

PRESS RELEASE

## **Roquette names Barentz as a preferred distributor in Europe**

*Enhanced partnership to address current and future needs in pharma sector*

**22 November 2018** - Roquette, a global leader in plant-based ingredients for Food, Nutrition and Health markets, has appointed Barentz as the preferred distribution partner for Roquette's pharmaceutical product range in Europe. Barentz and Roquette have been successfully working together for many years in several European countries by developing distribution channels backed by a strong technical expertise. This appointment is driven by Roquette's strategic plan to implement a new high performance distribution network to support its position as a world leading pharmaceutical excipients' company.

Having worked together successfully at the logistics and strategic levels for many years, the preferred distributor status is a logical step in the cooperation between Roquette and Barentz. **Laurent Cousin, Head of Global Distribution Management at Roquette** says: *"Roquette is committed to providing its customers with high quality plant-based ingredients as well as an excellent level of service and we have strong growth ambitions to better serve our customers worldwide. Barentz has been a key partner for years with added value in terms of their specialized expertise, research teams and local labs. Thanks to their knowledge of our products and strategy, we are able to operate together in perfect harmony."* **Anthony Litchfield, Director of the Pharmaceutical Division at Barentz**, is also proud of the deeper collaboration: *"We are pleased and proud that we will be supplying and providing solutions to more customers in even more European countries with Roquette's comprehensive and high quality product range for Pharma and Nutra companies. We see it as the next chapter in our alliance."*

### **High quality products available in almost all European countries**

The collaboration between Roquette and Barentz is expanding to countries including Austria, Cyprus, France, Iceland, Ireland, Malta, Switzerland and the United Kingdom. This is in addition to the Baltic States, Belgium, Bosnia, Bulgaria, Croatia, the Czech Republic, Finland, Germany, Greece, Hungary, Macedonia, the Netherlands, Poland, Romania, the Scandinavian countries, Serbia, Slovakia, Slovenia and Turkey. This means that Barentz will soon be able to offer and supply Roquette's extensive product range to customers in most European countries. Between now and the end of 2018 both companies will work together to ensure alignment in all countries with the exception of the UK, Ireland and France where co-operation will officially start from the 1<sup>st</sup> of July 2019.

### **Expertise combined with product availability**

Roquette's products will be distributed by means of the enhanced distribution network that Barentz has built up over the years. Roquette will also be able to rely on additional technical expertise. **Litchfield** says: *"Our teamwork means that customers in practically every country in Europe can benefit from enhanced product availability as we have a wider network of warehouse hubs holding stock of the complete range of Roquette Pharma products. Our enhanced partnership with Roquette will ensure*

*that we offer our customers the required technical advice and support, available from both of our companies. We strongly believe that our customers will enjoy many advantages.”*

**Paul Smaltz, Vice President, Pharma Global Business Unit at Roquette**, adds: *“We are delighted to continue to strengthen our strong relationship with Barentz, we believe they are the best partner in Europe to represent the full Roquette pharma portfolio offering tailored solutions and services to our customers.”*

### **About Barentz: “From source to solution”**

Barentz is a leading provider of ingredients for the pharmaceutical, food & nutrition, personal care and animal nutrition industries. Barentz is a connector, a true hub in the complex web of ingredient suppliers and manufacturers of packaged goods in the above-mentioned industries. These manufacturers turn to Barentz for ingredient support and a reliable supply of high-quality, effective ingredients. Representing world-class suppliers from all over the world, Barentz offers its customers a comprehensive speciality ingredient portfolio. This is complemented by unique specialty ingredients and blends from Barentz-owned production companies with strong technical teams and application labs. Barentz operates in over 60 countries, has a turnover of around 1.1 billion euros and employs 1,000 people worldwide.

[www.barentz.com](http://www.barentz.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](http://www.roquette.com)

### **MEDIA CONTACTS**

#### **Roquette Corporate**

Carole Petitjean

[carole.petitjean@roquette.com](mailto:carole.petitjean@roquette.com)

#### **Barentz**

Marcel Hölscher

[marcel.holscher@barentz.com](mailto:marcel.holscher@barentz.com)