



Sumi Agro Europe News Bulletin

23rd November, 2016

Development and Marketing Support to Sumi Agro Turkey

Sumi Agro Turkey (SAT) and Sumi Agro Europe (SAE) are member companies of the Agriscience Division of Sumitomo Corporation. SAT was established in 2012 by spinning out from Sumitomo Corporation Turkey. 70% of SAT's turnover comes from Japanese manufacturers (J-Makers) and overall market share for SAT is currently around 5%. Under the leadership of Mr Irfan Aslan (President), SAT is now targeting to further accelerate sales growth with the existing portfolio as well as further expanding the new product development activity, based on their '**Solution And Trust**' company philosophy.

Sumi Agro Europe (SAE) is operating direct marketing in 16 countries in Europe through affiliates and joint venture companies. Since 2014, SAE has been increasing resources in its Business Development Division to reposition the company as a provider of *both* marketing and development platforms to its J-Maker partners.

Effective 1st November, SAT and SAE have agreed to formalise their co-operation for new development projects in order to realise the clear synergies that exist in the growth plans and strategies for each company. SAT will benefit from access to an increased level of development funding and project management experience and SAE will benefit from enhanced access to a rich variety of Mediterranean cropping and extensive technical knowledge.

All other functions such as supply chain, risk management and finance remain unaffected by this new initiative.

SAE, London. 23rd November, 2016