

# 帝斯曼与中国共同发展 DSM Grows with China

以使命为导向，以绩效为驱动，专注于营养、健康和绿色生活的科学公司  
A Purpose-led and Performance-driven Science-based Company Active in  
Nutrition, Health and Sustainable Living

August 2020

营养、健康、绿色生活



**DSM**

缤纷科技，美好生活

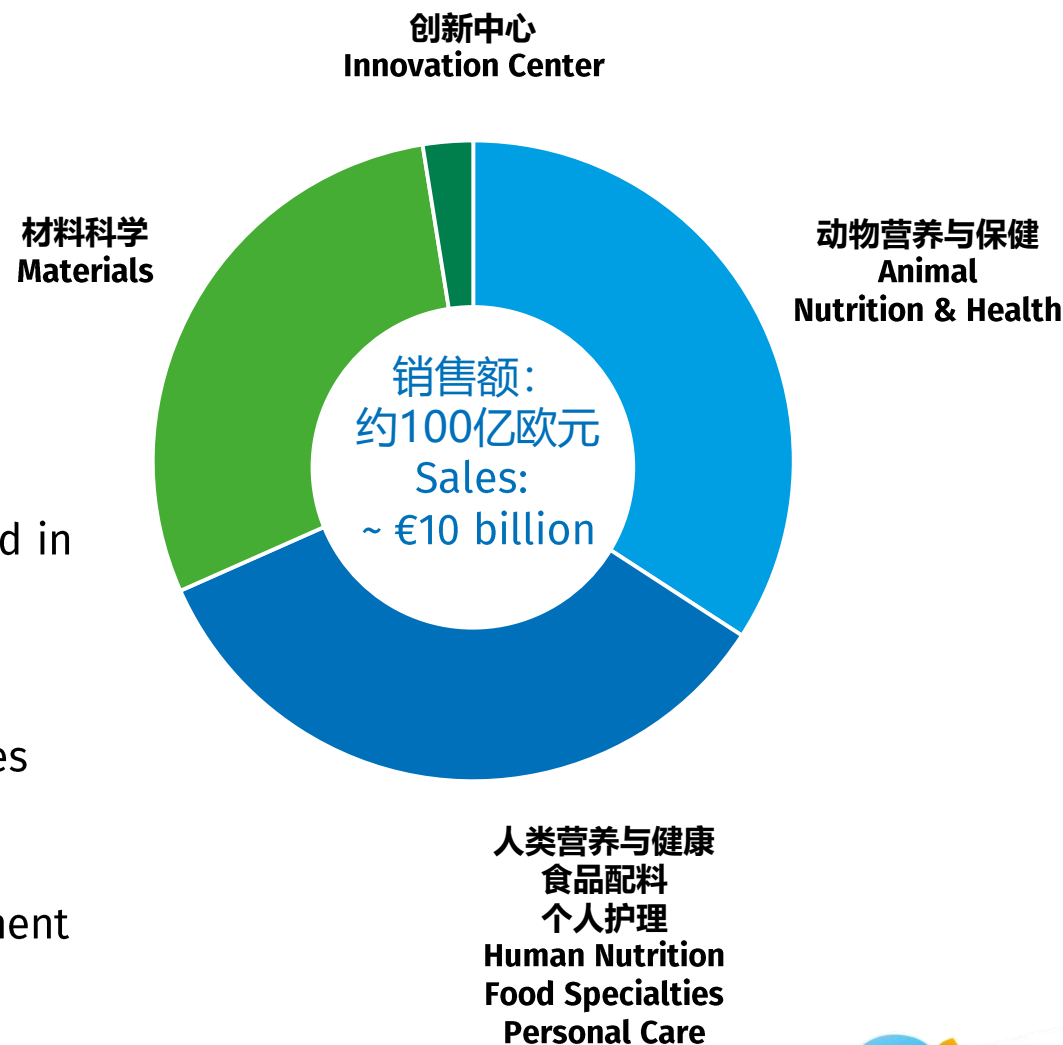
# 帝斯曼概览

## DSM at a glance

### 2019年数据

### 2019 numbers

- 面向高增长经济体的销售额占比为43%的全球公司
- Global company with 43% of sales to high-growth economies
- 本质上具有创新性，21%的销售额来自过去5年推出的产品
- Intrinsically innovative with 21% of sales from products launched in the last 5 years
- 全球约有23,000名高度敬业的员工队伍
- Highly engaged workforce across the world of ~23,000 employees
- 使命导向战略与联合国可持续发展目标一致
- Purpose-led strategy aligned with the UN Sustainable Development Goals



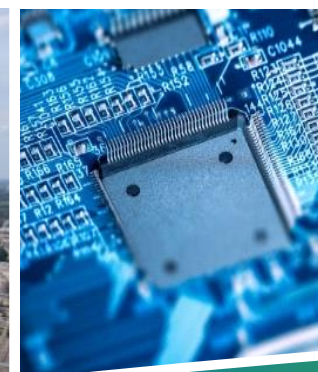
# 成功转型，面向未来的帝斯曼

## Successful transformation future-proofing DSM

煤矿开采 Coal mining

石油化工 (Petro)chemicals

营养、健康和绿色生活  
Nutrition, Health & Sustainable Living



2020

1902



DSM



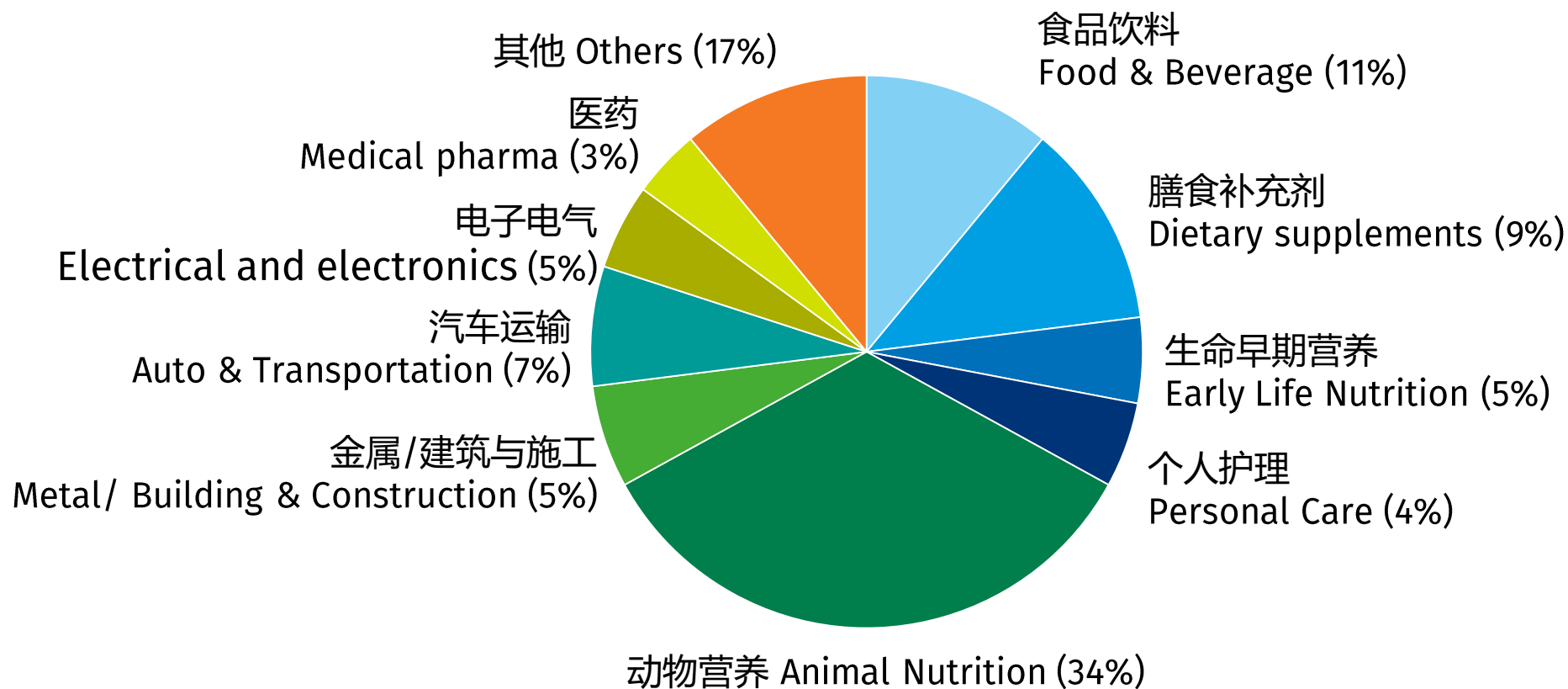
Unlimited. DSM



# 帝斯曼为广泛终端市场提供产品和解决方案

## DSM offers products & solutions to a wide range of end-markets

终端用途市场销售净额 *Net sales by end-use markets (in %)*



# 帝斯曼全球员工分布 DSM global workforce

约60%的员工位于欧洲以外地区 (2019年) 约23,000名员工, 包括合资企业/关联企业员工  
~60% Employees outside Europe (2019) ~23,000 Employees incl. JVs/associates





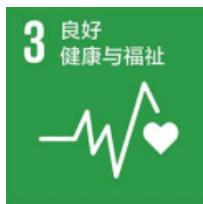
# 营养业务概览

## Nutrition at a glance

2019年数据

2019 numbers

- 全球领先维生素、营养脂质、类胡萝卜素、营养成分和定制营养预混料供应商
- # 1 Supplier of vitamins, nutritional lipids, carotenoids, nutraceutical ingredients and custom nutrient premixes
- 我们的i-Health B2C业务每年约为1500万消费者提供服务
- ~15 million consumers served annually by our i-Health B2C business
- 46个动物营养和15个人类营养预混料设施
- 46 animal nutrition and 15 human nutrition premix facilities
- 我们70%以上皮肤护理产品组合的天然含量超过90%
- >70% of our skin care portfolio is more than 90% of natural origin
- 全球领先无乳糖乳制品用乳糖酶供应商
- #1 Supplier of lactase enzymes for lactose-free dairy



全球领先的全系列营养成分供应商  
World leading supplier of a full range of nutritional ingredients

销售额60.28亿欧元  
Sales €6,028 million

各大洲均有生产设施  
约有14,500名员工  
Facilities on all continents  
~14,500 employees

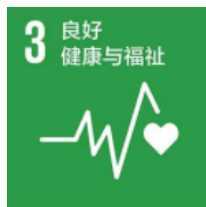
# 材料业务概览

## Materials at a glance

2019年数据

2019 numbers

- 到2019年底，为苹果产品提供的材料制造过程中，使用100%可再生电力
- 100% Renewable electricity used in the manufacture of materials for Apple's products by end of 2019
- 全球领先光纤涂料供应商
- #1 supplier of fiber optic coatings
- 迪尼玛®保护100万以上急救人员和服务人员
- > 1 million first responders and service personnel protected by Dyneema®



全球领先高性能材料供应商  
World leading supplier of  
high-performance materials

销售额: 27.46亿欧元  
Sales: €2,746 million

各大洲均有生产设施  
约有4500名员工  
Facilities on all continents  
~4,500 employees





# 创新概览

## Innovation at a glance

2019年数据

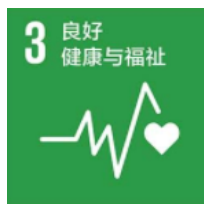
2019 numbers

- 通过以下创新项目加快核心业务的创新能力:
- Accelerating the innovative power of our core business with breakthroughs such as:
  - 发酵甜菊糖苷: 用于降糖
  - Fermentative Stevia: for sugar reduction
  - 清洁奶牛项目: 减少牛甲烷排放的饲料添加剂
  - Project Clean Cow: feed additives for reduced methane emissions in cattle
  - Veramaris®: 藻类omega-3, 用于可持续水产养殖
  - Veramaris®: algae-based omega-3 for sustainable aquaculture
  - Niaga®: 完全可回收地毯技术
  - Niaga®: technology for fully recyclable carpets

21%的销售额 来自于创新业务  
研发费用占销售额的5%  
21% Innovation sales  
~5% R&D expenditure  
as a % of sales

拥有30多个实验室  
10个国家 约1900名科学家  
More than 30 labs across  
10 countries ~1,900 scientists

参与200个以上学术网络  
40个以上公私合作项目  
Participation in:  
>200 academic networks  
>40 public-private partnerships





# 具有吸引力的创新平台

## Attractive innovation platforms

帝斯曼生物医学  
DSM Biomedical



每秒钟就有一名患者收到配备帝斯曼生物医学解决方案的医疗设备  
Every second a patient receives a medical device containing a biomedical solution from DSM

帝斯曼生物基 产品与服务  
DSM Bio-based Products & Services



使用我们的eBOOST™的乙醇生产商的产量提高了3-5%  
3-5% yield improvement for ethanol producers who use our eBOOST™

帝斯曼先进太阳能  
DSM Advanced Solar



超过3亿个光伏组件  
采用帝斯曼涂层技术  
> 300 million PV modules use DSM coating technologies

# 使命驱动增长机会

## Purpose drives growth opportunities

2021年战略：增长与价值——使命导向，绩效驱动

Strategy 2021: Growth & Value – Purpose-led, Performance driven

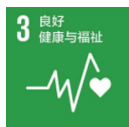
我们的能力与我们的使命...  
Our competences and purpose...

我们的主要能力+ 应对大趋势和  
联合国可持续发展目标：

Our key competences +  
addressing megatrends and the  
UN SDGs:



大趋势 Mega Trends



为重点领域提供增长机会  
Provide growth opportunities in  
the focus domains...

一家致力于营养、健康和绿  
色生活的科学公司：

A science-based company  
active in nutrition, health  
and sustainable Living:



构建 一家成长型企业...  
creating a growth company...

公司  
业务发展  
Company growth



使命导向  
with targets that underpin our  
purpose.

我们2019年-2021年的目标：  
Our 2019-2021 targets:

高个位数的年均税息折旧及  
摊销前利润增长%  
High single-digit %  
annual increase in Adjusted EBITDA

约10%年均调整后净经营自由现金流增长  
~10% average annual increase in Adjusted  
net operating free cash flow

创造价值的企业并购  
Value-creating M&A





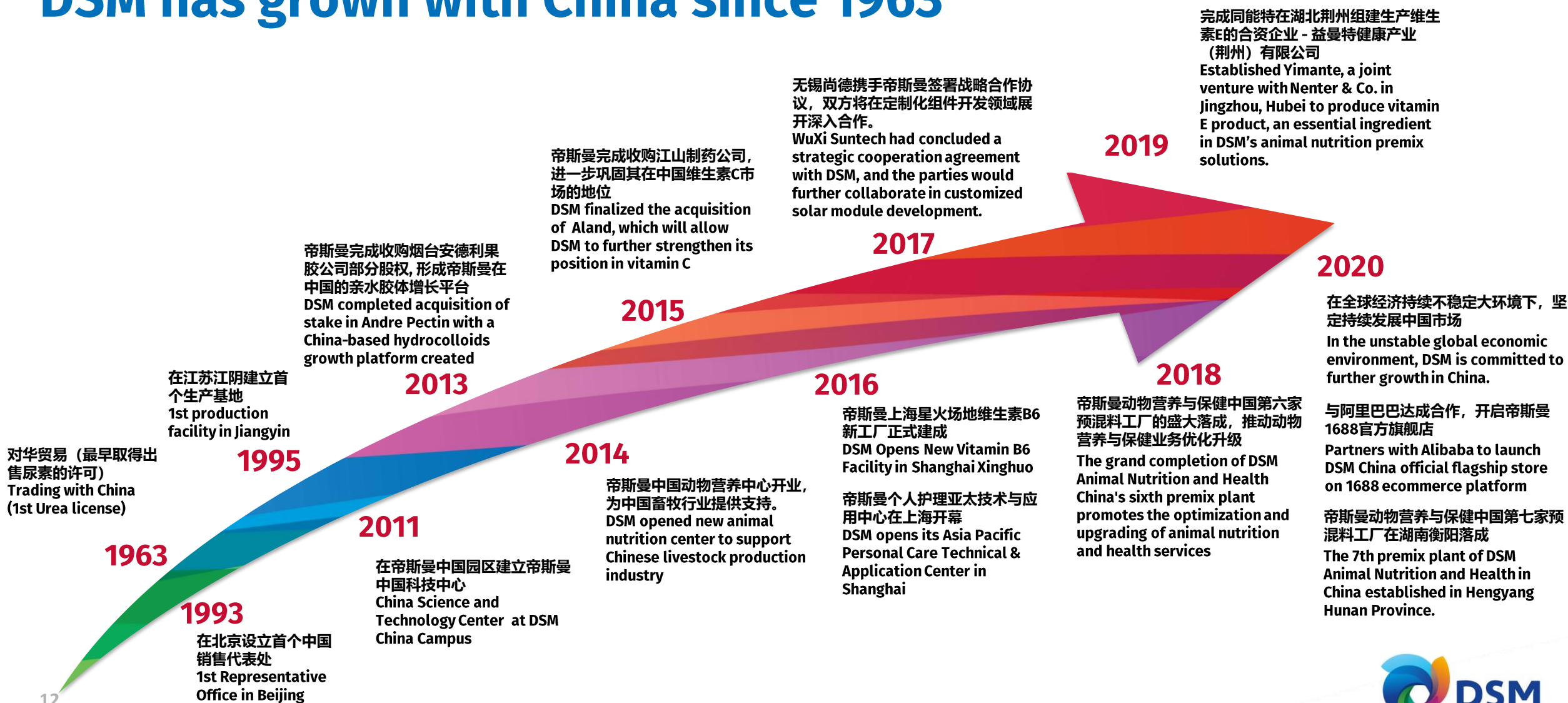


# 帝斯曼在中国 DSM in China



# 1963年伊始，帝斯曼与中国共同成长

## DSM has grown with China since 1963



# 中国正在成为帝斯曼的本土市场

## China is becoming DSM's home market

超过5,200名员工，包括25个生产场地在内的47个分支机构

More than 5,200 employees, 47 affiliates across 25 manufacturing sites, 4 branch offices & 1 headquarters



帝斯曼中国官方微信  
DSM China Official WeChat

DSM CHINA SITE MAP



As of October 2019



截至2020年7月  
As of July 2020



# 抗击全球营养不良合作伙伴关系让多方受益

## Rewarding partnerships to fight malnutrition globally



帝斯曼与联合国世界粮食计划署为抗击全球营养不良建立了长期伙伴关系：2008-2018年，该项目在中国提供近5370余万份营养加餐，配备1785个标准化爱心厨房设备，受益学生人数超过98.8万人次。

DSM – UN World Food Programme longstanding partnership to combat global malnutrition: From 2008 to 2018, this program had provided 53.7 million nutritious meals, 1,785 kitchen appliances and benefited over 988,000 school children in China.



大力支持联合国可持续发展目标（巴黎），包括消除饥饿。

Championing the UN Sustainable Development Goals (Paris) including eradicating hunger.



帝斯曼与联合国儿童基金会（Unicef）合作共同支持尼日利亚和马达加斯加的微量营养素补充计划。该合作伙伴关系将通过支持“非洲营养领导方案”，提高非洲的区域能力。

DSM and Unicef collaborate to support micronutrient programs in Nigeria and Madagascar. The partnership helped build capacity by supporting the African Nutrition Leadership Program.



参与非洲食品改善计划，解决卢旺达的营养不良问题。Participating in Africa Improved Foods to address malnutrition in a/o Rwanda.



帝斯曼还参与多种营养合作伙伴计划，包括：扩大营养运动（SUN）、美国国际开发署（USAID）、维生素天使（Vitamin Angels）、国际世界宣明会（World Vision）和食品解决方案合作伙伴（PFS）组织。

Engaged in various nutrition partnerships, including: Scaling Up Nutrition movement (SUN), US Agency for International Development (USAID), Vitamin Angels, World Vision International, Partner for Food Solutions.



通过展开宣传和建立公私伙伴关系，普及更健康的饮食习惯。

Supporting healthier diets through advocacy and public private partnerships.

人、地球和利润：在衰退的社会里，即使成功也不意味着功成  
People, Planet, Profit: We cannot be successful in a society that fails



# 帝斯曼中国研发中心 – 为中国而创新

## DSM China Science and Technology Center – Innovate for China

- 超过百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% of staff holding 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 Science)

- 性能材料研发中心 (Performance Materials Research Center)
- 涂料树脂研发实验室 (Coating Resins Development Lab)
- 汽车材料开发中心 (Automotive Development Center)
- 先进表面开发实验室 (Advanced Surfaces Development Lab)

### 生命科学 (Life Science)

- 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 )
- 个人护理亚太技术与应用中心 (Asia Pacific Personal Care Technical & Application Center)
- 测试中心 (Analytical Center )



# 本土化解决方案与合作

## Local for local solutions and partnerships



帝斯曼个人护理亚太技术与应用中心在上海开幕  
DSM opened its Asia Pacific Personal Care Technical & Application Center in Shanghai



帝斯曼是中国水性平台的创始成员企业, 推动国内水性涂料和涂装技术的发展和應用  
DSM is one of the founding members of the Chinese Waterborne Coating Platform to advocate the development of waterborne and sustainable coating in China



帝斯曼与中国科学院上海药物研究所合作开发维生素应用配方新技术  
DSM collaborates with Shanghai Institute of Materia Medica to explore new technology to create new application formulation for vitamins



帝斯曼与北京大学联合开展高分子物理(结晶)相关课题研究  
DSM collaborates with Peking University for joint R&D on polymer physics (crystallization)



帝斯曼参与由联合国粮农组织跨境动物疫病应急中心(ECTAD)中国办公室与中国农业农村部共同创建的中国兽医现场流行病学培训项目(CFETPV), 为全国各地畜牧所技术人员进行专业培训与分享。  
DSM collaborates with ECTAD (Food and Agriculture Organization) to train animal husbandry technical professionals



2020年4月, 帝斯曼与阿里巴巴达成合作, 开启帝斯曼1688官方旗舰店。这是DSM在全球范围内首次与电商平台合作

In April 2020, DSM announced partnership with Alibaba, launched the 1688 official flagship store, marking DSM's first cooperation with e-commerce platform globally.



帝斯曼人类营养与健康和英国Phynova/博仲盛景公司就新产品桑多安®本土化合作的战略伙伴关系确立, 共同推进辅助控制血糖解决方案的市场化, 为消费者带来更多好产品

DSM HNH established strategic partnership with Phynova on Reducose® to bring more blood sugar solutions to the market and consumers

# 在中国为实现消除饥饿的目标努力

## DSM strives to support China to achieve Zero Hunger

*“为5加油” 项目帮助边远穷困地区学龄前儿童成长*  
*Power of 5 Program help preschool children living in poor areas of China to grow*

- 关注学龄前儿童的营养改进
- Focus on preschool children's nutrition improvement
- 与安利慈善基金会和中国发展研究基金会合作
- Partnership with Amway Charity Foundation and the China Development Research Foundation
- 帮助穷困地区3-5岁的儿童获取必须的营养支持
- Helps three-to-five-year-old children living in poor areas of China gain access to the necessary nutritional support
- 帝斯曼创新开发出含有DHA和多种维生素、矿物质的咀嚼片，取代传统的粉包。
- DSM created innovative, chewable tablets containing DHA, multi-vitamins & minerals, replacing the more traditional sachet form.





# 在新冠疫情中积极承担企业社会责任

## DSM takes social responsibility during COVID-19

- 帝斯曼中国向中国抗击新冠肺炎疫情的工作捐赠人民币100万元，及超过一亿片维生素C产品
- DSM China donated 1 million RMB and a total of 1.1 million bottles of vitamin C products to support China's work of COVID-19 prevention and control
- 针对新冠疫情，帝斯曼携手职业心理健康中心推出帝斯曼中国员工关爱服务热线，为员工和员工的家人提供严格保密的、专业的身心咨询和辅导
- DSM China P&O team engages CIIC to provide Employee Assistance Program services to employees and their immediate family members
- 帝斯曼为全球超过23,000名员工免费提供了为期两个月的维生素与个人护理产品，帮助员工在疫情期间提升免疫力
- 23,000 employees and their families across DSM globally received 2 months supply of vitamins and personal care products to protect their immune system during COVID-19
- 凭借营养健康领域的专长与为提升免疫力作出的突出贡献，帝斯曼中国获南方周末第十二届中国企业社会责任年会颁发“2020年度战疫情优秀案例”
- Influential media Southern Weekend awarded the ‘Best Case Studies in the Combat against COVID-19’ to DSM China for its expertise in nutrition and its contribution to improve immunity.



# 呼应“健康中国2030”规划纲要，提升全民大健康意识

## DSM supports “Healthy China 2030”

- 帝斯曼与联合国世界粮食计划署（WFP）于2007年起合作开展一项名为“缤纷体验”的全球慈善项目。作为“缤纷体验”慈善项目的一部分，帝斯曼已连续12年在中国18座城市举办“终结饥饿，行走天地间”全球慈善义走活动，以提高全国人民的营养意识，共有超过2000名帝斯曼员工参与该项活动
- DSM, together with the United Nations World Food Programme, has held 12 consecutive years of employee charity walks in 18 cities with over 2,000 DSM employees participating annually.
- 帝斯曼与包括“提升营养运动”(SUN)、美国国际开发署（USAID）、维生素天使（Vitamin Angels）、世界宣明会、食物解决方案伙伴（PFS）在内的多个机构达成营养合作伙伴
- DSM is engaged in various nutrition partnerships, including: Scaling Up Nutrition movement (SUN), US Agency for International Development (USAID), Vitamin Angels, World Vision International, Partner for Food Solutions.





# 帝斯曼中国荣誉一览

## DSM China Awards



帝斯曼中国荣登国际前沿商业媒体《快公司》“中国最佳创新公司50”榜单  
DSM named “50 Most Innovative Companies in China” by world-leading business media Fast Company



2017-2018年，帝斯曼两度荣膺《经济观察报》“中国最受尊敬企业奖”  
DSM was recognized again as the “Most Respected Company in China” by The Economic Observer in 2018



荣获《上海日报》“2018年中国女性领导创新奖”，彰显帝斯曼中国包容与多元的企业文化  
DSM won “2018 Best Female Leadership Companies in China” award by Shanghai Daily



前帝斯曼中国总裁、全球联合首席执行官特别顾问蒋惟明博士荣登《快公司》2018年度“中国商业最具创意人物100”榜单  
Former President of DSM China, Special Advisor to the Global Co-CEOs Dr. Jiang Weiming was named as the “100 Most Creative People in Business in China” by Fast Company



帝斯曼集团迪尼玛公司莱芜场地获得高新技术企业认证  
DSM Dyneema Laiwu site obtained high-tech enterprise certification



帝斯曼丙烯酸胺降解酶 PreventASE® XR荣膺2018荣格技术创新奖  
DSM's acrylamide degrading enzyme, PreventASE® XR, won the 2018 Ringier Technology Innovation Award



帝斯曼中国消费者教育活动“嘘！太阳光的秘密”荣获中国香料香精化妆品工业协会社会责任奖  
The consumer education award of China Association of Fragrance, Flavor and Cosmetic Industries



帝斯曼中国荣获“2018年中国光通信市场最具品牌竞争力企业十强”  
DSM won the “2018 Top 10 Competitive Brands in China's Optical Communication Market”



帝斯曼中国获得2018中国石油和化学工业改革开放40周年本土发展推进者荣誉称号  
DSM received the award “Local Development Advocate in Petroleum and Chemical Industry” by China Chemical Industry News



星火场地被授予“上海市厂务公开民主管理工作先进单位”荣誉称号  
DSM Xinghuo Site won “Advanced Shanghai Factory Democracy Management”



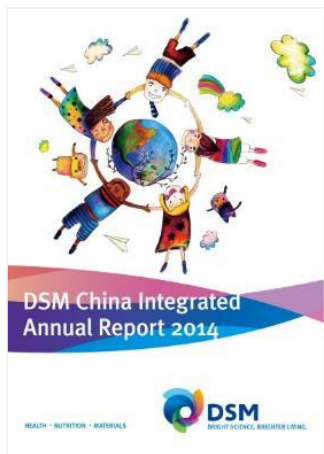
帝斯曼中国获南方周末第十二届中国企业社会责任年会颁发2020年度抗疫优秀案例  
DSM recognized in the category of ‘Best Case Studies in the Combat against COVID-19’ by Southern Weekend





# 连续13年发布帝斯曼中国可持续发展及财务综合报告

## Issue China Integrated Annual Report/Sustainability Report for 13 consecutive years since 2007



缤纷科技，美好生活™

