



Press Release
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neovia
by **invivo**

Neovia announces the acquisition of Epicore, a probiotics expert on the global aquaculture market

Today, Neovia announces the acquisition of 100% interest in Epicore, a North American company specialised in the manufacture of larval feed and probiotics on the global aquaculture market and, more specifically, shrimp. Through the complementarity of the expertise of the two companies and Neovia's international R&D network, Neovia intends to develop its aquaculture business and offer new natural and sustainable solutions for livestock farming: probiotics.

Epicore, a recognised player on the global shrimp market

Epicore manufactures feed and probiotics for the shrimp market and currently employs over 35 people. Founded in 1987, the company's headquarters and its production facility are located in Eastampton, New Jersey. The company has storage space and a key technical centre within its Ecuadorian subsidiary which facilitates the distribution of its products and services in the largest shrimp producing country in the Americas and the fourth largest producer in the world with 400,000 tonnes of shrimp feed produced per year*. Epicore has a leading expertise in manufacturing liquid feed for shrimp larvae and recognised global expertise in the production of probiotics. Probiotics are living micro-organisms that are naturally present in the body. They help balance intestinal flora and stimulate immune defences. These natural solutions help to reduce stress and mortality rate of shrimp to promote sustainable growth in shrimp ponds.

New solutions to secure the sustainable growth of the shrimp market

With an estimated world production of 3.6 million tonnes*, the shrimp market has been steadily growing for more than a decade. However, in recent years, the market has slowed or even stagnated in some countries due to the appearance of several diseases (Early Mortality Syndrome, White Spot Syndrome Virus). In response to these major health challenges, shrimp farmers have had to adapt their production model and adopt new measures to control their ponds more effectively: water quality control, biosecurity, better quality larvae, and the use of probiotics. As a result, Neovia's acquisition of Epicore will bring the company leading-edge expertise in probiotics fully in line with its holistic approach to aquaculture which ranges from feed to pond management. This holistic approach is the guarantee of sustainable medium-term market growth.

*(FAO, 2016)

Complementary and promising synergies

This acquisition will allow the two companies to benefit from numerous synergies worldwide, particularly with regards to R&D and innovation. Neovia's aquaculture business will also benefit from an expanded portfolio of products and services as well as new expertise in the production of probiotics first for aquaculture species and then for the Group's other species.

William Long, CEO of Epicore said, "We are delighted to be able to share our expertise in probiotics with a large international group like Neovia. The strength of its R&D expertise and its international innovation network will allow us to develop new applications for the international aquaculture market and other markets together. It is a great opportunity for our company and a new adventure is beginning for all Epicore employees!"

An acquisition that provides a concrete response to the growth of Asian shrimp market

Asia is one of Neovia's main development areas and aquaculture is one of its priority businesses. With Epicore, the Group has additional resources to accelerate its growth in the Asian shrimp industry. Four out of the world's top five shrimp producing countries are located in this region: China, India, Vietnam, and Indonesia*.

Hubert de Roquefeuil, CEO of Neovia added: "With the acquisition of Epicore, Neovia's aquaculture business will achieve its critical size to accelerate its international development, especially in Asia where we can rely on the Group's presence and our recognised aquaculture expertise in Latin America (Ecuador, Brazil, Mexico) and Vietnam. Epicore has a lot to offer to Neovia and I am pleased to welcome its teams of experts in probiotics to our company which will allow us to complement our portfolio of products and services and offer high-performance and sustainable solutions to farmers all over the world."

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About Neovia: the company has a turnover of 1.7 billion Euros achieved in seven business lines: complete feed, aquaculture, pet care, premix/ firm services, additives & ingredients, animal health, and testing laboratories. It has 75 production sites and 8,300 employees in 28 countries.

www.neovia-group.com

*(FAO, 2016)