

## **Antalis has made a binding offer to Xerox to acquire their office paper distribution business in Western Europe**

Antalis has made a binding offer to Xerox (NYSE: XRX) to acquire the company's office paper distribution business in Western Europe, along with the exclusive rights to market and distribute Xerox branded paper and digital print media in Western Europe.

The acquisition, which is subject to the approval of the European competition authorities, should be finalised early in the fourth quarter of 2013. Usual HR procedures with the workers councils have started.

Xerox's office paper business employs about 280 people in 16 countries<sup>(1)</sup>. It has annual sales of around €300 million and volumes representing 280,000 tonnes of paper.

The acquisition will enable Antalis to:

- strengthen its positions on the office paper market in Western Europe;
- offer an even greater choice to its customers, with complementary product ranges and Xerox's highly renowned global brand;
- expand its customer base and gain access to new sales networks, namely Xerox's resellers;
- strengthen its strategic partnerships with its suppliers;
- bring new skills into the group;
- improve profitability and operating efficiency, particularly across the supply chain by maximising storage capacities.

According to Pascal Lebard, Chief Executive Officer of Sequana and of Antalis: *"Playing an active role in the consolidation of the office paper distribution market will give Antalis critical mass in this segment and double both its volumes and sales. This acquisition in a competitive market where size is key will allow Antalis to strengthen its legacy business, maximize cash flow generation and improve profitability"*.

Hervé Poncin, Chief Operating Officer of Antalis, said *"Thanks to this acquisition, Antalis will add a global-renowned brand in the office and digital printing markets to its offer. Strengthening our presence in Western Europe is key to continue our development not only in our core markets but also in emerging countries and in the Packaging and Visual Communication sectors"*.

(1) Countries included in the offer are: Austria, Belgium, Denmark, Finland, France, Germany, Ireland, Italy, Luxembourg, Netherlands, Norway, Portugal, Spain, Sweden, Switzerland and the UK

### **About Xerox**

Since the invention of Xerography 75 years ago, the people of Xerox have helped businesses simplify the way work gets done. Today, Xerox is the global leader in business process and document management, helping people be more efficient so they can focus on their real business. Headquartered in Norwalk, Conn., United States, more than 140,000 Xerox employees serve clients in 160 countries, providing business services, printing equipment and software for commercial and government organisations. Learn more at [www.xerox.com](http://www.xerox.com)

### **About Sequana**

**Sequana** (NYSE Euronext Paris: SEQ) is a major player in the paper industry, boasting leading positions in each of its two businesses:

- **Antalis**: European leader in the distribution of paper and packaging products, with around 6,000 employees based in 44 countries.
- **Arjowiggins**: World leader in creative and technical papers, with more than 5,000 employees.

Sequana reported sales of €3.9 billion in 2012 and employed some 11,000 people worldwide.

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