



L'Art de la Table
1825

Press Release

Arques, February 2010, 15th

Arc International announces the divestiture of its distribution company in the United Kingdom

A year ago Arc International had decided to implement a new model for its distribution business in the United Kingdom by concentrating the activity of its distribution company, Arc International Tableware UK Limited (AITUK), on the Food Service market only. The focus was to be given on improving margins, operating expenses and continuing the improvements in Customer Service so as to offer our clients a full tabletop line covering each and every sector of the market.

These objectives have now been completed and in order to assist in the future growth and expansion plans of the company, Arc International is pleased to announce that it came to an agreement with Brian Thorp who from Feb 12 2010 will become the Managing Director and sole shareholder of AITUK.

Guillaume de Fougères, CEO of Arc International, declared: *"I am pleased to have come to such an agreement with Brian, whom I know well and who has many years experience in the UK catering trade; he has built up a reputation for service excellence, flexibility of supply, and a strong loyalty and support of his customers. This will definitely put the company in a position to build on its current role as the largest and most professional stockist of Arcoroc, Chef & Sommelier and Initial branded products in the UK, and adapt further to the changing needs of the market"*

Arc International, l'Art de la Table 1825

Arc International employs 13, 000 people worldwide including 8500 in France. The Group, whose head office is located in Arques, in the French Pas-de-Calais region, achieved a turnover of 1.2 billion Euros in 2008. Armed with its know how in glassware, it developed globally and diversified its activities through the integration of materials other than glass. Today, it markets a full range of tableware products in more than 160 countries.

The Group covers the Consumer Goods and Food Service markets through a portfolio of brands, Luminarc®, Arcoroc®, Cristal d'Arques® Paris, Pyrex®*and Chef & Sommelier. For more than 40 years the Group has also been addressing professional customers – industrialists, traders, manufacturers of semi-finished and finished products, and service providers – by offering them tailored-made solutions to meet their specific requirements (for industry, advertising, premiums and customer loyalty programmes).

Arc International is present in five continents with production sites (France, USA, China, UAE), distribution subsidiaries (France, US, Spain, Australia, Mexico, Brazil, Japan) and sales offices.

Finally, the Group has adopted a strategy of sustainable development in order to balance economic requirements, social responsibility and respect for the environment, and joined the U.N.'s Global Compact in 2003.

* Pyrex®, property of Corning Inc., is operated by Arc International Cookware SAS under an exclusive license in Europe, the Middle East and Africa.

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