



## **Eurofins and Danone enter into a long-term strategic partnership with outsourcing agreement of Danone's CLF laboratory in Germany**

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Eurofins Scientific (EUFI.PA), the global leader in food, environment and pharmaceutical products testing services, announces a milestone outsourcing agreement with Danone. As part of the agreement, Eurofins will take over Danone's laboratory for infant nutrition analysis, Central Laboratories Friedrichsdorf (CLF), in return for an exclusive supplier contract for all infant nutrition analyses for Danone and Milupa, its infant nutrition arm in Germany, which will represent at least EUR 30m in revenues over 5 years. Under the agreement, CLF will continue playing a central role in Danone's infant and clinical nutrition quality control organization, and in providing Danone and its suppliers access to Eurofins' world-class food testing capabilities.

As the global reference for food testing, including nutritional analysis, Eurofins, through CLF, will be able to provide Danone and its partners with the highest-quality of analytical service, with the efficiency of a specialized laboratory, allowing them to focus on their core businesses. As one of the leading producers of baby food products worldwide, Danone has a strong reputation for quality and safety. This outsourcing agreement is therefore a confirmation of Eurofins' high standards of service and reliability.

The agreement strengthens Eurofins' footprint in nutritional analysis, and allows the Group to develop CLF as its competence center for baby food analysis, a growth market that calls for only the highest-quality testing services, which corresponds well to Eurofins' focus and positioning. In addition to the benefit for Eurofins of expanding its relationship with a key global player in the baby food and clinical nutrition sector, CLF will expand Eurofins' capabilities with competencies critical for analysis of infant and clinical nutrition products. CLF was previously the in-house laboratory of Milupa within the Danone Baby Nutrition division, and has been performing analyses and quality assurance for them for at least 17 years.

CLF clients will benefit from gaining access to a wider range of analytical methods and technologies within Eurofins, and the efficiencies resulting from being part of a large, global network. Along with existing expertise, Eurofins' commitment to investing in the best, state-of-the-art equipment, IT solutions and facilities should allow CLF to develop into a global reference laboratory for infant nutrition.

Mrs Christine Siemssen, General Manager of Milupa GmbH, Danone's Baby Food business in Germany, stated: "We are enhancing our quality standard thanks to the additional expertise of Eurofins."

Comment from Dr. Gilles Martin, CEO of Eurofins Scientific: "This agreement reflects the trust of clients who are as committed to the quality and safety of their products as Eurofins is to providing consistently high-quality service. The agreement also demonstrates the benefits of outsourcing. Providing high-quality analyses at reduced turn-around time, cost and capex requirements should benefit clients like Danone, allowing them to focus on their core strengths and maximize efficiency."

**For more information, please visit [www.eurofins.com](http://www.eurofins.com) or contact:**

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#### **Notes for the editor:**

##### **Eurofins – a global leader in bio-analysis**

Eurofins Scientific is the world leader in food and pharmaceutical products testing. It is also number one in the world in the field of environmental laboratory services and one of the global market leaders in agrosience, genomics, discovery pharmacology and central laboratory services.

With over 14,000 staff in more than 180 laboratories across 35 countries, Eurofins offers a portfolio of over 100,000 reliable analytical methods for evaluating the safety, identity, composition, authenticity, origin and purity of biological substances and products. The Group provides its customers with high-quality services, accurate results in time and expert advice by its highly qualified staff.

Eurofins is committed to pursuing its dynamic growth strategy by expanding both its technology portfolio and its geographic reach. Through R&D and acquisitions, the Group draws on the latest developments in the field of biotechnology and analytical chemistry to offer its clients unique analytical solutions and the most comprehensive range of testing methods.

As one of the most innovative and quality oriented international players in its industry, Eurofins is ideally positioned to support its clients' increasingly stringent quality and safety standards and the expanding demands of regulatory authorities around the world.

The shares of Eurofins Scientific are listed on the NYSE Euronext Paris Stock Exchange (ISIN FR0000038259, Reuters EUFI.PA, Bloomberg ERF FP).

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