



Azelis News Release

4 June 2019

Lubrizol entrusts Azelis to further grow their personal care markets in Greece

Azelis, a leading distributor of speciality chemicals and food ingredients, is delighted to announce the extension of an existing partnership with Lubrizol, provider of speciality chemicals to industrial and consumer markets. Lubrizol has appointed Azelis as its preferred distribution partner for rheology modifiers, emulsifiers, sensory modifiers, conditioning agents and more for the personal care market in Greece.

Highlights & rationale

- Azelis announces an extension of the existing partnership with Lubrizol for the personal care market in Greece.
- The new agreement builds further on an existing collaboration in other parts of Europe.
- This mandate extension is consistent with Azelis' corporate strategy of organic growth with selected strategic partners.

Lubrizol further consolidates its distribution network and expands the existing cooperation with Azelis in Europe to include Greece. This appointment adds to the current preferred distribution partnership in a number of European countries that the two companies have enjoyed for more than 8 years.

Stefan Van Strydonck, Business Director Lubrizol EMEA, says: "As a recognition of the successful partnership between Lubrizol and Azelis elsewhere and in efforts to optimise our route to market, we have extended the distribution partnership to Greece, keeping the best possible service to our customers at the core of that decision. We are confident that the unique combination of technical expertise and innovation capabilities of Azelis will result in further growth of our business."

Malgorzata Makowka, the Azelis Group Principal Manager Lubrizol, comments: "Lubrizol's high-quality products are complementary to the current portfolio we have and hence will enable us to offer a complete lateral value chain in Greece too. The partnership extension is an important confirmation of our efforts and focus on innovation so far and a motivation for our teams to continue providing the best possible and fully integrated set of services."

Azelis creates value with and for its partners by turning ideas into market-leading solutions that drive growth. The group offers its customers innovative formulations that address stringent market requirements and consumer trends. Through its 15 Personal Care application laboratories worldwide and experienced, market focused sales teams, the company continues to win innovation and excellence awards, including the PCHi Fountain Award and Personal Care & Cosmetics Innovation Award in China earlier this year, as well as the Silver Make Up Bar Award at in-cosmetics Global 2019 in France, to name only the most recent ones.

-ENDS-



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growing together

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About Azelis

Azelis is a leading distributor of speciality chemicals and food ingredients present in over 40 countries across the globe with around 1,900 employees. Our knowledgeable teams of industry, market and technical experts are each dedicated to a specific market within Life Sciences and Industrial Chemicals. We offer a lateral value chain of complementary products to almost 40,000 customers, creating a turnover of €1.94 billion. In the US we operate under a number of renowned co-brands that cater to the various markets in the region.

Throughout our extensive network of more than 50 application laboratories, our award-winning technical staff help customers develop formulations. We combine a global reach with a local focus to offer a reliable, integrated service to local customers and attractive business opportunities to principals. And we believe in building and nurturing solid, honest and transparent relationships with our people and partners.

www.azelis.com

About Lubrizol

The Lubrizol Corporation, a Berkshire Hathaway company, is a market-driven global company that combines complex, specialty chemicals to optimize the quality, performance and value of customers' products while reducing their environmental impact. It is a leader at combining market insights with chemistry and application capabilities to deliver valuable solutions to customers in the global transportation, industrial and consumer markets. Lubrizol improves lives by acting as an essential partner in our customers' success, delivering efficiency, reliability or wellness to their end users. Technologies include lubricant additives for engine oils, driveline and other transportation-related fluids, industrial lubricants, as well as additives for gasoline and diesel fuel. In addition, Lubrizol makes ingredients and additives for home care, personal care and skin care products and specialty materials encompassing polymer and coatings technologies, along with polymer-based pharmaceutical and medical device solutions.

With headquarters in Wickliffe, Ohio, Lubrizol owns and operates manufacturing facilities in 17 countries, as well as sales and technical offices around the world. Founded in 1928, Lubrizol has approximately 8,700 employees worldwide. Revenues for 2018 were \$6.8 billion. For more information, visit Lubrizol.com.

Website: www.lubrizol.com



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