

PRESS RELEASE

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Pierre Lipatoff, new Head of InVivo Trading



Pierre Lipatoff will join the InVivo Group on 8 June as CEO of InVivo Trading. As such, he will report directly to Thierry Blandinières.

Pierre Lipatoff will be responsible for the grain trading business activities in France and abroad, historically the activity of Union InVivo.

His objective will be to build an ever more competitive French wheat export chain led by the cooperatives. He will also be responsible for Grains Overseas, a subsidiary of the group, 60% owned by InVivo Grains and 20% respectively by the cooperatives Axéreal and NatUp. This structure is also part of an effort to promote the French cereal sector internationally, by offering French cooperatives the means to market common wheat and feed barley to third countries.

Pierre Lipatoff holds a degree in agricultural engineering from the Purpan engineering school (31) and has more than 25 years of experience in trading. He has spent almost his entire career so far with the Cargill Group, where he began in 1995, holding a wide range of positions, including management and executive management. Pierre Lipatoff had recently joined the BZ Group as Import-Export Director.

This career path has enabled Pierre Lipatoff to develop qualities which are essential to his new duties:

- an excellent understanding of the cooperative model and a modern approach to the role;
- a comprehensive and global vision of the levers making it possible to define a strategy in the field of trading and flows of raw materials;
- proven management experience, including trading floor management.

“We are very pleased to welcome Pierre Lipatoff to the InVivo Group. We are convinced that he has all the assets required to lead the grains division and its teams, in order to develop an ever more competitive French cereal offer,” says Thierry Blandinières, InVivo’s CEO.

About InVivo

National union of French agricultural cooperatives, the InVivo Group has 201 cooperatives, bringing together almost 300,000 farmers. Its raison d'être is to federate its cooperatives to sustainably transform agriculture and ensure food quality, both in France and throughout the world.

InVivo includes three business areas - Bioline by InVivo (agriculture), InVivo Retail (garden center and food distribution), InVivo Wine and InVivo Grains (international grain trade) - and two cross-functional entities dedicated to innovation - InVivo Food & Tech and InVivo Digital Factory.

InVivo brings together 5,500 employees in 21 countries. Its 2018-2019 turnover amounts to 5.2 billion euros.

To find out more: invivo-group.com or twitter.com/InVivoGroup

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