**PROFILE**

**iGuzzini Illuminazione,** founded in 1959, is an international leader in the field of architectural lighting with around 1,300 employees, oriented to the study, the design and the production of indoor and outdoor lighting. Its headquarters are in Recanati (MC), and operates in more than 20 countries spread across the five continents. iGuzzini wants to improve the relationship between man and environment through light. Light, which is the output of research, industry, technology and knowledge and it is applied in places of culture, work, retail, cities, infrastructures and hospitality&living.

**VISION & MISSION**

iGuzzini is committed to social innovation through lighting. By collaborating with the best architects, lighting designers and engineering practices, to create innovative and high performance lighting projects, that enhance architecture and spaces, iGuzzini aims to become the global leader in the lighting sector. For iGuzzini light means to create safer, more comfortable, and more attractive places. Light determines the mood of people, the colours and shapes of nature and of artworks. For this reason, the mission of the Group is *Social innovation through lighting*.

**NUMBERS 2016**

Consolidated revenues of the Group in 2016 amounted to **€ 231.5 million, +3,7%** compared to 2015 with a **growth of 26% over the last 4 years.** In 2016 the group sold 77.8% of its production abroad, compared to 22.2% of Italian sales, confirming is leadership position on the domestic market and its primary position in Europe and in the most dynamic international markets. **78% of the company’s revenue**, consisting of 59.7% indoor solutions and 40.3% outdoor solutions, 76.4% of which with LED technology, **is due to new products launched on the market in the last 5 years** (64% in 2015). What emerges clearly is that on the one hand, the new products have proved to be strategically important, and on the other, the market demands new and competitive products every year. This is why the group has invested about 6% of its turnover in research and development. In 2016 the **gross operating margin (EBITDA) was €28.9 million, up +36,8%** compared to the previous year, **accounting for 12.5% of revenue** (9.5% in 2015).

**GROUP STRUCTURE** **AND PRODUCTION SYSTEM**

iGuzzini illuminazione S.p.A. can be found in Italy and abroad with 22 branches in all five continents; in particular, in the European Union countries (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. iGuzzini Illuminazione S.p.A. is the leader company that supplies numerous staff and management activities. Thanks to iGuzzini's vast territorial cover, the Group is able to intercept, develop and deliver projects on an international scale. This commercial growth has meant that the Group has had to improve its level of reactivity to the market and make new production investments to improve its logistics and increase its production facilities that up until 2006 were located only in Recanati. In 2006 it set up iGuzzini Lighting China Ltd., and the subsidiary Shanghai iGuzzini Trading China to, respectively, produce and market products for the Asia Pacific markets. The production plants in Recanati, Shanghai and Montreal are perfectly integrated into a global logistics network in order to optimize structural costs and the use of its production capacity. The production systems are managed in a way that allows local skills and technologies to be exploited to the full and coordinated centrally for the entire Group's benefit. This level of integration has been brought about by the implementation of ERP on a global scale that has ensured company processes are automated and perfectly integrated. The other companies in the Group promote and market iGuzzini brand products in their respective countries.

**KEY PILLARS**

* **DESIGN AND INNOVATION**

One of iGuzzini’s strategic strongpoints is design, intended as the application of innovative research technologies and the study of new materials and solutions. It has been the company’s driving force since its inception. During the fifties, in what amounted to a veritable revolution for the time, it collaborated with important designers, such as: Luigi Massoni, Fabio Lenci, Gio Ponti, Roters and Joosten, Makio Hasuike, Tomoko Tsuboi, Masamori  Umeda and Yoshiko Hasebe.

* **“LIGHT IS BACK”**

Cultural heritage - artworks, architecture or landscape - is at the core of iGuzzini's vision.

Art and architecture are a social asset because they are memory and identity, a way to create virtuous relations between people and convey ideas, information and technical knowledge to future generations. Light is Back is a social innovation project that iGuzzini has undertaken to enhance various cultural heritage sites in order to return man’s immortal masterpieces to their full splendour. From the great collection of Light is Back projects completed by iGuzzini, we mention:

* Da Vinci’s Last Supper (2015), a perceptive restoration in collaboration with the Higher Institute for Conservation and Restoration.
* Giotto’s frescoes at Scrovegni Chapel (Padua, 2017)
* Piazza del Duomo and Piazza San Giovanni (Florence, 2012)
* La Havana light plan (Cuba, 2007)
* Saint Petersburg City (Russia, 2005)
* Colon Market (Valencia, 2003)
* Mostar Bridge (Bosnia-Herzegovina, 1995)
* Pompidou Centre (Paris, 2000)
* Galleria Borghese (Rome, 1981)

The following projects are currently underway:

* Bramante’s Tempietto at San Pietro in Montorio (Rome, 2017/2018)
* Tintoretto’s works in Scuola Grande di San Rocco (Venice, 2017/2018)
* The Holy Stairs (Rome, 2020)
* **“CONFIGURING LIGHT – STAGING THE SOCIAL”**

“Configuring Light - Staging the Social” is a project in collaboration with the London School of Economics and the Social Light Movement aimed at creating a manual for lighting designers, where the light plan is not only a set of technical data (illumination levels, standard compliance, etc.), but is based on social sciences methodologies. Alongside Configuring Light, we have experimented regeneration projects through light, in underprivileged areas of London, Muscat, Belgrade, Brisbane and Rome.

* **SYNERGY BETWEEN DESIGN AND TECHNOLOGY KNOW HOW**

iGuzzini’s solutions are the result of a combination of design and technological know-how that, together, can generate continuous innovation, furthering knowledge and driving the industry. iGuzzini has 31 registered patents and 43 registered designs, 5 of which just for the Laser Blade. The company has constantly collaborated with architects, designers and engineering practices to create highly innovative solutions, each one characterised by a ‘singularity’ that determines its performance and qualitative uniqueness.

The following are a few examples of the solutions born out of the synergy between architects, designers and engineering practices: the Lucciola table lamp and Lampione floor lamp (Fabio Lenci); Nitia (Rodolfo Bonetto); Sistema Open, Virgola, Shuttle (Bruno Gecchelin); Lingotto, Le Perroquet, Nuvola, Piano & Meccano, Ufo (Renzo Piano); Cestello (Gae Aulenti and Piero Castiglioni); Edge, Glimcube (Piero Castiglioni); Platea (Piero Castiglioni and Mario Cucinella); Woody and iPro (Mario Cucinella); Greenwich (Norman Foster); Linealuce (Jean Michel Wilmotte); Gem (Paul Andreu); PizzaKobra (Ron Arad); Trick (Dean Skira); Fiamma (Michele De Lucchi); Reflex Super Comfort and View (Arup).

* **WORLD CLASS MANUFACTURING E WELFARE**

In 2014, iGuzzini adopted World Class Manufacturing, a continuous improvement programme that applies a series of methods and standards to eliminate any kind of waste or loss. This means zero defects, zero faults, zero stocks and zero accidents. As well as guaranteeing safe working conditions and promoting our employees and their ideas, WCM (World Class Manufacturing) has led to the signing of an innovative supplementary company contract and the implementation of a welfare program. A special fund has been set up to purchase goods and services customised to the specific needs of the employees and their families.

In parallel, iGuzzini is already implementing an application of **Industry 4.0**, based on the interconnection of digital industrial processes and the analysis of available electronic data, to continuously improve processes. A way that respects and protects the people, increasing efficiency and improving working conditions.

* **CERTIFICATIONS**

**Company Certifications**

* 1994 Quality Certification ISO 9001
* 2008 Environmental Certification ISO 14001
* 2014 Energy Management ISO 50001

**Product Certifications**

* Since 1976 all products have been awarded the IMQ mark
* since 1996 all products have been awarded the ENEC mark
* since 2004 all products have been awarded the CCC mark

**Safety Certifications**

* 1992 IMQ certification/S.M.T. procedure for granting of IMQ and ENEC marks (also with DEMKO/UL)
* 2004 UL (Underwriters Laboratories) certification for granting of UL mark
* 2011 CQCC (China Quality Certification Center) certification for granting of CCC (China Compulsory Certification) mark.

**Photometric Certification**

* 1997 IMQ certification for granting of IMQ Performance mark - certification of photometric data and energy efficiency
* 2011 UL certification to operate in compliance with the standard LM79 - certification of photometric data and energy efficiency
* **ACKNOWLEDGEMENTS**
* Compasso d’Oro ADI to the Group (1991)
* Compasso d’Oro ADI (Nuvola, 1998)
* Special Mention Compasso d’Oro ADI (Le Perroquet, 2001; Wow, 2014; Zeta-C, 2014)
* Lux Award 2014 (Laser Blade, 2014)
* 2015 DARC Award - Best Architectural Lighting product – interior (Laser Blade)
* 2015 Lighting Design Awards: Manufacturer of the Year
* iF Design, Red Dot Design, ADI Design Index, World Interiors News, Retail Week Interior Awards.

***In 2016***

* ArchiExpo iNOVO (Underscore InOut)
* iF Design (Laser )
* Red Dot Design (Fiamma)
* Compasso d’Oro Honourable Mention (Trick)
* Le Fonti Innovation Awards
* Cribis Prime Company
* Valore Lavoro Prize by Agorà (2007, 2014, 2016)
* Hounourable Mention for the digital communication AWWWARDS in London

***In 2017***

* iF Design Award (View)
* Luminaire Of The Year ai Lighting Design Awards 2017 (Laser Blade XS “The Blade”)
* Red Dot Award (View + Lander, 2017)
* Top Employer Italia 2017

**iGUZZINI'S TIMELINE**

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| **1959** | Harvey Creazioni, which would later become iGuzzini illuminazioni, began in a garage in the centre of Recanati. The name was inspired by the film with James Stewart. |
| **Seventies** | iGuzzini created the lighting design sector in Italy and introduced the concept of Lighting Direction. |
| **Eighties** | iGuzzini innovated the international business model once again through ‘pocket-sized’ multinationals, transforming the foreign branches into vital centres, able to generate cultural and professional connections in their respective countries. In 1988 iGuzzini began experimenting in photo-biology to study the influence of artificial lighting on people’s psychological and physiological wellbeing which, thirty years later, became international guidelines (today referred to as Human Centric Lighting). |
| **Eighties-Nineties** | iGuzzini began a collaboration with the University of Camerino (Department of Physics) to measure acoustic comforts level and air quality. Moreover it began a project with the University of Urbino consisting of a sociological investigation with its employees, in order to render the working environment more comfortable. |
| **1992** | iGuzzini furthered its research in biodynamic light, collaborating with the Lighting Research Center in Troy (USA), to study the relationship between the variations in the characteristics of light and the circadian rhythms of living beings.  The studies carried out led to the patented biodynamic lighting system SIVRA (Variable Lighting System with Automatic Regulation) which reproduced the natural changes in solar light in artificial spaces. |
| **1993** | iGuzzini became the first company to raise the issue of light pollution, by launching an international advertising campaign: “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 presents Laser Blade, the first linear recessed luminaire able to generate a circular light and become invisible by disappearing in the ceiling. Easily adaptable to every context Laser Blade changed an entire sector, inspiring architects, lighting designers, designers and competitors the world over. |
| **2014** | iGuzzini introduced World Class Manufacturing. The aims of the program are zero defects, zero faults and zero stockpiles, to create a company eco-system that can generate wellbeing and provide a serene and stimulating working environment. |
| **2017** | iGuzzini presents the latest product innovation: Laser Blade XS, “The Blade”, the pinnacle of miniaturisation and destined to once again revolutionise the world of recessed luminaires. |

**iGUZZINI IN NUMBERS**

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| **holding company** | Fimag, financial holding company of the Guzzini family, now in its fourth generation. |
| **foundation** | 1959 |
| **shareholder** | GH s.r.l., controlled by companies owned by Adolfo Guzzini, Domenico Guzzini and family, Mauro Guzzini and family and with a minority interest of Andrea Sasso and Tipo S.p.A. |
| **Vision & mission** | Social Innovation Through Lighting |
| **product and sbu** | Indoor and outdoor technical lighting for the culture, retail, urban, infrastructure, working and hospitality & living sectors. |
| **revenue for the fiscal year 2016** | Consolidated revenue of €231.5 million, up +3,7% compared to 2015, and with a growth of 26% in the last four years. |
| **employees** | 1,300 |
| **management team** | * Adolfo Guzzini, President * Andrea Sasso, Chief Executive Officer * Massimiliano Guzzini, Vice President;  Business Innovation & Networking Director * Paolo Guzzini, Vice President |
| **web** | [*www.iguzzini.com*](http://www.iguzzini.com) |

For further information:  *iGuzzini Website:* [*www.iguzzini.com*](http://www.iguzzini.com)

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