



**Fecc**

**INTERVIEW**

# Novasol Chemicals

Fecc's interview  
**ANNIVERSARY SPECIAL**

# FECC'S INTERVIEW: ANNIVERSARY SPECIAL

**1) Huge congratulations on your 25th company anniversary – what an impressive success story! We would like to take this opportunity to learn more about your achievements over these years. And what are or were the biggest challenges your company has been faced with?**

Thanks to commercial excellence we have been growing organically in Life science Specialties and Material science markets. Selective acquisitions will complete our portfolio and geographical network. This diversification by continents, by countries, by markets, by products..., now allows The Novasol Chemicals Group to be more resilient and approach the future with confidence.

Novasol Chemicals Group now allows its customers to source from Asia, India and Latin America performance products & solutions that are no longer produced in Europe or are still produced but at very high costs. Thanks to our supply chain but also to our mastery of Reach and the various regulations, we bring added value to our customers. Our business model is now well recognized in Europe, the United States and Asia.



**François-Xavier Coiffard**  
CEO - Novasol Chemicals

**2) Which further challenges do you foresee in relation to the current and future supply chain situation**

In this quick world, offering digitization while maintaining human intervention, guaranteeing flexibility and responsiveness to the market needs.

For The Novasol Chemicals Group, the objective is to provide our customers with the most sustainable product, on time, at the best price and under all safety conditions.

The challenge for the next few years is to continue to manage flows and capacities well, but at competitive costs for our customers.

**3) How do you see the chemical distribution sector evolving in the future? How can distributors possibly add (even) further value to their partners?**

With an increasing complex world, human will still have a great added value to react fast and to offer flexible solutions. Routine tasks will be replaced by Digital platforms and Chat GPT replies. Principals will increase the use of Chemical distributors due to high complexity, with additional request to high market experts. Medium and small Chemical distributors will see more and more mergers, to mutualized costs, despite the fact that the top 10, will re- think the business models to achieve best in class cash/ROI segments.

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#### **4) Sustainability and circular economy are very high on the European agenda – how do you see chemical distributors contributing to these key aspects? What is Novasol in particular doing in this area?**

For Novasol Chemicals Group, sustainability is not marketing, we already offer concrete solutions to our customers with bio-based products aimed at reducing their carbon footprint, green energy in logistic hubs and possible deliveries with green trucks. This is now a selection criterion for the new products we are launching on the market.

#### **5) What's your vision for Novasol for the next 25 years?**

We have been able to find the right balance with a very good mix between young talents and more experienced people.

I am confident for the next few years, Novasol Chemicals who has the means of his ambitions, has a clear strategy for its growth and the people to carry it out with great agility to adapt very quickly to changes for the well-being of all our stakeholders.