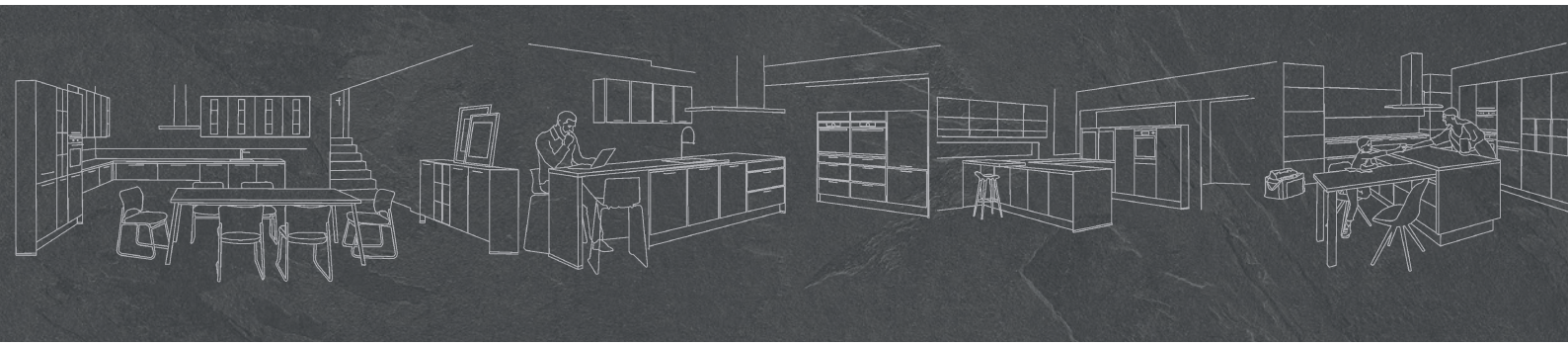
nobilia®

Balance Press Conference

Fiscal Year 2017



Verl, February 23, 2018

CONTENTS

1. Total market for furniture and kitchens 2017

2. Sales development for Manufacturer 2017

   2.1. Manufacturer overall

   2.2. Manufacturer domestic

   2.3. Manufacturer export

3. Manufacturer Company Group

4. In-house exhibition 2017 and Collection 2018

5. Production and investments

6. Environment and sustainability

7. Employees and training

8. Expectations and plans for 2018

1. Total market for furniture and kitchens 2017

In the context of the imm cologne exhibition at the beginning of 2018, the furniture sector rated 2017 as a stable year for the German furniture industry. Once again, the manufacturers were able to benefit from a good consumption climate, which resulted from the positive development in employment and income. Yet, the domestic business was not able to exceed the strong previous year. The export markets on the other hand, showed a development above the previous year. For the market as a whole, the Association of the German Furniture Industry only predicts turnover at the level of the previous year for last year, after three high growth years.

For the kitchen furniture industry - which is particularly influenced by the new build and renovation business - the decreasing residential construction had a negative effect on the domestic demand situation. Although the building permits for residences in Germany fell by 7% in the first three quarters of 2017, the industry associations predict a smaller decrease by comparison. By the end of November, the sales trend for the kitchen furniture industry is declining in Germany, at -5.59%. Apart from the lack of growth incentives, due to the low new build business, even in previous years, the low capital market returns for the end consumer led to a low savings quota, and strong propensity to consume. This, propensity to consume, of the past years probably resulted in favoured kitchen purchases, which the market lacked in 2017.

The export business for the kitchen furniture industry developed better than the domestic sales, with a deficit of 0.02% compared to the previous year, and was therefore able to reach roughly the level of the previous year.

Overall, the sector statistics for the kitchen furniture industry - taking into account special effects due to sometimes temporary cessation of productions by individual kitchen furniture manufacturers - a development 3.44% below the previous year by the end of November 2017.



Total market kitchens
- 3.44 %

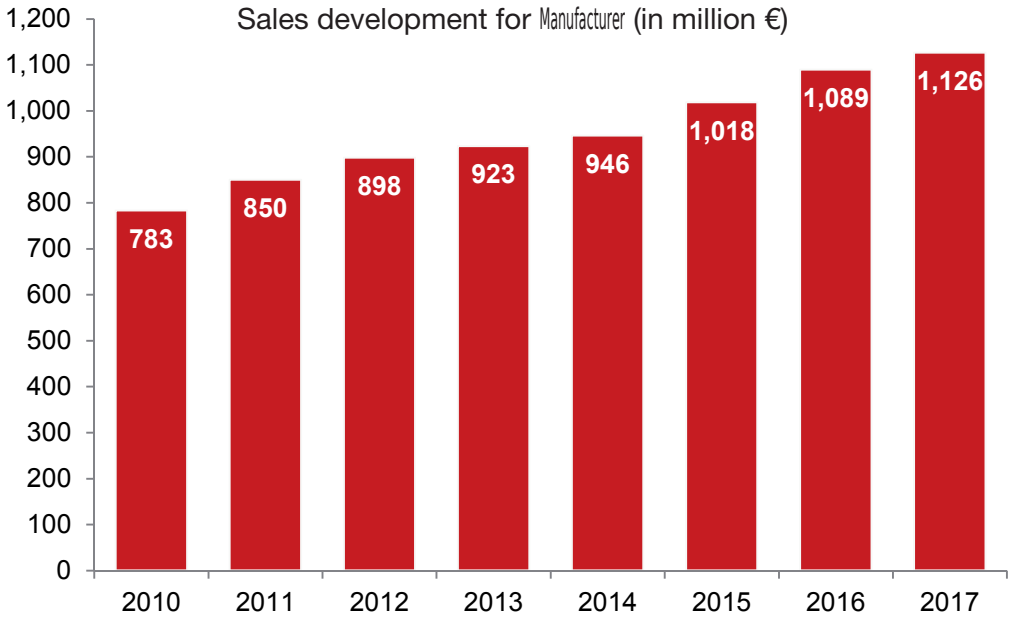
Domestic turnover kitchens
- 5.59 %

International turnover kitchens
- 0.02 %

2. Sales development for Manufacturer 2017

2.1. Manufacturer overall

In spite of the difficult framework conditions, Manufacturer continued on its consistent growth path in 2017, and grew once again, and against the industry trend. Drops in demand due to a weak domestic market in the first half of the year, were to be compensated by good export business. As a result, the turnover increased by €36.7 million to €1,126 billion. This value corresponds to an increase of 3.4%, compared to the turnover of €1.089 billion in 2016, and is significantly above the sector trend.



Source: Manufacturer

Manufacturer has therefore once again achieved sustainable organic turnover growth. In the course of this, Manufacturer has once again confirmed its excellent position as market leader in Germany, and further built on its leading position in Europe.

Total turnover Manufacturer	**€1.126 billion**
	+ 3.4 %
Kitchens 2017	**675,000**

With around 675,000 kitchens produced in the last financial year, a new volume record was achieved. Every working day, more than 3,100 kitchens left both our factories in Verl. The sales increase primarily resulted from the business with wooden parts. This achieved new peak figures with more than 6.75 million cupboards and over 1.55 million worktops.

Manufacturer offers its retail partners not only kitchen furniture, but also electrical appliances and accessories as part of the so-called, “complete marketing business”. In this marketing sector, Manufacturer is one of the leading suppliers. Almost half of kitchens produced, are supplied including electrical appliances. The range includes twelve brands of electrical appliances, including four exclusive brands. With this wide range of electrical appliances, Manufacturer covers all price classes - from entry-level price to the top sector.

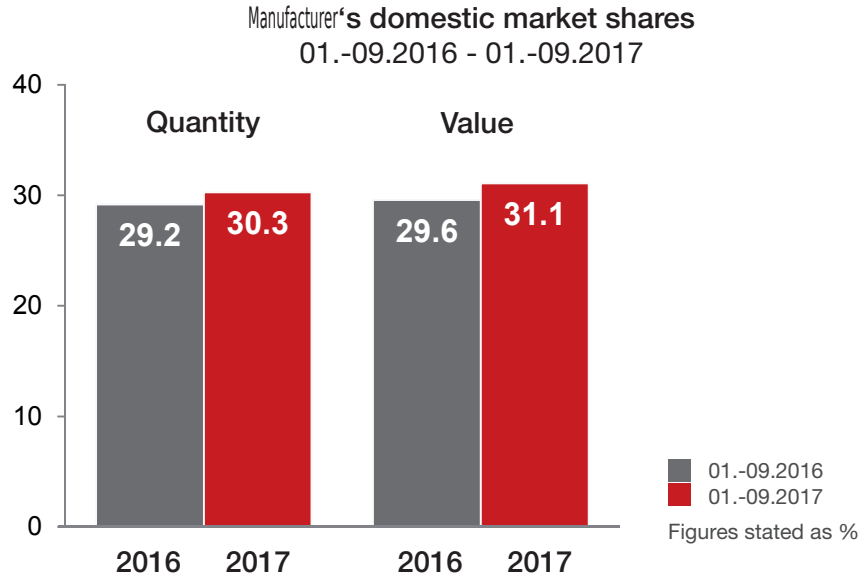
Compared to the previous year, the sales figures for electrical appliances decreased slightly, and were not able to keep up with the quantity growth for wooden parts. This can be explained on the one hand by the generally weak domestic market, in which the complete marketing business has a particularly high percentage. On the other hand, various retailer groups follow their own brand strategies for electrical devices. Above all, this influences the sales in the quantity relevant entry-level price sector.

By comparison, the business for built-in appliances was able to grow again as a whole. The concept of “complete marketing” practised by Manufacturer, prevailed in the last few years, with retailers in many export markets, due to its many logistical advantages. The easy and quick development, the good price-performance ratio and the internet freedom of the own brands offered, have shown themselves to be important success factors for our retail partners, even abroad.

However, complete marketing is not suitable for all export markets. Sometimes, the range of appliances in individual export markets deviates from local technical standards. In addition, complete marketing often reaches its limits in new markets initially, due to the regional unfamiliarity of this method of marketing.

2.2. Manufacturer domestic

With a domestic turnover of €602.5 million, Manufacturer reached around the level of the previous year in 2017. In 2016, the domestic turnover was 0.3% above the value of 2017, with € 604.5 million. In light of the difficult framework conditions on the domestic market, Manufacturer has therefore developed significantly better than the rest of the sector. As a result, Manufacturer was able to expand its market shares in the domestic market, according to the studies by GfK. Manufacturer was able to gain market shares, both in terms of quantity and value, and now has a market share of 30%, from both points of view. Therefore, almost every third kitchen sold in Germany, comes from Manufacturer in Verl.



Source: GfK, the consumer research organisation



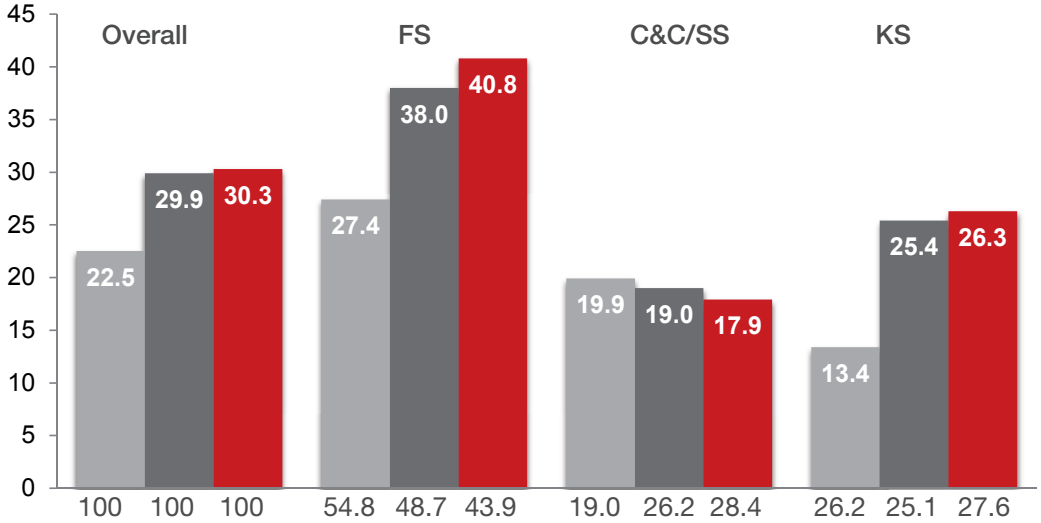
Domestic turnover Manufacturer
602.5 Mio. Euro

Manufacturer market share quantity
30.3 %

Manufacturer market share value
31.1 %

In addition to the analysis of the whole market, GfK also considers the three significant distribution channels in Germany: furniture stores, cash and carry/ self-service and kitchen specialists. The diagram below documents the long-term development, over a period of ten years.

Manufacturer's market shares by sales channel (volume)
01.-12.2007 / 01.-12.2012 / 01.-09.2017



Source: GfK, the consumer research organisation

FS = Furniture stores
C&C/SS = cash & carry/self-service
KS = Kitchen specialists

01.-12.2007
01.-12.2012
01.-09.2017

Figures stated as %

In general terms, almost half of the kitchens sold in Germany are sold via the distribution channel of furniture stores, while the other half are sold in almost equal parts via the distribution channels of cash & carry/self-service, and kitchen specialists.

In the long-term view, it becomes clear, that for Manufacturer too, the distribution channel via furniture stores remains the strongest and consistently growing distribution channel, in terms of quantity. Manufacturer reaches an above average market share of 40% here. According to the studies of the GfK, Manufacturer is the market leader in this distribution channel, with this value.

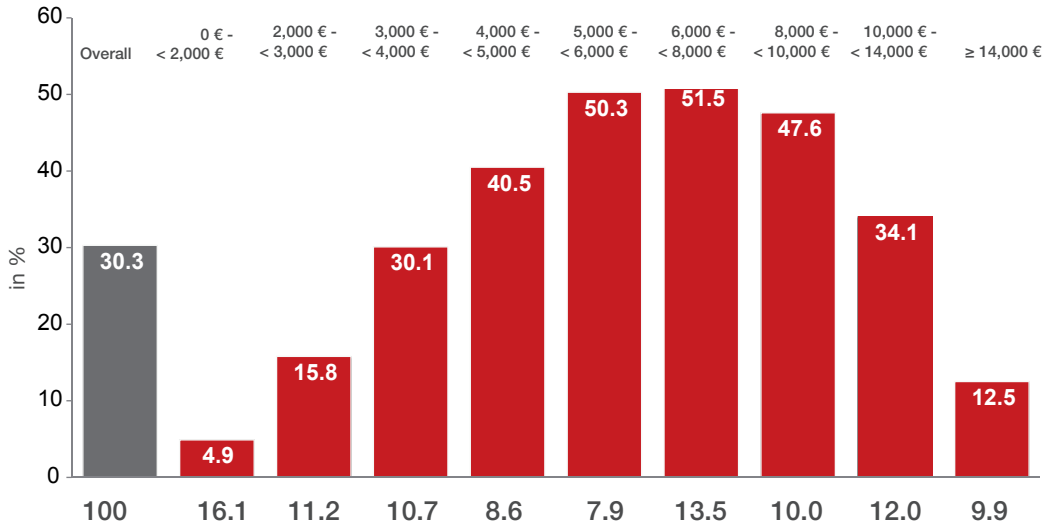
For the distribution channel cash & carry/self-service, Manufacturer has a lower market share, slightly below the level of 2007 and 2012, at 17.9%. This distribution channel is currently in the lower price sectors, due to the prevailing range policy, due to the sale of very simply furnished kitchens, and therefore significantly dominated by “separate products”. This is not offered by Manufacturer.

The continual increase of the market share in the area of kitchen specialists, is gratifying. The long-term view shows, that Manufacturer has now increased its market share since 2007, from 13.4% to 26.3%. Therefore, Manufacturer was able to further assert its market leadership in the growing distribution channel of kitchen specialists - measured by the quantity of kitchens sold.



The consideration of market shares according to price groups, is also revealing for the assessment of the market position of Manufacturer. The values calculated by GfK correspond to end consumer prices including electrical appliances.

Manufacturer **market shares by price groups (volume)**
01.-09.2017



Source: GfK, the consumer research organisation

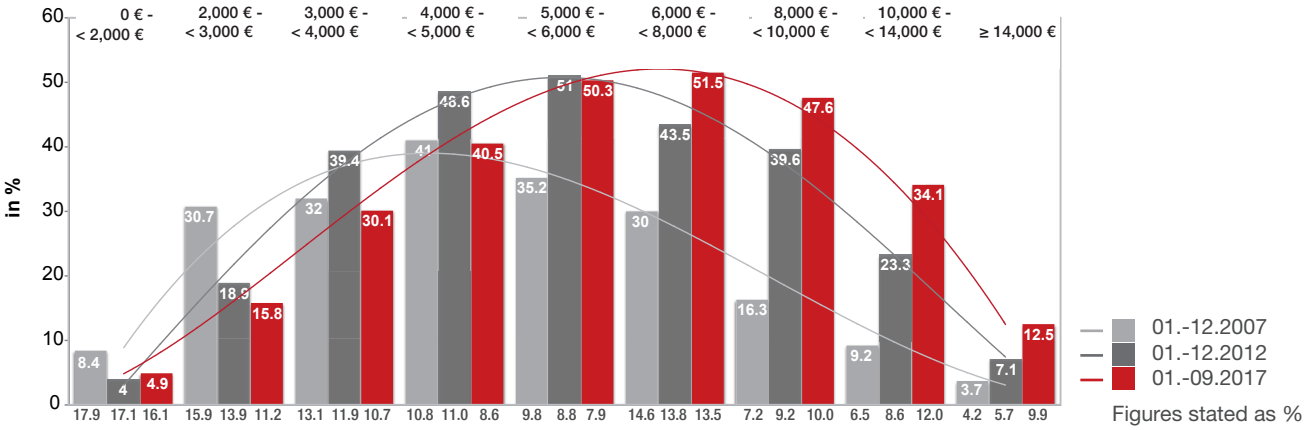
In the so-called entry level price sector, where kitchens are sold at end user prices of below €2,000, the market share of Manufacturer is low, at just 4.9%. This price group is primarily defined by very simply furnished or “separate products”. The latter is intentionally not offered by Manufacturer.

The market share of Manufacturer increases to 15.8% in the area of €2,000 - €3,000, and is the broad middle of the market - i.e. in the price range between €3,000 to €14,000, where, to summarize, 62.7% of German kitchens are sold - sustainably over 30%.

In the price classes from €5,000 to €10,000, Manufacturer now even has a market share of around 50%. Almost every second kitchen sold in this price range, comes from Manufacturer. With this share, Manufacturer has further built on its leading position and its dominance in the middle of the market.

The long-term view of the market shares, according to price groups from 2007 to 2017, shows the continual development of Manufacturer in the upper price groups of the market. The comparison of trend lines shows the significant shift to the right, and therefore into the higher price sectors.

Manufacturer **market shares by price groups (volume)**
01.-12.2007 / 01.-12.2012 / 01.-09.2017



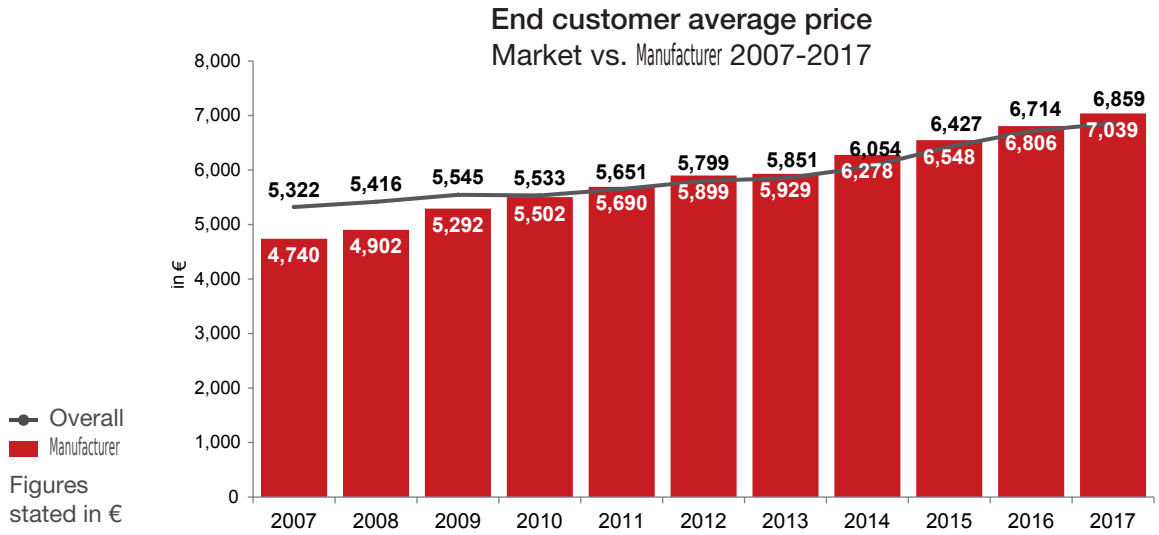
Figures stated as %

Source: GfK, the consumer research organisation

While Manufacturer reached its highest market share of 41% in 2007, in the price range from €4,000 to €5,000, ten years later, Manufacturer achieved a significantly wider and stronger dominant market position, with around 50% market share, in the price range of €5,000 to €10,000.

The comparison with 2012, documents, that in the past 5 years, particularly in the price classes from €6,000 to above €14,000, Manufacturer was able to gain market shares. Even in the sector above €14,000, Manufacturer has now achieved a market share of 12.5%. In 2007, the market share of Manufacturer in this price sector was still around 4%.

The long-term trend toward trading-up – a development in the higher end market segments – appears not only with Manufacturer, but also in the general market development. This is proven by the following graphic, on the development of the average prices for end customers in the last 10 years.



Source: GfK, the consumer research organisation

The average prices on the market have risen in the last 10 years, from €5,322 in 2007 to €6,859 in 2017. In this time frame, the average price level of Manufacturer has increased from €4,740 to €7,039, and is therefore above the market level for the 7th year in a row.

This development also documents, that Manufacturer has grown parallel to the market, and the market price development most recently had a crucial influence on the own market share, of now over 30%.



Average kitchen price market

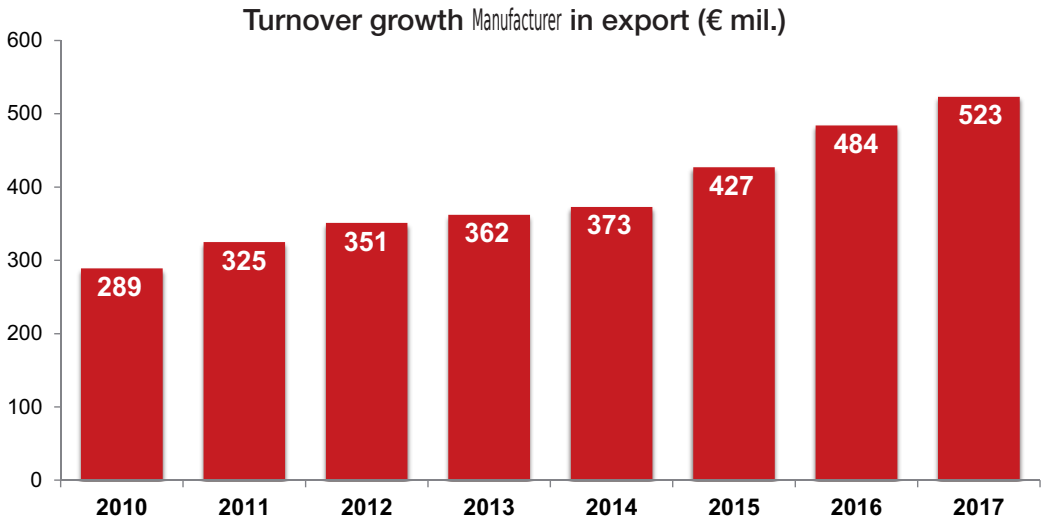
6,859 Euro

Average kitchen price Manufacturer

7,039 Euro

2.3. Manufacturer export

With an export turnover of €523 million in 2017, the previous year was exceeded by €38.7 million. This corresponds to a growth of 8%.

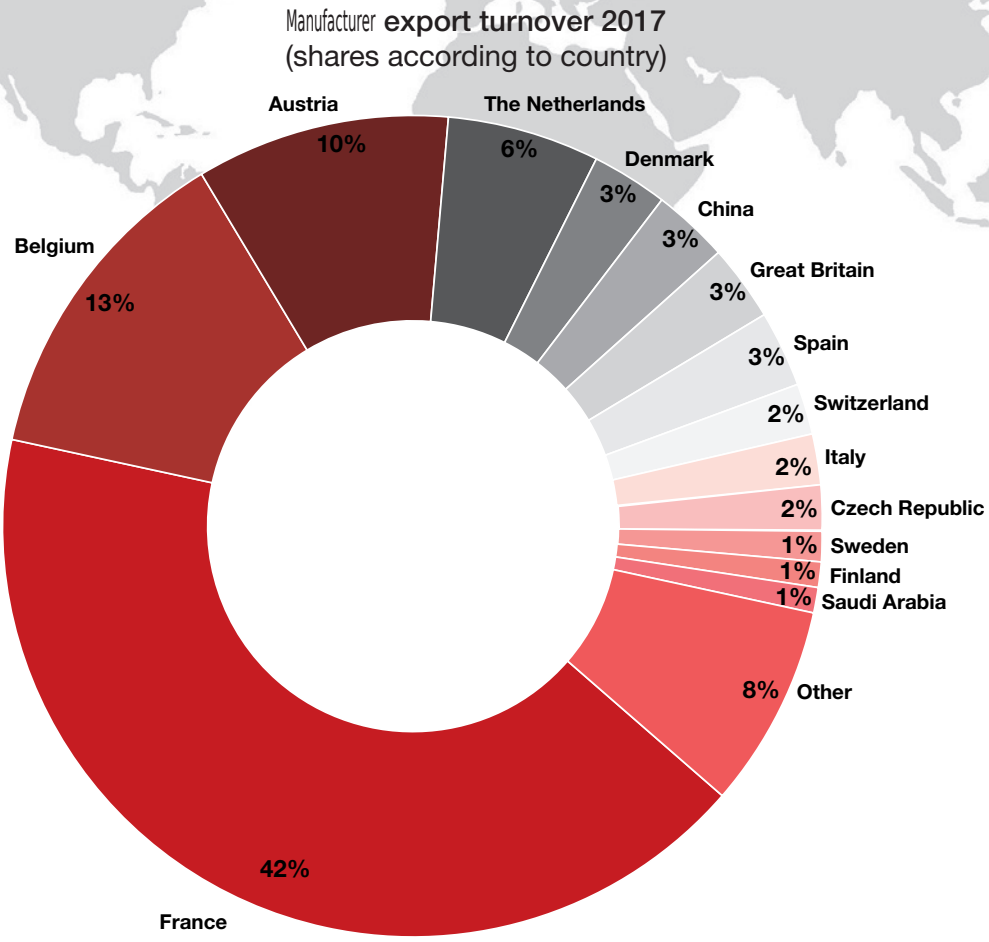


Source: Manufacturer

Therefore, the export markets once again proved to be the growth driver of the business again in 2017. The export quota for 2017 is 46.5%, and is therefore once again above the previous year's value of 44.5%, and above the industry average of 39.8%.

Manufacturer now supplies retail partners in more than 90 countries worldwide.

Export turnover Manufacturer	**€523 mil.**
	+ 8.0 %
Export quota Manufacturer	**46.5 %**



Source: Manufacturer

The allocation of export sales by country shows no significant changes compared to the previous year. The main focus of the relevant export sales is in the neighbouring European countries. With a share of 42%, the business in France continues to dominate, which was able to be built up further to a high level. The markets in Belgium followed with 13% and Austria with 10% share of the overall export.

The widely unchanged shares of the relevant countries for export turnover, show that Manufacturer was able to continually realise export growth in almost all export markets. Therefore, not only did the sustainable development of the export markets continue in the European markets, but rather, it was also achieved in countries further away. This shows that Manufacturer is increasingly gaining in importance on the international markets, too.

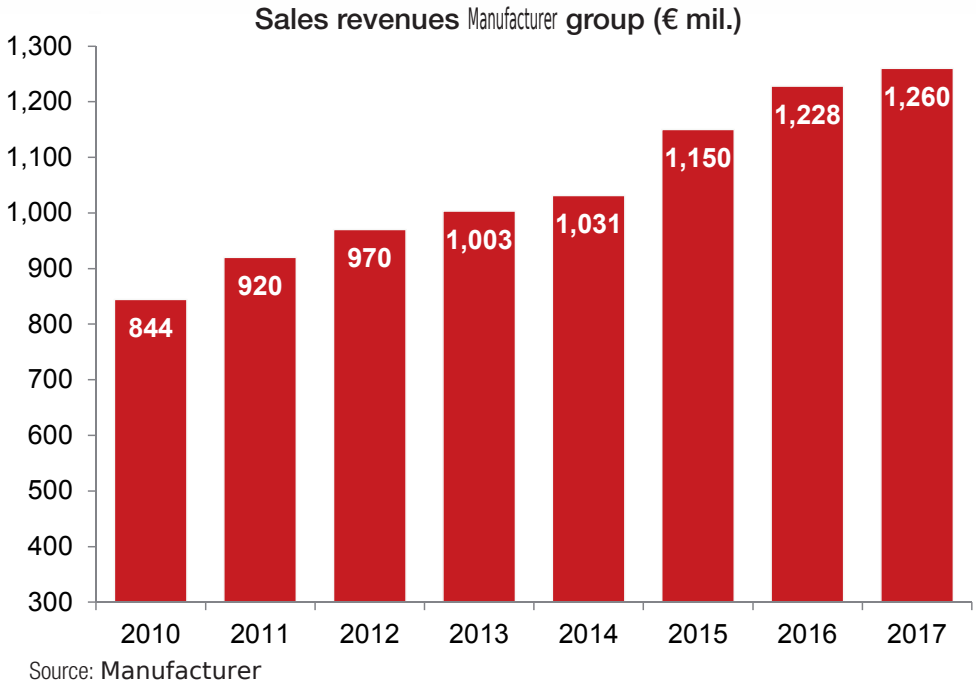
3. Manufacturer Company Group

The core business of Manufacturer is in the production of kitchens in Germany. These kitchens are sold through retail partners in more than 90 countries around the world. In the last few years, this business has been supplemented by various forms of own retail activities, exclusively abroad.

In Sweden and England, Manufacturer operates its own kitchen studios under the names Noblessa Sverige and Kütchenhaus. Furthermore, they have a minority share in a chain in Belgium, which operates on the market with studios from the sales line èggo. In addition, Manufacturer is the majority shareholder of a franchise organisation, which is currently active with around 400 studios, with the sales ranges Ixina, Cuisine Plus, Cuisines Références and Vanden Borre Kitchen. The franchise organisation is primarily represented with its studios in France and Belgium, but increasingly also on the worldwide export markets.

Including these activities, the Manufacturer Company Group's export sales increased to €1.260 billion. This corresponds to an increase of €31.8 million or 2.6% compared to the previous year's value of €1.228 billion.

Group turnover Manufacturer	**€1.260 billion**
	+ 2.6 %



Source: Manufacturer

To calculate the group turnover, on the one hand the internal turnover was eliminated (consolidated), and on the other hand, the shareholdings were considered (divided into quotas). Furthermore, for the franchise organisations, only the franchise fees and not the sales revenues were included in the calculation.

4. In-house exhibition 2017 and Collection 2018

With the motto "Manufacturer X – Expanding the limits", Manufacturer presented a new top class collection at the in-house trade fair in September 2017, and set standards in terms of design, storage space, comfort and functionality. With around 12,800 specialist visitors from 60 countries, the in-house trade fair was extraordinarily well attended on all trade fair days.

The redesigned exhibition offered the specialist visitors extensive opportunities to find out about the innovations and new products in the Manufacturer 2018 collection on over 4,000 m². 75 kitchens provided inspirations and solutions for very different living environments and requirements. The design spectrum ranged from 4 to 55 m2. The focus was on presenting plans for realistic room dimensions.

XL. Storage space redefined.

The star of the new Manufacturer collection 2018 was XL. With the new XL height in the base and tall unit area, Manufacturer has redefined the topic of storage space.

Nowadays people are growing taller. At the same time, affordable living space - especially in urban areas - is getting more scarce. Therefore, the topics of efficient storage space and ergonomics are particularly important to many kitchen buyers when planning their new kitchen.

With a carcass height of 792 mm in the base unit area, XL offers around 10% more storage space. In addition, the XL height goes a good way to accommodating its user, and so forms a perfect synthesis between ergonomics and storage space requirements.

Matching XL high boards and tall units allow a consistent overall look. Overall, more than 500 additional units are available for storage space oriented planning in the new XL format.

EXPANDING THE LIMITS!

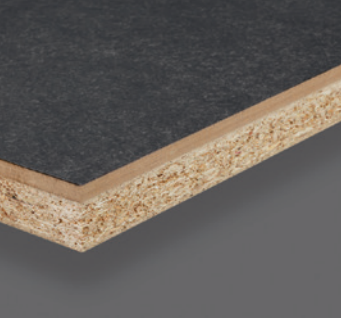















XTRA. The new generation of worktops.

The flush installation of sink and hot plate is a sign of good quality in a kitchen worktop. Until now, this installation option was primarily reserved for worktops made of natural stone, and therefore unaffordable for many customers. In cooperation with a supplier, Manufacturer has now developed a worktop based on wood materials, which raises the quality of worktops to a new level.

Xtra worktops captivate with their very distinctive 3D surface texture, which creates an authentic looking natural stone appearance. Matching upright panels and niche cladding supplement the possibilities for surround designs in natural stone appearance. The Xtra worktop also impresses in terms of function.

The Xtra worktop panel has a multi-layered structure. An extra thick laminate combined with an innovative functional layer provides many advantages: The worktop is significantly sturdier, and more resistant to impact as well as to water penetration and swelling than a conventional panel. These material properties even enable flush mounting of sinks and hot plates, since the installation occurs in the functional layer.



The Xtra panel is patent-protected, and was distinguished as “Kitchen Innovation of the year® 2018” on 10 February 2018, in the course of the consumer goods trade fair “Ambiente” in Frankfurt.

Trends in paint, metal and stone look

Cool stone and glamorous metal-look finishes are still bang on trend, and are thus well-represented throughout the new Manufacturer collection.

Apart from ceramic and concrete reproductions, the trend for large-scale stone décor is supplemented by a front in grey slate reproduction, in the new range of StoneArt. Thanks to its special three-dimensional surface, StoneArt turns the grey slate décor into a front with exceptional aesthetics and natural appearance. The perfect match for this décor is upright panels and worktops in the new design Xtra. The trend for metal and stone looks is also reflected in the colour concept: with Rusty Plates, Caledonia and Oriental, distinctively modern material accents can be created.

The new Metal Concept lends kitchens a cool professional look. The décor “Scratched steel” contributes the stainless steel component to the character-defining look. The used look brings a hint of workshop chic and industrial charm into the kitchen. The décor is extremely versatile, and combines beautifully with all solid colours, stone and concrete décors, even with wood décors.

The trend for matt surfaces in lacquer, is still one of the hottest trends. For this reason, a total of four fronts now boast the segment of genuine lacquer, both for modern geometries and in the country-house area.

A further front is added to the real wood area, with York in Magnolia.

Trend for homeliness

Alongside the extensive additions to the product range for the storage space-oriented XL height, the Manufacturer collection offers a broad range of new solutions for distinctively homely designs. Among these are new LED lighting solutions for upright panels, a wall unit system with sliding doors, wall units with bar flaps, panorama pull-outs and open tablar pull-outs in base units. The new glass design front called Frame and the new matt glass models for Gap, take their cue from the shapes of contemporary architecture and thus open up further modern design possibilities.

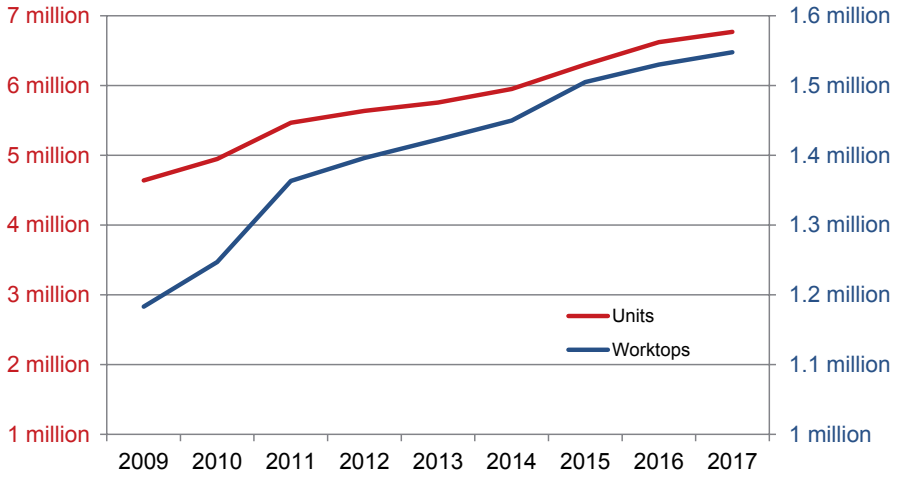
In the area of electrical appliances and sinks, we have added variants for flush mounted installation in our Xtra worktops. Together with our factory-milled cut-outs for flush mounting, retailers benefit from yet another complete solution from a single source.

The retail market received the new features of the collection with very positive feedback. The high number of orders for showroom kitchens received following the in-house exhibition is a reliable indicator that the 2018 collection was well-received by the market.

5. Production and investments

By gaining market shares in export and the good organic growth, the production volume in our two factories in Verl once again grew significantly. With roughly 675,000 kitchens, approx. 6.75 million units and more than 1.55 million worktops, production volumes reached new peak values in 2017.

Production volumes 2009-2017



Source: Manufacturer

With a daily production volume of roughly 31,200 units, we have achieved new peak values in the production of wooden parts. The Verl-Sürenheide plant produces 16,200 units per working day and the plant in Verl-Kaunitz 15,000 in two shifts each.

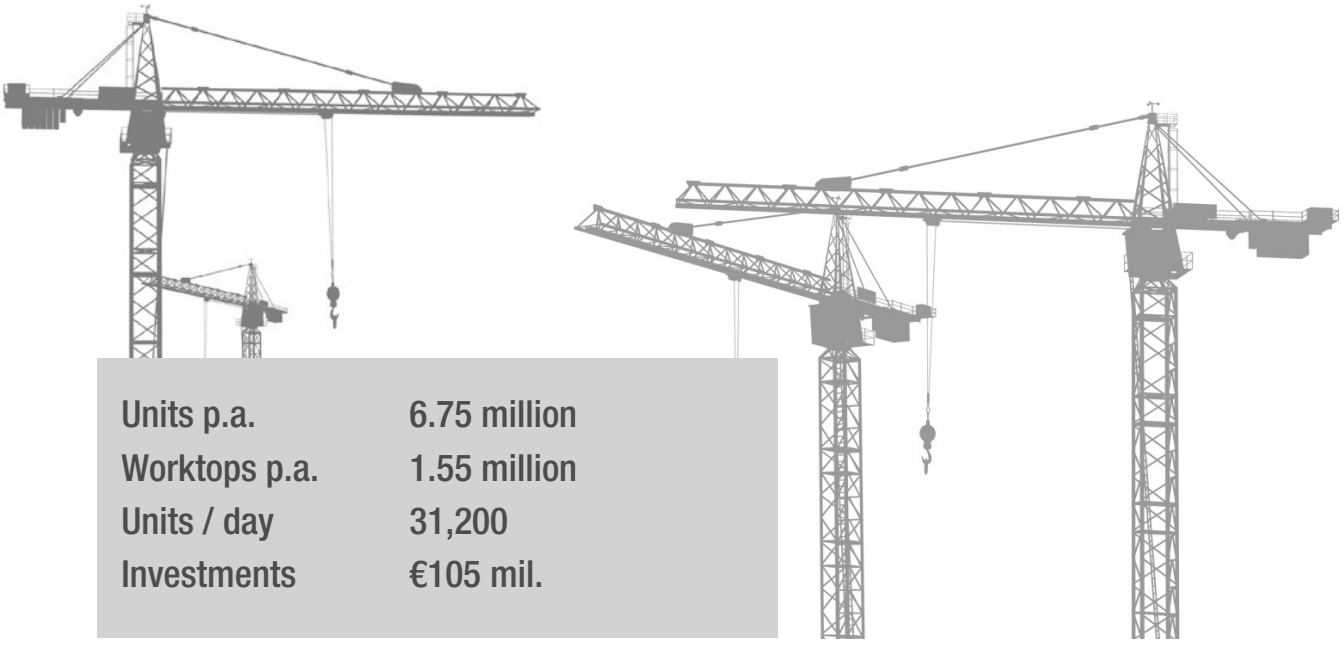
With the above-mentioned 16,200 units, the plant in Sürenheide has already been working at near maximum capacity for several years now. Accordingly, the volume increase in 2017 – just as in previous years – was only achieved in the Kaunitz plant.

In 2017 investments totalled more than €105 million. Apart from the investments for the production of the new XL height, and the new Xtra worktops, in both factories, above all the focus of the investments, was on measures to increase the output quantity. In this context, the components and worktop production were further expanded in factory II. In addition, a new, highly automated logistics centre for accessories materials, was successfully brought into operation at the site in Kaunitz.

The focus of the investments in the Sürenheide plant was the replacement of outdated machinery as well as the optimisation of existing production sequences and the associated processes. This also includes a building to extend parts production, with a base area of around 13,000 m², which is planned to be completed in the second quarter of 2018. At the same time, Manufacturer own training workshop will be extended.

In 2017, further investments helped to build an additional administration building, on the factory premises in Verl-Sürenheide. The current building for commercial administration, at 10,245 m², was extended with a new complex, with a total of 5,700 m² over five floors, and provides space for around 300 employees.

The remaining investments are related to the area of IT and the vehicle fleet, for the 36 new trucks and 65 new semi-trailers that were purchased.



Units p.a.	6.75 million
Worktops p.a.	1.55 million
Units / day	31,200
Investments	€105 mil.

6. Environment and sustainability

The aim to continually build up our role in the areas of environment and sustainability, is a fundamental component of our company philosophy. This means that Manufacturer is equally dedicated to economic, ecological and social issues. For Manufacturer, growth and change are inseparable from sustainability and continuity.

We want to create more value. More value for our customers, for the end user and for our employees. In addition, we see ourselves as having a high degree of responsibility for our products and production methods. The quality of products and services is therefore our top priority. In this context, Manufacturer uses its “integrated management system for quality and the environment” as an instrument for the continuous improvement of all our services and activities. The quality of products and production processes, as well as focussing on customer benefit, count among the company’s key success factors. To this end, Manufacturer has had its management systems evaluated by neutral authorities for many years. The external certification in accordance with the standards for quality, environmental protection and energy management was successfully renewed in 2017.



In the framework of the energy management system, 2017 saw additional savings in energy consumption. These savings were realised through various methods such as, for instance, expansion of LED lighting in the production hall. So, in the parts production in factory II Verl-Kaunitz, the 32,000 m2 area has been changed over to LED technology. Through this measure alone, the energy consumption in this area was reduced by approx. 40%. So, in the parts production in factory II Verl-Kaunitz, approx. 5,000 kWh is now being saved. This corresponds to around the annual consumption of an average family of 4 in Germany.

Consequently, exclusively LED technology is used in new builds. In addition, further plants and suction devices have been converted to more energy-efficient technology in both factories.

Against this backdrop of responsible use of resources, the optimisation of the materials recycling counts among the other components of the sustainable corporate strategy. In 2017 the successful continued development of the Manufacturer waste management concept led to an additional reduction of 8% in the residual waste per type produced, as compared to the previous year. This saving of around 30 tonnes of residual waste was able to be realised via numerous individual measures, whereby, at this point, primarily the increased use of multiple-use packaging, and the better separation of individual waste fractions are mentioned, through specific employee training. The Manufacturer waste management concept for raw materials and packaging makes provisions for consistent separation of the different recoverable waste fractions, so that the raw materials can be purposefully sent to further processing or recycling.

Manufacturer produces more than 3,100 kitchens daily, and therefore has a proportionately high consumption of resources in terms of wood materials. Therefore, sustainable and forward-looking handling of these natural resources is imperative. Manufacturer proves its strong commitment with its environmental management system that is ISO certified as well as the PEFC certification for the use of wood materials from sustainable forestry.

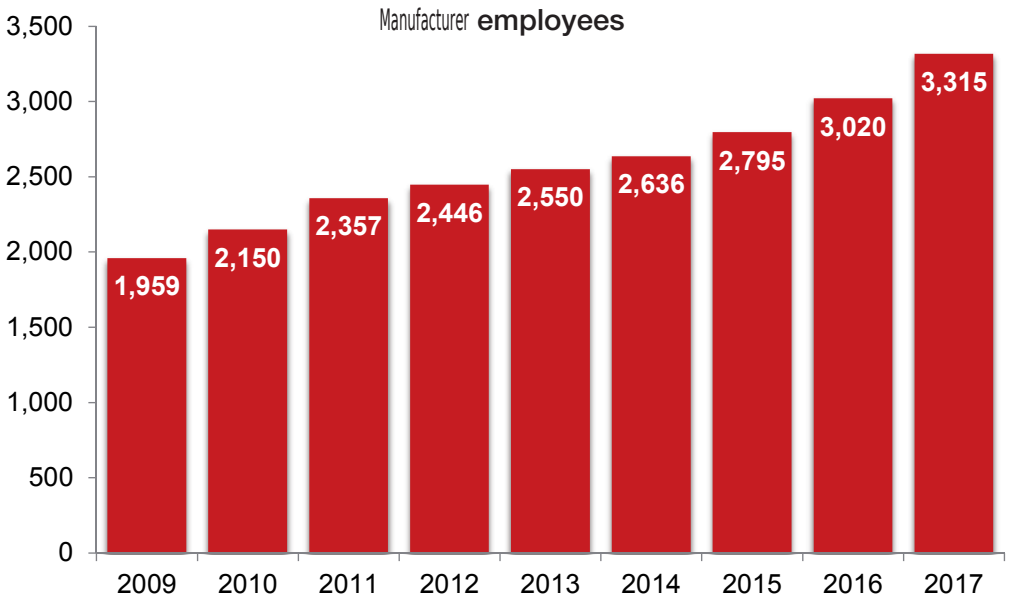
Manufacturer has already been fulfilling the stringent requirements of the Deutsche Gütegemeinschaft Möbel e. V. (DGM) [German quality assurance association for furniture] for many years. These are far above the national and international guidelines and distinguish products with above-average quality. Quality tested furniture must be sturdy, safe, made to last and well crafted.

Careful tests and strict controls ensure that furniture with the RAL seal of quality, “Golden M”, meet the extensive requirements. The “Golden M” is recognised both nationally and internationally as one of the most important certificates of quality awarded according to the absolute strictest criteria. It offers consumers the security of first-class quality products and environmentally friendly manufacturing practices. Manufacturer kitchens have been awarded the “Golden M” since 2007. In this context, Manufacturer has already voluntarily adhered to particularly reduced formaldehyde limit values in the past. This means that they have already been reduced to half the legal threshold of E1 in Germany.

7. Employees and training

At the end of the financial year 2017, 3,315 employees worked for Manufacturer. This means a growth of 295 employees, or an increase of 9.8% compared to 2016. More than 540 people were hired, in order to replenish the number of employees, taking into consideration the normal fluctuations.

The majority of new hires last year, took the form of a capacity-related personnel increase of the staff at factory II in Verl-Kaunitz. Further focuses for additional new hires were the areas of sales and the vehicle fleet.



Source: Manufacturer

The company currently has 120 young people learning one of ten business or technical occupations. We presently have 13 students working toward one of three dual courses of study. This means a combination of an in-company apprenticeship and a Bachelor's degree programme, in the subjects of business administration, wood technology or industrial engineering.



Essential to our training programme is a balanced combination of theory, practice and training. The range of offerings is rounded off with foreign language instruction and the opportunity to stay in a foreign country as part of the apprenticeship programme. Our apprentices and dual-training students, in both technical and commercial areas, made use of the additional in-house education to successfully complete their final apprenticeship examinations. Again in 2017, following the successful final examinations, we offered all of the trainees a job with the company.

For the first time in the company history, Manufacturer has opened two independent offices, to help with order collection and customer care, outside of Verl. The choice of the new locations of "Saarbrücken" and "Pfullendorf" should be seen in connection with the increasingly difficult situation relating to skilled employees. In Saarbrücken for example we were able to hire many new employees with French foreign language skills. They will specifically take care of our French customers.

As a new format for employee recruitment, we held application days in 2017. Interested applications could find out more about Manufacturer, via discussions on site and company tours, and get to know various roles. We were able to convince the majority of the newly hired employees in this way.



In 2017, we placed a great deal of importance on measures, which increased the flexibility of the employees, and further qualified them. This included extensive language courses, which could be carried out both in-house and on the internet. We also hired further trainers in the production areas and in sales, to qualify the high number of new employees, and expand the qualification of long-standing employees into neighbouring areas of expertise. Apart from qualifications in the work place, numerous events for new employees and intercultural training sessions were also carried out. The focus was specifically on dealing with our customers, interaction with each other, and conveying the Manufacturer company culture.

With the key word of better compatibility of family and work, the number of home office places and part time employment contracts were further increased.

In the area of health management, many joint sports events were carried out. These ranged from running meets and company runs, to offering a back school, right up to joint cooking events. In light of this, we have also expanded the range of catering in the canteens, and placed a great deal of importance on a healthy diet, and the variety of the dishes offered.

At the end of 2017, in addition to the standard holiday and Christmas bonus, every employee received a special bonus for particular dedication and high flexibility in the past financial year, in the amount of €1,550 (gross). The expenses for the company totalled approx. €5 million.

Employees	3,315 + 9.8 %



8. Expectations and planning for 2018

In 2017, for the 17th time in a row, Manufacturer was able to successfully increase sales by means of organic growth as well as through our own initiative. The goal for 2018 is to continue on this path of steady growth.

In spite of a noticeable saturation in the domestic market, the kitchen furniture market in Germany remains at a high level, the German domestic market remains the largest European single market. Thus, we predict a stable demand in the domestic market overall in 2018.

With our domestic market share of more than 30%, we have already achieved a high level today. Thus, we know that the possibilities for further growth in Germany are not limitless. Even in the last few years, the export business has been one of the most important growth drivers at Manufacturer. This trend will probably continue in future.

The export business in general is influenced by the current strong global economy, in particular the continuing upturn in the Euro zone.

The economic framework conditions in the Euro zone thereby draw a dynamic picture. Increasing growth rates for the gross domestic product are a testament to an accelerated basic economic trend. In addition, all countries in the Euro zone recorded a decreasing trend for the number of unemployed. Yet, for example, the upcoming EU exit negotiations with Great Britain hold certain risks. The first signs of consumer reticence by consumers in Great Britain, can already be seen. The development of currency parities also remains uncertain for the future.



In such a diverse economic environment, independence from individual countries and markets remains paramount for Manufacturer. With our widely diversified export sales, we feel we are well-equipped for continued growth in our export segment, even against this backdrop.

In summary, we are looking toward the coming year with cautious optimism and hence, also planning on growing in 2018.

DATA AND FACTS 2017

Sales volume:	€1,126 million
Export ratio:	46.5 %
Retail customers:	in over 90 countries worldwide
Market share of domestic market:	Quantity: 30.3 % / value: 31.1 %
Employees:	3,315
Production sites:	2 in Verl, East-Westphalia
Production area:	245,000 m², of which: 105,000 m² in factory I, Verl-Sürenheide 140,000 m² in factory II, Verl-Kaunitz
Production figures:	675,000 kitchens / year 6.75 million units / year 1.55 million work tops / year approx. 3,100 kitchens / day approx. 31,200 units / day
Investments:	€105 million
Own fleet:	166 lorries and 650 semi-trailers 350 qualified trained drivers
Freight volume:	2,500,000 m³ / year
Driving distance HGVs:	18.1 mil. kilometres / year

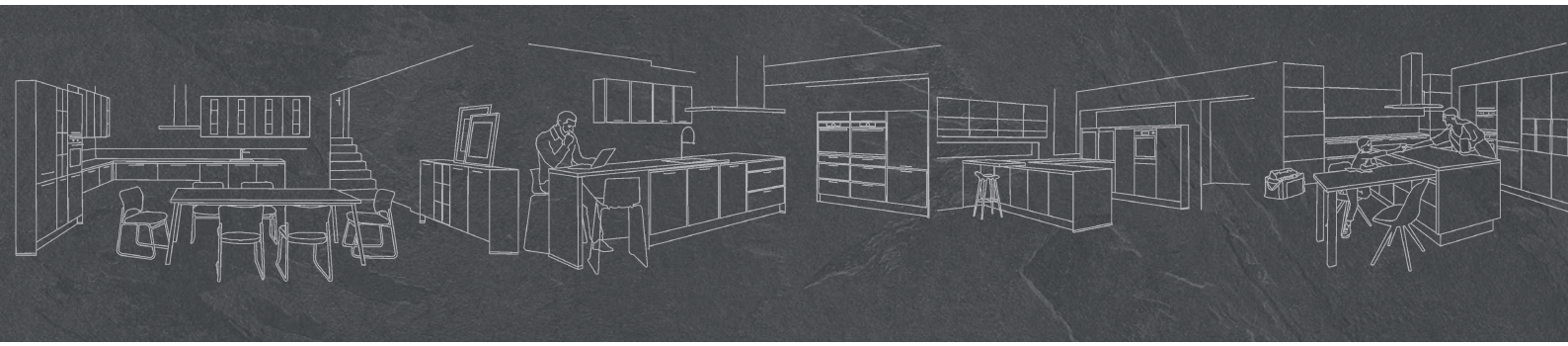


Press contact:

SONJA DIERMANN

Manufacturer
Manufacturer
Seçkin Sk. No: 2-4A / 58
34406 İstanbul

Phone: + 49 (0) 52 46 | 508 - 0
Fax: + 49 (0) 52 46 | 508 - 130
E-mail: info@vistaprofesyonel.com



nobilia®