
Roquette appoints Azelis as a preferred distributor for Food and Nutrition markets in Europe

Roquette, a global leader in plant-based ingredients, and Azelis, a leading global distributor of speciality chemicals and food ingredients, announce today that they have signed an agreement for the distribution in Food and Nutrition markets. Effective 1 November, this new partnership covers Germany, Austria and Nordics / Baltics. The partnership will also include south Italy, Russia, Ukraine, and other Commonwealth of Independent States (CIS) as of 1 January 2019.

Highlights & rationale

- Roquette optimizes its global distribution network for its plant-based ingredients and chooses Azelis as one of its preferred distributors
- Azelis' market presence, formulation development and CSR efforts prove crucial for Roquette's decision
- Preferred distribution agreement covers Germany, Austria, Nordics / Baltics, south Italy, Russia, Ukraine and CIS
- Both companies share focus on innovation and technical support to customers

Roquette has chosen Azelis as one of its key distributors thanks to its strong market presence, formulation development and Corporate Social Responsibility (CSR) efforts. This distribution agreement enables the Group to optimize its distribution network. Both companies share a focus on innovation and technical service to customers based on expert knowledge in business support. The two companies also share a philosophy of sustainable development, transparency and constructive collaboration. Roquette's sustainable development approach consists of innovating, sourcing, acting and bio-refining sustainably. Azelis was recently awarded Gold rating by EcoVadis, putting the company in the top 1% of all surveyed distributors.

Evy Hellinckx, Strategy and Business Development Director EMEA Azelis, comments: *"We are very excited about this new partnership for two reasons: firstly, it perfectly complements our current portfolio in Food & Health, strengthening our position in Europe; secondly, it is a wonderful recognition of our technical capabilities, the quality of our sales force and our CSR efforts. I am very happy to see not only a good business rationale, but also an excellent fit when it comes to methods of collaboration, transparency, organizational alignment and hands-on approach. All the negotiations have been done in an exceptionally pleasant and constructive atmosphere and I am confident that many successes will come out of it."*

Laurent Cousin, Head of Global Distribution Management Roquette, adds: *"Roquette is committed to providing its customers with good, reliable plant-based ingredients and vegetal proteins, as well as an excellent level of service and has strong growth ambitions to better serve its customers in Food, Nutrition and Health markets worldwide. Thus, one of the main criteria for the distributor selection was Azelis' ability to demonstrate how we would improve growth, profitability and productivity with them. Transparency, technical capabilities and good market presence also played a significant role. In all these areas, Azelis demonstrated high standards of professionalism and dedication so the choice for us was clear. We are confident that Azelis' customer intimacy will provide us with great insights on market trends which are often dictated by the medium-sized customers that they serve, and this is critical for further product development and innovation."*

Azelis runs 55 application laboratories around the world, of which 16 are dedicated to local Food & Health markets in Belgium, China, Czech Republic, Denmark, France, India, Indonesia, Ivory Coast, Morocco, Poland, Romania, Russia, Turkey, Ukraine and UK. For its innovations, Azelis is often awarded independent industry and partner awards, including the Ingredient Innovation Awards at Cfia Morocco in 2016 and 2018.

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About Azelis

Azelis is a leading distributor of speciality chemicals and food ingredients present in over 40 countries across the globe with around 1,800 employees. Our knowledgeable teams of industry, market and technical experts are each dedicated to a specific market within Life Sciences and Industrial Chemicals. We offer a lateral value chain of complementary products to over 40,000 customers, creating a turnover of €1.8 billion. In the US we operate under a number of renowned co-brands that cater to the various markets in the region.

Throughout our extensive network of more than 50 application laboratories, our award-winning technical staff help customers develop formulations. We combine a global reach with a local focus to offer a reliable, integrated service to local customers and attractive business opportunities to principals. And we believe in building and nurturing solid, honest and transparent relationships with our people and partners.

Creating value, growing together.

www.azelis.com

About Roquette: “Offering the best of nature”

Roquette is a global leader in plant-based ingredients and a pioneer of new vegetal proteins.

In collaboration with its customers and partners, the Group addresses current and future societal challenges by unlocking the potential of Nature to offer the best ingredients for Food, Nutrition and Health markets. Each of these ingredients responds to unique and essential needs, and they enable healthier lifestyles.

Thanks to a constant drive for innovation and a long-term vision, the Group is committed to improving the well-being of millions of people all over the world while taking care of resources and territories.

Roquette currently operates in over 100 countries, has a turnover of around 3.3 billion euros and employs 8,400 people worldwide.

www.roquette.com

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