

**PRESS RELEASE**

4 December 2014

## **InVivo NSA reinforces its export business in South-East Asia with the construction of a river loading dock for its Dong Thap plant in Vietnam**

***InVivo NSA inaugurated a new river loading dock on the Mekong Delta for its Dong Thap plant in Vietnam today. This new strategic investment will enable the company to accelerate its business development in Vietnam in the Mekong region and develop its export business in Cambodia and Laos.***

### **A river loading dock for the complete feed plant in Dong Thap**

InVivo NSA inaugurated a river loading dock for its complete feed plant in Dong Thap today. This is a strategic investment for the company's development in the Mekong Delta which is a highly productive region that also exports agricultural and livestock products (rice, fruit, aquaculture, and duck).

This investment of 2 million Euros complements Dong Thap's current industrial facilities constituted of an ultra modern complete feed plant (pork, poultry, and ruminants) commissioned in January 2013 following an investment of over 7.5 million Euros. This plant, with a production capacity of 250,000 tonnes, has advanced equipment to meet the high regional demand for complete feed.

The river loading dock will improve the plant's supply of raw materials (bulk supply) and reduce product delivery costs through the use of barge transportation. It is the first complete feed plant in the region to be equipped with this type of facility which allows the use of the Mekong Delta's 25,000 kilometre natural river network and arroyo system. This new dock will help InVivo NSA develop product export to Cambodia and Laos through river transportation.

The Dong Thap dock was inaugurated on 4 December by Hubert de Roquefeuil, CEO of InVivo NSA, and Pierre Bruwier, Managing Director of Asia. The inauguration was attended by Ba Le Thi Kim Tuyen, President of the Communist Party of the Chau Thanh District, Huynh Van Thong, President of the Chau Thanh District, and Pham Van Tong, Deputy Director of the Department of Transportation/Logistics of the Province of Dong Thap, who have all supported the company's projects in the region for many years. Customers, suppliers, and business trading partners were also invited to the inauguration.

### **Sustained acceleration of InVivo NSA's development in Asia**

InVivo NSA, which currently generates a turnover of over 1.5 billion Euros, wishes to accelerate its development in Asia. This region is one of the Group's three priority investment areas, along with Latin America and Africa, and currently represents 11% of its total turnover. This ambition is explained by the strong development potential of the area: rise and growing diversification of demand for animal protein (higher standards of living) combined with strong population growth expected in the region in coming decades. It is also explained by the good knowledge and force of the company's historical position in Asia.

In order to further develop growth, InVivo NSA has defined an ambitious ten-year development programme for Asia. This plan is based on the establishment of a regional Asia platform in Vietnam. In particular, this will result in the progressive deployment of the company's five activities (complete feed, premix, additives, analysis laboratories, and animal health), an intensification of export activity in South-East Asia (Laos and Cambodia), strengthened analysis laboratory activity, and a continuation of the targeted location strategy: opening of a subsidiary in the Philippines and a sales office in Cambodia in 2014.

In addition and in parallel, the Company will be developing its complete feed business (four factories in Vietnam and two in Indonesia) and diversifying its species mix (poultry and aquaculture) with the launch of value-added niche offerings: horse feed and, more recently in September 2014, pet food.

**Hubert de Roquefeuil**, CEO of InVivo Animal Nutrition and Health, said: *"This inauguration is an illustration of InVivo NSA's ambitions in Vietnam. This investment and our strong industrial presence in the country will help us develop our export business in Cambodia and Laos. This investment also demonstrates the key role the regional platform we want to establish in Vietnam and our strong commitment to developing our five activities in Asia."*

#### **InVivo NSA in Vietnam**

InVivo NSA's has operated in Vietnam since 1994 and is a major player in the country's livestock sector today. The company employs some 650 people and has four complete feed plants and an analysis laboratory. The subsidiary also has an analysis laboratory whose activity is developing strongly and has established a key partnership in genetics with the Grimaud Group.

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**About InVivo NSA:** *InVivo Animal Nutrition and Health has five core businesses: complete feed, firm-services, additives, analysis laboratories, and animal health. It employs 6,830 people on 72 production sites in 28 countries. InVivo Animal Nutrition and Health generates a turnover of 1.5 billion Euros.*

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