



## Purpose-led medical nutrition solutions

Deliver medical nutrition solutions that champion the health of patients and the elderly with special nutritional needs.

### Where others see products, we see purpose.

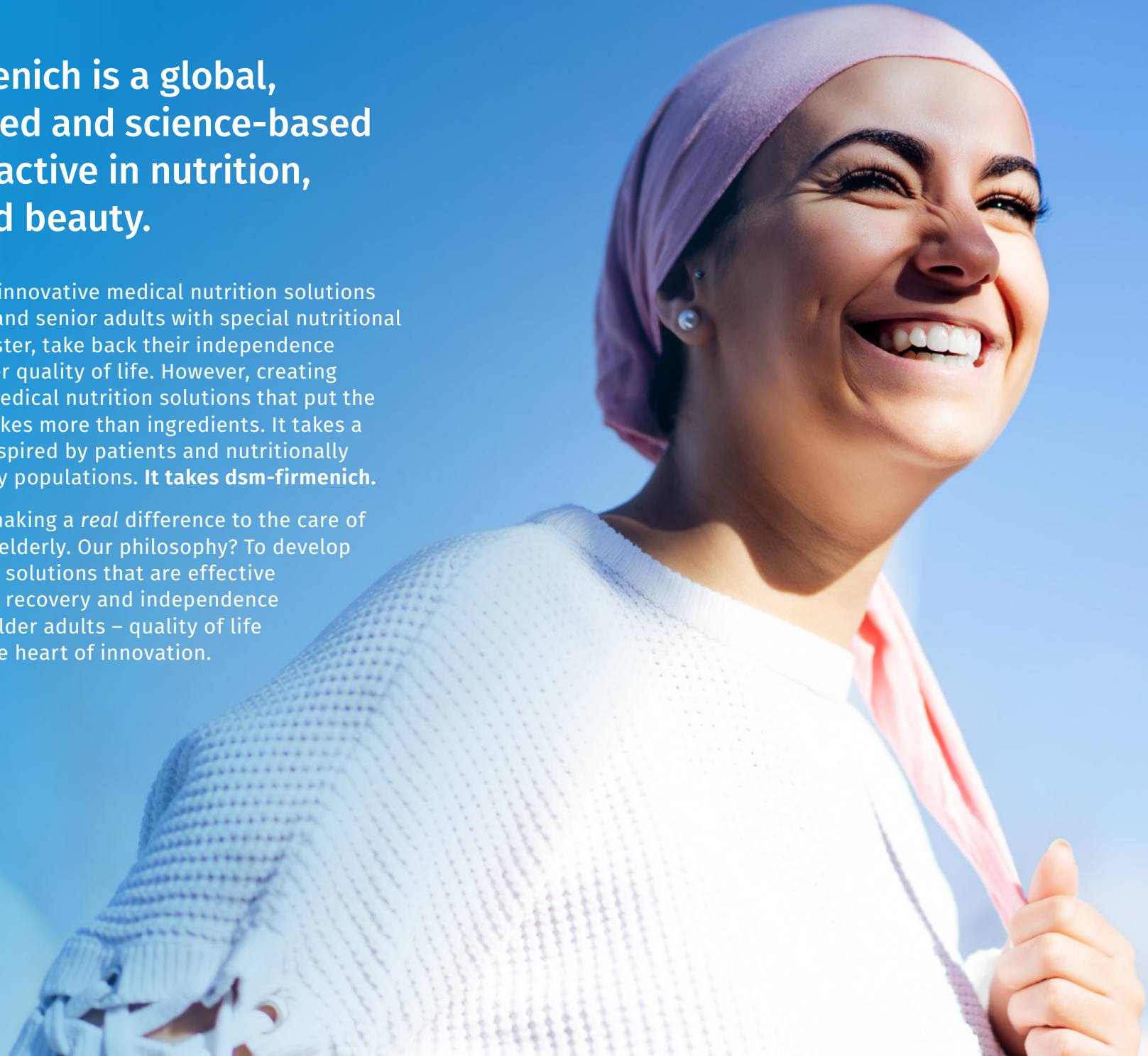
For patients and senior adults, purpose is the independence to live life to the fullest. For dsm-firmenich, it's elevated nutritional care, better compliance and improved quality of life for patients of all ages and the elderly.



# dsm-firmenich is a global, purpose-led and science-based company active in nutrition, health and beauty.

The world needs innovative medical nutrition solutions to help patients and senior adults with special nutritional needs recover faster, take back their independence and enjoy a better quality of life. However, creating transformative medical nutrition solutions that put the individual first takes more than ingredients. It takes a partner that is inspired by patients and nutritionally vulnerable elderly populations. **It takes dsm-firmenich.**

We're driven by making a *real* difference to the care of patients and the elderly. Our philosophy? To develop medical nutrition solutions that are effective in supporting the recovery and independence of patients and older adults – quality of life needs to be at the heart of innovation.







**When you partner with dsm-firmenich, you get a dynamic and innovative expert that is passionate about supporting the health of patients and the elderly with targeted, palatable and compliant medical nutrition products; that benefit people, planet and profit.**

We are an end-to-end solutions provider that can support you from concept to patient. Combining high quality products, customized solutions and expert services, we've created an ecosystem designed to help you succeed in the medical nutrition marketplace.

**The dsm-firmenich difference?** Taking a human-centric approach is central to everything we do – because for us, this is the only way to address the unique nutritional needs and preferences of patients of all ages and senior adults.



# The food-first approach

**To elevate nutritional care in individuals with medical nutrition needs, DSM-Firmenich strongly believes that taking a food-first approach – where possible – is critical.**

Food-first means encouraging the consumption of nutritious meals or fortified foods first and foremost to optimize nutritional status. Where this method is not possible, other medical nutrition interventions, such as enteral nutrition (sip and tube feeding), are essential to ensure patients are receiving the nutritional care they require.

The food-first philosophy is also about educating and empowering those directly involved in patient care to help them identify and manage malnourishment. With this knowledge, they can then implement appropriate care plans so that key barriers to nutritional intake are defined for each individual and the issue can be addressed holistically.



# High quality products

**Our aim is to improve patients' quality of life through the best nutrition possible – and at the core of this is our complete portfolio of high quality nutritional ingredients.**

We take pride in developing and manufacturing safe and effective products that meet or exceed industry standards at every step of the lifecycle. Our quality and safety criteria are unparalleled in the industry, allowing us to help you meet demands for stricter specifications and complex regulatory requirements.





Our ingredients are suitable for a broad range of medical nutrition formulations – including fortified foods, oral nutritional supplements, enteral tube feeding and parenteral nutrition.



Vitamins



Minerals



Nutritional lipids



Plant proteins



Amino acids



Hydrocolloids



Other nutraceuticals and flavors

## Make an impact with next generation, sustainable ingredient solutions

- **ampli-D®**: 3x faster, more bioavailable and more effective source of vitamin D with a strong clinical data in elderly and diseased population.
- **life's™OMEGA**: the first and only commercially available plant-based omega-3 that delivers the benefits of eicosapentaenoic acid (EPA) and docosahexaenoic acid (DHA) fatty acids in a single, quality source.
- **CanolaPRO**: a sustainable, plant-based protein source from the canola (rapeseed) plant that is high in nutrition, easy to digest and delivers a clean taste with a good texture and smooth mouthfeel. It may support mobility during aging.

# More than ingredients

**No two patients are the same.  
And neither should your products be.**

We go beyond ingredients to take medical nutrition to the next level; and innovation is the engine that gets us there. Our offering includes customized solutions paired with unmatched formulation and application capabilities, scientific knowledge, regulatory expertise and marketing services aimed at simplifying your entire value chain, increasing speed to market and supporting greater business growth.

What does this mean for you? More time to focus on what truly matters – delivering purpose-led solutions that put patients and the elderly first. Discover how our end-to-end capabilities available across our global network are designed to support customers from **ideation to launch – and beyond.**



# Championing change through collaboration

As part of our commitment to innovation through collaboration, we have created a network of strategic partnerships that brings new insights and knowledge to help us tackle product development challenges in bioavailability, stability and compliance.



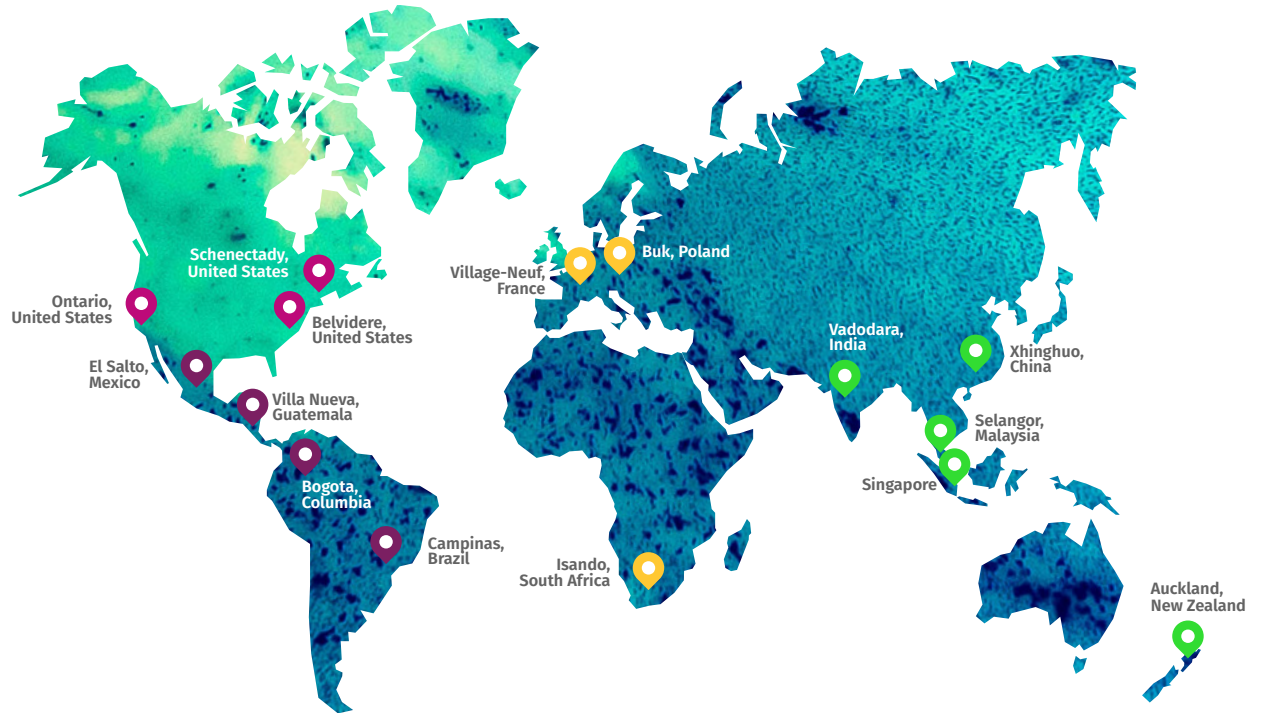


# Customized solutions

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

That's why we go beyond products to offer turnkey, customized solutions designed to help bring you to market faster, more efficiently and with enduring success.

As the only vertically integrated vitamin and premix manufacturer globally, we offer superior reliability and sustainability of supply powered by 1,000+ production experts and 15 state-of-the-art premix facilities strategically located around the world.



**1,000+**  
production  
experts

**50+**  
formulation  
and application  
specialists

**15**  
state-of-the-art  
premix facilities

## 1. Premix Solutions

Bringing broad global capabilities, we have the ability to formulate premixes including vitamins and minerals in one single, efficient and homogenous mix. Featuring science-backed ingredients and condition-specific concepts, our premix solutions are specially designed to optimize nutrition status and the quality of life of patients and the elderly.

They're also fully customizable to meet your every product development need. This means we can adapt, flex and fit our premix solution offerings to match any business, challenge or ambition.

### Inspire what's possible: explore our concepts

Taking a disease-specific approach to innovation enables manufacturers to develop targeted and appealing solutions that address the special nutritional requirements presented in different patient groups.

We have identified new opportunities to address the unique needs of patients across multiple important health conditions. Our condition-specific concepts – 7 in total – are built on science-based premixes and exclusive consumer insights.





## 1 Sarcopenia

Customized premixes to support improved muscle strength and mobility in individuals with sarcopenia – defined as a loss of muscle mass, strength and function and a major public health concern in senior adults and clinical settings.

## 2 Perioperative care

Malnutrition is a serious risk factor for surgical complications, longer hospital stays and infection. We've developed a nutritional solution that supports positive outcomes in surgical patients by providing the nutrients they need at this critical time.

## 3 Cancer cachexia

Medical nutrition solutions can help to lower the risk of cancer cachexia – a prevalent wasting condition in patients with cancer; supporting quality of life and improved health outcomes.

## 4 Cognitive impairment

Cognitive performance and mental wellbeing are among the greatest medical challenges facing the world's aging population. That's why we've created a concept that targets the maintenance of normal brain health.

## 5 Chronic kidney diseases (CKD)

CKD is a long-term condition often associated with getting older. Medical nutrition therapy with protein reduction is an important pillar in the management of patients with chronic renal failure and may improve overall patient outcomes.

## 6 Immune health in the elderly

Poor immune function in senior adults can impact health and recovery. Optimal nutrition is critical for the proper function of immune cells – thus delivering the right nutritional care in the elderly can support healthy immune function and help them stay healthier for longer.

## 7 Chronic wounds

A concept intended for the nutritional management of patients with diabetic foot ulcers. It supports wound healing by delivering nutrients for healthy skin and muscles.


## 2. Market-ready Solutions

Want to go beyond multi-ingredient premix solutions and get to market even faster? Our all-in-one finished Market-ready Solutions offer fast-tracked innovation that will push your medical nutrition product to the next frontier.

Our turnkey solutions deliver quality finished products using world-renowned research, unique technology and proprietary ingredients – powered by our end-to-end expert services. We generate game-changing medical nutrition solutions that are 100% finished and delivered in planet-friendly packaging, allowing you to bring purpose-led solutions to patients and older adults locally, regionally and globally – with ease and speed.





A close-up photograph showing a hand at the top center, sprinkling small, white, granular particles onto a white bowl of pasta. The pasta is a short, tubular shape, possibly penne or farfalle, and is mixed with a red tomato-based sauce and various vegetables like green bell peppers and red onions. The bowl is placed on a light-colored wooden surface. The background is softly blurred, showing more of the wooden surface and some out-of-focus red objects, possibly tomatoes. A blue text box is overlaid on the left side of the image.

**Our proprietary customized food fortifiers are a unique extruded format for the medical nutrition space. Delivering micronutrient blends in convenient granular form – differentiating the solution in a market saturated by tablets and capsules – they are user friendly, sustainable and importantly, developed with older people in mind. Simply sprinkle over any food to unlock its health benefits.**

# Expert services

We're passionate about solving your greatest challenges in the medical nutrition arena. Our leading end-to-end expert services are designed to propel your product development forward in dynamic and complex markets.

- 1 Formulation & application:** We can create consumer-inspired concepts with tailored ingredient mixes and format expertise to deliver solutions that are appealing, palatable and help to overcome common barriers to nutritional intake in patients and the elderly.
- 2 Insights and marketing:** In-depth research and proprietary insights are the key to human-centric innovation; and ultimately unlocking the best possible care for patients and older adults. Our insights and marketing experts can provide support every step of the way, helping to create and successfully launch patient-inspired products.
- 3 Regulatory & quality:** We take pride in developing, manufacturing and delivering safe products that are compliant in complex regulatory frameworks.
- 4 Scientific services:** We understand the complex nutritional and clinical needs of patients and the elderly by remaining at the forefront of new and exciting developments in the field; but we're also passionate about developing cutting-edge science in the medical nutrition sector.



## Inspiring better nutritional solutions

In order to appeal to senior adults, it's important that medical nutrition products can be easily incorporated into normal meals (or meal-times) or are available in a range of dosages, delivery formats, flavors and textures that are familiar to the older population. As an innovation partner, we work closely with our customers – and key decision makers in care homes – to identify the barriers to medical nutrition compliance, champion the voice of the elderly and explore solutions to support nutritional care in this generation.





# Partner with dsm-firmenich

dsm-firmenich is passionate about supporting the nutritional needs of all patients and older adults. We continue to push new boundaries in the medical nutrition space – with the heart of patients always front of mind.

This takes more than ingredients. **It takes a partner driven by purpose.** An expert that delves deeper into patient insights to understand the needs, barriers and solutions to the best nutritional care.

**We're helping medical nutrition brands stay one step ahead with proprietary insights, a dynamic innovation pipeline and unique expert services – guiding product development from concept to launch, and beyond.**

## Get in touch

Partner with dsm-firmenich for access to our broad portfolio of high quality ingredients, customized solutions and expert services aimed at supporting you across your entire product development journey.

Looking to have a conversation with dsm-firmenich?  
**Contact us.**



# Your expert, end-to-end partner

Want further insights or information about how dsm-firmenich can support you in the development of innovative, appealing medical nutrition solutions that will meet the unique and complex needs of patients and the elderly?

Get started at: [dsm-medicalnutrition.com](https://dsm-medicalnutrition.com) or scan here



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