

## Company Profile

**iGuzzini Illuminazione**, founded in 1959, is an international leader in the field of architectural lighting. Having around 1,500 employees, it is driven by the study, design and production of indoor and outdoor lighting. Its headquarters are in Recanati (Italy), and it operates in more than 20 countries spread across the five continents. iGuzzini aims to enhance the relationship between people and environment through light. Its lighting, which is the output of research, industry, technology and knowledge, is geared to illuminate places of culture and work, retail environments, urban settings, large infrastructures, and hospitality & living contexts.

### Vision & Mission

iGuzzini is committed to social innovation through lighting. By collaborating with renowned architects, lighting designers and engineering practices, to create innovative and sustainable lighting projects able to enhance architecture and interiors, iGuzzini aims to become the global leader in the lighting sector. For iGuzzini, light means creating safer, more comfortable and more attractive spaces. Light determines the mood of people, the colours and shapes of nature and of artworks. For this reason, the Group's vision is **Social innovation through lighting**.

### Numbers 2017

The Group's consolidated revenues in 2017 amounted to € 232,3 million, up by 0,4% compared to 2016, a 26% growth rate over the last 5 years (20% Italy / 80% abroad). 58% of this was generated by sales of indoor solutions and 42% by sales of outdoor solutions, the LED incidence totalling 80%. 83% of the 2017 turnover was generated by sales of new products launched on the market in the last 5 years (75% in 2016). In 2017 the company invested 6% of its annual turnover in research and development. In 2017 the gross operating margin (EBITDA) amounted to €31,5 million, up by 9 % compared to the previous year, accounting for 13.6 % of revenue (compared to 12.5% in 2016).

### Group Structure and Production System

iGuzzini illuminazione S.p.A. is based in Italy and has 22 branches abroad; it is particularly present in the European Union (Germany, France, Spain, United Kingdom and Finland), as well as in Norway, Switzerland, China, Singapore, Canada, United States, Russia, Qatar and the United Arab Emirates. Thanks to iGuzzini's vast territorial coverage, the Group is able to intercept, develop and deliver projects on an international scale. Its commercial growth has led to the Group having to improve its market presence by investing in its logistics and increasing its production facilities, which, prior to 2006, were solely located in Recanati. In 2006, the Group set up iGuzzini Lighting China Ltd, and the Shanghai iGuzzini Trading China subsidiary to manufacture as well as trade on the Asia Pacific markets. Guzzini signed in 2018 the acquisition agreement for 70% of the assets of Sistemalux Inc, the Canadian company having both its headquarters and its production plant in Montréal. The production plants in Recanati, Shanghai and Montreal are perfectly integrated into a global logistics network meant to optimise structural costs and production capacity. The management of the production systems allows maximising local skills and technologies as well as centralising coordination for the benefit of the entire Group. This level of integration was triggered by the global implementation of ERP, which ensured the automation and seamless integration of the company's processes. The other companies in the Group promote and market iGuzzini products in their local countries. i

### iGuzzini's Timeline

**1959** / Harvey Creazioni, which would later become iGuzzini illuminazione, began in a garage in the centre of Recanati. The name was inspired by the 1950 American comedy-drama "Harvey" featuring James Stewart.

**'70s** / iGuzzini pioneered the lighting design sector in Italy and introduced the concept of Lighting Direction.

**'80s** / iGuzzini innovated the international business model through 'pocket-sized' multinationals, transforming its foreign

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branches into vital centres able to generate cultural and professional connections in their local countries. In 1988 iGuzzini began experimenting in photo-biology, studying the influence of artificial lighting on people's psychological and physiological wellbeing which, thirty years later, became mainstream through international headlines (today referred to as Human Centric Lighting).

**90's** / iGuzzini began a collaboration with the University of Camerino (Department of Physics) to measure acoustic comfort levels and air quality. Moreover, it started a project with the University of Urbino consisting of a sociological investigation meant to make working environments more comfortable. In 1992 iGuzzini furthered its research in biodynamic light, collaborating with the Lighting Research Centre in Troy (USA), to study the relationship between the variations in the characteristics of light and the circadian rhythms of living beings. The studies led to the patented biodynamic lighting system SIVRA (Variable Lighting System with Automatic Regulation) which reproduced the natural changes in solar light indoors. In 1993 iGuzzini became the first company to raise the issue of lighting pollution by launching an international advertising campaign titled "With iGuzzini against light pollution"..

**2006** / iGuzzini Lighting China Ltd is set up to contribute to developing the South-East Asian market and neighbouring markets (Oceania and India).

**2012** / iGuzzini launches Laser Blade, the first recessed linear luminaire able to generate a circular light and become invisible by integrating fully into the ceiling. Easily adaptable to any context, Laser Blade revolutionised an entire sector, inspiring architects, lighting designers, designers and competitors all over the world.

**2014** / iGuzzini adopted World Class Manufacturing. The goals of the programme are zero defects, zero faults and zero stockpiles, aiming to create a company eco-system that can generate wellbeing and provide a serene and stimulating working environment.

**2017** / iGuzzini launches Laser Blade XS, aka "The Blade": the pinnacle of miniaturisation, destined to revolutionise the world of recessed luminaires once more.

**2018** / iGuzzini announces the acquisition of the control of Canadian company Sistemalux. Moreover, iGuzzini sponsors "Social Lightscares Workshops. Social research in design for lighting professionals" - the output of a 3-year research project in collaboration with Configuring Light/Staging the Social and the Social Light Movement aiming to develop a social research approach for better understanding social space and delivery of lighting designs centered on people and their communities.

## **Main Acknowledgements**

### **Among the others:**

- 2015 DARC Award - Best Architectural Lighting product – interior (*Laser Blade*)
- 2015 Lighting Design Awards: Manufacturer of the Year
- Lux Award 2014 (*Laser Blade, 2014*)
- Compasso d'Oro ADI (*Nuvola, 1998; Shuttle, 1989*)
- Compasso d'Oro ADI to the Group (1991)
- iF Design, Red Dot Design, ADI Design Index, World Interiors News, Retail Week Interior Awards.

### **2018 Awards**

- Top Employer Italy 2018
- Design Plus Award L + B (*The Blade suspended and Walky*)
- German Design Awards (*Palco LV Framer*)
- Leonardo Prize 2017 awarded to Adolfo Guzzini
- Red Dot Award (*Walky*)
- "Il Perugino, artist and entrepreneur" Award to Adolfo Guzzini
- Best Managed Companies Award by Deloitte
- Delta Awards (*Palco LV*)

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- Compasso d'Oro Awards for Career Achievement won by Adolfo Guzzini
- ADI Honourable Mention (*Twilight*).

## Facts and figures

Foundation / 1959

Employees / 1.500

Core Business / Indoor and outdoor technical lighting for the culture, retail, urban, infrastructure, working and hospitality & living sectors

Shareholders / Fimag S.p.A. (84.1%) e Tipo S.p.A. (15.9%)

Management Team / Adolfo Guzzini, President / Andrea Sasso, Chief Executive Officer/ Massimiliano Guzzini, Vice President; Chief Marketing Officer / Paolo Guzzini, Vice President

Revenue for the fiscal year 2017 / Consolidated revenue of €232,3 million, with a growth of 26% in the last five years.

Web / [iguzzini.com](http://iguzzini.com)

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