

## Solvay Engineering Plastics signs strategic alliance with Ravago

### to accelerate Technyl® sales in China

*Providing more flexible and faster delivery of its differentiating polyamide solutions to customers.*

**Shanghai, PR China June 2015** – Solvay Engineering Plastics, a global leader in advanced polyamide-based solutions, has recently signed strategic distribution agreement with Pegasus, a Ravago company.

Under the agreement, Pegasus will distribute the Technyl® -branded high performing plastics in China to customers in the increasingly demanding markets such as automotive, electrical equipment, consumer and industrial goods. The geographic focuses will be southwest and north China.

Pegasus will set up dedicated local sales offices and warehouses in the focus areas in China to offer comprehensive distribution capability and technical support close to customers. The professional supply chain of Ravago with local storage enables Solvay Engineering Plastics to provide more flexible and faster delivery to customers.

“We believe Ravago’s expertise in distribution will complement our footprints and improve channel management efficiency in China, which would eventually speed up our response to the demands from our customers,” said David Qian, Commercial Director of Solvay Engineering Plastics Greater China. “Ravago’s broad customer base worldwide will also create opportunity and synergy for our new markets and applications.” added David Qian.

Luxembourg-based Ravago Group, the world’s largest service provider in the market of plastics, rubber and chemicals, operates its distribution business under the name of Pegasus in China.

“The signing in China is set to extend our successful collaboration in Europe, where Ravago has been working as Solvay’s distributor for more than 10 years.” said Kees Vissers, Commercial Director of Ravago Group Europe.

“We are raising the level of expertise and professionalism to international standards, providing not only logistic but also technical support to our customers through Pegasus.” said Frank Laganier, Asia-Pacific Director for Solvay Engineering Plastics.

Solvay Engineering Plastics has been producing polyamide-based products under the Technyl® brand in China since 1991 and is committed to the Chinese market. It leverages the company’s polyamide expertise to address four key industry material requirements including metal replacement, fire protection, thermal management and fluid barrier.

Ravago Distribution is a service oriented business, focused on distributing a broad product offering of branded plastic and rubber raw materials, including mainly third party prime products as well as own recycled and compound products. Ravago Distribution’s customers are active in automotive, electrical appliances, wire and cable or packaging

### **About Solvay Engineering Plastics**

Solvay Engineering Plastics, the global specialist in polyamide-based engineering plastics, has for the past over 60 years developed, manufactured and marketed, under the brand Technyl®, a complete range of high performance plastics for the automotive, electrical, construction and consumer goods markets. With a growth strategy bolstered by six production sites worldwide, Solvay Engineering Plastics employs its expertise and innovation capabilities in order to more closely serve the needs of its customers, through a global network of technical and R&D centers. Learn more on Technyl® brand at [WWW.TECHNYL.COM](http://WWW.TECHNYL.COM)

### **About Solvay**

As an international chemical group, Solvay ([WWW.SOLVAY.COM](http://WWW.SOLVAY.COM)) assists industries in finding and implementing ever more responsible and value-creating solutions. Solvay generates 90% of its net sales in activities where it is among the world's top three players. It serves many markets, varying from energy and the environment to automotive and aerospace or electricity and electronics, with one goal: to raise the performance of its clients and improve society's quality of life. The group is headquartered in Brussels, employs about 29,400 people in 56 countries and has generated 9.9 billion euros in net sales in 2013. Solvay SA (**SOLB**) is listed on **NYSE Euronext** in Brussels and Paris (Bloomberg: **SOLB:BB** – Reuters: **SOLB.BR**)

### **About Ravago**

**Ravago is, in the true sense of the word, a family company. Today the Ravago Group represents over 4.000.000 metric tons of annual polymers sales, serving more than 40.000 active customers through 230 offices across more than 55 countries worldwide. Ravago's production competence consists of 30 manufacturing facilities . The group is headquartered in Luxembourg and employs about 5500 employees. Ravago is proud to offer a service to customers that is reliable and technically proficient, based on over 54 years of experience.**

### **Press Contacts**

#### **Jérôme Pisani**

Solvay Engineering Plastics  
+33 4 2619 7087  
[jerome.pisani@solvay.com](mailto:jerome.pisani@solvay.com)

#### **Xue Wen**

Solvay Engineering Plastics  
+86 21 23501231  
[wen.xue@solvay.com](mailto:wen.xue@solvay.com)

#### **Agnes Gao**

ICW  
+86 21 60276725  
[agnes.gao@icwchina.com](mailto:agnes.gao@icwchina.com)