

PRESS RELEASE

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Major strategic investment in Brazil for InVivo Animal Nutrition and Health

InVivo NSA, subsidiary of InVivo Group and major French player in animal nutrition and health has reached an agreement to acquire Total Alimentos, 3rd player on the Brazilian petfood market. This operation confirms the InVivo NSA development strategy on this industry and allows it to get a key position on the Brazilian market, second market in petfood after the United-States at world level.

Total Alimentos generates revenues of €170 million and employs 1,400 people. The company has also key positions in dairy cattle, horse and aquaculture feed.

The acquisition of Total Alimentos confirms the petfood global strategy of InVivo Animal Nutrition and Health and allows it to get a key position on the Brazilian market.

InVivo Animal Nutrition and Health, subsidiary of InVivo Group, ranks among the world leaders in its sector with revenues of €1.3 billion and a presence in 20 countries. The rapidly-expanding group is eager to quickly consolidate its position in the profitable and dynamic sector of petfood in emerging markets: Latin America and Asia.

Furthermore, in order to benefit from both the positive demographic trend and the fast growth of middle and upper classes in Latin America, InVivo NSA, leader in complete feed and aquaculture in Brazil, wants to accelerate its development in animal proteins sector.

Total Alimentos' acquisition, leading company in Brazil on two fast-growing markets (petfood and dairy cattle feed), stands as an accurate answer to this two-fold requirement.

The creation of a Latin-American leader

Founded in 1975, Total Alimentos is a family-owned independent company which generates revenues of €170 million, has 1,400 employees and benefits from an extensive commercial network (21 distribution centers). The company operates mainly in two activities: petfood and animal nutrition (dairy cattle, horse and aquaculture).

Beyond that, the company benefits from a key position on the whole petfood segment (standard to super premium, snacks...) and has a major industrial plant with production capabilities ranging from 350 000 to 400 000 tons per year (petfood and animal nutrition) located in Três Corações in Minas Gerais Stat. In addition, the company exports in more than 40 countries, owns a world-recognized research center in petfood in partnership with a major American University in the veterinary field (University of Illinois) and benefits from a significant patents portfolio.

Hubert de Roquefeuil, CEO of InVivo Animal Nutrition and Health announces: *“The acquisition of Total Alimentos creates a Latin-American leader on the petfood market where our Group already benefits from a key position in Mexico (3rd market player in the country). It also gives us the opportunity to acquire petfood snacks and super-premium offers to be duplicated at world level and to strengthen our research ability in petfood. Beyond that, Total Alimentos’ positions in feed (dairy cattle, horse and aquaculture) will generate major synergies with our activities in Brazil and speed up our development on these 3 fast-growing markets.”*

Thierry Blandinières, CEO of InVivo Group adds: *“This acquisition is fully in line with the objectives of value creation and international development stated in “2025 by InVivo strategic plan” and confirms our strong interest in petfood industry”.*

About InVivo NSA

The InVivo Animal Nutrition and Health Group operates in five main businesses: complete feeds, premixes, additives, analysis laboratories and animal health. It employs 5,500 people in 20 countries and 65 production sites. In 2012-2013, InVivo Animal Nutrition and Health reported revenues of \$1.8 billion.

About InVivo

InVivo is a union of 223 farming cooperatives, which have a combined membership of more than 300,000 farmers. The Group employs 6,600 workers in 20 countries and reported revenue of €5.4 billion in its 2013-2014 financial year. Thanks to human, industrial, technical, technological and innovation investments, to its membership and its international developments, InVivo supports French agriculture by guarantying performance and sustainability of agricultural production activities.

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