



Sales



Operating profit



Registered actives

1. China

Sales 2017 (€m): 190.4

Share of business area sales: 37%

Share of Group sales: 14%

2. Indonesia

3. India

Asia & Turkey

China, India, Indonesia, Myanmar, Pakistan, Sri Lanka, Thailand, Turkey, Vietnam

2017 development in brief

- Local currency sales rose by 24% and Euro sales increased by 17%
- Registered actives increased by 17% to 1.1 million Oriflame Consultants
- The operating margin was 21.6% (19.1%)

Most markets performed well, with a solid performance in China, Indonesia, Turkey and Vietnam. The development in India was weaker, with measures taken to return to sustainable growth. A combination of solid leadership, online activity and a clear focus on Skin Care and Wellness sets and routines continued to drive the strong performance in the region.

Operations

Production

- NOIDA (INDIA) – Skin Care, Body Care/ Toiletries, Colour Cosmetics.
- KUNSHAN (CHINA) – Skin Care, Body Care/Toiletries, Colour Cosmetics.
- BEIJING (CHINA) – Wellness.
- RORKEE (INDIA) – Wellness.

Offices

Regional Offices in Jakarta (Indonesia), Shanghai (China), New Delhi (India) and Istanbul (Turkey).

Catalogue creation and printing

The regional catalogues are created and printed locally. Catalogue Development Centres in Shanghai, Jakarta, New Delhi and Istanbul.