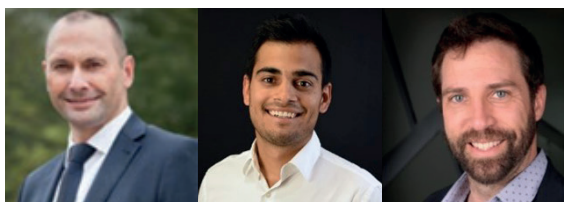


## Olmix strengthens its Plant Care division to support the Group's growth and ambitions

Bréhan, February 20<sup>th</sup>, 2024

After strengthening its management team in 2023, the Olmix Group is taking a new step in its growth strategy with 3 new hires in its Plant Care division: Frédéric GRIMAULT, Alexandre-Paul CIVARD and Félix FORTE are joining the company at the start of this year. Thanks to these new recruits, the Group is reaffirming its objectives: to develop its commercial positions internationally, conquer new markets and consolidate its historic market shares in the nutrition and biostimulation sectors.



From left to right: Frédéric GRIMAULT, Alexandre-Paul CIVARD and Félix FORTE

### *Ramp-up of the plant sector*

With a presence in over 40 countries, the Plant Care division aims for international growth by activating several levers:

- develop sales in Europe by leveraging existing teams and long-standing clients
- continue the momentum in Asia based on double-digit growth
- change scale in the South American market with our portfolio of Olmix solutions and yeast extract specialties, following the recent acquisition of Yes Sinergy
- open up the US market which presents many opportunities given the transition challenges.

With this perspective, Frédéric GRIMAULT is appointed business development and international sales director. With his expertise acquired through various roles such as Sales Management, Marketing and Product Management at *Biotallys* and *Sumitomo Chemical*, he brings solid international experience, a major asset for the growth of the Business Unit.

## *Development of the Ingredients and Seed Treatment activity, a strategic focus for the Group*

Alexandre-Paul CIVARD joins the team as head of sales & development, ingredients & seed treatments. With 9 years of experience at *BASF*, he has an in-depth knowledge of the European seed market. His objective will be to stimulate growth in this market segment thanks to the range of products from the Bois Valor integration carried out a year ago, and with the support of the sales forces reporting to him. He will also be in charge of developing new biosourced solutions with the cooperation of the Group's R&D teams.

## *Strengthening and expansion in the historic market of the Plant Care division*

The agricultural sector faces new challenges including: reducing inputs, multiple crop and soil stresses, decreasing resources while preserving the profitability of the sector. To meet these challenges, *Olmix*, a historic player in the European biostimulant market, is committed to supporting distributors and farmers in their transition to smart, profitable and sustainable agriculture. With this in mind, Félix FORTE will take on the position of sales manager for Southern Europe and the Mediterranean region to support this key transition for sustainable European agriculture. Félix previously held similar roles at *Atlántica Agrícola* and *TIMAC Agro*.

«With these new strategic hires, *Olmix* wants to accelerate its commercial growth with a target of a double-digit growth in 2024. To do this, the group will rely on the development of the European, Asian and South American markets, on strengthening its portfolio of high value-added biosourced products and on a renewed offer in the seed treatment market» says Robert Clapham, CEO of the Group.

### About OLMIX

*Olmix is a global company specialized in developing, producing and distributing high-value biosourced solutions for livestock and crop farming. Thanks to its ranges of finished products and ingredients, Olmix is a privileged partner of farmers, distributors and agri-supply manufacturers on an international scale to enable smart, sustainable agriculture.*

*Its Animal care division develops innovative technologies to improve animal welfare and hygiene, reduce mycotoxin risks, improve digestive efficiency and boost animals' natural defenses while combining economic and environmental performance.*

*Its Plant care division develops innovative technologies to improve soil fertility, increase fertilization efficiency and reduce the impact of stresses on plants, thereby reconciling economic and environmental performance.*

*Founded in France in the Brittany region, Olmix employees more than 900 people and operates 10 industrial sites, including a biorefinery specialized in algae processing and 6 R&D centers worldwide.*

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