**DSM**

**Headquarter:** Netherlands.

**Number of employees:** over 23,000 employees in approx. 50 countries.

**Revenue:** approx. $11 billion in 2018.

**Products:** food & beverage ingredients, nutrition products, dietary supplements, targeted health solutions, personal care and aroma, green products and applications, and new mobility and connectivity.

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**Potential Technical Assistance offer for national SBN Members**

- **Fortification**
  - Nutrition improvement
  - Education
  - Technical and regulatory support

- **Product Reformulation**
  - Sugar reduction
  - Salt reduction
  - Fat reduction
  - Nutritional analysis
  - Shelf life solutions
  - Food preservation

- **Food Safety**
  - Marketing and sales
  - Branding advice

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*ScalingUp Business Network ENgage + INSPIRE + INVEST*
### Areas of technical expertise for potential technical assistance transfer

<table>
<thead>
<tr>
<th><strong>Fortification</strong></th>
<th><strong>Product Reformulation</strong></th>
<th><strong>Food Safety</strong></th>
<th><strong>Marketing</strong></th>
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<tr>
<td><strong>Nutrition improvement</strong> - DSM supports nutrition improvement activities including staple food fortification (wheat and maize flour, edible oils and fats, and rice), micronutrient supplements, and therapeutic and emergency foods.</td>
<td><strong>DSM has an expertise in reducing sugar, salt and fat content in foods and beverages.</strong></td>
<td><strong>Nutritional analysis</strong> - DSM has an expertise in nutritional analysis of products, and can provide recommendations in terms of food quality and food safety.</td>
<td><strong>Marketing and sales</strong> - DSM marketing and sales team have an expertise in understanding customer needs and dynamics, and translating these into actionable plans.</td>
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<td><strong>Education</strong> - DSM can support with education around fortification</td>
<td><strong>Sugar reduction</strong> - DSM offers food and beverages enzymes and sweetener solutions to reduce sugar by up to 20%.</td>
<td><strong>Shelf life solutions</strong> - DSM offers a portfolio of biopreservatives and antioxidants to extend the shelf life of baking, dairy and beverage products.</td>
<td><strong>Branding advice</strong> - DSM has an expertise in the development of branding, and can provide advice on making healthy nutritious products available, affordable and aspirational.</td>
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<td><strong>Technical and regulatory support</strong> - DSM has an expertise in product analysis to provide recommendations on fortification, formulation and health claims.</td>
<td><strong>Salt reduction</strong> - DSM offers yeast extract ingredients to reduce the salt content by up to 50% in soups.</td>
<td><strong>Food preservation</strong> - DSM has a portfolio of preservation solutions (anti-microbial, anti-mold and yeast protection) in the form of powders, liquids, coatings or packagings for manufacturers in dairy, baking, savory, meat and beverages.</td>
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<td><strong>Fat reduction</strong> - DSM offers taste modulators to reduce saturated fat, e.g. for milkshakes and snack food.</td>
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