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**CULLIGAN® ANNOUNCES DISTRIBUTION AGREEMENT WITH  
CFAO GROUP TO DEVELOP WATER TREATMENT MARKET IN AFRICA**

**BOLOGNA, ITALY, December 12, 2012** – Culligan®, a leading global innovator of advanced water treatment solutions for more than 75 years, has signed an exclusive distribution agreement with CFAO to develop opportunities in the water treatment market in Africa.

Culligan will provide water treatment equipment and services to residential, commercial and industrial customers through its comprehensive portfolio of technologies and services.

The initial agreement covers Nigeria, Ghana, Congo, Democratic Republic of Congo, Ivory Coast and Cameroon, with the potential to expand to more than 20 countries across Africa. CFAO is a vertically integrated brand distributor in Africa, covering import, production, sales and brand promotion in its three businesses: equipment, healthcare and consumer goods. Culligan water treatment solutions will be distributed by CFAO Equipment, managed by Jean-Philippe Petit.

"We are delighted to partner with CFAO to build a market leading water business. The strategic partnership brings the water technology and expertise of Culligan together with CFAO's unrivalled service network and distribution experience. This combination will enable us to bring world class water solutions and service to customers in the residential, commercial and industrial sectors," said Laurence Bower, Senior Vice President EMEA.

"The need for treated water is growing exponentially in Africa. With Culligan, we are able to address the major segments of the market taking advantage of an up-to-date and robust technology. We are proud to associate the Culligan and CFAO brands, and our teams are enthusiastic about this new business. Both companies have already great expectations for the near future," said Xavier Desjobert, Development Senior Vice President, CFAO.

Culligan's comprehensive line of solutions for the residential market includes water softeners and conditioners, home water filtration systems for drinking water, whole house water filters, bottled water delivery, as well as water testing and service.

Under the Culligan Matrix Solutions® brand, designed specifically for commercial and industrial customers, Culligan is able to offer end-to-end water treatment solutions that bring together application engineering, innovative product and technical service which reduce operating costs and improve customer experiences. To accommodate the need for customized water treatment systems, Culligan has developed a modular platform (Culligan Matrix Solutions) that is configurable to solve all types of water treatment challenges, achieving the customer's goals in terms of budget, time frame and sustainability goals. Culligan products are sold in more than 90 countries. The company holds over 300 patents

## **About CFAO**

CFAO is the foremost specialized retail brand in its main business areas – vehicle and pharmaceuticals distribution – in Africa and the French overseas territories. In Africa, CFAO also distributes equipment, produces and distributes consumer goods and is a provider of a number of technology-related services. CFAO is present in 34 countries, 32 of which are in Africa and seven in the French overseas territories, and had a headcount of 10,100 at end of 2011. In 2011, CFAO generated consolidated revenue of €3,124 million and recorded recurring operating income of €256.3 million. CFAO is listed on NYSE Euronext in Paris and is included in the SBF120 and CAC Mid 60 indices. Find CFAO on Bloomberg: CFAO:FP and Reuters: CFAO.PA. To find out more, go to [www.cfaogroup.com](http://www.cfaogroup.com).

## **About Culligan Matrix Solutions®**

Culligan Matrix Solutions is the Commercial and Industrial brand of Culligan International, a leading global innovator of advanced water treatment solutions for 75 years. With its single-source, comprehensive water treatment technology platform for virtually any industry and application, Culligan Matrix Solutions addresses the needs of businesses for end-to-end water treatment systems that are faster, more efficient and cost-effective than ever. For more information visit: [www.culliganmatrixsolutions.com](http://www.culliganmatrixsolutions.com).

## **About Culligan International**

Founded in 1936 by Emmett Culligan, Culligan International is a world leader in delivering water solutions that will improve the lives of their customers. The company offers some of the most technologically advanced, state-of-the-art water filtration products. Culligan's products include water softeners, drinking water systems, whole-house systems and solutions for business. Culligan's network of franchise dealers is the largest in the world, with over 800 dealers in 90 countries. For more information visit: [www.culligan.com](http://www.culligan.com).

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