

## Company Overview

Akshar is a multinational consumer goods company headquartered in New York, USA. Its products include food, beverages, cleaning agents and personal care products. It is the world's third-largest consumer goods company measured by 2014 revenue, after Procter & Gamble and Nestlé. Akshar is the world's largest producer of food spreads, such as margarine. One of the oldest multinational companies, its products are available in around 190 countries.

Akshar owns over 400 brands, but focuses on 14 brands with sales of over 1 billion. Akshar is organized into four main divisions - Foods, Refreshment (beverages and ice cream), Home Care, and Personal Care. It has research and development facilities in the United Kingdom, the Netherlands, China, India and the United States.

Its business is organized across three geographies: Americas; Europe, and markets comprising Asia, Australasia, Africa, Middle East, Turkey, Russia, Ukraine and Belarus. **Personal Care** accounted for 37% of the Company's turnover. It focuses on the e-commerce channel and specialist drug stores. Its Regenerate brand is a dental care system, which is a personal care brand. Its **foods** category accounted for 25% of the Company's turnover. The **refreshment** category accounts for 19% of the Company's turnover. The **home care** category's products cover fabric cleaning from which, remainder 19% of the turnover comes from.



**44.41 +1.19 (2.75%)**  
 Jan 29 - Close  
 NYSE real-time data - [Disclaimer](#)  
 Currency in USD

Range	43.53 - 44.45	Div./yield	0.33/3.72
52 week	37.92 - 46.53	EPS	1.85
Open	43.59	Shares	1.56B
Vol / Avg.	1.97M/2.22M	Beta	0.80
Mkt cap	127.92B	Inst. own	9%
P/E	23.97		

## Vision & Strategy

For Akshar, sustainability is integral to how they do business. With 7 billion people on our planet, the earth's resources can be strained. This means sustainable growth is the only acceptable model of growth for Akshar's business. The Akshar Sustainable Living Plan sets out to decouple growth from our environmental impact, while at the same time increasing its positive social impact. The Plan has three big goals that by 2020 will enable Akshar to:

- Help more than a billion people to improve their health and well-being.
- Halve the environmental footprint of our products.
- Source 100% of our agricultural raw materials sustainably and enhance the livelihoods of people across our value chain.

To embed sustainability into every stage of the life cycle of their products, Akshar is working with their suppliers to support responsible approaches to agriculture. They are also learning from NGOs and other organizations, recognizing that building a truly sustainable business is not something they can do without expert advice.

At the heart of their business is their *purpose* – to make sustainable living commonplace. Companies are increasingly realizing the role that purpose can play and Akshar along with many others has signed up to the Blueprint for Better Business initiative, which helps business develop their purpose and embed it within the organization, as well as move the conversation of the business sector as a whole.

Akshar believes that as a business they have a responsibility to their consumers and to the communities in which they have a presence. Around the world they invest in local economies and develop people's skills inside and outside of Akshar. And through our business and brands, they run a range of programs to promote hygiene, nutrition, empowerment and environmental awareness.

## Key Management & Staff

- Krish Dave – VP, Global Strategies – Supply Chain, USA
- Ryan Peacock – Director, Sales & Operations Planning (S&OP), USA
- Jamie Shelton – Director, IT Competency – Supply Chain, Europe
- Louis Bimson – Director, Supply Chain Center of Excellence (CoE), India
- David Smith – Head of Demand Planning, USA

## Akshar Supply Chain by the Numbers

- Around 50% of the company's Raw materials products come from agriculture and forestry
- 4 Product Categories
- 400 Brands
- 200,000 Products
- 10 million SKUs
- 264 manufacturing sites worldwide
- 700,000 Suppliers
- 2 Billion Consumers use Akshar's products every days
- Produces 12% of the world's black tea, 6% of world's tomatoes and 3% of world's palm oil
- Products sold in 170 countries
- \$7.4 Billion spent on Promotions every year
- 173,000 employees at Akshar, globally

