

### Where others see products, we see purpose.

We see success in keeping the world's growing population healthy.

### Human Nutrition and Health Solutions



We work with you to create visionary, future-proof, and purposeful health and nutrition solutions.



### Dear partners,

At DSM, we understand the role nutrition and your products play in the world. Every time you deliver a new product to the market, you help our planet's growing population stay healthy and ready to meet whatever challenge life provides. **You are creating products with purpose.** 

#### As your reliable, end-to-end partner, we share that goal.

Because where others see products, we see purpose. We want to contribute to a brighter world and better nutrition for all through science and our sustainability engagements. That's why we endeavor to see the purpose behind every product; when we do, we make a bigger difference in the lives of people all around the world.

Every product launch has challenges. We have solutions. It's the reason we're an ideal partner to co-innovate your products **at every stage of development, from concept to consumer.** When we share that purpose-led vision with you, we create nutritional products that not only address consumer needs and meet your goals, but also exceed them. We build future-proof solutions that go beyond the ordinary to, ultimately, create brighter lives for all.

We hope to help you innovate products with purpose.

Kind regards,

### Philip Eykerman President, DSM Human Nutrition and Health



# Our values, your purpose.

### **Responsibility.** Safety-Health-Environment

We ensure ethical business conduct and operate with integrity. We are committed to continuously improve performance in the fields of safety, health, and environmental protection. Our ambition is to be injury- and accident-free.

### Sustainability. People-Planet-Profit

We improve the quality of people's lives by contributing to a healthier planet and society while driving profitable growth.

### Value. Delivering to multiple stakeholders

Delivering value means we use our speed, expertise, and innovation to deliver results, meeting the needs and earning the trust of customers, employees, shareholders, communities, and wider society.

### Our vision for nutrition and climate change: healthy diets for all within planetary boundaries

### Tackling malnutrition

We aim to help end all forms of malnutrition by 2030. For decades, DSM's

Nutrition Improvement team has been committed to achieving a brighter future for everyone through both innovative nutritional solutions and a wide variety of collaborations and partnerships with multi-sector partners. This includes United Nations agencies like the World Food Programme and UNICEF, and nonprofit organizations such as World Vision International, Partners in Food Solutions, and Sight and Life.



### Advocating

We work with a broad and diverse range of organizations across the world to shape

and influence the nutrition agenda. We do so through different coalitions and partnerships addressing the different forms of malnutrition, as well as shifting the food system to healthy and sustainable production and consumption. This includes our longstanding partnership with the UN World Food Programme, which is the world's largest humanitarian organization; the World Business Council for Sustainable Development; and the World Economic Forum.



### Climate change

We minimize our use of raw materials and energy, reducing our greenhouse gas and



nitrous oxide emissions, through the continuous improvement of working methods and production processes in our certified manufacturing sites. In 2018, we raised the bar with new targets aligned with the Paris Agreement. Our goal? To reach net-zero emissions by 2050.

To see our values in action, visit DSM-Sustainability.com.

# Sustainability is our priority.

We're contributing to all 17 Sustainable Development Goals (SDGs) adopted by the United Nations, but we strive hard to deliver on 5 in particular—areas where we believe our company can yield the most influence. *Find out more information at DSM-SDGs.com*.

Increasingly, consumers look for more natural foods, a demand linked to a desire for healthier, sustainably produced nutrition. According to DSM's 2019 study of global health concerns, natural ingredients are the most sought-after on-pack information in the world.

Our growing portfolio of nutritional ingredients includes naturally sourced extracts from plants, animals, minerals, or microbiological sources and man-made ingredients that are identical to those found in nature.

Through our ability to produce a range of naturally sourced and nature-identical nutritional solutions, we provide our customers with complete transparency and our planet with sustainable food-sourcing practices.

We are transparent in sharing sustainability data. When we say we care, people know we mean it.







2 RESPONSIBLE CONSUMPTION AND PRODUCTION





Our commitment to sustainability has been recognized by:













To learn more, visit **DSM-SustainabilityPartners.com**.

# Where others see products, we see purpose.

Whether it's providing regulatory expertise to a pharmaceutical's launch plan or fortifying dairy products with vitamins, DSM is built to partner with you, no matter what segment of the nutrition market or stage of the product life cycle you are in.



### Food and Beverage

We make it possible for our customers to add value to their brands through solutions that address the increasingly complex consumer demand for more appealing, tastier, and healthier food and beverages that are planet-friendly.



### **Nutrition Improvement**

We make it possible for our customers to tackle micronutrient deficiencies for the most vulnerable populations, creating brighter futures for them, their children, and societies.



### Dietary Supplements

We make it possible for our customers to continuously innovate and differentiate their portfolio, inspiring consumers to rethink health as a priority.



#### Early Life Nutrition

We make it possible for our customers to develop efficacious and safe solutions that support the optimal development of children.

We make it possible for our customers

to develop new delivery formats that are

palatable and compliant to medical advice in

order to help improve standards of care and

quality of life for patients and the elderly.

### **Medical Nutrition**

**Pharmaceuticals** 



We make it possible for our customers to produce efficient and safe therapeutic innovations that help keep the world's growing population healthy and improve the quality of patients' lives.



# Keeping the world's growing population healthy.

Whoever they are, wherever they come from, people need nutrition to live healthy, fulfilling lives. We designed our portfolio of Health Benefit Solutions with consumer-centric data intended to help you launch products that deeply resonate with consumers, giving you an edge in the marketplace.



### **Targeted Health**

Our Targeted Health Benefit Solutions focus on specific areas of health that reflect key consumer trends.

### **Health Benefit & Solutions**



Life's Essentials Life's Essentials Solutions focus on the specific needs of consumers, both by gender and age.



### Lifestyle

Lifestyle Health Solutions address consumers' lifestyles, including diet preferences, physical performance, and healthy appearance.

See how our Health Benefit Solutions can transform your products at DSM-HealthBenefitSolutions.com.

# Inspired by people. Delivered by experts.

When you partner with DSM, you get more than ingredients. You get a reliable partner with the broadest offering in the industry. You get expert advice at every stage of your product's development. And you get everything your product needs to go from an idea to a product that keeps the world's growing population healthy. Whatever you need, DSM can provide it safely, efficiently, and with the highest quality. With DSM, you get a reliable, end-to-end, innovative, purpose-led partner powered by experts to deliver science-backed nutrition and health products and quality customized solutions.



### PRODUCTS

Active pharmaceutical ingredients (APIs) Carotenoids Digestive enzymes Human milk oligosaccharides (HMOs) Hydrocolloids Nutraceuticals Nutritional lipids Probiotics and prebiotics Vitamins **To learn more jump to page 12** 

### **CUSTOMIZED SOLUTIONS**

Coloration solutions Market-ready solutions Personalized nutrition solutions Premix solutions Shelf-life solutions

To learn more jump to page 14

### **EXPERT SERVICES**

Application and technical services Innovation and R&D services Insights and marketing services Regulatory and quality services Scientific services

To learn more jump to page 16

### YOUR END-TO-END PARTNER

PRODUCTS CUSTOMIZED SOLUTIONS EXPERT SERVICES

Our products can make yours stronger.

Learn how at **DSM-Products.com.** 

## **Products**

When you partner with DSM, you get access to not only the broadest array of products, but also the experts who design, build, and produce them.

### **Active Pharmaceutical Ingredients (APIs)**

DSM brings more than 70 years of experience producing vitamin APIs and is the global leader in the production of EPA and DHA derived from either sustainable marine sources or microbial fermentation.

#### Carotenoids

We offer a wide range of highly functional, naturally sourced, and nature-based carotenoids, ranging from beta-carotene to lutein and zeaxanthin.

### **Digestive enzymes**

We offer solutions for healthy digestion and optimal nutrient breakdown.

### Human milk oligosaccharides (HMOs)

Naturally occurring in breast milk, HMOs are a collection of complex carbohydrate structures that support both immune and cognitive development thanks to their action on rebalancing the gut microbiome.

### Hydrocolloids

Texture solutions help you deliver innovation that blends nutrition and performance.

### **Nutraceuticals**

Our nutraceuticals fit easily into people's daily diets and offer positive, lifestyle-oriented wellness and nutritional benefits.

### **Nutritional lipids**

With a portfolio that includes market-leading products in both fishand algae-sourced omega-3s, as well as arachidonic acid (ARA), the primary omega-6 fatty acid in the brain, DSM is the global leader in providing nutritional lipid solutions.

### **Probiotics and prebiotics**

We offer solutions that foster and support a diverse and healthy microbiome.

### Vitamins

As a leader in vitamin development and manufacturing for more than 70 years, DSM can offer you the broadest portfolio of fat-soluble and water-soluble vitamins in the industry.

With our large portfolio of products and expertise, you can overcome any issues that arise with product development and launches. Together, we'll look at your consumers from a lifestyle, health condition, or age demographic perspective, then deliver products that nourish, protect, and keep them healthy. Besides product specifications, DSM provides clear statements concerning, for example, GMO ingredients, BSE/TSE, residual solvent limits, and the absence of allergenic potentials. In many cases, kosher and halal certificates issued by highly reputable international organizations are available. These efforts are complemented by strict change control procedures and ISO 9001 certification for our entire business. Our dietary and food ingredients are manufactured following HACCP concepts.

**YOUR END-TO-END PARTNER** 

Every product launch has unique challenges. We have unique solutions.

Learn more about how we can help you come to market at DSM-CustomizedSolutions.com.

## **Customized solutions**

We understand that developing and launching products is time-consuming and complex. We also know how to build our people-inspired insights into products consumers love. That's why we go beyond just products to offer turnkey, customized solutions designed to help bring you to market faster, more efficiently, and with enduring success. Our customized solutions services include:

#### **Coloration solutions**

In today's market, consumer interest and demand for natural ingredients continue to grow. To help meet this need, DSM delivers natural and nature-based colors to the food and beverage industry. Our coloration solutions are tailor-made to meet your needs and uniquely positioned to address common challenges of supply, cost, quality, application, and regulatory requirements. Our color solutions include more than colors.

### Market-ready solutions

Our market-ready solutions experts can help get you to market faster with finished products your customers love. Every solution can be tailored into fully customized, finished products, dramatically simplifying your supply chain.

### Personalized nutrition solutions

Supported by partnerships and investments, DSM offers end-to-end solutions for every step in the personalized nutrition value chain. We cover everything from measurement and monitoring, data acquisition, analysis, and recommendation to delivery of personalized nutritional products and live coaching. All of these elements are available as a modular and customizable platform for your target audience.

### **Premix solutions**

Our premix solutions are designed to build tailored products that are as unique as the customers you serve. DSM formulation experts partner with you to design innovative premixes that target specific health conditions, lifestyles, consumer groups, or age demographics without compromising your finished product's taste, texture, or appearance.

### Shelf-life solutions

DSM's custom antioxidant solutions can help increase shelf life and decrease food waste in a more natural, scientifically proven, and effective way. Our unique analytical methods help define the optimal amount and combination of antioxidants for your products, saving you time and money at every step. YOUR END-TO-END PARTNER

With DSM, you get all the services you need to bring a product to market.

To learn more about our expert services, visit **DSM-ExpertServices.com**.

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### **Expert services**

It takes more than ingredients to bring a product to market. With an expert team of specialists at your disposal, DSM is an ideal partner to help bring your next top-selling product from idea to store shelf. As part of our expert services, we can help with:

#### Application and technical services

Our scientists can develop formulas or recommend unique nutrients that target specific health conditions, age demographics, or lifestyles, ensuring the nutrients we select resonate with your target audience. We ensure the dosage we recommend is efficacious, and the formulations we develop address key issues, such as shelf life, unfavorable interactions, heat, and light.

#### **Innovation and R&D services**

We offer a wide portfolio of products, including premixes, carotenoids, vitamins, nutritional lipids, nutraceuticals, and hydrocolloids. Our global research and development team is constantly innovating new ways to deliver high-quality ingredients in smarter, safer, more efficient, and more sustainable ways.

#### Insights and marketing services

Our globally present marketing and sales teams can help you create brands and products you're proud to stand behind. From marketing and positioning to research and launch support, we're at your side as you build your next top seller.

#### **Regulatory and quality services**

For DSM, quality comes first. We assure our customers that our products and services meet high quality and safety standards. We also understand the future of your company's integrity is at stake with each product launch. That's why we offer regulatory and legal advice to help you navigate the complex and ever-changing landscape. We liaise with regulatory authorities and government agencies across the globe to support product registration and claim substantiation, giving you the peace of mind you need as you come to market.

### **Scientific services**

DSM's scientific services provide expert support around life sciences, particularly nutrition sciences, tailored to your product applications and target consumers. We elaborate the scientific substantiation to meet the requirements of different stakeholder groups, including academia, the scientific community, regulatory experts, healthcare professionals, and consumers. Our science-led advice enables you to design and market nutritional solutions based on health benefit acumen.

# Driven beyond expectations.

Creating purpose-led products takes more than ingredients. That's why we're committed to adding value to yours at every stage of development, from concept to consumer.

See what a DSM partnership can mean for you.



# To get started, visit **PartnerWithDSM.com.**

Partner with DSM for access to our broad portfolio of science-backed products, customized solutions, and expert services aimed at reliably supporting your entire product life cycle, from concept to consumer.

Visit PartnerWithDSM.com to get started.

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