

Cargill and BASF enter distribution collaboration to bring specific enzyme solutions to the animal feed industry in the MEA region

Sun City, South Africa – 4th March 2020 – At this year's AFMA Forum 2020 in South Africa, Cargill and BASF announced that they have entered into a distribution collaboration in the Middle East and Africa (MEA). The collaboration positions Cargill as the strategic marketing and sales channel partner of selected innovative BASF animal feed enzymes.

Coen van der Laan, strategic marketing and technology director for Cargill's Animal Nutrition business in the Middle East and Africa, believes this collaboration will provide the region with access to a large range of enzyme solutions which are key to optimize feed cost and consistently enhance animal performance.

Van der Laan states: "Enzymes form an important part of Cargill's holistic approach to animal production and we are proud to collaborate with BASF, a worldwide recognized supplier to the feed industry and our main provider for specific animal feed enzymes in the region."

Joerg Schneider, heading BASF's animal nutrition sales management in Europe, the Middle East and Africa, comments on the collaboration: "Cargill has a strong and often complementary presence across the strong, growing markets of Middle East and Africa. They are a leading player in marketing animal nutrition and health solutions. Cargill and BASF have a long-lasting relationship and we share a lot of common values. This led us to choose Cargill as our strategic distributor of selected animal feed enzymes in the Middle East and Africa."

Using Cargill's extensive research and development knowledge allows Cargill technical advisors to assist feed consultants and nutritionists on how to combine various enzymes categories and formulate enzyme solutions, such as the Enzae™ range that brings value to corn soya diets.

Van der Laan adds: "The knowledge and advanced expertise of our Cargill team, along with the extensive technical resources, together with the expansion of our portfolio by certain BASF animal feed enzymes will allow us to continue to build strong partnerships with our customers and give them the opportunity to have a competitive edge in the region."

The ultimate goal of this distribution relationship will generate additional value and a new experience for customers: they will benefit from Cargill's broad service portfolio, a large database of experiments and global application know-how, as well as convenient access to products through a robust supply chain structure – all of which contributes to high customer intimacy. BASF is a specialist in enzymes, owning a genomic library with a high number of microorganisms. BASF's enzymes technology includes enzyme identification, engineering, registration, production and formulation.

The distribution cooperation of Cargill and BASF comprises the highly efficient phytase BASF Natuphos® E, as well as BASF Natugrain® TS, a proven carbohydrase/NSP enzyme. "BASF is a global leader in phytase production and formulation for monogastric nutrition. We invest significantly in

research and development and have become a globally leading feed enzyme supplier. We also pioneered with Natuphos® E, the first hybrid phytase in the market, combining the strengths of best in class enzymes on key properties. By choosing Cargill as our distributor in the Middle East and Africa, we can bring specific, innovative enzyme solutions in a faster time to a wider range of customers in the Middle East and Africa regions,” Schneider adds.

NOTE TO EDITOR

About Cargill

Cargill provides food, agriculture, financial and industrial products and services to the world. Together with farmers, customers, governments and communities, we help people thrive by applying our insights and 150 years of experience. We have 155,000 employees in 70 countries who are committed to feeding the world in a responsible way, reducing environmental impact and improving the communities where we live and work. For more information, visit www.cargill.com and our News Centre.

About Cargill Animal Nutrition

Cargill’s animal nutrition business has more than 20,000 employees at more than 275 facilities in 40 countries. Fuelled by our innovation and research, we offer a range of products and services to feed manufacturers, animal producers, and feed retailers around the world, helping put food on the plates of nearly one billion people around the world every day. Cargill’s animal nutrition business offers a range of compound feed, premixes, feed additives, supply chain and risk management solutions, software tools and animal nutrition expertise that is unmatched in the industry. For more information about Cargill Animal Nutrition, visit: www.cargill.com/animal-nutrition.

About BASF

At BASF, we create chemistry for a sustainable future. We combine economic success with environmental protection and social responsibility. More than 117,000 employees in the BASF Group work on contributing to the success of our customers in nearly all sectors and almost every country in the world. Our portfolio is organized into six segments: Chemicals, Materials, Industrial Solutions, Surface Technologies, Nutrition & Care and Agricultural Solutions. BASF generated sales of €59 billion in 2019. BASF shares are traded on the stock exchange in Frankfurt (BAS) and as American Depositary Receipts (BASFY) in the U.S. Further information at www.basf.com.

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