



Our expertise: Spraying !

Acquisition of the HOZELOCK group

www.hozelock.com

- **EXEL Industries has entered definitive agreement to acquire 100% of the Hozelock Group from the investment funds CVC Capital Partners and other shareholders.**
- **HOZELOCK is one of the main European manufacturers of the gardening products, for watering, spraying, technical hose and aquatics.**
- **In its last financial year closing as of end of September 2012, Hozelock group realised a turnover of 95 M€.**

Present in the agricultural, industrial and consumer markets, EXEL Industries will accelerate its development in the consumer market (products for gardening).

With the HOZELOCK acquisition, Exel Industries consolidates its leadership in France and strengthens its strong commercial positions in consumer market in UK, Benelux and Scandinavia.

As the most popular gardening brand name in UK, HOZELOCK has a strong sector share in the UK gardening market, which is the second most important in Europe.

Both together, HOZELOCK et EXEL Industries will generate synergies (countries, distribution networks, sourcing, logistics,...).

With 500 employees over 6 subsidiaries all over Europe, Hozelock has realized a turnover as of end of september 2012 (last financial year) of 95 m€ taking into account bad climatic conditions.

Guerric Ballu, Managing Director of EXEL Industries, has declared :

« We welcome Hozelock group into Exel Industries with great pleasure. The strong reputation of its brand names, its large distribution networks and the wide variety of its supply are important factors in continuing our growth in consumer market. This market has a strong and strategic interest for our group. First of all, it's a growth market because of the increase in gardeners (driven by increased free time and a growing and affluent aging population). It is also a market which has different variations compared to our agricultural and industrial market, giving the group a better balanced portfolio. That's why this acquisition is fully consistent with our strategy which allows Exel Industries to keep a profitable and long term growth in our three markets.»

HOZELOCK :

For more information, please visit the web site of the Company : www.hozelock.com / www.tricoflex.com

EXEL Industries :

Technology specialist in precision spraying for agriculture (No. 1 worldwide), for industry (No. 3 worldwide), EXEL Industries employs approximately 2 800 people in 24 countries, on 5 continents. The group has posted a turnover of € 525 million for the 2011-2012 fiscal year.

NYSE-Euronext Paris, Compartiment B (Mnemo EXE / ISIN FR0004527638)
Indices SBF 250, CAC Mid&Small 190, CAC Small 90

www.exel-industries.com



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