
PRESS RELEASE

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Hammonia Oleo and Industrial Química Lasem enlarging sales partnership in Germany

Hammonia Oleochemicals GmbH, Hamburg (HOC) and Industrial Química Lasem, S.A.U., Castellgalí/Barcelona (IQL) have extended its existing partnership in Germany. As of 1st November 2018, HOC will supply also the specialty esters of the leading European producer for applications in the lubricants industry in Germany.

Already in August 2018 the co-operation of both partners started for the market in the Netherlands. The QUOLIO product line for application food/feed is supplied by HOC since March 2018 in Germany.

With this step Hammonia Oleo is significantly enhancing its existing product portfolio for lubricant applications. IQL provides customers with performance products that are designed for diverse applications whether in automotive or other industrial sectors. The product portfolio is ranging from mono-esters, glycerol esters, polyol esters to polycarboxylic esters as well as complex esters. IQL products being used in automotive (two and four stroke engines as well as in gear/ transmission solutions) and industrial applications like hydraulic fluids, chain oils, metalworking, rolling or air compressor oils.

"We are pleased to see this extension and positive development in our collaboration", said Patrick Knüppel, Managing Director Hammonia Oleochemicals. "It enables us now to offer customer-orientated high-quality esters in the German lubricant market and meet our customers' requirements even more effectively by expanding our portfolio in our homemarket Germany, the most important and largest market in Europe.", added Andreas Martin, Business Director Lubricants Hammonia Oleochemicals.

"Hammonia Oleochemicals is an established, reliable partner which is working with us to create the best possible framework to enlarge our existing market presence in Germany", said Mr. Noboru Hishikawa, CEO of IQL. "We are glad that it has been possible to extend our commercial and technical relationship. We are convinced that Hammonia Oleo will serve and support our customers in Germany in the best manner", commented Marc Alumà, Business Unit Manager of IQL.

About Industrial Química Lasem, sau:

Industrial Química Lasem (IQL) is a leading European oleochemical producer, located near Barcelona in Spain and part of The Nisshin OilliO Group, Japan, a group quoted on the Tokyo stock exchange with more than 2,700 employees. The company IQL was founded in 1947 and from the beginning have been providing solutions for different industry sectors. Today IQL is one of the largest fatty esters producer offering an extensive portfolio of different esters, including both commodities and specialties. For more information please visit: www.iqlasem.com

www.hammonia-oleo.com

About Hammonia Oleochemicals GmbH:

Hammonia Oleochemicals GmbH is the competent and reliable specialist for marketing and distribution of oleochemicals, waxes and natural products and their derivatives. True to our maxim *going beyond distribution*, we ensure the very best possible service for our customers and our supply partners. As an aspiring family business, we combine our decades of experience in the oleochemical and wax industry with the traditional values of Hamburg merchants. Our name stands for responsibility and reliability, for professionalism and passion. For more information please visit: www.hammonia-oleo.com.