

Seppic and Botalys signed a co-development and distribution partnership

Seppic, a subsidiary of Air Liquide Healthcare, and Botalys, a Belgian start-up specialized in the cultivation of rare and medicinal plants, have signed a research partnership for the co-development of new ingredients for the cosmetics and health markets, as well as distribution contracts in various markets and geographies, for Botalys' Ginseng-based products.

To meet the growing demand from the cosmetic and pharmaceutical industries for performance and naturalness, Seppic and Botalys are partnering to offer high purity ingredients to cosmetic and healthcare manufacturers.

Botalys, through an innovative process, has developed a technology of vertical farming, to produce ultra pure and efficient botanical ingredients. Botalys supplies ingredients and medicinal plants to a multitude of clients and partners in the cosmetics, dietary supplements and pharmaceutical industries.

Hannes Moeller, CEO of Seppic, states: "We are very pleased with this new partnership with Botalys. This agreement is fully in line with our corporate strategy to develop natural ingredients based on innovative technologies and to distribute exclusive ingredients for the cosmetics and dietary supplements markets, while strengthening our position in the development of new supply chains."

Pierre-Antoine Mariage, CEO of Botalys, says: "This partnership with Seppic thrills the Botalys teams. Our patented and innovative precision farming technology addresses the need for purity, efficacy and security of supply of many rare medicinal plants. This scientific and commercial partnership outlines the huge potential of this technology for the nutraceutical and cosmetic industry."

This partnership follows the announcement on September 29 by ALIAD, the Air Liquide Group's Venture Capital Fund, of its investment in Botalys, in line with its strategy of taking positions in impact start-ups.. It is accompanied by a distribution agreement between Seppic and Botalys. Through its international distribution network, Seppic is particularly well positioned to add significant value to Botalys' business development efforts.

Seppic en bref

A subsidiary of Air Liquide Healthcare, Seppic designs, produces and distributes for more than 75 years a wide range of **specialty ingredients for cosmetic, nutraceutical, pharmaceutical, veterinary and industrial products**. Seppic employs **close to 900 people** worldwide, including **110 employees dedicated to innovation** who develop effective ingredients with unique characteristics. **Present in 100 countries** through its subsidiaries and its network of distributors, Seppic aims to help everyone live well, and in good health in a healthy environment. www.seppic.com

Air Liquide Healthcare

Air Liquide Healthcare supplies **medical gases, home healthcare services, medical equipment and specialty ingredients**. In 2022, it served over **15,000 hospitals and clinics** and more than **1.9 million patients** at home throughout the world. The Group's Healthcare business reached **€3.9 billion in revenues in 2022**, with the support of its **16,400 employees**.



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A world leader in gases, technologies and services for Industry and Health, Air Liquide is present in 73 countries with approximately 67,100 employees and serves more than 3.9 million customers and patients. Oxygen, nitrogen and hydrogen are essential small molecules for life, matter and energy. They embody Air Liquide's scientific territory and have been at the core of the company's activities since its creation in 1902.

Air Liquide's ambition is to be a leader in its industry, deliver long term performance and contribute to sustainability - with a strong commitment to climate change and energy transition at the heart of its strategy. The company's customer-centric transformation strategy aims at profitable, regular and responsible growth over the long term. It relies on operational excellence, selective investments, open innovation and a network organization implemented by the Group worldwide. Through the commitment and inventiveness of its people, Air Liquide leverages energy and environment transition, changes in healthcare and digitization, and delivers greater value to all its stakeholders.

Air Liquide's revenue amounted to more than 29 billion euros in 2022. Air Liquide is listed on the Euronext Paris stock exchange (compartment A) and belongs to the CAC 40, CAC 40 ESG, EURO STOXX 50 and FTSE4Good indexes.