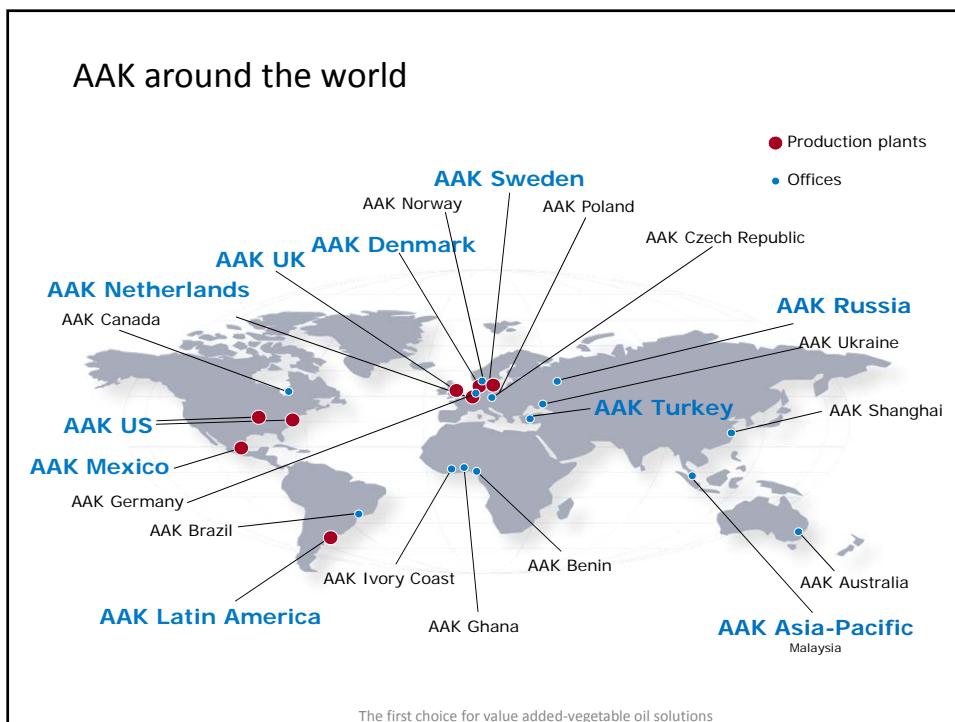




AAK

Rapsdag i Alnarp 6 mars 2014

- Håkan Svensson
- Key Account Manager



Main food application areas

- ◆ Bakery Solutions
- ◆ Dairy Solutions
- ◆ CCF
- ◆ Infant Nutrition
- ◆ Specialities and Organic
- ◆ Frying oils
- ◆ Hardstocks
- ◆ Functional Ingredients
Vividol®
Specidol OF / OL



The first choice for value
added-vegetable oil solutions

3

March 2013





Vision

The first choice
for value-added
vegetable oil
solutions








5

Main vegetable raw material base

Rapeseed	Sweden, Western Europe
Palm	Malaysia
Soya	The US, Argentina, Brazil
Shea	West Africa
Maize	Germany, France
Sunflower	Central Europe
Olive	Southern Europe

Different raw materials contribute with different properties such as:

- Structure
- Mouth feel
- Nutrition
- Heat stability
- Oxidation stability

The first choice for value added-vegetable oil solutions

March 2013
6




Fat is an essential food ingredient

AAK

- Fat is important
 - for our health
 - for tasty food
 - for the body to form hormones and other important substance in the body
- Fat is included in all body cells
- It requires fat for the body to take up the A, D, E and K vitamins
- Fat gives us energy

The first choice for value-added vegetable oil solutions 7

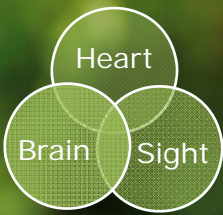


Vegetable oils – character


AAK

- Rapeseed
 - 6% saturated
 - 94% unsaturated, thereof 11% Omega 3*
- Sunflower
 - 10% saturated
 - 90% unsaturated, 0% Omega 3
- Olive oil
 - 15% saturated
 - 85% unsaturated, 0% Omega 3
- Palm oil
 - 50% saturated
 - 50% unsaturated, 0% Omega 3
- Coconut oil
 - 91% saturated
 - 9% unsaturated, 0% Omega 3

* Omega 3 is good for your:





The first choice for value-added vegetable oil solutions 8



AAK ACADEMY™

- Education for customers





- General courses in fat chemistry, technology and specific applications
- Specific, tailored courses adjusted to individual customer needs
- Customised training "on location", at the customer's own plant
- To participate, please visit www.aak.com

The first choice for value-added vegetable oil solutions 9

Corporate Social Responsibility

	<p>MARKETPLACE</p> <ul style="list-style-type: none"> Sharing info with customers on Sedex Market healthier products Offering AAK Academy training
	<p>SUPPLY CHAIN</p> <ul style="list-style-type: none"> Promoting sustainable palm oil Implementing Supplier Code of Conduct Establish shea partnerships
	<p>ENVIRONMENT</p> <ul style="list-style-type: none"> Reducing energy consumption Reducing waste going to landfill Reducing GHG emissions
	<p>WORKPLACE</p> <ul style="list-style-type: none"> Improving safety Promoting healthy living Prepare individual Performance & Development Plans
	<p>COMMUNITY</p> <ul style="list-style-type: none"> Engaging in local events Giving presentations for local stakeholders Organising an open door event

The first choice for value added-vegetable oil solutions



Corporate Social Responsibility in AAK

AAK

- The main part of AAK's rapeseed is grown in Sweden but imported seed is also used. Organic rapeseed is a growing sector
- A founding member of RSPO and on the board since the start
- More than 8 million GreenPalm certificates have been sold since the start
- We are working with United Nations in order to develop the living conditions in villages in West Africa
- Responsible Growth – AAK Sustainability Report 2012/2013

The first choice for value-added vegetable oil solutions 11

Rapsolja viktig för AAK

AAK



12