

**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

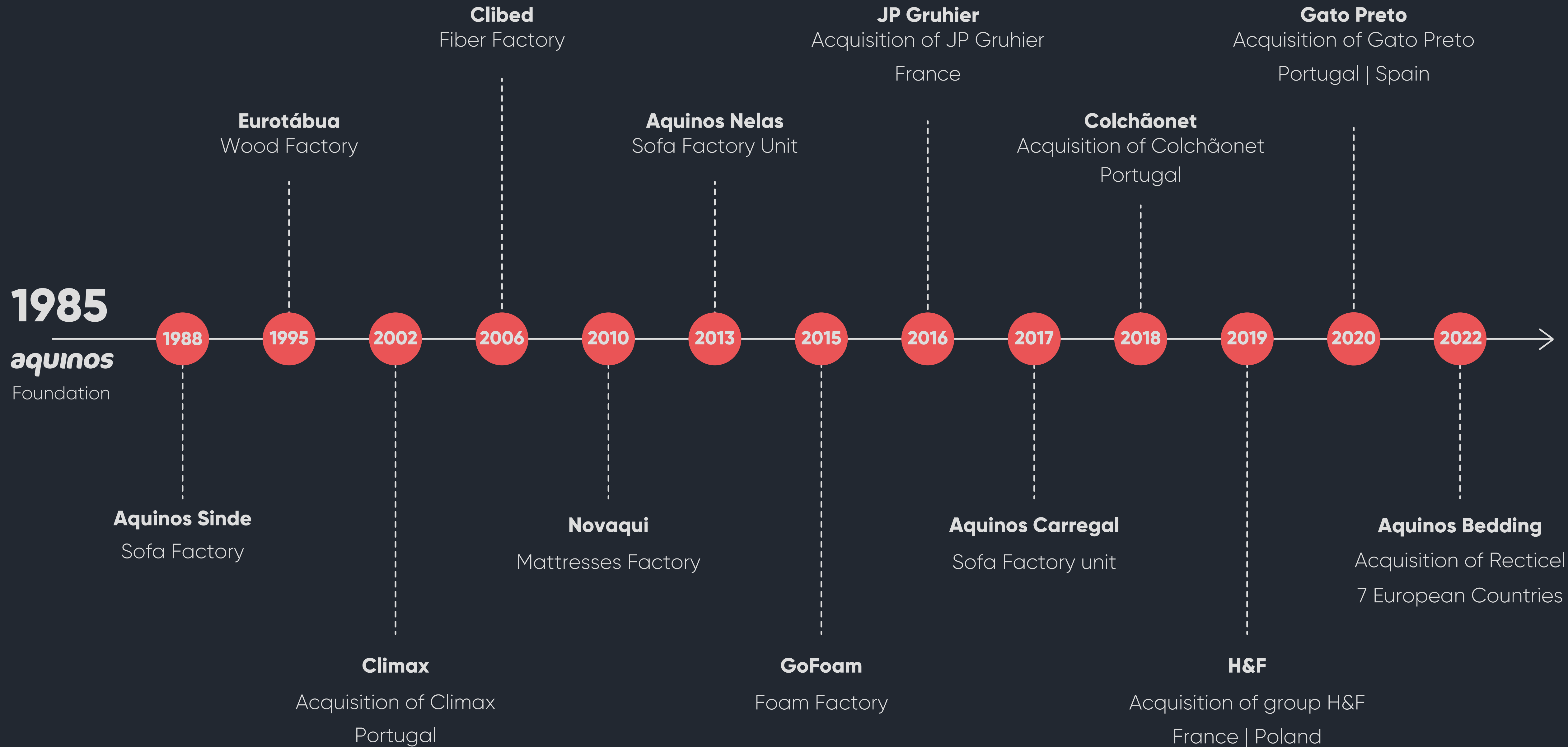
# Who we are

Iberian retail player

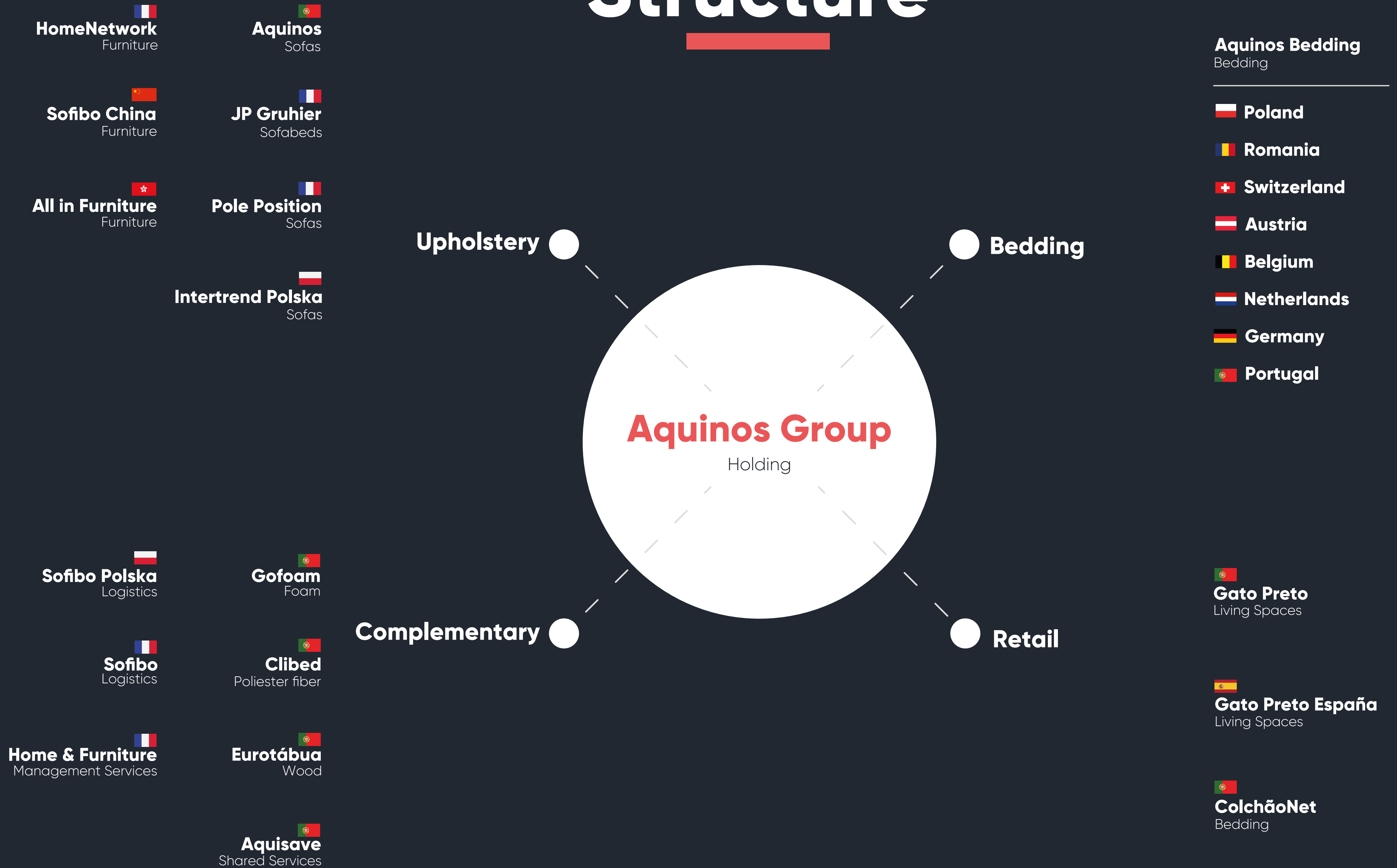


**95 own stores** across Portugal and Spain

# Group Timeline



# Structure





# Profile

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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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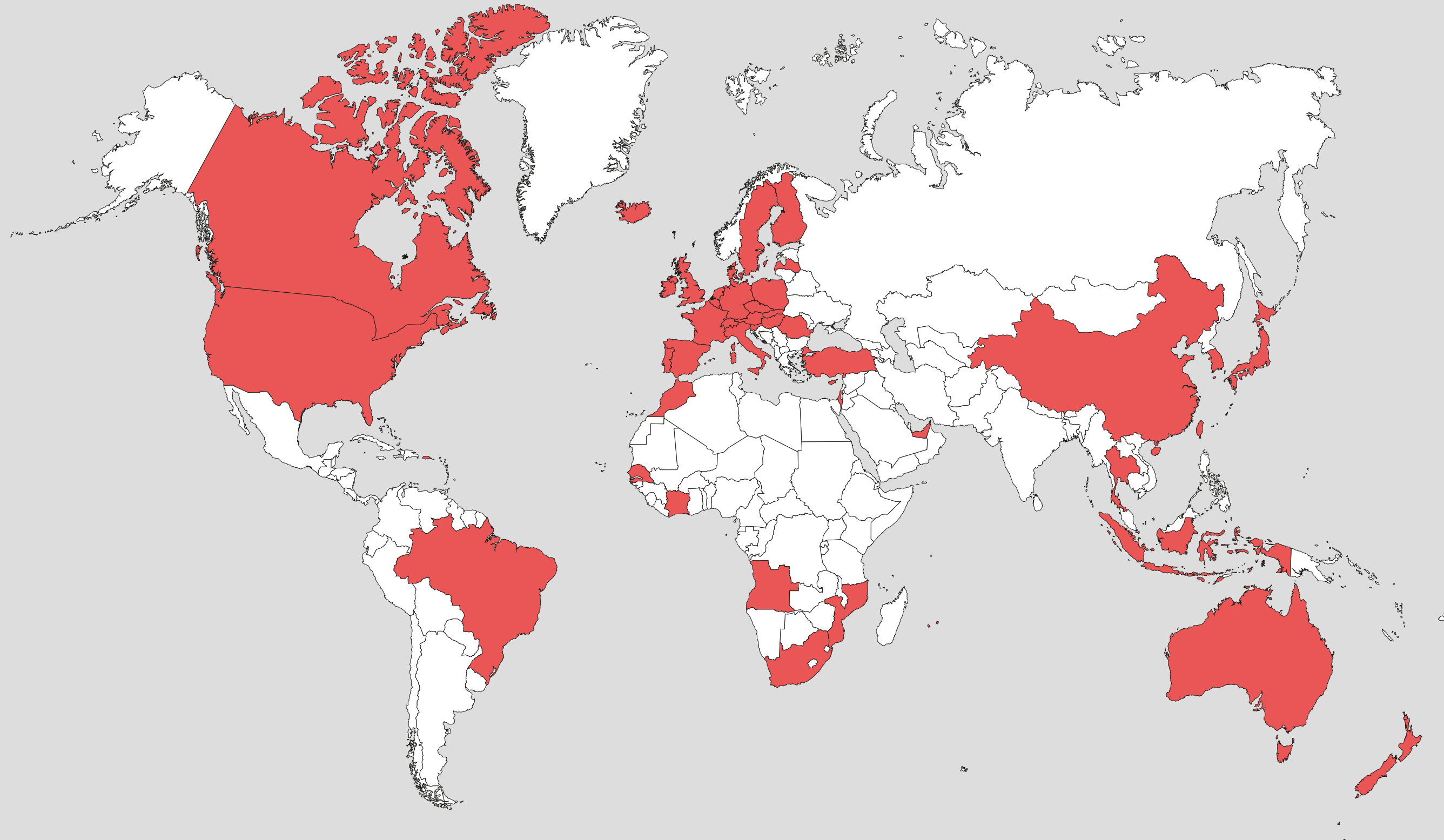
**Cutting edge technology**

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
- South Africa

### Oceania

- Australia
- New Zealand

# Vertical Integration

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## Main raw materials produced internally

Polyurethane foam

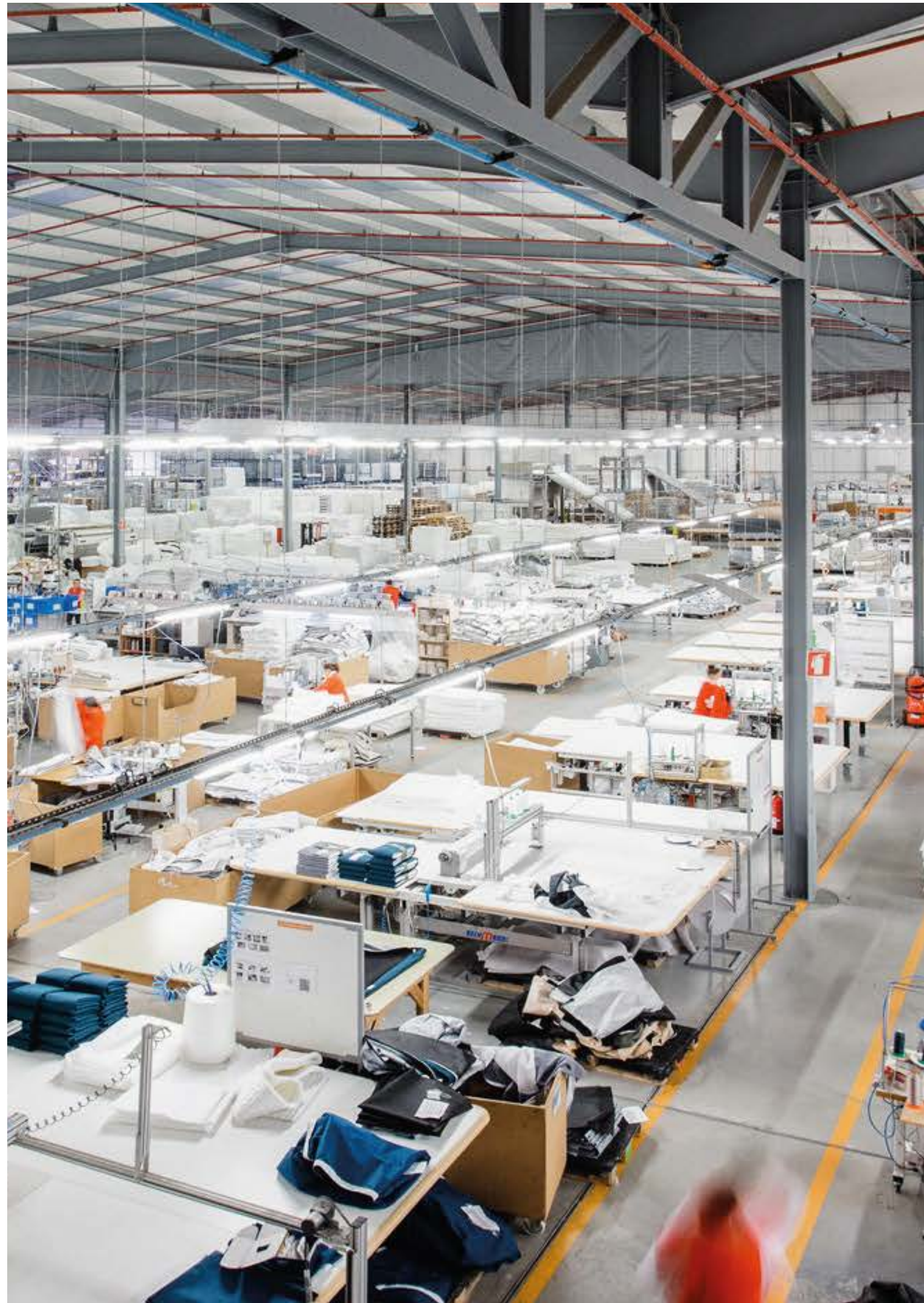
Springs / pocket springs

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

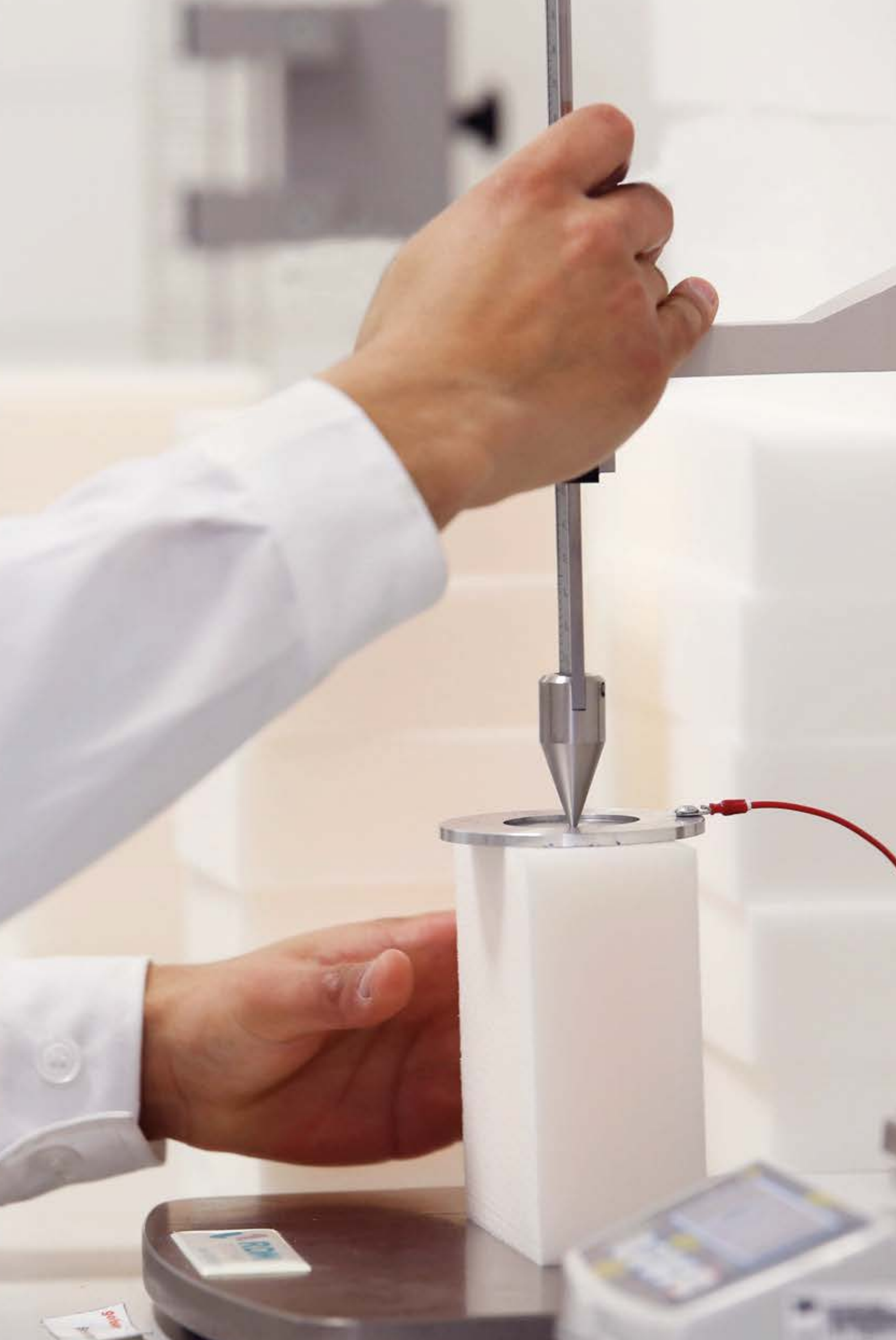
## Synchronized transport

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**

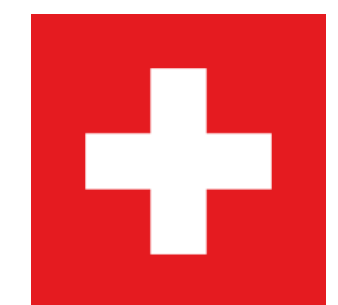


**C-TPAT**

## ■ 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

**lattformflex**<sup>®</sup>

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

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

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

LITERIE  
**BULTEX**  
MATRASEN

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

  
**BEKA**<sup>®</sup>  
SINCE 1935

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# Product Range













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# Retail Chain



# Iberian Presence

## Portugal

**30 Stores**

+ 1 **online** store  
Mattresses

4.800 m<sup>2</sup>  
60.000 sq.ft.

**40 Stores**

+ 1 **online** store  
Living Spaces

19.500 m<sup>2</sup>  
210.000 sq.ft.

## Spain

**25 Stores**

+ 1 **online** store  
Living Spaces

12.000 m<sup>2</sup>  
130.000 sq.ft.

Total commercial surface:

**36.300 m<sup>2</sup>**

400.000 sq.ft.



Retail Chain  
**ColchãoNet**

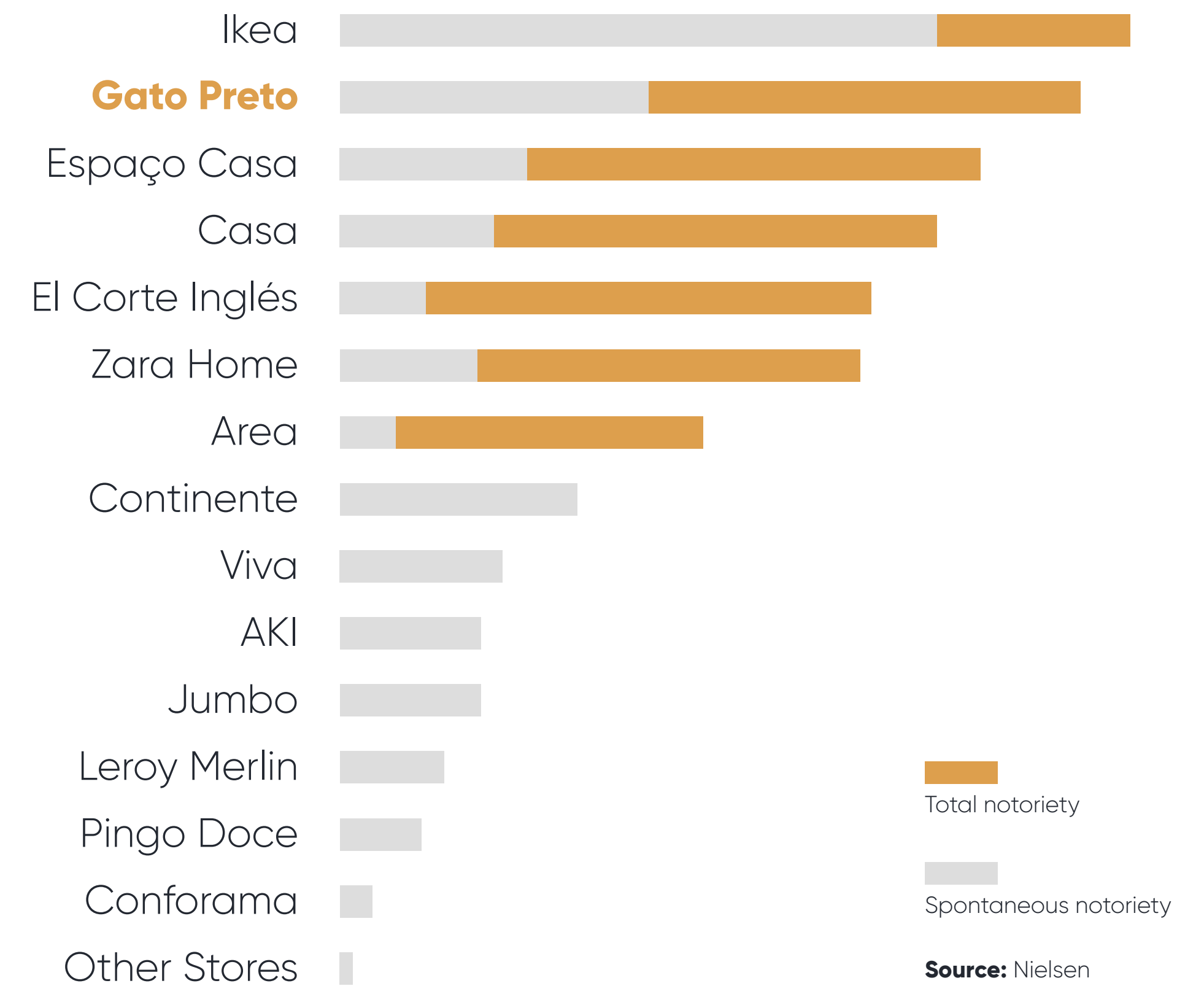
Major Portuguese retail network  
specialized in mattress and room articles

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

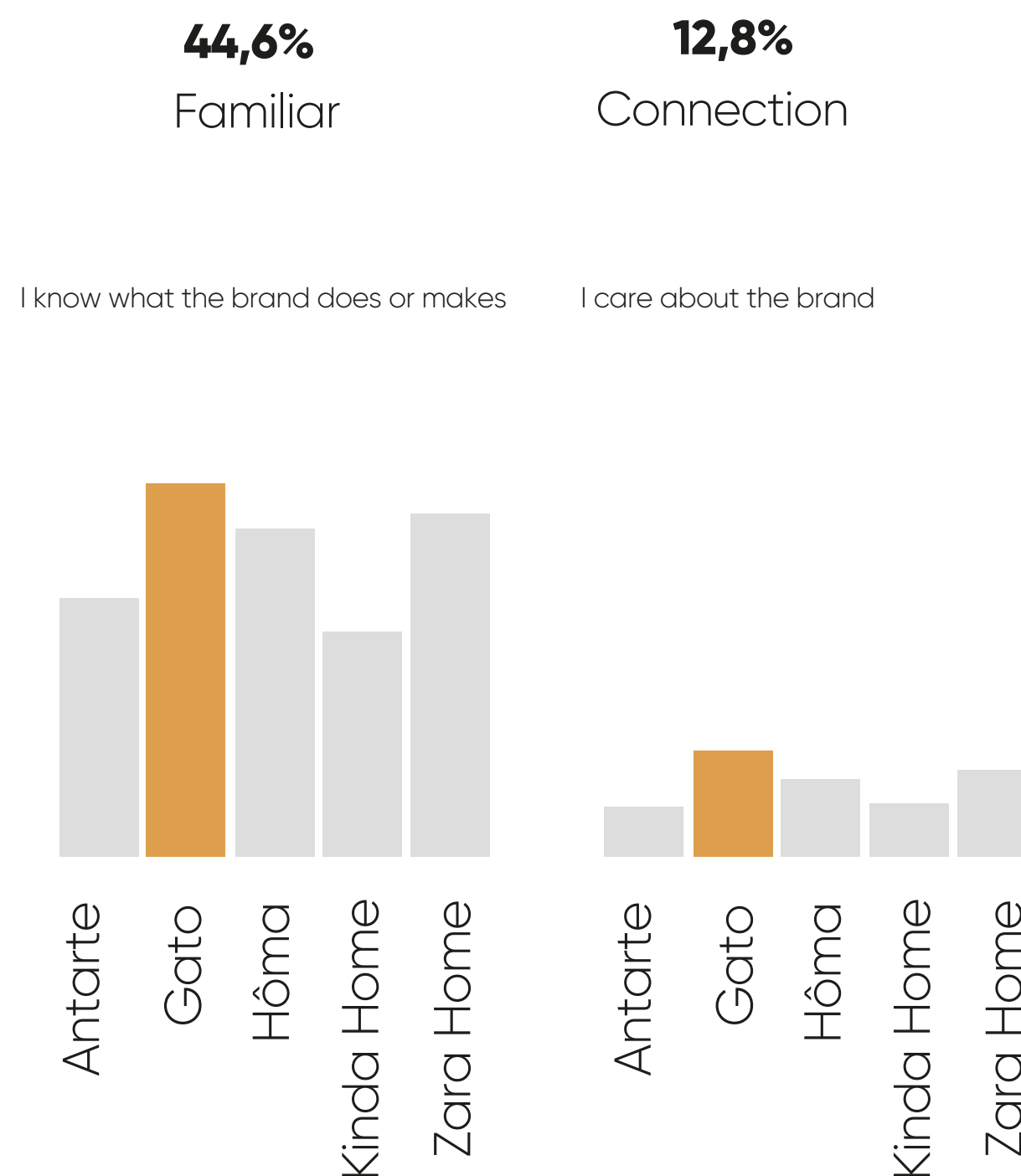
# Retail Chain

# Gato Preto

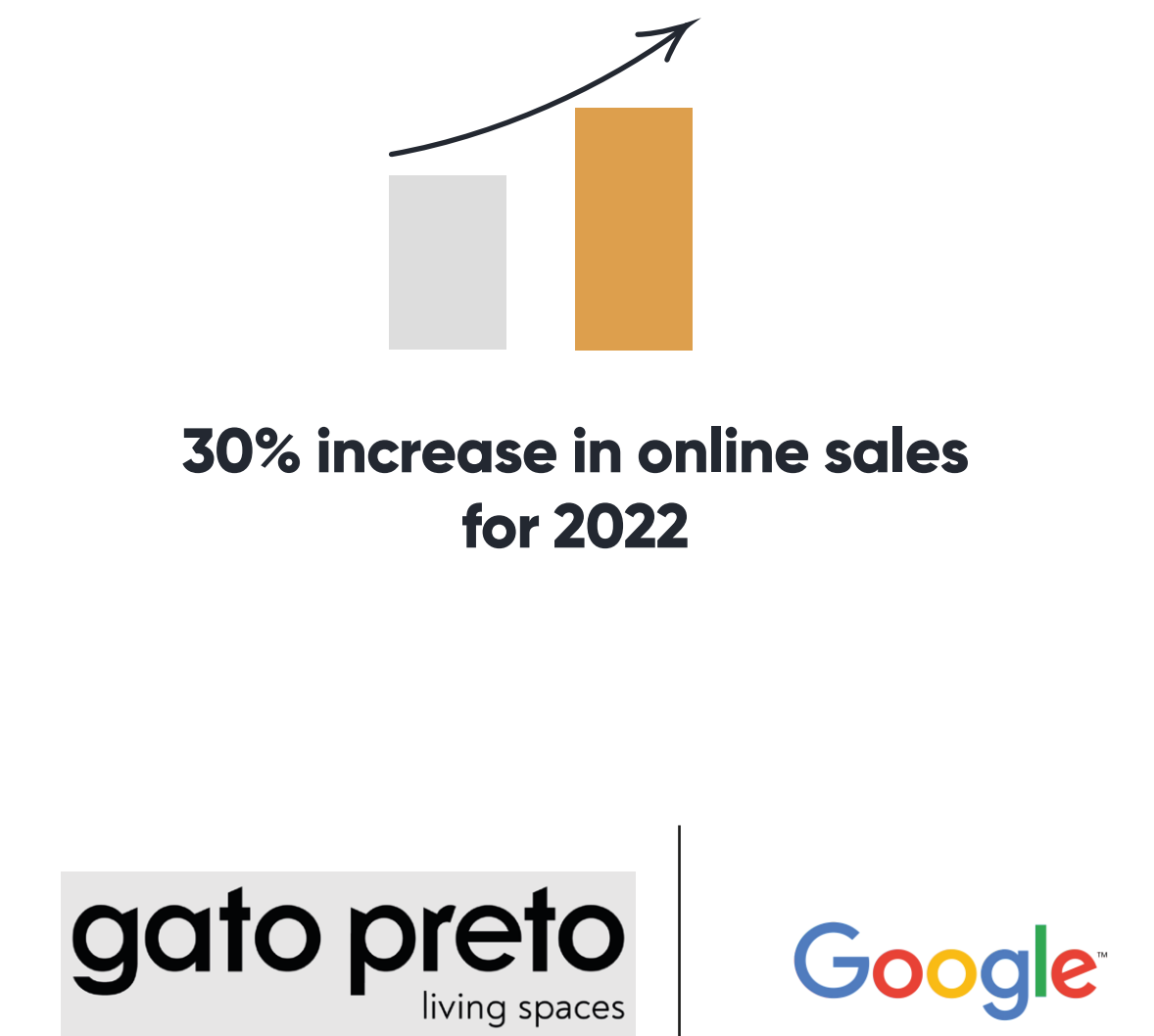
**Gato Preto awarded  
Consumer's Choice n°1 Brand  
In 2022**



**Most familiar brand  
Most loved brand**



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





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# Social Responsibility



# Social Responsibility



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



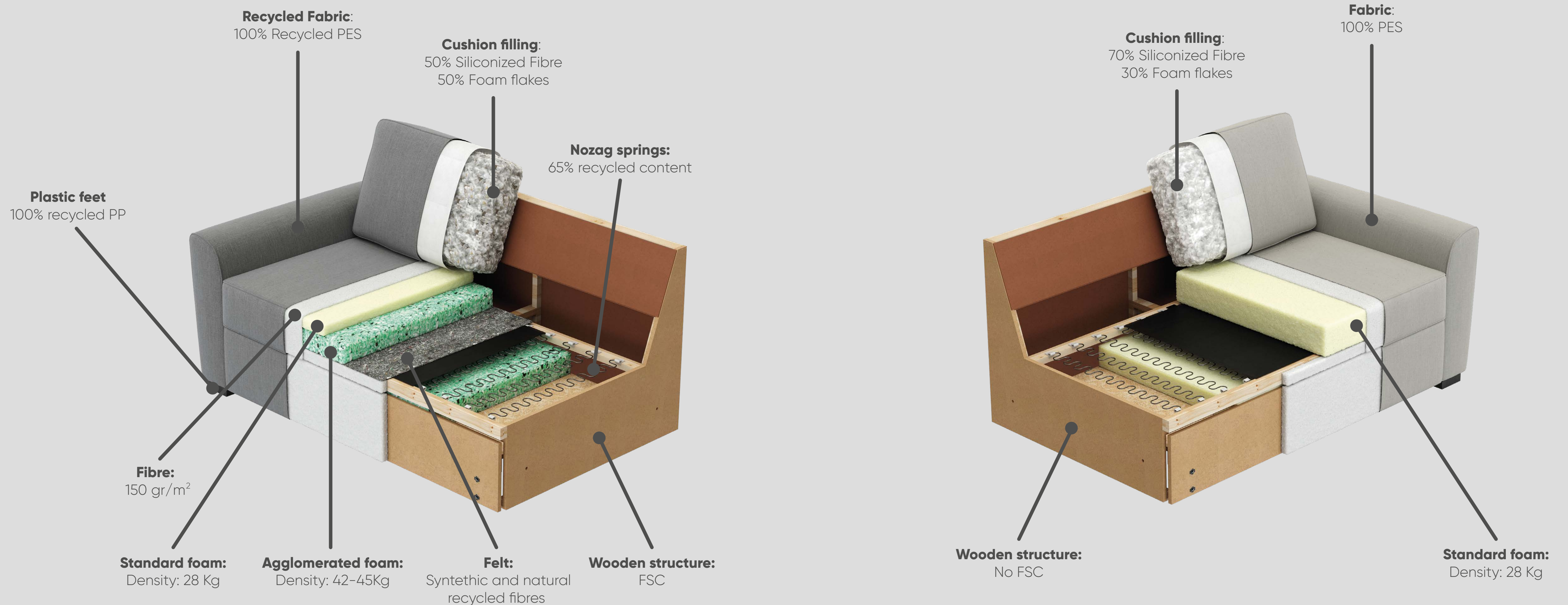
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# Environmental Responsibility



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**

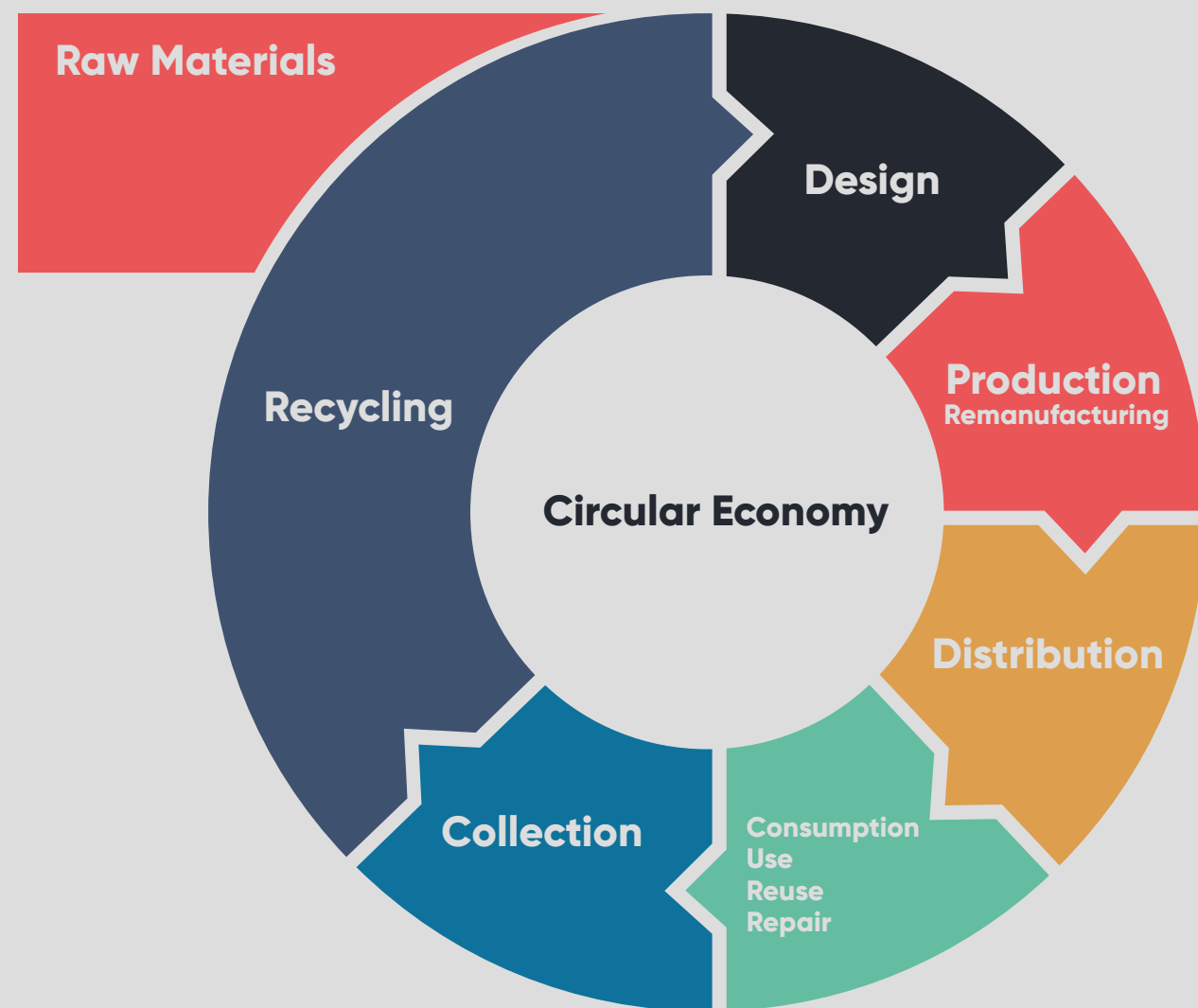
## ECO VS STANDARD



# 10 Years Research

Lead in Circularity

Lead in Comfort

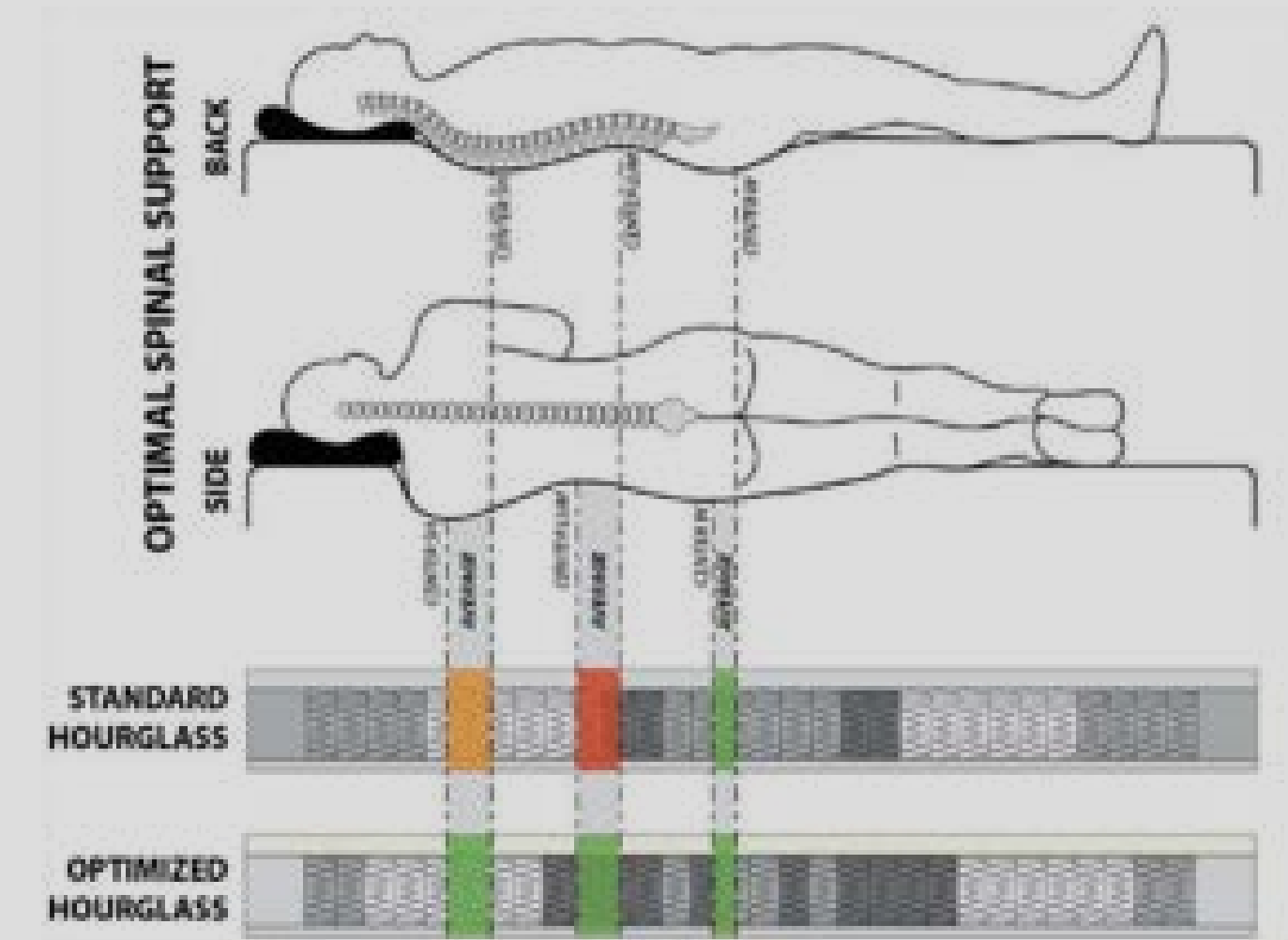


**Circular design** thinking is critical in developing today's bedding products

Improved **Thermo Regulation**

**Geltext** Next

Improved **Zoning**



## Eco Design Guidelines

- **Reduce** Materials
- Use **recyclable** materials

- **Modular / reusable** structures
- Ease of **assembly**

- **Optimized** package
- **Anticipate** changes

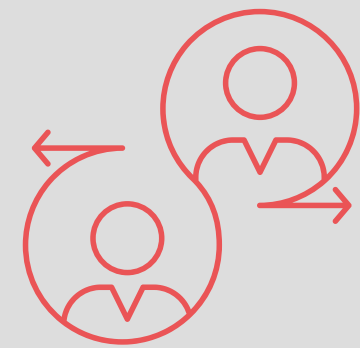


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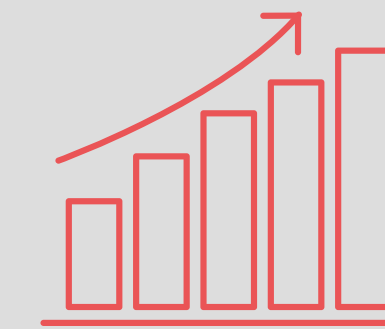
# Strategy

# Main strategic axes 2022 – 2025

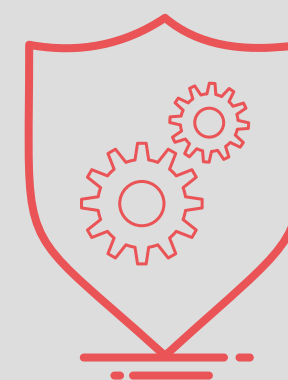
## Industrial activity



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

# Main strategic axes 2022 – 2025

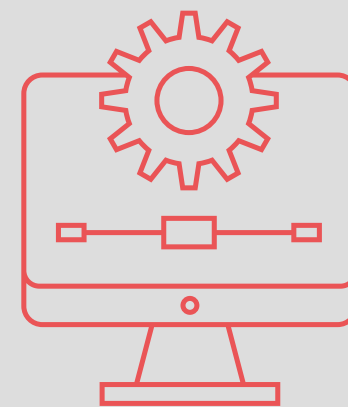
## Retail activity



Provide the perfect omnichannel Customer Experience



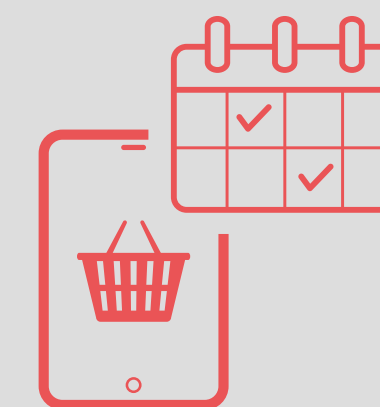
Create an European marketplace for Gato Preto



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!

***aquinos***  
*group*