

Press release  
Paris, 6 February 2023

## **Soufflet Négoce by InVivo: a new entity responsible for international grain trade for the InVivo group**

**A year after InVivo Trading acquired the Soufflet group, a long-standing business and previous competitor of the InVivo Trading and Soufflet Négoce entities, the merger has been finalised and a joint organisation set up to meet a new strategic ambition, with a new name of Soufflet Négoce by InVivo.**

**Soufflet Négoce by InVivo is organised into two divisions:**

- The Wheat division, comprising common wheat and durum wheat operations, which represents almost 60% of the volume. Under the leadership of Frédéric Guillemin, this division is responsible for developing commercial policy for European and international customers, based on a French and international mass-market organisation and high-performance logistics tools.
- The Other products division, comprising maize, barley and oilseed activities, which is led by Pierre Lipatoff. This division provides all its customers and suppliers with solutions that are tailored to their needs, while optimising Soufflet Négoce by InVivo logistics.

Jean-François Lépy, Director of Soufflet Négoce by InVivo said, *"Our strategy is primarily commercial, aiming to expand and diversify our customer portfolio as much as possible, in order to promote and optimise our port logistics and the originations that we control. Collaborations with the group's other businesses, in particular AIT Ingredients for the wheat export sector, Malteries Soufflet for brewing barley and Soufflet Agriculture for mass flows, are essential to our success."*

For Thierry Blandinières, CEO of InVivo, *"The merger of Soufflet Négoce and InVivo Trading allows us to create a new group to work with all the OS, and more particularly our cooperative partners, to bring value upstream of the sector through the diversification and segmentation of export markets, not forgetting broadening the logistics market base."*

### **About InVivo**

The InVivo group is one of Europe's leading agricultural groups, with a turnover of almost €12 billion, more than half of which are generated in France, and a workforce of more than 14,500 employees, including 11,000 in France. Established in 38 countries, it has more than 90 industrial sites, including 63 in France.

This key figure in food sovereignty operates along the entire value chain, from farm to fork, as a leader in each of its four major strategic business lines: international grain trade, agriculture, agri-food (Malting, Milling/ingredients/bakery, wine), gardening and food distribution.

A global cross-functional centre for innovative and digital solutions completes the structure to accelerate the transformation of these activities towards the 3rd agricultural revolution.

For more information: [invivo-group.com](http://invivo-group.com) / Twitter [@InVivoGroup](https://twitter.com/InVivoGroup)

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