

**aquinos**  
*group*



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**Welcome**



# Who we are

Worldwide home comfort business group



**Global Industrial Player**  
Upholstery and Bedding

# Who we are

Leading European manufacturer  
of Upholstery and Bedding



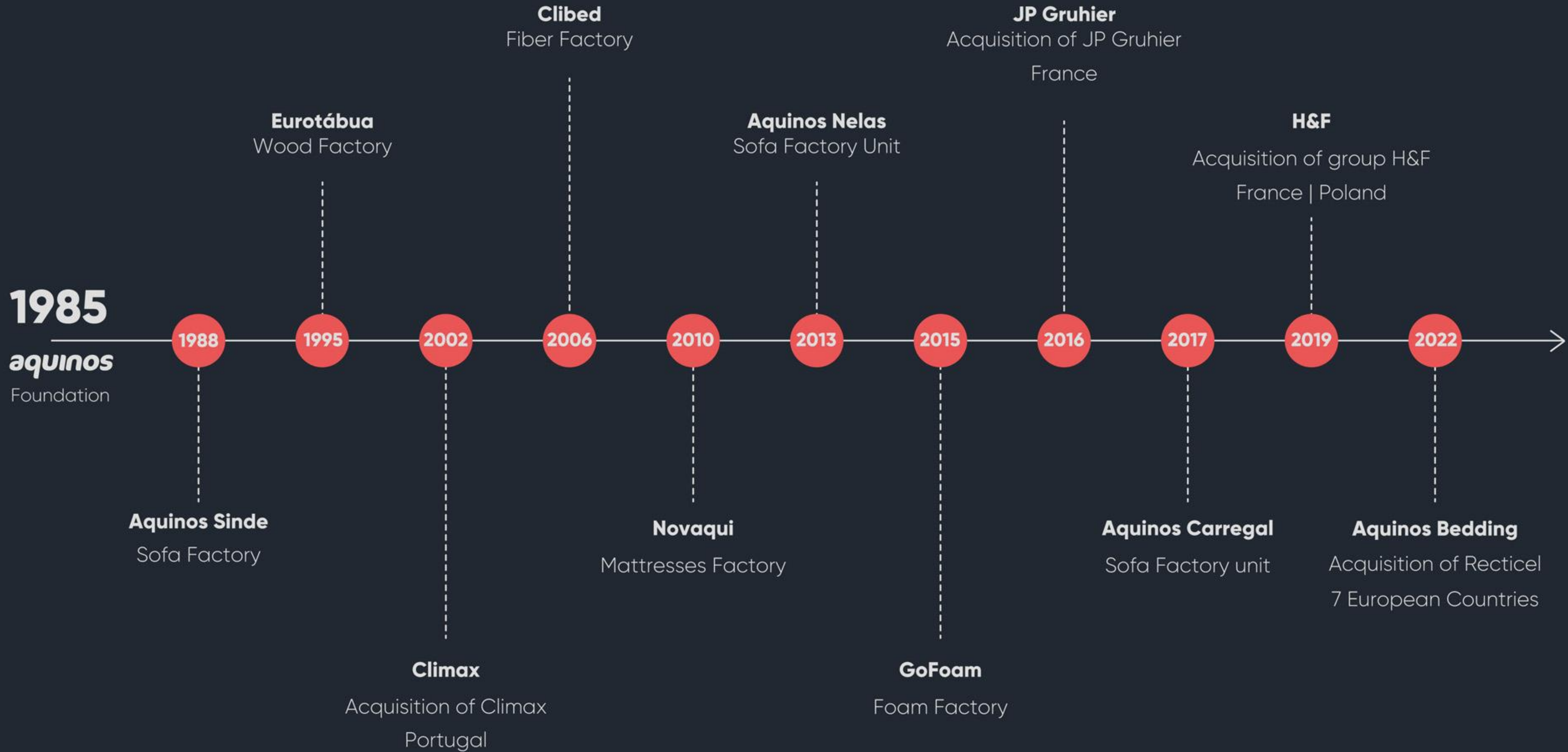
20 Manufacturing plants **across Europe**

Offices in **Hong Kong** and **Shenzhen**

**PT** Portugal  
**FR** France  
**PL** Poland  
**DE** Germany  
**CH** Switzerland  
**AT** Austria  
**BE** Belgium  
**NL** Netherlands  
**RO** Romania

**CN**  
China

# Group Timeline



# Structure

  
**HomeNetwork**  
Furniture

  
**Aquinos**  
Sofas

  
**Sofibo China**  
Furniture

  
**JP Gruhier**  
Sofabeds

  
**All in Furniture**  
Furniture

  
**Pole Position**  
Sofas

  
**Intertrend Polska**  
Sofas

Upholstery ●

● Bedding

**Aquinos Group**

Holding

●  
Complementary

  
**Eurotábua**  
Wood

  
**Gofoam**  
Foam

  
**Clibed**  
Poliester fiber

  
**Aquisave**  
Shared Services

  
**Sofibo**  
Logistics

  
**Sofibo Polska**  
Logistics

  
**Home & Furniture**  
Management Services

**Aquinos Bedding**  
Bedding

 **Poland**

 **Romania**

 **Switzerland**

 **Austria**

 **Belgium**

 **Netherlands**

 **Germany**

 **Portugal**

# Profile

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**37**

Years of experience

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**5100**

Specialized employees

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**Key managers**

with deep know-how  
in each activity



# Profile

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**€ 670M**

Turnover

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**Global Player**

Commercial relationship with close to 50 countries

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**Cutting edge technology**

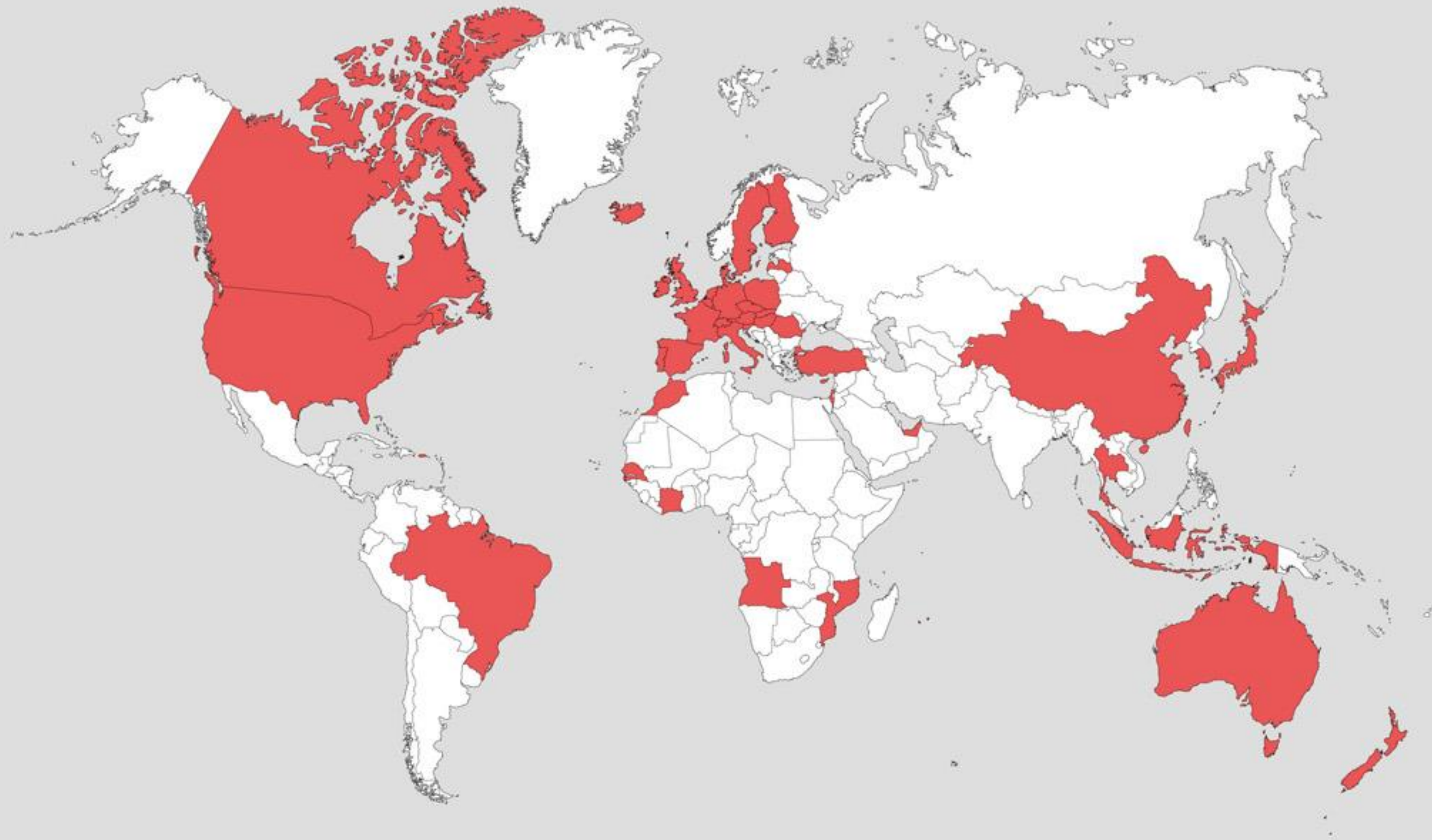
Advanced production techniques





# Profile

## Global Sales



### Europe

- |             |             |                |
|-------------|-------------|----------------|
| Austria     | Belgium     | Czech republic |
| Cyprus      | Denmark     | Finland        |
| France      | Germany     | Great Britain  |
| Hungary     | Iceland     | Ireland        |
| Italy       | Latvia      | Liechtenstein  |
| Luxembourg  | Netherlands | Poland         |
| Portugal    | Romania     | Slovenia       |
| Slovakia    | Spain       | Sweden         |
| Switzerland | Turkey      |                |

### America

- |        |        |            |
|--------|--------|------------|
| Brazil | Canada | Porto Rico |
| USA    |        |            |

### Asia

- |           |                     |             |
|-----------|---------------------|-------------|
| Indonesia | Israel              | Thailand    |
| China     | Japan               | South corea |
| Taiwan    | Utd. Arab. Emirates |             |

### Africa

- |            |                     |         |
|------------|---------------------|---------|
| Angola     | Côte D'Ivoire       | Marroco |
| Mozambique | São Tomé e Príncipe | Senegal |
| Reunion    | Mauritius           |         |

### Oceania

- |           |             |
|-----------|-------------|
| Australia | New Zealand |
|-----------|-------------|

# Vertical Integration

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## Main raw materials produced internally

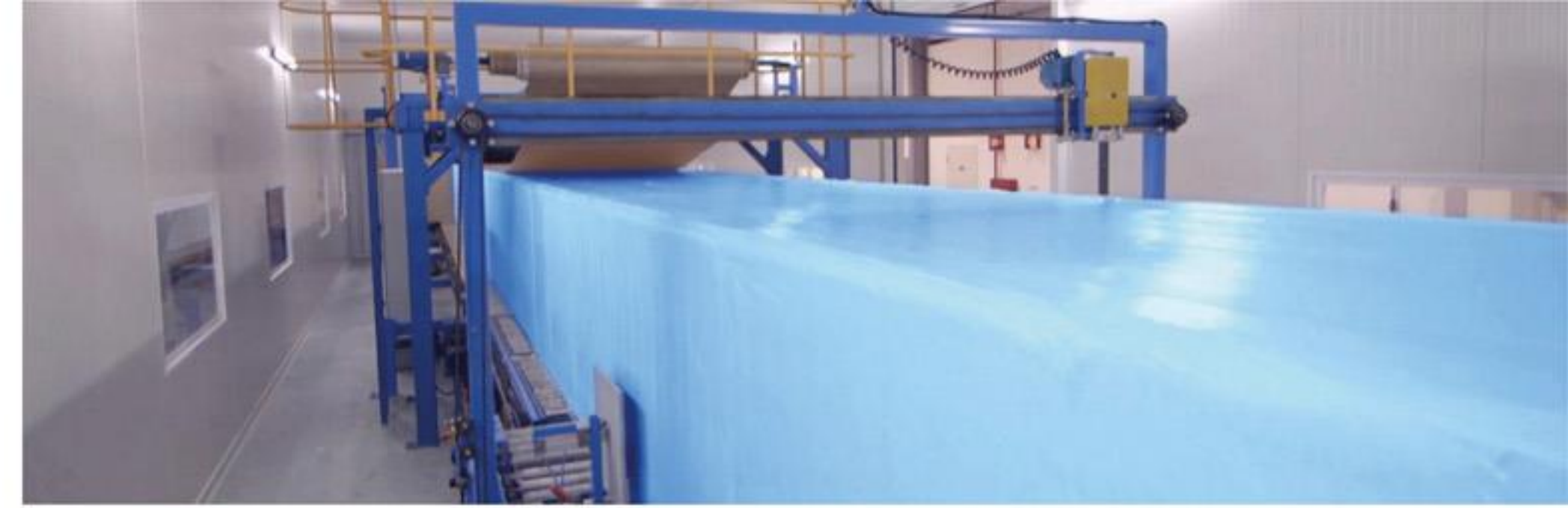
Polyurethane foam

Springs / pocket springs

Polyester fibers

Wood structures

Metal frames





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# Capacity

# Production Covered Area

**555.000 m<sup>2</sup>**

**6.000.000 sq.ft.**

Total production area, across 20 manufacturing plants

**PT**

Portugal

**FR**

France

**PL**

Poland

**DE**

Germany

**CH**

Switzerland

**AT**

Austria

**BE**

Belgium

**NL**

Netherlands

**RO**

Romania

# Annual production output

## Mattresses

**1.200.000**

Novaqui

**900.000**

Aquinos Bedding

**1.500.000**

Portugal

**750.000**

France

**500.000**

Poland

**2.750.000**

TOTAL

## Seats

Several possibilities to increase significantly output capacity



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# Comprehensive Service

## Optimized Storage

**Three high technology** warehouses

## Automatic storage

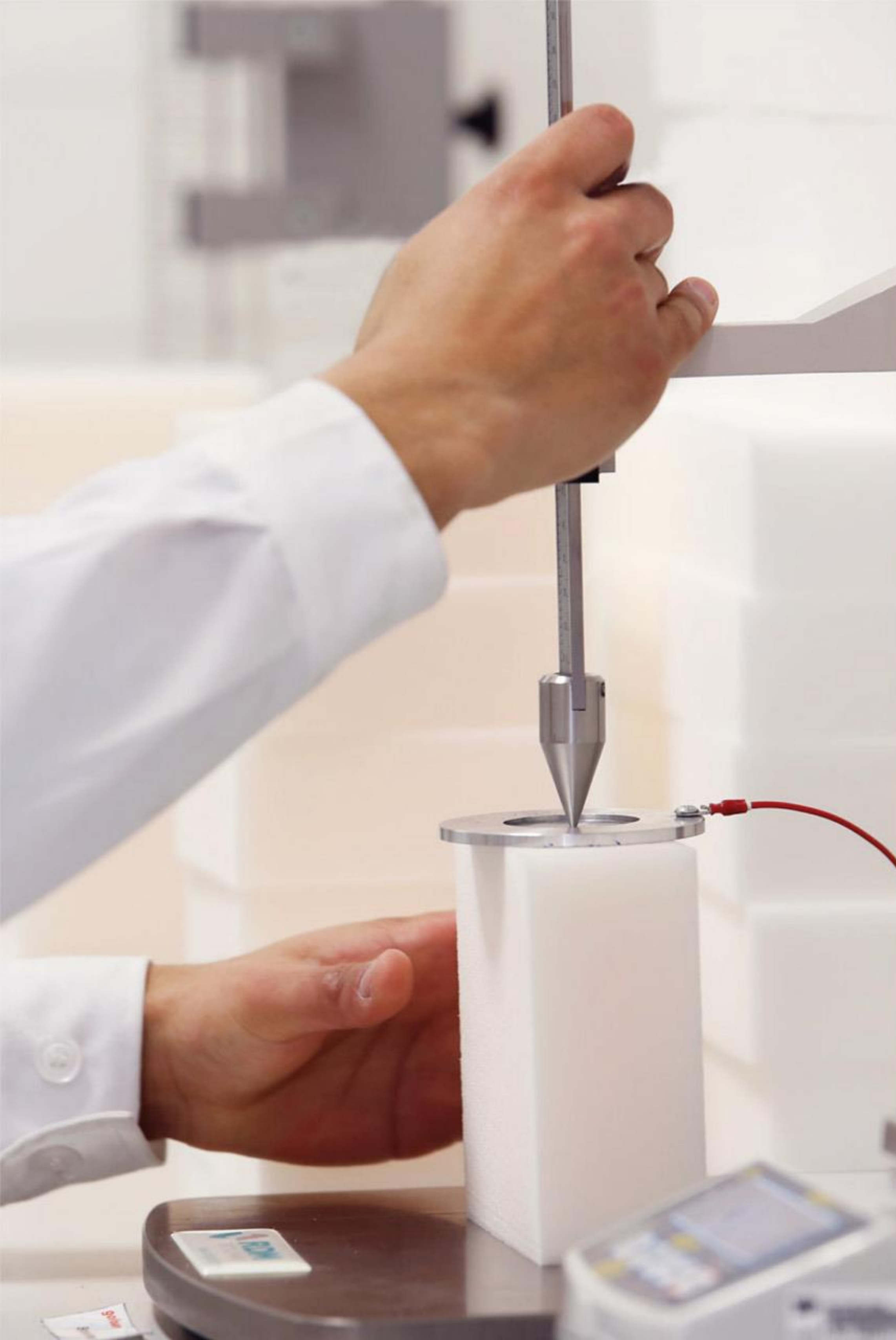
by simple or double depth crane bridges

## Synchronized transport

between production - warehouse - docks

Integrated **WMS**

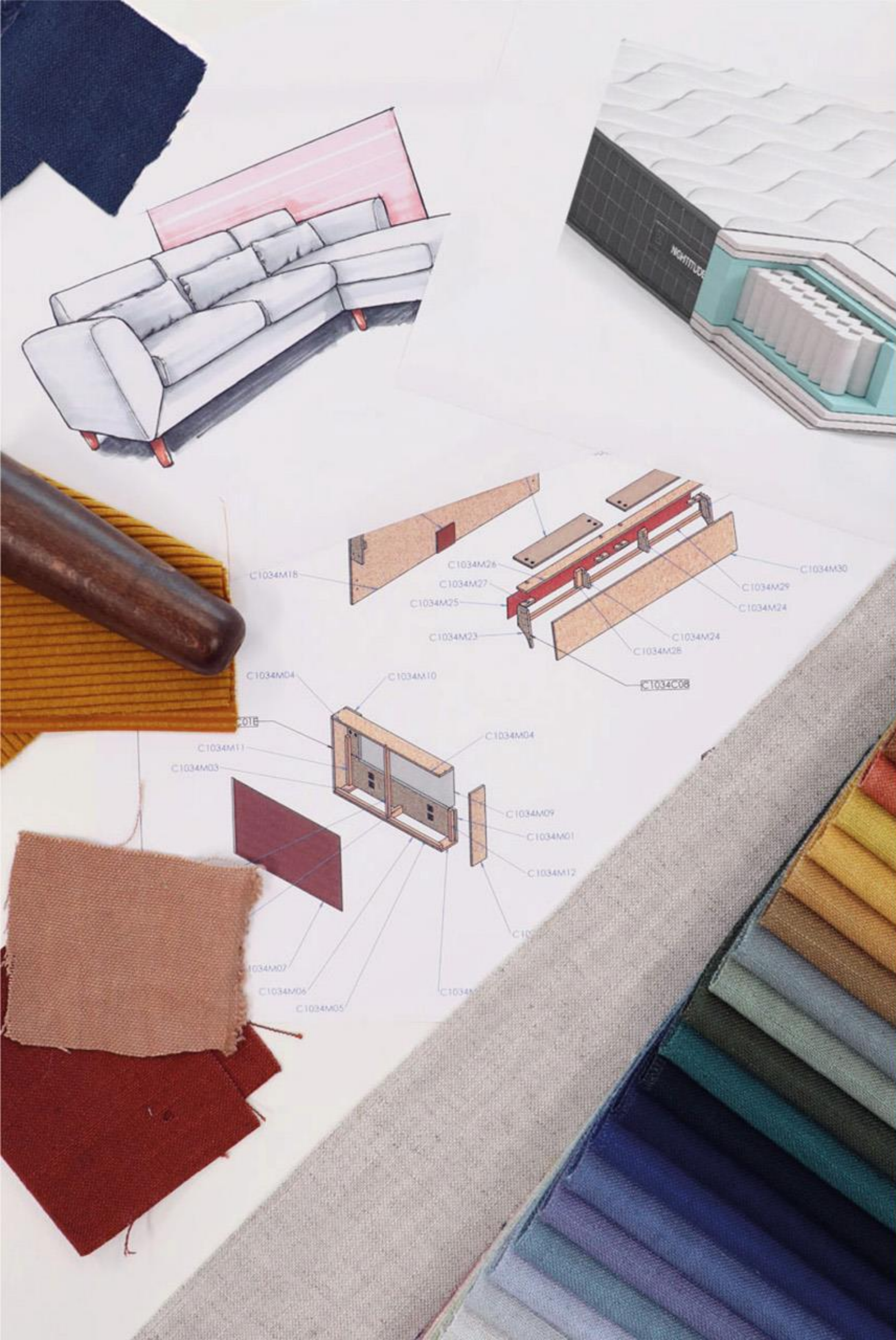
**OTD** Reliability



# Comprehensive Service

## Quality Assurance

All our services work under the highest standards of safety, reliability and comfort of our products



# Comprehensive Service

## Pro-active R&D

Our designers constantly propose innovative products and solutions to our clients.

We are fully prepared to develop products based on customers specifications meeting all their needs and requirements.



# Some of our long-term partners



La Redoute



Conforama

STRUCTUBE



OTTO



showroomprive.com

# Our Certifications

## ■ Systems



**IQNet**



**ISO 9001:2000**



**ISO 14001**



**ISO 45001**

## ■ Raw Materials



**FSC**



**PEFC**



**Oeko-Tex**

## ■ Logistics



**AEO**



**C-TPAT**

## ■ Origin



**Origine Garantie France**



**Swiss Made**

# Our Brands

**climax**

GRUHIER  
— PARIS 1972 —

EDNIS

**superba**<sup>®</sup>  
ATELIER SUISSE

**superba**<sup>®</sup>  
Für einen guten Tag

laltoflex<sup>®</sup>

**SCHLARAFFIA**<sup>®</sup>  
Guter Schlaf. Gutes Leben.

**swissflex**<sup>®</sup>  
Swiss Premium Beds

**sembella**<sup>®</sup>  
SCHLAFKULTUR ■

LITERIE  
**BULTEX**  
MATRASSEN

  
**GELTEX**<sup>®</sup>  
MAKES THE DIFFERENCE

  
**BEKA**<sup>®</sup>  
SINCE 1935

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# Product Range







































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# Social Responsibility

# Social Responsibility



Schooling Support  
Gender Equality  
Birth Incentives  
Permanent Training  
Help & Support to local communities



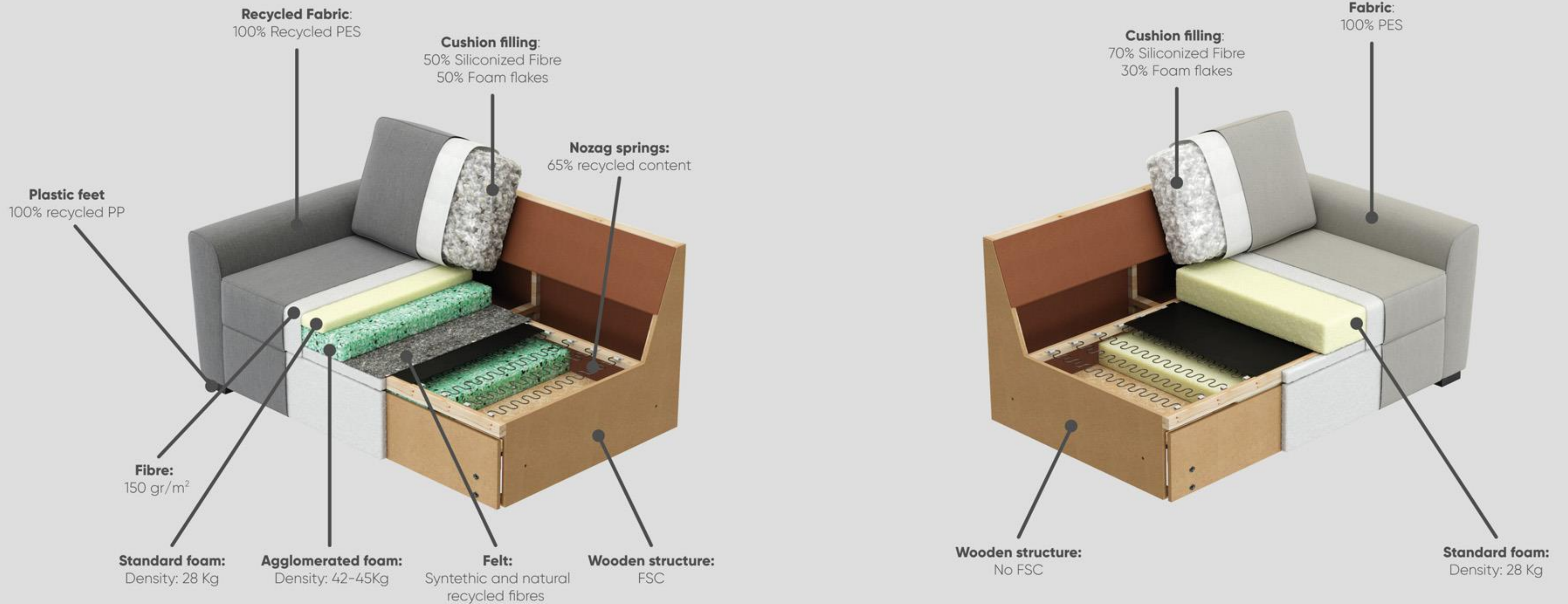
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# Environmental Responsibility



ZERO CONCEPT is a balance between the urgent need for sustainable products and a very competitive market, where **value** must be **obvious**, **availability** must be **permanent**, and **quality** must be **unquestionable**

## ECO VS STANDARD



# 10 Years Research

Lead in Circularity

Lead in Comfort

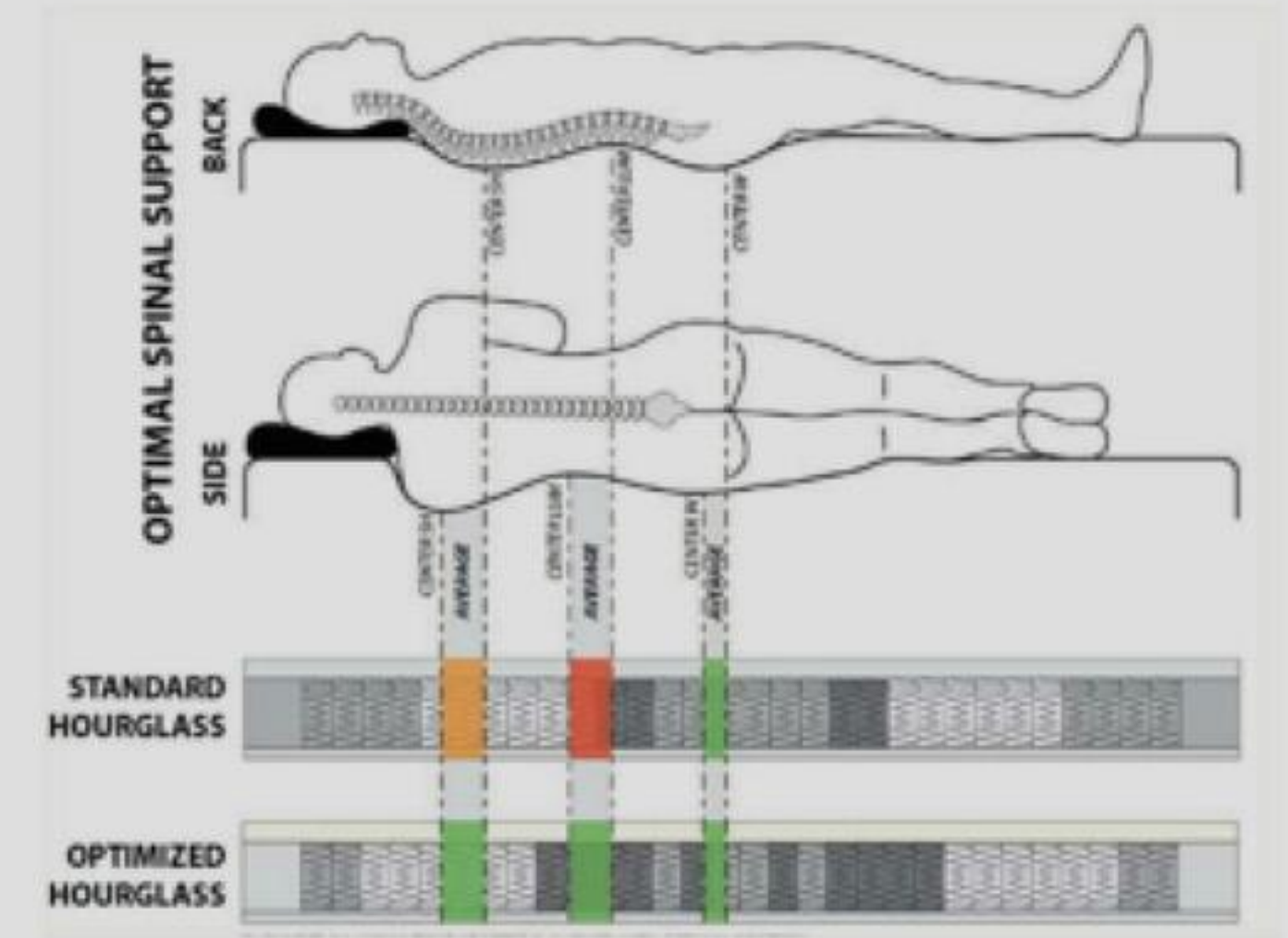


**Circular design** thinking is critical in developing today's bedding products

Improved **Thermo Regulation**

**Geltek** Next

Improved **Zoning**



## Eco Design Guidelines

● **Reduce** Materials

● Use **recyclable** materials

● **Modular / reusable** structures

● Ease of **assembly**

● **Optimized** package

● **Anticipate** changes





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# Strategy

# Main strategic axes 2022 – 2025

## Industrial activity



Continue developing long-term partnerships with our stakeholders



Focus on a steady growth in home comfort business  
(both turnover and profitability)



Strengthen company resilience and business sustainability



Clear leadership in sofa and mattress production in Europe  
and a recognised global player in these 2 core businesses



Commit to a less impactful footprint on the planet

**You are invited**  
to be a part of our vision!

**aquinos**  
group