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### OUR COMPANY AND WHAT WE CAN DO FOR YOU

At first glance, many companies in the perfume world appear to be virtually identical. But subtle differences exist, and they are what count. Here at Düllberg Konzentra, it's the technologies that enable us to create products of exceptional purity and quality, the creativity that goes into formulating new fragrances, and the expertise and passion our staff put into ensuring our success and that of our customers.

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For more than 70 years, we have been in the business of producing and refining essential oils and aroma chemicals, and developing fragrances for fine perfumes and personal care, oral care and home care products. We are dedicated not only to manufacturing products of excellent quality but also to offering our customers professional advice and support on all aspects of fragrance management in a wide variety of markets - spanning creation, trends and product safety. We supply genuine specialities, tailor-made product solutions and approved standards for the cosmetic, pharmaceutical, food and chemico-technical industries. We serve all global markets from our production sites in Hamburg, Dubai and China: always close to our customers, and committed to providing exceptional service.

What can we do for you?

# ABOUT

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#### QUALITY AND HOW WE SECURE IT

A producer aiming to supply only the very best quality doesn't exactly make life easy for himself, but he still has an easy time of it – because quality produces quality. That's why we apply the highest standards in all areas of our operation: in research and development, in analysis and sensory science, sales and marketing, logistics and supply chain, and manufacturing and processing.

We have one of the most advanced production facilities in the industry and use particularly low-impact separation methods in purification and standardization. Because 85 percent of our processes are automated, we can guarantee maximum proportioning and blending precision. We also have the regulatory expertise to offer our customers all over the world professional support and advice. And thanks to our highly qualified staff in all departments, we can guarantee first-class products – and they, in turn, guarantee the success of our customers.



LOOGY CREATIVITY AND HOW WE USE IT

Creativity is like a good perfume: a harmonious composition of different ingredients, a perfect blend of instinct and skill, a sophisticated marriage of art and science.

At Düllberg Konzentra, creativity isn't a question of chance, but of method – even though we give our perfumers a very free hand. To fuel their creativity, our marketing team keeps them up to date on the latest trends, providing information that serves equally to inspire and guide. And that's not all. Throughout the creative process, we remain in constant dialogue with our customers to ensure we produce precisely the results they seek.

This is how the ideas, strategies and visions are born from which we create marketable fragrance concepts – for fine fragrances, personal care and oral care, home care and air care products. Concepts that ideally answer our customers' wishes. Solutions that meet the needs of the consumer. Fragrances that not only meet their expectations but surpass them, time and time again.

### OUR PRODUCTS AND WHY THEY ARE SPECIAL

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2500 essential oils and aroma chemicals – at Düllberg Konzentra they are all based on a single premise – that all products should be of the very highest standard. That we succeed in this endeavour is not just down to our experience in selecting raw materials, our technical equipment, or our knowledge of the pharmaceutical, food and fragrance markets.

It is down to the fact that we leave nothing to chance. Every step of the way from the initial analysis to packaging, we test, monitor and control the quality of our products at our own laboratories. We process the raw materials in our own distillation and rectification unit. We ensure standardization at the very highest level of quality – for physical, chemical and sensory excellence. That's what's so special about our products. It's not just their variety – it's also the exceptional consistency of their quality, and this is something we take great pride in.

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## SUSTAINABILITY AND WHY IT MATTERS

Sustainability means assuming responsibility for people and our natural environment, for products and companies, for the present and the future.

For us, sustainability is a very natural part of what we do. That's why we observe the principles of GMP and ISO 9001, thus guaranteeing the quality and safety of our workplaces, work processes and production environment. We use eco-friendly and energy-saving technologies and particularly efficient processes that help preserve natural resources. In all of our efforts, we ensure compliance with the very highest environmental and safety standards. Where possible, we obtain accreditation for our products, such as the Ecocert quality seal for essential oils from certified organic farms.

Sustainability only makes sense, if it is practiced on a global scale. That is why we insist on complete traceability for all of our products. We also operate a system of quality management that extends far beyond our own company to include suppliers and sales partners, comprising clear procedural guidelines, internal audits, supplier audits and training seminars.