



150 Mt Bethel Road • Building 2, Suite 200 • Warren, NJ 07059

## PRESS RELEASE-FOR IMMEDIATE RELEASE

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### Vantage Acquires Cocopah's Organic Jojoba Farm

*Further Strengthening Our Commitment to both Reliability & Sustainability*

Vantage is pleased to announce its recent acquisition of one of the largest jojoba farms located in Arizona. Purchased from Cocopah Nurseries, the farm is comparable in size to Vantage's nearby existing farm which was acquired in 2012 when Vantage purchased the Desert Whale Jojoba Company. Vantage also has an existing jojoba farm in Argentina, one of the world's largest, of which it became a majority owner in 2015.



The farm purchase represents a substantial investment, allowing Vantage to further expand its organic jojoba growing capabilities – potentially more than quadrupling its organic seed production in Arizona. It also re-affirms the company's commitment to growing its business as a reliable global supplier of sustainable jojoba products.

#### World's Only Vertically-Integrated Jojoba Supply Chain

Vantage is the world's largest jojoba grower and ingredient producer, with a leading global position in jojoba-based products for use in personal care and cosmetics. It is the only vertically-integrated supplier owning every step in the jojoba supply chain – from farming to oil extraction to derivatives production.

Vantage offers a broad jojoba product line, called Desert Whale Jojoba Oil + Derivatives -- high quality, naturally-derived, sustainable solutions for creating innovative finished beauty products. Made with highly stable and versatile liquid wax esters that are extracted from jojoba seeds, similar to esters found naturally in skin's sebum, Desert Whale Jojoba Oil + Derivatives have exceptional properties and broader functionality compared to other plant-based ingredients.

The line includes:

- Many jojoba seed oil options (organic, Ecocert, colorless, golden and virgin)
- An extensive collection of biodegradable exfoliant alternatives to polyethylene beads
- A wide range of natural jojoba derivatives.



Most products in the Desert Whale line have organic (USDA/NOP), Ecocert or COSMOS certifications.

#### Commitments to Security of Supply + Sustainability... From Our Farms to Your Formulations

The latest Arizona farm acquisition is part of Vantage's ongoing commitment to providing:

- Jojoba products of the highest quality, made through environmentally friendly methods
- Long-term security of supply
- Reliable service
- Traceability to the trusted source of our products



Vantage is focused on expanding its capabilities by making continuous investments in farming, production and innovation -- improving harvest yields; expanding capacity; and developing novel customer solutions. At the same time, the company is committed to following green, sustainable and socially responsible practices which help minimize our impact on the environment, as well as empower people. Vantage's production sites and organic fields are certified based on USDA-NOP regulation.

Vantage Specialty Ingredients

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Thanks to its investment in a third farm, Vantage now has an even stronger global position and greater foundation to continue meeting the fast-growing demand for natural, sustainable beauty products, as well as develop new Desert Whale jojoba products. Owning multiple sources of jojoba, with farms located in two global regions that have different harvest seasons and weather patterns, helps to further ensure a reliable supply of Desert Whale Jojoba Oil + Derivatives – both now and in the future.

*“Vantage Desert Whale is proud to expand our organic growing capabilities in Arizona. The continued growth and investments around jojoba demonstrate our commitment to the long-term, sustained development of the jojoba market. We are well-positioned to meet the growing global consumer demand for organic jojoba oils and natural products,”* said Michael Young, Director of Desert Whale Jojoba Oil & Derivatives at Vantage.

### **Green to Our Very Roots...From Saving Whales to Saving Natural Resources**

For nearly 40 years Vantage has built expertise in the development, production and supply of environmentally friendly beauty ingredients through green, sustainable practices. It began in the 1970s when founders of the Desert Whale Jojoba Company promoted jojoba oil as an extraordinary replacement for whale oil -- playing a key role in the introduction and growth of the jojoba industry, and assisting in the “Save the Whales” environmental movement. Sperm whales had been hunted extensively for many years to the brink of extinction. Their highly valued oil was widely used in beauty products thanks to its unique, multifunctional benefits which, as discovered through extensive research, match those provided by jojoba oil.



*“Vantage’s Desert Whale brand has a proud heritage in helping save the whales during the 1970s. Today the brand continues to build upon this heritage in helping preserve our natural resources by offering ingredients with broad innovative uses, made from a renewable jojoba source using eco-friendly methods. For example, we follow sustainable farming practices in order to protect the arid lands and desert ecosystems where our jojoba is grown,”* said Michael Young. *“We are also helping save our rivers, lakes, oceans and marine life by offering a complete line of jojoba exfoliants as replacements for polyethylene beads.”*

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