



Company Presentation

2023



Innovation, our history

We have a great passion: **innovation**. A calling that turns into a steady force for change, a **predisposition for excellence** that demands imagination, knowledge, entrepreneurship and enthusiasm: qualities that form part of our history and that have enabled us to grow, demonstrating our capacity to “**look beyond**”.

The sense of our time

1983

PORTO CERVO CONVENTION
International vision and coloured plastic launch



1988

LISTING ON THE MILAN STOCK EXCHANGE
Foundation of the brand's internationalization



1995

DEVELOPMENT AS A MANAGEMENT CONSTANT
Continuous investments in technological research and training



2000

LOGISTIC HUB OPENING
85,000 sqm computerized warehouse



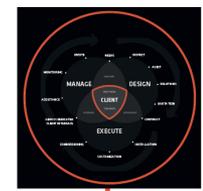
2015

OFFICIAL SPONSOR OF EXPO 2015
Our solutions to represent Italian excellence



2021

GEWISS SOLUTIONS AND SERVICES
A new business model to offer scalable and cross-functional solutions



1970

YEAR OF FOUNDATION
The first plant in Cenate Sopra



1987

CYCLING SPONSORSHIPS
A new way to tell the success stories



1992

NEW HEADQUARTER
Increase in production capacity and quality



1997

INTERNATIONALISATION
Acquisition of new production sites



2006

LAUNCH OF CHORUS RANGE
International home automation system



2019

ATALANTA BC FOOTBALL CLUB PARTNERSHIP
Gewiss connection with sport and the local community



2022

PERFORMANCE IN LIGHTING JOINS THE GEWISS GROUP
Acquisition of new market shares in lighting sector



Vision

To be a leading company in our industry providing **meaningful innovation for the community.**

Mission

Creating values for our **customers** and our **staff** providing innovative and scalable solutions for buildings, industries and infrastructures, connecting people and things, while improving the safety and the quality of life, driven by **integrity**, culture of **excellence** and **sustainability.**

Values



Integrity

For us integrity is the base on which coworkers, customers and stakeholders build relationships and trust. It means to be accountable, reliable and driven by strong ethical principles.

- Honesty
- Fairness
- Consistency
- Transparency
- Reliability
- Respect
- Accountability
- Ethical leadership
- Loyalty



Excellence

Our culture of excellence is driven by a relentless tension to improve and reach challenging goals, creating every day something better than the day before, exploring innovative solutions and enhancing our potential.

- Passion for results
- Agility
- Teamworking
- Self Motivation
- Innovation
- Personal development
- Entrepreneurship
- Focus on growth
- Evolution



Sustainability

We act to reduce waste and manage efficiently human, natural and financial resources. We aim to create value for our people, customers, communities and future generations.

- Diversity
- Inclusion
- Efficiency
- Health & safety
- Environment
- Profitability
- Well-being
- Community
- Future

Behaviors

BE

CREATIVE DEVELOPING
INNOVATIVE IDEAS

BE

COOPERATIVE AND PROMOTE
TEAMWORKING

BE

RESILIENT AND ACCOUNTABLE TO
REACH AMBITIOUS TARGETS

BE

PRAGMATIC AND EFFICIENT,
SIMPLIFYING AND ACTING QUICKLY

BE

AN EFFECTIVE COMMUNICATOR
AND USE YOUR EMOTIONAL
INTELLIGENCE

BE

INCLUSIVE AND EMBRACE DIVERSITY IN
A MULTICULTURAL ENVIRONMENT

BE

RELENTLESS IN THE PURSUIT
OF CUSTOMER SATISFACTION

BE

A TALENT ENHANCER
LEARN AND TEACH BY DOING

Gewiss Group



INTERNATIONAL CLUSTER

WEST EUROPE & AMERICAS (WEA)

Iberian Peninsula, France, Franco Africa, UK, Benelux, Ireland, Latin, Central and North

America.

DACH

Germany, Switzerland, Austria.

ITALY

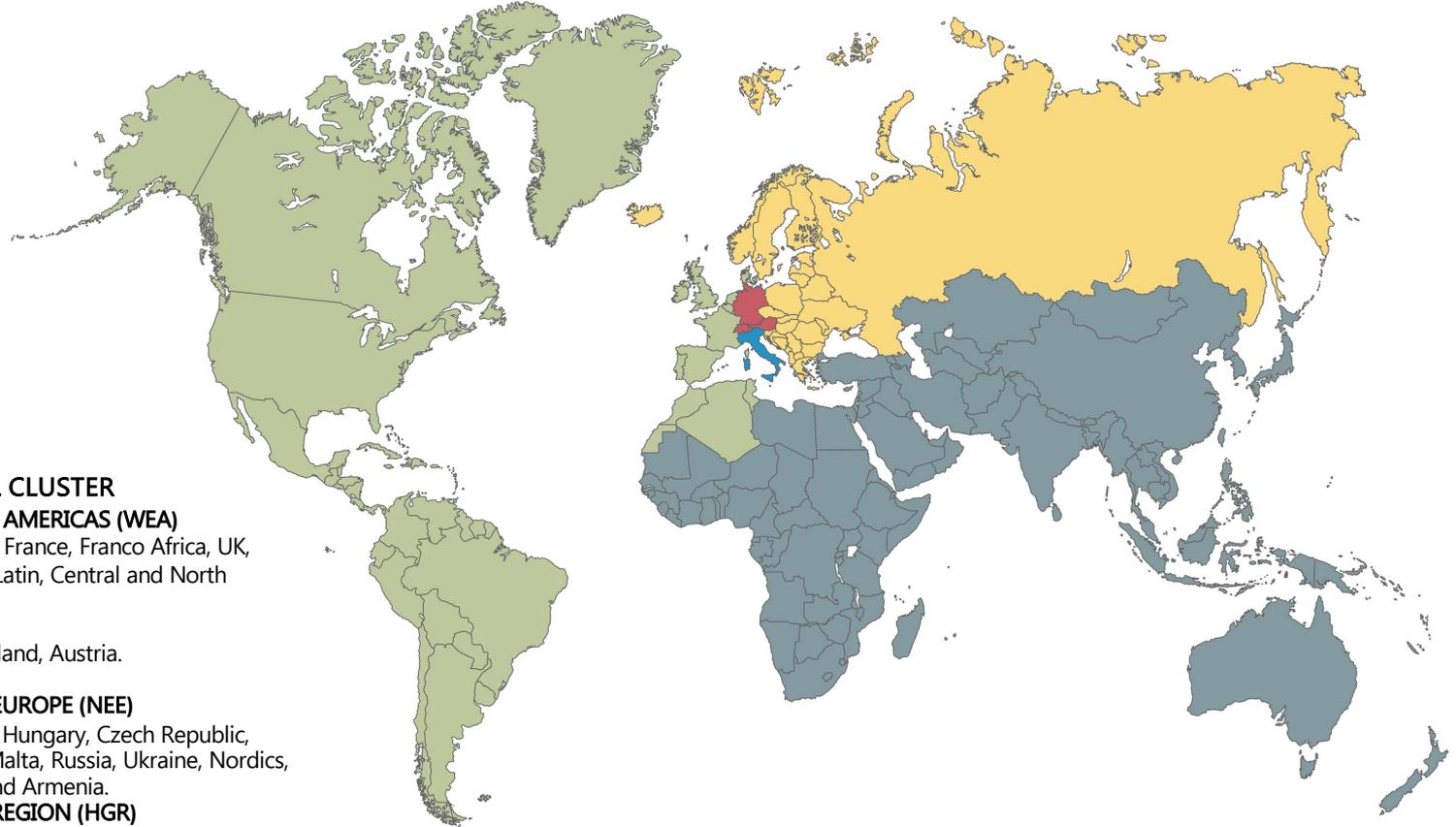
NORTH & EAST EUROPE (NEE)

Romania, Poland, Hungary, Czech Republic, Greece, Cyprus, Malta, Russia, Ukraine, Nordics,

Baltics, Balkans and Armenia.

HIGH GROWTH REGION (HGR)

Middle East, Turkey, Azerbaijan, Kazakhstan, Israel & Palestine, Africa (except Franco Africa), India, Far East, Oceania.



The world is our home



100 COUNTRIES WORLDWIDE
IN WHICH WE ARE PRESENT, WITH
HEADQUARTERS, SUBSIDIARIES, AGENCIES
AND PRODUCTION SITES



GROUP EMPLOYEES
~ 2,200



PRINCIPALI KPI GRUPPO (FY 2022)
GROSS TURNOVER* (GT) ~ 525 mio
EUR
GROSS OPERATING PROFIT ~ 14%
o/GT
NET PROFIT ~ 7.5% o/GT

* Partial integration of Performance In
Lighting Group acquisition.

We believe the world is full of stories and constant transformations. A place that offers unlimited opportunities. Our DNA is made up of precision, transparency and respect for the environment, radiating and thriving in each of the **Group's subsidiaries** and **production sites**.

We are over **2,200 employees**, operating in **more than 100 countries** around the world, organized in 5 clusters, **WEST EUROPE & AMERICAS (WEA)**, **DACH**, **NORTH & EAST EUROPE (NEE)**, **HIGH GROWTH REGION (HGR)** and **ITALY**.

The **international network** allows us to bring out our personal resources, enhancing and mixing them with the experience and knowledge of everyone.

Over the next few years, we intend to expand our operations into other countries and develop other products and systems.

Performance in Lighting & Gewiss: One group, one vision, one mission



The project will allow us to **expand mutual business opportunities**, confirming the **growth path undertaken by GEWISS** through the acquisition of new market shares in a strategic sector, with **PERFORMANCE IN LIGHTING** as fundamental asset for lighting.



Competence and teamwork. That's our strength.

A fast and constantly evolving world also requires new awareness. This is why we have set 4 pillars on which to base our every choice: **Managerialization, Internationalization, Digitization and Sustainability.**

Always under the banner of our culture of excellence and integrity, which involves people, technologies and processes.

These are the foundations that unite us, which make us a team. On these we will build the future to come.

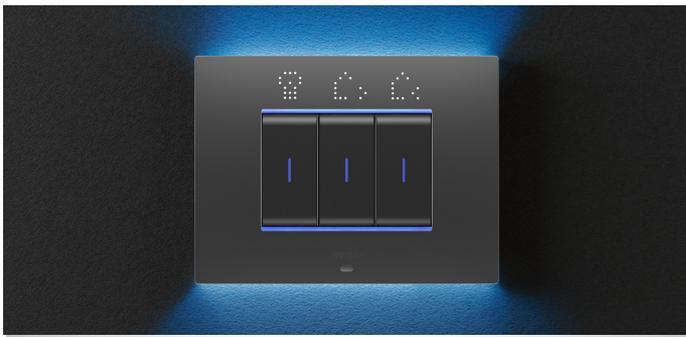


Sustainability Project: the future of tomorrow is built today

We have chosen to develop a **responsible business model** which fosters behaviours which **respect both people and the environment**, implementing our **Sustainability Project**.

In line with the 3 fundamental pillars of sustainability (Society, Environment and Economy) we have identified our own pillars: **Strategic Approach, Business, Governance, Social, Environment, People**. For each of them, we have defined a set of priorities that we aim to achieve to create value for our company and along the entire value chain.

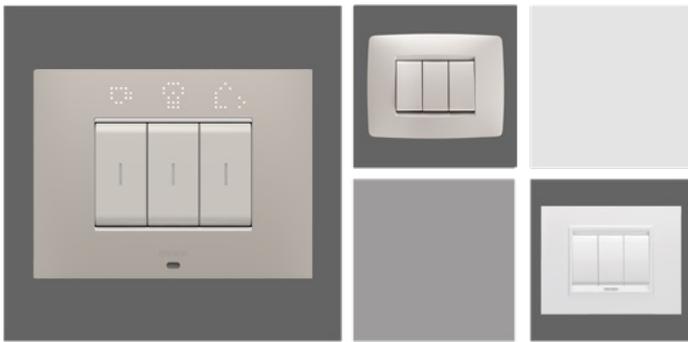
An important goal already reached is the achievement, at the end of 2020, of the **ISO 50001** certification, which validates our **efficient management of resources** and the positive consequences in terms of **energy saving** and environmental sustainability.



Solutions that generate value

Innovation is never the end goal for us, but the medium through which we can **satisfy society's needs**. We generate social and economic value for the company and for our representatives through **services and solutions that improve daily life**, reduce costs and respect the environment. This philosophy acts as a constant guide in the solutions we provide.

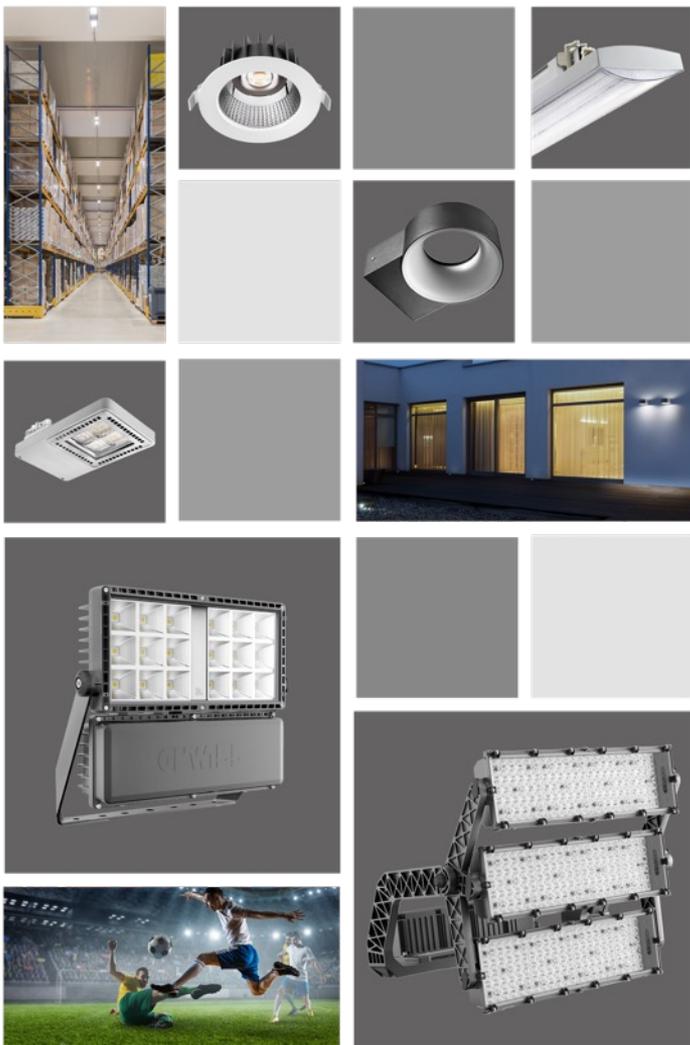
Our range has shifted **from products that present solutions to those that provide a service**, with five lines to cover every need: **Installation, Energy, Building, Lighting and Mobility**.



Building

The Smart Living concept describes the new way of living every aspect of everyday life in a smart and dynamic way, with particular attention to details. With GEWISS this translates into a complete offer for Home and Building management, which fits harmoniously into the large **ecosystem of the Internet of Things**.

Advanced solutions but within everyone's reach, because they are simple and intuitive. Comfort, energy saving, safety, supervision and design. These are the keywords to describe the entire GEWISS system for **Home & Building Automation**, perfect for any residential and tertiary environment.



Lighting

We put the spotlight on lighting quality, creating lighting systems for all spaces and environments. Our extensive experience in the lighting sector, **the most advanced LED technologies** and brilliant Italian design inspiration - these are the three key elements that characterise GEWISS lighting solutions. The perfect combination of **quality**, beauty, efficiency and **energy savings**.



Mobility

JOINON is our offer for charging all electric vehicles, that **includes both the technological infrastructure and its total management**, including technical assistance and maintenance. From charging stations to the app, an integrated service platform that makes environmental sustainability a competitive success factor.



We create connections between people and things

Our ability to understand the needs of society, of our customers and all professionals who rely on our work, led us to redefine our value proposition. Each product is conceived and created to be a solution for every different application: from **residential** to **industry**, from **sport** to **city landscape**, from **hospitality** to **office**, up to **retail**, **healthcare** and **transportation**.

A flexible and scalable offer that consists of **connected devices** that communicate with each other to create tailor-made solutions. Connectivity and smart solutions direct us to a more **open, sustainable, shared way of living**, built on new skills and platforms.



Personalised & Professional Assistance

We offer personalised **service solutions** to all professionals in the sector in both the pre-and post-sales stages, as well developing **custom-made** systems, across the entire national territory, courtesy of our widespread technical-commercial distribution network. We also provide assistance to professionals through the activities at our **GEWISS Academy skills centre**.

We offer **courses, seminars and events organised** specifically for our partners. We create and distribute simple and **effective technical information** tools as well as an increasing number of digital tools, in addition to **technical software** designed to support the budgeting and design of electrical systems.

Finally, we provide instructors with a range of specially-designed tools for teaching the professionals of tomorrow, because today, professional training begins in the classroom.





We create value for all our stakeholders

We strongly believe that only through listening we can build a **solid and long-lasting relationship**.

Thanks to our technical/sales structure, we can help professionals in the pre and after-sales phases and in developing **custom-made solutions**.



We have also developed a **communication strategy** that promotes our culture as a highly-developed system. In addition to the technical-commercial documentation, with the official accounts on the main social media we created a new **space for discussion and sharing**. A multimedia concept, complementary to the **GEWISS.COM** website, through which discover how the home environment can be modified and share ideas and inspiration to experience the house in the best way possible way.

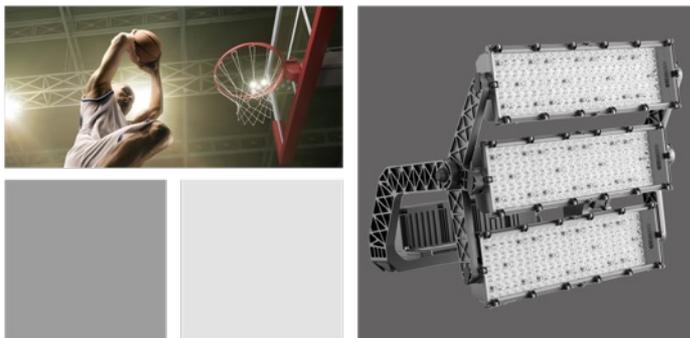


GEWISS Experience Center

GEWISS EXPERIENCE CENTER is a **technological & innovative** «concept», an **interactive meeting space** where all the stakeholders can live the GEWISS world and its Solutions through an **immersive digital experience** that will **growth based on the market needs**.

An annual Calendar of **digital & events in presence**, training courses and customized events will develop business opportunities, from wholesaler to installer, from specifier, architect to consumer included media and academic audience.





Digital Sport Innovation. The future of sport.

To improve safety and efficiency in the world of sport, we have created an innovative project dedicated to tomorrow's sporting champions: **Digital Sport Innovation**. A platform created to facilitate the **comprehensive renovation** of installations in both amateur and **professional sports facilities**, including sports fields, grandstands, changing rooms, technical rooms and car parks.

A stroke of genius, with practicality at its core, which has enabled superb results to be achieved, including **increased energy savings** and a significant reduction in system management and maintenance costs. Thanks to Digital Sport Innovation, the athletes of tomorrow will be able to enjoy safer, **more modern**, more efficient and more sustainable facilities, with a lower environmental impact.



JOINON. Marks out the road to Smart Mobility.

'Smart mobility' is soon to become a major feature in all our lives, definitively changing the way we move around and how we imagine our daily trips. That is the concept of **Smart Mobility**, which combines individual needs with the safeguarding of the environment we live in.

We interpret this idea with **JOINON**, the service for **charging all electric vehicles**, which covers both the technological infrastructure of the product and its entire management (including technical assistance and maintenance). From the charging stations to the app for smartphones and tablets and the smart management of the charging units: a **complete system** that makes **environmental sustainability** a key competitive advantage.



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Economic and Administrative Index 107496 - Share Capital 60,000,000.00 EUR fully paid up

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