



Cognis: Green specialty chemicals supplier with a particular focus on wellness and sustainability

Cognis is a worldwide supplier of **specialty chemicals and nutritional ingredients, with a particular focus on the areas of wellness and sustainability**. The company employs **about 5,500 people**, and it operates **production sites and service centers in 30 countries**. Cognis has dedicated its activities to a **high level of sustainability** and provides value adding solutions and products based on renewable raw materials. The company serves the **food, nutrition and healthcare markets**, and the **cosmetics, detergents and cleaners industries**. Another main focus is on products for a number of other industries, such as **coatings and inks, lubricants, as well as agriculture and mining**.

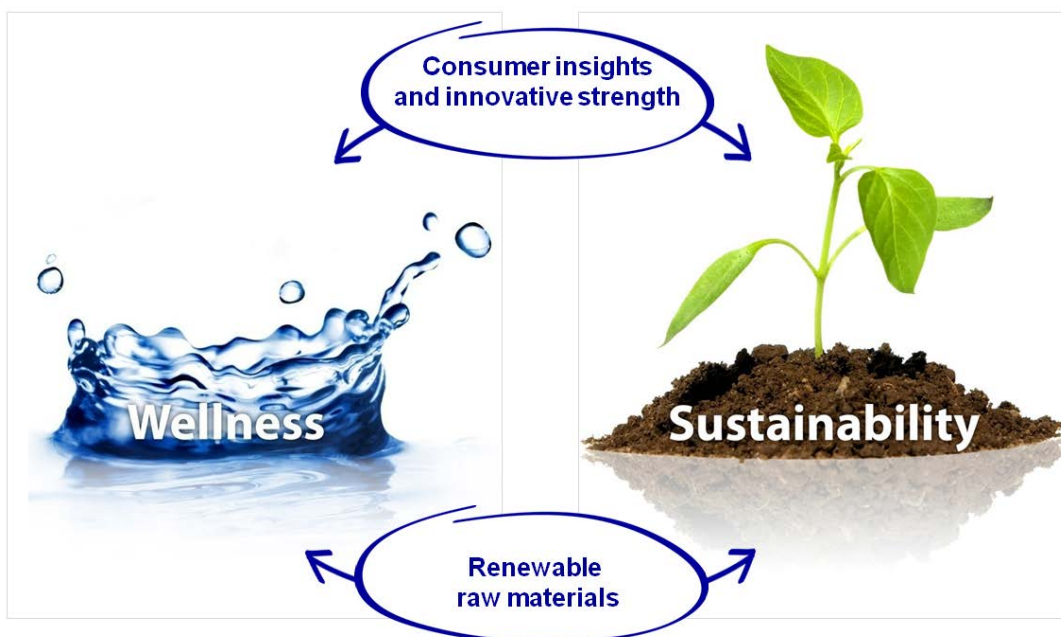
Cognis is part of the BASF Group, the world's leading chemical company. In 2009, Cognis recorded **sales of about 2.6 billion euros and an Adjusted EBITDA (operating result) of 364 million euros**.

Renewable raw materials, consumer insights and innovative strength for the development of high-performing solutions

An increasing awareness among people of the need to find balance between body, mind and spirit, along with being a good citizen by balancing economic demands with ecological and social compatibility, has given rise to two major trends: **wellness and sustainability**. Cognis is well placed to profit from these two megatrends and has turned them into a supporting pillar of its basic business strategy.

- Cognis has **more than 160 years of experience in specialty chemistry based on natural, renewable raw materials** (Emery, Dehydag, Henkel, Cognis).
- **About 50 percent of the raw materials** Cognis uses are **renewable** (natural oils and fats, plant extracts).
- Cognis follows the internationally recognized 24 principles of **Green Chemistry** (after P.T. Anastas & J.C. Warner, 1998) and **Green Engineering** (after P.T. Anastas and J.B. Zimmerman, 2003). They provide the framework for all decisions and orientation, especially for the development of new green concepts, products, and processes.

- Cognis does not merely supply industrial products, but thinks in holistic categories. Our particular strength lies in **combining comprehensive chemical and engineering know-how with a thorough understanding of the markets of our customers**. Cognis sees itself as an **initiator for new product ideas**.



Product portfolio and markets

Cognis' three strategic business units (SBUs) are aligned with the markets of our customers' customers. All three SBUs develop innovative solutions for the respective markets using a large share of natural, renewable raw materials and the expertise in specialty chemicals especially in surfactant and surface technology. At the same time, all three SBUs complement each other through in-depth knowledge of the relevant consumer markets.

- **Care Chemicals:** As a leading supplier of raw materials and specialties for personal and home care products as well as for industrial cleaning solutions, Cognis is a driving force in the market. Care Chemicals combines vast experience in specialty chemicals based on natural, renewable raw materials with innovative formulation expertise. This enables Care Chemicals to deliver ingredients and market-ready concepts that meet the growing demand for excellent performance and greenness.



- **Nutrition & Health:** With extensive expertise in active and non-active ingredients, Cognis generates highly effective solutions for the food, beverage, dietary supplement and pharma industries. The formulation know-how and deep insight into consumer needs make Nutrition & Health a driving force in the development of modern nutrition. Our targeted portfolio ranges from innovative food and functional food ingredients to winning concepts for dietary supplements and pharmaceutical products.
- **Functional Products:** With comprehensive knowledge and skills in surfactant chemistry and surface technologies, Cognis is a driving force in high-performance green chemistry for a range of industries. Functional Products is dedicated to serving the agricultural, coatings, lubricants and mining sectors with innovative and sustainable ingredients and formulations. Its broad and forward-looking portfolio meets the needs of industry in the 21st century.



carechemicals



nutrition&health



functionalproducts

- Hair / Body / Oral Care
- Skin Care
- Home Care
- Industrial & Institutional Cleaning
- Silicates

- Food & Beverages
- Dietary Supplements
- Pharmaceuticals & Healthcare

- Coatings
- Lubricants
- AgroSolutions
- Mining & Ion-Transfer Technology

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