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PRESS RELEASE

CFAO SIGNS AN EXCLUSIVE IMPORT AND DISTRIBUTION AGREEMENT WITH FERRERO FOR NIGERIA AND GHANA

CFAO has signed two agreements with Ferrero for the exclusive import and distribution of goods in Nigeria and Ghana. CFAO was selected by Ferrero to develop its sales in these countries through its international brands (Nutella, Tic Tac, Kinder Joy, etc.).

Thanks to its network in these countries, CFAO has the capacity to distribute Ferrero products through local outlets.

Deployment will begin in 2014 for the two countries' major cities: Lagos, Abuja and Port Harcourt in Nigeria, and Accra and Kumasi in Ghana.

This partnership forms part of CFAO's strategy to step up the development of its consumer goods and FMCG import, distribution and production businesses in Africa.

About CFAO

CFAO is a front-ranking specialized distributor and preferred partner of major international brands, serving the high-potential equipment, healthcare and consumer goods markets in Africa and the French overseas territories. CFAO has operations in 36 countries – including 33 in Africa – and seven French overseas territories. The Group had a headcount of 11,600 at end-2013.

In 2013, CFAO generated consolidated revenue of €3,628 million and recorded recurring operating income of €269 million.

CFAO is a 97.8%-owned subsidiary of TTC (Japan).

CFAO is listed on NYSE Euronext in Paris.

Find CFAO on Bloomberg: CFAO:FP and Reuters: CFAO.PA

For further information: www.cfaogroup.com

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