



Senior Nutrition

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The Co-Development Company

AAK



Nutrition to increase senior vitality

A market segment is emerging from the world's aging population and increasing steadily, particularly in the West and Asia. By 2040, the population of the senior segment is expected to reach 1.5bn globally. This presents many opportunities for manufacturers of nutritional products.

Aging causes both physical and mental changes, some more noticeable than others. For instance, once we reach 50, we lose between 1% and 2% of our muscle mass every year. Over time, this loss of lean body mass can reduce strength, mobility and energy levels. The right nutrition is vital to staying as strong as possible, keeping the body moving freely and maintaining good health:

- ◆ Proactively help from developing lifestyle illnesses, such as type 2 diabetes and cardiovascular disease
- ◆ Ensure nutrient status even if there is a lack of variety and insufficient food intake
- ◆ Help maintain memory function and cognitive ability

A recent study from the International Food Information Council Foundation highlighted increasing energy levels, cardiovascular health, healthy aging and digestive health as preferred health benefits from food. This further emphasizes the need to develop nutritional products that support the senior population in maintaining an active lifestyle and enjoying the best life has to offer.



By 2040, the global aging population is expected to reach 1.5bn



After the age of 50 we lose between 1% and 2% muscle mass every year



The right nutrition is essential to staying active and healthy

A leading provider of value-adding essential lipids

AAK's Akovita® product range of essential and active lipids is formulated to help seniors remain strong and healthy. With over 140 years' experience in natural oils and fats, we apply our advanced lipid technology to deliver exactly the right solution for your product.

Just as consumers' tastes vary from region to region, we know how their changing needs affect your business. We use these insights together to empower your products and help people all over the world enjoy a better quality of life.

Our experience with tailored blends and special lipids enables us to create the base for your nutritional products. To optimize your product's profile, we use vegetable-based essential oils low in saturated fats and tailored solutions on request. Our customized solutions add value to a wide range of applications such as instant powder products, enriched liquid substances and products with high nutrient density.

AAK's products can meet the needs of all senior segments – from early retirees who wish to exchange a stressful lifestyle for one with more time for leisure activities, to those entering into the "Third Age" who want to extend their physical wellbeing.

We will work closely with you to meet your product goals and together help millions of people enjoy excellent taste and sensory experiences, while staying healthy and active.



140

140 years of experience in oils & fats



An extensive portfolio covering every nutritional need within lipid technology



A global partner with sales in more than 100 countries



Empowering products and people in co-development

AAK understands your business. We know how important it is to have a partner that can collaborate across the value chain. From idea generation to launch, our proven expertise and knowledge can help you seize new opportunities and overcome market challenges.

We are dedicated to co-development within oil, fats and special lipids and this is what differentiates us in the market today. Acting as a sounding board and a full development partner, we can support you throughout your projects. From custom-designing your solution to optimizing your product's lipid properties, we can provide the resources and expertise you need.

AAK's knowledge extends beyond lipids to cover processes, regulations and more. Through our global customer reach and cooperation with research institutes and governmental authorities, it continues to grow. As your partner, we utilize all our expertise so, no matter how big or small your challenges are, we're ready to solve them together with you.



AAK ACADEMY™

For more than 140 years, we have worked closely with customers around the world and across industries to share knowledge and create innovative solutions. This led us to create the AAK ACADEMY™, which takes a holistic approach towards securing ideation, development and production success. Courses can either be customized and hosted at your facilities or you can also attend seminars at AAK. Topics covered include AAK solutions, applications and insights on market dynamics.



Creating value every step of the way



Ideate

Bringing ideas to life

- ◆ In an ever-changing nutrition market and with consumers demanding natural products with health benefits, AAK can help you develop the right product
- ◆ We have a long history working with functional products and have gained an extensive insight into our customers' businesses and, consequently, your customers' needs
- ◆ As an AAK customer, you belong to a strong global network. Our AAK ACADEMY™ offers advanced training in lipid technology, including bespoke courses



Create

Tailor-made solutions

- ◆ At AAK, we have a multi-oil approach, enabling us to draw on a number of oils & fats and lipid technology to tailor the ideal solution.
- ◆ In close collaboration with you, we identify your exact needs and create a tailored blend
- ◆ Our Akovita™ range allow us to develop the solution you need to meet consumer demands



Prove

Product safety a top priority

- ◆ At AAK, we understand how important it is to focus on product safety throughout the entire production process
- ◆ AAK only uses raw materials from audited and approved suppliers
- ◆ All AAK production units are certified according to international standards
- ◆ Our safe and accurate processing ensures neutral taste, oxidation stability and the elimination of contaminants



Implement

The benefits of a worldwide supply

- ◆ As an international organization, AAK can offer you global supply from multiple production facilities
- ◆ With AAK you can experience supply chain benefits such as simplified planning and less storage costs
- ◆ Our wide range of blends and single oils are delivered fresh and ready-to-use



Launch

Your global partner with local expertise

- ◆ With a deep understanding of market trends, drivers and needs, AAK can support and guide you all the way from ideation to the launch of the product
- ◆ Thanks to our global reach, we are close to a wide range of markets and consumers
- ◆ We can help you enter new markets with our local expertise and understanding of customer needs





Unlock functionality in your product and vitality in your customers

Together we can develop products with the functionalities needed to maintain vitality in seniors. Among many other opportunities this includes products that ensure a balanced diet, which proactively contributes to wellness, improves performance, increases energy levels, and ultimately makes life more enjoyable.

Akovita® – a strong nutritional foundation

Our wide range of solutions can all be tailored to precisely fit your product and production. Applications range from enriched instant powders, energy bars and spreads to clinically-proven functional drinks.

At AAK, we can empower your products with a wide range of functionalities:



Heart health: The leading cause of death worldwide is from cardiovascular disease and by optimizing and balancing the composition of fats in the diet you can keep the heart strong and healthy all through life. We tailor oil blends to be low in saturated and high in good fats and omega 3s. It is clinically shown that these fatty acids lower bad cholesterol and nutritional claims may be added on packaging in many regions. To maintain a low level of cholesterol in the blood, we offer speciality products consisting of phytosterols, which fulfill health claim demands in several countries. For your formulation to make sure it gives a strong heartbeat.



Memory and cognitive performance: Aging may cause degenerated cognition. Studies of memory function, points to that the brain, which is formed to 60% of fats, benefits from a diet of active and protecting lipids. Our portfolio comprises unique blends of lipids to be claimed as to contribute to a normal brain function and lipid metabolism. To remain cognitive performance we offer a natural product uniquely combining DHA, a fatty acid clinically proven for its benefits, in synergy with Choline, which is a nutrient normally found in the brain. All to keep a sharp focus.



Recover and energize via the digestive system: Physical recovery after illness and exercise is increasingly challenging as we age. To help the body reduce inflammation and maintain activity levels we present special oil blends featuring the best ratio of active and essential lipids. By adding our high-quality structured special lipids in tailor-made blends, you formulate your product with dense and easily absorbed nutrition. Thus avoiding spikes in blood sugar levels, maintaining optimum energy levels, resulting in formulations for long lasting endurance.

Akovita® also features an approved organic line, which is supplied to all regions of the world, including Europe, the US and China.

Dedicated to delivering consistent high quality & sustainability

Ensuring a consistently high quality

Fulfilling your expectations and those of regulating authorities is critical.

- We do the work for you by optimizing and safeguarding quality
- We manage the supply chain and harmonize variations in nature's raw materials
- Our purity standards are always compliant with, or even exceed, legal requirements
- Our quality assurance is verified by third-party auditors
- We ensure a consistently high quality, with food safety a top priority

Sustainability & responsible growth

To ensure a sustainable business footprint, we have developed a model based on the UN Global Compact principles. This allows us to drive progress within our CSR activities and focus efforts within five key areas. We continuously achieve objectives within each area, thanks to internal and external performance benchmarks, sharing best-practice principles and our highly engaged global organization.

Our five key areas



Marketplace



Supply chain



Environment



Workplace



Community

In connection with our five key areas, we support and are fully engaged in the Roundtable on Sustainable Palm Oil (RSPO). We also continue to engage with GreenPalm to support independent smallholders producing certified sustainable palm oil.

To learn more about our commitments, initiatives and achievements, please refer to the complete AAK Sustainability Report on our website.





We are AAK

AAK is a leading provider of value-adding vegetable oils & fats.

Our expertise in lipid technology within foods and special nutrition applications, our wide range of raw materials and our broad process capabilities enable us to develop innovative and value-adding solutions across many industries – Chocolate & Confectionery, Bakery, Dairy, Special Nutrition, Foodservice, Personal Care, and more.

AAK's proven expertise is based on more than 140 years of experience within oils & fats.

Our unique co-development approach brings our customers' skills and know-how together with our own capabilities and mindset for lasting results.

Listed on the NASDAQ OMX Stockholm and with our headquarters in Malmö, Sweden, AAK has 20 different production facilities, sales offices in more than 25 countries and nearly 3,000 employees.

We are AAK – The Co-Development Company

