation, developed unique Vitamin and Mineral Mixme as sprinkles. It helps the CCTF to reach almost eight million children here in China.



与中国伙伴合作并增加可持续发展价值 - 案例

DSM partners with local Chinese customers to add sustainability values - cases

	<p>与中化集团建立了全球合资制药公司，在合资企业的生产过程中，帝斯曼运用专有的生物技术，将二氧化碳排放量降低80%，工厂耗水量也降低90%。</p> <p>DSM-Sinochem global JV in Pharmaceuticals. biotechnology from DSM is used helps reduce emission up to 80%, and saving up to 90% of the water of our factories vs. other technologies.</p>
	<p>我们与中石化合作的纤维中间体工厂在提高产能的同时降低能耗30%。</p> <p>DSM Nanjing Chemical Co., Ltd, jointly owned by DSM and Sinopec, announced to double our Fiber intermediate capacity, whilst reducing the energy consumption by 30%.</p>
	<p>帝斯曼与联合国世界粮食计划署、中国营养协会和中国青少年基金会等非政府组织携手合作，共同开发专用维生素和矿物质混合剂。因此，全球各地贫困家庭的孩子们在吃主食的同时摄取足够的维生素，保证了他们的大脑和骨骼能正常发育。在我们的协助下，中国青少年基金会援助了大约800万名中国儿童。</p> <p>DSM teamed up with UN World Food program, the China Nutrition Society and the China Children and Teenage Foundation, developed unique Vitamin and Mineral Mixes as sprinkles. It helps the CCTF to reach almost eight million children here in China.</p>
	<p>帝斯曼正为北京一万多辆公共汽车提供环境友好型的水溶性涂料。这是中国公共汽车首次用绿色的水溶性涂料。这种涂料不仅能够减少污染，而且更加安全，使用更为方便。</p> <p>We partner with Beijing to provide waterborne coating resins for over 10,000 buses in Beijing - the first time apply a more environmental friendly waterborne resins solution in China bus.</p>



缤纷科技，美好生活™

BRIGHTER SCIENCE. BRIGHTER LIVING™