

## FOSS company overview

FOSS is the world's leading provider of analytical instruments for the food, agricultural, chemical and pharmaceutical industries. Today, 85% of the world's milk production, 80% of grain traded on the world market and 75% of the world's beer production is tested using FOSS analytical solutions.

A cornerstone of the company's vision statement is: 'To contribute to the rational use of our planet's natural resources and thus to the nutrition and health of the world.'

Just one example of this vision in action can be seen in the reduction in bacteria levels in raw milk. Bacteria levels have a major impact on the processing of milk and the quality of end products. FOSS analytical technology has helped to reduce levels of bacteria dramatically, for example, in Germany, where average bacteria levels in a millilitre of raw milk have dropped from one million Colony Forming Units (CFU) in 1975, to 20.000 CFU today.

### Improving profit, product quality and food safety

The FOSS vision can also be understood on an economic level in the way that FOSS helps its customers to improve their profit, product quality and food safety.

An example can be taken from the meat industry where continuous and highly accurate analysis of fat in batches of meat using innovative FOSS technology has led to substantial savings. A meat producer producing around 60 tons of sausages per day can save up to EUR 800.000 a year through improved standardisation of fat.

FOSS helps to build brand reputations in a dynamic global marketplace. In the wine industry, for example, researchers predict an abundant supply of quality wine. FOSS instruments are helping producers to deliver consistent quality at a reasonable price by providing fast and convenient analysis at key stages of the winemaking process.

Speed and convenience of analysis also helps to ensure food safety. Rapid microbiological testing helps producers to get their products on the supermarket shelves earlier and with confidence. For instance, the time taken for testing coliforms in meat and dairy products can be reduced to twelve hours or less from the twenty four hours it takes with traditional reference methods.

### Dedicated analytical solutions

A principle behind the success of FOSS analytical solutions is their suitability for analysis task in hand, covering aspects such as usability, calibration and low running costs. Thus, a FOSS product is not just an instrument, but a 'dedicated analytical solution' that saves time and improves control.

Simplicity of use, for instance, reduces reliance on specialist laboratory personnel. Instrument robustness allows on-the-spot measurements at the production line. Effective operations in the laboratory reduce exposure to hazardous chemicals. Accuracy of results allows closer adherence to predefined production targets. Speed of results avoids analysis bottlenecks. Simple to install products allow users to get on with their work instead of spending time on issues such as calibration.

### Over fifty years at the forefront of analysis technology

Throughout its history, FOSS has aimed to be at the forefront of analytical technology. New products constantly expand the FOSS product portfolio and set new industry standards. For instance, the measurement accuracy of the latest milk analyser from FOSS allows dairy product standardization targets to be met more precisely with significant benefits. In dairy powder production for example, a plant producing 300 tons per day can save around 12,600 kg of protein per year.

### FOSS in brief:

- World's leading provider of analytical instruments for the food, agricultural, chemical and pharmaceutical industries
- Helps customers to improve profit, product quality and food safety
- Products are not just instruments, but Dedicated Analytical Solutions
- Solutions encompass indirect and reference methods and are used from routine laboratory analysis to at-line and in-line process control
- Founded in 1956 by Nils Foss
- Stable family-owned business with continuous investment in R&D
- Strong global organization with focus on growth
- Turnover was 1,25 billion DKK (or approx. 168 million EUR) in the latest business year

*"FOSS will continue to strive to be the first in finding new analysis possibilities that can significantly improve our customers business."*

FOSS President, Peter Foss

### Business

FOSS is a privately-owned company employing over 1100 worldwide. FOSS has manufacturing and research and development facilities in Denmark, Sweden and USA.

Solutions are sold and supported through FOSS sales and service companies in 21 countries and by more than 75 dedicated distributors, giving a global coverage for sales, support and service of solutions.

Turnover was 1,25 billion DKK (or approx. 168 million EUR) in the latest business year. Business generated outside Denmark accounts for 97+% of turnover and 10% of turnover is invested in R&D.

### History

FOSS was founded in 1956 by Nils Foss. The business idea was to automate otherwise time-consuming analytical methods and thereby offer a fast and cost efficient method of analysis – a principle that still holds true today.

The first instruments were developed to test moisture in grain. These were followed by analytical solutions for the dairy industry – a major business area for FOSS alongside a growing range of other application areas, including the analysis of meat, edible oils and wine.

In 1997, FOSS acquired Perstorp Analytical AB, which included Tecator AB and NIRSystems Inc. This added substantial strength in reference analysis methods and in grain, flour, feed, beer and pharmaceutical segments. The merger positioned FOSS as a leader in analytical solutions within the food, agriculture, pharmaceutical and chemical industries.

### Product range and technology

FOSS is unique in offering a range of dedicated analytical solutions based on both indirect and reference methods. Solutions provide analysis and control throughout the production process, from raw material to finished product and from routine analysis to at-line and in-line process control.

FOSS dedicated analytical solutions are used in the Dairy, Meat, Wine, Edible oils, Confectionery, Pet food, Pharmaceuticals, Chemicals, Grain, Beer, Feed and Forage and Milling industries.

Just a few examples of technology employed in FOSS solutions are:

- Near Infrared spectroscopy, as used in solutions such as Infratec™, NIRSystems™, FoodScan™ and WineScan™ to measure liquid, semi-solid, viscous, or solid food samples.
- Dual X-ray technology, as used in MeatMaster™ to measure the fat content of fresh, frozen, boxed and loose meat.
- Technology for simplifying traditional microbiological analysis, as used in MicroFoss™
- Advanced calibration technologies like PLS and ANN (Artificial Neural Network) for providing simple and reliable solutions to highly complex analytical tasks
- Technology for automated wet chemical analysis, as used in solutions such as Kjeltec™
- Automated Image Analysis for visual grain inspection, as used in Cervitec™ Rice Analyzer
- Software for analysis of measurement results and monitoring of control production processes

### Group management FOSS A/S:

- **President (CEO):** Peter Foss
- **Managing director (COO):** Torben Ladegaard
- **Vice President, Sales:** Jan Elgaard
- **Vice President, Production & Supply Chain:** Poul Bundgaard
- **Vice President, Business & Product Development:** Kim Vejlbj Hansen
- **Vice President, Human Resources:** Tue Byskov Bøtkjær
- **Vice President, Finance:** Helle Okholm
- **Vice President, Marketing:** Henriette Olsen

#### Press contacts at FOSS

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