

#### F.I.L.A. MANIFESTO

Creativity is our challenge, colours and paper are our talents. Proudly Italian, we have crossed the oceans, reaching 150 countries in 5 continents, and we can think of ourselves as citizens of the world. We have developed alongside you, drawing inspiration from different cultures, entering millions of homes, schools, offices and atelier with more than 25 iconic brands.

We have built our history on our passion for art and creativity, making the concepts of coherence and transparency guiding principles that we have never ceased to follow. Excellence is our mission; production is a vocation expressed in more than 20 plants worldwide. We have been at your side for generations, with thousands of products for writing, drawing, colouring, modelling and painting. Irreplaceable tools that nurture immense creative passion and that transform your gestures into ideas and visions; the indelible traces of life.

A story of love that has lasted for a century, shaped by millions of hands. A page that is still to be written.

Colouring the future. Since 1920.

## CORPORATE PRESENTATION



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H1 2022 Results

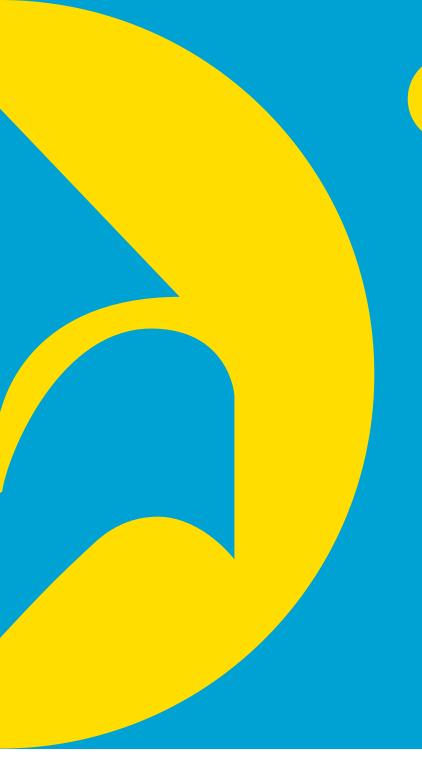


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## OVERVIEW

01











### WE PAINT THE FUTURE

With a portfolio of over 25 iconic brands and thousands of products available on all continents, F.I.L.A.

Fabbrica Italiana Lapis ed Affini is a leading global player specialised in the research, design, manufacturing and sale of creative expression tools.

## **Highlights**



1920

vear established



9,800+

employees



25

iconic brands



20+

product categories



150+

countries global presence



35

subsidiaries across the globe



production facilities (of which two in Italy)



€653.5 million €109.1 million

2021 adjusted Sales 2020 adjusted Sales: €608.2 mln



2021 adjusted EBITDA 2020 adjusted EBITDA: €95.4 mln



invested in acquisitions since 1994

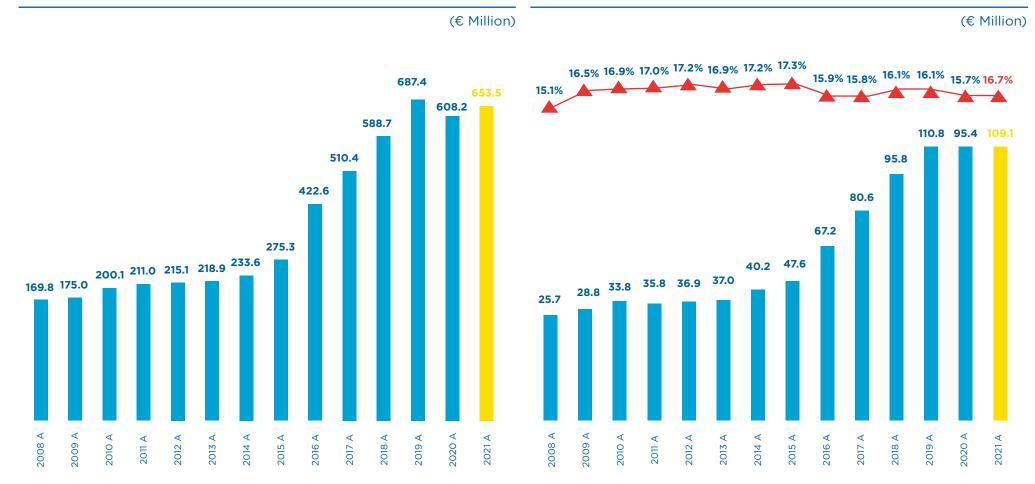
Note: 2020-2021 adjusted EBITDA excluding IFRS16

### Long-term growth

The F.I.L.A. Group results of the last 10 years clearly showed its capacity for organic and external growth over time

#### **TOTAL CORE BUSINESS SALES**

#### **ADJUSTED EBITDA\***

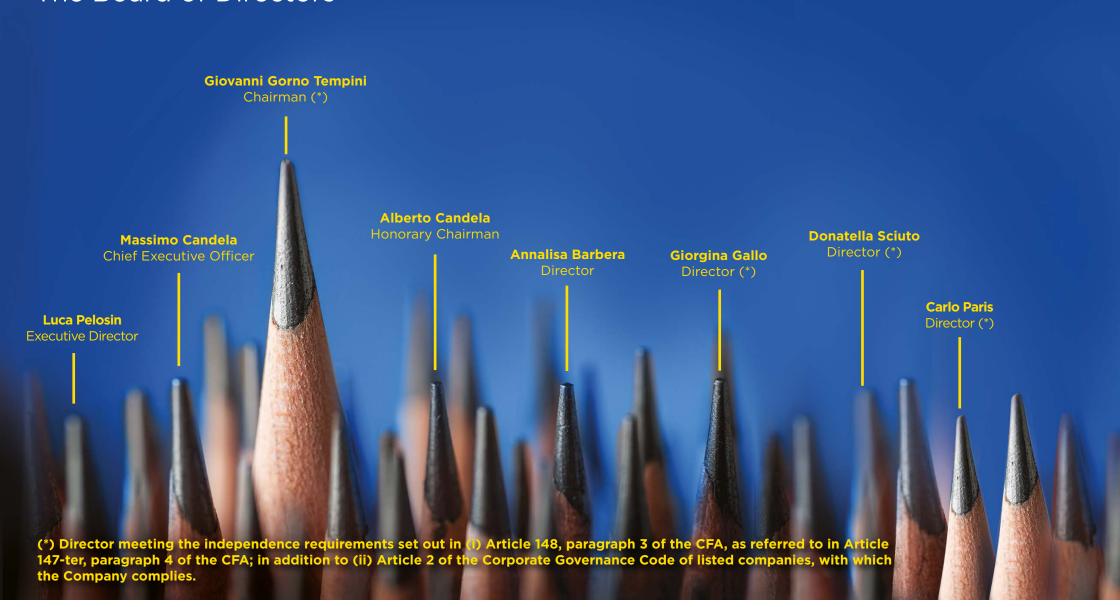


<sup>\*</sup> Excluding IFRS16 on 2018-2019-2020-2021 adjusted EBITDA

<sup>\*\*</sup> Considering IFRS15 application from 2018

## **Corporate Governance**

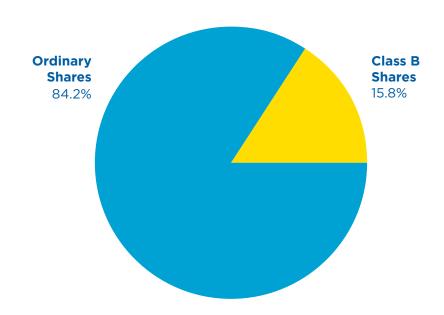
The Board of Directors

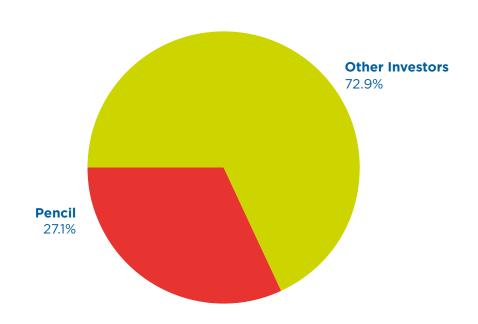


## F.I.L.A. Shareholders

**TOTAL SHARES\*** 

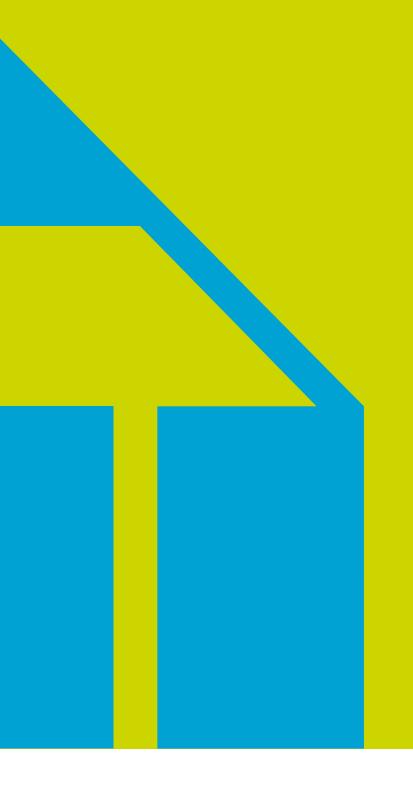
#### **ORDINARY SHARES ONLY**





<sup>\*</sup>Total shares 51.058.297 of which: Ordinary shares 42.976.441; Class B shares 8.081.856 (enjoy three votes each in accordance with Article 127-sexies of Legislative Decree No. 58/1998).





# F.I.LA. GROUP

02

## The story

#### Italian Talent and Unique Heritage

#### 1920

**23**<sup>rd</sup> **June**. The Fabbrica Italiana di Lapis & Affini is founded in Florence. Count Giuseppe Della Gherardesca is the first president of the company. The painter Severo Pozzati, known as Sepo, designs the first logo inspired by the lily, emblem of the city of Florence.

#### 1921

This year's list (or catalogue) is the first in the FILA historical archive. The first price lists and catalogues include over 100 products: graphite pencils (the most important lines are Orion and Selecta), copying pencils (3 lines in order of quality and price: Turandot, Tosca and Fiorenza), pencils for stenographers, coloured crayons and pencils for carpenters or handbags, and similar products such as brass and nickel point guards.

#### 1925

The range of Giotto pastels enters the market alongside the already existing Tiziano and Raffaello lines, followed a few years later by the Leonardo line.











## The beginnings of a family-run business during the century and across generations

#### 1933

The image of Giotto drawing on a stone in the presence of the master Cimabue is realized (and patented). It has been (present) on all Giotto brand products ever since and it is an iconic reference that has entered the collective imagination.

#### 1943

Sepo's drawing of a head with a pencil behind the ear, dating back to the early 1930s, is registered as a logo and it will be used until 1974.

#### 1956

After acquiring the Italian Lyra in 1953, Renato Candela becomes a shareholder of FILA. In 1956, a group of employees headed by Renato Candela took over the company and began to transform it into a production firm with a solid base in Italy. This enterprising and pioneering growth strategy based on innovation in technologies, products and tools, led F.I.L.A. progressively to conquer leading positions on the market.







## The story

#### Italian Talent and Unique Heritage

#### 1964

Alberto Candela succeeded his father Renato. Under his leadership the company started up a production path that concentrated on new products, images and styles: this saw the birth off Giotto Fibra , a forerunner of coloured felt tip pens Giotto Turbocolor and Giotto TurboMaxi.

#### 1973

In the new plant in Limbiate (MI), FILA starts the production of cosmetic pencils. In the same year, the headquarter is moved to Pero (MI), where another plant dedicated to the moulding and production of nibs and ballpoint pens had already been present since the previous decade.

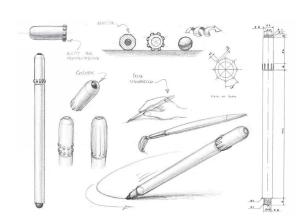
#### 1975

In 1975, Tratto-Pen - the "writing felt-tip pen" - was launched and met with immediate success being awarded the prestigious Compasso d'Oro prize in 1979 which celebrated its originality and the innovative functionality of the design, a quality that would also guarantee it a place in the New York MoMA.









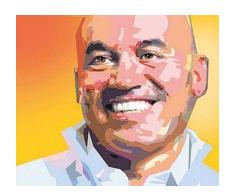
#### 1985

The Theme line is born. In addition to Tema Sfera, the graphite pencil Temagraph, defined as "the perfect pencil", is one of the most representative products. This item will change appearance over the years, but it is still in production today.

#### 1994

Massimo Candela, son of Alberto, became Chief Executive Officer. Under his leadership, F.I.L.A. has been focusing on international expansion, through a new policy of strategic acquisitions and continued organic growth, which also saw the establishment of distribution branches in strategic countries for the Group.





## A far-reaching expansion history

M&A has been part of our DNA since the '90s, today our products write and colour in all the languages of the world

Growth has always been in the DNA of F.I.L.A., which since 1994 has undertaken a constant process of internationalisation mainly thanks to a shrewd M&A strategythathasledtoimportant, successful acquisitions. Long-range geographical expansion is accompanied by consolidation in mature markets through the expansion of the product range to the Fine Art & crafts segment.

The latest addition is ARCHES®, one of the best known brands since 1492 in production and distribution of premium paper for Fine Art. The value of the integration of ARCHES® within F.I.L.A. portfolio has further strengthened the Group positioning as a recognized leader in the Fine Art and in the relationship with distributors and customers.



## Proven track record of successful M&A

	1994	2000	2005	2008	2010	2012	2014	2015	2016	2018	2020
		Omyacolor	DIXON TICONDEROGA COMPANY	<b>LYRA</b>	<b>Z</b> LAPIM <b>E</b> X	LICYN DOM <i>5</i>	Maimeri	STAR Borsa Italiana	CANSON®  ST CUTHBERTS MILL  DALER  ROWNEY  CONTROL  CONT	Pacon	ARCHES° Premium art papers, since 1492
Countries	Italy	France	USA, Canada, Mexico, China	Germany	Mexico	India, Brazil	Italy	Italy	France, UK	USA	France
Main Kationale	Product Expansion	Internationalisation		Entrance in the Fine Art Segment	Entrance in Key Growing Markets		Increase Presence in Fine Art	Admission to listing on the STAR segment of the MTA market	Increase Presence in Fine Art	Increase presence in one of the most relevant markets in the world	Consolidate presence in Fine Art

## **Purpose**

To inspire and enrich the lives of everyone through creative and artistic thinking.

## **Vision**

To become the go-to solution for all those seeking to express their creativity, offering the broadest portfolio of brands and products for art and creative education.

## **Mission**

To produce and create everything needed to shape ideas, to offer appealing, accessible and safe products and to nourish simple gestures, but also great creative passions, allowing everyone to express themselves at every point in their lives and across the world.





## **Values**

#### Legacy

we have a great tradition and a long history that inspires our future and creates a sense of belonging.

#### **Solidity**

we focus closely on return on investment to ensure the Group's continual growth;

#### **Integrity**

we always act with transparency, fairness, honesty and consistency;

#### Responsibility

we operate with respect for the people we deal with and the environment to create sustainable value;

#### **Excellence**

we are committed to high levels of quality, service, safety and performance.

## Strengths

F.I.L.A. is active on 9 main fronts and that makes us one of the leading global players



## 1. Recognised leadership in attractive markets

F.I.L.A. is present in over 150 countries as one of a few global players focused on consumable products for school, office and Fine Art. F.I.L.A. is among the leading groups for coloured pencils in the European and Mexican markets and for graphite pencils in the US and India. In the Fine Art segment, F.I.L.A. is one of the most relevant players worldwide, with leading positioning in fine art paper and colours.



## 3. Extensive product range and brand identity

F.I.L.A. designs and manufactures more than 50 product families for writing, drawing, painting, and modelling, supporting the artistic flair of children and adults. The portfolio includes several iconic products and, over the years, F.I.L.A.'s trademarks have become symbols of high standards of quality, reliability, and safety.



## 2. Vertically integrated business model

F.I.L.A. has developed a fully integrated business model, which allows the control of the critical phases of the manufacturing and distribution chain. Production follows a highly verticalised pattern, enabling the company to control costs, monitor quality standards and guarantee supplies to the distribution centres of the Group.



## 4. Proven track record of successful M&A

F.I.L.A. boasts a strong track record in identifying and pursuing successful M&A deals. Such an expansive strategy, started in the 1990s, has allowed the company to expand its presence in many key markets, and to diversify revenue generation by both region and product category.



#### 5. Financial performance

In recent years F.I.L.A. Group has demonstrated a constant capacity for great resilience in the face of economic cycles, its economic and financial performance has featured growth in revenues, good profitability and cash generation.



#### 6. Solid management team

The leadership exerted since the 1960s, first by Alberto Candela and then by Massimo Candela, has resulted in a stable and consistent long-term vision, allowing F.I.L.A. to implement the growth strategy that has resulted in today's company configuration.



#### 7. A single Group ERP

Resource planning software aimed at increasing the efficiency of business processes with the aim of enhancing the onboarding of any new companies acquired, facilitating control of internal growth lines and promoting the harmonisation of processes and the creation of a common culture. The Group ERP will also make it possible to obtain an updated and rationalized range of applications in support of the growth objectives of F.I.L.A.



## 8. The logistics warehouse in Annonay

In 2017, the development of a new logistics warehouse located in Annonay, France, was started, with the aim of distributing to Central Europe Countries all the main brands in the fine arts and school and channels. The investment has enabled the Group to benefit from cost and service synergies, particularly in distribution to customers in the European market. Annonay is supported by the latest generation ERP platform and a dedicated warehouse management tool benefiting from technologically advanced systems, such as an automatic picking system. Since the beginning of 2019 the logistics warehouse has been fully operational.

## **Market Scenario**

The F.I.L.A. Group today produces and manufactures tools and supports for design, colouring, painting and modelling, giving an outlet to the creative expression of children, young persons and adults

Unlike other industry players, F.I.L.A. has decided to remain faithful to the strategy of focusing on tools supporting creativity. This decision stems from the awareness that colour is acyclic and fundamental to the creativity and growth of people. Moreover, colour is not replaced by digital tools, but integrates with them.

F.I.L.A.'s future growth strategy is consistent with the current market situation and focuses on combining organic growth and product expansion in mature markets with targeted acquisitions in both mature and emerging markets.









### F.I.L.A. segments

**School** and Office

9 bn



Fine Art Colours



700 - 800 mln



Fine Art Paper



200 -250 mln

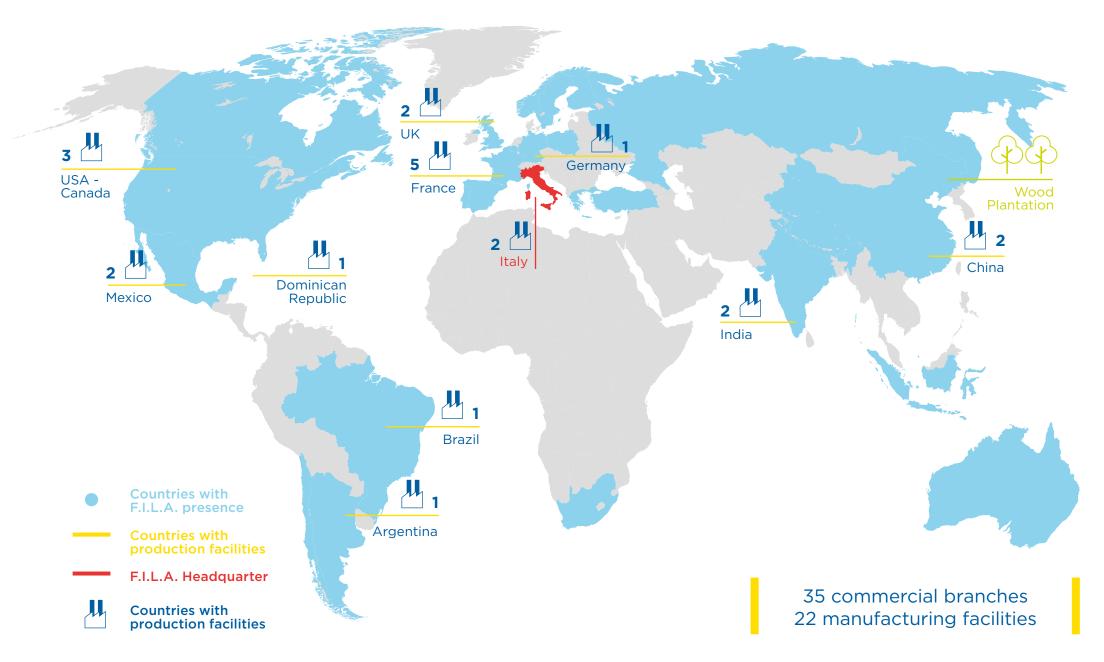
Global market size ex works € Source: Estimates carried out by management based on internal and third-party data sources

## **Truly Global Presence**

The international dimension of F.I.L.A. shows how it has managed to consolidate a vertically integrated production platform.

Since 2005 F.I.L.A. has increased its global penetration by expanding its distribution network from 3 to **35 commercial branches**. The number of **manufacturing facilities has risen from 6 to 22**, allowing F.I.L.A. to produce almost 100% of its products at its own facilities and to gain direct access to local production resources such as wood. Its fully integrated business model allows F.I.L.A. to have full control over its production processes, from wood to pencils.

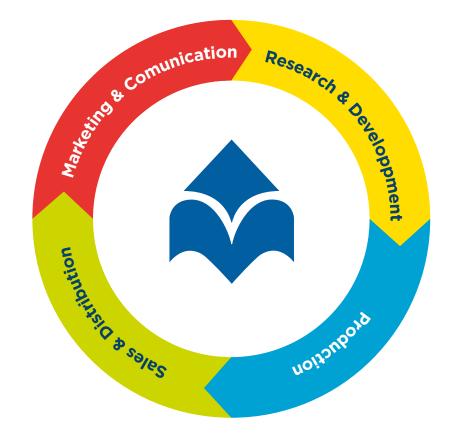
## Truly Global Presence



## Vertically Integrated Business Model

F.I.L.A. is in full control of every process, "from timber to products"

F.I.L.A. has established a vertically integrated business model, which is rare for the sector and allows the control of each phase of the manufacturing and distribution chain. F.I.L.A.'s global presence permits high flexibility and interchangeability to minimize the impact of import duties and other potential risks. The integrated business model allows F.I.L.A. to manufacture almost every item in its catalogue while maintaining a strong connection with the final users throughout all the distribution channels available.





## Marketing and Communication

#### Objective

Giving individuals the opportunity to express and satisfy their innate creative impulse throughout their entire life.

#### Strategy

Pull strategy based on building lasting relationships thanks to safeguarding touchpoints with stakeholders.

#### Touchpoints

O1 O2 O3 O4 O5
School Home Point of sale Free Time Office

#### Actions

Create analogue and digital content and communication activities, which feed the creative and artistic experience of the individual at all ages.

#### Activities

**School projects** (artistic and creative contests, promoters and academic training)

**Ongoing activities** (public relations, trader and consumer fairs, point of sale, workshop and tutorials, testimonials, loyalty programs)

Partnerships (museums, cultural events, festival)

#### Charity

## Research and Development

#### Dedicated teams

F.I.L.A. oversees R&D activities aimed at developing new products and improving existing ones through new materials. Research and development activities are carried out both centrally and through dedicated teams in Europe, Central and South America and Asia.

#### Competitive advantage

R&D ensures the compliance of products with applicable laws, particularly concerning their physical and chemical characteristics. In a context of frequent regulatory changes, this represents an important competitive advantage over the private label sector, which is less able to invest and comply with regulations.



#### **Production**

#### Made in F.I.L.A.

Vertically integrated production platform across more than 150 countries that allows important strategic advantages.

01

Direct access to production resources, in particular wood (F.I.L.A. creates finished products beginning with tree trunks) 02

In-house production of almost 100% of its products 03

**Establishment of a plantation**of approximately
250,000 poplar
trees in China,
with the aim of
covering around
15% of company's
wood needs



## Sales and Distribution

#### Commercial network

Strong network of 35 commercial branches in the main reference regions.

#### Ready availability

To ensure the ready availability for all of its products is part of F.I.L.A.'s mission.

Multichannel distribution, with a few categories of counterparties

**Wholesalers**, which buy F.I.L.A.'s products and resell them to convenience/proximity stores and small retailers in general.

**Office/school suppliers** a subcategory of wholesalers, which are entirely specialised in office/school items.

#### **Mass-market retailers**

**Large distributors** that work as intermediaries between the company and wholesalers.

**B2B operators** (clients buying tailor-made products with their own logos).

**Online channel** (sales to pure players and does not include online sales performed by multichannel retailers). F.I.L.A. is not directly selling on line in order not to compete with a portion of its clients.

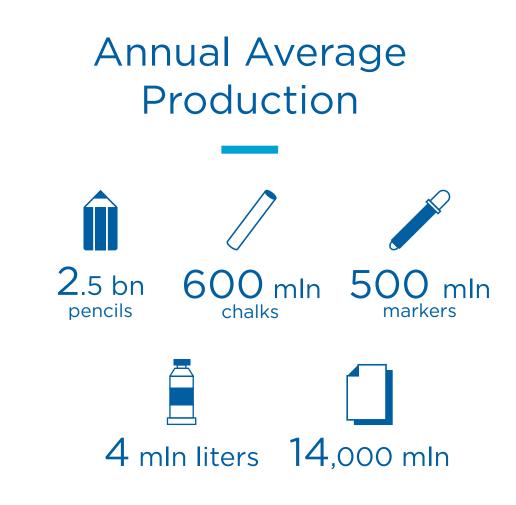
## **Extensive Product** Range and Brand identity

F.I.L.A. operates worldwide through a wide range of local and global brands, partly developed internally and partly acquired over the years as the expansion strategy moved forward. The range of products is primarily destined for use in schools, art schools, hobbyists and artists. The company, however, also caters for the office and industry segments, with a few, selected products.

2 business units

School-Office

Fine Art & Craft



## Main group brands and product categories

Product Categories		ARCHES° Premium art papers, since 1492			
Paper 🗍	causon canson canson	Strathmore  ST CUTHBERTS MILL  CANSON*  DALER ROWNEY		RRCHES° Premium art papers, since 1492 CANSON°	Paper for the Fine Art Paper for school Paper for leisure and craft Coloured paper Paper for traditional printmaking Digital fine art paper
Fine Art&Craft	Pacon DALER  ◆ ROWNEY	Maimeri © LUKAS  DALER • ROWNEY			Oil and acrylic colours Watercolours and gouache Canvases and brushes Accessories Basic craft
Writing (V	Tratto Ticonderoga  DOMS		Trotto TICONDEROGA  DOMS	EDEN ILCONERIO A COMMAN  E LYPE  Germany	Graphite pencils Ballpoint pens, fineliners and gel ink pens Highlighters and markers
Drawing and Colouring	GIOTTO GIOTTO PARA Germany  Vinci PRANG  LAMICES DE COLORES  Marries De COLORES  Marri	₩ LYRA Germany			Coloured and graphite pencils Wax and oil crayons Felt-tip pens Paints and watercolours Chalks and glues
Modelling (	GIOTTO DAS	DAS			Plasticine Clay for play Modelling clay
	$\leftarrow$ Pre-school, primary schools and secondary schools $\Rightarrow$				Consumer
					Categories
	School	Art School, Hobby and Artists	Office	Industry	

## Sustainability

Sustainability issues are rooted in F.I.L.A.'s history and culture. Paying attention to input quality, product and workplace safety and to supporting art and culture are patterns that have marked the history of F.I.L.A. and underlie the Group's growth and development.

In 2020, a year characterized globally by the health emergency from the Covid 19 pandemic, our Group has further accelerated its commitment to the pursuit of sustainable success, defining the Integrated Strategic Plan 2021-2025; a tool that allows to outline and plan in the medium to long term the identity of the Group itself, its basic objectives and the tools to achieve them, in line with the long tradition that has brought us up to this point.

We defined the purpose of the Group, revised our vision, mission and values accordingly, updating our Code of Ethics. The five-year Strategic Plan, divided into five levers, one of which is the Sustainability Plan, demonstrating the overall vision with which we intend to act.



# 2021-2025 SUSTAINABILITY PLAN

The 2021-2025 Sustainability Plan aims to internalize ESG issues in every business activity, based on 8 pillars:

- Robust, transparent governance
- Operating and financial sustainability
- Respect for the environment and resources
- Respect, development and recognition of employees and collaborators
- Protecting occupational health and safety
- Product quality and safety
- Sustainable supply chain
- **Community** support.

The Sustainability Plan, prepared by the Top Management of F.I.L.A. with the contribution of the most important branches, enhances the Group's commitment to ESG issues, with a view to continuous improvement and clearly defines the strategic guidelines of the Group towards all its stakeholders.

The Plan was prepared through the analysis, integration and development of various elements, including the Group's materiality analysis and the 17 Sustainable Development Goals (SDGs) for 2030 promoted by the United Nations, inspired by the "Ten Principles" of the United Nations Global Compact (UNGC), identifying the relevant ones for the F.I.L.A. Group.

## 2021-2025 Sustainability Plan



#### ROBUST. TRANSPARENT GOVERNANCE Implementing sustainability governance in line with best practices and which permeates business processes decision-making and operations, bringing together environmental, social



and governance factors







# OPERATING AND FINANCIAL SUSTAINABILITY

medium-/long-term for all stakeholders protecting and enhancing the Group's reputation









RESPECT

AND RESOURCES

Protecting water-related ecosystem

optimising water efficiency, reducing

environmental impacts, increasing energy

efficiency and the use of clean technologies

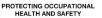
FOR THE ENVIRONMENT



Q







Protecting health and promoting a safe and secure working environment for all employees











#### RESPECT, DEVELOPMENT AND RECOGNITION OF EMPLOYEES

AND COLLABORATORS Valuing people and fostering an inclusive culture of respect and equal treatment in the protection of all differences, not only those of gender









Promoting sustainable policies to maintain and improve the quality and safety of our products











#### COMMUNITY SUPPORT

Promoting inclusive and sustainable industrialisation, training, and cultural and artistic learning with educational and cultural activities in local areas and







# **Group Sustainability organizational structure**

F.I.L.A.'s Board of Directors assigned on April 27<sup>th</sup>, 2021 to the Risk Committee the responsibility on Sustainability matters.



#### **Risk Committee composition**

Role	Name
President	Donatella Sciuto
Member	Annalisa Barbera
Member	Carlo Paris

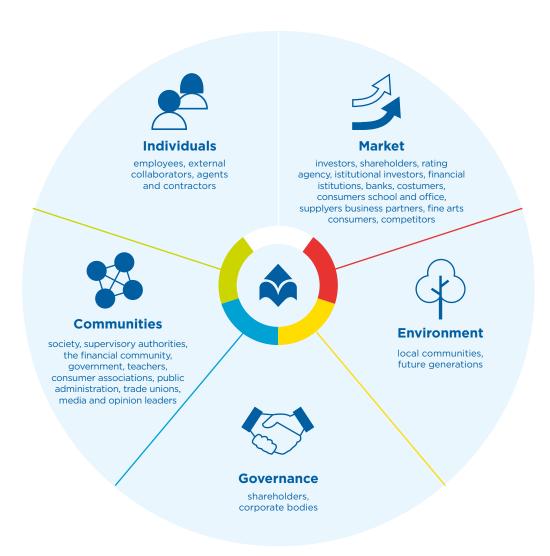
#### **HQ Managerial Sustainability Committee composition**

Role	Name
Group COO and Group CHRO (Lead)	Luca Pelosin
Group Chief Marketing Officer School & Office	Piero Frova
Group Chief Marketing Officer Fine Art	Nicoletta Marsi
Group Procurement VP	Raffaella Colombo
Sustainability Manager	
GUESTS	
Deputy School & Office Marketing VP - Europe	Orietta Casazza
Secretary	Sara Fornasiero

# Local Sustainability Committees



# Main group Stakeholders



# People

In F.I.L.A. we are convinced that the success of the Group is inextricably linked to the **people** who are part of it.

## In 2021:

- 9,823 employees at the end of 202148% women (4.735) 52% men (5.088)
- Age group: 52% of employees at Group level were under 30 (48% in 2020) and 24% are aged between 31 and 40 (unchanged from 2020). As such, 76% of the total workforce is under 40 years old, up from 72% in the previous year
- Workforce composed of 76% blue-collar workers,21% white-collar workers and 3% management
- During 2021, 72,054 hours of training were carried out, of which 14,033 in health and safety

The **F.I.L.A.** Consolidated Non-Financial Statements reports to our stakeholders the news, projects, associated risks and results achieved, in relation to our economic, environmental, and social performance.

The topics we report on, resulting from a materiality analysis, are:

01

#### **ENVIRONMENT**

Use of raw materials, Consumption of energy resources. Emissions into the atmosphere, Water consumption. 02

#### **PERSONNEL**

Equal opportunities, Occupational health and safety.

03

# SOCIAL AND LOCAL COMMUNITIES

Product quality and safety, Relations with suppliers Protecting diversity.

04

### **HUMAN RIGHTS**

Respect for human rights, Freedom of association and collective bargaining. 05

## **ANTI CORRUPTION**

Combating active and passive corruption.

# Respect for the Environment

**Wood** is the main raw material, after paper, used in the Group's production processes for the production of graphite and colored pencils. Logs, tablets and planks of wood are purchased for the production of pencils in manufacturing plants located in Mexico, India and China.

# Certifications

In recent years, the F.I.L.A Group has moved towards certifying the timbers to ensure that products are realised using timber based on sustainable forestry management.



Forest Stewardship Council® (FSC®)



Programme for Endorsement of Forest Certification schemes (PEFC®)



In 2021 Renewable energy recovered from wood dust waste equals to 183,000,000 MJ.

The F.I.L.A. over the years it has focused its attention on the **reuse**, where technically possible, of some of the raw materials used for production. The production of wooden tablets from which the pencils are made involves the reuse of primary production waste, such as, for example, the coupling of axes of smaller dimensions than the standard (or "finger joint") or of tablets of reduced width, the production of frames for artistic looms ("canvas").

To manage the development of our products in an environmentally friendly way, we have introduced an internal protocol that aims to **promote eco-friendly solutions**, reduce packaging materials in packages and constantly improve the performance of products by incremental.

99%

of waste generated by the Group production activities is classified as non-hazardous.

The production of plastics of vegetable origin or from renewable resources to reduce the emission of  $\mathrm{CO}_2$ , one of the main greenhouse gases. New durable containers for schools, Giotto schoolpacks and jars and the new Giotto bebé egg-shaped container-game, in 100% recyclable plastics of vegetable origin or from renewable resources: a first big step that opens the way to new applications of this materials and its progressive greater use, compatibly with its adaptability to the Group's products.

# Creating value for children

# Objective

Promoting creativity and the expressive capacity of individuals and making culture an opportunity that can be accessed by everyone.

Children and young people are the first company stakeholders and so are the institutes and organizations that work for the well-being and the growth "in colour" of the younger generations. This is why the F.I.L.A. Group has been expressing its social commitment by collaborating with institutions and alongside operators, and supporting educational and cultural projects.

- F.I.L.A. drafted the "Code of Conduct for suppliers and business partners" to ensure consistency with its system of values in the interactions with its suppliers and business partners, in addition to its Code of Ethics
- The offer of **quality products** is a founding value of the Group's Code of Ethics and one of the pillars of the Sustainability Plan; we respect all applicable regulation relating to toys and we voluntarily comply with relevant regulations







# 2021 BEYOND

03

# 2021-2025 **Strategic Plan**

The F.I.L.A. Group is one of the leading global enterprises devoted to the research, design, manufacture and sale of tools for creative expression. It operates in a sector that is increasingly centred around a few global players and in which brand loyalty plays an important role.

The Strategic Plan approved at the end of 2020 defines Group management guidelines for 2021-2025 with a view to sustainable growth:

- the Plan is a tool that allows the Group to define its medium-/long-term identity, its key objectives, and the actions and tools required to achieve them;
- it is an instrument that can be used to set out priorities, concentrate energy and resources, operations, establish strengthen agreements regarding forecast results, evaluate and adapt organisational management in response to changing circumstances, while guaranteeing a commitment to shared objectives.

The preparation of the Strategic Plan and the plans and activities contained within it are entirely consistent with the Group's purpose, vision, mission, and the values on which it is based.

# The 2021-2025 Plan is organised into 5 strategic lines and 22 levers:



#### CONSOLIDATION

**GROUP GOVERNANCE** 

- System rollout
- Digitalisation and technological innovation
- Corporate governance model



#### **GROWTH**

**INCREASED BUSINESS IN COUNTRIES WITH HIGH GROWTH POTENTIAL** 

- Strategic M&A transactions
- Industrial investments
- Commercial investments



#### **PROFITABILITY**

**GROWTH IN REVENUES AND** MARGINS IN THE COUNTRIES WHERE THE GROUP IS MOST **ESTABLISHED** 

- Distribution channels
- Market share by brand and product family
- Commercial policies
- Production Efficency
- Overhead costs



#### **EFFICIENCY**

MAKING FINANCIAL MANAGEMENT MORE **ROBUST AND EFFICIENT** 

- Cash pooling
- Working capital
- Cash generation



#### **SUSTAINABILITY**

MAKE SUSTAINABILITY ISSUES PART OF EVERY **BUSINESS ACTIVITY** 

- Robust, transparent governace
- Operating and financial sustainability
- Respect for the environment and resources
- Protecting occupational health and safety
- Respect, development and valorisation of employees and collaborators
- Product quality and safety
- Sustainable supply chain
- Community support

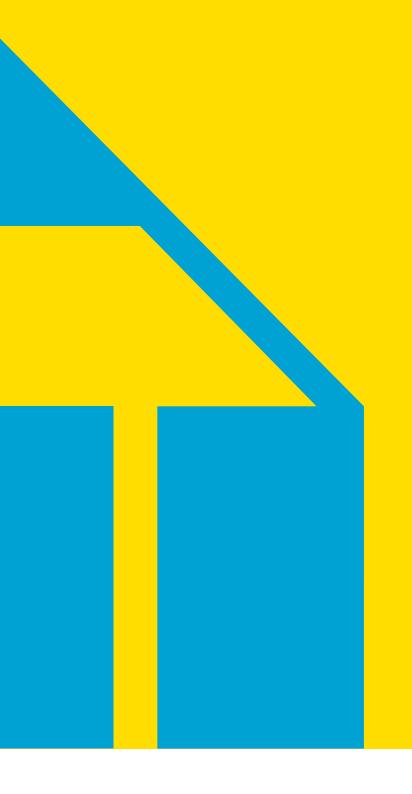












# H12022 RESULTS

04

# **H1 2022 RESULTS**



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By attending this presentation, you agree to be bound by the foregoing terms.

# H1 2022 HIGHLIGHTS

Adjusted Core Business Sales of 390.6mln €, +20.3% (+65.9mln €) on the same period of the previous year (324.7mln € in H1 2021); +13.9% at comparable FX rates (+20,7mln €). Asia +26.8mln € (+103.9%), Middle and South America +13.1mln € (+59.7%), North America +3.4mln € (+2.2%) and Europe +2.1mln € (+1.7%) partially offset by Other Countries -0.2mln € (-9.0%);

Adjusted EBITDA, excluding IFRS 16 impact, of 64.8mln €, +10.7% (+6.3mln €) on the same period of the previous year (58.5mln € in H1 2021); +6.5% at comparable FX rates (+3.8mln €), mainly related to the positive performance in Asia, Middle and South America;

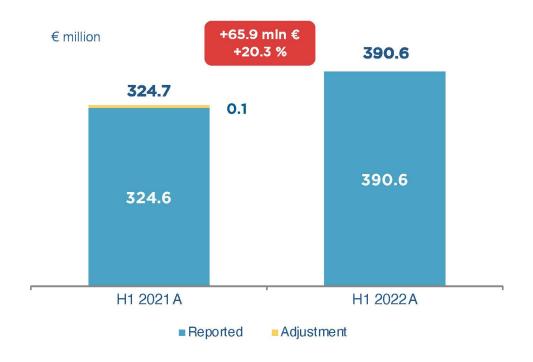
Adjusted EBITDA margin at 16.6% (18.0% in FY 2021) due to different sales mix and growth in areas with lower margins and to inflation impact on raw material and transportation partially mitigated through sale price increase and good operating fixed cost management compared to H1 2021A;

Total adjusted Net Profit excluding IFRS 16 impact, of 28.6mln €, + 1.8mln € (+6.9%) on H1 2021A.

Net Bank Debt of 428.2mln € (425.4mln € as at 30 June 2021) with a decrease in last twelve months of 26.3mln €, excluding negative FX effect of approx. 27.4mln € and M&A effect of approx. 1.7mln €;

"Free Cash Flow to Equity" at -50.0mln € (-16.2mln € in H1 2021), due to business seasonality impact and trade receivables and inventory increase to support the strong revenue growth, in an unpredictable difficulty scenario on an almost daily basis (in particular related to difficulties on of the world supply chain amplified after the pandemia by the Russian-Ukrainian crisis)

# **H1 2022 CORE BUSINESS SALES**



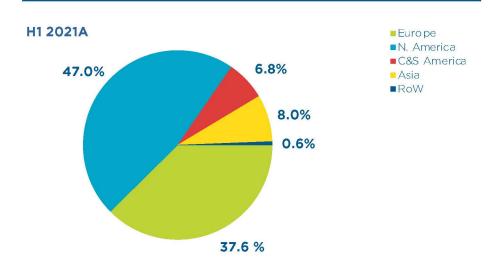
Adjusted Core Business Sales of 390.6mln €, +20.3% on H1 2021A; +45.2mln € (+13.9%) at comparable FX rates, of which:

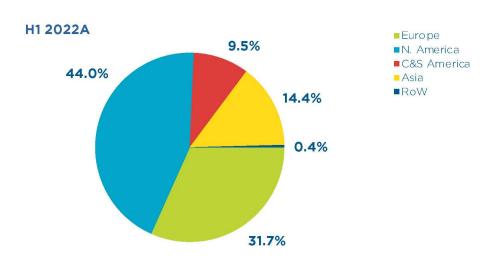
By Geographic Area: Asia +26.8mln € (+103.9%), Middle and South America +13.1mln € (+59.7%), North America +3.4mln € (+2.2%) and Europe +2.1mln € (+1.7%) partially offset by Other Countries -0.2mln € (-9.0%):

O.1mIn € adjustment in H1 2021A due to customer claims for Covid-19 mainly of Dixon Ticonderoga Company (US).

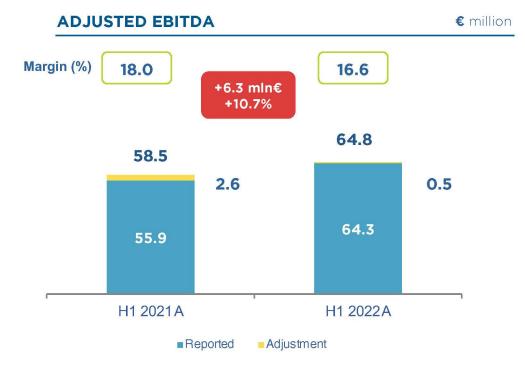
Data in millions of euros; for precise data refer to 3M FILA financial report

#### SALES BY GEOGRAPHICAL AREA





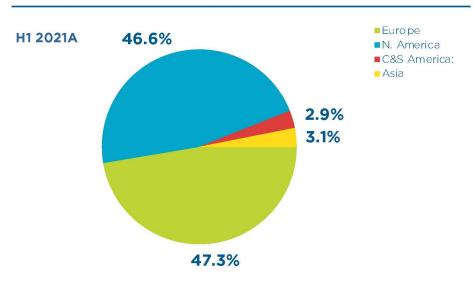
# H1 2022 EBITDA ADJUSTED (Excluded IFRS 16)

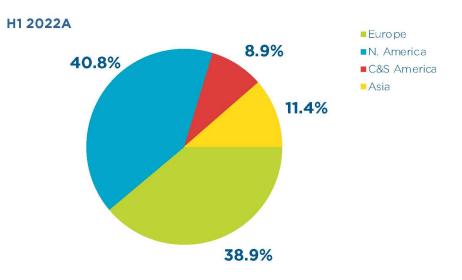


Adjusted EBITDA of 64.8mln €, +10.7% on H1 2021A; +3.8mln € (+6.5%) at comparable FX rates;

0.5mln € of extraordinary costs in H1 2022A mainly related to FILA Group reorganization costs – restructuring costs and consultancy fees (0.8mln €) and Covid-19 pandemic (0.6mln €) partially offset by Shares-Based premium (-0.9mln €); 2.6mln € of extraordinary costs in H1 2021A mainly related to Covid-19 pandemic, FILA Group reorganization costs, consultancy fees and Shares-Based Premium.

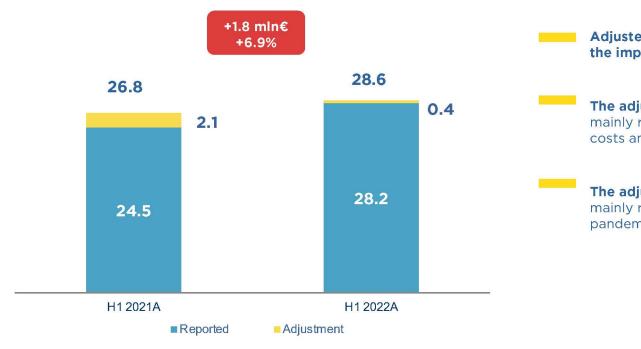
## ADJUSTED EBITDA BY GEOGRAPHICAL AREA





# H1 2022 ADJUSTED NET PROFIT (Excluded IFRS 16)

# ADJUSTED NET INCOME € million



Adjusted Net Income of 7.9 mln €, +10.2% on Q1 2021A due to the improvement of the Operating Results;

The adjustment of the Group Result in Q1 2022A for 0.4 mIn € mainly refers to Group reorganization costs – restructuring costs and consultancy fees, net of taxes effects;

The adjustment of the Group Result in Q1 2021A for 1.4 mln € mainly refers to extraordinary operating costs for Covid-19 pandemic impact, net of taxes effects.

Data in millions of euros; for precise data refer to 3M FILA financial report

# H1 2022 NET BANK DEBT AND NFP

#### (€ million)

	H1 2021A	2021A	H1 2022A
Cash and Cash Equivalents	74.7	137.2	101.7
Financial Liabilities and receivables	(500.1)	(418.0)	(529.9)
Net Bank Debt	(425.4)	(343.8)	(438.2)
Amortized cost	5.0	3.7	(0.1)
NFP for Covenants	(420.4)	(340.1)	(428.3)
Mark to Market Hedging	(15.0)	(9.9)	(0.7)
IFRS 16	(88.4)	(87.3)	(95.8)
NFP included IFRS 16 and Financial Instruments	(523.8)	(437.3)	(524.8)

	H1 2021A	H1 2022A
Trade Working Capital	336.6	387.8
Sales Reported Rolling	624.4	719.3
Trade Working Capital/Sales Reported Rolling	53.9%	53.9%

Net Bank Debt increase of 2.8mln € in the last twelve months, decrease of 26.3mln € excluding negative FX effect of approx. 27.4mln € and M&A effect of approx. 1.7mln €;

H1 2022A Net Financial Position increase of 87.5mln of compared to FY2021 (please refer to page 8 for details).

Data in millions of euros; for precise data refer to 6M FILA financial report

# H1 2022 INCOME STATEMENT REPORTED

(€ million)

PROFIT & LOSS	Q1 2021A	% on Sales	Q1 2022A	% on Sales
Core Business Sales	324.6		390.6	
Other revenues	3.5		6.2	
Total revenues	328.1		396.8	
Cost for Raw Materials and Supplies net Increase(decrease) inventory	(145.6)	(44.9%)	(187.3)	(47,.9%)
Costs for Services and Use of Third-Party Assets	(49.1)	(15.1%)	(57.6)	(14.8%)
Personnel Costs	(67.3)	(20.7%)	(75.9)	(19.4%)
Other Operating Costs	(2.8)	(0.9%)	(4.1)	(1.1%)
Total operating costs	(264.7)	(81.6%)	325.0	(83.2%)
EBITDA	63.3	19.5%	71.8	18.4%
Depreciation and Amortization	(20.2)	(6.2%)	(20.7)	(5.3%)
Write-Downs	0.3	(0.1%)	(1.1)	(0.3%)
EBIT	43.4	13.4%	50.0	12.8%
Financial income/expenses	(12.2)	(3.7%)	(14.3)	(3.6%)
Income/expenses from associates at equity method	0.1	0.0%	0.4	0.1%
PBT	31.4	9.7%	36.1	9.2%
Taxes	(7.5)	(2.3%)	(8.8)	(2.2%)
Total net profit (loss) of the period	23.8	7.3%	27.3	7.0%
Total net profit (loss) attributable to non controlling interests	0.0	0.0%	2.4	0.6%
Fila Group's total net profit (loss) of the period	23.8	7.3%	24.9	6.4%

(€ million)

P&L ADJUSTMENTS	Q1 2021A	% on Sales	Q1 2022A	% on Sales
REPORTED CORE BUSINESS SALES	324.6		390.6	
Total Adjustments	0.1		=	
ADJUSTED CORE BUSINESS SALES	324.7		390.6	
REPORTED EBITDA	63.3	19.5%	71.8	18.4%
IFRS 16 Impact	(7.4)		(7.5)	
Total Adjustments	2.6		0.45	
ADJUSTED EBITDA EXCLUDED IFRS 16	58.5	18.0%	64.8	16.6%
REPORTED FILA GROUP NET PROFIT	23.8	7.3%	27.3	7.0%
IFRS 16 Impact	0.7		0.9	
Total Adjustments	2.1		0.4	
ADJUSTED FILA GROUP NET PROFIT EXCLUDED IFRS 16	26.8	8.2%	28.6	7.3%

Data in millions of euros for precise data refer to 3M FILA financial report

# H1 2022 BALANCE SHEET REPORTED

#### (€ million)

BALANCE SHEET	2021A	H1 2022A	
Intangible assets	445.8	460.6	
Tangible Assets	169.7	176.6	
Biological Assets	1.9	2.0	
Financial Fixed Assets	5.6	5.,5	
Fixed Assets	623.0	644.7	
Other Non Current Assets/Liabilities	19.1	21.4	
Trade Working Capital	277.2	387.8	
Other Current Assets and Liabilities	(0.2)	(4.0)	
Net Working Capital	277.0	383.8	
Provisions & Funds	(83.7)	(85.1)	
NET CAPITAL EMPLOYED	835.4	964.7	
Shareholders equity	(398.1)	(440.0)	
Net Financial Position	(437.3)	(524.8)	
TOTAL NET SOURCES	(853.4)	(964.7)	

Data in millions of euros for precise data refer to 3M FILA financial report

# **H1 2022 CASH FLOW STATEMENT**

(€ million)

CASH FLOW	Q1 2021A	Q1 2022A
EBIT	41.6	48.3
Adjustments for non monetary costs	15.6	16.1
Adjustments for taxes	(2.7)	(6.9)
Adjustments for taxes  Cash-flow from operating activities before changes in NWC	54.5	57.4
Changes in net working capital	(58.5)	(95.5)
Operating cash-flow	(3.9)	(38.1)
Operating cash-flow Investments in tangible and intagible assets Free Cash Flow	(4.8)	(7.2)
Free Cash Flow	(8.7)	(45.3)
Net financial expenses	(9.5)	(8.6)
Other changes	2.1	3.8
Free Cash Flow to Equity	(16.2)	(50.0)
Capital increase/reimbursement/dividends	(7.0)	(14.0)
Changes in Amortized cost	(1.2)	(3.7)
Changes mark to market hedging	3.8	9.1
Effect of FX rate movements*	(6.2)	(18.7)
Changes in IFRS 16 Net Financial Position	(3.5)	(8.5)
M&A - Acquisition: 2020 Arches	-	(1.7)
Changes in Net Financial Position	(30.4)	(87.5)

Data in millions of euros for precise data refer to 3M FILA financial report

<sup>\*</sup> Related to Net Bank Debt



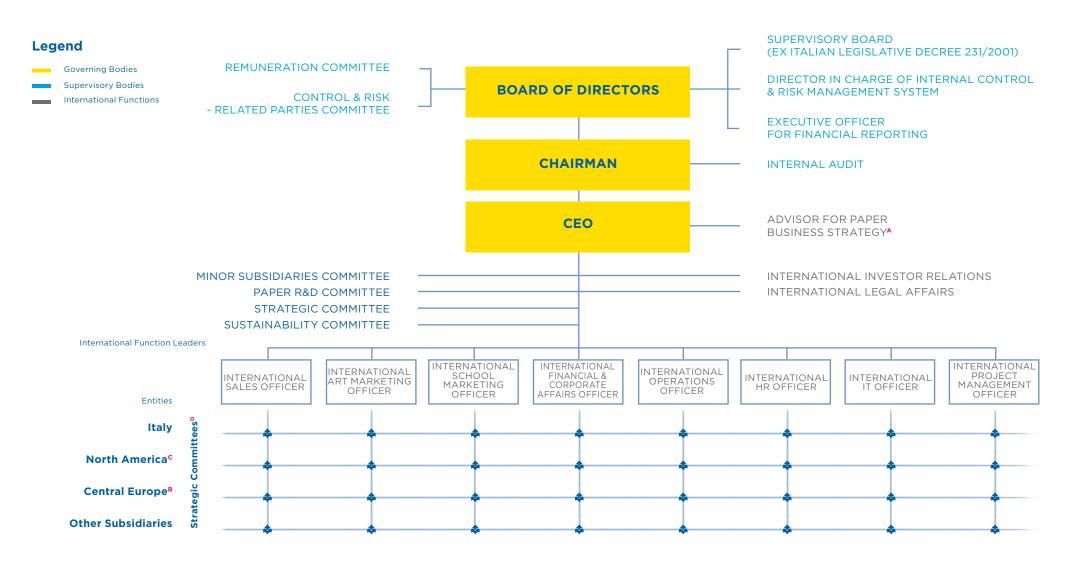


# APPENDIX

05

# **Corporate Governance**

A Group Structure that connects Italy to the rest of the World



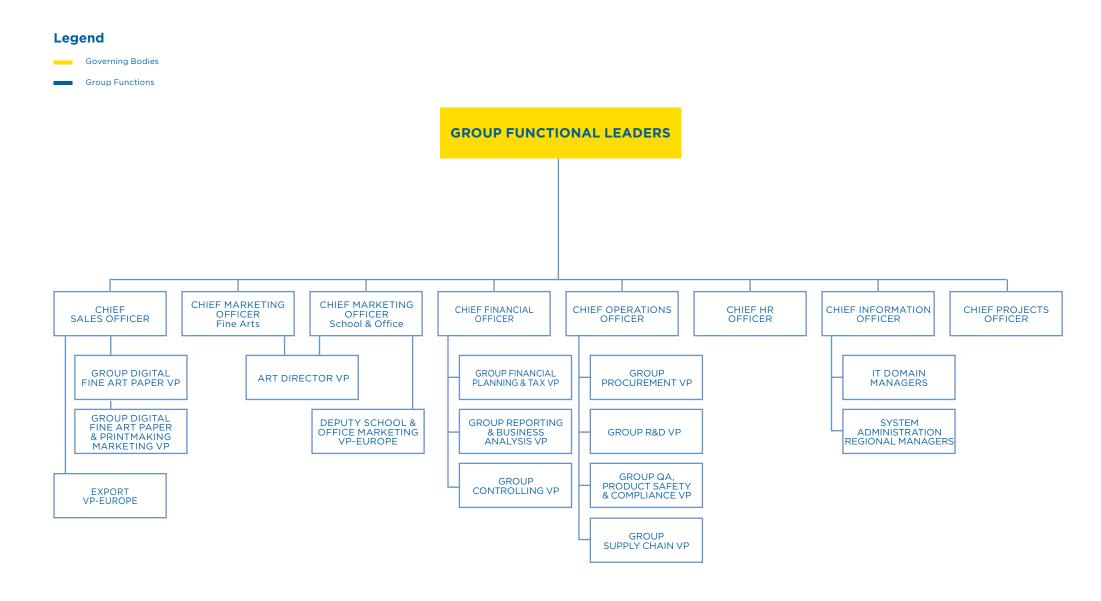
<sup>&</sup>lt;sup>A</sup> The Advisor also supports the International Operations Officer regarding industrial and production matters - <sup>B</sup> Germany - France - Spain - Benelux - Portugal - Austria - <sup>C</sup>USA - Canada - <sup>D</sup>The Strategic Committee of each Local Entity is composed by representatives of F.I.L.A. S.p.A. (CEO, Int. Operations Officer, the two Int. Marketing Officer) and by local CEO.



# Parent Company F.I.L.A. S.p.A.

# Legend **Governing Bodies Control Bodies** Group Functions **SHAREHOLDERS** STATUTORY AUDIT COMMITTEE **EXTERNAL AUDITORS** SUPERVISORY BOARD (EX ITALIAN LEGISLATIVE DECREE 231/2001) **EXECUTIVE OFFICER FOR FINANCIAL BOD COMMITTEES** REPORTING **BOARD OF DIRECTORS** • REMUNERATION COMMITTEE DIRECTOR IN CHARGE OF THE INTERNAL • CONTROL & RISK & RELATED PARTIES CONTROL AND RISK MANAGEMENT SYSTEM COMMITTEE INTERNAL AUDIT CORPORATE AFFAIRS OFFICE MANAGEMENT COMMITTEES **GROUP CEO** • STRATEGIC COMMITTEE • MINOR SUBSIDIARIES COMMITTEE PAPER R&D COMMITTEE ADVISOR FOR PAPER BUSINESS STRATEGY • SUSTAINABILITY COMMITTEE **INVESTOR RELATOR** LEGAL AFFAIRS OFFICE **GROUP FUNCTIONAL LEADERS**

# Organizational structure



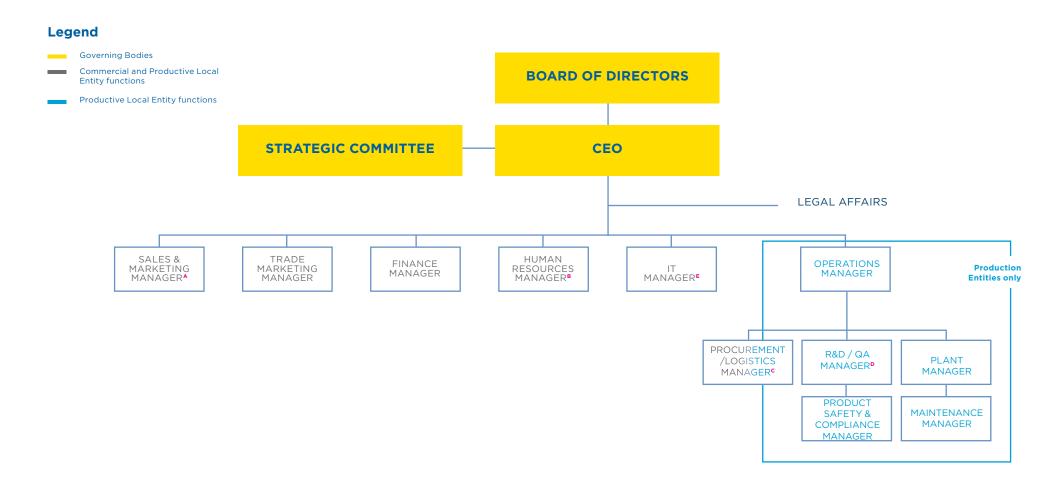
# **North America**

# Organizational structure

#### Legend **Governing Bodies** Local Functions CHAIRMAN CEO STRATEGIC COMMITTEE **EVP SALES & EVP SALES &** CFO & EVP HR DIRECTOR MARKETING **EVP OPERATIONS EVP PURCHASING** MARKETING **ADMINISTRATION EDUCATION** FINE ART **CUSTOMER SERVICE** DIRECTOR OF DIRECTOR OF SUPPLY CHAIN & ΙT FINANCE MANAGER **OPERATIONS** DISTRIBUTION PM DIRECTOR

# **Central Europe and other Subsidiaries**

# Organizational structure



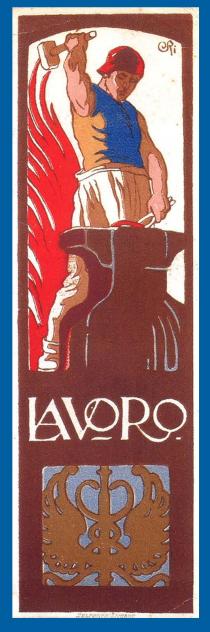
Aln some Local Entities, Sales and Marketing functions may be separated - In minor Local Entities the Human Resources (HR Manager) function can report to the Finance Manager rather than to the local CEO - The Purchasing and Logistics (Procurement / Logistic Manager) functions: 1) can report directly to the CEO if the Local Entity is not productive; 2) can be combined or separated based on the size and complexity of the Local Entity - The R&D / QA Manager may report directly to the CEO - The IT Manager, depending on the types of activities performed, may not report to the CEO but to the Finance Manager or Operations Manager.











# **Brand Portfolio**

A consistent group of companies that launched iconic brands across the centuries and around the world.



#### **COMPANY**



**Founded in 1920** on June 23<sup>rd</sup>, 1920 In Florence, industrialists and managers of local companies (the Tuscan Society for Electricity Companies, the Tuscan Ceramics Industry, the Valdarno Mining and Electricity Company) headed by Count Giuseppe della Gherardesca found F.I.L.A. (Fabbrica Italiana Lapis ed Affini).

Originally, F.I.L.A.'s business focused on pencils (*lapis*). In 1923 the Company launched its first brand dedicated to colour and creative expression, Giotto<sup>®</sup>. In 1956, a group of employees headed by Renato Candela took control of the Company and began transforming it into a manufacturing Company expanding its business through Italy. In 1959, the Company relocated its headquarters to Milan.

In 1964, Alberto Candela succeeded his father Renato as CEO of the Company. Under his leadership, the Company developed and launched a variety of new products, such as Giotto Fibra (a forerunner of coloured felt-tip pens) and Tiziano (devoted to professional and amateur artists). Under the leadership of Massimo Candela, CEO since 1992, the company focused its strategy on internationalizing by acquiring companies with a strong brand identity in existing and new products categories.

Across the years F.I.L.A. continued to innovate and launch new brands while pursuing a coherent acquisition strategy aggregating companies dedicated to creative expression that include iconic brands, often covering more product categories. That is how one of the leading world group in the field was born. Today F.I.L.A. is a proud parent company with a broad range of brands and thousands of products in every continent.

#### MAIN BRANDS

# **GIOTTO**

Since 1923, the iconic brand for school, with instruments for creating, drawing and colouring. The Italian brand which has enraptured generations of children for almost one hundred years. Today it offers a vast range of products that is renewed from year to year to meet all school and free time requirements with coloured crayons, wax crayons, oil pastels, chalks, felt-tip pens, paints, glues.



**EMEA • ASIA • SOUTH AMERICA** 



#### Launched in 1962, acquired in 1994

The DAS brand is an acronym of the name of its inventor - Dario Sala - who registered the patent in 1962. A synthetic paste that hardens in the air without baking. It is a modelling material with an almost infinite series of expressive possibilities, capable of meeting all technical requirements by favoring and at the same time stimulating the user's creative freedom. It is known and used all round the world by children, hobby-makers and professionals of all ages.











#### Launched in 1964, acquired in 1994

Since 1964, iconic brand and synonym of modelling clay, Pongo is a soft, coloured wax for modelling that is non-stick and allows the user to create coloured figures without having to decorate them. Pongo is an educational product, fun to play with, but also an extremely valid material for hobby-makers, artistic activities and crafts.







**EMEA • ASIA • SOUTH AMERICA** 



#### Launched in 1984, acquired in 1994

Playing is all-natural with the playdough made by safe ingredients designed for children as young as two years of age. Launched in 1984, Didò is an all-natural play dough designed as a specific modelling clay for the child's first impact with this kind of material. Didò responds to the child's needs to touch and feel, which are essential requirements for forming the senses.





ITALY



#### Launched in 1973

The mark of Italian writing. A line created at the beginning of the 1970s with two state-of-the-art products: Tratto Pen and Tratto Clip, winners of the prestigious award for design -Compasso D'Oro - in 1979. Since then, the range has been enhanced with a series of instruments for writing, highlighting and marking; a complete, modern range for school, office and free time.





**EMEA** 



#### **COMPANY**



#### Founded in 1827 and acquired in 2005

Dixon Ticonderoga Company holds the distinction of being one of the oldest companies in the United States, with roots dating back to 1795 during the term of the first president, George Washington. The son of a ship captain, Joseph Dixon had a curious mind and an entrepreneurial spirit. He enjoyed experimenting with various uses for graphite found on his father's sailing vessels. He mixed the mineral with clay and water, rolled it into strips and baked it in his mother's oven. He then pressed the mixture into grooved cedarwood and, in 1812 the first Dixon pencil was created. Dixon's fascination with new technologies led to many notable innovations that contributed to America's development and progress. Having discovered a variety of uses for graphite – from stove polish to crucibles – he began his business in Salem, Mass., in 1827.

One of Dixon's inventions was a heat-resistant graphite crucible widely used in the production of iron and steel during the Mexican-American War. This invention was so successful that, in 1847, Dixon built a crucible factory in New Jersey. Despite having been introduced in 1829, it wasn't until the Civil War – when soldiers were seeking a more practical alternative to the quill pen for writing home – that the pencil became widely adopted. Rising demand promoted Dixon to invent a machine capable of producing 132 pencils per minute and quickly became the largest manufacturer of graphite pencils in the world. The Joseph Dixon Crucible Co. continued to prosper throughout the 20th century, growing through a series of mergers and acquisitions. In 1957, hoping to supplement its line of lead pencils, Dixon merged with the American Crayon Co., which was founded by Louis Prang. This merger brought to Dixon such products as the Prang crayon, the coloured pencils, the tempera paints and other tools for school.

In 1953 the Joseph Dixon Crucible Company de Mexico S.A. (JDCCM) was established and in 1955 It started manufacturing in Mexico. In 1983, Dixon Ticonderoga Company was formed by the merger of Bryan Mawr Company and Joseph Dixon Crucible Company.

#### **MAIN BRANDS**

## **TICONDEROGA**

Ticonderoga is among the most powerful and recognized pencil brands in the U.S. and has been since 1913 when the yellow No. 2 Ticonderoga pencil was introduced. Today the company pairs excellence with a rich iconic history. What once started with a powerful focus on graphite pencils has quickly evolved into a family of premium writing instruments for school, office and personal use.



**NORTH AMERICA** 



Prang was founded in 1882 by Louis Prang, an American printer, lithographer, and publisher who believed that art played a vital role in fostering imagination and freedom of expression - in people of all ages. Famously known for inventing the Artist's Color Wheel, Prang also pioneered developments in the chromolithographic process - a form of printing in colour that revolutionized modern art It was while teaching his young daughter to paint that Louis Prang recognized the need for better teaching methods and art supplies in American schools. Fueled by a steadfast belief in the value of art education and a desire to give all children exposure to art, Prang established a comprehensive training program for public school art teachers.



The same passions that drove Louis Prang's innovations continue to inspire our modern product line. Through creative innovations, we strive to deliver excitingly unique, artistic solutions that bring consistently bold creativity to each and every project. Today Prang is a brand that caters to the artist in all of us by offering superior products that deliver an unparalleled experience, including but not limited to colouring, painting and drawing instruments.

## DIXON

The name originates from its founder, Mr Joseph Dixon, who was the first to mass-produce wood and graphite pencils in the U.S., along with many other highly accredited inventions. Today, Dixon encompasses a full array of writing and marking tools for school, office and industrial applications.



NORTH AMERICA



WRITING







ART SCHOOL, HOBBY AND ARTISTS OFFICE



**MAIN BRANDS** 



Colores Vinci SA was founded in 1947 and purchased by the Dixon Group in 1997. Initially, only temperas and complementary products were produced under the Vinci brand. Since then, the product portfolio has been widely diversified and enhanced with the introduction of coloured crayons, felt-tip pens, modelling clays, chalks and watercolours, becoming one of the best-known and best-loved brands for school instruments in the Mexican market. Today the Vinci brand has also been further extended, to cover both artistic instruments and tools for decoration (Vinci Arts) in addition to didactic and educational materials (Vinci Fun Kids and Vinci be-bè).





Originally named School Color, Mapita is an iconic brand of coloured pencils in Mexico. Since the early 1990s, the packaging bears a stylized image of the geographical map of Mexico, which has made the product easy to recognize and extremely popular.



MEXICO • CENTRAL AMERICA



The brand was registered in Mexico in 1977 and since then matched with coloured pencils and wax crayons. Its forty year-long history and tradition make it one of the best-known brands for children of school age.





**MEXICO • CENTRAL AMERICA** 

#### **MAIN BRANDS**



Launched in 1944. The brand has been linked with coloured pencils since 1944 when Manuel Espinoza Ardila launched Lapicera Mexicana in the Mexican market. Even today its power resides in the loyalty of generations of consumers and the nearly 250 million pencils sold each year with the iconic Snow White's packaging.



**MEXICO • CENTRAL AMERICA** 



Distinguished brand of quality wooden pencils launched by Dixon Mexico in the early 1980s. It is currently one of the leading brands of graphite pencils in the country and a classic for school use.



**MEXICO** 



Legendary brand owned by Lapicera Mexicana (founded in 1950) and since 2010 a new line of wood free graphite pencils has been entirely produced using tri-extrusion technologies on compounds made with plastic materials.



**MEXICO** 





#### Founded in 1806 and acquired in 2008

A legendary brand founded in 1806 by Johann Froescheis in Nuremberg, boasting a history that spans two centuries of quality and continuous innovation. LYRA is one of the oldest brands of pencils in the world, thanks to the inventive spirit of its founder and his successors who determined its success by making crucial choices, such as crossing over to mass production in 1848 and transferring the company to Grossweidenmühle (Nuremberg) in 1860. The genius of Froescheis combined later with the commercial talent of Karl Grasser catapulted the Company into new markets. At the beginning of 1900, Lyra employed 500 workers and produced 53 million pencils and fountain pens. In 1932 the company opened a production facility in Italy. Although 85% of the Company was razed to the ground by the bombings during the Second World War, after a difficult post-war period, Lyra returned to its ancient splendor, solid and international, and recognized all over the world.

#### Launched in 1868

In 1868, the symbol of LYRA was registered as a brand. The lyre is a musical instrument that accompanied the singers of that period. The reason why the lyre was chosen remains a mystery but it was presumably because of the high quality of the pencils. This was symbolically associated with the perfection and purity of the sound that this instrument allowed its player to achieve.

Lyra has been synonymous with innovation and excellence "made in Germany" for over 200 years and consists of a range of extremely high-quality pencils and crayons with an innovative design. A varied, complete line with products for use in drawing and within artistic, technical and scholastic contexts.

## robinson

#### Launched in 1908

Coated in iconic and memorable smart blue varnish, these Hexagonal HB-grade graphite pencils perfectly cover school or office use for either writing and drawing.



#### EMEA · ASIA

333® PROFI

#### Launched in 1909

This ionic carpenter pencil was already listed in the 1895 catalogue. A carpenter pencil that is probably the best known of its kind due to its professional quality, oval red shape, and strong resistance.







#### Founded in 1976 and acquired in 2012

DOMS INDUSTRIES PRIVATE LIMITED (DIPL) is India's leading stationery manufacturing and marketing company. As one of the fastest growing companies that combines excellent manufacturing infrastructure, focuses on quality, has a pan-Indian distribution network and global partnerships; DIPL is uniquely positioned to capture the opportunities of the changing industry landscape.

When the first pencil rolled out in 1976, the founders and great visionaries, Late Shri Rasikbhai Raveshia and Late Shri Mansukhlal Rajani had dreamt of building a dynamic organization which aimed at manufacturing stationery products that were committed to excellence and superior quality, and this vision still guides everything we do, and always will. Today, DIPL is engaged in the production and global marketing of wooden pencils, coloured pencils, polymer pencils, sharpeners, erasers, mathematical & drawing instruments, ballpoint pens, wax crayons, oil pastels and a wide range of student art materials. Also it has subsidiaries offering paper stationery and ink-based writing instruments, through acquisitions. The flagship brand, DOMS, has seen significant growth in the last decade and is the Most Important brand in the Indian stationery sector today.

DOMS has been awarded India's No 1 Brand Awards in 2016 and in 2017, India's Most Trusted Brand Award in 2016 and in 2017, Export Excellence Award-2017, Gujarat Best Brand award 2018. Our other brands, C3 and Debok, offer a wide range of polymer stationery products and writing instruments respectively.



ASIA







### Founded in 1923 and acquired in 2014

1923 saw the birth of one of the very first factories in Italy to manufacture artists' paints and varnishes: Fratelli Maimeri. The company was founded on the combination of artistic interest and techniques of the painter, Gianni Maimeri and his brother's, Carlo, chemical knowledge.

From the very beginning the company has focused all its efforts on selecting top quality raw materials, eliminating all those substances which experience has shown to be harmful, and in avant-garde manufacturing technologies. Overcome the difficulties of World War II, in 1951, after the death of its founder, the future of the Fratelli Maimeri spa, was left in the hands of his son, Leone.

Leone, during the economic revival of the 1960s, transformed the brilliant but small, original company into the dynamic industry we know today. Gianni Maimeri, Leone's son, bringing together his deep passion for the family and rapid corporate growth, has transformed the company into a Joint Stock Company. On 31 March 2014, Gianni Maimeri and F.I.L.A. joined forces to create INDUSTRIA MAIMERI S.p.A, to give birth to a common project for the development of a group leader in products dedicated to artistic creativity.

The Maimeri mark depicts a tetrahedron, a perfect prism in terms of its proportions. The perfection incorporated in the symbol extends to all the Maimeri products that are today representative of Italian excellence in the production of material for painting all over the world, and an example of the great passion and constant synergy between Art, Industry and Innovation.

**MAIN BRANDS** 

## **MAIMERI PURO**

The unique superior oil colours range made with a single pigment. It is just pure, sincere, not mixed with other extra substances which can alter the characteristics or reduce the quality. Just oil and pigment. Nothing else. Developed to get an excellent chromatic result. Colour by colour, individually.

MODELLING





GLOBAL



90 mono-pigment colours, transparent, limpid, brilliant. The perfection of the colour with the highest light fastness to create impeccable and sharp tonal overlapping. No blending powders nor additives: just pure binder and pigment. Nothing harmonizes or synchronizes the shift between the various shades.





GLOBAL



A new acrylic language, strong, fast, workable according to the nature and heart of the user. A fantastic tool for professional artists and students. 85 colours and 12 medium available in range to enhance and increase the qualities of the colours. Excellent price-quality ratio.





GLOBAL



The typical italian oil colour range and the most popular for almost forty years. Outstanding brilliancy and performance, tones cleanness. A product suitable for all endusers from amateurs to artists. A solid, everyday, extra-fine product.







## Founded in 1557 and acquired in 2016

Canson is a global leader in the manufacture of premium paper for the fine art sector. The company's mythical origins trace back to the 16th century, when Jacques Montgolfier settled in the Beaujolais area. This marked the beginning of the geographical expansion of this family that, across several centuries, set up a large number of paper mills. It was in 1692 that his sons, Michel and Raymond Montgolfier, arrived in Vidalon, in the region of Annonay. In 1777 the family achieved the production of a smooth paper without any trace of laid lines. Whilst in 1782 Joseph and Etienne Montgolfier invented the first hot air flying balloon which was made out of paper and in 1784, the Montgolfier paper mills were hoisted to the rank of Manufacture Royale. The name Canson first appeared in 1801, when Etienne's son-in-law, Barthélemy Barou de la Lombardière de Canson took over the business after Etienne had died. Canson continued to launch inventions such as tracing paper that revolutionised architects' work, pulp-coloured paper with a lasting uniform colour, and in 1865, a patent for photographic paper. Innovation characterizes the company also in modern times and extends to computer aided design and quality conservation paper, and photographic, school and leisure and high-quality fine art papers.



## **DALER ROWNEY**

#### Founded in 1783 and acquired in 2016

Daler-Rowney is one of the only brands offering its own products in the key categories of Papers, Brushes and Colours.

Before focusing on Fine Art, Richard and Thomas Rowney sold cosmetics for wigs in London. The Rowney Company achieved success and supplied artists such as Constable and Turner. After more than a century, Rowney became the European pioneer in the use of artists' acrylics in 1963, a significant milestone in the company's development. Its Cryla Artists' Acrylic was used by Pop Art painters like Peter Blake and Bridget Riley. The Daler Board Company started as a signwriting business which flourished in post-war Britain. The company developed a variety of artists' materials, including the first synthetic watercolour brush. The two histories merged in 1983 when Daler Board Company purchased George Rowney Company. Today Daler-Rowney's products are sold in over 100 countries through more than 40 brands.

#### **Product Categories** ART SCHOOL, HOBBY AND ARTISTS ( WRITING DRAWING AND COLOURING PAPER MODELLING **MAIN BRANDS** Launched in the 1960s Georgian Named after the founder's name, George Rowney, Georgian Oils are professional oil colours traditionally crafted and triple-milled in England with careful formulation to ensure high quality. Their offer includes high M pigment load, low quantity of medium and colour consistency. Georgian Oils, along with mediums, brushes, pads and art boards offer artists of all levels of expertise a complete oil suite of perfectly compatible products. **GLOBAL** Launched in the 1970s FW/ FW is a line of iconic pigmented acrylic ink that consists in a range of intermixable colours with a high degree Î of lightfastness. Their level of permanence makes them ideal for the production of pictures for permanent display. FW is also a versatile product used similarly to watercolour and through airbrushes and technical GLOBAL pens. It was christened FW because it was and still is 'Flipping Wonderful. Launched in 1986 🚵 system 3 System 3 are highly versatile acrylic colours that offer an excellent painting experience at an economical price. System3 acrylics, inks, mediums, brushes, pads and art boards offer artists of all levels of expertise a complete acrylic suite of perfectly compatible products. Heralded with the slogan 'You can't beat the GLOBAL System', the expanding System 3 range remains a bestselling acrylic colour. Launched in 2009 After seeing a significant expansion at the entry level of the market, Daler-Rowney introduced Simply, a compact yet comprehensive art range, perfect for mass market retailers. Covering colours, paper, brushes, accessories, easels and canvases, Simply is a powerful brand of best sellers, whose quality is guaranteed by **GLOBAL** Daler-Rowney's reputation. Launched in the 1980s **CANFORD** Named after the tiny Dorset village of Canford Magna, Canford is a market leading and comprehensive ſlmi range of vibrant coloured paper and cards. The pulp-dyed acid free sheets fire the imagination for any paper project, from paper sculpture and collage to model making and wedding invitations. **EUROPE** Launched in the 1970s the Langton The Langton is Daler-Rowney's iconic and long established watercolour paper, traditionally made on a f I 🏛 cylinder mould machine. Perfectly sized and acid free, watercolour washes are beautifully rendered and

retain an even distribution across the surface of the paper.

**EUROPE** 





## Founded in 1862 and acquired in 2016

The history and heritage of German colours and their excellence, are well represented by Dr. Fr. Schoenfeld later renamed into Lukas Artists' Colours. The origin of the company derived from the need of the painters of the "Düsseldorfer Malerschule" in the late nineteenth century for quality artist paint. Dr. Fr. Schoenfeld's entrepreneurial spirit saw the conversion of his father's art store, located next to the famous Düsseldorf Art Academy, into the city's first industrialised paint factory, taking advantage of a recent innovation of using lead tubes. Soon Schoenfeld received proved appreciation of artists by the likes of Van Gogh -There is a letter from Van Gogh where he told his brother Theo that: "If I had had the nice blue from Schoenfeld in Düsseldorf the "Potato Eater" wouldn't have been so dark" and the "Duesseldorfer Malerschule" like Andreas and Oswald Achenbach. Subsequently, over the last two centuries the business grew and internationalized. Today it is well known through two traditional umbrella brands: LUKAS and NERCHAU.

**MAIN BRANDS** 



#### Launched in 1900

At the turn of the last century, Schoenfeld made a significant brand policy decision that still characterizes the company's face by choosing Sankt Lukas - the patron saint protector of painters - as the namesake and symbol for their first quality oil color. Later renamed into Lukas 1862 the line consists of finest artists' oil colours of master quality with an incomparable colour intensity, that contain only unadulterated pigments from the tradition of old masters. They gain their distinctive, buttery and short consistency thanks to a special formulation that uses a small portion of beeswax. (And its name LUKAS became the synonym for the whole company after the second war.)



**GLOBAL** 

## **BLUKAS STUDIO**

#### Launched in the 1960s

Studio is a modern professional line of oil colours with an optimised price-performance ratio, that contains only brilliant and consistent pigments with a high lightfastness. Among the ingredients, the typical Lukas' touch of beeswax gives the colour its famous consistency and makes the colour-film less brittle for the restorer. Lukas Studio was the first oil colour targeting professional artists who need a good and reliable quality at a reasonable price often in large quantities. The best-selling item has therefore been for many years a large 350 ml tube (the biggest tube in the industry ever, with a very specific form; short and wide almost like a "bomb").



## © LUKAS CRYL STUDIO

#### Launched in the 1960s

Luka Cryl (later renamed Lukas Cryl Studio) was among the first Artists' Acrylic colours to be produced on the European continent. It was introduced in 1964 in Germany, where Lukas offered an acrylic colour to satisfy the demand from artists for a modern, water-mixable, quick drying artist colour. During the last decades, four assortments have been developed from the primal assortment: Lukas Cryl Pastos and Lukas Cryl Liquid with different consistency, Lukas Cryl Studio for professional quality with an optimised price/ performance ratio and finally the Lukas Cryl Terzia for student purposes and for the fast preparation of large painting areas thanks to its attractive price.



GLOBAL



#### **Since 1834**

Dating even earlier than 1834, Nerchau started producing coloured sands that were later processed into colours. During the 1970s, its school-paints became an indispensable commodity in every German Democratic Republic school. The two companies joined forces in 2009, when Dr. Fr. Schoenfeld GmbH & Co. took over the Nerchau factory as a second location beside the headquarter in Düsseldorf.







## Founded in 1700s and acquired in 2016

Located near the ancient cathedral City of Wells, St Cuthberts Mill still continues to produce paper on the original site, using one of the last cylinder mould machines in the world devoted to fine art paper production. Originally built in 1907. From the United Kingdom, quantities of paper are carefully dispatched across the world to customers' warehouses. Every pallet is professionally wrapped to guarantee perfect product conditions. Thanks to its highly skilled and passionate craftsmen, St. Cuthberts Mill is currently one of the leading highest quality paper producers for the Fine Art.

ART SCHOOL, HOBBY AND ARTISTS

**MAIN BRANDS** 

## Bockingford<sup>®</sup>

#### Launched in 1973

A beautiful English watercolour paper, traditionally made on a cylinder mould machine. Bockingford was first made at St Cuthberts Mill after the rights were bought from Whatman Mill. Its origins date back to the beginning of the 20th century in the county of Kent. Appreciated for its excellent colour lifting abilities and affordable price, the watercolour paper is valued by professional and amateur artists around the world.



ſlm

GLOBAL

### SAUNDERS WATERFORD

#### Launched in 1985

Formerly called TH Saunders, Saunders Waterford was rebranded when the paper was reformulated to include gelatine surface sizing, making it strong and resilient to scrubbing and to other rough treatments. The brand originated from the TH Saunders group of mills and developed as a watercolour paper back in 1920. Saunders Waterford is the superior quality watercolour paper and comes with the Royal Watercolour Society's endorsement. Each sheet is also treated to help defend finished pieces of work from discolouration caused by atmospheric pollution. Its White and High White colours make it the whitest archival watercolour paper available.





**GLOBAL** 



#### Launched in 1976

Somerset is a world leading traditional printmaking paper, perfect for limited edition prints. The surface remains flat after printing and offers durability and long life to finished editions of work. It is available in eight highly lightfast colours that reach a minimum of 7 on the Blue Wool Scale that measures the permanence of colour dyes.



















#### Founded in 1892 and acquired in 2018

Horace Moses set the beginning of the Strathmore Paper Company when he founded Mittineague paper mill in West Springfield, Massachusetts. Moses named the company after the Valley of Strathmore in Scotland because of the beauty of the thistle in full bloom that became its symbol. The Strathmore brand quickly became known as one of the highest quality art paper used by many leading artists around the world including Norman Rockwell, Andrew Wyeth and today's Heather Rooney. The company was founded with the belief that better paper makes better art. Strathmore fine art papers are designed for drawing and illustration, painting, books and art journals, matting and presentation, speciality arts and crafts, blank cards and more.

For over 125 years Strathmore Artist Papers has been providing artists with the finest paper on which to create their artwork. The papers are manufactured to exacting specifications for every level of expertise: from the 100 Series Youth designed for ages 5 and up, to 500 Series Premium with professional grade and archival quality and exceptional results passing by 300 Series Better designed for quick studies and final artworks by beginning or student artists.









## Founded in 1992 and acquired in 2018

Princeton Artist Brush Company started when Howard Kaufman began a small brush company in his home in New Jersey. Thanks to his previous experience as the president of one of the world's largest art supply manufacturers, he had gained a vast knowledge of brush making and the needs and desires of artists. In a short time, Princeton became the number one supplier of artists brushes in North America, the youngest among its competitors. In recent years the company has expanded its global presence in many locations including Australia, New Zealand, Europe, South America, Kuwait and Israel. The same passion which began in 1992 is still the cornerstone of Princeton's commitment to its customers.



ART SCHOOL, HOBBY AND ARTISTS OFFICE

**MAIN BRANDS** 

## Heritage

#### Launched in 1993

Thanks to the collaboration with Naohide Takamoto, a member of Japan's revered Takamoto brush-making family, Princeton developed the finest synthetic sable brushes, beginning with Princeton's flagship series Heritage. Today, Heritage along with Neptune-synthetic squirrel and Agua Elite-synthetic kolinsky sable continue to set the professional standard for artists brushes. All the brushes are manufactured with synthetic, animal-friendly, materials.



#### **GLOBAL**

## Select ARTISTE

#### Launched in 2005

Princeton's best-selling brush series offers artists the largest range of shapes and sizes, enhancing creativity and allowing for endless possibilities. Select is the perfect multimedia brush and can be used with acrylics, oils and watercolors. In addition, the product range includes miniature-sized brushes for fine detail painting. Select is endorsed by artists worldwide.



**GLOBAL** 



#### Launched in 2008

Catalyst Tools are a new generation of products that move paint and more. Unique in design and versatility, Catalyst can be used with all acrylics, oil colors, clay, gesso applications, encaustics and more. Available in four styles; ergonomically designed Wedges that fit in the hand, Blades mounted on artist brush handles blending tradition and innovation, Mini Blades also made from silicone and Contours made out of stiff nylon. Virtually indestructible, all are solvent resistant, easy to clean and expand an artist's creative imagination.



**GLOBAL** 





## Founded in 1951 and acquired in 2018

Pacon is one of the main players in the U.S. market for products in schools and art and craft sector. It is based in Appleton, Wisconsin. Its product range, which includes over 8,500 items, is manufactured in eight production facilities located in the United States, United Kingdom and Canada. Since 1951, teachers, students, parents, and artists have relied on Pacon products to help them teach, learn, and create. From children's art and craft materials to fine art papers, Pacon is committed to offering innovative products to enable and inspire teachers, students, and artists to be their best.

#### **Product Categories**







( WRITING















#### **MAIN BRANDS**



#### Launched in 1994

From construction paper to poster board, chenille stems to wiggle eyes, Pacon products inspire students, parents, and teachers to ignite their imagination through a wide range of educational aids, paper products, and arts and crafts materials. The company's trusted brands and its hands-on art, craft and educational products stimulate creativity, discovery, and understanding.





**NORTH AMERICA • UK** 



#### Launched in 1989

Tru-Ray is a construction paper that is tough enough to take scoring, folding, and curling without cracking and tearing. Its bright colours and superior fade-resistance keep projects brighter and fresher longer.



**NORTH AMERICA • UK** 



#### Launched in 2003

A recyclable construction paper perfect for school projects and other arts and crafts. With its bright and consistent colours, texture and resistance Sunwork is the best value in school activities.



**NORTH AMERICA • UK** 



#### Launched in 1996

Creativity Street is a kid-friendly line of products for arts and crafts from building activities to creativity and STEAM projects. Many Creativity Street's products are intended for large groups including scouts, birthday parties, classrooms, summer camps and carnivals.



**NORTH AMERICA • UK** 



# **ARCHES**®

Premium art papers, since 1492

#### Founded in 1492 and acquired in 2020

When Christopher Columbus set out for America in 1492, master papermakers were already hand making paper in the ARCHES® paper mill located in the Vosges region of France. Drawing on age-old knowhow, the master papermakers have remained faithful to the original spirit of the paper mill. ARCHES® holds today the prestigious "Entreprise du Patrimoine Vivant" (Living Heritage Company) approval, in recognition of its ancestral know-how in the manufacturing of top-quality paper.

The ARCHES® paper mill is the only one in France to manufacture all its fine art and printing papers using a cylinder mould. This traditional method, combined with the use of a natural raw material, cotton, makes it possible to produce watermarked paper offering very high quality: stable (deforming little when wet), with natural and harmonious grain, and deckle edges. ARCHES® is also very well-known for its watercolour paper gelatin-sized "to the core". This manufacturing process - unique in the world - gives the paper inimitable qualities. The range includes paper for the Fine Art (watercolour, oil and drawing), art publishers (prints, books, photographs etc.) and papers intended for printing and writing. For over five centuries, famous artists and men of letters have overwhelmingly chosen ARCHES® papers to produce their works on the most sublime of media - and one that guarantees their longevity.

For more information: www.arches-papers.com







