

## Press Release

Hamburg, 22<sup>nd</sup> of April 2015

### **BIESTERFELD ENTERS THE BRAZILIAN POLYMER DISTRIBUTION MARKET**

**Effective from April 1<sup>st</sup> 2015 Biesterfeld Simko Distribuição Ltda. has started its operation in the Brazilian market. The newly founded company is a 50/50 Joint Venture between Biesterfeld Plastic GmbH, a leading European Plastic & Rubber Distributor with its headquarters in Germany, and Simbras Ltda., a Brazilian subsidiary of Simko S.A., a Latin American Plastic and Rubber Distributor.**

With immediate effect Biesterfeld Simko Distribuição Ltda. has been appointed Key-Distributor in Brazil by DuPont's Performance Polymer division, a long standing Partner for Biesterfeld Plastic GmbH across Europe. The DuPont product range of Engineering Polymers, Thermoplastic Elastomers and High Performance Rubber will be complemented with Chi Mei's comprehensive product range of Styrene Copolymers such as ABS, SAN, ASA, SBS as well as PC, PMMA and PC-Blends. Chi Mei has been a partner for both Simko and Biesterfeld for more than 25 years.

With its headquarters in Sao Paulo and a local Sales office in Florianopolis, Santa Catarina, Biesterfeld Simko Distribuição Ltda. aims to become a major Distributor for Engineering Polymers, Elastomers, High Performance Rubber as well as Styrene Copolymers in the Brazilian market.

Eduardo Simko, Shareholder of Biesterfeld Simko Distribuição Ltda. and family shareholder of Simko S.A., Buenos Aires, comments: "After our entry into the Brazilian market with Chi Mei, we have discovered an extraordinary opportunity to develop the market in a modern way. And Biesterfeld, who in turn was offered Du Pont's distribution, is our ideal partner for the long run. Our partnership blends world-class success stories with the most important manufacturers of Engineering Polymers and local expertise in the Brazilian market."

"Growth prospects in Brazil for our key market segments are very encouraging whilst European Investment and know-how transfer into the plastic processing & automotive sector will continue to play a dominant role. In our view, trusted partnerships between Principals and Key Distributors will ensure close cooperation in marketing campaigns and technical application development. This is exactly what we offer in Europe and from now on also in Brazil. We are happy that our partners share exactly the same point of view.", comments Carsten Harms, Member of the Executive Board of Biesterfeld AG and Managing Director of Biesterfeld Plastic GmbH.

"Our channel partners are a key part of the continuing success and growth of DuPont Performance Polymers. We are delighted that we have been able to extend our collaboration with Biesterfeld Plastic in Brazil, which will ultimately give our customers better access to our products and technical

support. The successful collaboration with our distributor over the last 25 years also shows that channel partnerships really do work. We are confident that both will grow and strengthen our position in Brazil.”, said Rogério Colucci, Business Leader DuPont Performance Polymers South America.

Biesterfeld Simko Distribuição Ltda. will exhibit at **Feiplastic**, Sao Paulo 4<sup>th</sup> - 8<sup>th</sup> of May, Booth F-501, supported by a delegation of Chi Mei Sales & Marketing Management and Technical application Engineers.

*Biesterfeld Plastic GmbH, a 100 % subsidiary of Biesterfeld AG, is a leading distributor in the European Plastic and Rubber Industry, with long-established distribution partnerships in a total of 42 countries. Major plastics producers such as DuPont, ExxonMobil Chemical, INEOS Olefins & Polymers Europe, BASF Polyurethanes, Solvay, Chevron Phillips, Styrolution, Chi Mei and LG Chem have trust in the efficient services offered by Biesterfeld Plastic GmbH and have benefited from growth over a period of many years.*

*Biesterfeld AG, the parent company of the Biesterfeld Group, has been active for over 100 years as a trading and service company. With an annual turnover of € 1,1 bn, 750 employees and with over 50 locations in Europe, North and South America, Asia as well as Africa, Biesterfeld is one of the leading companies in distribution of chemicals and polymers. The family-owned group of companies aims at steady growth of its three business areas namely Biesterfeld Plastic, Biesterfeld Spezialchemie and Biesterfeld International.*

*Simbras Ltda., controlled by Simko S.A. family members, is a Brazilian company composed of Brazilian and Argentine partners. It is a leading supplier of natural rubber, latex, synthetic rubber and rubber chemicals in the Brazilian market. It is the agent for the Lee Rubber Group as well as Halcyon Agri and NCE, the most prestigious natural rubber suppliers in the Far East. It is partnered, with Tianjin Kemai, one of the leading Chinese Rubber Chemicals manufacturers, as well as being the preferred distribution and development channel in Brazil for Engineering Polymers produced by Chi Mei Corporation, Taiwan, the largest ABS producer in the World.*

*DuPont (NYSE: DD) has been bringing world-class science and engineering to the global marketplace in the form of innovative products, materials, and services since 1802. The company believes that by collaborating with customers, governments, NGOs, and thought leaders we can help find solutions to such global challenges as providing enough healthy food for people everywhere, decreasing dependence on fossil fuels, and protecting life and the environment. For additional information about DuPont and its commitment to inclusive innovation, please visit [www.dupont.com](http://www.dupont.com).*

*DuPont Performance Polymers is committed to working with customers throughout the world to develop new products, components and systems that help reduce dependence on fossil fuels and protect people and the environment. With more than 40 manufacturing, development and research centers throughout the world, DuPont Performance Polymers uses the industry's broadest portfolio of plastics, elastomers, renewably sourced polymers, filaments and high-performance parts and shapes to deliver cost-effective solutions to customers in aerospace, automotive, consumer, electrical, electronic, industrial, sporting goods and other diversified industries.*

*The DuPont Oval Logo, DuPont™, and all product names denoted with ® are trademarks or registered trademarks of E.I. du Pont de Nemours and Company or its affiliates.*

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