





Safe harbor statement

This presentation contains forward-looking statements that reflect management's current views and expectations with respect to Chr. Hansen's future and potential financial performance.

Those forward-looking statements are based upon data and information currently available to the company, and on a variety of assumptions, many of which may be beyond our control and subject to risks and uncertainties that may cause the actual results of the Company or the industry to differ materially from such forward-looking statements.

The information, opinions and forward-looking statements contained in this document speak only as at the date of it and the company is under no obligation to publish any updates thereof except for what is required by applicable law or stock exchange rules and regulations.





Statement on Ukraine and Russia

We are appalled by the escalating violence in Ukraine and condemn the Russian invasion in the strongest possible terms. Our hearts and thoughts go out to the people of Ukraine.

As a global supplier to the food and health industries, we have responsibilities towards fulfilling the basic needs of civilians for food and health products, also in Russia. For now, we will therefore continue to supply only ingredients for basic food and human health products, in full respect of global sanctions. We are discontinuing supply of products that fall outside these categories.

We have decided that all profit from our continued operations in Chr. Hansen LLC, Russia during the conflict will be donated to humanitarian aid in support of Ukraine.

We continuously evaluate further potential changes in our activities as the situation develops. At the same time, we are specifically monitoring sanctions and people safety in the supply chain. Our top priority continues to be on the safety of our affected employees and their families in Ukraine.

Ukraine accounts for <1% and Russia/Belarus for 3-4% of Chr. Hansen Group revenue

No production or sourcing of critical raw materials



Strong performance in a challenging environment

Financial highlights Q2/YTD 2021/22

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ORGANIC GROWTH

14%

YTD 2021/22: 12%



EBIT MARGIN

before special items

27.7% (+0.7% vs. LY)

YTD 2021/22: 26.2% (+0.1% vs. LY)



FREE CASH FLOW

before acquisitions and special items

EUR 31m

YTD 2021/22: EUR 86m



Growth driven by core businesses; lighthouses on track

Strategic and operational highlights Q2/YTD 2021/22

2025 STRATEGY



REINVEST

Continued strong project execution in FC&E with high customer interest in productivity improvements



REINVEST

Growth in **Human Health** accelerated driven by market rebound, new wins and acquisitions



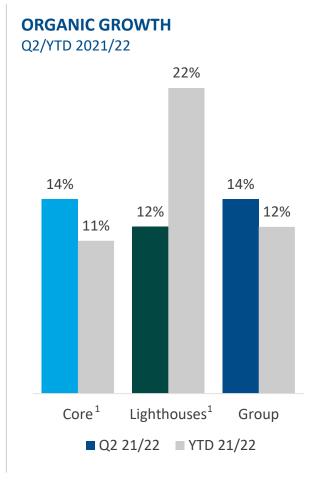
LEVERAGE

Plant Health with new product launches in Americas and APAC



GROUP

Price adjustments a key priority as inflationary pressures continued



¹ Core includes FC&E ex. Bioprotection and Fermented Plant Bases, Human Health and Animal Health. Lighthouses includes Bioprotection, Fermented Plant Bases, HMO and Plant Health.

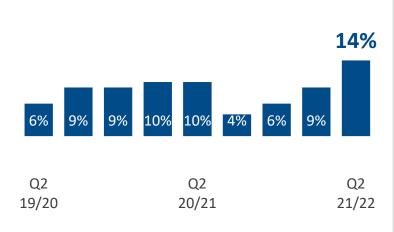


Continued solid growth in FC&E and accelerated growth in H&N

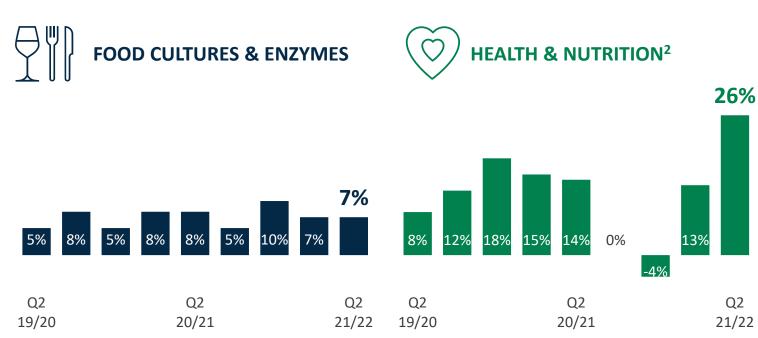
Sales performance by segment

Organic growth by business Q2/YTD 2021/22





| | VOLUME/ MIX | PRICE | FX | EUR GROWTH |
|-----|----------------|-------|-----|---------------|
| Q2 | +13% | +1% | +3% | +17% |
| YTD | +11% | +1% | +2% | +14% |



| | VOLUME/ MIX | PRICE | FX | EUR GROWTH |
|-----|----------------|-------|-----|---------------|
| Q2 | +6% | +1% | +1% | +8% |
| YTD | +6% | +1% | +1% | +8% |

| | VOLUME/ MIX | PRICE | FX | M&A | EUR GROWTH |
|-----|----------------|-------|-----|-----|---------------|
| Q2 | +27% | -1% | +6% | 0% | +33% |
| YTD | +21% | -1% | +4% | +1% | +25% |



¹ Historic figures refer to continuing operations (i.e., excluding Natural Colors).

² The acquisition of HSO HC is included in organic growth since Q3 2020/21 (closing April 2020), UAS Labs (closing July 2020) and Jennewein (closing October 2021) since Q1 2021/22.

Good progress in developed markets and improving momentum in EM

Sales performance by region

Organic growth by region Q2/YTD 2021/22

+12%

NORTH AMERICA

32% of revenue

YTD 2021/22: +12%

- Solid growth in FC&E driven by good momentum in cheese
- Very strong growth in H&N supported by high pre-launch activity

+17%

LATIN AMERICA

12% of revenue

YTD 2021/22: +13%

- Solid growth in FC&E partly due to a positive impact from pricing
- Very strong growth in H&N supported by Animal and Plant Health

+13%

EUROPE, MIDDLE EAST & AFRICA

36% of revenue

YTD 2021/22: +11%

- Solid growth in FC&E supported by good progress in the sales project pipeline
- Very strong growth in H&N supported by increased activity in traditional sales channels and strong HMO sales

+16%

ASIA-PACIFIC 20% of revenue

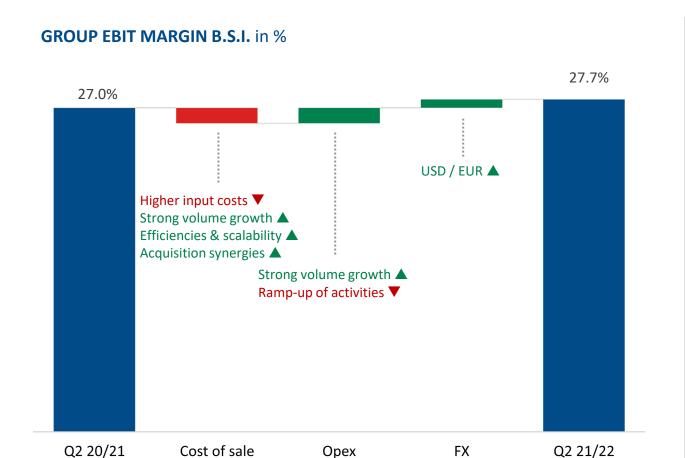
YTD 2021/22: +10%

- Solid growth in FC&E driven by strong momentum across geographies except for China which grew slightly
- Very strong growth in H&N supported by recent acquisitions and business wins in women's health

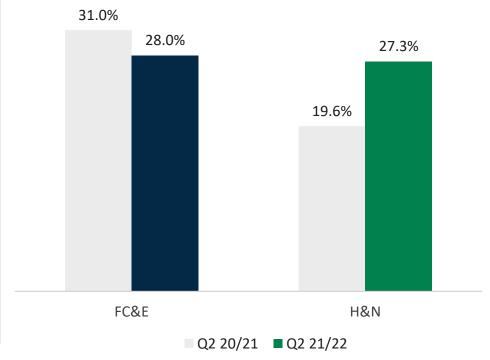


Inflationary pressures offset by strong volume growth and FX tailwind

EBIT margin b.s.i. Q2 2021/22



SEGMENT EBIT MARGIN B.S.I. in %





Cost base under pressure due to rising input costs and increased volatility

BREAK-DOWN OF COST BASE

Other cost of sales

All other production costs



Cost of materials

 Including raw materials, transportation, packaging and traded materials

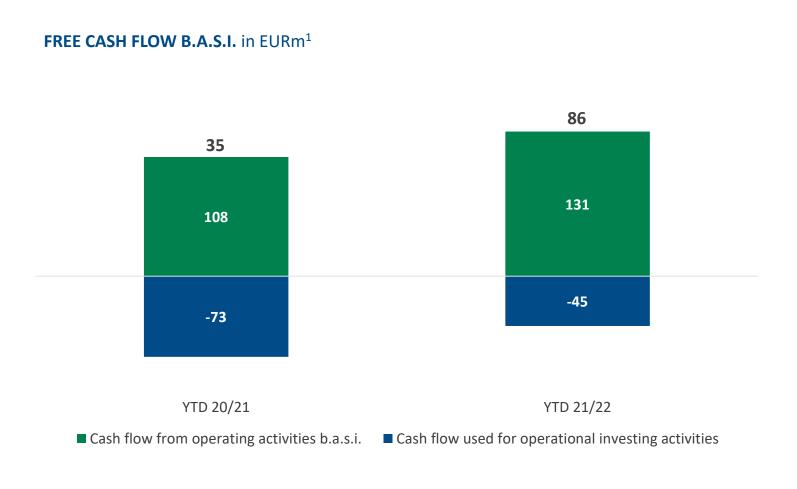
COMMENTS

- Continued inflationary pressure on key input costs such as raw materials, energy and logistics
- Key focus is securing availability of key materials
- Implementation of price adjustments progressing
 - 1st price increases implemented at the start of the calendar year; modest impact in Q2
 - Additional price surcharge to be implemented in H2
- Expect 2-3% pricing contribution for FY22 (vs. 1.5-2% previously)
- Short-term, EBIT margin will be negatively impacted as price increases are implemented with a timing delay



FCF b.a.s.i. above last year due to lower capex; ROIC impacted by M&A

Cash flow and investments



| | 20/21 YTD | 21/22 YTD |
|-----------|-----------|-----------|
| Group (O) | 22.1% | 22.6% |
| FC&E | 32.9% | 31.9% |
| H&N | 10.1% | 13.3% |



¹ Excl. impact from discontinued operations in 2020/21.

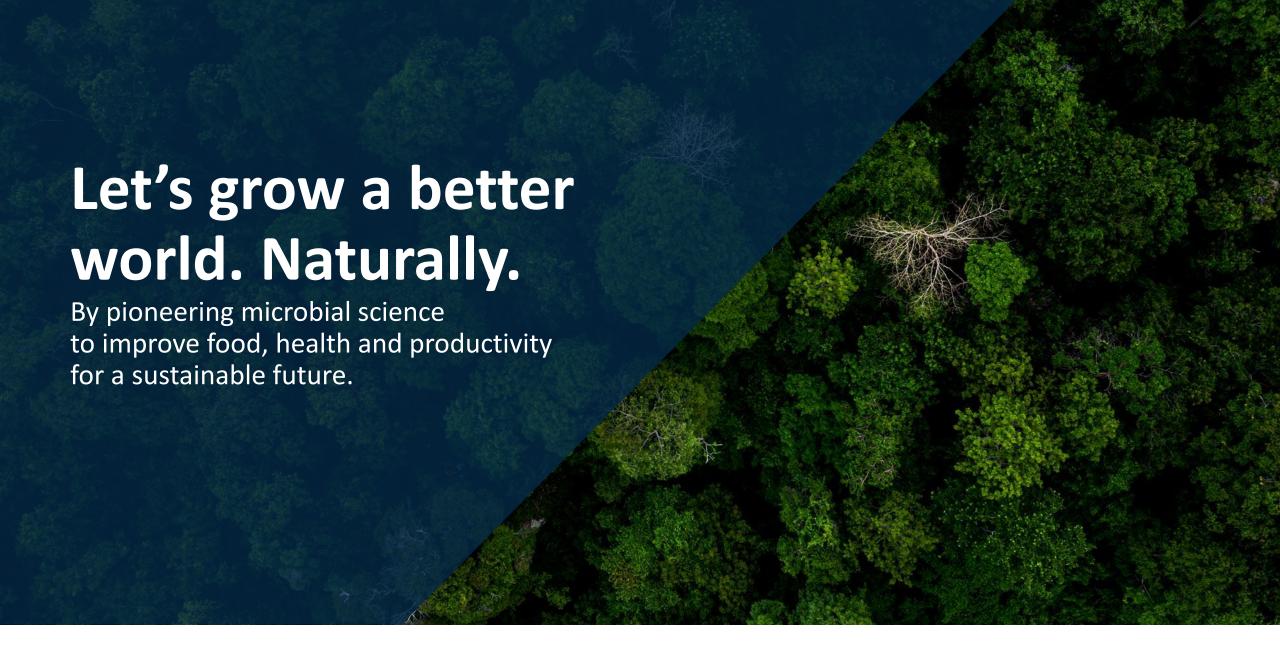
Guidance adjusted to reflect increased cost inflation and market volatility

2021/22 outlook

| | 2021/22 OUTLOOK ¹ Apr 6, 2022 | KEY DRIVERS for adjusted outlook | PREVIOUS OUTLOOK Jan 13, 2022 |
|-----------------------|---|--|-------------------------------|
| ORGANIC GROWTH | 7-11% | Strong sales momentum in Human Health ▲ Increased impact from pricing in H2, incl. EUR based pricing ▲ Lower sales in Ukraine, Russia/Belarus ▼ | 5-8% |
| EBIT MARGIN b.s.i. | 26-27% | Impact from higher raw materials, energy and logistic costs not fully captured in pricing due to timing delay ▼ Lower contributions from Ukraine, Russia/Belarus ▼ Impact from strong momentum in Human Health ▲ | 27-28% |
| FREE CASH FLOW b.s.i. | EUR 140-170m | Stable operating profit as higher revenue offset by lower margin ▶ Capex in line with last year ▶ | EUR 140-170m |

¹The outlook is based on constant currencies, no acquisitions, the current political and economic environment. Continued changes in the political and macroeconomic climate including additional sanctions supply disruptions, developments in raw material and other input costs such as energy may impact the outlook significantly in the second half of 2021/22.







What makes us stand out

Equity story highlights



A leading bioscience player with attractive competitive position



Attractive market growth supported by megatrends



Innovation-driven with <u>focused</u> microbial and fermentation technology capabilities



Sustainable products ('handprint')



Strong cash flow generation with clear capital allocation priorities



Chr. Hansen is a microbial and fermentation technology leader

with attractive competitive position across all its end markets



FOOD CULTURES & ENZYMES

EUR 701m revenue (65% of total) in 2020/21



Dairy



Food & Beverages





HEALTH & NUTRITION

EUR 377m revenue (35% of total) in 2020/21



Human Health & HMO



Animal & Plant Health



We are the preferred partner

for strategic value-added ingredients



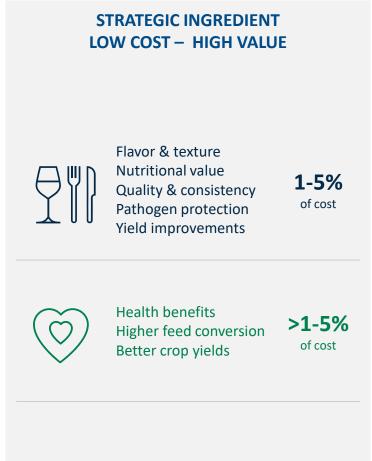
Quotes from customer survey

"The quality of products is definitely the best on the market."

"We receive excellent support from the technical team."

"Good professional team that goes beyond the traditional supplier - always offering the best service, speed of delivery and new market insights."







We operate globally

in Europe and US to

drive scalability

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with a centralized R&D and production set-up and a comprehensive network of application centers

GLOBAL FOOTPRINT AT A GLANCE Denmark Russia Czech Republic United States France Japan Turkey China Mexico India Colombia Singapore Brazil Australia South Africa Argentina **R&D** bundled in **Production** centralized **Application centers**

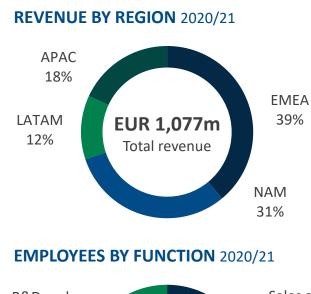
Denmark with hubs

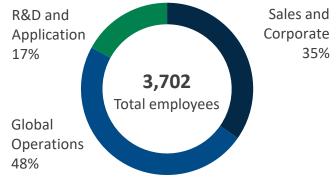
in Germany and India

close to customers in

all key markets

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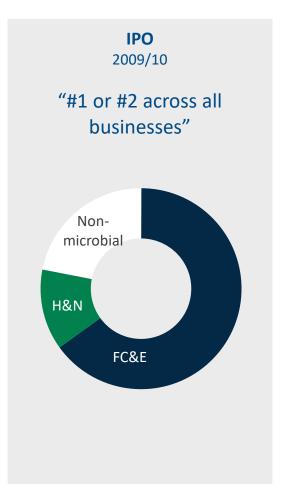


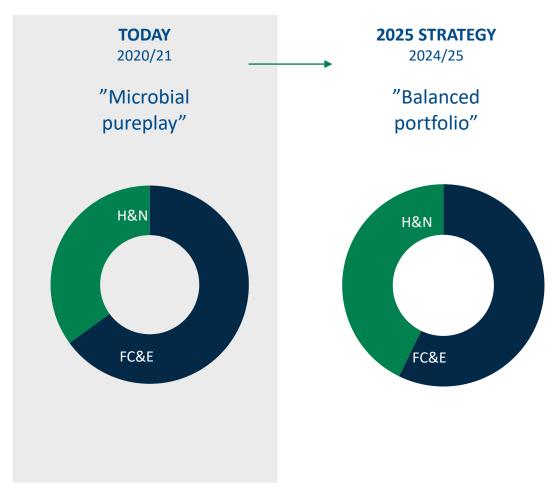


We have expanded our technology platform

over the past two decades whilst disposing non-core assets to become a microbial pureplay









2025 Strategy: Creating a differentiated bioscience company

with focus on microbial and fermentation technology platforms to grow a better world. Naturally.

Where to play LEVERAGE **LEVERAGE** Microbial Platform to expand into new areas **EXTEND** microbial and fermentation technology platforms through M&A and partnerships **REINVEST** in core platforms to defend and

How to win

| 1 CUSTOMERS | Further expand customer base and global reach and excel in customer centricity |
|--------------|--|
| 2 INNOVATION | Accelerate new product development and commercialization |
| 3 OPERATIONS | Realize scalability benefits and operational efficiencies |
| 4 PEOPLE | Safeguard culture and invest in talent management |
| 5 PURPOSE | Grow a better world. Naturally. |

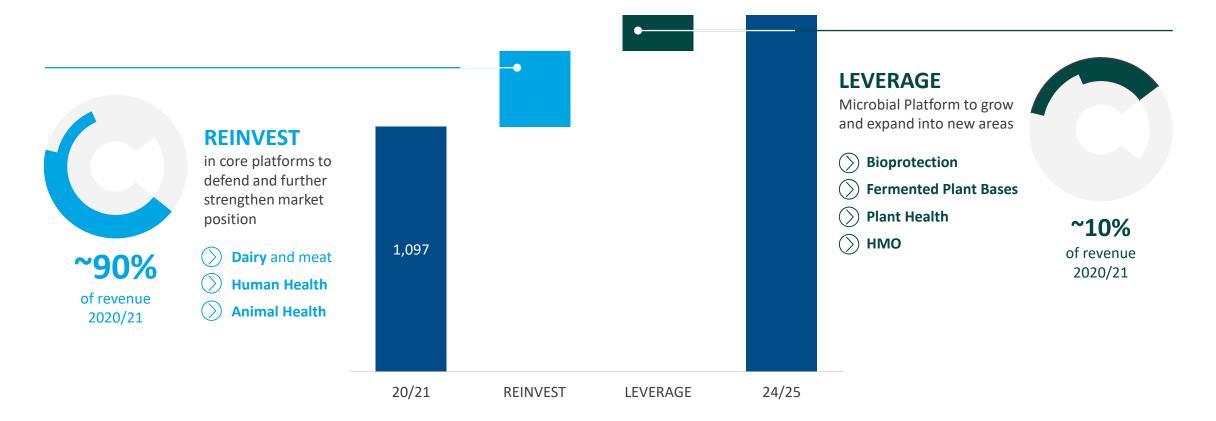


further strengthen market position

Core platforms will be the biggest absolute growth driver until 2025

while new growth areas are expected to grow faster than Group

ABSOLUTE GROWTH DRIVERS UNTIL FY25





We will continue to reinvest in our core FC&E business

to bring new innovations to customers and increase our share of wallet through upselling





Conversion in fermented milk ~80% (potential: 90%) and in cheese ~55% (potential: 75%)

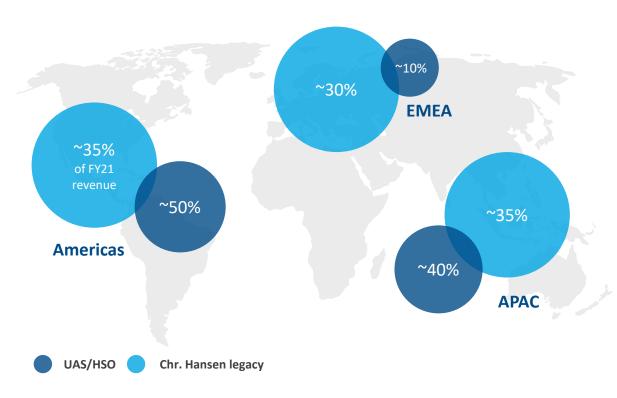


Human Health is uniquely positioned after the acquisitions

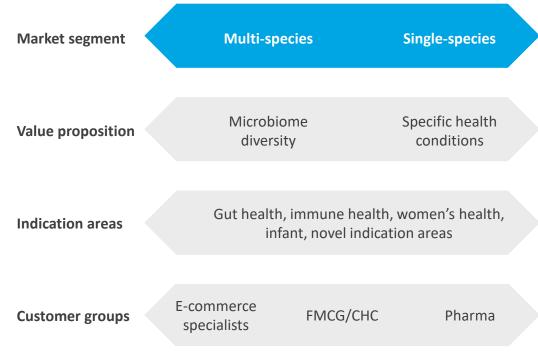
to serve a broader customer base and realize synergies



WE WILL LEVERAGE OUR GLOBAL COMMERCIAL CAPABILITIES TO ROLL OUR PRODUCT OFFERING OUT GLOBALLY....



... TO A BROADER CUSTOMER BASE IN DIFFERENT SEGMENTS, INDICATION AREAS AND CHANNELS





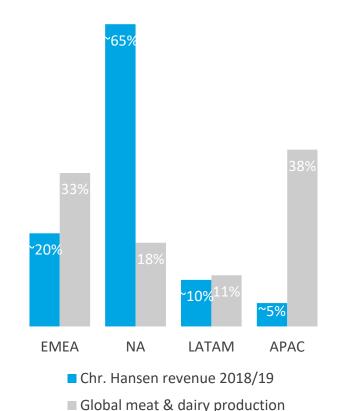
In Animal Health we will continue to expand our market presence

working with partners and direct accounts and rolling our products out globally



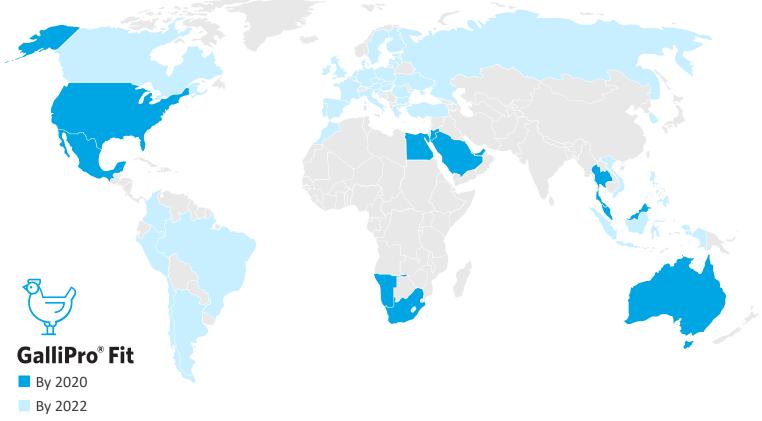
EXPANDING OUTSIDE OF NORTH AMERICA

Animal Health revenue vs. global meat and dairy production volumes by regions¹



GLOBAL ROLL-OUT OF PRODUCT PORTFOLIO

Example: Countries with (expected) registrations for GALLIPRO® Fit





¹ FAOSTAT (2018).

We leverage our technology platform to expand into new areas

and bring microbial solutions to food, health, pharma and farming markets



FOOD CULTURES & ENZYMES



Bioprotection
Reduce food
spoilage and increase
food safety



Fermented Plant Bases 'Fermented milk' alternatives and fermented beverages

HEALTH & NUTRITION



Plant Health Microbial crop protection for more sustainable farming



HMOPrebiotics for infant formula

BACTHERA 50/50 JV with Lonza



Live Biotherapeutics Contract development and manufacturing for live biotherapeutics



High growth in HMO market





STRONG UNDERLYING GROWTH DRIVERS



2020/21

- Acquisition of Jennewein with EUR 19m revenue in FY21 and ~120 employees
- Pioneer in HMO manufacturing with highly cost-competitive and IP protected downstream process



2020/21-21/22

- Establishment of HMO as separate, full value chain under H&N
- Production expanded to secure capacity short-term
- New Applied HMO team established and R&D center inaugurated



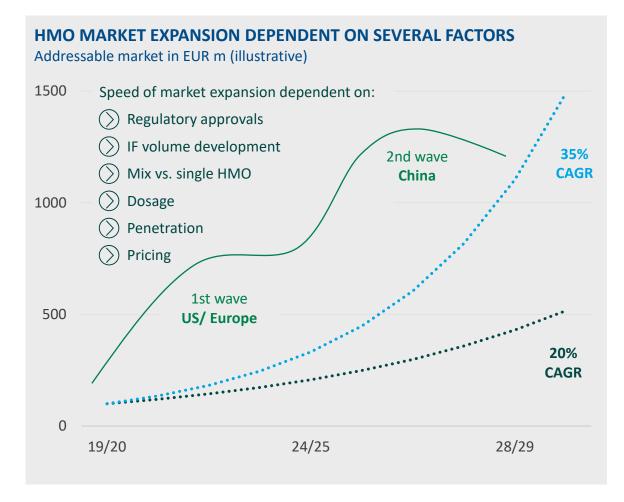
2022/23 - 24/25

- Build large-scale manufacturing site in Kalundborg; scale a key driver for HMO business to break even
- Secure regulatory approval of HMOs in China and registration of 5HMO mix for several markets



Beyond 2024/25

- Bring next generation HMOs to market
- Explore applications beyond infant formula e.g. supplements
- Develop synbiotics

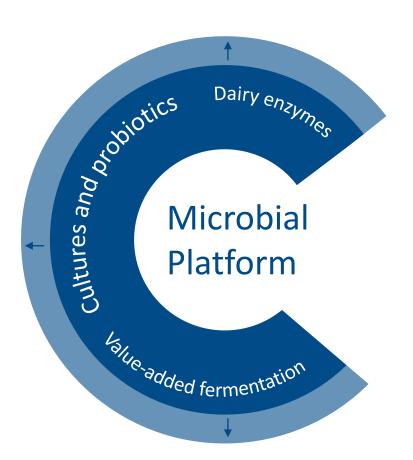




We extend our Microbial Platform

through M&A and partnerships





COMPLEMENTED WITH BOLT-ON ACQUISITIONS

2015 **DIAL** 2016 **NPC**

2016 **LGG**







2020 **HSO**



2020 UAS Labs



2020 **Jennewein**



STRONG NETWORK OF GLOBAL PARTNERS





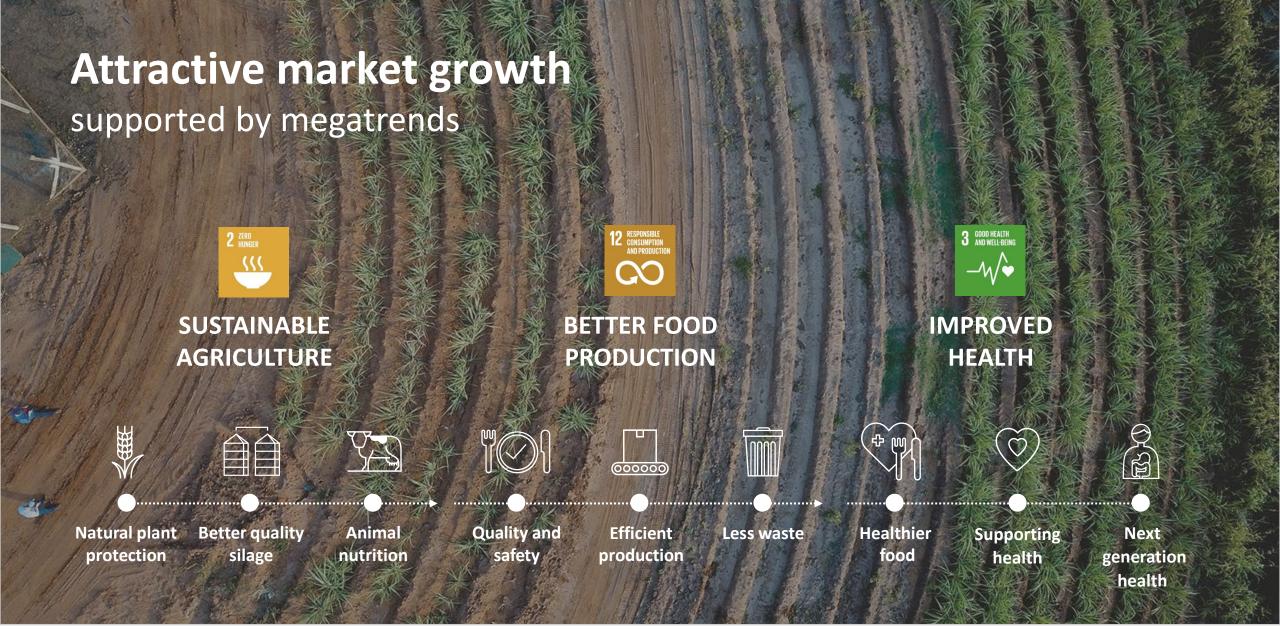














Our microbial solutions enable a more sustainable food system from farm to fork and contribute positively to the global health agenda

GLOBAL CHALLENGE¹

GROWING POPULATION

- +50% protein needed to feed 10bn in 2050
- · Growing consumerism in emerging markets

RESOURCE SCARCITY

- 75% of agricultural land used to produce 1/3 of protein
- 1/3 of food is wasted

CLIMATE CHANGE

- Industrialized animal ag stands for 15% of global emissions
- Global food system key driver for biodiversity loss

RISING HEALTH COSTS

- Number of people age 65+ to double by 2050
- Chronic diseases account for >50% of deaths worldwide
- Antimicrobial resistance top 10 global public health threat

MICROBIAL OPPORTUNITY



Increase dairy efficiency



Prevent food contamination



Better feed conversion in livestock



Less antibiotic growth promoters



New plant-based foods with lower carbon footprint



Alternatives to chemical crop protection



Healthier food

– less sugar, salt,
lactase and fat

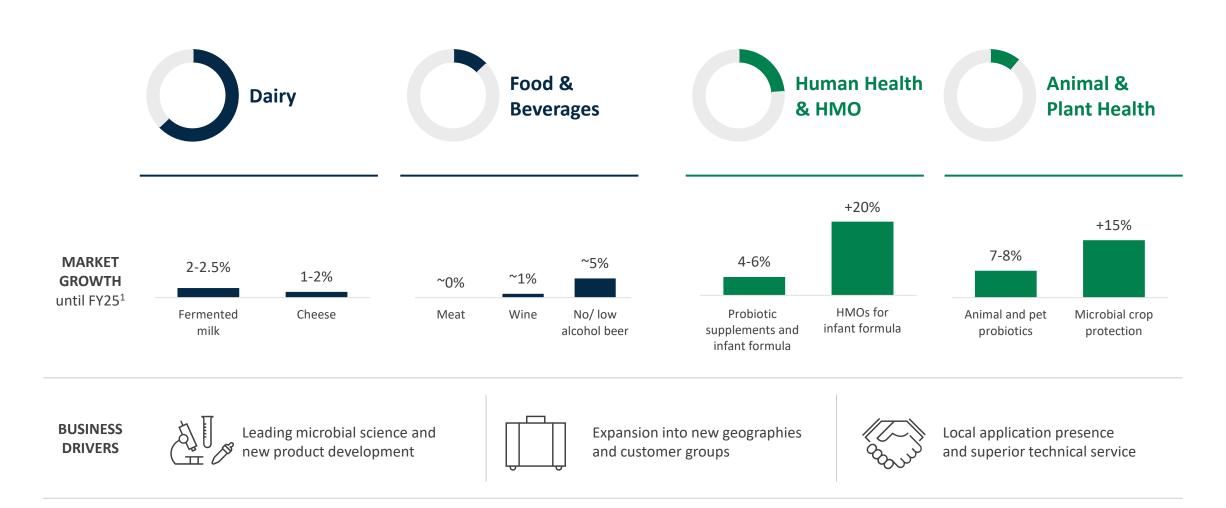


Health through nutrition – HMOs and probiotics



We aim to grow faster than our underlying markets

through our superior product offering, route-to-market expansion and customer proximity





¹ Sources: IDF, GIRA, Euromonitor, Markets and Markets, FAO statistics, BCG, McKinsey, Mintel, customer interviews.

Innovation-driven

with focused microbial and fermentation

technology capabilities



+145 years of experience in microbial science



One of the industry's largest culture collections with +40,000 strains



Mastering complexity with +400 strains produced at industrial scale



~8% of revenue spent on research and development





Chr. Hansen is a microbial powerhouse

with leading capabilities across the entire R&D value chain

ANALYTICAL SOLUTIONS, EMERGING TECHNOLOGIES & PORTFOLIO MANAGEMENT









From genotype...

...to phenotype

- Maintain, expand and improve culture collection
- Strain characterization to identify applications
- Strain customization via classical improvement techniques (no GMO)

From strain...

...to culture

 Identify how many and which strains compose a culture (combinatorial microbiology) From culture...

...to product

- Operate application centers
- Provide daily technical support to customers
- Know how microbes work in different foods, human and animal guts, plants and soils

From sample size...

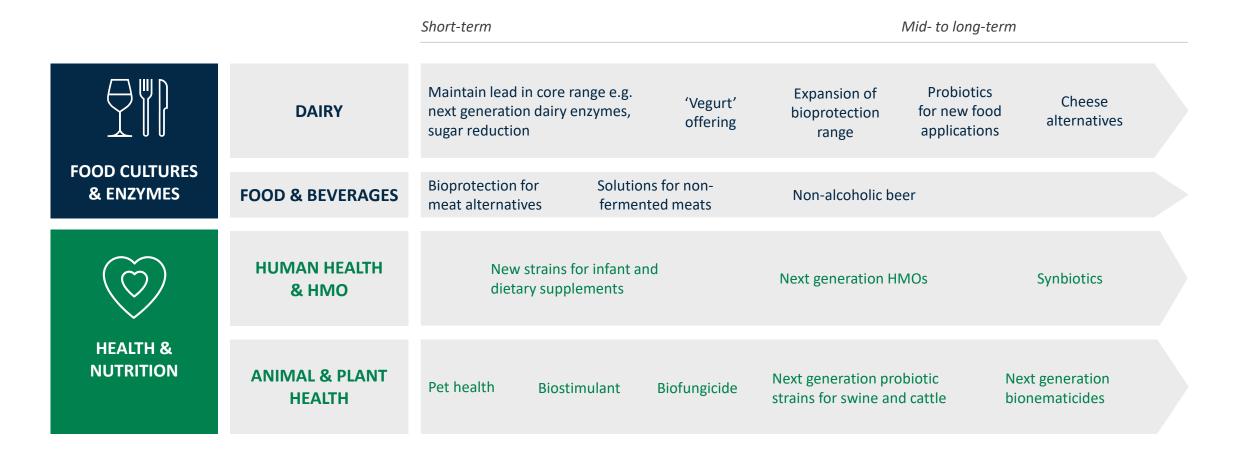
...to industrial scale

- Develop manufacturing processes e.g. upscaling for ONE industrial platform
- Drive productivity and efficiencies together with Global Operations
- Microbial stability programs
- Run pilot plants and produce all inoculation materials worldwide



Strong and well-balanced R&D pipeline

to drive growth during strategy period until 2025 and beyond





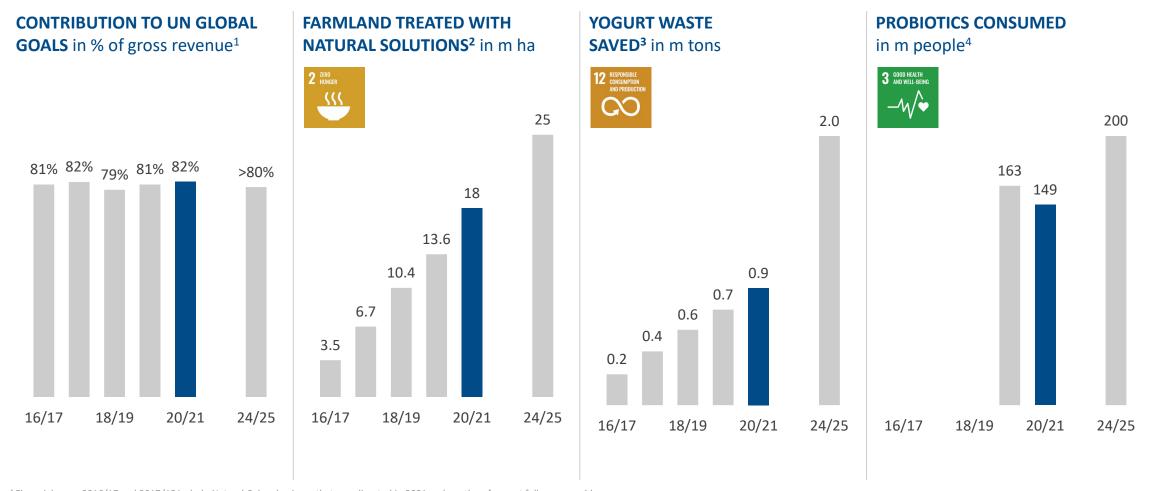
Sustainable products





82% of our revenue contribute to the Sustainable Development Goals

as per our annual product mapping which is assured by PwC



¹ Financial years 2016/17 and 2017/18 include Natural Colors business that was divested in 2021 and are therefore not fully comparable.



² Includes Plant Health and Animal Health silage inoculants.

³ Figures have been recalculated in FY21 based on a minor adjustment of the methodology.

⁴ New KPI was introduced in FY21.

We help the dairy and ag industry to become more efficient

with solutions that improve productivity and make more out of less

FOOD CULTURES & ENZYMES





CHY-MAX® S / YIELDMAX®

- Helps cheese makers achieve higher yield of up to 1%
- Enables faster and more precise production

YOFLEX® PREMIUM

 Allows protein savings of 3-4% by reducing unnecessary ingredients such as skim milk powder

ANIMAL & PLANT HEALTH





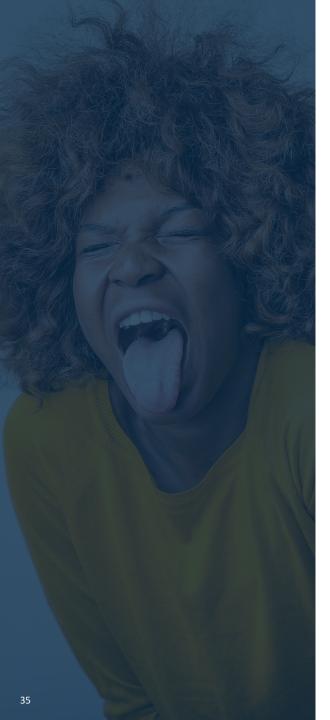
QUARTZO® / PRESENCE®

- Protect crops from nematodes
- 5-20% yield increases depending on crop and region¹
- Improve water use efficiency

ANIMAL PROBIOTICS

- BOVAMINE® can increase milk yields
- BIOPLUS® can decrease feed used per kg of weight gain in swine
- GALLIPRO® delivers feed cost savings in poultry



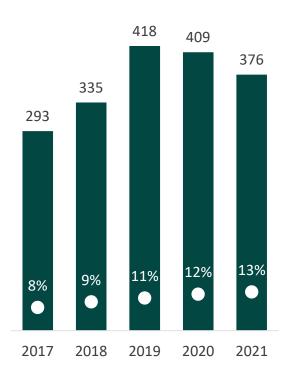


Consumer demand for plant-based remains high

but taste is the key barrier the industry needs to overcome to go mass market

LAUNCH ACTIVITY REMAINS HIGH BUT VOLUMES ARE SMALL...

Global 'vegurt' launches and share of total launches in yogurt category¹





... DUE TO PRODUCT QUALITY

Share of active consumers²

40%

struggle to give up dairy and meat as products do not live up to expectations

70%

of consumers would be willing to eat more plant-based foods if they tasted better than they do today



¹ Mintel (Dec 2021).

² FMCG Guru (2021).

Food Cultures & Enzymes aims to be the fermentation partner of choice

transforming proteins into great food and beverages products – no matter which protein base

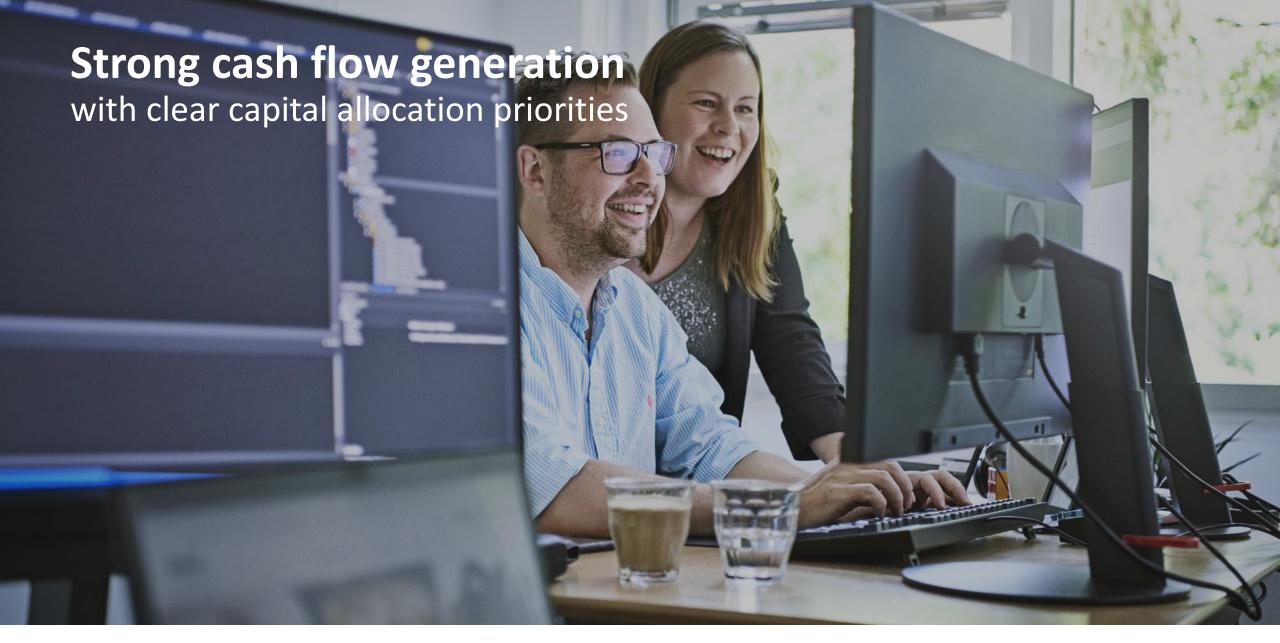
PROTEIN SOURCES MEAT BASES MILK BASES PLANT BASES Fermented Cheese **Fermented** Other meats **Dairy & meat** Ready-to-eat **Fermented** 'alternatives' milk & fish salads beverages meat **FERMENTATION** for texture, taste, other (e.g. sugar reduction) **BIOPROTECTION** for shelf-life extension and food safety **PROBIOTICS** for gut health & immunity **ENZYMES** for coagulation, lactose & sugar reduction, productivity (e.g. yield)

With our microbial expertise we cater to consumer demand for safe, tasty, healthy and sustainable foods and beverages



MICROBIAL

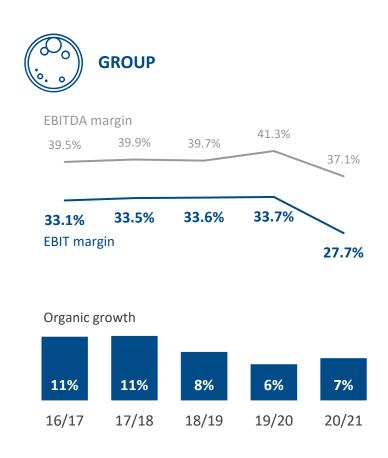
SOLUTIONS

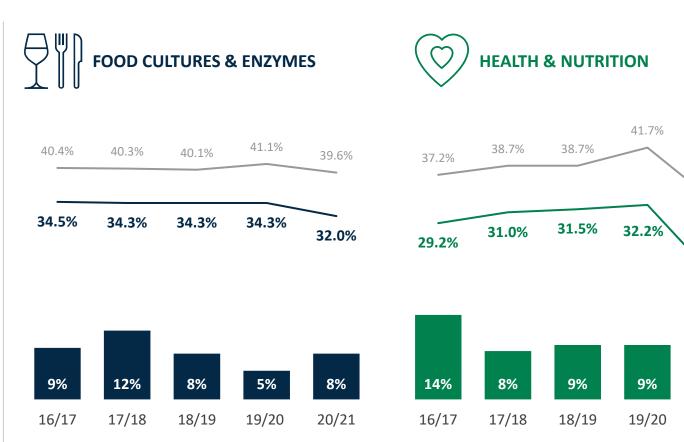




We aim for industry-leading, profitable organic growth

across our two segments







32.4%

19.8%

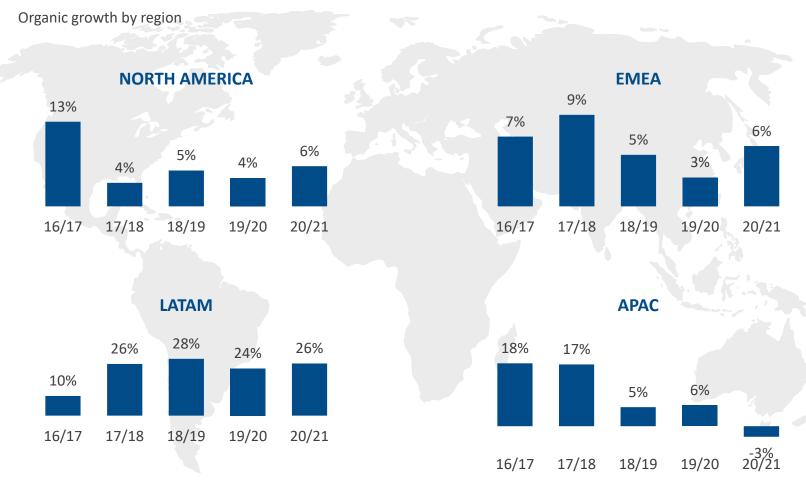
5%

20/21

We will further drive growth in developed and emerging markets

by expanding our customer base and global reach

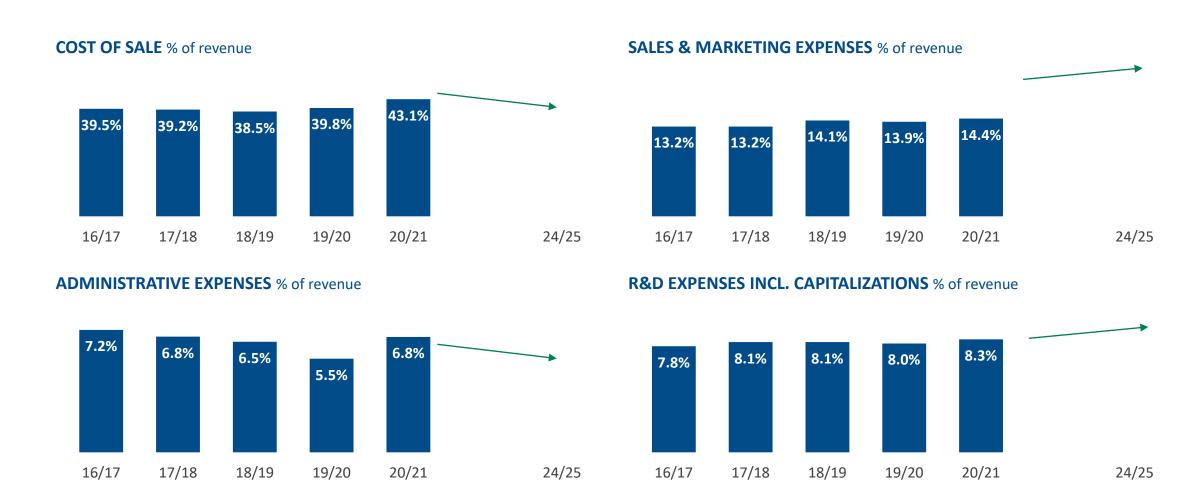






We remain committed to driving gross margin expansion

while investing in sales & marketing and R&D to support future growth



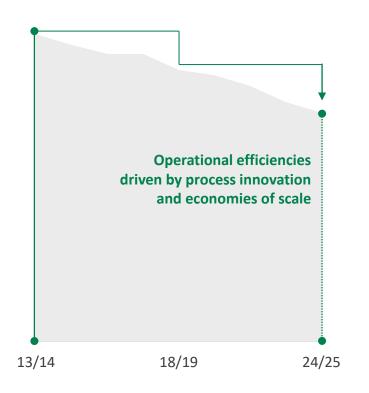


We will realize scalability benefits and operational efficiencies

across our global production footprint

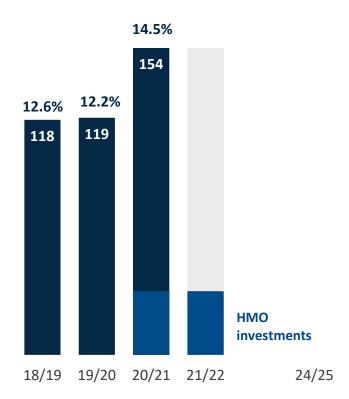
GLOBAL OPERATIONS WILL CONTINUE TO DELIVER SIGNIFICANT COST SAVINGS...

Cost of production in % of revenue (illustrative)



... WHILE SECURING ADDITIONAL CAPACITY FOR FUTURE GROWTH

Capex in EUR m / % of revenue



OVERVIEW OF LARGE CAPEX PROJECTS WITH EXPECTED COMPLETION DURING THE STRATEGY PERIOD

Freeze dried & powder packaging, Copenhagen

Additional fermentation capacity upgrades, US

Innovation campus, Denmark

Additional fermentation capacity upgrades, Germany

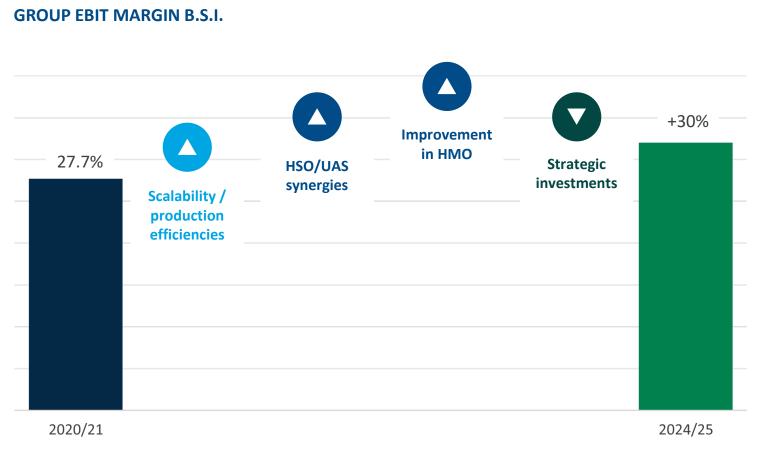
HMO production, Denmark (phase I)

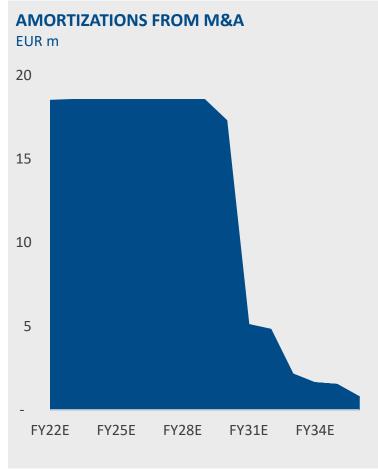
Next large-scale dairy expansion



Key drivers for EBIT margin expansion towards 2025

will be fuel for growth initiatives and acquisition synergies







Sustainability as an additional enabler for margin expansion

Our decarbonization roadmap towards 2030



THINK CLIMATE. NATURALLY. INITIATIVES



OPERATIONS

- Convert all sites to 100% renewable electricity
- Work smarter with heat supply
- Sustainable refrigerants
- · Recyclable packaging
- Optimize waste management



SOURCING

- Approach selected suppliers for low-carbon practices incl. conversion to renewable energy
- Optimize use of raw materials via process innovations



LOGISTICS

- Optimize transition from air to sea or road freight
- Explore low-carbon fuels in dialogue with freight forwarders



ENGAGEMENT

- Promote climate literacy amongst employees
- Crowdsource climate smart ideas



Creating shareholder value

with very clear capital allocation priorities

CAPITAL ALLOCATION PRIORITIES



WHAT WE WILL NOT DO

- Pursue acquisitions in unrelated areas
- Expand outside microbial and fermentation platform
- Expand enzyme business outside food enzymes
- Become an integrated solutions provider
- Become a full value-chain pharma company



¹ The dividend proposed will depend on the Board of Directors' assessment of factors such as business development, growth strategy, current leverage and financing needs, and there is no guarantee that an ordinary dividend will be proposed or declared in any given year.

Executive compensation closely aligned with shareholder interests

strong incentive component

SHORT TERM: ANNUAL INCENTIVE PROGRAM FOR CEO AND CFO

- Based on group financial and non-financial targets
 - 20% of annual bonus linked to ESG (KPIs related to customer service, quality, diversity, safety and environment)
- Bonus is paid as a minimum 1/3 in Restricted Stock Units and 2/3 in cash; normally accounts for 25-30% of total remuneration package

| Organic growth | EBIT | FCF | Non-financial |
|----------------|------|-----|---------------|
| 40% | 30% | 10% | 20% |

| In % of fixed pay ¹ | Target | Max |
|--------------------------------|--------|------|
| CEO | 70% | 100% |
| CFO/EVP | 50% | 70% |

LONG TERM: PROGRESSIVE THREE-YEAR INCENTIVE PROGRAM

- Requires personal investment in Chr. Hansen shares to participate
- Grant value estimated (based on Black-Scholes) at 20-25% of the remuneration package
- Vest in full after three years

| TSR relative to peers 1.5x | Accumulated EBIT 1.5x | Organic growth Retention CAGR 1.5x 0.5x |
|----------------------------|--------------------------|--|
| | | |

Target matching shares per investment of one share

| In % of fixed pay ¹ | Target | Max |
|--------------------------------|--------|------|
| CEO | 80% | 120% |
| CFO/EVP | 60% | 90% |



¹ Base plus pension

Long-term ambitions

2020/21 - 2024/25



FINANCIALS¹

Industry-leading growth

 Mid- to high single-digit organic growth, averaged over the period

Improving profitability

• Increase in EBIT margin b.s.i. over the period to >30% with efficiency gains, scalability benefits and acquisition synergies to be partly reinvested into the business

Strong cash flow

• Average growth in free cash flow b.s.i.² to exceed average growth in EBIT b.s.i.

PRODUCTS

- More than 80% of revenue from sustainable products
- 25m hectares covered with natural solutions
- 200m people consuming our probiotics
- · 2m tons of yogurt waste reduced



PLANET

- 100% use of renewable electricity
- 100% circular management of biowaste
- 100% key packaging materials recyclable
- 42% reduction of scope 1+2 emissions and 20% of scope 3 emissions (until 2029/30)



PEOPLE

- 1:1 ratio of female employees and women in management
- Top 25 score in engagement matters survey
- < 1.5 Lost-Time Incident Frequency
- 100% of new employees onboarded to culture model





¹ While the global political and economic environment has changed significantly in the past six months, particularly impacted by the Russian invasion of Ukraine and an accelerating inflationary pressure, Chr. Hansen maintains its long-term financial ambitions, based on the following assumptions: 1) Constant currencies and no impact from future acquisitions or divestments; 2) A stabilization of the political and macroeconomic environment; 3) Adjustment of selling prices to offset inflationary pressure over the period.

² 2020/21 free cash flow baseline adjusted for acquisition-related impact on taxes paid of approx. EUR 45m.

Financial calendar

July 7, 2022 Interim Report Q3 2021/22

October 12, 2022 Annual Report 2021/22

November 23, 2022 Annual General Meeting 2022

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