

Together, elevating nutritional care

Help health last longer with our unique combination of science-based ingredients, novel formats, world-leading flavors and taste modulation capabilities.

Redefining what's possible in the Medical Nutrition market and beyond

Together, we can develop advanced solutions that push the boundaries of traditional medical nutrition for patients, and address the special dietary needs of people with age-related conditions.

We bring progress to life

Foreword

“The world is changing, and current health solutions can struggle to keep pace. That’s why we are **evolving and elevating our medical nutrition offering**, by rethinking what nutritional support can mean.

With patients and people at the heart our innovation, we work with our partners to develop solutions that are both effective and enjoyable—breaking down key compliance barriers for nutritional care and transforming health outcomes.

By enhancing nutritional intake for patients and senior adults living with specific health conditions, and even individuals just beginning to notice the first signs of age-related conditions, **we can help health last longer.”**



Tom Pugh

Senior Director
Global Marketing Medical Nutrition
dsm-firmenich

In this brochure, you will discover:

**How to elevate traditional
Medical Nutrition—and beyond**

Our recipe for your success:

- 1 Science-backed ingredients portfolio
- 2 Tailored Premix solutions
- 3 Cutting-edge taste expertise
- 4 Innovative formats and technologies
- 5 Solutions in age-related conditions

**Your end-to-end partner in
Medical Nutrition innovation**

Nutrition has the power to help health last longer

From individuals living with health conditions to those navigating age-related changes, millions of people around the world rely on medical nutrition or other specialized nutrition solutions to help maintain their health, recovery, and well-being.

However, many of these people struggle to keep up with sustained and consistent usage of these products, for a variety of reasons. **However, many of these people struggle to maintain sustained, consistent use of these products for a variety of reasons. Reduced appetite or difficulty eating (caused by their condition), flavor or volume fatigue, unpleasant taste experiences, and altered sensory perceptions all create compliance barriers that can prevent optimal, lasting health outcomes.**

We believe that daily essential nutrition should never feel like a burden.

That's why we're committed to making it easier, more enjoyable, and as effective as possible.

Creating transformative solutions that help health last longer takes more than just ingredients. It takes a unique approach led by humans needs, grounded in insights, and powered by science. By combining the essential (health benefits) and the desirable (product adherence), we can co-create palatable and enjoyable nutrition solutions designed to enhance nutritional intake and transform health outcomes for those who need them most.



Our recipe for your success: A unique approach to elevating nutritional care

Science-backed ingredients portfolio



1

Tailored Premix solutions



2

Cutting-edge Taste expertise



3

Innovative formats and technologies



4

Solutions in age-related declines



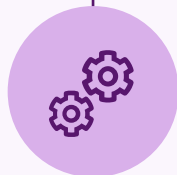
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Our unique expertise

Your winning solution



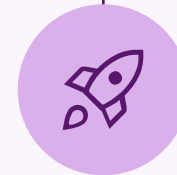
Meaningful benefits



New rationale for differentiation



Superior experiences



Productivity gains



Incremental penetration

1



Science-backed ingredients portfolio

At the core of transformative nutritional solutions are science-backed ingredients that deliver essential health benefits.

Our broader-than-ever portfolio of high-quality nutritional ingredients and proprietary combinations are suitable for addressing a comprehensive range of health areas and a variety of human-inspired novel formats.

Hero ingredients

- ✓ Biotics
- ✓ Proteins & Amino acids
- ✓ Vitamins & Minerals
- ✓ Nutritional Lipids
- ✓ Novel ingredients



2



Tailored Premix solutions

We understand that developing and launching new solutions is a complex and timely process.

That's why we go beyond ingredients to offer fully customizable Premix solutions designed to flex and fit every customer need; all so that you can innovate with efficiency, consistency, and impact.

Our Premix solutions can bring together select nutrients and flavors into a uniform custom blend. Enabled by advanced powder technologies and backed by formulation expertise, we can help to supercharge the performance and acceptance of your products, to unlock their full potential.

We take pride in developing and manufacturing safe and effective products that meet—or exceed—industry standards at every step of the product lifecycle. The high bar we set for quality and safety enables you to navigate regulatory compliance requirements and develop impactful nutritional solutions with confidence.

Your trusted partner in Premix innovation—helping to optimize development timing, target nutrition levels, final product experience, and compliance

13 premix plants

1000+ production experts

50+ formulation specialists

**100,000+ custom nutrient
premix formulas developed**

10 blender types

**3x larger premix site
footprint than the next three
premix competitors combined**



Premixes powered by Advanced Powder Technologies

With expert knowledge and cutting-edge powder technology (material conditioning), we have designed Premix solutions that are optimized for many different product formats, helping you overcome development hurdles and enhancing the stability, bioavailability, and acceptance of your formulations.



Stability & Oxidation



Taste & Palatability



Moisture Control



Uniformity & Mixing



Solubility & Dilution



Compression & Flowability

A condition-specific approach to science-based Premix concepts

Taking a human-centric and condition-specific approach to medical nutrition innovation enables you to develop targeted and appealing solutions that address the special nutritional needs associated with specific disease states.

This strategy can make a profound difference to medical nutrition acceptance and compliance, giving consumers and patients the best possible nutritional care and supporting positive health outcomes.

Powered by the latest nutritional science, proprietary consumer and patient insights, and medical nutrition expertise, our condition-specific Premix solutions enable you to efficiently develop medical nutrition products with benefits that truly resonate.

Snapshot of some of our science-based Premix concepts:

- 1 Sarcopenia**
- 2 Perioperative care**
- 3 Cancer cachexia**
- 4 Cognitive impairment**
- 5 Immune health in the elderly**
- 6 Chronic wounds**



Cutting-edge taste expertise

Compliance or adherence to nutritional intervention is a major determining factor of health outcomes—because nutritional care is only effective if it's fully embraced. While many contextual and personal elements can influence adherence, improving overall product experience can play a key role in enhancing compliance. And one key aspect of this is a product's taste and sensory experience.

No matter the format, there are opportunities to improve taste, experience, adherence, and therefore, health outcomes.

49% of people who did not adhere to nutritional care in food format,

50% of people who discontinued their drink based nutritional care,

32% of people who stopped taking dietary supplements,

...cite taste as a major reason.*





Let's work together to offer more enjoyable health experiences to consumers and patients.

We can help you address key taste and sensory challenges identified by medical nutrition consumers:

42% want a wider variety of flavor modes available

47% think products could be made tastier

50% are seeking products that look more like 'everyday' food and drink**

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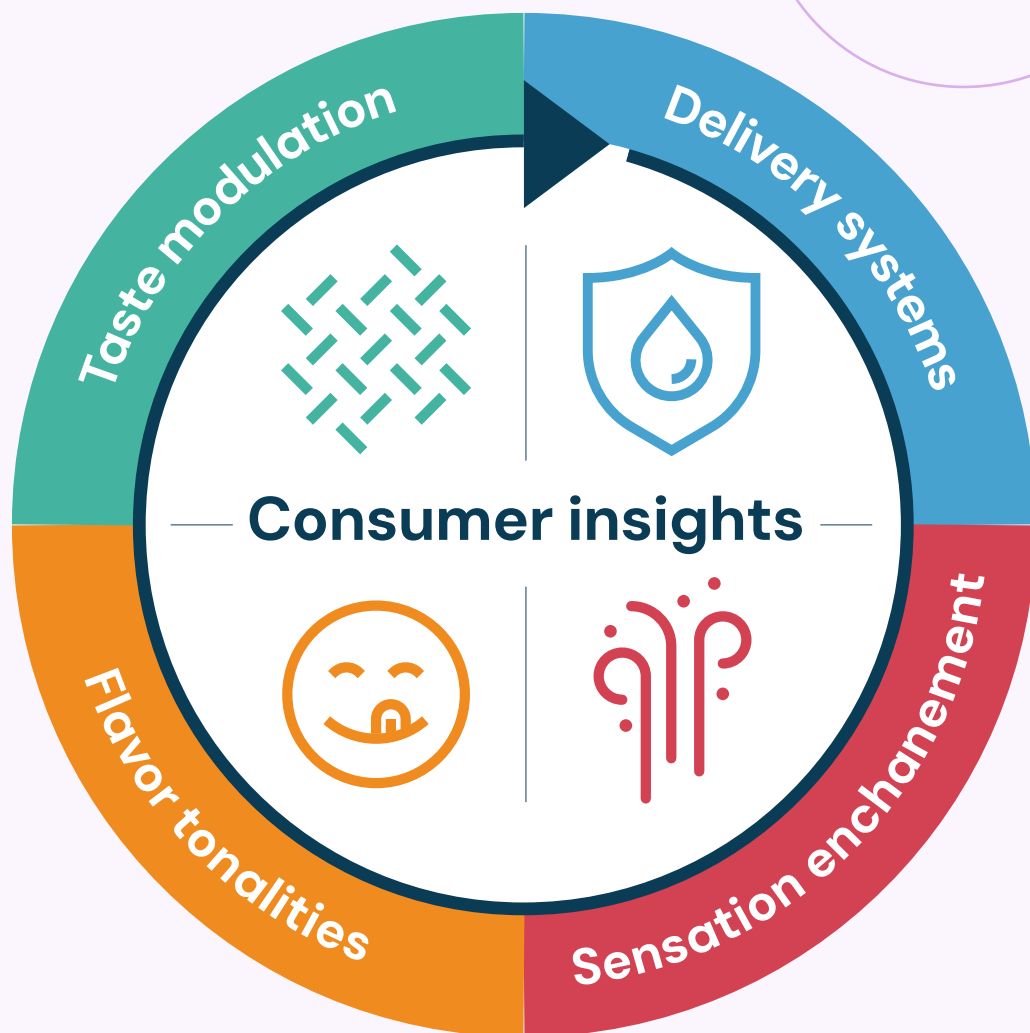
Source: FMCG Gurus: Medical Nutrition survey series 2023. "You state that you didn't complete the recommended course of your products. Why was this?"

N=12000, 12 countries, respondents >35 y.o, diagnosed with a health problem that requires medical attention

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Source: FMCG Gurus: Medical Nutrition survey series 2023. "How do you think medical nutrition products, specifically designed to help with disease recovery and health, can be improved?"

N=12000, 12 countries, respondents >35 y.o, diagnosed with a health problem that requires medical attention



Take compliance to the next level with world-class Flavors and Taste modulation expertise

We offer a range of **innovative Taste solutions** to address any flavor or sensory challenge, ensuring your product is truly enjoyable, without compromise. Our breakthrough solutions are designed with people in mind, to help you break down compliance barriers.

Our team of world-renowned experts in Flavors and Taste modulation capabilities are dedicated to helping you address the unique requirements of people who rely on nutritional care—from leveraging taste-masking solutions to address unpleasant off-notes and aftertastes, to tackling flavor fatigue with countless combinations and formulations. Discover our complete portfolio of flavor tonalities, taste modulation solutions, and sensory services, built on deep consumer and patient insights and a rich heritage in pioneering industry-leading taste innovations.

100+ flavorists

11 sensory facilities worldwide

130,000 flavors

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Innovative formats and technologies

Pioneering delivery solutions that enable 'nutrition your way'

To transform nutritional intake for people who need it most, we put experience and flexibility first with solutions that fit real lives and preferences—empowering individuals to consume nutrition their way.

Mix-in protein granules powered by SIT™ (Sprinkle It Technology)

Our breakthrough solution offers easy, enjoyable, and versatile protein enrichment for people with specialized nutritional needs. Simply add the granules to preferred foods, meals, or snacks for a revolutionary protein intake experience and enhanced dietary compliance.

Why is this unique?

- ✓ Very compact solution—for high-density protein delivery and excellent nutritional quality.
- ✓ Overcomes nutrient intake barriers—like loss of appetite or difficulties consuming protein often seen in older adults, GLP-1 users, or cancer patients.
- ✓ Enables a food-first approach—with no lumps, no dust, no chalky mouthfeel, and a neutral taste, it can be mixed into a variety of meals and snacks.

Advanced concentration technologies for enhanced ingredient potency

Combat volume fatigue—a key compliance barrier—with high-potency, highly bioavailable, and fast-soluble ingredients that deliver a big impact, at a smaller dose.

life's® OMEGA portfolio

life's® OMEGA is the first and only commercially available plant-based omega-3 that delivers all the benefits of EPA and DHA in the same ratio as traditional fish oil, in a single, quality source. The switch from fish to algal-sources lipids has never been easier! Experience higher potency with **40% less volume** than traditional fish oil. Our portfolio now features *life's*® OMEGA O3O2O, the most potent omega-3s in our *life's*® range ever.

Vertis™ CanolaPRO®

A breakthrough plant-powered protein blending solution that allows you to deliver **more protein** and **optimal amino acid profile**. And there's no need to compromise on sensory experience—Vertis™ CanolaPRO® offers enhanced taste to help offset and reduce off-notes, and improved texture with high solubility to allow smoother mouthfeel.

ampli-D®

This advanced, potent, and highly bioavailable form of vitamin D is clinically proven to raise vitamin D levels at least **2.5x faster**^{1,2} and more effectively than ordinary vitamin D on the market—unlocking the benefits of 'the sunshine vitamin' in days and weeks, not months.

1. Graeff-Armas, L.A. et al. "Supplemental 25-hydroxycholecalciferol is more effective than cholecalciferol in raising serum 25-hydroxyvitamin D concentrations in older adults." *The Journal of nutrition* 150, no. 1 (2020): 73–81.
2. Vaes, A.M.M. et al. "Dose–response effects of supplementation with calcifediol on serum 25-hydroxyvitamin D status and its metabolites: a randomized controlled trial in older adults." *Clinical nutrition* 37, no. 3 (2018): 808–814.

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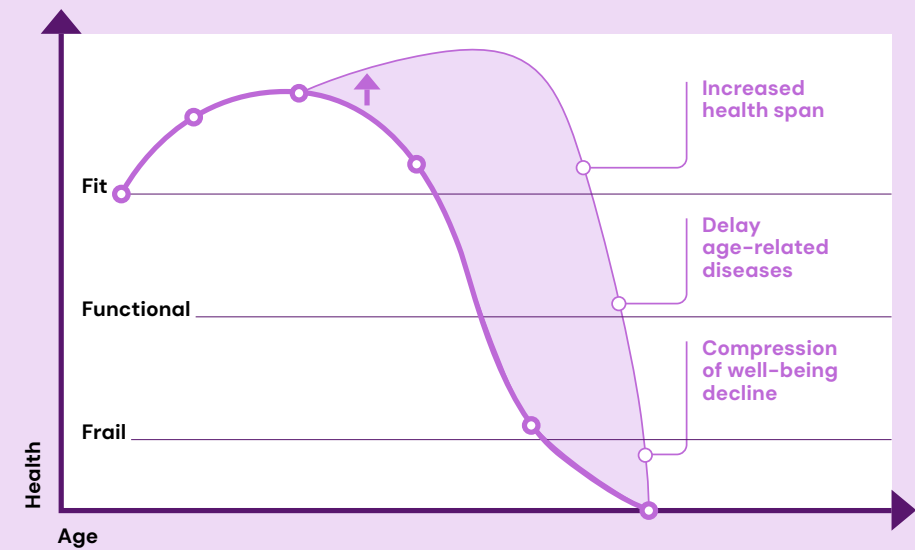
Solutions for age-related conditions

With an aging global population, early nutritional support is more important than ever. Yet too often, nutritional intervention happens only after significant changes have set in—for example, when muscle and strength declines result in sarcopenia. This delay accelerates the need for medical nutrition.

There's substantial untapped potential to address age-related challenges before disease or frailty manifests, which may help to slow physical and cognitive declines. Together, we can give people the power to stay active and independent for longer—helping to bridge the gap between health span and lifespan.

Improving healthspan

Typically health declines slowly, then more quickly



The Longevity Lab <https://thelongevitylab.com.au/reverse-ageing/>



Life expectancy



Health life expectancy

10 years in 'not good' health

<https://data.who.int/indicators/i/48D9BOC/C64284D>



Redefine what's possible in the Medical Nutrition market—and beyond

As worldwide nutritional needs evolve, so do we. With a broader-than-ever portfolio of powerful ingredients, world-leading Flavors and Taste modulation capabilities, and deep-rooted expertise in Premix solutions, we're not just keeping pace—we're leading the way.

When you partner with dsm-firmenich, you get an expert that goes beyond the essential, to co-create forward-thinking concepts that rise to today's health demands—and solutions that address not only medical conditions but also health challenges of the aging population.

Reach out today to begin exploring how together we can help aging adults stay healthier and happier for longer.

Together, we can make health last longer through the power of nutrition

dsm-firmenich is your end-to-end solutions provider and innovation partner in the medical nutrition market—and beyond. We work with you to develop palatable nutrition solutions that enhance intake and transform health outcomes for those most in need.



Get started at:
www.dsm-firmenich.com/medicalnutrition
or scan here

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