

KMP and Marvesa set up leading supply chain group

KMP and Marvesa join forces to further optimize the world-wide supply chains of fishmeal, soy protein concentrates and fish oil products, both crude fish oils and omega 3 rich fish oils

Hamburg / Rotterdam, 26 April 2017 – Köster Marine Proteins GmbH ('KMP'), the Hamburg based company active in fishmeal and soy protein concentrates, and Marvesa Holding NV, Rotterdam ('Marvesa'), amongst others being active in fish oil, today announced the set-up of a partnership. As part of the initiative, KMP and Marvesa created a joint venture company named Köster Marine Oils GmbH, Hamburg ('KMO'). KMO has acquired 100% of the shares of Marvesa's companies in Rotterdam and in Lima, Peru that are active in fish oil.

This partnership is a strategic response to world-wide industry trends that focus on sustainability, reducing costs in the respective supply chains while providing products that always fully comply with quality standards such as IFFO RS and GMP+.

KMP and Marvesa both share a true family culture and pursue a long term vision based on their four fundamentals: ***extensive industry knowledge, long term relationships with suppliers and customers, access to optimal logistical networks and a strong financial position.*** Through this partnership, fish oil will be added to KMP's existing product portfolio with an office in Lima assuming the responsibility to procure fishmeal for KMP in Peru. In addition, both KMP and Marvesa have existing relationships with suppliers in various countries that can be shared on the short term. As a direct result, suppliers and customers will be enabled to benefit from these extended product portfolio's and market channels.

The partnership also implies that the excellent 36 years lasting relationship between KMP and Conpac SA, Lima will come to an end as per 30 April 2017. This has been a very difficult decision since Conpac has successfully supported KMP's business development by building up trusting and professional relationships with fishmeal producers as well as service providers in the industry.

Mr. Malte Thomsen, Managing Director of the new group: *"This partnership is as logical as can be. We both have much experience and knowledge in serving our suppliers and customers in an optimal manner. Sustainability and safety are part of our DNA which has been developed in two private companies with a true family culture. I really look forward to working with the Marvesa teams in Rotterdam and Lima whereas our ending business relationship with our agent Conpac has been a tough decision. I sincerely thank José Carlos Martínez and Eduardo Rivero for their professional support over the years. We part as business partners but will stay friends, I am sure of that".*

The new partnership will be active as of today. All contact persons both at KMP and Marvesa can be reached as usual under the known phone numbers and email addresses. During a transition period, the team of Marvesa Rotterdam N.V. will continue its existing activities in Rotterdam until the transfer to Hamburg later this year. After that period, KMO will assume and continue all business activities of Marvesa Rotterdam N.V.

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