



JEBSEN & JESSEN

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Jebsen & Jessen and SONGWON Expands Partnership to Indonesia for PVC Additives and Tin Intermediates & Catalysts

Additional plans for distribution of an expanded product range underway after the recent successful transition in Indonesia as SONGWON's exclusive distributor

Singapore, 2 July 2020 – Jebsen & Jessen Ingredients (JJING), the ingredients business unit of diversified industrial conglomerate, Jebsen & Jessen Group, is announcing today an expanded partnership in Indonesia with leading global chemical company, SONGWON Industrial Group. This follows a successful transition period that started in 2019, as JJING takes on the role of exclusive distributor for SONGWON's PVC additives and tin intermediates & catalysts in Indonesia and Thailand. The partnership now includes Indonesia, on the back of a successful partnership in Thailand since 2018.

JJING promotes and distributes chemical and life sciences ingredients for multiple industries and manufacturing applications, including coating & resins, and plastic & rubber, with a direct presence in 8 ASEAN countries and China. SONGWON is the second largest manufacturer and supplier of polymer stabilisers in the world, offering one of the broadest ranges of specialty chemicals, and distributes its products worldwide through its comprehensive network of experts covering the entire value chain.

The partnership will help meet the increasing demand and a growing market for PVC additives and tin intermediates and catalysts in South East Asia. As part of the partnership, JJING's local teams in Thailand and Indonesia will be responsible for the sales, distribution and support of SONGWON's world-class PVC additives and tin intermediates and catalysts.

"The partnership has proven highly effective since we started in 2018 in Thailand. We're excited to strengthen our presence and thriving business in South East Asia, and bring our highly advanced and specialty solutions to the region with the expanded partnership with Jebsen & Jessen Ingredients in Indonesia. We have seen early successes during the transition period in Indonesia, and are confident that Jebsen & Jessen's knowledge and relationships within the region and deep level of technical expertise in the industry will bring continued success and growth" says Arie Kooij, Global Leader Market Center Tin Intermediates & PVC-A at SONGWON.

To ensure that the local teams are able to deliver top-notch service and expertise, SONGWON and JJING have collaborated for technical training, which has continued in the form of bi-weekly teleconference calls during the current COVID-19 pandemic.

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“In a crisis, we need to find new ways to adapt so that we will be able to continue and provide our customers with the support they require. The bi-weekly teleconference calls with SONGWON to train our employees is just one of the examples of commitment from both companies for the partnership’s success, and ensuring first-rate service and support even as we expand our businesses in South East Asia” says Frederic Lye, Regional Sales Director – Chemical Ingredients at Jebsen & Jessen Ingredients.

With the success of the partnership, both companies are exploring plans for an expanded product range that includes performance additives and antioxidants beyond PVC. The partnership is expected to bring substantial revenue growth for both companies, with continued year on year growth in Thailand and a positive start for sustainable business growth in Indonesia.

“We are excited for this expanded partnership in Indonesia. Our success and experience in Thailand with SONGWON will put us forward as we seek to bring more advanced and innovative products and solutions to our customers in Indonesia, which has seen an increased demand for PVC additives and tin intermediates & catalysts. SONGWON’s innovative, top-quality products complement our current product portfolio perfectly and will allow us to deliver top value to all our stakeholders. Our sharp focus and dedication to the Indonesian market and well-established and extensive network in the country will ensure that we will be able to deliver the best service and expertise to all our customers. We look forward to continued success in our partnership with SONGWON” says Siew Tin Lim, Chief Operating Officer, Jebsen & Jessen Ingredients.

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About Songwon Industrial Co., Ltd.

A leader in the development, production and supply of specialty chemicals, SONGWON’s products touch your life every day, everywhere. Since 1965, we’ve been driving innovation, partnering for progress and paving the way for a better more sustainable tomorrow with 360° customized solutions.

Headquartered in South Korea, SONGWON is the 2nd largest manufacturer of polymer stabilizers worldwide. With Group companies and world-class manufacturing facilities across the globe, we are dedicated to providing customers in over 60 countries with high-performance products that meet their individual needs and the best levels of service.

For further information, please go to: www.songwon.com



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About Jebsen & Jessen Ingredients

Jebsen & Jessen Ingredients promotes and distributes chemical and life science ingredients for multiple industrial and manufacturing applications. We have more than 350 technical sales and customer service staff to connect technology from more than 100 supplier partners to 6,000 customers across ASEAN.

In business for over 50 years, Jebsen & Jessen Ingredients operates six regional business lines: Coating & Resins, Plastic & Rubber, Performance Chemicals, Agribusiness, Food Ingredients, and Pharmaceutical, Personal & Home Care Ingredients with direct presence in nine countries, including ASEAN's emerging markets Myanmar and Cambodia.

- Distributing over 160,000 tonnes of specialty chemicals and ingredients per year
- More than 100 technology partners, including the world's leading brands.
- Serving more than 6,000 customers throughout the South East Asia region.
- 600m² of high technology lab space serving customers and suppliers regionally

For more information, visit www.ingredients.jjsea.com

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