













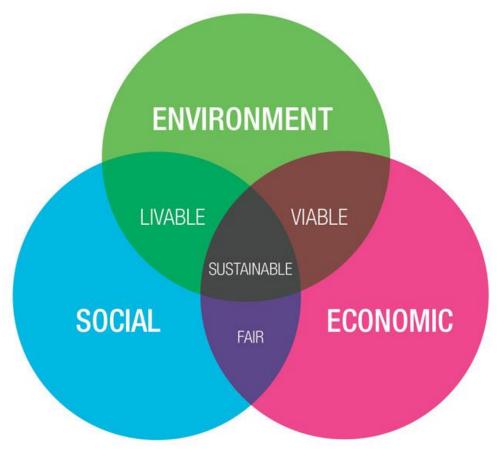


WHAT IS SUSTAINABLE DEVELOPMENT?



'Sustainable development is the development that meets the needs of the present without compromising the ability of future generations to meet their own.'

Brundtland Report, published in 1987 by the United Nations World Commission on Environment and Development.



Social:

Satisfying human needs (in terms of health, housing, social integration, consumption, education, etc.) and working towards social justice objectives.

Environment:

Preserving, improving and valuing the environment and natural resources in the long term.

Economy:

Developing and sustaining economic growth and efficiency to encourage the creation of wealth for all, through sustainable modes of production and consumption.

Only when development takes all three of these pillars into account can it be considered sustainable.

ORAPI GROUP: IMPROVING YOUR WORKPLACE ENVIRONMENT

High performance industrial consumables







Henri Biscarrat





We have been designing, manufacturing and distributing high performance products for over 45 years and have established a unique business model with a global reach.

In less than twenty years, the Orapi Group's growth strategy combining globalisation and local presence has established the group as the market leader and the only vertically integrated French manufacturer covering the Hygiene and Process sectors. The Orapi Hygiène division (cleaners and disinfectants) and the Orapi Process division (consumables for the maintenance of industrial equipments) are able to meet the specific needs of our customers with a total control over our value chain.

From design to marketing, we produce consumables and specialized brands within each sector for more than 2 million users worldwide. Our actions are based on a constant improvement of our expertise and technologies with a unique objective: to provide users with more

Our continuous innovation strategy with integrated production facilities throughout the world and diversification of marketing channels have established the Orapi Group as an prefered supplier that is able to meet market requirements effectively. We continue our growth strategy, based on commitment and excellence, targeting customer satisfaction above all.



ORGANISATION OF THE ORAPI GROUP

Group creation 1970

Distributed in +150 countries

8 Production units



+7500 Products







ADMINISTRATION • FINANCE • PRODUCTION UNITS • HR

2 MAIN MARKETS WITH A GLOBAL PRESENCE



Consumables for the maintenance of industrial equipments



Cleaners and disinfectants































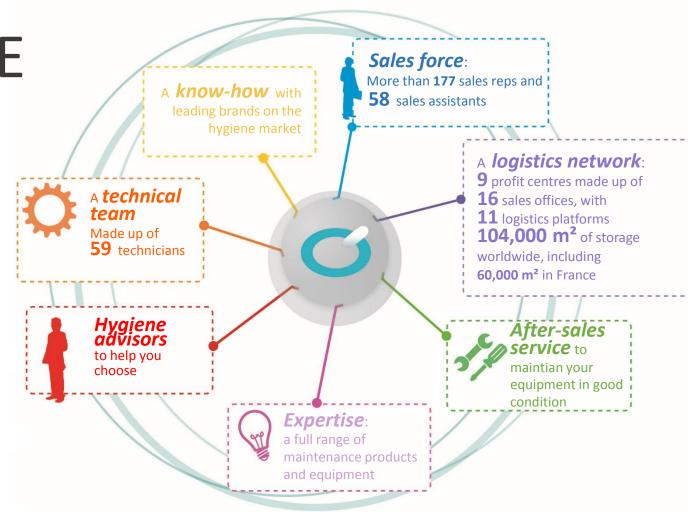


ORAPI HYGIENE RESOURCES

485 employees

1,500 orders/day

65,000 active customers



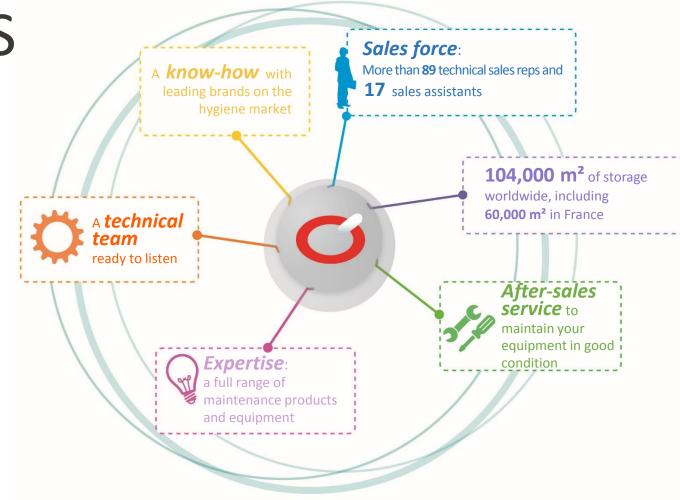


ORAPI PROCESS RESOURCES

173 employees

200 orders/day

30,000 active customers



OUR COMMITMENTS



1

Offer our customers sustainable and innovative solutions

- Provide ongoing support to our customers by drawing on our industry expertise.
- Offer digital and online solutions.
- Define and adapt our range of solutions to precisely meet our customers' needs.



2

Develop and cultivate our employees' talents

- Train our employees and help them to advance in their careers.
- Promote diversity and equal opportunity.
- Join our resources.
- Ensure well-being and unity within the company.
- Maintain health and safety.



3

Innovate to protect the environment and people's health

- Ensure the long-term viability of 'responsible' processes in our factories and production units.
- Ensure our employees' health and provide them with the best working conditions.
- Offer a unified approach to environmental issues.
- Take action to support ecofriendly modes of transportation.
- Encourage recycling and the use of eco-friendly materials in the design of our product lines.
- Master the use of biotechnology.
- Certify our factories.
- Energy Saving Challenge



4

Commit in societal issues

- Develop our ORAPI HYGIENE Foundation.
- Improve hygiene standards around the world.
- Progress: summary of our Foundation's activities.
- Continue: 2018 Foundation's projects.
- Integration help for people facing challenges.
- Increase our solidarity and support activities.



OFFER OUR CUSTOMERS SUSTAINABLE AND INNOVATIVE SOLUTIONS

OFFER OUR CUSTOMERS SUSTAINABLE AND NNOVATIVE SOLUTIONS

A long-term vision based on the concept of global solutions.

The Orapi Group designs, manufactures and distributes high-tech consumables for the fields of professional hygiene, processing and industrial maintenance.

We work hard to support your professional environment.



OFFER OUR CUSTOMERS SUSTAINABLE AND ANNOVATIVE SOLUTIONS

Provide ongoing support to our customers by drawing on our industry expertise



Advice and support

- Define the technical resources to put in place.
- Evaluate qualitative and quantitative needs.



Theoretical and practical training for your teams by our trainers

In our Training Centre (ORAPI ACADEMY) or directly on site:

- Set agent training targets.
- Lead training sessions.
- Evaluate results.



Products and equipment demonstrations

- Demonstrations and presentations on motorised cleaning equipment.
- Installation and support for laundry and dishwasher dispensers, dilution units, etc.
- Installation of dispensers for hand towels, toilet paper and soap.



- Provide consumption monitoring.
- Check and adjust hygiene plans.

OFFER OUR CUSTOMERS SUSTAINABLE AND NINOVATIVE SOLUTIONS

Offer digital and online solutions



Extranet/E-shop

- A new E-shop soon available with new functionalities as well as a personalized area (platform with available documents such as invoices, protocols, contracts...).
- 24/7 online orders.
- Tutorials for using the website available on line.

Our extranet works for the environment 24 hours a day



Connecting

- All of our catalogues can be viewed online.

www.orapi-hygiene.com/e-catalogue www.orapi-hygiene.com/e-catalogue-materiel www.orapi-hygiene.com/e-catalogue-partenaires www.orapi-hygiene.com/e-catalogue-english

- Development of videoconference meetings (reducing travel).
- Training videos and hygiene plans available remotely.



Connected objects

The advantages of the connected dosing system thanks to IOT:

- Predictive maintenance.
- A quicker answer to our clients.
- Budget reduction thanks to the remote control of consumptions / dosages follow-up.
- The remote monitoring allows to decrease the number of trips and also the fuel consumption of the technicians.



Online orientation

- For our responses to public procurement, we submit our bids in electronic form whenever possible (64% of responses in 2015).

This percentage is constantly increasing!

 We are shifting to online invoicing and developing EDI (Electronic Data Interchange).

OFFER OUR CUSTOMERS SUSTAINABLE AND NINOVATIVE SOLUTIONS

Define and adapt our range of solutions to precisely meet our customers' needs.



Extranet/E-shop

- Create standard orders.
- Customisable approval workflows to fit your organisation's needs.
- Budget management based on your order history.



- In our R&D labs, we design and develop many products to optimise our response to our customers' demands and those of

customers' specific

requirements

our markets.

- All of our products are designed in compliance with the standards and regulations that apply in France and the rest of the world.
- Our suppliers are required to respect their general safety obligations (poison control declaration, transport conditions, etc.).

Specific training for your activities

- We can analyse how you work and offer the product and equipment training that is right for you.
- Orapi Academy: a team of training instructors to train our employees and our customers.

Support

- Ongoing exchange of information on changes to our product lines (formulas, regulations, new products, etc.).
- Customised tools: customised statistics to analyse your usage patterns and get control of your budget.
- Clear and detailed product labelling.



DEVELOP AND CULTIVATE OUR EMPLOYEES' TALENTS





Train our employees and help them to advance in their careers



New arrivals

Integration and building loyalty

- Training plan in place to welcome each of our new employees.
- Regular training cycles for all of our employees.

Through its ORAPI ACADEMY organisation, the Orapi Group optimises internal and external training.

A new training center has been set up in our agency in Vaulx-en-Velin.

Promote diversity and equal opportunity



Hiring policy

- Orapi Group seek out a diverse range of employee profiles (age, gender, experience, training).
- We place an emphasis on eliminating pay discrepancies between men and women.
- Local jobs are preferred. In 2015, Orapi Group earned "Origine France Garantie" certification.



Open to the world

- System in place at different entities within the Group to develop skills at the international level.
- Orapi Group encourages mobility and diversity – over 30 nationalities are represented within the Group.
- Orapi Group is fully compliant with all laws and regulations in the countries in which it operates: respect for freedom of association and the right to collective bargaining.



Internal promotions

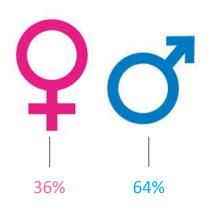
- We strive to keep talented employees within the company by helping them to advance internally or transfer to different locations.
- A "jobs bulletin" is distributed to employees to inform them of positions available within the Group.
- A partnership between ORAPI ACADEMY and IDRAC Business School has been set up to develop skills trainings and to have professionals who validate them. Our employees will obtain a Professional Qualification Certificate recognized by the public authorities.



Commitment to solidarity

- For many years, Orapi Group has welcomed disabled workers in its factories through the use of ESAT facilities under French law.
- Orapi Group contributes to inmate socialisation by providing work for prison workshops.

Unify our resources



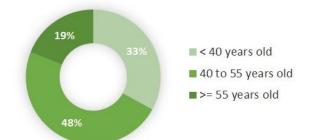


Full-time

Part-time

97%





Breakdown of Group employees (end of 2017)

2

Ensure well-being and unity within the company









Employee stock plan

- Option to subscribe to an Orapi Mutual Fund on favourable terms to let employees become shareholders in their company.

Insurance programmes

- Orapi Group has an obligatory health insurance plan and contributes 50% of the total contribution.
- To protect its employees, Orapi Group has set up a Death and Disability insurance programme, adapted to each employee's family situation.

Holiday cheques and restaurant coupons

- Orapi Group offers holiday cheques to employees who have made contributions for this type of coupon.
- Employees receive restaurant coupons each month, with 60% of the value financed by Orapi Group.

Face-to-face management

- As a family company, Orapi Group encourages direct relationships within the company, based on its core values of boldness, responsiveness and tenacity.

Maintain health and safety









Prevention

- Emphasis on preventing workplace accidents for all employees (starting at new arrival induction) through safety-oriented training.
- Identification of high-risk zones at the workplace, indicators displayed on-site, analysis of causes, etc.

Regulatory watch

- Through a specialised and regulated company, Orapi keeps track of regulatory changes in the field of QSE.

Safety and protection

- The Group is committed to using the raw materials that are safest for the user, and to using surfactants with the least impact on the body.
- The R&D department works to develop products that are non-toxic for both people and their environment.

Responsible industrial performance

- Improve working conditions for our employees (factories built with insulating and fireproofing materials, equipped with fire suppression devices, under containment).
- QSE service constantly working to improve safety issues.
- SEVESO site, complies with the latest environmental and safety standards.



INNOVATE TO PROTECT THE ENVIRONMENT AND PEOPLE'S HEALTH





The Orapi Group is the only French manufacturer that is vertically integrated from design to sales.

Bringing together expertise and practical know-how, and drawing on a wide range of top-notch talents, the Orapi Group achieves customer satisfaction through ongoing and responsible innovation.

We apply a policy of sustainable development to all of our industrial sites.

Eco-design, eco-responsible







The Group's packaging policy is based on strong values: respect for the environment and for the consumer; reducing the weight and volume of packaging; and replacing certain materials with others that have a lesser impact on the environment.

Thanks to our well-organised international operations, we are able to better serve our clients' interests with regard to these issues through strong local links and optimal sourcing of our primary components.

All of our sites follow the Orapi Group policy with its dedicated focus on safety, durability and service for the sake of users, our employees, and the environment.

Ensure the long-term viability of 'responsible' processes in our factories and production facilities.



Recovering waste

 Packaging is recovered through our collaboration with a company specialising in waste collection and processing.

3 R&D laboratories

- We base our product formulas on raw materials of natural origin and seek plantbased alternatives to chemical molecules.
- We carefully select our raw materials to ensure compliance with the regulations in force (REACH, Biocides, etc.) and limit risks from chemicals (reduction of CMR* substances, allergens, etc.).
- Developments in biotechnology.
- * Carcinogenic, mutagenic or toxic for reproduction.

Reducing packaging

- ORAPI formulas are increasingly concentrated or pre-measured so that we can reduce the volume of containers and packaging we produce (efforts to reduce secondary packaging).

Responsible industry

- Factory built with insulating materials to keep energy expenses as low as possible.
- Factories equipped with fire suppression devices.
- 35,000 m² SEVESO site that meets the latest environmental standards.
- The group actively raises employee awareness of environmental protection issues by designing and manufacturing environmentally-friendly products (using less-polluting raw materials).

Ensure our employees' health and provide them with the best working conditions







Waste management

- Establish environmental protection measures relating to waste management (reduction of harmful emissions into the environment).

Employee safety

- Our Saint Vulbas factory and its logistics hub are classified under the SEVESO directive. A technological risk prevention plan is therefore in place, requiring us to reduce risks at the source.

Our installations are currently the most efficient in Europe for our industry.

- Training and presentations are available to raise employee awareness about workplace safety issues.

Storage centre

- Storage of hazardous products and raw materials is subject to strict rules.
- A containment and retention system is in place in case of incident.
- Our various sites follow directives relating to recovery of water, lubricants and chemical products.
- Containers have been reduced to 10kg to help prevent MSDs (musculoskeletal disorders).

Purchasing policy

- Our suppliers guarantee that the products they sell to us are not produced by child labour.
- Orapi Group is committed to a zero animal testing policy.
- Our suppliers are selected based on their commitment to sustainable development.
- Our Purchasing teams are trained in preventing corruption.

Offer a unified approach to environmental issues



Recycling

- Staff are encouraged to recycle paper in our offices (printing "draft" sheets on both sides, using eco-certified PEFC papers).
- Collection bins for used ink cartridges.
- Obsolete electronics collected by a specialised organisation.

General expenses

- We select our suppliers based on their range of environmentally friendly products.
- We use recyclable NFE envelopes for all of our post.
- All the papers we use are PEFC certified.

End of cycle

- Packaging can be taken back.
- The WEEE* directive requires recovery of electrical equipment for recycling (each time equipment is sold we can provide a certificate to demonstrate that WEEE requirements have been met).
- * Waste Electrical and Electronic Equipment

Online orientation

- Online orders.
- Our e-catalogues are available at www.orapi-hygiene.com
- Responses to public procurement bids are submitted electronically (64% in 2015).
- We are shifting to online invoicing and developing EDI (Electronic Data Interchange).

Take action to support environmentally friendly modes of transportation.



Up-to-date vehicle fleet

- We rent eco-friendly vehicles through our provider.
- Reduced CO₂ emissions.
- Fuel economy.
- We seek the best compromise between usage and TCO (total cost of ownership).



Geotracking and connected objects

- Geotracking of our teams to optimise travel patterns.
- Tasks referred to the closest technician.
- Faster response time for our customers.

Reduced travel

reduced CO₂ emissions.



- Our transportation providers ensure compliance with legislation and reduction of CO₂ emissions.



Drywash

Orapi Group initiated a specific ecological cleaning technic for Emirates. We apply cleaning agents on the aircraft surface and then wipe off the cleaning agents and dirt. This way, we save 11.7 millions litres of water per year with drywash. An aircraft needs only 3 drywashes in a year.

A cleaner aircraft is more fuel efficient. Drywash gives aircraft longer lasting gloss and shine and reduces ground maintenance time.

Encourage recycling and the use of eco-friendly materials in the design of our product lines.



Packaging

- Most of Orapi's maintenance products are packaged in bottles and containers made of HDPE (high-density polyethylene) or PET (polyethylene terephthalate), both highly recyclable materials.
- Total elimination of individual packaging.
- Carefully controlled dosing.
- Increasing number of water-soluble doses available.

Our line of eco-label papers



- Reduced sulphur and CO₂ emissions in production phase.
- Reduction in water pollution due to chlorine and organic waste in production phase.
- Reduced energy consumption in production phase.
- Reduced risk for human health and the environment.

100% biodegradable bags

- Made of bioplastics and potato starch.
- Decompose naturally in less than 6 months.
- Perfect for compost centre processing.

ECONATURAL

Eco Natural line

- Orapi Group markets its Eco Natural line made of 100% recycled Ecolabel paper. The Eco Natural line is a soft wipe manufactured in France through an exclusive process of recycling liquid food packaging.

 Recycled or virgin fibres from sustainably managed forests.

Certified eco-friendly products



FIELDS OF APPLICATION

Ecolabel products for your:

- Floors
- Surfaces
- Textiles
- Kitchens
- Bathrooms
- Hands





















"NF ENVIRONNEMENT" CERTIFIED BAGS

- French Ecolabel awarded by AFNOR certification - the only recognised Ecolabel for waste bags.
- Made of 80% recycled materials.
- Limits product's impact on the environment throughout its lifecycle.

PAPER PRODUCTS

- Paper towels
- Toilet paper
- Drying

DINING PRODUCTS

We offer Ecolabel products for your single-use dinnerware, napkin and tablecloth needs.

Master the use of biotechnology





SPOTLIGHT ON PRODUCTS USING BIOTECH



- Less waste in the environment (BOD/COD -
- Long-lasting activity and odour elimination.
- Product versatility: reduced storage, reduced errors.
- Product concentration: reduced packaging, reduced costs.



Less material used

- d Emballage



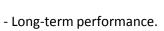
Takes up less space in lorries

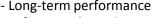


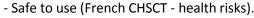
Reduced quantities of waste to process

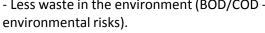


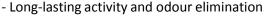
Fewer lorries on the road

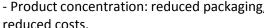






















Reduced number of deliveries



Better price per litre of solution



Through its ISO 14001 certification, which defines environmental requirements, the Group has established an optimised management system.

Energy Saving challenge launched by EDF in Rhone Alpes — Auvergne region

ORAPI enrolled in the EDF Energy Saving Challenge

Facing the importance of energy consumption, ORAPI GROUP has a genuine desire to save money.

Thanks to EDF, **the consumption of the 4 sites in Rhone-alpes** (ORAPI, Chimiotechnic, DACD and ORAPI HYGIENE Vaulx-en-Velin) **were modeled and compared.**Initiated actions:

- Energy audits in Venissieux and Saint Vulbas along with identified areas of improvement.
- **Expertise visits** with the EDF expert on the 4 sites in Rhone-alpes. The purpose of these visits is to identify and confirm the equipment investment efforts to be made to substantially improve our consumption (eg: coordination of extraction network, lighting, etc.).
- An awareness campaign was launched internally among our employees about the "Eco-friendly practices", both at work and home.

ORAPI GROUP won the 2017 challenge and received a cheque for €2,000 from EDF.

- ⇒ 10% reduction in energy consumption in 1 year (150 MWh)
- ⇒ €10,000 saved
- ⇒ +250 neon blocks have been replaced by leds (in the production unit and offices)

In a century, population x 4

Individual energy consumption x 7

=
Energy consumption x 30

Energy saving challenge lauched by EDF in Rhone Alpes — Auvergne region

Awareness campaign among the employees about the "Eco-friendly practices" at the office :



The lighting

- Systematically turn off the light when you are the last one to leave a room.
- Opt for natural lighting.

Lighting can reach 45% of the electricity bill.



Computer equipment

- Turn off the screen when you are away.
- Check every night that your computer is off and not in standby mode.

Warning! Even in standby mode ou computers consume energy.



Heating and air conditioning

- Keep the windows closed when the air conditioning/heating is on.
- Turn off the air contioning when leaving the office.
- Install blinds outside the windows to prevent the windows from heating.
- Lower the temperature by only 3°C relative to the outside temperature is enough to refresh the room.

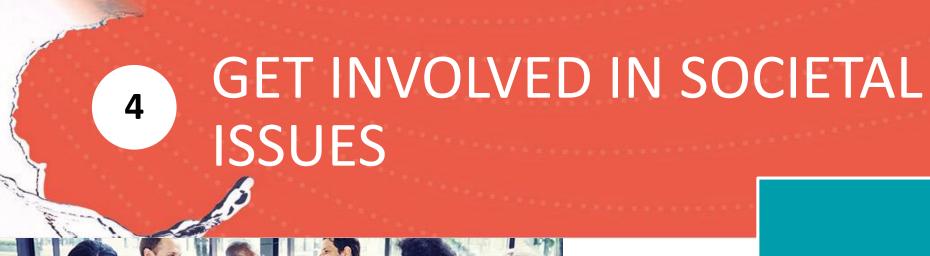


Paper print

- Avoid unnecessary printing.
- Opt for eco-mode print: black and white, recto/verso.
- Turn off the printer when leaving the office.
- Ensure used paper goes in recycling bins.











Develop our ORAPI HYGIENE Foundation

ORAPI GETS INVOLVED

Because each company has a role to play in society and can make a contribution through its know-how, its culture, and above all, its values, the Orapi Group has decided to create its own foundation: **the ORAPI HYGIENE FOUNDATION**.

As a leader in France's professional hygiene industry, the Orapi Group seeks to help children by joining the fight against contagious diseases and epidemics and teaching them the rules of hygiene.

Both within France and abroad, through our presence on all 5 continents, we hope to help as many children as possible to avoid contracting these diseases, simply by helping them to acquire good habits and learn the fundamental rules of hygiene.

ORAPI HYGIENE'S MISSION:

"Help children to acquire good hygiene habits to protect them against public health risks, and thereby contribute to a future of good health for all humanity."

Contact: fondation@orapi.com

For more information: http://orapi.com/en/fondation-

en.html





2016: a promising first year

The ORAPI Hygiene Foundation celebrates its first year and looks back on its actions so far.

"As we celebrate our Foundation's first year of existence, we signal our desire to get involved in missions to help younger generations acquire good hygiene habits to counter risks to public health. We want to be a committed actor in this battle, and it's by contributing to actions like UNESCO's that our Foundation will make its mark in the long term."

Guy Chifflot, President of the ORAPI Hygiene Foundation





Progress: a summary of our Foundation's activities







Partnership with UNESCO

- The ORAPI Hygiene Foundation is participating in the fight against the Ebola virus in Liberia, in partnership with UNESCO – tasked by the United Nations to raise awareness among young people in Africa, and especially in Liberia, of the public health rules for eradicating the Ebola virus.

To carry out its actions, the Foundation has chosen to support training for school teachers, who in turn work to raise youth awareness of hygiene rules and habits.

To date, some 27,000 Liberian children have been taught the rules of hygiene.

Product donations

- To help the association « **Children of the Mekong** », some hygiene products as well as equipments necessary for the maintenance of the premises and the hygiene of the young people were sent to Cambodia.

Enfants du Mékong

- The ORAPI Hygiene Foundation helps and supports the association « Le Foyer Notre-Dame des sans-abris » (Lyon) by giving hygiene products.



Les Décos du Cœur in 2017

- The ORAPI Hygiene Foundation and the Republic of Liberia participated in the 'Les Décos du Coeur' event (Decorations From The Heart) on 11 December 2016, to benefit the ADAPFI du Rhône.

'Les Décos du Coeur' invites companies from the Lyon region to decorate a Christmas tree in the colours of their business for sale at auction to support the ADAPEI du Rhône disability advocacy organisation.

All profits from tree sales go to the ADAPEI du Rhône for an imaginative stage play directed and performed by 13 artists with mental or physical disabilities.

The « cocottes »

- The ORAPI Hygiène Foundation continues its mission in France to educate young children in hygiene practices.

The « cocottes » have been created to explain when and how clean hands and also how to limit illnesses such as flu, ...

The « cocottes » will be distributed in the schools but also in all children's area (doctors, hospitals, ...).

All employees of the Orapi Group are ambassadors and carry the message of our ORAPI Hygiene Foundation.





Continue: our Foundation's projects for 2018



A partnership with the association « Children of the Mekong » has been set up in January 2018. It took place in Cambodia in a children's centre in Phnom Penh. The social workers of « Children of the Mekong » distributed more than 200 « cocottes » I know how to was my hands translated into Khmer and made of recyclable paper in order to illustrate their hygiene activity.

Another partnership has been set up with the IREPS (Regional Authority for Education and Health Promotion) of Guyana. Guyana is facing major problems of enteric diseases in remote villages in the Amazon forest. This program will include: traning, presentation of documentary and pedagogical resources, and activities for the public. 1000 « cocottes » I know how to was my hands have been sent for deployment in early 2018.





Integration help for people facing challenges

- No to discrimination
- Real partnerships
- Learning different approaches to work
- Challenging conventional wisdom

Orapi uses workshops for disabled workers to send out its post.

We have also developed a partnership with the ADAPT and PAPILLONS DE JOUR organisations to support the integration of severely disabled workers.

As part of its social commitment, Orapi also contributes to inmate socialisation by providing work for prison workshops.



Increase our solidarity and support activities.



Local development

- Local jobs are preferred. In 2015, the group earned **Origine France Garantie** certification for some of its products.



- Orapi is in regular contact with universities like Lyon I, technical universities, and other organisations near our Saint Vulbas site.



Disability Awareness Week

- We conduct informational campaigns with all of our employees to raise awareness about disabilities.



Global Handwashing Day

- Orapi participates in Global Handwashing Day activities in October.

This event aims to promote hygiene among schoolchildren.

For this occasion, Orapi co-sponsored banners for 1500 buses in the United Arab Emirates.



Help using products

- To make using our products as easy as possible to understand, colour codes and icons can be placed on:
- the buttons on our dosing systems,
- atomisers (trigger and label),
- containers (cap and label),
- cleaning protocols.







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