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## Media release

# Media Release

Johannesburg, 27 March 2017

## **Sappi Biotech partners with CellMark to increase global sales reach of Sappi's Hansa lignin products**

Sappi Limited is pleased to announce that its Biotech division has entered into an agreement with CellMark appointing CellMark as the non-exclusive sales agent for Sappi Biotech's Hansa lignin products, produced in liquid and powder formats in South Africa at Sappi Tugela Mill.

Sappi is the world's largest producer of Lignosulphonates from operations in South Africa and Europe. The material is both used internally for bio-energy generation or beneficiated and processed to technical lignins for sale to global lignin markets. CellMark operates a global sales, marketing, financing and logistics business aimed at consistently surpassing customer expectations.

Louis Kruyshaar who leads the Sappi Biotech business commented, "We are really pleased to partner with CellMark which brings an excellent fit to our Biotech business at a stage when accelerated market penetration is key to attain our growth targets."

He continued, "The partnership, which is built on common core values, will include a joint social investment initiative to benefit rural communities in South Africa."

"We are delighted to represent the Sappi Biotech Hansa quality lignin and offer enhanced lignin solutions to customers" indicates Jean-Luc Carrière, Vice President and General Manager Lignin for CellMark Basic Chemicals. He adds, "This partnership will enable both companies to advance towards their common goal to expand markets and applications for this versatile biopolymer."

Lignins are commonly used as surfactants, binders, dispersers and emulsifying agents leading to the use of this renewable material produced from trees used in a large number of applications globally.

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## **About Sappi Limited**

A global leader in paper, paper pulp and dissolving wood pulp solutions, Sappi Limited (listed and in the Top 40 on the JSE), is headquartered in Johannesburg, South Africa; has over 12,000 employees; manufacturing operations on three continents, in seven countries (seven mills in Europe, three mills in America and four mills in South Africa) and customers in over 150 countries worldwide

Sappi works closely with customers to provide relevant and sustainable paper, paper pulp, dissolving wood pulp and biomaterial products and related services and innovations. Our market-leading range of paper products includes: coated fine papers used by printers, publishers and corporate end-users; casting release papers used by suppliers to the fashion, textiles, automobile and household industries; and in our Southern African region newsprint, uncoated graphic and business papers, premium quality packaging papers and paper grade pulp. Our dissolving wood pulp products are used worldwide by converters to produce viscose fibre, pharmaceutical products as well as a wide range of household and consumer products.

In FY2016 we produced approximately: 5.4 million tons per year of graphic and printing paper and packaging and speciality paper; 2.3 million tons per year of market paper pulp, and 1.3 million tons per year of dissolving wood pulp.

We continue to grow into a profitable and cash-generative diversified business with an exciting future in woodfibre, a renewable resource.

For further information visit [www.sappi.com](http://www.sappi.com) or [www.sappi.com/biomaterials](http://www.sappi.com/biomaterials)

## **About CellMark**

CellMark serves as a global meeting place for entrepreneurial companies seeking business opportunities and relationships for collaborative innovation. Together with our business partners we deliver products, services and solutions to the world market. With a network of 70 offices in 30 countries we specialize in a variety of supply-chain services including sales & marketing, logistics and financial services.

Our platform supports and helps entrepreneurs exchange products and services more efficiently, improves business, mitigates risk and the impact on natural resources. We connect entrepreneurs in the areas of Chemicals, Metals, Pulp, Paper, Packaging, Recycling, Energy and Medical around the world. The company is employee-owned, has an annual sales of USD 3 Billion with a trade volume of 6 million tons.

For further information visit [www.cellmark.com](http://www.cellmark.com)

