



# News Release

28 October, 2020

## Roquette names Azelis as a preferred distributor for the plant care markets in Asia Pacific

Azelis, a leading international specialty chemicals and ingredients distributor, and Roquette, a global leader in plant-based ingredients, are delighted to announce their new distribution agreement. Effective immediately, Azelis distributes Roquette's product range for the market of plant care in Asia Pacific. This agreement builds further on the global partnership between the two companies.

### Highlights & rationale

- This partnership builds upon the existing relationship between Azelis and Roquette in EMEA (Europe, Middle East and Africa) and parts of Asia Pacific for the food & health and animal nutrition sectors.
- Azelis has been appointed as the distribution partner of Roquette's solutions in plant care, agri/horti, crop protection, seed coatings, organic fertilizers and biostimulants.
- This new mandate covers Asia Pacific.
- This new partnership reinforces Azelis' strong positioning in Specialty Agri/Horti in Asia Pacific.
- The agreement is in line with Azelis' strategy to organically grow with its key partners.

Both companies 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 to innovate in plant-based solutions.

Azelis' commitment to growth and dedicated organization for Specialty Agri/Horti, laboratory capabilities, technical and market expertise proved crucial for Roquette's decision to entrust Azelis with the distribution of their specialty portfolio in this new market.

### Laurent Nataf, CEO & President Asia Pacific at Azelis, comments:

"Roquette not only offers high quality ingredients and plant-based solutions, but it also takes sustainability to heart in all it does, which makes it the ideal pioneer partner for us in the specialty agri/horti sector in the region. This new agreement is also an important acknowledgment of our continuous efforts to be a preferred partner for our existing suppliers by bringing their products to new territories and markets."

### Gaëtan FAUVARQUE, Head of Sales GBU Industry at Roquette, adds:

"A strong sales coverage throughout Asia Pacific, coupled with their technical expertise, marketing experience, and formulation know-how, made Azelis the partner of choice for us in plant care markets. Roquette and Azelis hold the same principles in high regards - such as innovation, sustainability, and transparency - and we are both committed to delivering first-class expertise, service and support to our customers in the region."

**Kimberly Chung, Asia Pacific Business Development Director at Azelis, adds:**

“Roquette’s product range is an excellent addition to our lateral value chain, answering the market needs for innovative, clean, highly performing, and eco-friendly products. In our role, we aim to be the partner in innovation for our customers, from formulation to production, and Roquette gives us the right range to optimize our offering. The sales and laboratory teams are thrilled about this new addition. They strive to combine ingredients and ideas to create opportunities through expertise and proactively develop solutions.”

Azelis has significantly grown in Asia Pacific during the last five years, establishing a presence in 11 countries and opening more than 20 laboratories. Azelis has quadrupled its sales in this period and currently employs more than 300 highly qualified staff in the region. To strengthen its expertise in Specialty Agri/Horti, Azelis invested in three dedicated regional application laboratories - in China, New Zealand, and Vietnam - to assist customers in developing tailor-made formulations, troubleshooting, and testing of their products.

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**About Azelis**

Azelis is a leading distributor of specialty chemicals and food ingredients present in over 50 countries across the globe with around 2,200 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 about 40,000 customers, creating a turnover of €2.15 billion (2019).

Throughout our extensive network of more than 60 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.

Impact through ideas. Innovation through formulation.

[www.azelis.com](http://www.azelis.com)

**About Roquette: “Offering the best of nature”**

Roquette is a global leader in plant-based ingredients, a pioneer of plant proteins and a leading provider of pharmaceutical excipients. 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.



Innovation  
through  
formulation

These ingredients respond to unique and essential needs, enable healthier lifestyles and are critical components of life-saving medicines.

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 3.7 billion euros and employs 8,670 people worldwide.

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

