ONTEX GROUP AT A GLANCE.

AN INTERNATIONAL BUSINESS WITH SALES IN MORE THAN 110 COUNTRIES.



A DIVERSIFIED BUSINESS*

Focused on 3 attractive categories ...

Revenue split by product category (%)





... offering quality retailer and Ontex brands ... Ontex brands (%)

54%

67%

Own brands	46%
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Retailer brands



... for a diversified blue chip customer base. Customer base (%)

• Top 10 largest customers 33%

All other



*Charts based on Integrated Annual Report 2020



https://ontex.com



THREE COMMERCIAL DIVISIONS.

EUROPE DIVISION

Retail brand focused.

Two geographical areas:

- Area UK/Ireland, Australia/New Zealand, France and Iberia, Italy & Greece;
- Area Belgium/Netherlands/Nordics, Russia, CIS, DACH, Poland and CEE.
 Contract Manufacturing also reports into this area.

2020 REVENUE

€774.1M



AMERICAS, MIDDLE EAST AFRICA AND ASIA DIVISION

Focus on local hero brands.

Four geographical areas

- North America
- Mexico and Central America
- South America
- MEAA (Middle East, Africa & Asia)

HEALTHCARE DIVISION Dedicated to institutional markets inco brands.

37%

Sales activities split into two areas:

• Area North: France & Belux, Germany, UK & Ireland and distributors.

Area South: Italy and Iberia.

2020 REVENUE €440.5M

21%

OUR WORKFORCE.

