



C O R P O R A T E P R E S E N T A T I O N



SALGAR
MANY PLACES, MANY BATHROOMS



01

INTRODUCTION

More than 70 years of history

Salgar is a family business with over 70 years of history that produces 100% of the bathroom furniture in its factory in Zaragoza, Spain and sells bathroom equipment to more than 60 countries around the world.

First bathroom furniture factory in Europe.



02

HISTORY

1949 / 2022

1949

FOUNDED

- Founded by **Manuel Salinas**.
- Manufacture of equipment for the home.

1967-1978

CURRENT PLANT

- Introduction of **metal furniture** for the bathroom.
- Opening of the **current facilities** in Zaragoza.

1978-2007

EXTENSION TO FACILITIES

- Bathroom furniture in **wood**.
- Development of **screens** and **other products** for the bathroom.
- **Expansion** of the facilities in various stages.

2007-2017

BUSINESS REORGANISATION

- **Professionalisation** and modernisation of management and business.
- External financial partner and start of **international expansion**.

2017-Today

PRODUCTION IMPROVEMENT PLAN

- The founding family takes back 100% of the business via a **family-held holding company**.
- International and product **development** stage.
- Preparation of a **new investment plan** 2018-2022.



03

MISSION

Sustained growth

Comercial Salgar S.L. has the ambition of **achieving sustained and sustainable growth in the international market**, to be the European leader in **bathroom furnishing solutions**.

To achieve this, we aim to offer our **customers** maximum **satisfaction**, providing them with a wide range of products with an excellent **price/quality** ratio and **level of service**, built on business processes which comprehensively integrate our **values and principles** of corporate social responsibility.



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VALUES

Present in Salgar

01

Research and development

Research and development in permanently producing goods through our knowledge of and research in market trends.

02

Quality

Quality in service and products, through a design, manufacturing and transport process that meets the highest quality standards.

03

Sustainability

Considering and integrating economica, social and environmental dimensions into our strategy, our bussiness processes and the management of our resources.

04

Service

Availability of wide product ranges in the service of our customers with maximum efficiency in the distribution process.

05

People

Human team: professional, flexible and committed to customer satisfaction managed with an equality and diversity perspective.



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ORGANISATIONAL CHART

Approx. 250 employees

MANAGEMENT TEAM



**BENJAMIN
ZWOLINSKI**

Commercial &
Marketing



**JAVIER
DOBLAS**

IT Systems



**ROSA
GEA**

Management
and finance



**JOSÉ ANTONIO
MARTÍNEZ**

Production



**MANUEL
MODREGO**

Supply chain

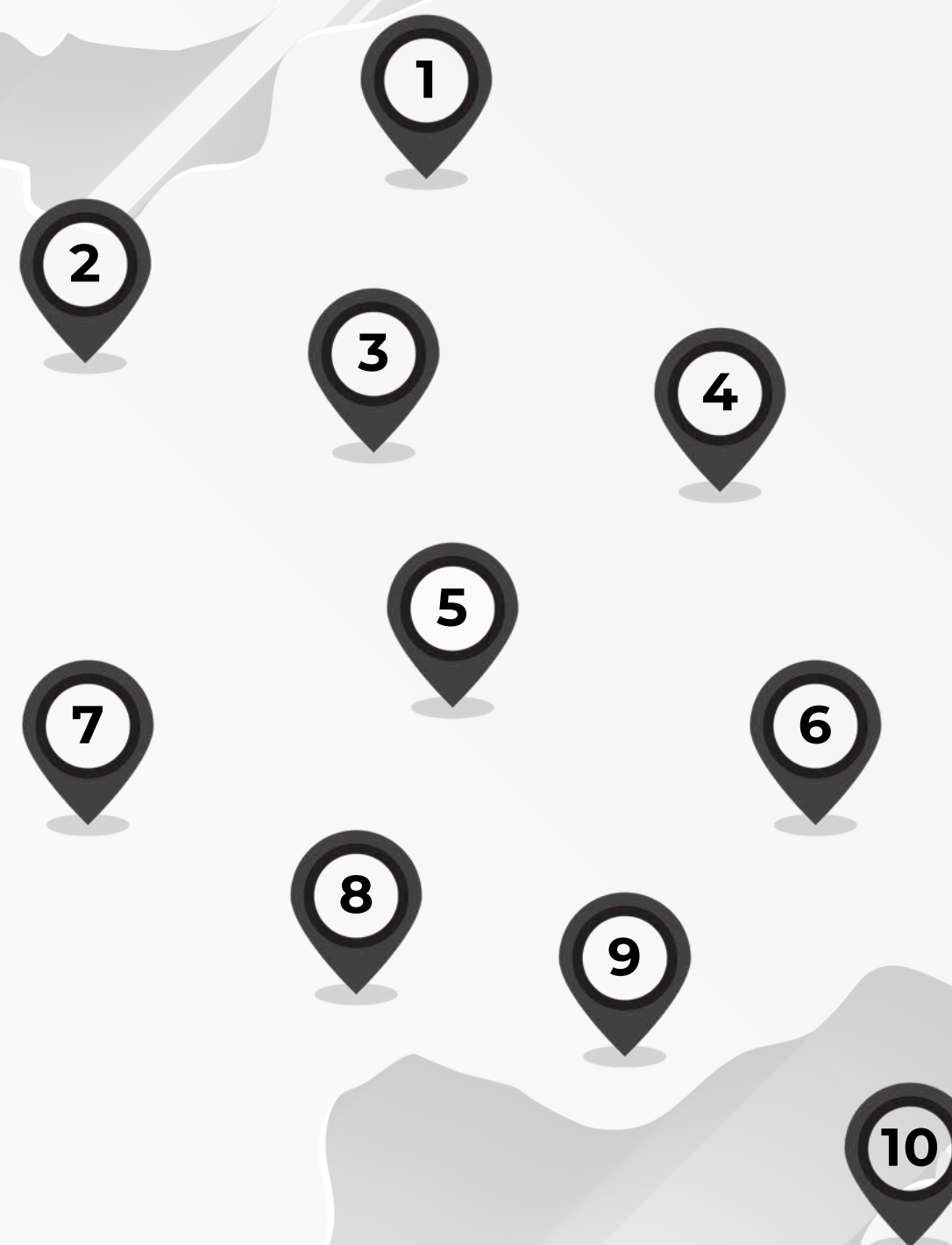
SALES NETWORK IN SPAIN AND PORTUGAL

19 exclusive distributors



SALES NETWORK IN FRANCE

10 exclusive distributors



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FACILITIES AND PRODUCTION

- **Total area:** 100.000 m²
 - **Constructed area:** 50.000 m² (Factory, warehouse and offices)
-
- **Current production:** 36.000 units/month
 - **Maximum production capacity 2022:** 52.000 units/month
-
- **Current storage capacity:** 10.000 pallets



ZARAGOZA (SPAIN)

INNOVATION AND PRODUCTION EXTENSION PLAN

€14 million investment 2018-2022

- **Increase logistics capacity:** Both in reception and dispatch of material, by doubling the number of current loading bays and the incorporation of an additional 1000m² of usable surface area to Warehouse 10.
- **Increase production capacity:** Complete restructuring of the factory to modify it to automatic warehouse flows, as well as the incorporation of new machinery to cope with the growth of sales. Salgar committed to industry 4-0.
- **Improvement of production technology:** Incorporation of machinery so Salgar can continue to innovate and increase quality standards with new production lines, incorporate new materials and provide customised furniture and partitions.



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DIGITALISATION

2 M. of Investment

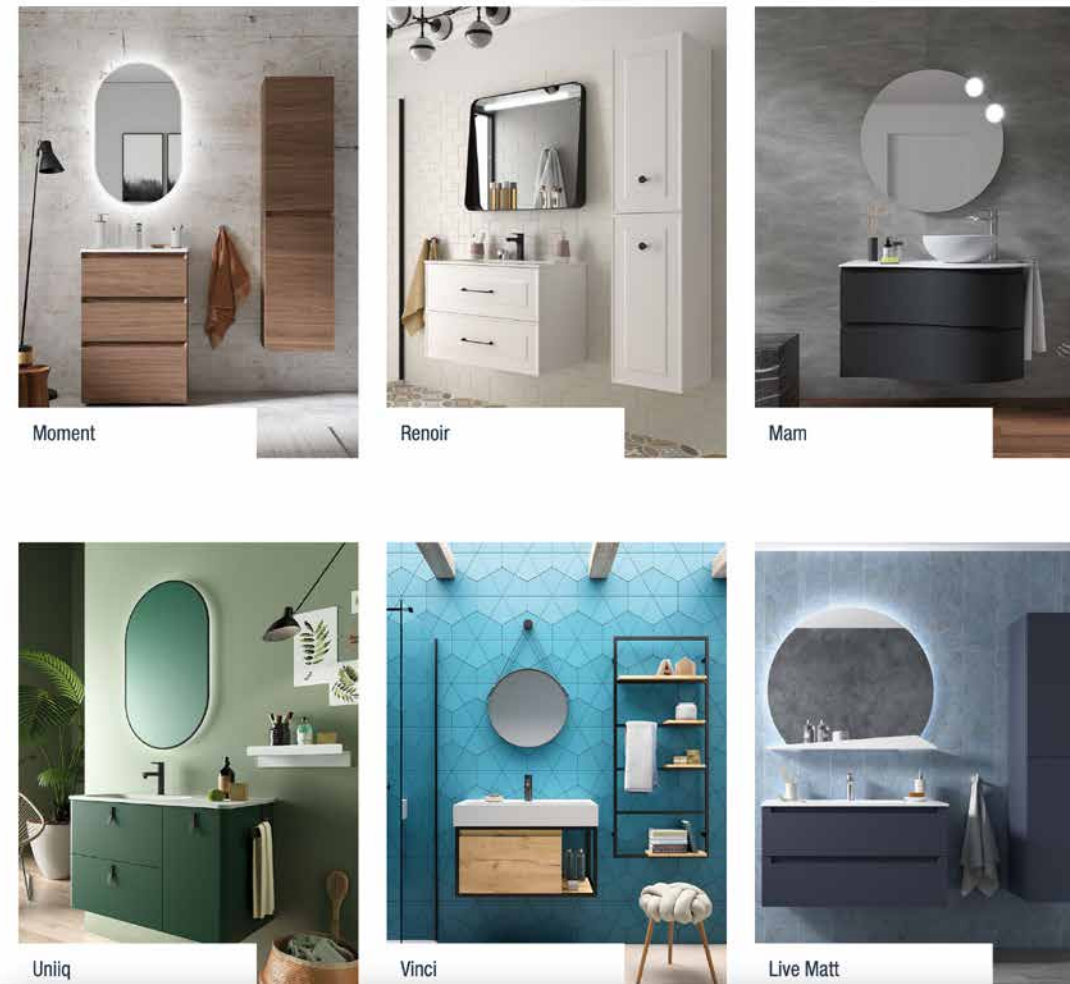
Investment of €2 million in the digitalisation of the company to make it more efficient and improve customer service.

- Immediate information about stocks, purchases and orders, for example.
- Electronic billing.
- Online orders through a B2B portal.
- 3D configurator with instant quotes.

ORACLE®
JD EDWARDS

ERP: JD Edwards of Oracle

Colecciones



B2B and B2C web



3D Configurator: 100% online and customised



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DESIGN AND MANUFACTURING

Style and functionality

The goal of Comercial Salgar S.L. is to achieve sustained and **sustainable** growth in the international market, becoming the European leader in solutions for bathroom furnishings.

In order to do this, we seek to provide our customers with the utmost satisfaction, offering them a value proposition based on a product with outstanding value and an excellent level of service, built using business processes that incorporate our values and corporate social responsibility principles in a cross-cutting manner.



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SHOWROOM

Take the virtual tour

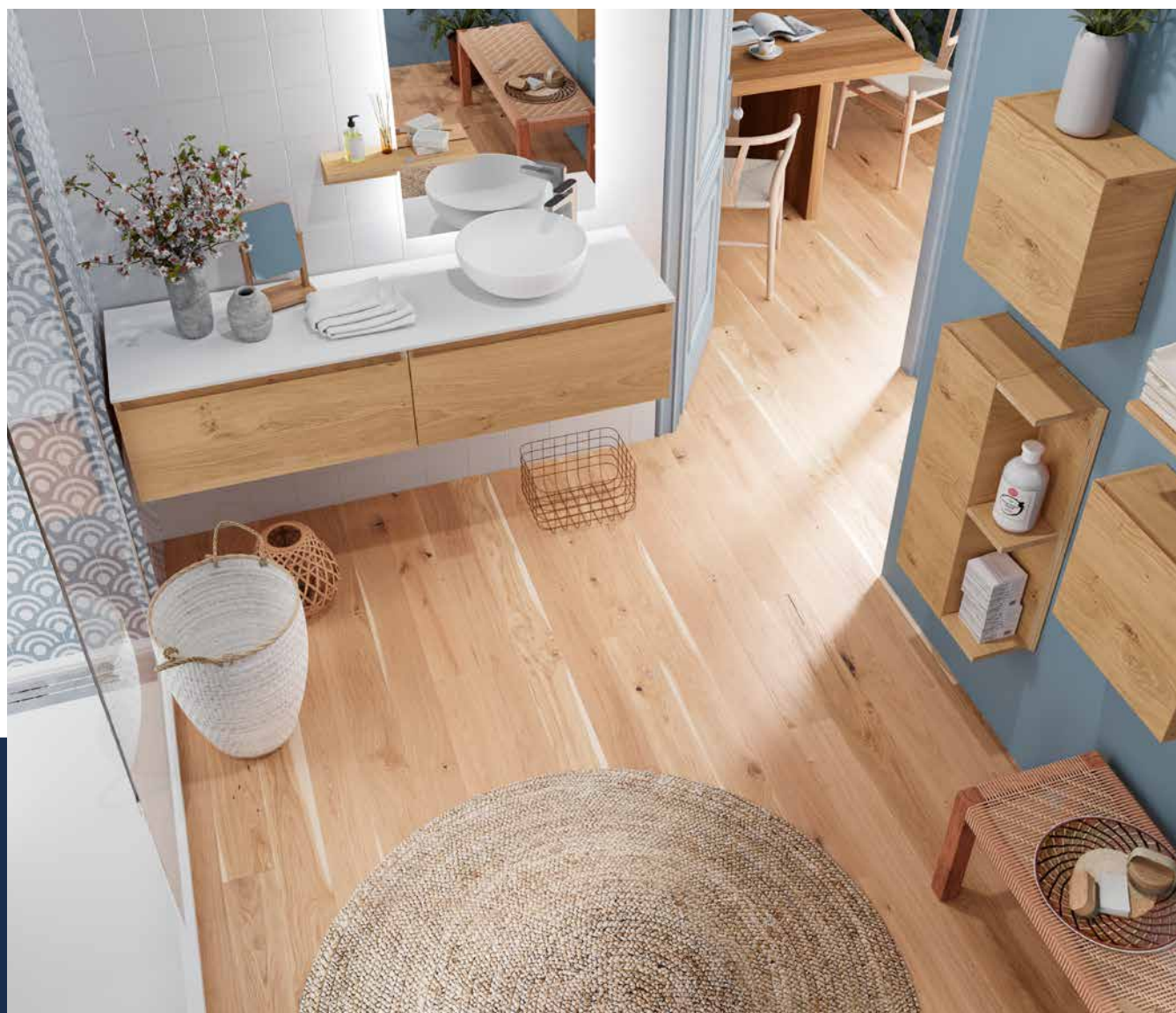


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PRODUCTS

Serie Moment

It is made of 100% natural wood, a material that is highly resistant to humidity and torsion. Designed with a perfectly aligned 45° bevelled fingernail.



Serie Renoir

Fronts that unify quality, design and functionality as they are made with the latest 3D coating technology.



Customised developments available

We design and manufacture bathroom equipment according to the needs of each customer.



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INVESTMENT IN PRODUCT DEVELOPMENT

€3 million during 2017-2022



Horizontal panel saw | 2017



Membrane Press | 2017



3D painting station and UV drying oven | 2018



IMA edging machine | 2019



Machining centre, 5 axes | 2020



Oven + Thermoforming press | 2020



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PRODUCTS WITH TECHNOLOGY

At the forefront of innovation



HPL Board - COMPAKT



3D Lacquering - RENOIR



3D Coating
MONTERREY



Solid Surface



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PRODUCTS WITH TECHNOLOGY

At the forefront of innovation



100% natural wood
MOMENT



Black mass compact board -
slate



Customised screens with
screen printing



Curved furniture



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ENVIRONMENT

Sustainable vocation

- Sustainable wood: Over 95% of wood used has PEFC certification.
- Waste management through ECOEMBES.
- Reduction of emissions of volatile organic compounds (VOCs) through the improvement and modernisation of facilities and Production processes.
- Programme to reduce the use of plastic packaging and replace it with global pack recyclable and recoverable packaging.
- Plan to promote the use of clean energy.
- 1 Moment Campaign = 1 tree planted.

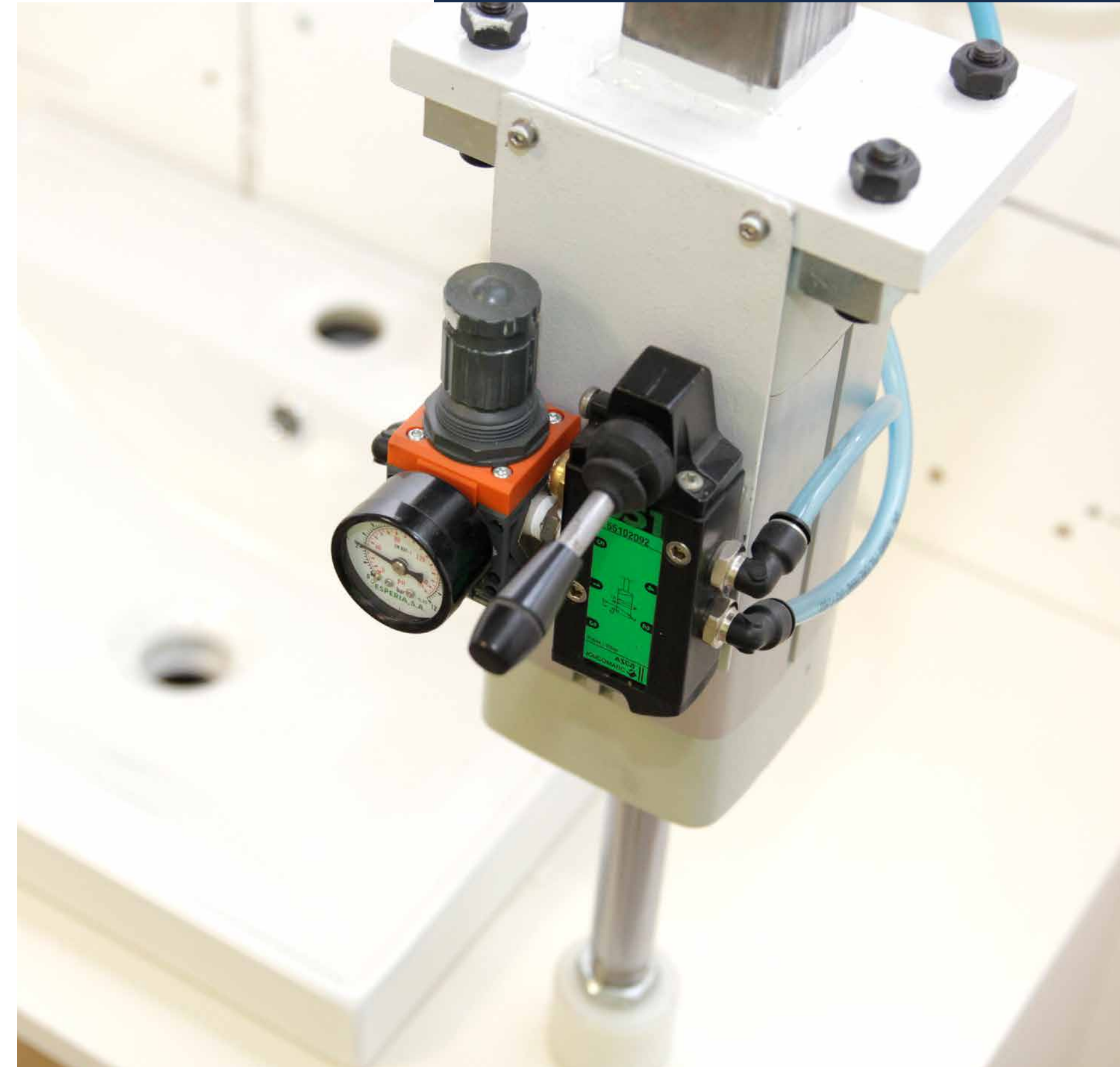


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QUALITY

Certifications

- Quality certification with international certification bodies: SGS, TÜV Rheinland and AIDIMME.
- Application of voluntary product safety and durability standards: EN 14749, EN 15338 and EN 1153.
- Products of certified wood origin with low formaldehyde emission: E05 according to EN ISO 12460.
- Spare parts service for all products of at least 5 years' old.



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FAIRS

We have a presence in the main international fairs

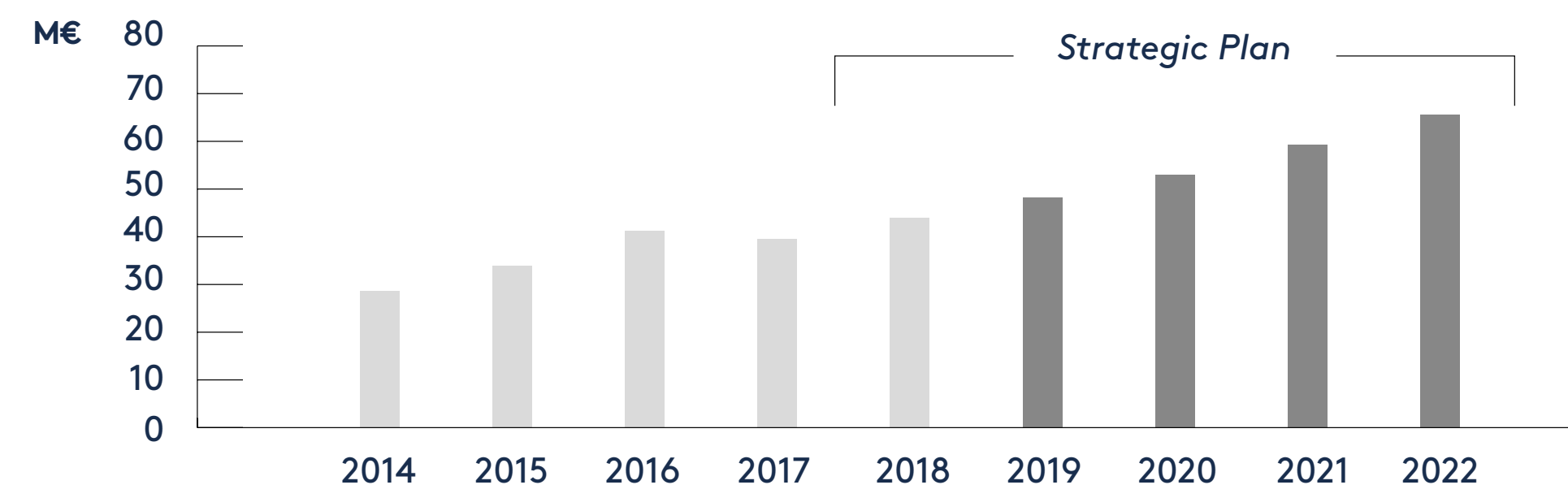


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SALES

2014 / 2022

- **2014-2017:** Recovery and large international expansion
- **2018-2022:** Current Strategic Plan





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KEY STATISTICS

- 50% furniture sales.
- 50% other products (e.g. screens and toilets)
- Growth of more than 30% per year in international markets.
- 4 key countries France, Germany, Italy and Spain.





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