

# **BARENTZ**

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PRESS KIT 2016

**BARENTZ INTERNATIONAL BV**

*from source to solution*

## COMPANY PROFILE

**Barentz is a leading provider of ingredients and additives for the food & nutrition, pharmaceutical, 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 and additives.

Representing world class suppliers from all over the world, Barentz offers its customers a one-stop-shopping ingredient portfolio, which is complemented by unique specialty ingredients and blends from Barentz owned production companies.

Working towards its vision of being the **preferred ingredients partner** of its stakeholders, Barentz adds value to the processes of its customers and suppliers.

For customers, the added value lies in understanding the local needs of customers and finding the ingredient solutions that work for their products. The Barentz ingredient experts offer technical support, spanning from ingredients choices for specific applications, to testing these ingredients in manufactured products of customers, to delivering these ingredients at the right time, packaged in production batch quantities.

For suppliers, Barentz adds value through its infrastructure and direct access to an elaborate local customer network in 50+ countries. Offering a complete ingredients portfolio from multiple suppliers makes Barentz a more interesting business partner for customers than a single ingredient supplier.

The rich Barentz history dates back to 1953, when the company was founded in Amsterdam, The Netherlands. With a strong focus on the European market and with offices in all European countries, Barentz is well-recognised as a leading distributor of food ingredients and additives in Europe.

The Barentz expertise and network reaches well beyond Europe. Operating an international network of more than 50 offices, Barentz is growing fast in the Asia Pacific region and in North America.

Still privately owned, the Barentz group generated a turnover of 810 million Euros in 2014, serving thousands of customers in 50 countries with more than 700 people. Barentz has been very successful in growing its business through acquisitions and strategic partnerships. In the last decade, Barentz has acquired FRANK Food Products (2007), Vitablend (2008), Agri Nutrition (2008), Forum Products (2011), Maustepalvelu (2014), Astabumi (2015) and Skyport in China (2015). Also, Barentz took strategic participations in RFI (2011), Prochifar (2012), NK Chemicals (2013), Additive Solutions(2014) and AmTech Ingredients in the USA (2015) which enabled Barentz to strengthen its market position in selected markets and expand its geographical reach even further.

The latest Barentz expansion included the establishment of a joint venture with Future Way Holding in Iran, covering the Middle East market. Barentz has a clearly defined profitable growth strategy focused around the Life Sciences industries, aiming for an increased geographical reach and an expanded ingredient portfolio.

## COMPANY HISTORY & TIMELINE

The Barentz story begins in 1953 when Mr. Herman Barentz from Amsterdam, The Netherlands had a bright idea. Through his great connections to the Roquette company in France he got the opportunity to represent their business activities in The Netherlands.

Soon thereafter, this one supplier lead to another and to even more suppliers, resulting in a broader ingredients portfolio, resulting in even more customers.

Eventually, the growing business in The Netherlands lead to an expansion into Belgium and Luxemburg, 25 years after the inception of the company.

Three years later, Barentz Germany opened its doors and soon thereafter, Barentz Poland and Barentz in the Czech Republic were a fact.

Now, more than 60 years later, Barentz is operating in some 50 countries in the world. With offices in all European countries, the company is also fast growing in Asia and has a foothold in the USA.

But no matter where in the world Barentz is operating, the ambition and vision remains the same, to help customers grow their business and to be their preferred ingredients partner!

### TIMELINE

- 1953** H.L. Barentz establishes his company in Amsterdam
- 1988** Barentz opens an office in Belgium.
- 1991** Barentz Germany is established.
- 1992** Barentz enters the market of the Czech Republic.
- 1996** Barentz Poland is established.
- 1997** Barentz starts doing business in France.
- 2000** Barentz becomes Barentz Europe B.V.
- 2002** Barentz establishes first Concept & Application Center in The Netherlands (Barentz Ingredients).  
Barentz establishes offices in Bulgaria and Hungary.
- 2003** Barentz present in Rumania.
- 2004** Joint Venture with Campi y Jove in Spain is established.

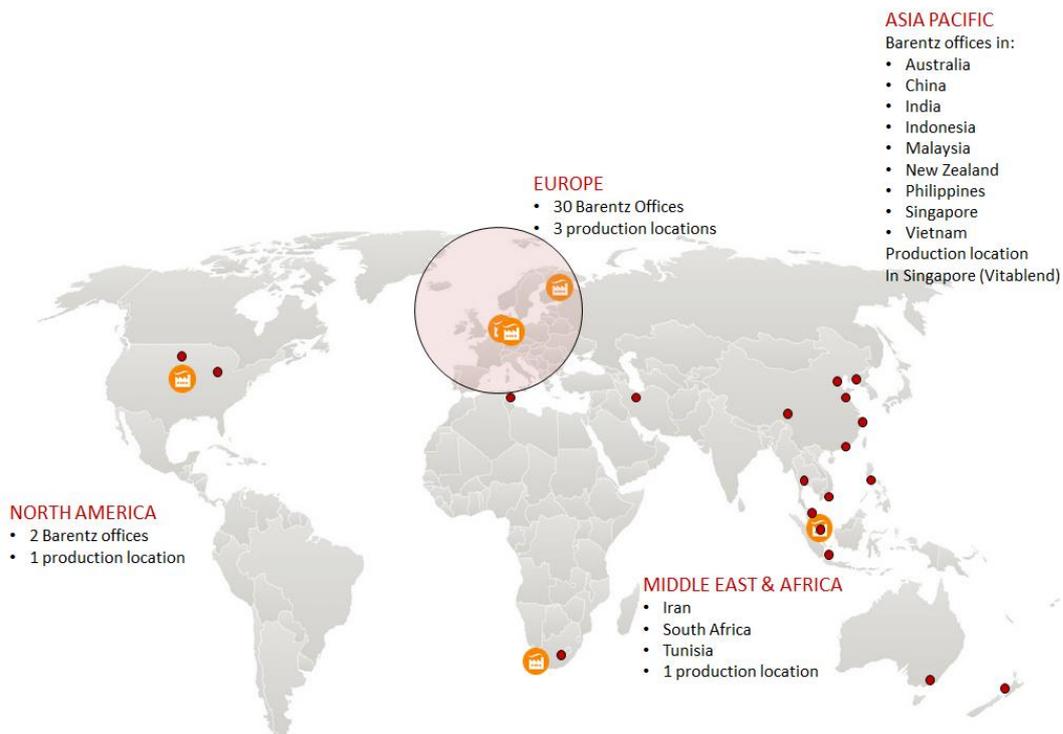
- 2005** Barentz establishes its Sourcing operations in Asia, opens an office in Russia and the United Kingdom. Joint Venture with Chemservice in Italy is established.
- 2006** Joint Venture with Sander in Switzerland and Barentz Turkey are established.
- 2007** Acquisition of L.I. Frank, beans and grains ingredients manufacturer.
- 2008** Acquisition of Vitablend, Joint Venture with Agri Nutrition.  
Start of Barentz Baltics in Riga
- 2009** Start of Barentz Serbia in Belgrade
- 2010** Barentz forms Food Quality Services.
- 2011** Acquisition of Forum Products Ltd, also giving a foothold in India.
- 2012** Barentz establishes a Joint Venture with Ravago: BRCS, takes a majority stake in Rewe Food Ingredients, Germany, opens a Vitablend factory and Barentz regional head office in Singapore. Barentz Service s.r.l. buys Prochifar s.r.l.
- 2013** Divestment of BRCS. Joint Ventures with Roquette in Netherlands, Belgium, Poland, Czech Republic and Hungary. Barentz Europe changes name into Barentz International B.V., Barentz establishes offices in Indonesia and Philippines. Takes a majority stake in NKC Ltd, UK, also giving a foothold in Cincinnati, USA. Barentz acquires majority stake in Agri Nutrition and opens an office in South Africa.
- 2014** Barentz acquires Maustepalvelu in Finland and forms a JV with Additive Solutions in Australia, also serving customers in New Zealand.
- 2015** Barentz acquires Astabumi in Indonesia, Skyport in China and forms a JV with Amtech Ingredients in the USA.
- 2016** Barentz joins forces with Future Way Holding in Iran to form Barentz Middle East.



## BARENTZ FACTS & FIGURES 2014

Head office	Hoofddorp, The Netherlands
Founded in	1953
Employees	700
Operational countries	more than 50
Concept & Application Centers	8
Production companies	6
Group Turnover (consolidated) 2014	810 million Euro

## BARENTZ STRATEGIC GLOBAL FOOTPRINT



*from source to solution*

## BARENTZ GROUP

Within the Barentz group we have some very unique partnerships and joint ventures. We pride ourselves to count the following brands to our network of fully owned and partly owned companies:



These carefully selected strategic partnerships with world class suppliers, joint venture partners and our own production companies, enable us to provide our customers with a unique ingredients portfolio.

## **EXECUTIVE BOARD**

At Barentz we believe in thinking global and acting local. Our executive board consist of highly skilled people with in-depth business knowledge, gained by years of experience in the industry.



### **Hidde van der Wal - Chief Executive Officer**

Hidde joined Barentz in 1988 having initially qualified as a food technologist. He has worked throughout the organisation and is a truly focused and experienced international executive. From 1994 till 2000 he was VP at ADM's Protein Division, and then re-joined Barentz as CEO. Hidde had lead Barentz through the growth of the business throughout Europe and has initiated the expansion into Asia.



### **Jos van der Linden – Chief Financial Officer**

Jos began his Barentz career in 1997 in the Dutch head office. With his exceptional experience in mergers and acquisitions, restructuring and IT projects, he has continuously made the growth of the business possible. Jos likes to be independent and that is exactly one of his ambitions for Barentz: to remain financially independent and strong.



### **Pavel Kratochvil– Executive Vice President**

Pavel became part of the Barentz team with the expansion of the Barentz business into the Czech Republic in 1992. His background is in engineering and economics and he has been driving the European growth of Barentz, with his depth of experience in chemical and ingredients distribution.

## **CORPORATE COMMUNICATION & MEDIA RELATIONS**

For all press matters and other corporate information, please get in touch with:



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