



Group of Companies

**From national to European
organisation**





Summary

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 - 1.3 **Business segments**
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3. **International**



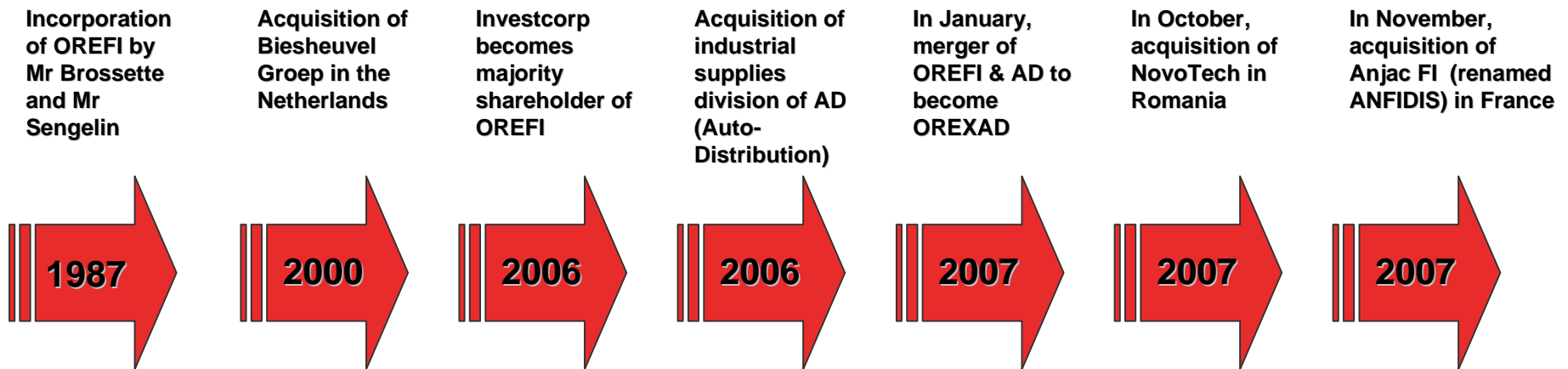
1. Corporate



1.1 Key Milestones



Key Milestones

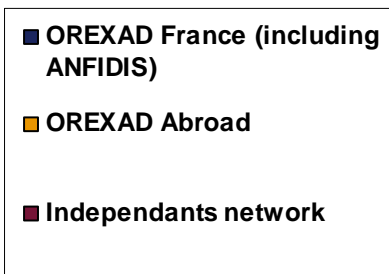
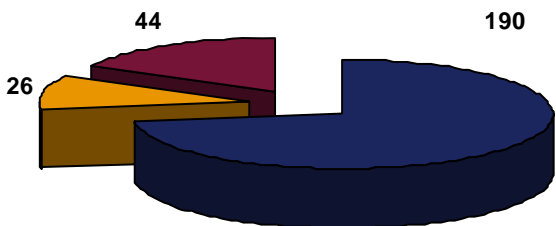




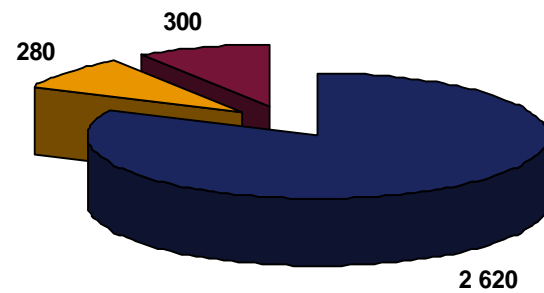
1.2 Key Figures

Key figures

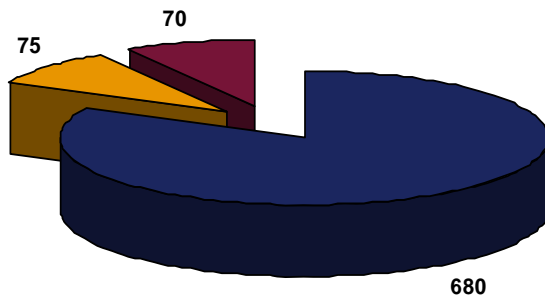
Branches : 260



Headcount : 3200

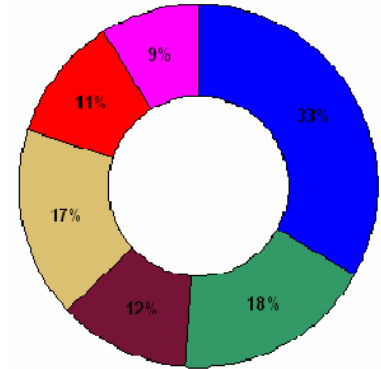


Turnover : 825 ME

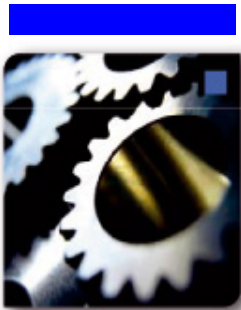




1.3 Business Segments



Business Segments



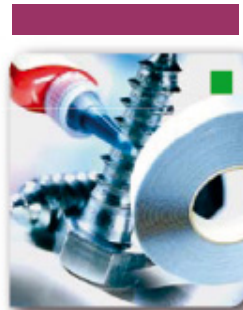
TRANSMISSION

- Ball bearings and bearings
- Linears
- Belts – pulleys
- Chains and sprockets
- Engine chains and reduction gears
- Gear pairs and racks
- Mechanical links
- Lubrication



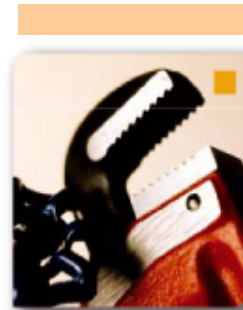
MACHINING

- Cutting tools
- abrasives
- Lubrication
- Accessories for machine-tools
- metrology
- Half-finished products
- Mold standard elements



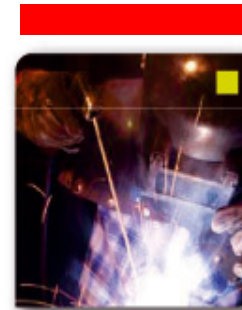
ASSEMBLY

- Glue and adhesives
- Bolting and fastenings
- welding



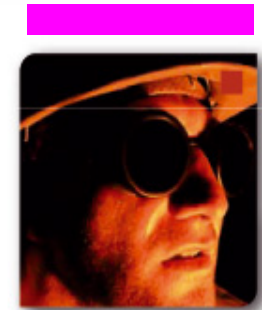
TOOLS

- Hand tools
- Electro-portable tools
- Air-driven tools
- Miscellaneous tools



EQUIPMENT

- Compressed air production
- Hoisting and handling
- Miscellaneous equipment
- Machine-tools
- Electrical pumps and generators



PROTECTION

- Head protection
- Eyes protection
- Hand protection
- Body protection
- Leg protection
- Hygiene
- Care at the working place
- Environment
- Marking and signage



1.4 Our Clients & Suppliers

Our clients

- Automotive constructors
- Aircraft and space industry
- Naval shipyards and railways
- Paper mills and printing
- Agro-allied industries
- Energy, water and environment
- Steel mills and heavy industries
- Mechanical industries
- Oil and chemical industries
- Pharmaceutical industries
- Plastic injection and moulding
- Civil works and constructic
- Public transport
- General maintenance



Alcatel-Lucent



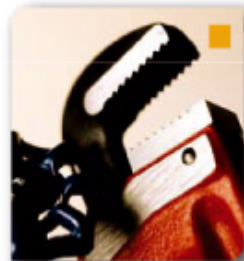
AIR FRANCE KLM



ALSTOM



Our Suppliers



FAG

SANDVIK
Coromant

LOCTITE

FACOM
Pro for life

ESAB

SPERIAN
Protection you can trust*

3M

SAM

GR O U P E
TIVOLY

TIMKEN

Ansell

BOSCH

KENAMETAL

SKF

AIR LIQUIDE

SAINT-GOBAIN

INA

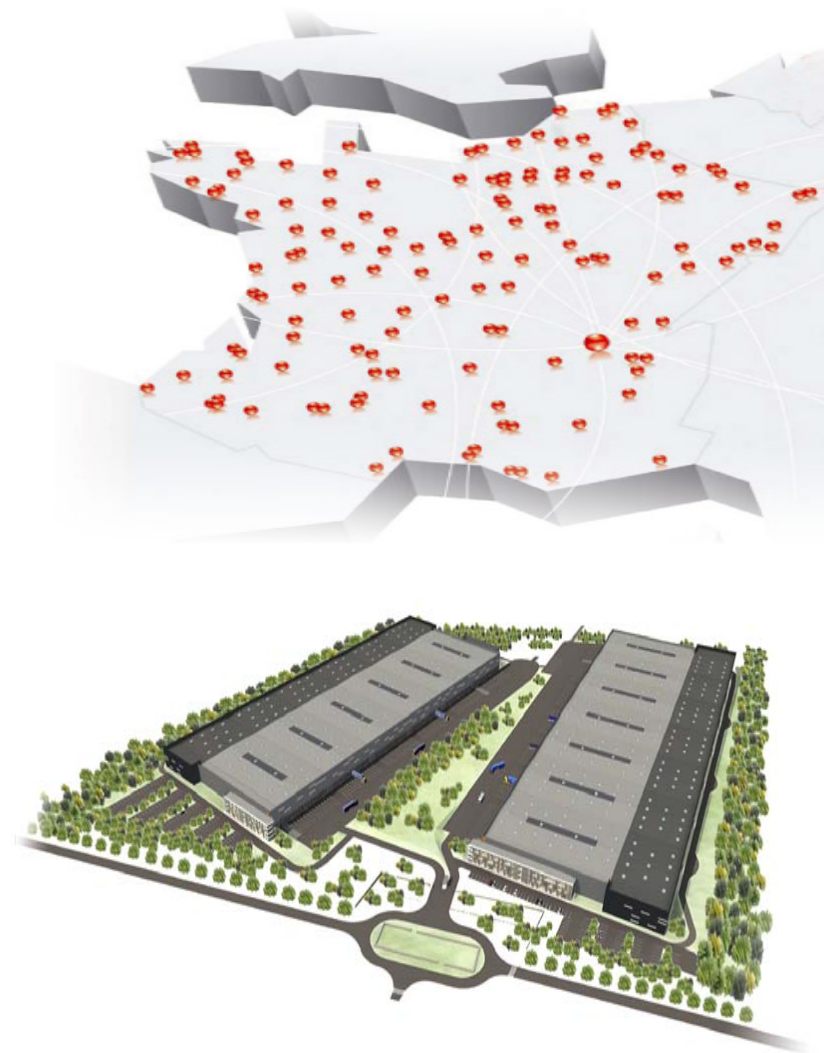
SNR



2. OREXAD in France

Today's position in France

- **Number 1 industrial supply multi-specialist (2 networks)**
- **234 branches (including 44 independents)**
- **3 logistic platforms (30.000 square meters)**
- **Total storage areas 160.000 m2 with 120.000 references**
- **Routing of 110.000 catalogues and 4 seasonal marketing catalogues, e-business tools**



Key capabilities

- **Successful « bolt-on » strategy : OREXAD was set up from scratch in 1987 and reached 825 ME within 20 years**
- **Strong integration know-how and ability to implement synergies**
- **Respect companies identity, culture, personnel and strength and still create a group**
- **Association and working together with independent network**
- **Ability to adapt our business model to market evolutions and clients needs globally and locally**
- **Large accounts tailor made offer (dedicated branches)**
- **Logistic organization**
- **Purchasing organization**
- **IT**

Key marketing factors : mix customers products

➤ **A market approach based on 4 customer profiles and a broader products demand:**

- ✓ **Large accounts**
- ✓ **Power Transmission specialists**
- ✓ **Machining specialists**
- ✓ **Generalists**

➤ **A dedicated product lines expertise with skilled resources:**

- ✓ **Power Transmission**
- ✓ **Machining**
- ✓ **Assembly**
- ✓ **Tooling**
- ✓ **Protection**
- ✓ **Equipments**

Key marketing factors : proprietary brand (GISS)

➤ **Alternative/offensive/defensive offer**

➤ **With:**

- ✓ **A competitive quality price**
- ✓ **Product design and engineering**
- ✓ **Manufacturer sourcing**
- ✓ **Quality control**
- ✓ **Customized products lines to clients needs**

Key marketing factors : sales support tools

- Catalogues, brochures and sales book
- Dedicated product slips
- Close/open E-catalogue online





3. International

Today's position in Europe

- **Number 1 in France (OREXAD & ANFIDIS)**
- **Number 2 in the Netherlands: BIESHEUVEL was acquired in 2000. It grew from 30 ME to 70 ME as of today**
- **European number 2 industrial supplies multi-specialist**
- **2007: decision to develop OREXAD in Eastern Europe :**
 - ✓ **Novotech (number 2 in Romania)**
 - ✓ **Branch in Slovakia**





The industrial answer to a changing industry