

aquinos
group



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Welcome



Who we are

Worldwide home comfort business group



Global Industrial Player
Upholstery and Bedding



Who we are

Worldwide home comfort business group



Iberian Retail Player

Bedding and Living Spaces

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

Who we are

Iberian retail player

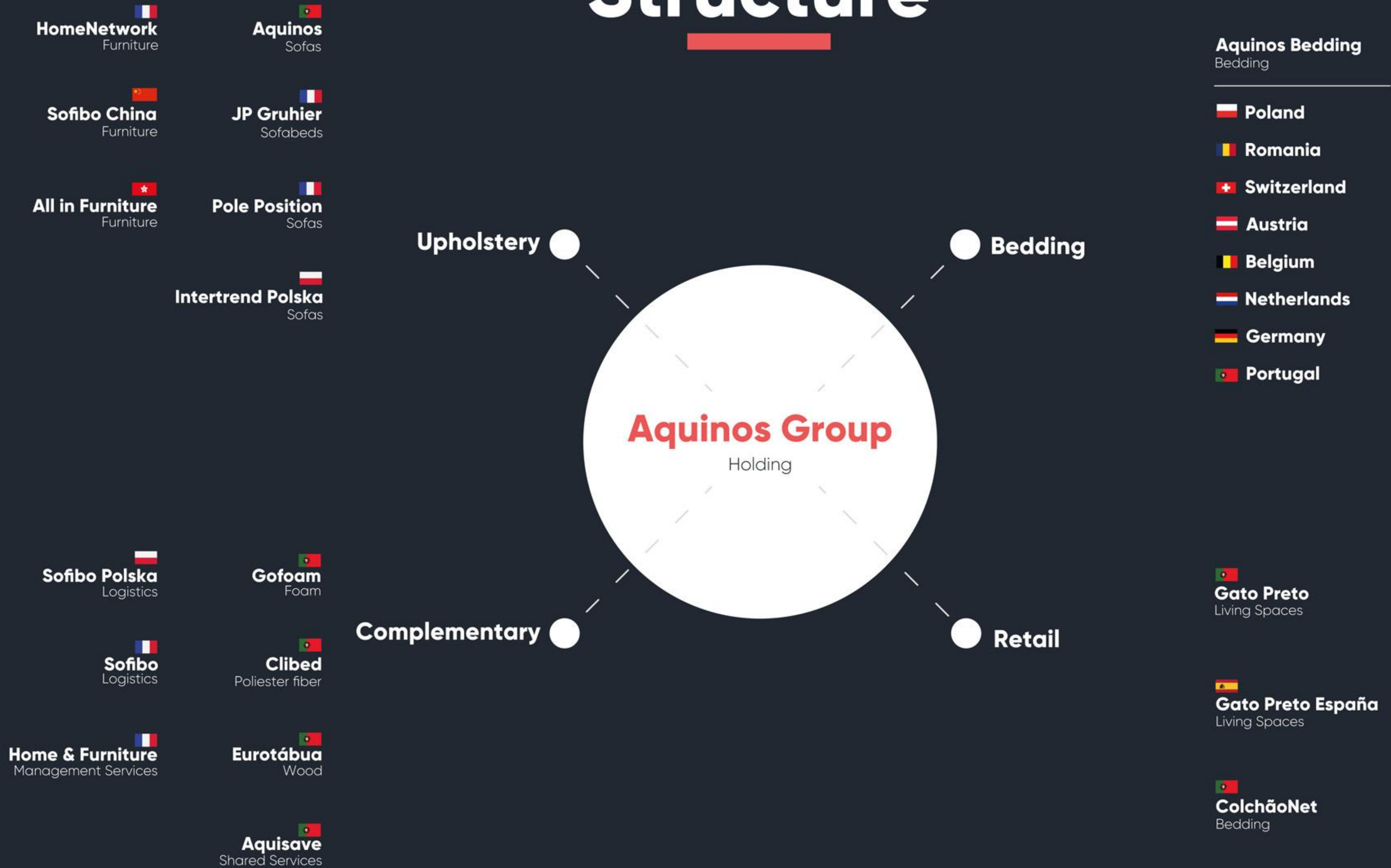


95 own stores across Portugal and Spain

Group Timeline



Structure



Profile

37

Years of experience

5100

Specialized employees

Key managers

with deep know-how
in each activity



Profile

€ 670M

Turnover

Global Player

Commercial relationship with close to 50 countries

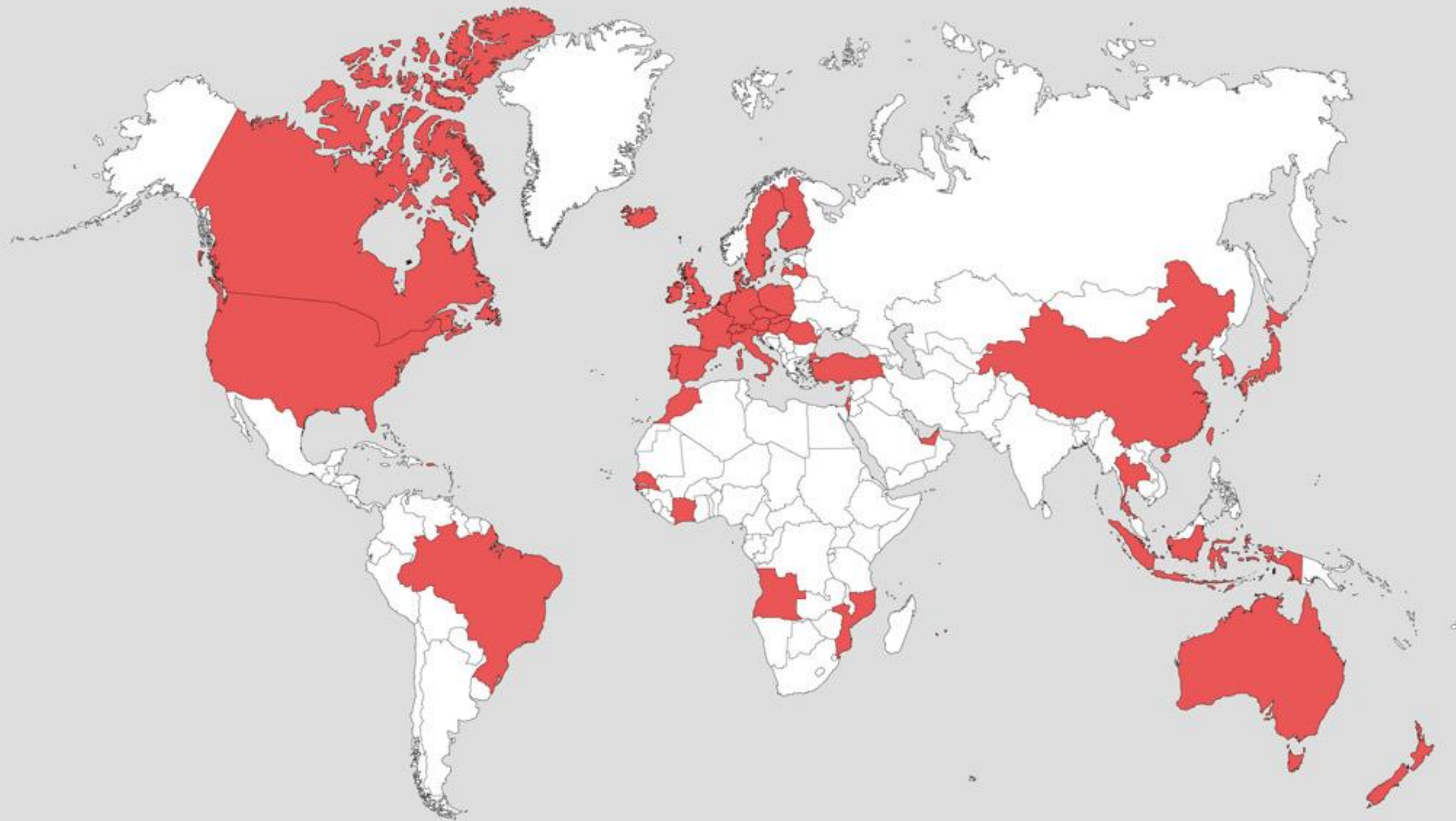
Cutting edge technology

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

Main raw materials produced internally

Polyurethane foam

Springs / pocket springs

Polyester fibers

Wood structures

Metal frames





Capacity

Production Covered Area

555.000 m²

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



Comprehensive Service

Optimized Storage

Three high technology warehouses

Automatic storage

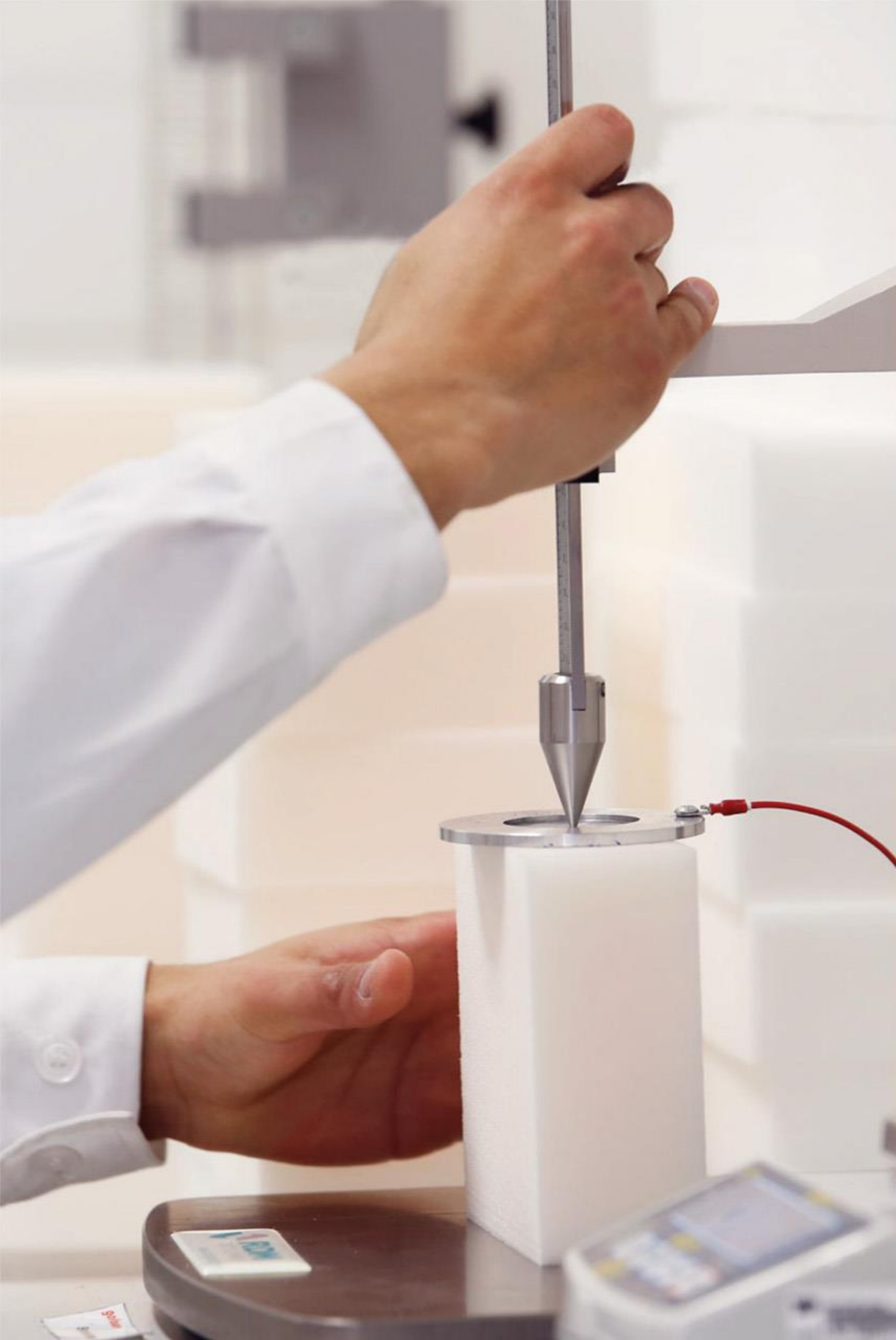
by simple or double depth crane bridges

Synchronized transport

between production – warehouse – docks

Integrated **WMS**

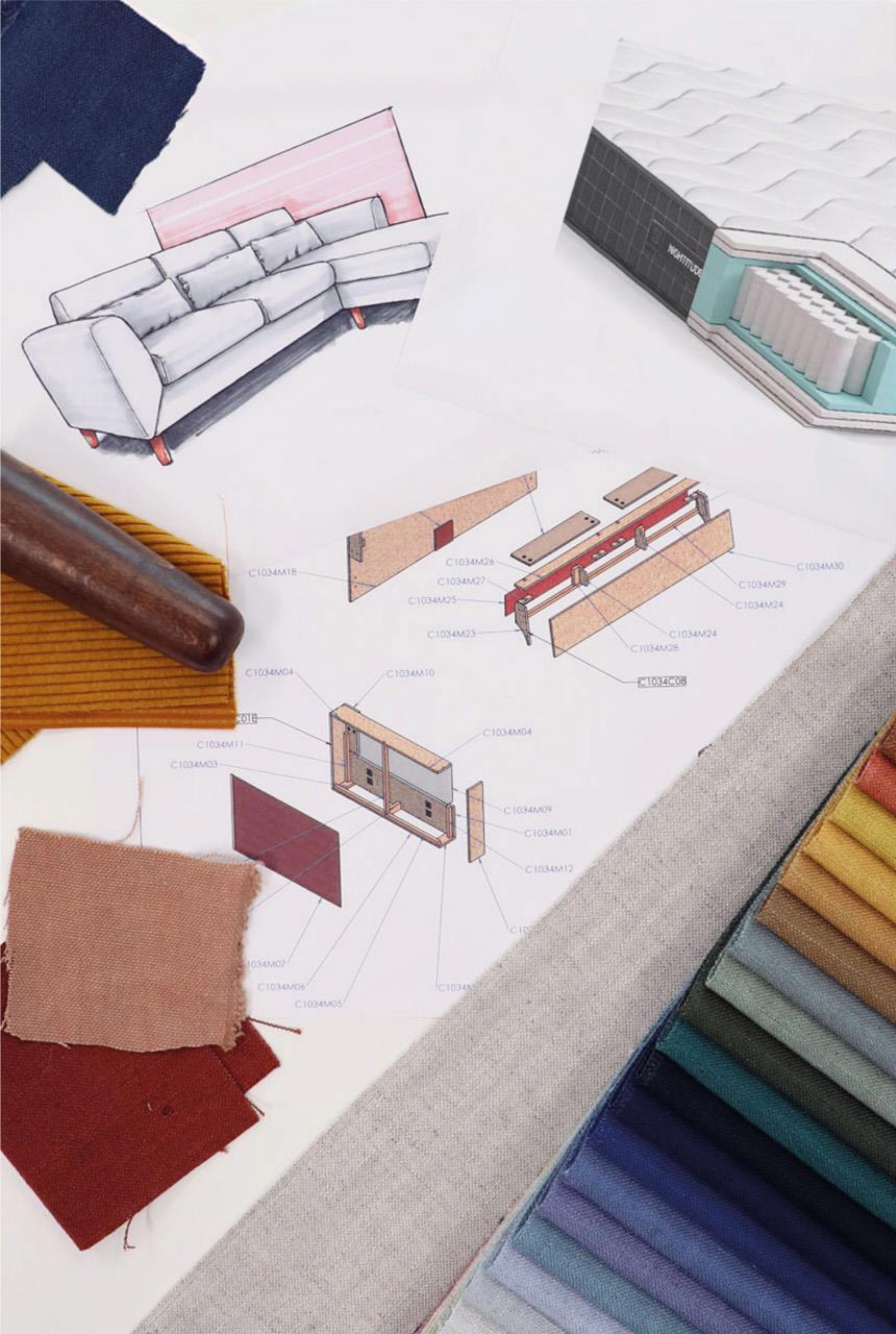
OTD Reliability



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[®]
ATELIER SUISSE

superba[®]
Für einen guten Tag

laltoflex[®]

SCHLARAFFIA[®]
Guter Schlaf. Gutes Leben.

swissflex[®]
Swiss Premium Beds

sembella[®]
SCHLAFKULTUR ■

LITERIE
BULTEX
MATRASSEN

GELTEX[®]
MAKES THE DIFFERENCE

BEKA[®]
SINCE 1935

Product Range











— Retail Chain



Iberian Presence

Portugal

30 Stores

+ 1 **online** store
Mattresses

4.800 m²
60.000 sq.ft.

40 Stores

+ 1 **online** store
Living Spaces

19.500 m²
210.000 sq.ft.

Spain

25 Stores

+ 1 **online** store
Living Spaces

12.000 m²
130.000 sq.ft.

Total commercial surface:

36.300 m²

400.000 sq.ft.



Retail Chain
ColchãoNet

Major Portuguese retail network
specialized in mattress and room articles

Established and own brands side-by-side

Medium / High range trademarks



Brand Notoriety



Retail Chain

Gato Preto

Strong known Trademark in Iberia living spaces

Anchor stores all over major Iberia shopping centres

Upholstery and mattresses cross-selling

Retail Chain

Gato Preto

**Gato Preto awarded
Consumer's Choice n°1 Brand
In 2022**



**Most familiar brand
Most loved brand**



Online growth consolidation
**Strategic partnership with Google
for 2022**





Social Responsibility

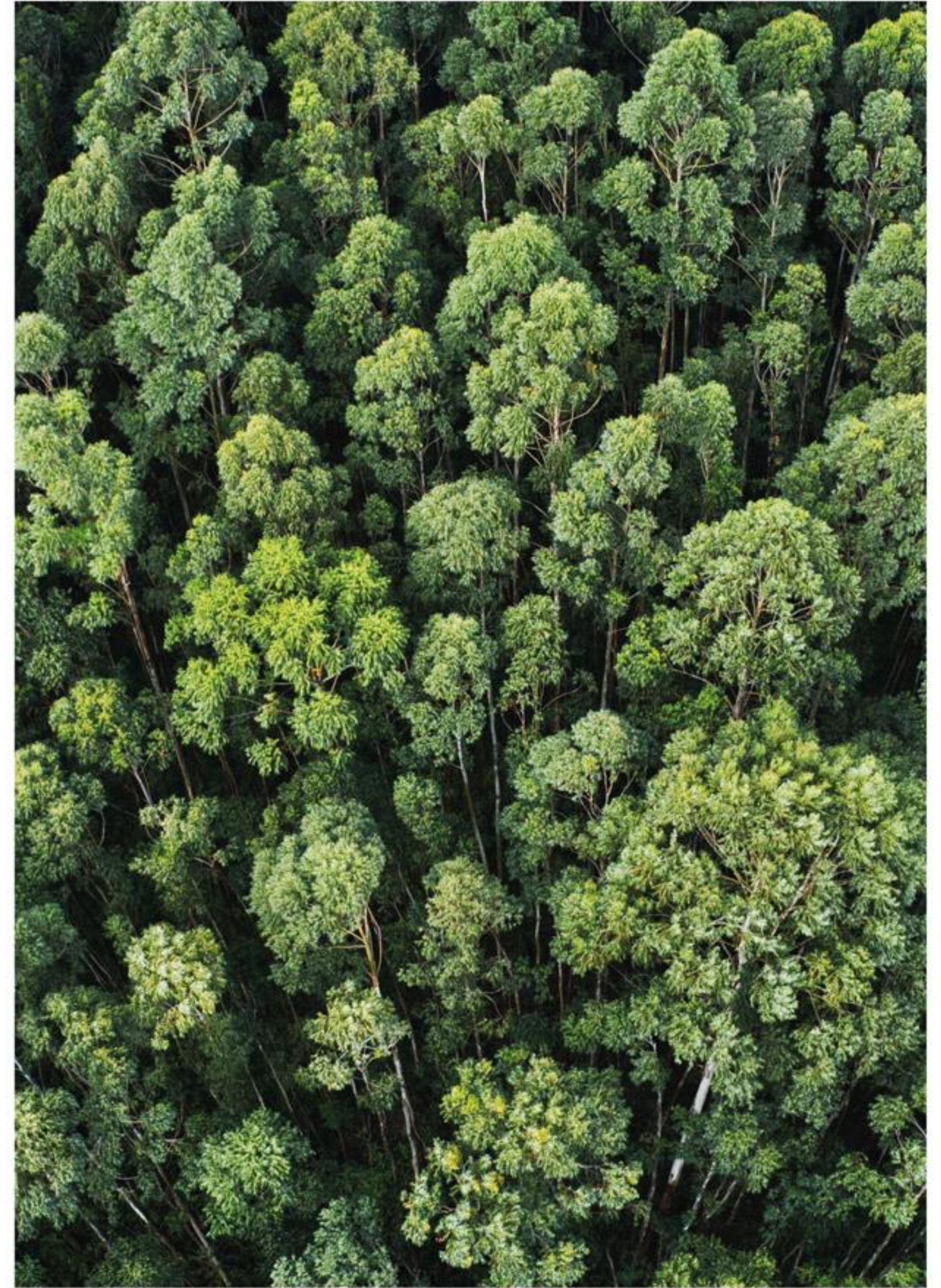
Social Responsibility



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

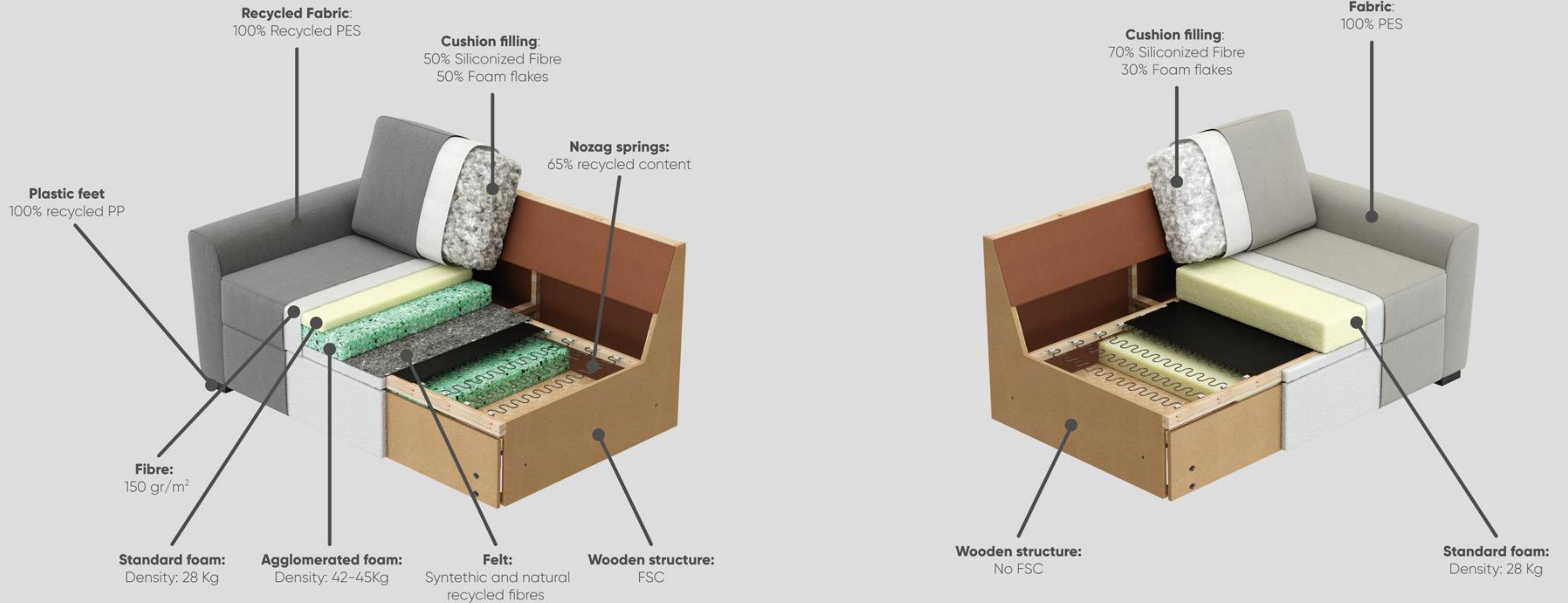


Environmental Responsibility



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

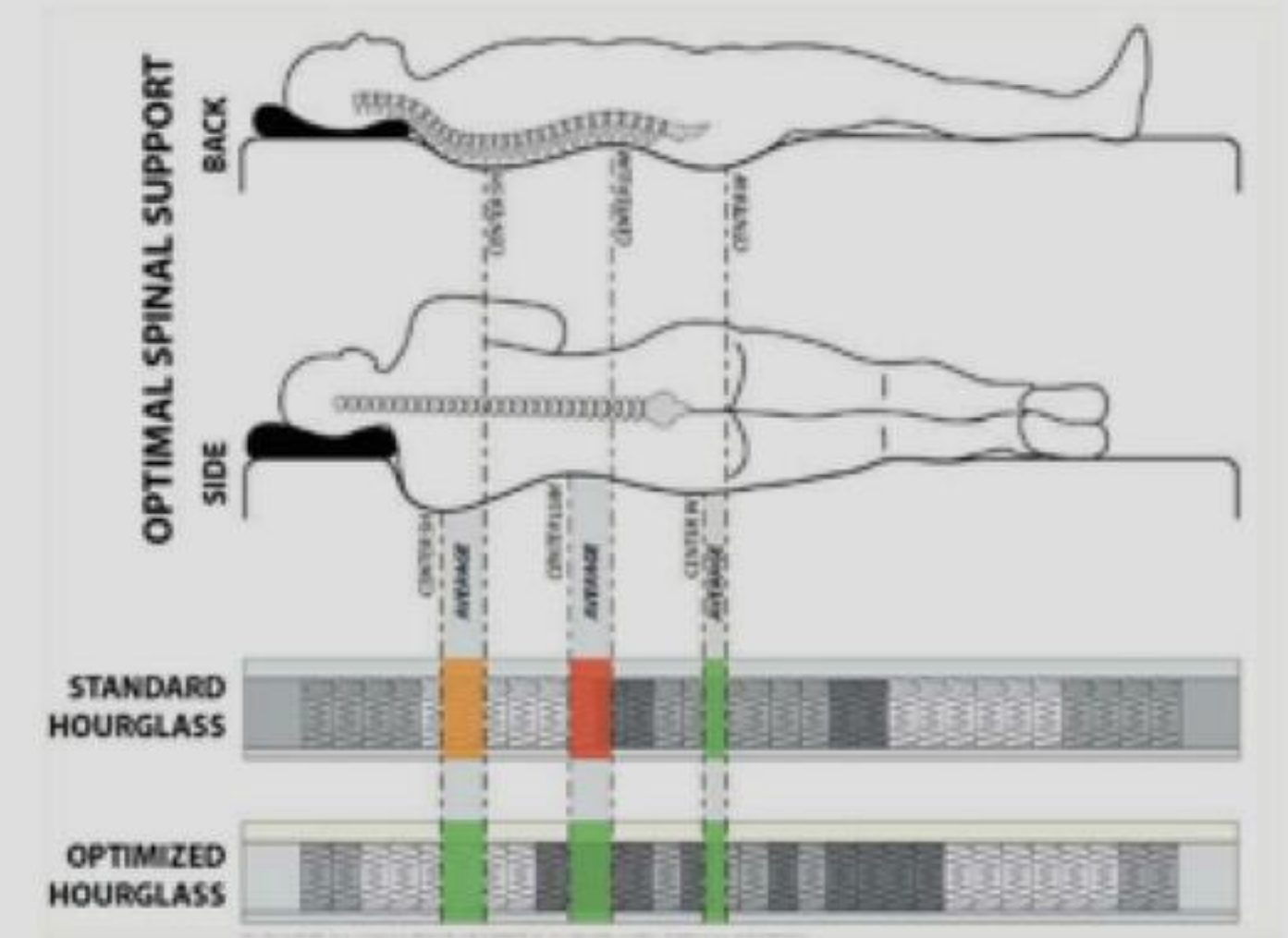


Circular design thinking is critical in developing today's bedding products

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



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

Main strategic axes 2022 – 2025

Retail activity



Provide the perfect omnichannel Customer Experience



Create an European marketplace for Gato Preto



Continue with a strong investment in digital teams and automation, supporting the development of proprietary business algorithms



Grow and consolidate our logistic platform



Monthly debuts of digital stores and markets during the next four years

You are invited
to be a part of our vision!

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group