



2008 net sales: + 39%

In €M	2007	2008	Change
1 st half-year sales	26.11	36.44	39.6%
3 rd quarter sales	15.66	20.75	32.5%
4 th quarter sales	16.16	23.37	44.6%
TOTAL SALES	57.93	80.56	39.1%

ORAPI Group annual sales reached M€ 80.56 in 2008. Sales demonstrated solid growth, up 39.1% from 2007 despite the market recession observed during Q4 (-7% on a like-for-like basis and at constant exchange rates) and the restructuring carried out on the acquisitions.

Newly acquired Chimiotecnic and Proven, since June, 2nd and November, 20th 2008 respectively, account for additional M€ 17 in sales. In accordance with ORAPI's market strategy, the two new reorganised entities have succeeded in generating a sales volume that should amount to a total of M€ 60 on a full-year basis.

Altogether, the estimated annual net sales of the Group are up to M€ 120 (IFRS standards).

Amidst a very difficult economic environment, ORAPI boosted its integrations in 2008 and quickly brought the acquired entities up to the Group standards : merging of Luprotec and DACD sales forces, closing-down of our subsidiary in Puerto Rico, etc...

These measures, which will continue in 2009 (rationalization of production plants, logistic sites and product lines), will enable ORAPI to improve the resilience of its business model efficiently.

Confirmed Outlook

The Group's growth in 2007, expanded in 2008 with ORAPI's noteworthy forays into the hygiene market, allows the Group to benefit from a solid foundations in order to maintain constant growth thanks, in particular, to its three production plants of Lyon St Vulbas, Lyon Chimiotecnic and Chartres Proven.

With this new configuration in place, the ORAPI Group reaffirms its three-year goal of reaching approximately M€ 150 in sales.

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