## Business update

### Johan Westman President and CEO

Capital Market Day Stockholm, Sweden, November 29, 2022



The Co-Development Company

Capital Market Day 2022

### Forward-looking statements

This presentation includes forward-looking statements that are subject to risks and uncertainties, including those pertaining to the anticipated benefits to be realized from the proposals described herein.

This presentation contains a number of forward-looking statements including, in particular, statements about future events, future financial performances, plans, strategies, expectations, prospects, competitive environment, regulation and supply and demand. AAK has based these forward-looking statements on its views with respect to future events and financial performance. Actual financial performance of the entities described herein could differ materially from that projected in the forward-looking statements due to the inherent uncertainty of estimates, forecasts and projections, and financial performance may be better or worse than anticipated.

Given these uncertainties, readers should not put undue reliance on any forward-looking statements. Forward-looking statements represent estimates and assumptions only as of the date that they were made. The information contained in this presentation is subject to change without notice and AAK does not undertake any duty to update the forward-looking statements, and the estimates and assumptions associated with them, except to the extent required by applicable laws and regulations.



### AAK's vision is to be the first choice for plant-based oil solutions – in industries where we choose to specialize

Chocolate & Confectionery Fats Plant-based Foods





Personal Care





Special Nutrition



Foodservice



Bakery



**Technical Products & Feed** 





Dairy

# AAK offers a comprehensive portfolio of plant-based oils sourcing raw materials from all over the world





### AAK in the food value chain



\*Crushing and refining performed by AAK for select raw materials



### AAK is a purpose-driven business – everything we do is about Making Better Happen™

### Our Purpose Making Better Happen™

supports a **strong culture** and **unified behaviors**, as the **key** to *bringing* our **AMBITIONS TO LIFE** 

#### Better sustainability



#### Better tasting



#### Better health and nutrition



#### Better sensory experience



#### Better production efficiency





### AAK today

A global player with a solid offering in three business areas

#### **Food Ingredients**



#### **Chocolate & Confectionery Fats**



#### **Technical Products & Feed**

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- A global key supplier to different food supply chains
- High value-adding solutions for the bakery, dairy, plant-based foods, foodservice and special nutrition industries
- Market leader within functional cocoa butter alternatives
- Speciality fats solutions for chocolates, such as confectionery fillings and spreads
- Sustainable business using by-products from speciality oils manufacturing
- Animal feed and solutions for technical products, such as detergents, candles and tire manufacturing



### AAK and the macro-economic climate

Our vision remains – to be the first choice for plant-based oil solutions

#### The world around us...



- High uncertainty
- Continued high raw material prices
- Disturbances in global logistics
- Cost inflation
- Russia/Ukraine

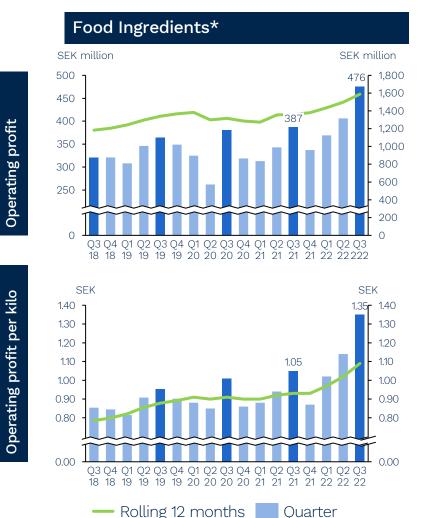
#### ...in which we navigate well, Making Better Happen^{\mbox{\scriptsize TM}}



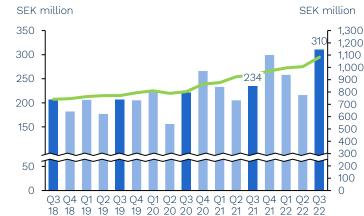
- Strong performance under difficult circumstances
- A robust foundation, investments, a strong financial track record and a solid balance sheet
- Passion, drive and agility continue to drive us forward



### Strong performance and solid profit growth in all business areas

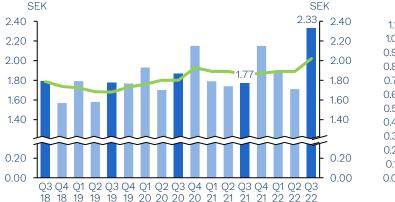


Chocolate & Confectionery Fats\*











\*All figures are excluding items affecting comparability



### Our commitment: Making Better Happen<sup>™</sup> from plant to brand







### **Better Sourcing**

Engage to transform

### **Better Operations**

Reduce environmental and social risks

### **Better Solutions**

Enable a better world



### Our key ESG progress

### **Environment**

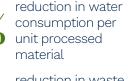
Minimizing our environmental impact



percentage points increase in annual sourcing of renewable electricity to 64%



2025: 100% verified



reduction in waste -18.6% reduction in waste per unit processed material



#### Protecting and restoring biodiversity

deforestation-free palm **70%** (+4%) 2025: 150.000 trees planted 105,000 (+25%)

Note: Progress since 2021



### **Social**

#### Enabling the well-being of our people

Updated our values and leadership principles in line with our purpose

> women in managerial positions to 30%

Non-bias training of all leaders globally

Empowering smallholders and women to improve livelihoods

Number of women enrolled in Kolo Nafaso program enabling poverty alleviation and empowerment

**353,000** (+2%)



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Making Better Happen™

### Governance

#### Materiality analysis

#### Key priorities identified:

- Reduce climate impact and build resilience
- Protect and restore biodiversity
- Ensure people well-being across value chain



#### **Reporting SDG progress**

Dedicated Sustainable Development Goal report





### Our key ESG actions

### **Environment**

#### Reduce climate impact and build resilience

- Climate risk assessments of key raw materials and all sites
- SBT: Scope 1+2 target defined Scope 3 target being finalized in line with FLAG\*
- Investing 500 MSEK in bio boiler in Aarhus



#### Protecting and restoring biodiversity

- Satellite monitoring of full palm supply base
- ILLEXAO SC70 100% deforestation free



Note: Progress since 2021 \* Forest Land and Agricultural Guideline

### *Social*

#### Enabling the well-being of our people

- Global engagement in AAKtivate program
- Training all leaders globally in non bias

### Empowering smallholders and women to improve livelihoods

- Continue to invest in and scale smallholder program for maximum social impact
- WISH project with Mars

#### Embedding human rights

• Performed human rights risk assessment across value chain

### Governance

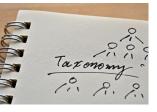
#### Materiality analysis

• Preparing for double materiality analysis

#### Reporting

Aligning and preparing for reporting in line with:

- Taxonomy
- TCFD
- CSRD



#### Policies and codes

• Updating and aligning with OECD guidelines





## Continuous development of our strategy

We have reviewed our strategy as part of our continuous strategy process and yearly evaluation

The updates in this year's strategy review include:

- New Strategic Aspiration •
- Updated Portfolio Strategy

More on that in the next presentation...

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# Thank you



Capital Market Day 2022