

Press Release

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02E

DSM new presentation of accounts as from Q4 2016

Royal DSM, a global science-based company active in health, nutrition and materials, is updating the way in which its financial results are presented, starting with the Q4/full-year results for 2016, to be published on Wednesday 15 February 2017. The update follows recent changes to accounting and reporting guidelines in Europe.

In presenting and discussing DSM's financial position, operating results and cash flows, DSM (similar to many other publicly listed companies) uses certain alternative performance measures ('APMs') not defined by IFRS. These APMs are used in order to provide important measures of DSM's business development and management performance, and should be used as supplementary information in conjunction with IFRS measures.

In light of the European Securities and Markets Authority (ESMA) guidelines on APMs, DSM has updated the way these APM's are presented. As a consequence, DSM will no longer use the term 'Exceptional Items'. Henceforth, material items of profit or loss that management deems necessary to adjust to measure operational performance will be referred to as 'APM Adjustments', resulting in the APMs 'Adjusted EBITDA' and 'Adjusted net profit' in line with common practice.

The full update of DSM's change in presentation will be reflected in the notes to the Q4/full-year 2016 press release. A full reconciliation of the main Alternative Performance Measures to IFRS performance measures will also be given.

DSM is also updating the way Nutrition results are presented. The sales of the business group DSM Nutritional Products will be presented in four reporting units instead of the current three. The new units will be Animal Nutrition & Health, Human Nutrition & Health, Personal Care & Aroma Ingredients, and Other. As a result, the aroma intermediates business, which was reported in Human Nutrition & Health, will now be reported in Personal Care & Aroma Ingredients. Furthermore, the pharma and custom manufacturing & services activities will be reported under Other. These activities were until now reported mainly in Animal Nutrition & Health. The change in presentation has no consequences for the total sales of Nutrition.

See the annex for the new presentation of sales of the businesses for Q1-Q3 2016. In line with previous reporting, sales details will continue to be provided for the Nutrition cluster, as well as for the main business units Animal Nutrition & Health and Human Nutrition & Health, on a quarterly basis. For the other units, overall sales will be reported on an annual basis.

DSM - Bright Science. Brighter Living.™

Royal DSM is a global science-based company active in health, nutrition and materials. By connecting its unique competences in life sciences and materials sciences DSM is driving economic prosperity, environmental progress and social advances to create sustainable value for all stakeholders simultaneously. DSM delivers innovative solutions that nourish, protect and improve performance in global markets such as food and dietary supplements, personal care, feed, medical devices, automotive, paints, electrical and electronics, life protection, alternative energy and bio-based materials. DSM and its associated companies deliver annual net sales of about €10 billion with approximately 25,000 employees. The company is listed on Euronext Amsterdam. More information can be found at www.dsm.com.

Or find us on:    

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Forward-looking statements

This press release may contain forward-looking statements with respect to DSM's future (financial) performance and position. Such statements are based on current expectations, estimates and projections of DSM and information currently available to the company. DSM cautions readers that such statements involve certain risks and uncertainties that are difficult to predict and therefore it should be understood that many factors can cause actual performance and position to differ materially from these statements. DSM has no obligation to update the statements contained in this press release, unless required by law. The English language version of the press release is leading.

Presented in press release Q1-Q3 2016

in € millions	Q1 2016	Q1 2015	% Change
Sales - Continuing Operations	1,913	1,886	1%
Nutrition	1,250	1,199	4%
ANH	554	574	-3%
HNH	508	452	12%
in € millions	Q2 2016	Q2 2015	% Change
Sales - Continuing Operations	1,994	1,965	1%
Nutrition	1,295	1,247	4%
ANH	610	572	7%
HNH	507	502	1%
in € millions	Q3 2016	Q3 2015	% Change
Sales - Continuing Operations	1,998	1,945	3%
Nutrition	1,303	1,253	4%
ANH	633	593	7%
HNH	497	483	3%
in € millions	YTD Q3 2016	YTD Q3 2015	% Change
Sales - Continuing Operations	5,905	5,796	2%
Nutrition	3,848	3,699	4%
ANH	1,797	1,739	3%
HNH	1,512	1,437	5%

New presentation

Q1 2016	Q1 2015	% Change
1,913	1,886	1%
1,250	1,199	4%
540	556	-3%
467	412	13%
Q2 2016	Q2 2015	% Change
1,994	1,965	1%
1,295	1,247	4%
598	555	8%
467	461	2%
Q3 2016	Q3 2015	% Change
1,998	1,945	3%
1,303	1,253	4%
615	577	6%
454	439	4%
YTD Q3 2016	YTD Q3 2015	% Change
5,905	5,796	2%
3,848	3,699	4%
1,753	1,688	4%
1,388	1,312	6%