

## SAFETY FIRST, always: safety culture assessment started







## 2019 in review

#### **Ingredient Solutions**

- Food: Bakery and Meat very good year with strong Q4, other markets (Beverages, Confectionery, Dairy) stable
- Biochemicals: decrease in the year (a.o. Electronics)

#### **Innovation Platforms**

 Results as expected; strong sales increase driven by lactic acid sales to Total Corbion PLA joint venture

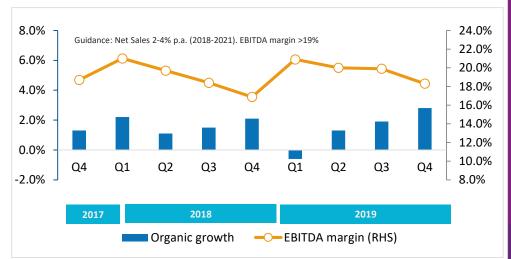
#### **Company financials**

- Net sales growth of 8.8 % (organic growth 2.5 %)
- Adjusted EBITDA € 145.9 M (organic increase 7.8 %)

#### **Dividend proposal**

 Dividend pay-out: all cash regular dividend of €0.56/share (72% pay-out ratio)

#### **Ingredient Solutions**





## **Creating Sustainable Growth – Financial target review (2017 – 2019)**

		Target	Status 2019	
Corbion	Organic net sales growth	3-6%	3.1%*	V
Ingredient Solutions	Organic net sales growth	2-4%	1.5%*	X
Food	Organic net sales growth	1-3%	2.0%*	V
Biochemicals	Organic net sales growth	3-10%	0.2%*	X
Ingredient Solutions	EBITDA Margin	>19%	19.4%**	V
Ingredient Solutions	ROCE	>20%	22.2%	V
Innovation Platforms	Organic net sales growth	>20%	50%*	V
	Profitability	Approaching break-even 2021	€ -34M	
Total Company	Capex recurring p.a.	€ 60-70M	€ 60M**	V

<sup>\*</sup> CAGR 2017 - 2019

Targets have all been met, except for organic sales growth

<sup>\*\*</sup> average 2018 - 2019





## Our purpose

We champion preservation in all its forms Preserving food and food production, health, and the planet.

Preserve what matters



## **Corbion champions preservation in all its forms**

Using science to propel nature's ingenuity



# Preserving food and food production

- Preserving food safety, shelf-life, texture, and nutritional benefits with food solutions
- Preserving natural resources by partnering with our suppliers to promote sustainable agriculture



## Preserving health

- Preserving the safety of our people
- Preserving health and well -being with biomedical solutions
- Preserving hygiene and health with biochemical solutions
- Preserving heart and brain health with algae solutions



## Preserving the planet

- Preserving natural resources with biobased and biodegradable alternatives with lactic acid specialties
- Preserving the oceans by enabling responsible aquaculture with algae solutions
- Preserving human rights and the environment through responsible sourcing
- Preserving the climate by working toward carbon neutral operations





## Corbion journey into strategy process - our strengths

#### Deep fermentation knowledge

Rooted in lactic acid, leveraged in algae fermentation and food ferments

Over 90 years of history in producing lactic acid

#### Market leader in food preservation and freshness

- Deep understanding of food spoilage
- On-trend portfolio (clean label, natural) in meat and bakery

#### Market leader in lactic acid

- >40% global market share with global footprint
- Lowest cost producer, further strengthened by sustainable gypsum-free technology
- Leader in Poly Lactic Acid (PLA) bioplastic via Total Corbion PLA jv



#### Advance 2025

### Focus, Align, and Balance



#### **Focus**

Focus on higher growth core activities

Clear portfolio choices based on strategic fit

## Align

3 business segments

- Sustainable Food Solutions Solution strategy
- Lactic Acid & Specialties Product strategy
- Incubator

#### **Balance**

Resource allocation intensified in Sustainable Food Solutions and Lactic Acid & Specialties

#### Advance 2025

## Aligning the core into 3 segments

#### **Sustainable Food Solutions**

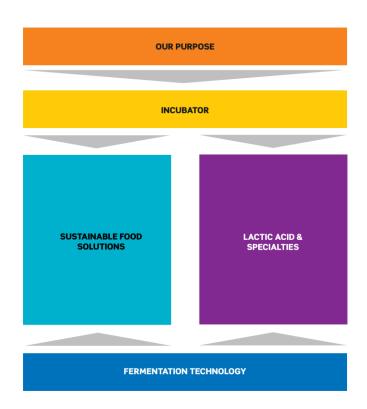
- Leadership position in preservation and functional systems
- Solution-driven strategy

#### **Lactic Acid & Specialties**

- Leadership position in lactic acid and lactic acid derivatives
- Product-driven strategy

#### **Incubator**

 Leverages Corbion fermentation skills and competencies; creates new growth paths feeding into business units

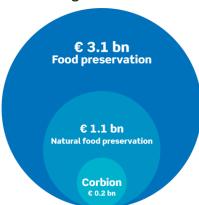


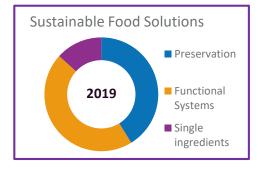
## **Sustainable Food Solutions: 2 key themes**

#### **Preservation**

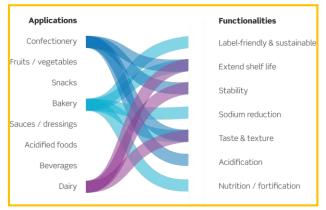
Fermentation-based natural preservation products and solutions

Natural preservation Growing 2x market rate





Functional systems
High-value blending solutions

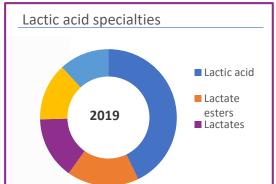




## **Lactic Acid & Specialties**

#### Global market leader in lactic acid

- >40% global market share
- · Corbion is leading market growth
- Product strategy
- Target #1 position in PLA through JV with Total
- Strengths: global footprint, breadth of portfolio, purity, consistency





#### **Growth initiatives**

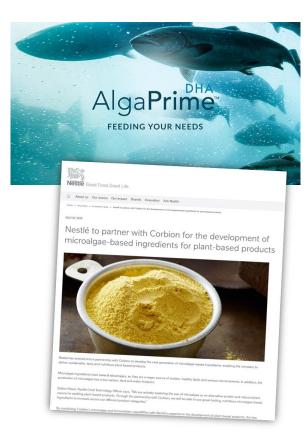
- New 125kT lactic acid plant by 2023 (Thailand)
- Support PLA growth
- Additional resources for biopolymers



## Incubator

## 3 Major initiatives

	Omega-3	Algae-protein	Co-polymer platform
Time to commercialization	0 yr	3 yr	0-5 yr
Attainable market size	>\$ 400M	>\$ 1BN	>\$ 100M
Product type	Fatty acid	Protein	Co-polymer
Technology	Fermentation	Fermentation	Fermentation/ Polymerization





### **Targets 2025: Measuring our success**

#### **Planet**

Responsible sourced cane sugar

100% verified

Deforestation-free key raw materials
100% verified

GHG emissions/mt of product 20% reduction since 2016

Products with environmental claim covered by LCA 100%

Targets on this page is not exhaustive list; please refer to annual reports for more information

#### **Business**

Organic net sales growth

4-7% p.a.

**EBITDA** margin

>17% from 2025



#### **Our people**

#### Safety

Top quartile industry performance

**Engagement & Inclusion** 

Top quartile Gallup™ Global Benchmark

#### **Gender diversity**

> 35% Senior & Executive Management



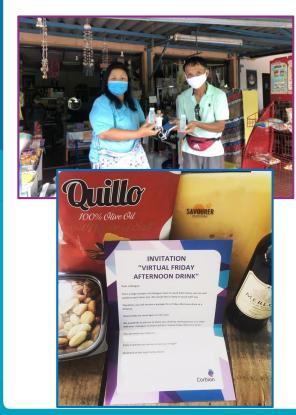
## **Corbion during COVID-19: resilient and relevant**

- Health first, business continuity second
- Corbion 'essential' as provider to food, hygiene, health
- Proactive planning, global coordination and fantastic local corona teams
- All plants kept running, no major raw material nor logistic issues
- Financially Corbion prepared for scenario's
- Many production lines running full capacity to keep up with demand - strong extra uptick in sales in March
- All bigger projects continued
- 'Return to the Office-Plans' prepared and in process of executing (except for Brazil)





COVID-19 response: great display of values Courage, Care, Commitment Collaboration across the world, keeping spirits up, ensuring business continuity, helping communities











'Uniting Business and Governments to Recover Better' statement signed by Corbion and 150+ other companies in the Science Based Targets initiative

- Demonstrate that the best decisions and actions are grounded in science.
- Invest in recovery and resilience for a systemic socio-economic transformation.
- Work with governments and scale up the movement.

Signed the declaration 'Dutch businesses endorse sustainability in COVID-19 recovery' together with 250 other companies

Initiative of the Dutch Sustainable Growth Coalition, Global Compact NL, MVO Nederland, Nederlandse Vereniging van Banken, VNO-NCW Thank you



