

August 4, 2014
NAGASE & CO., LTD.

Distribution Agreement Signed with Cargill for TREHA™ (Trehalose)
to Expand Opportunities in the United States and Europe

NAGASE & CO., LTD. (Chuo-ku Tokyo, President: Hiroshi Nagase, called Nagase) has finalized an exclusive distribution agreement with Cargill (Minneapolis, United States, called Cargill) for TREHA™ (trehalose) in the United States and most of Europe. The agreement covers the food and beverage market. TREHA™ (trehalose) is manufactured by Hayashibara Co., Ltd. a Nagase Group Company (Kita-ku Okayama, President: Reiji Nagase, called Hayashibara).

Currently, Nagase markets food ingredients manufactured by Hayashibara outside of Japan, whereas Hayashibara directly markets the ingredients within Japan. With the signing of this contract, Hayashibara and Nagase will partner with Cargill targeting growth in the U.S. and European markets.

A global agricultural and food company, Cargill has extensive expertise and experience in food ingredients, a large sales network and strong research and development capabilities. This partnership will help develop new application opportunities for trehalose and increase market penetration in the United States and Europe.

Trehalose is a non-reducing disaccharide, consisting of two glucose molecules, with 38% of the sweetness as sucrose. Used in confections, frozen foods, and a variety of other food and beverage products, trehalose is a functional saccharide that helps maintain product quality.

After developing a proprietary enzymatic method for the mass production of trehalose from starch, Hayashibara launched TREHA™ (trehalose) in 1995. Since then, extensive research on the benefits of trehalose in various food applications has resulted in the ingredient's use in a wide variety of well-known products in Japan.

Hayashibara is the only manufacturer of mass-produced trehalose in the world and has a wealth of knowledge and experience with the ingredient in Japan. Nagase and Hayashibara will leverage these strengths with Cargill as a sales and marketing partner to expand the ingredient's use not just in the U.S. and Europe but worldwide.

※TREHA is a trademark for trehalose and registered trademark of Hayashibara in Japan, the U.S. and other countries.



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