

# Chargeurs Luxury Materials

## The world leader in premium combed wool



"We supply a precious resource, with full knowledge of its source and of its compliance with our standards of excellence. In 2017, we plan to open a showroom in New York to promote our increasingly successful and highly efficient international business model."

Federico Paullier — Managing Director  
of Chargeurs Luxury Materials

Chargeurs Luxury Materials supplies the world's finest wool fibers. The global leader in premium wool trading, the division is stepping up its strategic focus on outstanding, high value-added products.

The business leverages its expertise in determining fiber quality, traceability and stability to select the finest greasy wool tops from producers worldwide for processing in its partner combing mills.

Chargeurs Luxury Materials' research and inspection laboratories are focused on delivering increasingly fine, softer wool grades. They are supported by the division's model of a sustainable cycle of production and distribution that is unlike any other in the world.

# €99.5m

in revenue in 2016,  
up 6.8% like-for-like



# €2.9m

in recurring operating  
profit in 2016, up 16%



## "From the sheep to the shop"

Local and global expertise with a strict policy of transparent communications with suppliers and customers.

With traceability so central to Chargeurs Luxury Materials' business model, all of the division's partner combing mills are committed to earning Responsible Wool Standard (RWS) certification.

This certifies that sheep are treated with respect to their Five Freedoms and in compliance with best practices in land management and protection.

We supply organic wool complying with Global Organic Textile Standards (GOTS), which is recognized as the world's leading processing standard for textiles made from organic fibers. It defines environmental and social criteria for the entire textile supply chain.

In partnership with New Zealand Merino, we offer ZO-certified wool, an exceptionally high quality, traceable fiber.



1. Certified farms



4. Weaving/Knitting



2. Supply and Combing



5. Garment maker

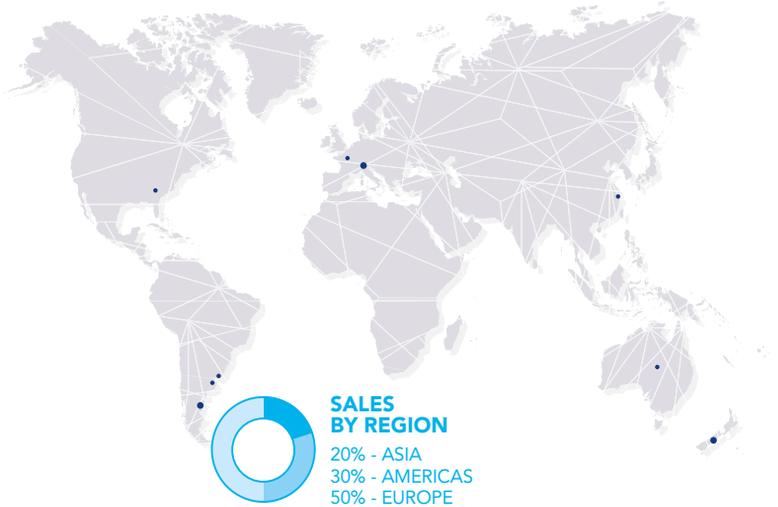


3. Spinning



6. Shop

# Chargeurs Luxury Materials



**100%**  
of sales generated in international markets

**4**  
**PARTNER COMBING MILLS**  
United States/Uruguay/  
Argentina/China

**7**  
**MARKETING AND MANAGEMENT SUBSIDIARIES**  
Uruguay/Italy/France/  
United States/New Zealand/  
Argentina/China

**6**  
**WOOL SOURCE COUNTRIES**  
United States/New Zealand/  
Uruguay/Argentina/ Australia/  
South Africa

## FOCUS ON INNOVATION



### Activewear, sportswear, outdoor wear: "green" apparel provides a breath of fresh air!

Chargeurs Luxury Materials' customers don't need to be told that wool, a natural product with outstanding properties, resonates with market trends and consumer demand for garments made from natural materials to wear during their outdoor activities. More and more people are rediscovering wool's properties, which gives new meaning to garments by combining structure and substance, practical applications and garment-making techniques.

**Ensuring seamless traceability for its wool products is a challenge for Chargeurs Luxury Materials.** Thanks to its presence alongside sheep ranchers and in the combing mills, Chargeurs Luxury Materials controls every stage in the value chain.

**3<sup>rd</sup>**  
THIRD SUPERWASH LINE INSTALLED

**1**  
SHOWROOM IN NEW YORK

**9.5/10**  
RATING EARNED ON THE LATEST ETHICS AUDIT