

OQEMA
GROUP



“The integration in Oqema is the natural evolution **in a more globalised world**”

After 28 years in the food ingredients distribution sector, Andrés Herepey, Managing Director of Tecnofar Ibérica, tells us about its integration into the Oqema group “to continue growing as a company and professionally”. With this operation “we will have more visibility and projection for the future”. New business opportunities will be open, “accessing new markets and a larger number of clients”, he concludes

TF.- On 7 January, the purchase of Tecnofar by the European group Oqema was formalised. Can you tell us about the keys to this operation?

With this acquisition, Oqema has expanded its food business line, as Tecnofar has been distributing innovative, sustainable and high-quality food ingredients and additives for nearly 30 years.

Thanks to this operation, Oqema continues to advance in its European strategy and this step helps to complete its presence throughout Europe and strengthen its position in the Iberian market.

TF.- After almost three decades since you founded the company, which have been the reasons behind its sale?

It is definitely an exciting and ambitious project to keep on growing as a company and professionally and, furthermore, I understand that it is the natural evolution of a company like Tecnofar Ibérica in a more globalised world.

I must emphasise that Oqema is a serious, professional and family com-

pany with approaches, ideas, values and philosophy in line with Tecnofar Ibérica. The essence of both is the same and this has helped a lot in the final decision.

Joining the Oqema group means adding value to Tecnofar Ibérica and, therefore, to our partners and customers, giving us greater visibility and projection for the future, accessing new markets and a greater number of customers, generating greater opportunities for everyone.

TF.- What changes will be taken into account in the operation of the company after the takeover? Is the structure still the same?

There are few changes in how the company operates, except that it now reports directly to Matthias Mirbach, Area Director (HUB South Europe) and the head office in Germany.

We keep the same structure as before: commercial, financial and fiscal. Everything remains exactly the same as before the acquisition, as well as the close and personal approach to our customers and partners.

“The clause is to keep me on as CEO of Tecnofar for at least the next three years and to ensure that the transition is as efficient as possible”

All the staff will stay on board, and for them too it is an opportunity to work for a global company that is now exciting and with greater opportunities.

Our aim is to continue to offer the best possible service, as quickly and efficiently as agile as possible.

Our focus continues to be on incorporating new technological tools to be more dynamic, competitive and efficient, advancing in the digitalisation of processes.

We are very focused on optimising our logistics network in transport, storage, operations and digitisation, in order to improve the quality of service and be more competitive.



Tecnofar and Oqema at the signing of the agreement

TF.- Is there any clause which shows the number of years that you must remain at the head of the company?.

The clause is to keep on being the General Manager of Tecnofar for at least the next three years and to ensure that the transition is as efficient as possible.

At the same time, to support all the current staff of the company, because for them this is also an opportunity to work for a global firm with expanded opportunities for personal and professional growth.

TF.- Why have you chosen the company Oqema?

As I said before, it is a powerful, audacious and motivating plan to continue growing in all areas and with a global strategy, called Vision 2027, which will result in the growth of Tecnofar and our partners and customers.

Our origins are those of a family company. Therefore, Oqema is the best group to unite our roots and our spirit, with the advantages of an international distribution company and with a business philosophy in line with Tecnofar's ideas.

TF.- Oqema Group is celebrating its centenary this year, tell us about its business structure.

The Oqema Group is one of the most active leaders in Europe in the distribution of chemicals, specialties and commodities, and is organised in so-called geographic HUBs. We currently have eight. The Southern European HUB includes Spain, Portugal and Italy. These HUBs operate very close to the

customer and their needs, having the advantage of a large European network.

The HUBs structure allows us to be flexible and to offer fully what is needed locally with a global reach for group sourcing and synergies (services, infrastructure, economy of scale, etc.); operations are local, which benefits the customer because business in all countries is different.

The clause is to keep me as General Manager of Tecnofar for at least the next three years and to ensure that the transition is as efficient as possible.

TF.- In your opinion, what are the reasons why the European group has decided to acquire your company?

Matthias Mirbach, HUB Director Southern Europe at Oqema, who heads the expansion and development policy in the Iberian Peninsula and Italy, said: "We are pleased that the acquisition of this medium-sized family-owned company with a very similar culture to ours has been possible, and we welcome a highly profitable company into our Group.

With this acquisition, Oqema Group expands its food business line by adding ingredients and food additives to its existing portfolio and strengthens its market position in Southern Europe.

TF.- Will Tecnofar market Oqema's products / partners in Spain and Portugal?

Yes, we will have access to new suppliers through the group, as well as to new purchasing platforms to which the group belongs, as well as the subsidiaries in Shanghai and India for products from these countries.

In addition, synergies will be established between the different companies of the group that will allow us to market their products in Spain and Portugal.

Furthermore, thanks to Oqema's structure, we will be able to introduce our products in new European and North African markets.

TF.- What has been the response of the companies whose products you represent when they have been

informed of their integration into this group?

Please take note that our joining the Oqema group will open up new markets for our partners, as it is present in 24 European countries, so the news has been received very positively. It is clear that with this operation we will create new business opportunities and be able to enter new markets and customers.

From the pages of Tecnofar, we would like to thank our partners for their support and trust throughout our years of history and we are sure that this integration will help us to grow and strengthen our commercial relations.

TF.- Regarding Tecnofar's economic balance in 2021, what are the main figures and growth rates? Has the pandemic affected you?

Of course, the pandemic has had an impact, especially in the first quarter of 2021, but we still ended 2021 with a 4% increase in sales compared to 2020. In addition, we have increased EBITDA by 17% compared to 2020, due to a better allocation of resources and cost optimisation.

Looking ahead to 2022, we expect a definitive recovery of our market, leaving behind the negative effects of the pandemic and, therefore, our budget includes an ambitious increase in sales of 12-15% over those achieved in the financial year 2021.

TF.- One last personal question. Tecnofar was founded in 1994. What is your assessment after 28 years at the head of this project and has it been a difficult decision to make?

It has been a great satisfaction for me to have founded the company 28 years ago and to see how it has grown and evolved.

The decision was hard to make, but necessary for the growth and future of the company.

It was a decision shared with the family and a step towards the current evolution of the company towards a more globalised market in order to face the new challenges of a company specialised in the distribution market of chemical products and ingredients. □

"Our budget includes an ambitious sales increase of 12-15% over the realized in fiscal year 2021"