

Company acquisition

NATUREX announces the acquisition of PEKTOWIN, a Polish company specialized in pectins and fruit and vegetable juice concentrates

Press release

Avignon (France), 21 December 2011 – NATUREX, the global leader in specialty plant-based natural ingredients, announces it has reached an agreement with the Polish Industrial Development Agency (Agencja Rozwoju Przemysłu S.A - ARP), to acquire 100% of the capital of ZPOW PEKTOWIN SA (PEKTOWIN), a Polish company based in Jaslo (South-East of the country), specialized in the production of apple and citrus pectins, fruit and vegetable juice concentrates and, for a smaller proportion, the preparation of processed food products.

The full completion of this acquisition is subject to the final agreement of the Polish Ministry of the Treasury which should confirm the privatization of PEKTOWIN by the end of January 2012.

This second acquisition of the year (purchase of BURGUNDY Botanical Extracts on 24 October 2011) fits in perfectly with the Group's strategy to accelerate its international development, expand its product range and strengthen its industrial presence, particularly in emerging countries.

Strengthened industrial capabilities in pectins

PEKTOWIN benefits from a high-capacity industrial tool dedicated to the production of apple and citrus pectins and located at the heart of one of the major region of raw materials used for the production of apple pectins.

Since the acquisition in December 2009 of the Ingredients division of Natraceutical, NATUREX is one of the seven manufacturers of pectins worldwide, with its plant located in Bischofszell (Switzerland). Integrating PEKTOWIN within its scope will enable NATUREX, not only to strengthen its manufacturing base in pectins, but also to benefit from a significant scalability in order to best meet customer needs.

A new industrial base in juice concentrates and a local sourcing

The acquisition of PEKTOWIN also represents an opportunity for NATUREX to gain a new production capacity in the field of juice concentrates. Indeed, PEKTOWIN is one of the main Polish producers of fruit (mainly apples) and vegetable (especially red beets and black radishes) juice concentrates, and produces over 6,000 tons of concentrates each year.

This industrial tool will enable NATUREX to broaden its product range to fruit and vegetable juice concentrates in order, on one hand, to supply its factories in Switzerland, specialized in fruit and vegetable powders from concentrates, on the other hand, to feed its new range of colours, Vegebrite™ (new offering of "colouring Foodstuffs"¹), and lastly to offer its customers, a complete range of fruit and vegetable juice concentrates.

In addition, NATUREX will benefit from a high quality sourcing from local producers, in a wealthy agricultural area in fruit and vegetable crops.

A commercial presence reinforced in Eastern Europe

PEKTOWIN achieves one third of its sales in Poland and two thirds in Russia as well as in other countries of Eastern Europe. Thereby, NATUREX significantly strengthens its commercial presence in Eastern Europe, allowing it to create several synergies. In addition to this acquisition, a sales office in Warsaw will be opened in order to support the assistance to clients and prospects as well as the promotion of other ingredients of the Group, locally.

¹ Colouring foodstuffs : Ingredients with colouring properties

« This new acquisition is perfectly in line with our growth strategy in complementary markets with a broadened product portfolio, a strengthened production capacity as well as an additional industrial know-how », commented Jacques Dikansky, President and CEO of NATUREX

« We are confident in our ability to integrate PEKTOWIN within NATUREX Group, enhancing its industrial tools and products to our international customers thanks to the dynamism of our global sales network, and our technical and scientific expertise. »

Additional information on the terms of this acquisition will be announced at the closing of the transaction.

About PEKTOWIN

ZPOW PEKTOWIN SA (PEKTOWIN) is a Polish company based in Jaslo (South-East of the country), 100% owned by the Polish Industrial Development Agency (Agencja Rozwoju Przemysłu S.A - ARP).

Created in 1963, PEKTOWIN is specialized in the production of apple and citrus pectins, fruit and vegetable juice concentrates and, for a smaller proportion, the preparation of processed food products.

About Naturex

NATUREX is a global leader in specialty plant-based natural ingredients.

The Group is organised around three strategic markets (food & beverage, nutrition & health and personal care) and produces and markets specialty plant-based ingredients for the food, nutraceutical, pharmaceutical and cosmetic industries.

NATUREX's head office is based in Avignon, France. The company employs more than 1,000 people with high-performance manufacturing operations across 13 sites in Europe (France, Italy, Spain, the United Kingdom and Switzerland), as well as in Morocco, the United States, Brazil and Australia. It also has a global presence through a dedicated network of sales offices in 18 countries (France, Italy, Spain, the United Kingdom, Belgium, Germany, Russia, U.A.E., Thailand, Singapore, Japan, China, Korea, Australia, the United States, Canada, Brazil and Mexico).

NATUREX's development is supported by positive underlying trends linked to a fast-growing demand for natural products and its capacity to provide manufacturers customised solutions to meet the requirements of their end consumers. The Group's strength lies in its positioning with specific products which constitute niche markets, supported by strong sourcing capacity and sustained research & development.

▶ **Next publications**

- 2011 annual sales 24 January 2012
- 2011 annual results 28 March 2012

▶ **Forthcoming events**

- SFAF meeting (analysts) 2 April 2012
- Midcap Event Brussels 29 and 30 March 2012
- Smallcap Event Paris 12 and 13 April 2012

Receive all financial information on NATUREX by email free of charge by registering at: www.naturex.com

Naturex has been listed since October 1996 on NYSE Euronext Paris, Compartment B (MidCaps)



- Number of shares comprising the capital: 7,705,580
- ▶ 6,318,272 ordinary shares (ISIN FR0000054694)
 - ▶ 1,387,308 preferred shares (ISIN FR0010833251)

Naturex is a component of the CAC Small and Gaïa indexes.

Naturex is eligible for "long only" Deferred Settlement Service (SRD).

Naturex has implemented a Sponsored Level I American Depositary Receipt (ADR) program, which trades on over-the-counter market in the United States under symbol NTUXY.

TICKER: NRX - Reuters : NATU.PA - Bloomberg : NRX:FP - DR Symbol: NTUXY

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