

# **Henkel to acquire North American Hair Professional business of Shiseido Company, Limited**

Düsseldorf, October 26, 2017

# | Disclaimer

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# Henkel to acquire Zotos International Inc., the North American Hair Professional business of Shiseido

Sales

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~ **230** million USD

Employees

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~ **700**

Production / R&D Sites

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**1 / 1**

Purchase Price

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**485** million USD

Financing

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**Cash / Debt**

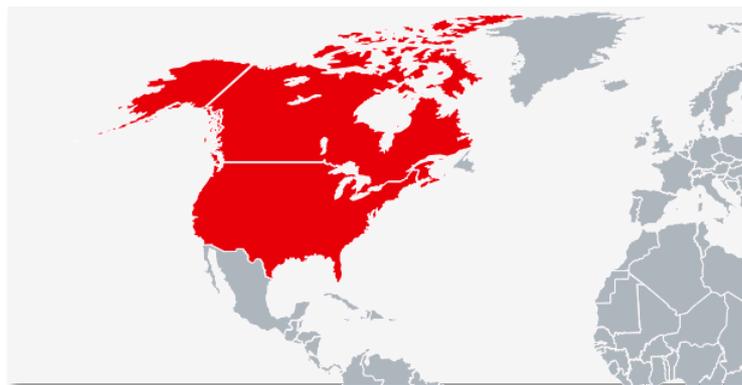
# Acquisition further strengthens Hair Professional business and significantly expands footprint in North America

## Leading Brands



- High-performance hair professional brands
- Complete portfolio, strong presence in Color

## Attractive Markets



- Focus on US, single biggest hair professional market
- Presence in Europe and Asia

# Leading brands with complementary and unique positioning

Joico®



- Excellent hair care competence
- Strong innovation capabilities

Zotos Professional®



- Broad portfolio in Care, Color and Styling
- Accessible for professional customers & consumers

# | Strategic Rationale: The acquisition further strengthens Henkel's Hair Professional business

- Third acquisition in the US hair professional business in recent years
- Significant expansion of footprint in US, the world's single biggest hair professional market
- High-quality brands with complementary portfolio and strong innovation capabilities
- Defensive as well as offensive synergy potential

**Thank you!**