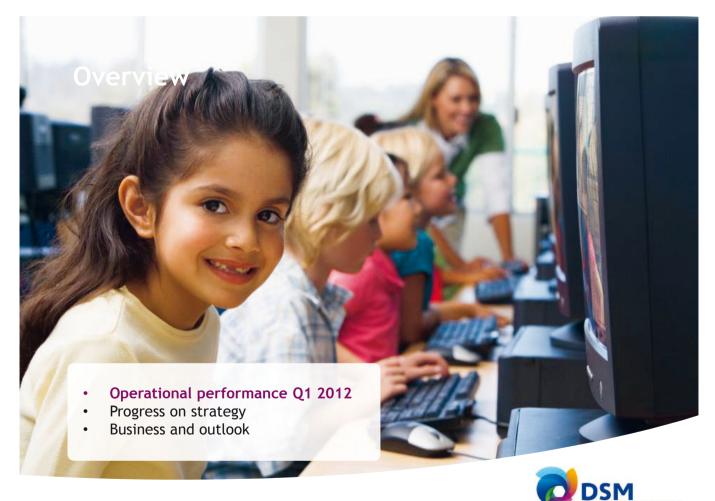




# DSM – Bright Science. Brighter Living.™ Royal DSM N.V. is a global science-based company active in health, nutrition and materials. By connecting its unique competences in Life Sciences and Materials Sciences DSM is driving economic prosperity, environmental progress and social advances to create sustainable value for all stakeholders. DSM delivers innovative solutions that nourish, protect and improve performance in global markets such as food and dietary supplements, personal care, feed, pharmaceuticals, medical devices, automotive, paints, electrical and electronics, life protection, alternative energy and bio-based materials. DSM's 22,000 employees deliver annual net sales of around € 9 billion. The company is listed on NYSE Euronext. More information can be found at www.dsm.com.



# DSM in motion: driving focused growth Q1 results 2012 **HEALTH · NUTRITION · MATERIALS**



## Highlights Q1 2012

#### DSM reports positive start to the year with robust Q1 results

- Q1 EBITDA from continuing operations €306 million (Q1 2011: €325 million)
- Strong results in Life Sciences due to continued growth in Nutrition
- Materials Sciences showed strong improvement compared to Q4 2011
- Joint venture with POET established to unlock the advanced biofuels opportunity
- Recently announced planned tender offer to acquire Kensey Nash to establish DSM Biomedical as new profitable growth platform
- Cautiously optimistic outlook, on the way to achieve 2013 targets



## Quote Feike Sijbesma

"In a challenging business environment, DSM continued to make good progress in Q1 and the robust results represent a positive start to 2012. In Life Sciences, Nutrition continued to deliver excellent performance despite the currency headwinds, benefiting from the acquisition of Martek and continued organic growth. Materials Sciences delivered an improved performance compared to the previous quarter in Performance Materials and another good result in Polymer Intermediates.

"We continue to make important steps in the execution of our strategy. During the quarter we established the joint venture with US based POET, one of the world's largest bio-ethanol producers, to unlock the exciting potential of advanced cellulosic biofuels. Last week we announced the execution of a Merger Agreement with Kensey Nash and planned tender offer, which will put DSM Biomedical clearly on the map as the second new growth platform for DSM in addition to our Bio-based Products & Services business.

"DSM has successfully transformed itself into a Life Sciences and Materials Sciences company. Our attractive portfolio in health, nutrition and materials together with our broad geographic spread with a significant presence in high growth economies and our very strong balance sheet has positioned us well to deliver shareholder value with stronger, more stable growth and profitability. We remain cautiously optimistic for 2012 despite the uncertain macroeconomic situation."



Feike Sijbesma Chairman of the Managing Board





## Results Q1 2012 - Key figures

(€ million)	Q1-2012	Q1-2011	Δ%			
Continuing operations before exceptional ite	Continuing operations before exceptional items:					
Net sales	2,290	2,234	3%			
EBITDA	306	325	-6%			
EBIT	200	231	-13%			
EPS (€)	0.87	0.91	-4%			
Total DSM before exceptional items:						
Net sales	2,290	2,345	-2%			
EBITDA	306	348	-12%			
Total DSM including exceptional items:						
Net profit	145	166	-13%			
EPS (€)	0.87	0.98	-11%			



## **EBITDA - DSM continuing business**

EBITDA (€ million)	Q1-2012	Q1-2011	Q1-2010	Q1-2009 (*)
Nutrition	192	173	166	174
Pharma	5	0	14	25
Performance Materials	79	91	71	6
Polymer Intermediates	69	99	50	-22
Innovation Center (*)	-15	-13	-13	(**)
Corporate activities (*)	-24	-25	-4	-25
DSM core business	306	325	284	158

<sup>\* 2009</sup> not restated for changes in pension accounting and corporate research costs



<sup>\*\* 2009</sup> Innovation Center is reported in Corporate Activities

## Net sales growth Q1-2012 versus Q1-2011

(€ million)	Q1-2012	Q1-2011	Diff.	Volume	Price	FX	Other
Nutrition	900	798	13%	3%	1%	2%	<b>7</b> %
Pharma	175	163	<b>7</b> %	19%	1%	1%	-14%
Performance Materials	701	705	-1%	-9%	4%	3%	1%
Polymer Intermediates	430	457	-6%	-3%	-6%	3%	
Innovation Center	16	14					
Corporate activities	68	97					
Continuing Operations <sup>(*)</sup>	2,290	2,234	3%	0%	1%	2%	0%(*)

<sup>\*</sup> Including the effect of the deconsolidation of DSM's interest in Sitech Manufacturing Services, which was reported in Corporate activities in 2011.



## **Nutrition**

(€ million)	Q1-2012	Q1-2011	Δ%
Net sales	900	798	13%
EBITDA	192	173	11%
EBIT	149	140	6%
EBITDA margin	21.3%	21.7%	-

- In Q1 2012 sales increased by 13% as a result of the Martek acquisition (7%), organic sales growth (4%) and currency developments (2%). Prices and volumes increased, especially in Animal Nutrition and Health.
- EBITDA remained strong and was higher than Q1 2011. The better performance was due to strong sales performance and the additional two months' contribution of Martek in combination with a favorable US dollar exchange rate and a positive effect from continued cost management. This more than compensated for the negative impact (in total approximately €20 million) of the strong Swiss franc and the absence of the hedge gain as realized in Q1 2011.



## **Pharma**

(€ million)	Q1-2012	Q1-2011	Δ%
Net sales	175	163	7%
EBITDA	5	0	-
EBIT	- 8	-10	-
EBITDA margin	2.9%	0.0%	-

- In Q1 2012 organic sales growth was 20%, mainly due to a better sales performance at DSM Pharmaceutical Products and slightly better prices at DSM Sinochem Pharmaceuticals. Pharma sales were negatively impacted by the 50% deconsolidation of DSM Anti-Infectives due to the establishment of the DSM Sinochem Pharmaceuticals joint venture. This was partly compensated for by the shift in reporting of the Maleic Anhydride and Derivatives business from Corporate activities back into the Pharma cluster because DSM is no longer actively trying to divest this business.
- **EBITDA** for the quarter increased compared to last year due to higher volumes at DSM Pharmaceutical Products and the contribution from the Maleic Anhydride and Derivatives business.

## **Performance Materials**

(€ million)	Q1-2012	Q1-2011	Δ%
Net sales	701	705	-1%
EBITDA	79	91	-13%
EBIT	48	62	-23%
EBITDA margin	11.3%	12.9%	-

- In Q1 2012 organic sales development was -5% compared to Q1 2011, mainly due
  to lower volumes, which were partly offset by higher prices at DSM Engineering
  Plastics and DSM Resins. DSM Dyneema faced lower volumes in the tender driven
  vehicle protection business, while pricing was flat.
- Q1 2012 EBITDA nearly doubled compared to the previous quarter, driven by DSM Engineering Plastics and DSM Resins reporting a recovery in both volumes and margins. As expected, EBITDA was lower versus the same period last year, which was mainly due to lower vehicle protection business at DSM Dyneema.



## **Polymer Intermediates**

(€ million)	Q1-2012	Q1-2011	Δ%
Net sales	430	457	-6%
EBITDA	69	99	-30%
EBIT	62	90	-31%
EBITDA margin	16.0%	21.7%	-

- In line with expectations, Q1 2012 organic sales development was -9% compared to Q1 2011, due to 6% lower prices and 3% lower volumes. Caprolactam prices were lower compared to the same period last year, especially in Asia. Acrylonitrile prices increased significantly after year-end but were still below Q1 2011.
- As expected, Q1 2012 **EBITDA** was clearly below Q1 2011, which was partly caused by the planned turnaround of the caprolactam plant in the Netherlands. On average, margins were below the excellent Q1 2011. The financial performance in Q1 2012, however, was well above the historical average of the cluster.



## **Innovation Center**

(€ million)	Q1-2012	Q1-2011	Δ%
Net sales	16	14	14%
EBITDA	-15	-13	-
EBIT	-17	-16	-
EBITDA margin	-	-	-

DSM and POET, one of the world's largest bio-ethanol producers, established a
joint venture to commercially demonstrate and license cellulosic bio-ethanol,
based on combined, proprietary and complementary technologies. This is an
important step in extending DSM's leadership position in the field of cellulosic bioethanol technology. In collaboration with Roquette, good progress was made with
the construction of the commercial-scale bio-based succinic acid plant in Italy,
with startup expected in Q4 2012.



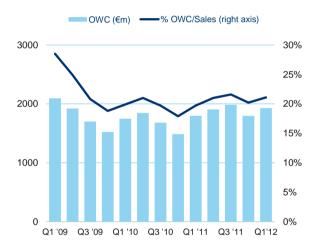
## Cash flow

Cash flow (€ million)	Q1 2012	Q1 2011
Cash from operating activities	97	23
Cash from investing activities*	-161	-802
Free cash flow from operations	-64	-779

Balance sheet (€ million)	Ult. Q1 2012	YE 2011
Net debt	265	318
Gearing	4%	5%

<sup>\*</sup> Incl. Martek acquisition (2011) and excluding fixed-term deposits

#### OWC development Q1'09 - Q1'12







## Global societal trends drive DSM's markets







Ageing population

Population growth

Resources constraints

Healthcare costs

Urbanization

Energy security

Food security

Wealth

Sustainability

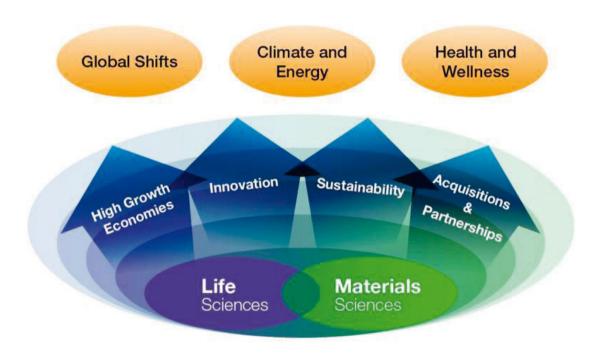
Health

**Nutrition** 

**Materials** 



## DSM in motion: driving focused growth





## Solid progress with strategic ambitions

#### **High Growth Economies**

High Growth Economies sales 38% of total sales

#### **Innovation**

- Multiple new product launches, e.g.
  - Microsource® MC, heat-stable microbial feedadditive for swine
  - <u>Tilamar Fix A140</u>, a new breakthrough hairspray polymer
  - Covers for mooring lines made from <u>Dyneema®</u>, for NorthSea offshore industry

#### Sustainability

 DSM has launched the <u>BluCure®</u> brand together with AkzoNobel to further promote and market cobalt-free curing technology







## Major steps in acquisitions and partnerships

#### POET-DSM JV on advanced biofuels

- Commercially demonstrate and license cellulosic bio-ethanol
- Plant start-up expected by end of 2013
- Medium/longer term expectations of JV is to grow sales to > € 200m with above average EBITDA margin
- Global cellulosic bio-ethanol market expected to grow to 18bn gallons in 2022, ~US\$ 50bn

#### Acquisition of certain assets from Verenium

- Verenium's oilseed processing business and IP portfolio, licenses for certain food enzymes and access to biodiversity libraries
- Enzymes market for crop-based oil ~ US\$ 350m growing by ~50% per year
- The market size for food enzymes alone is more than USD 1.3 billion







## DSM to acquire Kensey Nash in Biomedicals

- Treatments move from 'repair' to 'healing', driving biomaterials to evolve from bio-passive (permanently in the body) towards bio-interactive (stimulating healing and resorbing in the body).
- · Kensey Nash is a leader in
  - Biomaterials products for tissue repair and regeneration
  - Innovative devices & tooling for delivery of biomaterials and cardiovascular procedure

#### Positions DSM as a major materials supplier to the medical device industry

- Strengthens DSM Biomedical in bio-passive, bio-active and bio-interactive products and technologies
- Accelerates growth through strong partnerships with leading medical device companies and increased geographic exposure
- Kensey Nash production site offers DSM Biomedical the opportunity to further grow manufacturing
- Extends in-house competences to manage clinical trials and regulatory approvals



## EPS accretive from 2013 onwards

#### Financial impact DSM 2013

- EPS accretive from 2013 onwards
- EBITDA Innovation Center improves to less than € -10m/quarter

#### **Expectations by 2015**

- Double digit sales growth (excl AngioSeal)
- After expiration of current agreement with St. Jude; AngioSeal component product sales (2017) and royalties (2014) expected to decline
- Stable to rising EBITDA margin; within 35%-45% aspiration
- Transaction expected to close around end Q2 2012



## Two exciting new growth platforms established



# DSM Bio-based Products & Services

Bio-succinic acid Cellulosic bio-ethanol Bio-based adipic acid



#### **DSM Biomedical**

Biomedical coatings
Dyneema Purity®
Polyurethanes Silicone
Hydrogels (PTG)
Kensey Nash

...

## Aspiration € 1bn in sales, high margin confirmed

#### Leading the Bio-based (R)evolution

#### Strategy Bio-based Products & Services:

- License and service model to cellulosic bioethanol industry
- Production of bio-based chemicals from traditional crops
- Focus on green materials with better performance

#### Significant progress made:

- POET DSM JV to make advanced biofuels a reality
- Bio-based succinic acid production on stream by the end of 2012
- Bio-based adipic acid on track with R&D
- More projects and partnerships in progress

#### Leader in Biomedical materials

#### **Strategy Biomedical:**

- Expand current biomaterials, application and technology portfolio
- Grow emerging drug delivery business through market presence/access
- Explore opportunities for regenerative medicine & tissue engineering

#### Significant progress made:

- High growth in last few years (CAGR 19%)
- Acquisition of PTG in 2008
- Actamax® DSM JV with Dupont in 2011
- Announced offer for Kensey Nash in 2012
- Strong pipeline of new developments, several development agreements in place





## Food and Feed markets continue resilience

#### Firm demand for animal protein



- Firm demand for animal protein in all geographic areas
- Salmon production increase is robust on both side of the Atlantic
- Strong performance by top customers
- Customers' profitability is supported by main grain prices easing during the last 3 months

#### Food markets show continued growth



- Continued market growth in all regions & segments
- Asia shows double digit growth rates
- Double digit growth of Nutritional Lipids in Infant Nutrition outside USA
- The Energy, Cardiovascular & Cognition Health platforms are showing strong customer interest



## Differentiation in Nutrition is key to profitability

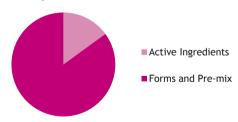
#### Differentiation value proposition

- Full value chain player
- Broad portfolio player
- Commitment to innovation
- Global footprint and customer proximity
- Committed to addressing real nutritional needs
- Providing solutions based on proven efficacy

#### Broad exposure to markets\*



#### Unique value chain business model\*



<sup>\*</sup> Based on FY 2011 sales of €3370m

## Nutrition: sustained good business conditions

#### Demand growth drivers

- Unchanged growth fundamentals
  - Urbanization especially in high growth economies
  - Demand for healthier lifestyle
- Sales growth aspiration: 2% above GDP

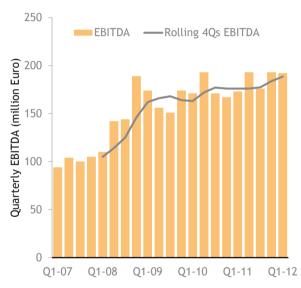
#### Business conditions continued

- Good volume growth with stable pricing
- Expanding pre-mix network
- Continued cost management

#### Sensitivities

- Currencies
- Energy/raw materials

#### Continuous profit increase





## Pharma: conditions likely to remain challenging

#### **Business** conditions

- Slightly better market conditions
- Improved pipeline (impact after 2012)
- 6-APA plant started up in Q2, full benefit in 2013
- First results anti-infectives portfolio expansion
- Construction Brisbane bio pharma plant (full benefit 2014-2015)

#### Main sensitivities

- Price of semi-synthetic penicillins and semi-synthetic cephalosporins
- Currencies (US\$)
- Energy/sugar





## PM: End-market outlook is uncertain

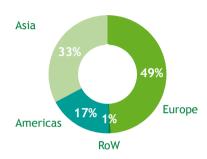
#### **Business conditions**

- Ongoing volatile and uncertain conditions
- Increasing input costs remain a risk
- No large vehicle protection orders expected in DSM Dyneema
- Restructuring program in DSM Resins contributing to bottom line

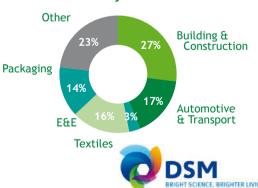
#### Main sensitivities

- GDP growth
- B&C markets
- · Large vehicle protection orders
- Raw material costs
- Currencies

#### 2011 Sales by region



#### 2011 Sales by end-market



## PI: Volatile prices and margins

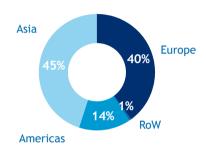
#### **Business conditions**

- Prices and margins clearly below 2011 record
- Prices and margins in caprolactam volatile, increasing in acrylonitrile
- GURs expected to remain around 90%
- Scheduled turnarounds impacting results

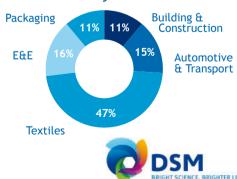
#### Main sensitivities

- Growth expectations China
- Capacity expansions
- Currencies

#### 2011 Sales by region



#### 2011 Sales by end-market



## Outlook

- In **Nutrition** EBITDA is expected to be above 2011.
- Pharma is expected to deliver a slightly improved EBITDA despite the 50% deconsolidation of the anti-infectives business.
- Based on current insights, EBITDA of the Performance Materials cluster is expected to be somewhat higher than in 2011.
- For **Polymer Intermediates** another strong year is expected, at a level above the historical average, but EBITDA will be clearly lower than the exceptional result in 2011.
- Overall DSM remains cautiously optimistic for the year 2012, on its way to achieve the 2013 targets.



## Wrap up

- Positive start to the year with robust Q1 results
- Good strategic progress
  - JV with POET to make advanced biofuels a reality
  - Acquisition of certain assets from Verenium
  - Recently announced planned tender offer to acquire Kensey Nash to establish DSM Biomedical as new profitable growth platform
- DSM is well placed in current macro-economic environment
  - Relatively resilient portfolio
  - Strong presence in High Growth Economies
  - Strong balance sheet
- Cautiously optimistic outlook, on the way to achieve 2013 targets



## Disclaimer

- This document may contain forward-looking statements with respect to DSM's future (financial) performance and
  position. Such statements are based on current expectations, estimates and projections of DSM and information
  currently available to the company.
- Examples of forward-looking statements include statements made or implied about the company's strategy, estimates of sales growth, financial results, cost savings and future developments in its existing business as well as the impact of future acquisitions, and the company's financial position. These statements can be management estimates based on information provided by specialized agencies or advisors.
- DSM cautions readers that such statements involve certain risks and uncertainties that are difficult to predict and therefore it should be understood that many factors can cause the company's actual performance and position to differ materially from these statements.
- These factors include, but are not limited to, macro-economic, market and business trends and conditions, (low-cost) competition, legal claims, the ability to protect intellectual property, changes in legislation, changes in exchange and interest rates, changes in tax rates, pension costs, raw material and energy prices, employee costs, the implementation of the company's strategy, the company's ability to identify and complete acquisitions and to successfully integrate acquired companies, the company's ability to realize planned disposals, savings, restructuring or benefits, the company's ability to identify, develop and successfully commercialize new products, markets or technologies, economic and/or political changes and other developments in countries and markets in which DSM operates.
- As a result, DSM's actual future performance, position and/or financial results may differ materially from the plans, goals and expectations set forth in such forward-looking statements.
- DSM has no obligation to update the statements contained in this document, unless required by law. The English language version of this document is leading.
- A more comprehensive discussion of the risk factors affecting DSM's business can be found in the company's latest Annual Report, a copy of which can be found on the company's corporate website, www.dsm.com





# The acquisition of Kensey Nash: Creating a leading biomedical business

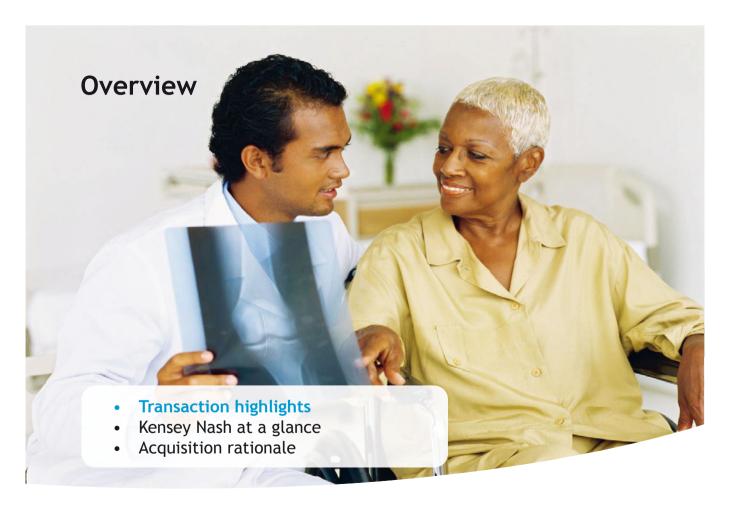
Investor Relations May 3, 2012

## Additional information

The tender offer described in this presentation has not yet been commenced. This presentation and the description contained herein is neither an offer to purchase nor a solicitation of an offer to sell shares of Kensey Nash. At the time the tender offer is commenced, DSM and its whollyowned subsidiary, Biomedical Acquisition Corporation, intend to file a Tender Offer Statement on Schedule TO containing an offer to purchase, a form of letter of transmittal and other documents relating to the tender offer and Kensey Nash intends to file a Solicitation/ Recommendation Statement on Schedule 14D-9 with respect to the tender offer. DSM, Biomedical Acquisition Corporation and Kensey Nash intend to mail these documents to the stockholders of Kensey Nash. These documents will contain important information about the tender offer and stockholders of Kensey Nash are urged to read them carefully when they become available. Stockholders of Kensey Nash will be able to obtain a free copy of these documents (when they become available) and other documents filed by Kensey Nash, DSM or Biomedical Acquisition Corporation with the Securities and Exchange Commission at the website maintained by the SEC at www.sec.gov. In addition, stockholders will be able to obtain a free copy of these documents (when they become available) from the information agent named in the offer to purchase or from DSM.

# Forward looking information

This presentation contains certain forward looking statements that involve a number of risks and uncertainties. Such statements are qualified by the inherent risks and uncertainties surrounding future expectations generally, and also may materially differ from actual future experience involving any one or more of such statements. Such risks and uncertainties include: uncertainties as to the timing of the tender offer and merger; uncertainties as to how many Kensey Nash stockholders will tender their stock in the offer; the risk that competing offers will be made; the possibility that various closing conditions for the transaction may not be satisfied or waived, including that a governmental entity may prohibit, delay or refuse to grant approval for the consummation of the transaction; any conditions imposed by governmental or regulatory authorities in connection with consummation of the tender offer and the merger; satisfaction of various other conditions to the completion of the tender offer and the merger contemplated by the merger agreement; and other risk factors as set forth from time to time in DSM's Annual Report and in filings with the SEC including, but not limited to, Part I, Item 1A of Kensey Nash's Form 10-K for the fiscal year ended June 30, 2011, other Kensey Nash reports on Form 10-K, Form 10-Q and Form 8-K and, when made, DSM's Schedule TO and related documentation and Kensey Nash's Schedule 14D-9 to be filed in connection with the tender offer. The inclusion of a forward-looking statement herein should not be regarded as a representation by DSM or Kensey Nash that DSM's or Kensey Nash's objectives will be achieved. DSM and Kensey Nash undertake no obligation to publicly update forward-looking statements, whether as a result of new information, future events or otherwise.

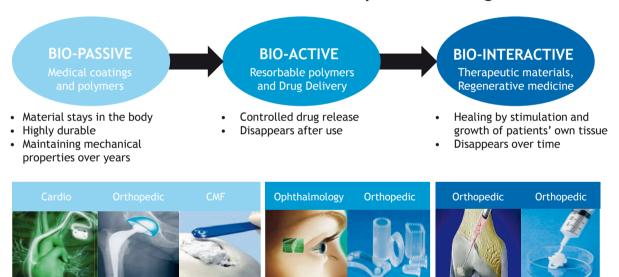


# Transaction highlights

Purchase price & transaction value	<ul> <li>DSM to offer US\$ 38.50 for each share of Kensey Nash (NASDAQ: KNSY) in an all-cash transaction through a tender offer</li> <li>Total enterprise value of approximately US\$ 360 million (about € 275 million)</li> <li>Kensey Nash existing guidance for its fiscal year ending June 2013: Net sales US\$ 100 million; EBITDA US\$ 36 million</li> <li>Offer price represents 33% premium to closing share price on May 2, 2012</li> </ul>
Transaction rationale	<ul> <li>Positions DSM as a major material supplier to the growing medical device industry</li> <li>Strong strategic fit, strengthens and complements DSM's business and capabilities</li> <li>Acceleration of commercialization of pipeline through broader customer base</li> <li>EPS accretive from 2013 onwards</li> </ul>
Other terms & conditions	<ul> <li>Friendly transaction unanimously recommended by Kensey Nash Board of Directors</li> <li>Subject to customary closing conditions:         <ul> <li>Minimum acceptance threshold of at least a majority of Kensey Nash shares on a fully diluted basis</li> <li>Regulatory review and approvals</li> </ul> </li> </ul>
Timing	Transaction expected to close around end Q2 2012

# Materials evolution; double digit growth

# Treatment moves from repair to healing



medication

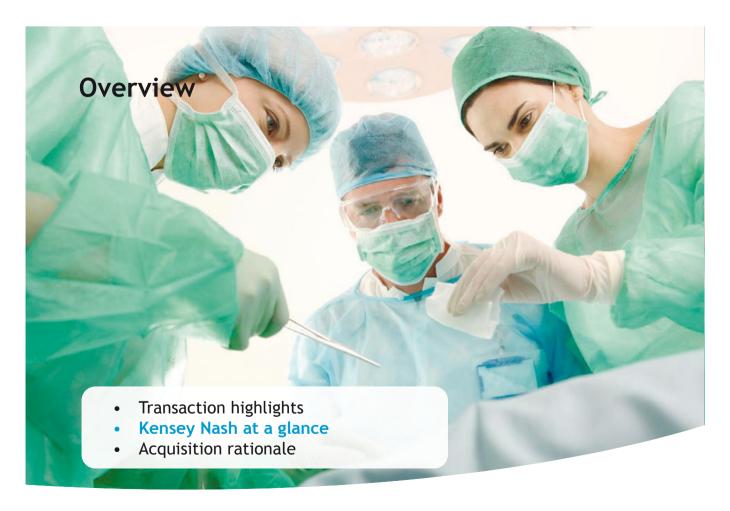
Back-of-the-eye Resorbable screws

tendon repair

Stimulation of

Bone growth

Cartilage repair



# Kensey Nash - Leader in regenerative medicine

### Revenues\*

 FY 2010/11 US\$ 72m, Product sales US\$ 46m, Royalties US\$ 25.6m, EBITDA of US\$ 29m (40% margin)

### Customers

 Leading medical device companies including Synthes, Stryker, Arthrex, St. Jude, Medtronic

## 325 employees

 Of which 95 people in R&D & Technical related functions

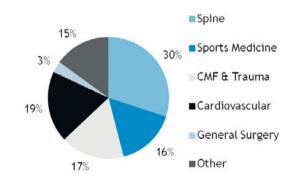
## Core capabilities

- Biomaterials products for tissue repair and regeneration
- Innovative devices & tooling for delivery of biomaterials and cardiovascular procedures

## Guidance (Kensey Nash Issued March 2012)

Year*	Revenues	EBITDA
2011/12	US\$ 88.5m	US\$ 30m
2012/13	US\$ 100m	US\$ 36m

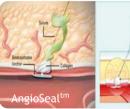
## Revenue distribution (H1 2011/12\*, US\$43m)



<sup>\*</sup> Note: Fiscal year July 1- June 30

# High quality products and services

## Vascular Closing / Collagen Technology



Cardiovascular
Resorbable vascular
closing device. It
quickly closes the
vessel puncture after
catheter is removed

## Polylactic Acid / Peek / Metal



Sports Medicine
Polylactic Acid
screws and anchors
are used in sports
medicine. PLA will be
replaced with new
bone

### Bone Cement and Minerals



Spine / Orthopedics
Bone cement and
collagen-minerals
matrices are used to
stimulate the growth
of a patients' bone

## Collagen / Extra-Cellular Matrix



General Surgery
Collagen patches for hernia repair.
Provides tissue strength during healing and is absorbed overtime

# Unique business model to medical device market

# Four basic strategies

- Apply core technologies to develop products
- Manufacture medical solution (materials, parts and devices)
- Partner with well established medical device companies for distribution
- Acquire or invest in new core technologies

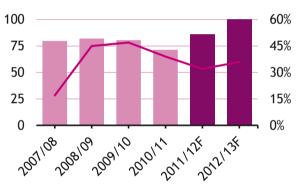
# Strong partnerships

Market Platform	Cardio- vascular	Orthopedics/ Sports Medicine	Spine	CMF & Trauma	General surgery
Collagen/ECM	ST. JUDE MEDICAE	Arthrex	<i>s</i> tryker	© SYNTHES	® SYNTHES
Resorbable polymers		Arthrex.	Medtronic  Almang Inc. Reserve Harbs - Exercise 1.8	Arthrex	
Bone composites			Stryker*  © SYNTHES*  Medtronic  Medtronic  Zimmer	(a) SYNTHES	

# Attractive margins and strong outlook

- Transformation of portfolio and adding new technology platforms
- Growth will come from
  - existing products
  - new market introductions
  - AngioSeal volume extension with St. Jude following settlement
- Sales and profitability decreased temporarily due to slowdown in medical device market and the decreased product sales and royalties to St. Jude

# Revenue (million US\$) and EBITDA margin (%)

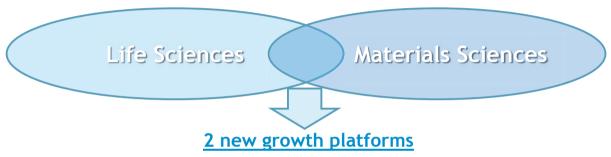


### Note:

- Fiscal year July 1- June 30
- 2010/11 pro forma; exceptional one-time expense of acquired R&D (US\$ 18m)
- 2011/12F and 2012/13F are based upon guidance by Kensey Nash Issued March 2012



# Two exciting new growth platforms established



# DSM Bio-based Products & Services

Bio-succinic acid Cellulosic bio-ethanol Bio-based adipic acid

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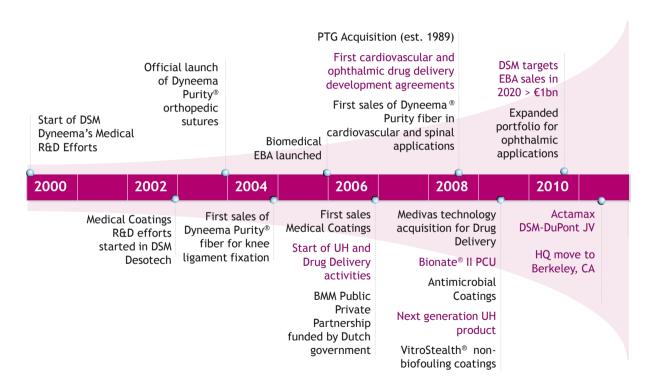


# **DSM Biomedical**

Biomedical coatings Dyneema® Purity Polyurethanes Silicone Hydrogels (PTG) Kensey Nash

...

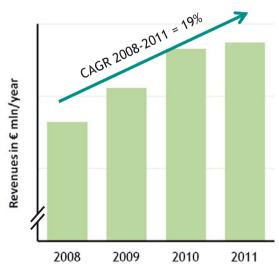
# Biomaterials history at DSM



# Growth strategy of DSM Biomedical

- Cardiovascular, Orthopedic & Ophthalmic as main market focus
- Expand current biomaterials, application and technology portfolio
  - Largest materials portfolio
  - Covering full spectrum of material evolution needs
  - Offering synergies across technologies & products
- Grow emerging drug delivery business through market presence/access
- Explore opportunities for regenerative medicine & tissue engineering

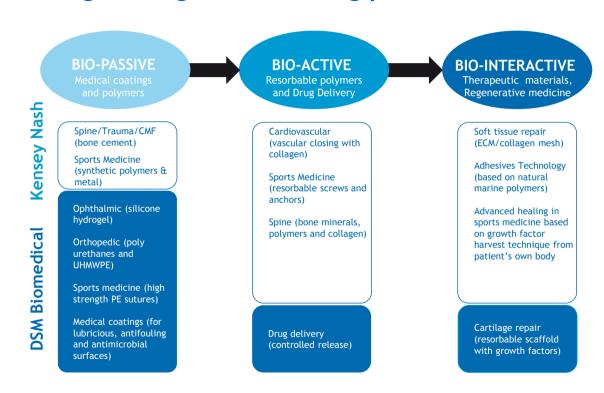
# Double digit sales growth



# Strategic rationale of the acquisition

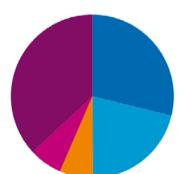
- Positions DSM as a major materials supplier to the medical device industry
- Strengthens DSM Biomedical in bio-passive, bio-active and bio-interactive products and technologies
- Accelerates growth through strong partnerships with leading medical device companies and increased geographic exposure
- Kensey Nash production site offers DSM Biomedical the opportunity to further grow manufacturing
- Extends in-house competences to manage clinical trials and regulatory approvals

# Strengthening & broadening portfolio

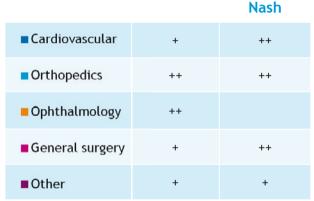


# Strengthening existing market positions





Average growth 8-10%



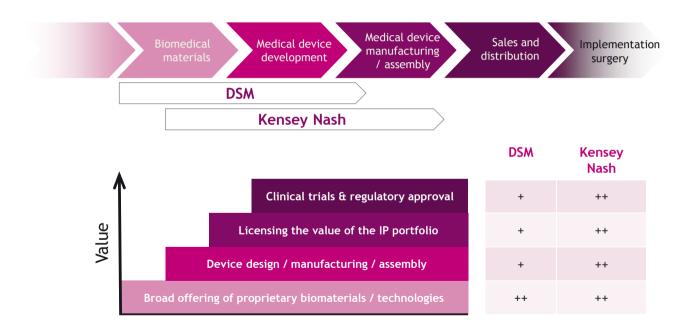
**DSM** 

Kensey

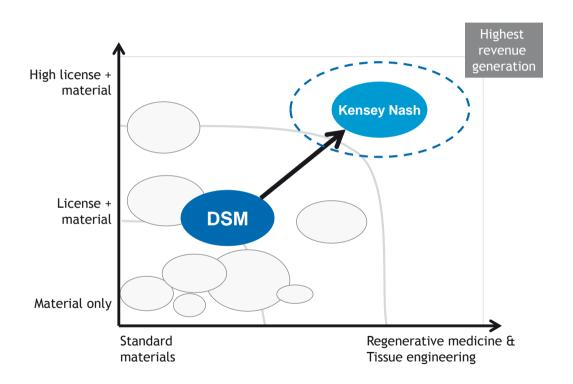
- General surgery, including adhesion prevention for gastrointestinal and gynecology and hemostat (Actamax) and hernia repair with extracellular matrix material (Kensey Nash)
- Others, including urology with hydrophilic coatings (DSM) and dental (Kensey Nash)

Sources: Frost, Millennium, GIA

# Complement value extraction over the chain



# Becoming a major materials solutions provider



# EPS accretive from 2013 onwards

## Financial impact DSM 2013

- EPS accretive from 2013 onwards
- EBITDA Innovation Center improves to less than € -10m/quarter

# **Expectations by 2015**

- Double digit sales growth (excl AngioSeal)
- After expiration of current agreement with St. Jude; AngioSeal component product sales (2017) and royalties (2014) expected to decline
- Stable to rising EBITDA margin; within 35%-45% aspiration





# Conclusion

- The acquisition establishes DSM Biomedical as a profitable growth platform
- Strong strategic fit, strengthens and complements DSM Biomedical's business and capabilities
- Acceleration of commercialization of pipeline through broader customer base
- Leading commercial partners (e.g. Arthrex, Stryker, J&J/Synthes)
- EPS accretive from 2013 onwards
- Acquisition puts DSM Biomedical well on track for its 2020 aspirations

# **Contact:**



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# Press Release

Heerlen (NL), 8 May 2012

DSM, Corporate Communications email media.relations@dsm.com

# DSM reports positive start to the year with robust Q1 results

- Q1 EBITDA from continuing operations €306 million (Q1 2011: €325 million)
- Strong results in Life Sciences due to continued growth in Nutrition
- Materials Sciences showed strong improvement compared to Q4 2011
- Joint venture with POET established to unlock the advanced biofuels opportunity
- new profitable growth platform Recently announced planned tender offer to acquire Kensey Nash to establish DSM Biomedical as
- Cautiously optimistic outlook, on the way to achieve 2013 targets

despite the currency headwinds, benefiting from the acquisition of Martek and continued organic growth Commenting on the results, Feike Sijbesma, CEO/Chairman of the DSM Managing Board, said: "In a challenging business environment, DSM continued to make good progress in Q1 and the robust results represent a positive start to 2012. In Life Sciences, Nutrition continued to deliver excellent performance Materials and another good result in Polymer Intermediates. Materials Sciences delivered an improved performance compared to the previous quarter in Performance

the map as the second new growth platform for DSM in addition to our Bio-based Products & Services Merger Agreement with Kensey Nash and planned tender offer, which will put DSM Biomedical clearly on unlock the exciting potential of advanced cellulosic biofuels. Last week we announced the execution of a established the joint venture with US based POET, one of the world's largest bio-ethanol producers, to "We continue to make important steps in the execution of our strategy. During the quarter we

significant presence in high growth economies and our very strong balance sheet has positioned us well to attractive portfolio in health, nutrition and materials together with our broad geographic spread with a optimistic for 2012 despite the uncertain macro-economic situation. deliver shareholder value with stronger, more stable growth and profitability. We remain cautiously "DSM has successfully transformed itself into a Life Sciences and Materials Sciences company. Our



in € million	first quarter 2012	ırter 2011	+/-
Continuing operations  Net sales	2,290	2,234	3%
Operating profit before depreciation and			
amortization (EBITDA)	306	325	-6%
- Nutrition	192	173	
- Pharma	5	0	
- Performance Materials	79	91	
- Polymer Intermediates	69	99	
- Innovation Center	-15	-13	
- Corporate activities	-24	-25	
Operating profit (EBIT)	200	231	-13%
Discontinued operations		111	
Operating profit before depreciation and		:	
amortization (EBITDA)		23	
Operating profit (EBIT)		23	
Total DSM			
Net sales	2,290	2,345	-2%
Operating profit before depreciation and			
amortization (EBITUA)	306	348	-12%
Net profit before exceptional items	145	172	-16%
Net result from exceptional items		-6	
Net profit	145	166	-13%
net profit per share in €:	0	2	Ž.
- including exceptional items, total DSM	0.87	0.98	-11%

in this report:operating

operating profit' (before depreciation and amortization) is understood to be operating profit (before depreciation and amortization) before exceptional items;
net profit is the net profit attributable to equity holders of Koninklijke DSM N.V.;
'continuing operations' refers to the DSM operations excluding DSM Elastomers;
'discontinued operations' comprise net sales and operating profit (before depreciation and amortization) of DSM Elastomers up to and including Q2 2011.



# Overview

while the US maintained its positive momentum. The high growth economies, especially China, remained The global macro-economic environment did not change materially in Q1 compared to the end of 2011. The European economy remained weak without showing real signs of improvement during the quarter, solid, but growth moderated from last year's levels

Against this background, the performance of DSM's businesses was robust.

Overall EBITDA ( $\[Eall Color Eblack)$ 306 million) was 6% lower than in Q1 2011. This can be almost completely attributed to the anticipated drop in Polymer Intermediates, which had record results in 2011.

stronger Swiss franc compared to Q1 2011 and the absence of a positive hedge result, which had eased the EBITDA was clearly higher, despite the combined effect (approximately €20 million in the quarter) of the impact of the strong Swiss franc in 2011. Compared to Q1 2011 Martek was included for two additional Nutrition continued its profitable growth. Due to good trading conditions and the Martek acquisition

The Pharma performance remained weak, although first signs of improvement are visible

conditions but was down against Q1 2011. Performance Materials improved its performance compared to Q4 2011 despite the weak economic

business was affected by anticipated lower margins and a scheduled major plant turnaround Polymer Intermediates continued to perform clearly above its long term trend; compared to 2011 the

the previous year. Net debt decreased by €53 million compared to year-end 2011 to a level of €265 million Cash provided by operating activities was €97 million in Q1 2012 versus €23 million in the same quarter of

# Net sales

	2012	2011	differ-	organic	exch.	other
			ence	growth	rates	
Nutrition	900	798	13%	4%	2%	7%
Pharma	175	163	7%	20%	1%	-14%
Performance Materials	701	705	-1%	-5%	3%	1%
Polymer Intermediates	430	457	-6%	-9%	3%	
Innovation Center	16	14				
Corporate activities	68	97				
Total (continuing operations)	2,290	2,234	3%	1%	2%	0% *
Discontinued operations	0	111				
Total	2 290	245				

activities in 2011.

in Q1 2011) and other, smaller acquisitions was offset by the 50% deconsolidation of DSM Anti-Infectives following the establishment of the DSM Sinochem Pharmaceuticals joint venture. performance between the individual clusters. The impact of the Martek acquisition (included for 1 month Q1 2012 organic sales growth was 1% compared to Q1 2011, but there were great differences in



Nutrition continued to show solid growth.

In Pharma both business groups showed organic growth, especially DSM Pharmaceutical Products.

Q4 2011. Pricing was stronger than in Q1 2011. DSM Dyneema's sales were lower than in Q1 2011. In Performance Materials, DSM Engineering Plastics and DSM Resins recovered strongly from the decline in

levels experienced in 2011, while volumes were affected by a major plant turnaround In Polymer Intermediates sales were clearly lower due to lower prices compared to the unprecedented

economies reached a level of 38% of total sales in Q1 2012. Polymer Intermediates were compensated for by higher sales of other businesses. Sales in high growth Net sales in China amounted to USD 456 million, which is at the same level as Q1 2011. The lower sales of

# Business review by cluster

Nutrition		
in € million	first quarter	uarter
	2012	2011
Net sales	900	798
EBITDA	192	173
EBIT	149	140
EBITDA margin	21.3%	21.7%

currency developments (2%). Prices and volumes increased, especially in Animal Nutrition and Health In Q1 2012 sales increased by 13% as a result of the Martek acquisition (7%), organic sales growth (4%) and

**EBITDA** remained strong and was higher than Q1 2011. The better performance was due to strong sales performance and the additional two months' contribution of Martek in combination with a favorable US dollar exchange rate and a positive effect from continued cost management. This more than compensated the hedge gain as realized in Q1 2011. for the negative impact (in total approximately €20 million) of the strong Swiss franc and the absence of

in € million	first quarter	Jarter
	2012	2011
Net sales	175	163
EBITDA	5	0
EBIT	፟፟፟	-10
EBITDA margin	2.9%	0.0%

impacted by the 50% deconsolidation of DSM Anti-Infectives due to the establishment of the DSM Sinochem Products and slightly better prices at DSM Sinochem Pharmaceuticals. Pharma sales were negatively In Q1 2012 organic sales growth was 20%, mainly due to a better sales performance at DSM Pharmaceutical



Pharmaceuticals joint venture. This was partly compensated for by the shift in reporting of the Maleic no longer actively trying to divest this business. Anhydride and Derivatives business from Corporate activities back into the Pharma cluster because DSM is

Products and the contribution from the Maleic Anhydride and Derivatives business. EBITDA for the quarter increased compared to last year due to higher volumes at DSM Pharmaceutical

# **Performance Materials**

volumes in the tender driven vehicle protection business, while pricing was flat. were partly offset by higher prices at DSM Engineering Plastics and DSM Resins. DSM Dyneema faced lower In Q1 2012 organic sales development was -5% compared to Q1 2011, mainly due to lower volumes, which

Q1 2012 **EBITDA** nearly doubled compared to the previous quarter, driven by DSM Engineering Plastics and DSM Resins reporting a recovery in both volumes and margins. As expected, EBITDA was lower versus the same period last year, which was mainly due to lower vehicle protection business at DSM Dyneema.

# Polymer Intermediates

in € million	first quarter	luarter
	2012	2011
Not sales	4 30	457
FRITON	60	99
EBIT	62	90
EBITDA margin	16.0%	21.7%

especially in Asia. Acrylonitrile prices increased significantly after year-end but were still below Q1 2011. In line with expectations, Q1 2012 organic sales development was -9% compared to Q1 2011, due to 6% lower prices and 3% lower volumes. Caprolactam prices were lower compared to the same period last year,

As expected, Q1 2012 EBITDA was clearly below Q1 2011, which was partly caused by the planned turnaround of the caprolactam plant in the Netherlands. On average, margins were below the excellent Q1 2011. The financial performance in Q1 2012, however, was well above the historical average of the cluster.



# Innovation Center

-16	-17	EBIT
-13	-15	EBITDA
14	16	Net sales
2011	2012	
uarter	first quarter	in € million

of cellulosic bio-ethanol technology. In collaboration with Roquette, good progress was made with the complementary technologies. This is an important step in extending DSM's leadership position in the field construction of the commercial-scale bio-based succinic acid plant in Italy, with startup expected in Q4 commercially demonstrate and license cellulosic bio-ethanol, based on combined, proprietary and DSM and POET, one of the world's largest bio-ethanol producers, established a joint venture to

# Corporate activities

in € million	first quarter	arter
	2012	2011
Net sales	68	97
EBITDA	-24	-25
EBIT	-34	-35

into the Pharma cluster. Manufacturing Services in mid 2011 and the re-integration of the Maleic Anhydride and Derivatives business The lower sales in Q1 2012 compared to Q1 2011 were the result of the deconsolidation of Sitech

of the share price, were compensated for by lower project related costs EBITDA in Q1 2012 was in line with Q1 2011 since higher share-based payments cost, following the increase

# Net profit

favorable hedging results. Net finance costs decreased by €10 million compared to Q1 2011 to a level of €11 million, driven by

The effective tax rate was 19%, in line with the full year 2011.

contributed to the result of Q1 2011. Net profit decreased from €166 million in Q1 2011 to €145 million in Q1 2012, mainly as a result of lower operating profit within Polymer Intermediates as well as the divestment of DSM Elastomers, which still

Net earnings per ordinary share (continuing operations, before exceptional items) amounted to 0.87 in Q1 2012 compared to 0.91 in Q1 2011.



# Cash flow, capital expenditure and financing

Cash provided by operating activities was €97 million (Q1 2011: €23 million).

maintenance turnaround and the building of the second caprolactam line in China. The increase is among other things due to the investments of Polymer Intermediates in relation to the Cash flow related to *capital expenditure* amounted to  $\in$ 126 million compared to  $\in$ 72 million in Q1 2011.

Net debt decreased by €53 million compared to year-end 2011 and stood at €265 million (gearing 4%).

# DSM in motion: driving focused growth

update on DSM's achievements and progress in the first quarter of 2012. current businesses compose the new core of DSM in Life Sciences and Materials Sciences. Below is an a strategy for the coming years of maximizing sustainable and profitable growth of 'the new DSM'. The DSM in motion: driving focused growth marks the shift from an era of intensive portfolio transformation to

at about USD 15 million, and are expected to grow rapidly in the coming years. that Verenium will create using proprietary technology. The 2012 sales of these businesses are estimated processing business and IP portfolio, licenses for certain food enzymes and access to biodiversity libraries processing from Verenium for a total consideration including transaction and related expenses of USD 37 million. The transaction has been completed. The acquisition includes Verenium's oilseed DSM acquired certain assets, licenses and other agreements in the area of food enzymes and oilseed

focus on the existing PER.  $C6^{\circ}$  technology licensing business. The biosimilar product development business of Percivia will be terminated Percivia LLC (a 50:50 joint venture between Crucell N.V. and Royal DSM) will, as part of a restructuring,

manufacture talactoferrin for Agennix. DSM Pharmaceutical Products and Agennix AG signed a new contract under which DSM will continue to

DSM announced that it would make further investments in its Kaohsiung polymerization facility in Taiwan to upgrade and develop the company's specialty polyamide capabilities for its Novamid® and Akulon® polyamide engineering plastic business.

scale cellulosic ethanol plants in the US, for which ground breaking took place in Q1 2012. Biofuels, LLC, is scheduled to start production in the second half of 2013 at one of the first commercial based on their proprietary and complementary technologies. The joint venture, POET-DSM Advanced commercially demonstrate and license cellulosic bio-ethanol, the next step in the development of biofuels DSM and POET, one of the world's largest bio-ethanol producers, announced a joint venture to

the transaction is expected to close around the end of Q2 2012 acquisition of Kensey Nash, DSM Biomedical will be firmly established as a profitable growth platform for DSM. Subject to a successful tender offer process, Hart-Scott-Rodino clearance and customary conditions, issued and outstanding shares of Kensey Nash, a US based, NASDAQ traded, technology-driven biomedical company, to strengthen and complement DSM Biomedical's business and capabilities. With the anticipated On 3 May 2012 DSM announced the execution of a Merger Agreement and planned tender offer for all of the

# Outlook

Q4 2011. However, the global economic outlook is still uncertain and conditions remain weak in Europe growth economies and a return to more normal trading conditions in Performance Materials compared to DSM made a good start to the year, supported by positive momentum in the US, continued progress of high



DSM's expectations for the year are broadly in line with its previous guidance

reduction programs In addition to the already announced restructuring initiatives at DSM Resins, DSM is preparing further cost

In Nutrition, the impact of the substantial strengthening of the Swiss franc in 2011 was mitigated by a €50 million currency hedge gain, a benefit which will not be repeated in 2012. Despite this, DSM anticipates that it will make further progress, with EBITDA expected to be above 2011.

Business conditions in Pharma are likely to remain challenging, although DSM anticipates that it will make further strategic progress. DSM expects to deliver a slightly improved EBITDA despite the 50% deconsolidation of the anti-infectives business.

and the end market outlook is uncertain owing to weak consumer sentiment in some of DSM's key EBITDA is expected to be somewhat higher than in 2011. geographies. In addition, increasing input costs remain a risk. Nevertheless, based on current insights, Trading conditions in Materials Sciences have normalized compared to Q4 2011 but continue to be volatile

caprolactam. For Polymer Intermediates another strong year is expected, at a level above the historical average, but EBITDA will be clearly lower than the exceptional result in 2011. consequence of the end Q1 turnaround and in the second half year by two more planned turnarounds in In Polymer Intermediates prices and margins continue to be volatile. Results will be impacted in Q2 as a

Overall DSM remains cautiously optimistic for the year 2012, on its way to achieve the 2013 targets.

# Additional information

found on the DSM website, www.dsm.com. Also, information regarding DSMs first quarter result 2012 can be found in the Presentation to Investors, which can be downloaded from the Investors section of the DSM for investors and analysts from 09.00 AM to 10.00 AM CET. Details on how to access these calls can be Today DSM will hold a conference call for the media from 07.30 AM to 08.00 AM CET and a conference



# Condensed consolidated statement of income for the first quarter

22,224 * 6,205 *			22,262 workforce (headcount) at end of period 6,181 of which in the Netherlands	
166.8 165.9			163.5 average number of ordinary shares (x million) 164.2 number of ordinary shares, end of period (x million)	
3 0.98 3 0.88	1 -0.03 1 -0.03	1.01 0.91	net earnings per ordinary share in €: 0.87 - net earnings, total DSM 0.87 - net earnings, continuing operations	0.87
56 797	4	94	106 capital expenditure 28 acquisitions	100
	. 9	169	142 net profit used for calculating earnings per share	142
5 166 -3	2 -6	172 -3	145 net profit  -3 dividend on cumulative preference shares	145 -3
5 166	2 -6	172	145 net profit	145
5 178 -12	4 -6	184 -12	154 profit for the period -9 non-controlling interests	154 -9
5 161 17	7 -6	167	154 net profit from continuing operations net profit from discontinued operations	154
9 202 3 -41	1 -9	211	190 profit before income tax -36 income tax	190 -36
9 222 -21 1	1 1 -9	231 -21 1	200 operating profit from continuing operations -11 net finance costs 1 share of the profit of associates	200 -11 1
9 245 23	3 -9	254 23	200 operating profit (EBIT) total DSM operating profit from discontinued operations	200
		23 348	EBITDA from discontinued operations 306 EBITDA total DSM	306
2,345	-0	2,345	2,290 net sales	2,290
total	excep- tional items	before excep- tional items	o- total	before excep- excep- tional tional items items
2011	first quarter 2011	firs	ter 2012 in € million	first quarter 2012

\* Year-end 2011

This quarterly report has not been audited.



# Consolidated balance sheet: assets

11,157		11,278		total assets
5,504		5,629		current assets
30				assets held for sale
5,474		5,629		
ι ω	2,058	,	2,082	cash and cash equivalents
•	89		12	current investments
J	50		29	financial derivatives
ω	153	0.	185	other receivables
_	1,551		1,711	trade receivables
ω	1,573	J	1,610	inventories
5,653		5,649		non-current assets
ı oı	135	,	135	other financial assets
OI	35	0.	36	associates
2	292	•	309	deferred tax assets
OI.	3,405		3,392	property, plant and equipment
5	1,786	7	1,777	intangible assets
year-end 2011	year-e	31 March 2012	31 Mai	in € million



# Consolidated balance sheet: equity and liabilities

31 March 2012 5,962 196 6, 219 305 105 2,027 66 2, 17 54 112 239 1,393 573 2 11,1 6 11,1 6 2,1 6 11,393 2 1,393 6 1,393 6 1,393 6 1,393 6 1,393 6 1,393 6 1,393 6 1,393 7 1,39	31 March 2012	capital employed* equity / total assets* net debt* gearing (net debt / equity plus net debt)* operating working capital, continuing operations OWC / net sales, continuing operations	liabilities held for sale current liabilities total equity and liabilities	employee benefits liabilities provisions borrowings financial derivatives trade payables other current liabilities	deferred tax liability employee benefits liabilities provisions borrowings other non-current liabilities non-current liabilities	in € million shareholders' equity non-controlling interest equity
		6, 1, 21	2,			

<sup>\*</sup> Before reclassification to held for sale



# Condensed consolidated cash flow statement

cash, cash equivalents and current investments at end of period	- dividend - repurchase of shares - proceeds from re-issued shares - other cash from/used in financing activities - cash used in financing activities - changes exchange differences - cash and cash equivalents end of period - current investments end of period	investing activities: - capital expenditure - acquisitions - disposal of subsidiaries and businesses - disposal of other non-current assets - change in fixed-term deposits - other cash used in investing activities	operating activities: - earnings before interest, tax, depreciation and amortization - change in working capital - interest and income tax - other cash provided by operating activities	in € million  cash, cash equivalents and current investments at beginning of period  current investments at beginning of period  cash and cash equivalents at beginning of period
	25 -35 -	-126 -28 77	306 -150 -50	
2,094	-80 49 29 -10 21 2,082	-72 -731 3 81 -84	339 -252 -29 -35	2012 2012 2,147 2,147 89 2,058
1,519	-2 10 763	-721	23	2011 2,290 837 1,453



# Condensed consolidated statement of comprehensive income

92	154	total comprehensive income
178	154	profit for the period
-86	0	other comprehensive income
-15	-2	income tax expense
1	32	change in hedging reserve
47	-2	change in fair value reserve
0	0	actuarial gains and losses and asset ceiling
-129	-28	exchange differences on translation of foreign operations
2011	2012	
first quarter	first	in € million

# Condensed consolidated statement of changes in equity

5,634	6,158	total equity end of period
7	5	other changes
49	proceeds from reissue of ordinary shares 25	proceeds from re
-91	ires 0	repurchase of shares
0	0	dividend
92	ive income 154	total comprehensive income
		changes:
5,577	Total equity at beginning of period 5,974	Total equity at b
2011	2012	
quarter	first quarter	in € million



### Condensed report business segments

### first quarter 2012 (in € million)

				continuing ope	rations				Discon-	Elimi-	Total
	Nutrition	Pharma	Performance Materials	Polymer Intermediates	Innovation	Corporate activities	Elimi-	Total continuing	tinued operations	nation	
			materials	intermediates	Cerreer	detivities	nacion	operations			
net sales	900	175	701	430	16	68		2,290			2,290
supplies to other clusters	19	7	5	111	1		-143				
total supplies	919	182	706	541	17	68	-143	2,290			2,290
EBITDA	192	5	79	69	-15	-24		306			306
EBIT	149	-8	48	62	-17	-34		200			200
total assets	3,920	1,113	2,220	799	216	3,010		11,278			11,278
workforce (headcount) at											
end of period	8,366	3,436	5,503	1,452	365	3,140		22,262			22,262

### first quarter 2011 (in € million)

				continuing ope	erations				Discon-	Elimi-	Total
	Nutrition	Pharma	Performance	Polymer	Innovation	Corporate	Elimi-	Total	tinued	nation	
			Materials	Intermediates	Center	activities	nation	continuing operations	operations		
net sales	798	163	705	457	14	97		2,234	111		2,345
supplies to other clusters	27	4	4	109		7	-151		47	-47	
total supplies	825	167	709	566	14	104	-151	2,234	158	-47	2,345
EBITDA	173		91	99	-13	-25		325	23		348
EBIT	140	-10	62	90	-16	-35		231	23		254
total assets*	3,826	1,104	2,085	835	255	3,052		11,157			11,157
workforce (headcount) at											
end of period*	8,329	3,324	5,599	1,439	383	3,150		22,224			22,224

\*Year-end 2011



## Geographical information (continuing operations)

first quarter 2012	The Nether- lands	Rest of Western Europe	Eastern Europe	North America	Latin America	China	India	Japan	Rest of Asia	Rest of the world	Total
nat salas bu avisin											
net sales by origin	75/	747	25	40.4	F2	220	22	20	42	42	2 200
in € million	756	716	25	404	52	230	23	29	43	12	2,290
in %	33	31	1	18	2	10	1	1	2	1	100
net sales by destination											
in € million	144	705	130	438	160	348	39	80	191	55	2,290
in %	6	32	6	19	7	15	2	3	8	2	100
total assets in € million	4,192	2,604	99	2,375	287	1,161	75	142	285	58	11,278
workforce (headcount)	6,181	6,355	338	3,683	816	3,450	495	145	663	136	22,262
first quarter 2011	The Nether- lands	Rest of Western Europe	Eastern Europe	North America	Latin America	China	India	Japan	Rest of Asia	Rest of the world	Total
net sales by origin											
in € million	847	631	16	354	59	217	38	29	34	9	2,234
in %	38	28	10	16	3	10	2	1	3 <del>4</del> 1	7	100
III /o	30	20		10	3	10	2		'		100
net sales by destination											
in € million	161	719	119	419	127	335	43	73	192	46	2,234
in %	7	32	5	19	6	15	2	3	9	2	100
total assets in € million*	4,184	2,594	93	2,342	269	1,121	72	150	273	59	11,157
workforce (headcount)*	6,205	6,398	334	3,650	824	3,423	481	146	627	136	22,224

\*year-end 2011



# Notes to the financial statements

Accounting policies and presentation

according to International Financial Reporting Standards (IFRS) as adopted by the European Union and valid are subject to interim revaluation. the Managing Board earlier in this interim report. Neither pensions and similar obligations nor plan assets Reporting' and need to be read in conjunction with the Integrated Annual Report 2011 and the discussion by statements, as of 31 March 2012. These statements are in compliance with IAS 34 'Interim Financial as of the balance sheet date. These accounting policies are applied in the current interim financial The consolidated financial statements of DSM for the year ended 31 December 2011 were prepared

Audi

These interim financial statements have not been audited.

Scope of the consolidation

sufficiently material to warrant individual disclosures. of USD 37 million. Acquisitions since the end of 2011, both individually and in aggregate, were not and oilseed processing from Verenium for a total consideration including transaction and related expenses On 26 March 2012 DSM acquired certain assets, licenses and other agreements in the area of food enzymes

In view of the fact that DSM is no longer actively trying to dispose of the Maleic Anhydride and Derivatives business of DSM Pharmaceutical Products in Linz (Austria) this business is no longer classified as 'assets/liabilities held for sale' and re-integrated in the Pharma Cluster.

Related party transactions

Transactions with related parties are conducted at arm's length conditions

• Risks

www.dsm.com important risks for DSM is provided in the Integrated Annual Report 2011 and in the governance section on DSM has a risk management system in place. A description of the system and an overview of potentially

Seasonality

In cases where businesses are significantly affected by seasonal or cyclical fluctuations in sales, this is discussed in the 'Business review by cluster' earlier in this report.

Heerlen, 8 May 2012

The Managing Board

Feike Sijbesma, CEO/Chairman Rolf-Dieter Schwalb, CFO Stefan Doboczky Nico Gerardu Stephan Tanda



# Important dates

Annual General Meeting of Shareholders Report for the second quarter Report for the third quarter

Friday, 11 May 2012 Tuesday, 7 August 2012 Tuesday, 6 November 2012

# DSM - Bright Science. Brighter Living."

unique competences in Life Sciences and Materials Sciences DSM is driving economic prosperity, be found at www.dsm.com deliver annual net sales of about  $\mathfrak E$  9 billion. The company is listed on NYSE Euronext. More information can and electronics, life protection, alternative energy and bio-based materials. DSM's 22,000 employees dietary supplements, personal care, feed, pharmaceuticals, medical devices, automotive, paints, electrical innovative solutions that nourish, protect and improve performance in global markets such as food and environmental progress and social advances to create sustainable value for all stakeholders. DSM delivers Royal DSM is a global science-based company active in health, nutrition and materials. By connecting its

# For more information

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Forward-looking statements

obligation to update the statements contained in this press release, unless required by law. The English factors can cause actual performance and position to differ materially from these statements. DSM has no certain risks and uncertainties that are difficult to predict and therefore it should be understood that many performance and position. Such statements are based on current expectations, estimates and projections of DSM and information currently available to the company. DSM cautions readers that such statements involve language version of the press release is leading. This press release may contain forward-looking statements with respect to DSM's future (financial)

# Financial Overview Q1 2012

in million of Euros		DSM		N	utritio	on	F	harm	a		forma lateria			olyme rmedi			novatio Center		Corpo Activ	
Continuing operations before exceptional	Q1'12	Q1'11	Chg.%	Q1'12	Q1'11	Chg.%	Q1'12	Q1'11	Chg.%	Q1'12	Q1'11	Chg.%	Q1'12	Q1'11	Chg.%	Q1'12	Q1'11	Chg.%	Q1'12	Q1'11
Sales	2,290	2,234	3%	900	798	13%	175	163	7%	701	705	-1%	430	457	-6%	16	14		68	97
Organic growth			1%			4%			20%			-5%			- <b>9</b> %					
Volume			0%			3%			19%			-9%			-3%					
Price			1%			1%			1%			4%			-6%					
Exchange rates			2%			2%			1%			3%			3%					
Other			0%*			7%			-14%			1%			-					
EBITDA	306	325	-6%	192	173	11%	5	0	-	79	91	-13%	69	99	-30%	-15	-13	-	-24	-25
EBITDA margin (%)	13.4%	14.5%		21.3%	21.7%		2.9%	-		11.3%	12.9%		16.0%	21.7%						
DA	106	94		43	33		13	10		31	29		7	9		2	3		10	10
EBIT	200	231	-13%	149	140	6%	-8	-10	-	48	62	-23%	62	90	-31%	-17	-16	-	-34	-35
EBIT margin (%)	8.7%	10.3%		16.6%	17.5%		-	-		6.8%	8.8%		14.4%	19.7%		-	-			
EPS (€)	0.87	0.91	-4%																	

Total DSM before exce	ptional	s	
EBITDA	306	348	-12%
Net Profit	145	172	-16%

Total DSM incl excepti	onals	
Net Profit	145	166
EPS (€)	0.87	0.98

\* Including the effect of the deconsolidation of DSM's interest in Sitech Manufacturing Services, which was reported in Corporate activities in 2011.

### Disclaime

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