



2012 Turnover: €171.73 million (+ 40.5%)

In million €	Q4 2011	Q4 2012	2011	2012
Europe	28.11	44.93	112.69	161.48
North America	0.57	0.45	2.29	2.11
Asia and the Rest of the World	1.85	2.15	7.23	8.14
Total	30.53	47.53	122.21	171.73

For 2012, Orapi recorded sales of €171.73 million, an increase of + 40.5% over 2011 (+ 39.2% on a like-for-like basis), sustained by the acquisition of Argos Hygiène that took place in May 2012.

This new major strategic acquisition provides the Group with a new dimension in leadership among the independent actors in its sector, as well as with drivers for the implementation of commercial and industrial synergies (R&D, purchasing, production).

Northern Europe, with €22.47 million, showed strength in its activities and its margins. **Southern Europe**, with €2.7 million (-12.5%), is suffering from the effects of the complex economic situations in Italy and Spain. After implementing a voluntary strategy of dropping customers with very low margins, **France**, not surprisingly, recorded a decrease of 6.2%.

North America posted a temporary decrease of 7.8%, with €2.11 million. This region was penalised by weather conditions that were not favourable for the sale of dry cleaners (Dry Shine).

Asia and the Rest of the World, for its part, remains highly dynamic with sales of €8.14 million, an increase of + 9.1% over 2011, sustained by major export activity (including to North Africa and Argentina).

The Group is developing a presence in the United Arab Emirates (Dubai) with the opening of a subsidiary, and has already won a major contract, worth approximately €5 million over 6 years, with the company Emirates.

ORAPI confirms that its Current Operating Income will be increasing over its historic scope.

Strengthened by the solid integration of Argos Hygiène and by a reinforced financial structure, ORAPI is ready to speed up its transformation and consolidate its dynamic and successful expansion.

The 2012 annual results will be published on 19 March 2013 after closing.

ORAPI designs, manufactures and distributes technical solutions and products for hygiene and maintenance use. ORAPI is the French leader in professional hygiene

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