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### AAK AB SWOT & PESTLE ANALYSIS

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Company Name: AAK AB

**Company Sector :** Consumer Goods – Food Products

Operating Geography: Sweden, Europe, Global

About the Company: AAK AB, a producer of vegetable oils and fats is headquatered in Malmo, Sweden. It was founded in 2005 through the merger of Karlshamns AB and Aarhus United A/S

and was formerly known as AarhusKarlshamn. AAK AB specializes in plant-based oils that are

the value-added ingredients in consumer products. It provides services to a wide-range of

industries, including Chocolate & Confectionery, Bakery, Dairy, Plant-based Foods, Special

Nutrition, Foodservice and Personal Care. As of April 30, 2021, the company had approximately

3,900 employees in 25 regional sales offices, 15 dedicated Customer Innovation Centers. It has a

multi-oil and multi-process approach with more than 20 production facilities and customization

plants all over the world. AAK was awarded with 2020 Sustainable Beauty Award and shared the

Sustainability Leadership Category award with Lush.

AAK AB's unique selling proposition lies in being one of the leading providers of plant-based oil

solutions in the world. AAK AB's vision is, "We make these products better tasting, healthier, and

more sustainable. We can also optimize production by substituting existing ingredients with

plant-based equivalents that give our customers better efficiency. AAK's value-adding solutions

enable our customers to be successful in a better way."

Revenue:

SEK 27,934 million - FY ending 31st December 2020 (y-o-y growth -2.02%)

SEK 28,510 million - FY ending 31st December 2019



### SWOT Analysis:

The SWOT Analysis for AAK AB is given below:

Strengths	Weaknesses
1.Co-development model is helping create	1.Company fails to implement NDPE
innovative solutions and gain customers	compliance policy for its palm suppliers
2.Continues to grow above the underlying	
market in specialty and semi-specialty	
ingredient segment	
3.Broad portfolio of profitable industries with	
global footprints	
4.Acquisition of world's largest confectionary	
market strengthens footprints in local market	
Opportunities	Threats
1.There is a growing demand for efficient and	1.Faces intense international competition with
value adding bakery solutions worldwide	low margin penetration
2.Consumers demand for plant-based food has	2.Increasing raw material prices are impacting
risen, gives boost to plant based offerings	cash flow
3.Increasing popularity and demand of	3.Biofuel demand is increasing soy and palm
essential oils in aromatherapy	oil prices
	4.Exposed to currency fluctuation and raw
	material price risks



#### PESTLE Analysis:

The PESTLE Analysis for AAK AB is given below:

Political	Economical
1.Sweden and China relations worsen, could	1.Food Industry contributes to EU's circular
cause disruption to exports	economy adoption action plan 2020
Social	Technological
1.Consumers are focused on healthier and	1.Innovative technology to deliver
more sustainable solutions	customizable solutions to bakery customers
2.Increased consumer demand for natural	2.Edible oil industry is benefiting from
ingredients in the personal care products	technology for clean labels and changing oil
	formulas
Legal	Environmental
1.EU proposed palm oil ban could impact	1.Focus on reducing GHG emissions reduction
edible oil manufacturers	targets through SBTI and coconut industry
2.EU has extended Sweden from Biofuel tax	2.PALM risk tool allowing satellite monitoring
exemption till 2030	to curb deforestation of palm oil

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