

# Extended value propositions: all offering categories

## FOOD & BEVERAGE (Shared VP)

For **food and beverage manufacturers** and retailers shaping the next generation of food and beverage products, who need to manage product portfolios while ensuring **exciting new ranges** and consistent standards, but struggle with **transforming ingredients to solutions with scale and speed**,

Our Food and Beverage offering delivers **reliable partnerships that co-create all-in-one solutions** with superior quality, so customers can enjoy **bold and profitable** concepts backed by **trusted global** experts.

## HEALTH, NUTRITION & CARE

For **bio-based manufacturers and producers** expanding their health, nutrition & care portfolios with plant-based & clean-label products, who need to translate **emerging science and trends into safe, effective products** with defensible claims, but struggle with finding affordable, sustainable and new delivery systems with security of EU-sourced raw materials,

Our Health, Nutrition & Care offering delivers **long-term expertise** in production and formulation and an extensive knowledge ecosystem in **organic & sustainable materials** so customers can move faster on opportunities with credible and certified health-forward products.

## TECHNICAL APPLICATIONS

For **application developers and distributors** responsible for technical product ranges, who need to bring differentiated products to market that combine high regulatory standard, **sustainability and in-depth application services**, but struggle with **sub-par supplier support** and complex supply chains.

Our Technical Application offering consistently delivers **renewable and versatile products** precisely tuned to customer requirements, so they can champion new and efficient products—with **expert customer service**.

## FEED & FERTILIZER

For manufacturers, distributors, and **organic & specialty producers** planning long-term production and compliant sourcing, who need a partner for procurement and processing of agricultural raw materials **providing stable quality and supply security without sacrificing performance or safety**, but struggle with complex regulations, low-standard materials and time-consuming reporting,

Our Feed & Fertilizer offering delivers **effortless compliance, sustainably & regionally sourced materials**, and long-term partnership, so customers can have peace of mind that each delivery meets the highest product quality specifications.