



2017Q1 turnover : € 64,5 M
Solid base of activity
Confirmed commercial redeployment

€M	2017Q1	2016Q1
Europe	61,5	64,1
North America	0,6	0,8
Asia & Rest of the world	2,4	2,5
Total	64,5	67,4 (*)

(*) : Incl. Exist turnover € 0,4 M (company sold as at Aug, 31st, 2016)

ORAPI Group, the French leader in professional hygiene, posted sales of € 64.5 million in Q1 2017. This first quarter saw a positive turnaround in sales in March (up 2.4%), reflecting the first effects of the offensive commercial strategy launched mid-2016.

France strengthens its activity base on its sales channels: direct, indirect and technical specialties to reach € 55.7 million. As expected, the reorganisations in 2016 have led to a shrinking in activity, not reflecting that some markets conquered recently are about to start.

Northern Europe, on a like-for-like exchange rate, grew by 2.9%. The main areas recovered satisfactorily, with the United Kingdom (+3.6%), Norway (+2.7%) and Poland (+50%).

Southern Europe, driven by Spain, rose by 30% to € 1.2 million.

In North America, the non-significant level of activity was 0.6 M €, remaining sensitive to changes in Orapi Dry Shine® sales, despite an increase in maintenance products.

In Asia & Rest of the world, the Group posted revenue of almost € 2.4 million in the first quarter, with new developments underway in Middle East and South East Asia, illustrating the area's strong potential to dig with the ORAPI offer.

With a new sales organization consistent with its size, the ORAPI Group is in a good position to accelerate its international expansion.

Next release :
Q2 turnover on July, 24th, 2017

ORAPI designs, manufactures and distributes technical products and solutions for Hygiene and Process. ORAPI is the French leader in Professional Hygiene

ORAPI is listed on compartment C of Euronext Paris under ISIN code : FR0000075392
 Reuters code : ORPF.PA Bloomberg code : ORAP.FP

ORAPI is eligible for PEA – SMEs and is part of the EnterNext© SSP – 150 SMEs index.

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