



Fabbrica Italiana Lapis ed Affini



Corporate Presentation



Corporate Presentation



Disclaimer

This document has been prepared by F.I.L.A. S.p.A. ("F.I.L.A." or the "Company"), for information purposes only, exclusively with the aim of assisting you to understand and assess F.I.L.A.'s activities.

Statements contained in this presentation, particularly regarding any possible or assumed future performance of the F.I.L.A. Group, are or may be forward-looking statements based on F.I.L.A.'s current expectations and projections about future events.

By their nature, forward-looking statements involve known and unknown risks, uncertainties and other factors that are in some cases beyond F.I.L.A.'s control. These risks, uncertainties and factors may cause F.I.L.A.'s actual results, performance or achievements to differ materially from those expressed or implied by the forward-looking statements (and from past results, performances or achievements). Forward-looking statements are not guarantees of future performance. Consequently, F.I.L.A. and its management can give no assurance regarding the future accuracy of the estimates of future performance set forth in this document or the actual occurrence of the expected developments.

The data and information contained in this document are subject to changes and integrations. Although F.I.L.A. reserves the right to make such changes and integrations when it deems necessary or appropriate, F.I.L.A. assumes no affirmative obligation to update, change or integrate this document, except as and to the extent required by law.

Any reference to the past performance of the F.I.L.A. Group shall not be taken as an indication of future performance.

In addition, this presentation includes certain "Adjusted" financial and operating indicators and non-IFRS measures, which have been adjusted to reflect extraordinary events, non-recurring and/or non-monetary transactions and/or activities that are not directly related to the Group's ordinary business. These measures are not indicative of our historical operating results, nor are they meant to be predictive of future results. These measures are used by F.I.L.A.'s management to monitor the underlying performance of the business and the operations. Since not all companies calculate these measures in an identical manner, F.I.L.A.'s presentation may not be consistent with similar measures used by other companies. Such "Adjusted" information has been included to facilitate the comparison of financial information among different financial periods; however, it should be noted that such information is not recognized as a measure of financial performance or liquidity under IFRS and/or does not constitute an indication of the historical performance of the Company or the Group. Therefore, investors should not place undue reliance on such data and information.

The information contained in this document does not constitute or form any part of, and should not be construed as, any offer, invitation or recommendation to purchase, sell or subscribe for any securities in any jurisdiction and neither the issue of the information nor anything contained herein shall form the basis of or be relied upon in connection with, or act as any inducement to enter into, any investment activity. This document does not purport to contain all of the information that may be required to evaluate any investment in the Company or any of its securities and should not be relied upon to form the basis of, or be relied on in connection with, any contract or commitment or investment decision whatsoever. This presentation is intended to present background information on F.I.L.A., its business and the industry in which it operates and is not intended to provide complete disclosure upon which an investment decision could be made. The merit and suitability of investment in F.I.L.A. should be independently evaluated and determined by investors. Analyses in this presentation are not, and do not purport to be, appraisals of the assets, stock or business of F.I.L.A., and do not form any publicity material relating to the securities. Any person considering an investment in F.I.L.A. is advised to obtain independent advice as to the legal, tax, accounting, regulatory, financial, credit and other related advice prior to making an investment.

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



Contents

01 p.5

Overview

02 p.17

F.I.L.A.
Group

03 p.69

2018 –
Beyond

04 p.77

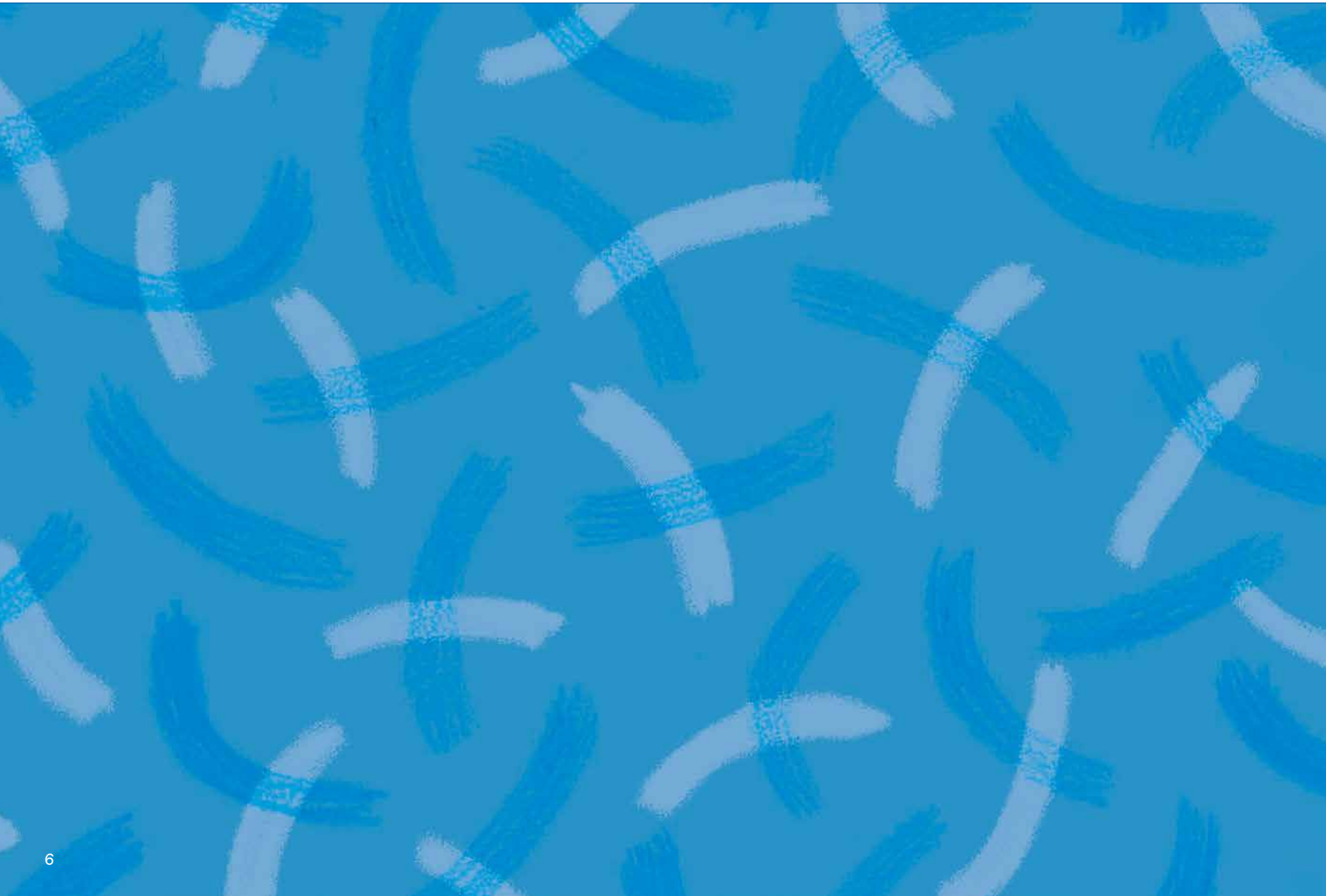
HI 2019
Results





01

Overview



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
year
established



9,500+
employees



25
iconic
brands



20+
product
categories



150+
countries global
presence



35
branches
in 5 continents



21
factories



€602.9 million
in core business sales in 2018
Proforma: €678.6* mln



€96.9 million
2018 adjusted EBITDA
Proforma: €111.4* mln



€700+
invested
in acquisitions
since 1994

*Proforma data including Pacon from January 1st 2018

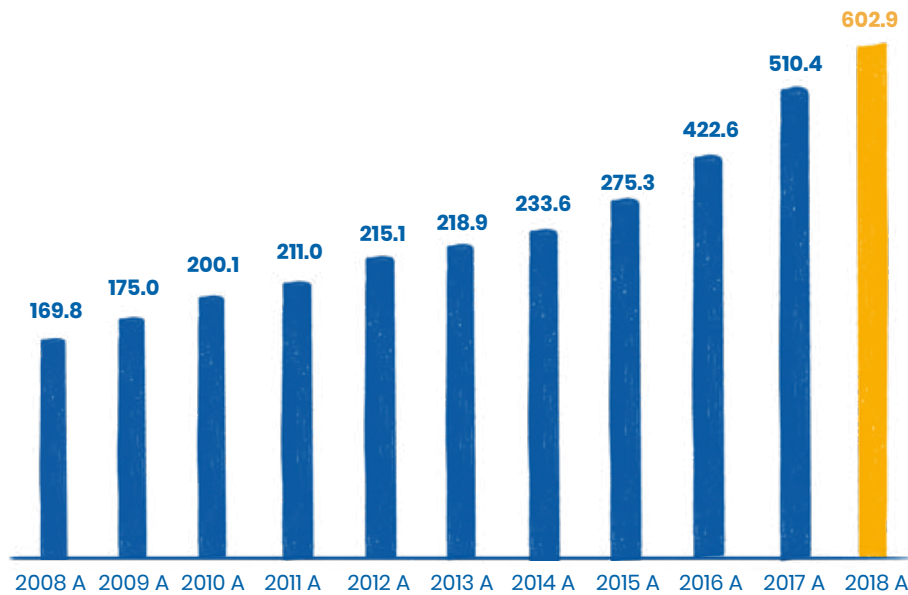
Long-term growth

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

2008-2018 CAGR · 13.5%

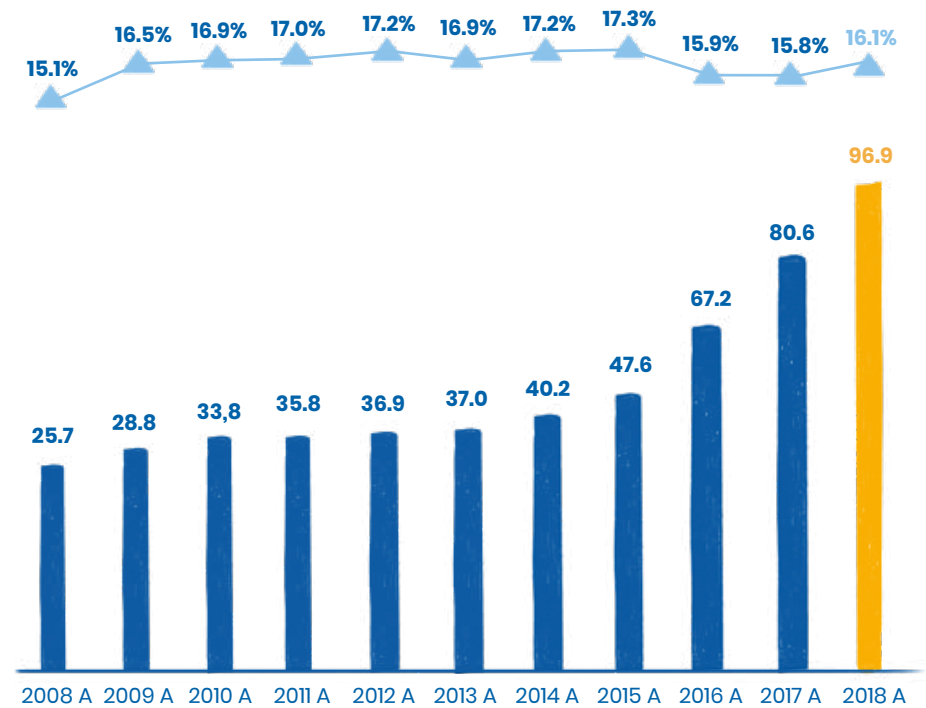
(€ Million)



Adjusted EBITDA

2008-2018 CAGR · 14.2%

(€ Million)

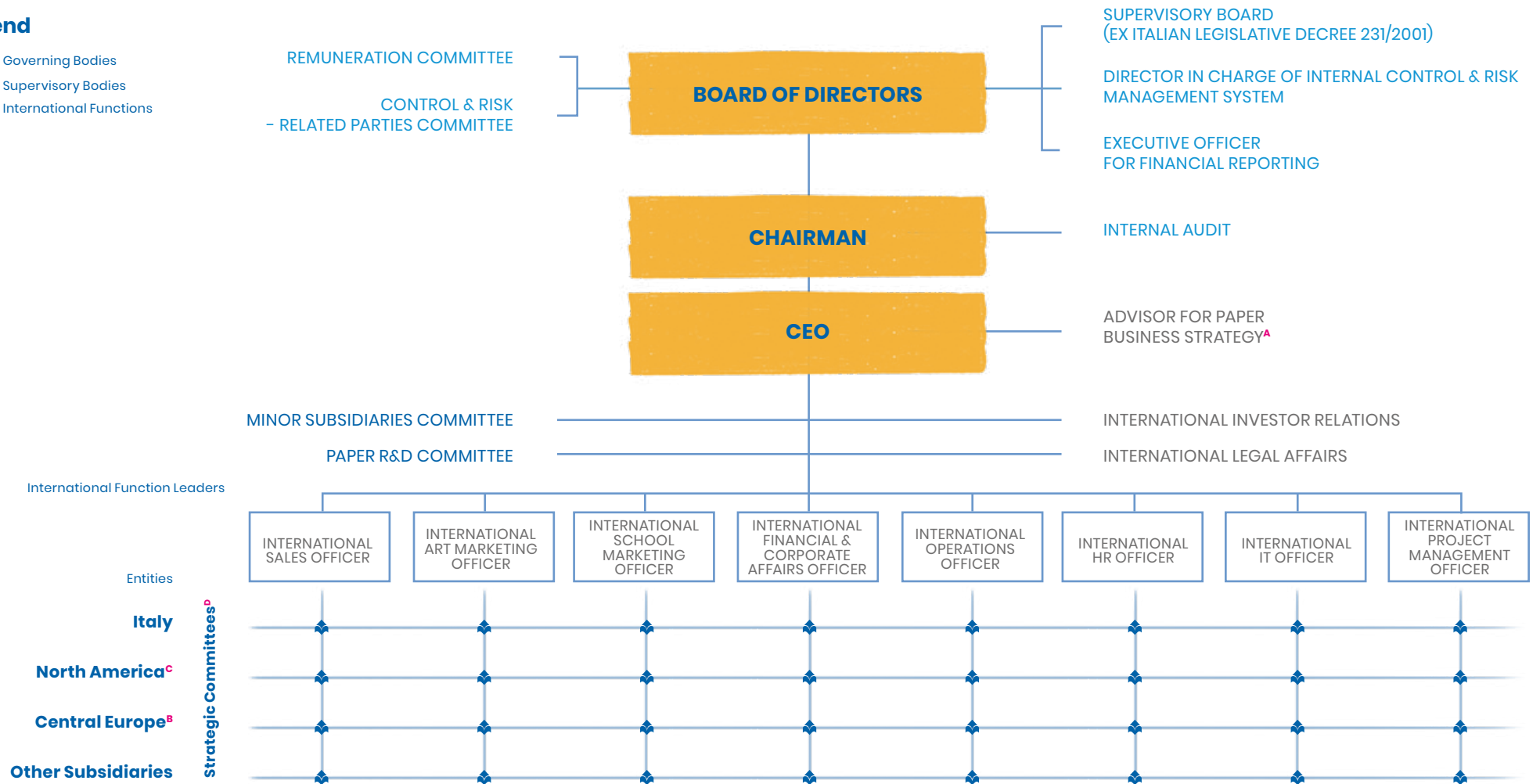


Corporate Governance

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

Legend

- Governing Bodies
- Supervisory Bodies
- International Functions



^A The Advisor also supports the International Operations Officer regarding industrial and production matters - ^B Germany - France - Spain - Benelux - Portugal - Austria - ^C USA - Canada - ^D 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.

Organizational structure

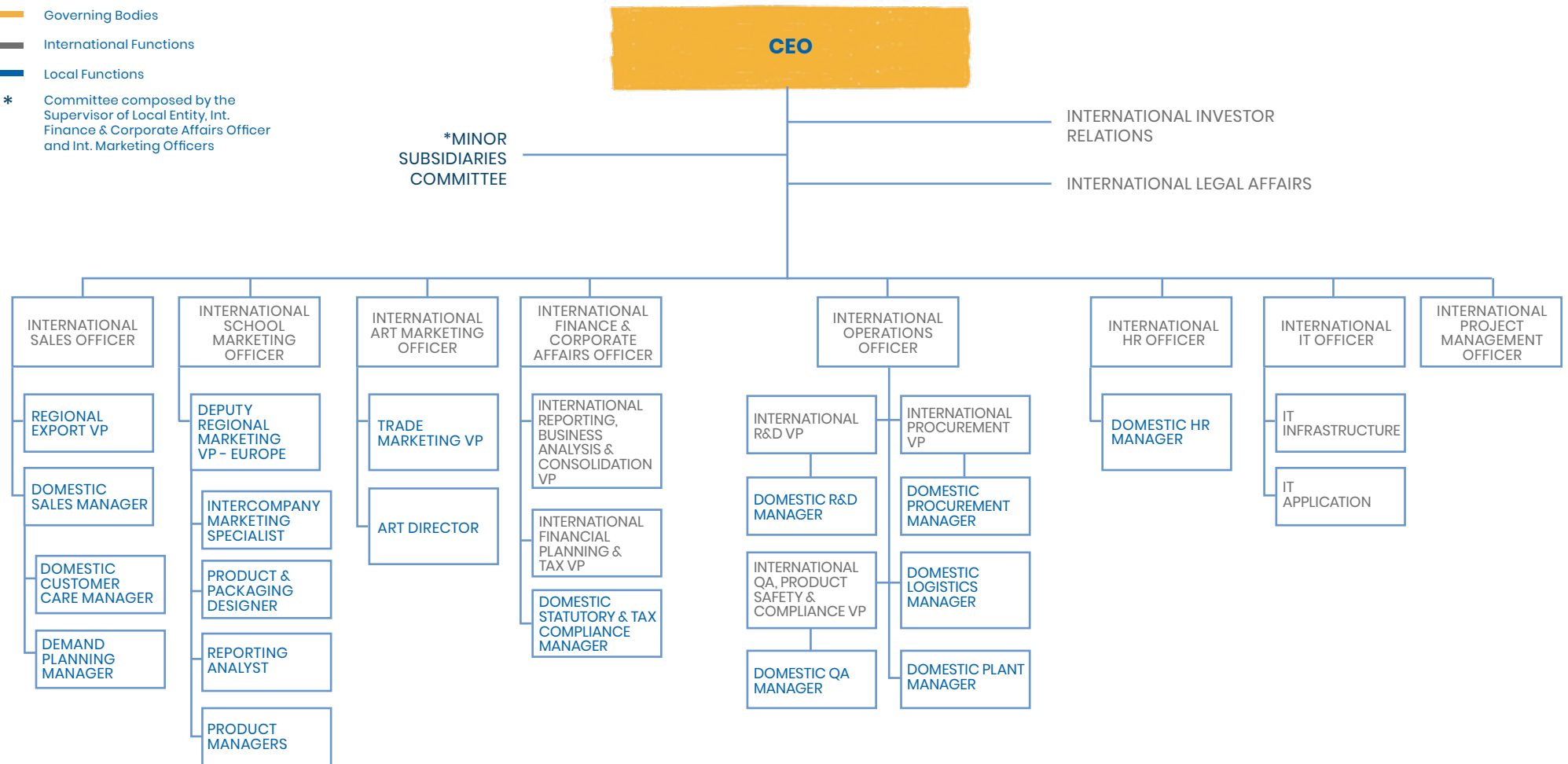
Legend

█ Governing Bodies

█ International Functions

█ Local Functions

* Committee composed by the Supervisor of Local Entity, Int. Finance & Corporate Affairs Officer and Int. Marketing Officers



North America

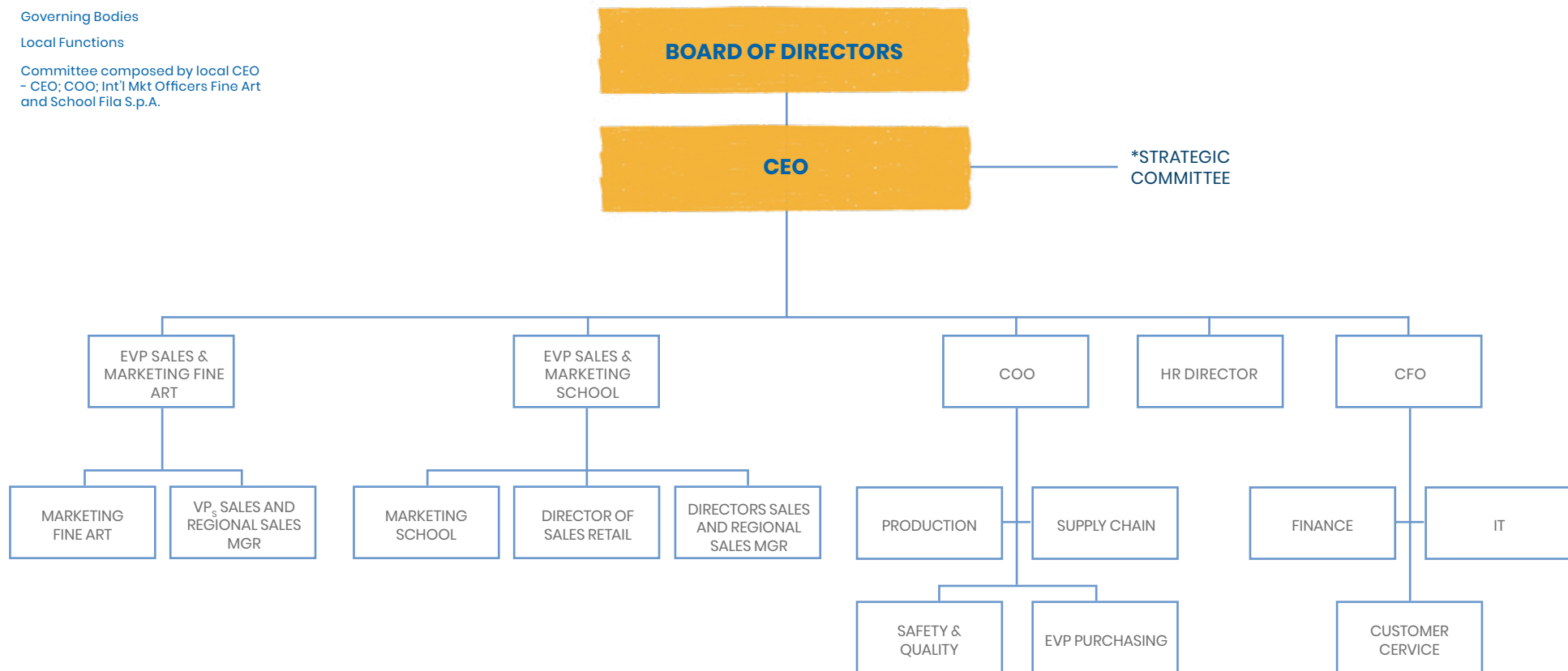
Organizational structure

Legend

Governing Bodies

Local Functions

* Committee composed by local CEO
- CEO; COO; Int'l Mkt Officers Fine Art
and School Filà S.p.A.

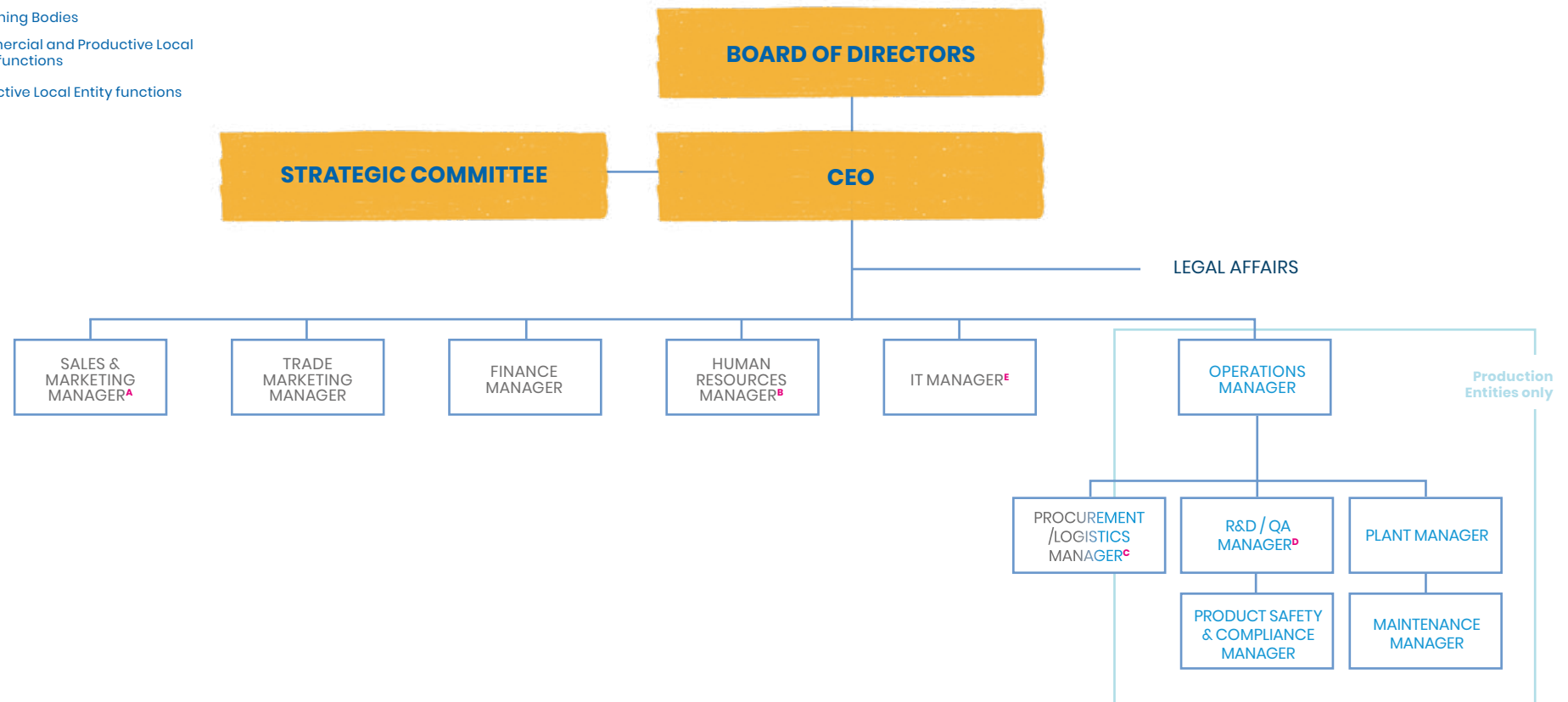


Central Europe and other Subsidiaries

Organizational structure

Legend

- Governing Bodies
- Commercial and Productive Local Entity functions
- Productive Local Entity functions



^A In some Local Entities, Sales and Marketing functions may be separated - ^B In minor Local Entities the Human Resources (HR Manager) function can report to the Finance Manager rather than to the local CEO - ^C 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 - ^D The R&D / QA Manager may report directly to the CEO - ^E The IT Manager, depending on the types of activities performed, may not report to the CEO but to the Finance Manager or Operations Manager.

Corporate Governance

The Board of Directors

Giovanni Gorno Tempini
Chairman

Francesca Prandstraller
Director (*)

Alberto Candela
Honorary Chairman

Massimo Candela
Chief Executive Officer

Annalisa Barbera
Director

Filippo Zabban
Director (*)

Alessandro Potestà
Director (*)

Luca Pelosin
Executive Director

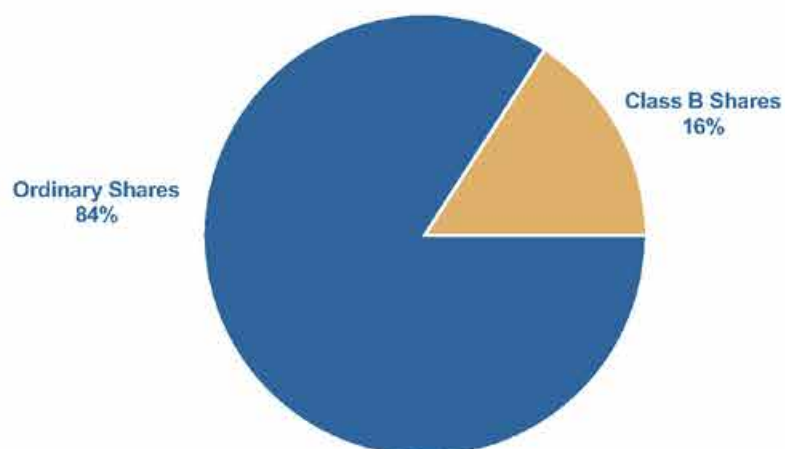
Paola Bonini
Director (*)

Gerolamo Caccia Dominioni
Director (*)

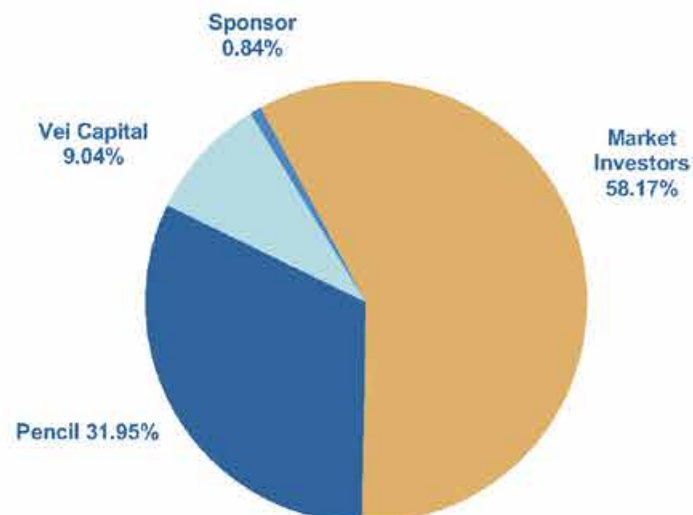
(*) Independent Director

F.I.L.A. Shareholders

Total shares*



Ordinary shares only



* Total shares 50.933.917 of which : Ordinary shares 42.852.061; Class B shares 8.801.856 (enjoy three votes each in accordance with Article 127-sexies of Legislative Decree No. 58/1998).
Last update July 2019





02

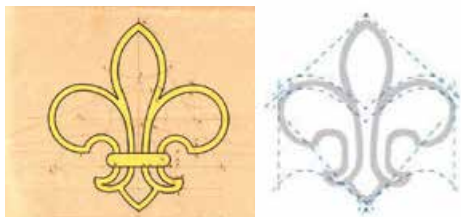
F.I.L.A. Group

The story

Italian Talent and Unique Heritage

1920

F.I.L.A. Fabbrica Italiana Lapis ed Affini emerged from Florence and the vision of the noble Antinori and Gherardesca families. Its symbol has always been the lily, which represents the city and the unbreakable link between art and history.



1923

The Giotto brand was created; a timeless icon of Italian drawing and colouring products, represented by the historic cartoon which depicts Giotto and his master Cimabue and makes the brand immediately recognisable.



1956

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

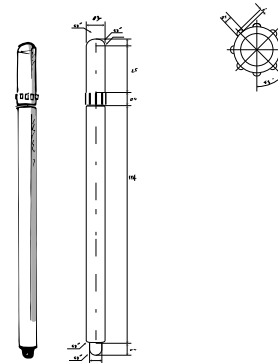
1964

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 of Giotto Fibra, a forerunner of coloured felt-tip pens and the Tiziano range, devoted to professional and amateur artists.



1973

In 1973, 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.



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 strategy that has led to important, successful acquisitions. Long-range geographical expansion is accompanied by consolidation in mature markets through the expansion of the product range to the fine arts & crafts segment.

The latest addition is the US company Pacon, which will support F.I.L.A. to compete in the US school segment and help it to secure a leading global position in the fine arts & crafts segment thanks to its brands Strathmore and Princeton.



Proven track record of successful M&A

	1994	2000	2005	2008	2010	2012	2014	2015	2016	2018
Countries	Italy	France	USA, Canada, Mexico, China	Germany	Mexico	India, Brazil	Italy	Italy	France, UK	USA
Main Rationale	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

Mission

F.I.L.A. firmly believes in the world of colour and individual creative expression. For this reason, in order to become the key international group in the sector, it aims to offer an ever wider and more innovative range of products and brands. Achieving this position through the strongest, most beneficial and long-term positive partnerships with all of its stakeholders. From suppliers to employees, and from distributors to the end customer, because they are all fundamental to its development.



Vision

Day by day, to turn its vision into a solid reality. F.I.L.A. will direct its focus on developing sustainable long-term solutions for production, distribution and sales for its growing family of brands. Achieving these aims will give each and every one of us the opportunity and pleasure of expressing ourselves creatively at any time in our lives. F.I.L.A. will ensure the quality, safety, ease of use and ready availability of all of its products.

Strengths

F.I.L.A. is active on 7 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 arts. 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 arts segment, F.I.L.A. is one of the most relevant players worldwide, with leading positioning in fine art paper and colours.

2. Truly global presence



Since 2005 F.I.L.A. has increased its global penetration by expanding its network from 3 to 35 commercial branches. The number of production facilities has risen from 6 to 21, allowing F.I.L.A. to produce nearly all of its products at its own facilities. The high degree of interchangeability among F.I.L.A. manufacturing sites allow the group to optimize the production cycle and to adapt in a timely manner to changes in the legal and regulatory framework (import/export and introduction of new custom duties).

India and US count more than 60% of the F.I.L.A. Group turnover.



3. 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. 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.



5. 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.



6. Strong financial performance

In recent years the F.I.L.A. Group has demonstrated a constant capacity for stable growth, with great resilience in the face of economic cycles. Its economic and financial performance has featured growth in revenues, solid profitability and cash generation which have made it possible to preserve a stable capital structure and fuel external growth.



7. Solid management team

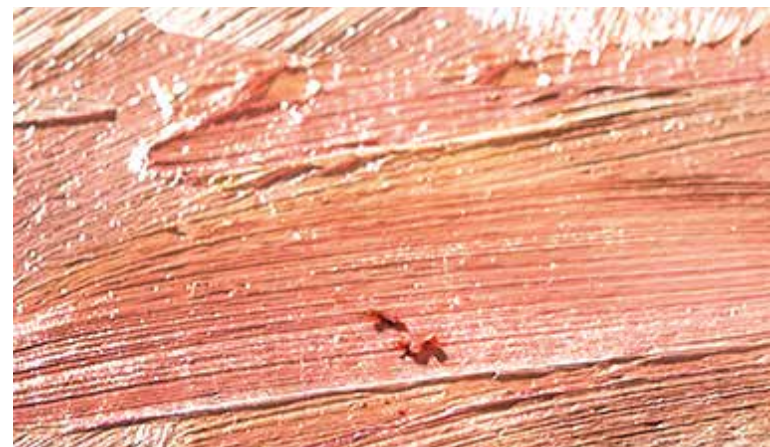
The leadership exerted since the 1960s, first by Alberto Candela and then by Massimo Candela, has resulted in a stable and consistent long-term vision, allowing F.I.L.A. to implement the growth strategy that has resulted in today's company configuration.

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 Arts
Colours**



700 – 800 mln



**Fine Arts
Paper**



200 – 250 mln

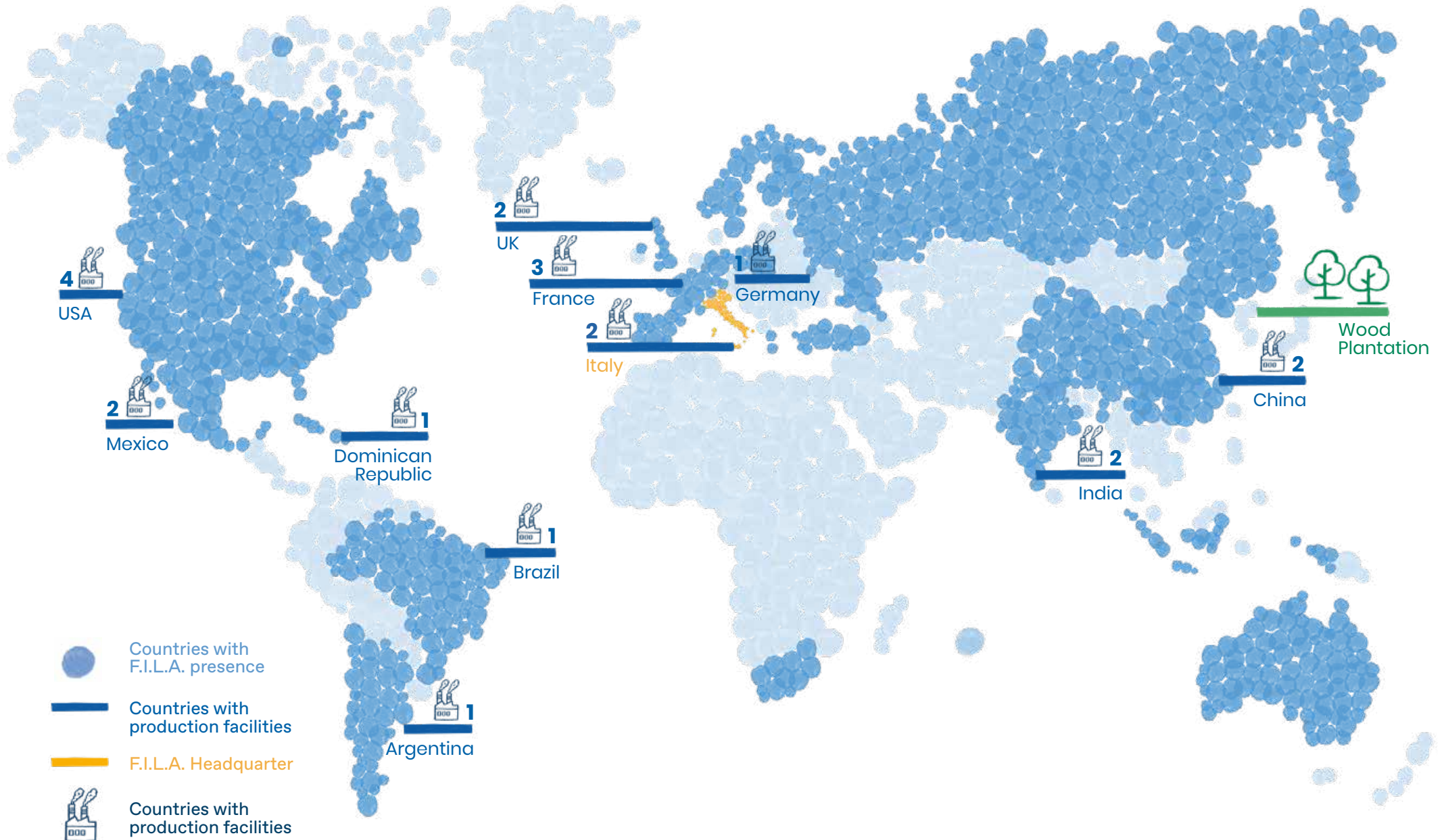
Global market size ex works €

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 21**, 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.

35 commercial branches
21 manufacturing facilities



Vertically Integrated Business Model

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.

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





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

01

School

02

Home

03

Point of sale

04

Free Time

05

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

Annual Production



2.5 bn pencils



600 mln chucks



500 mln markers

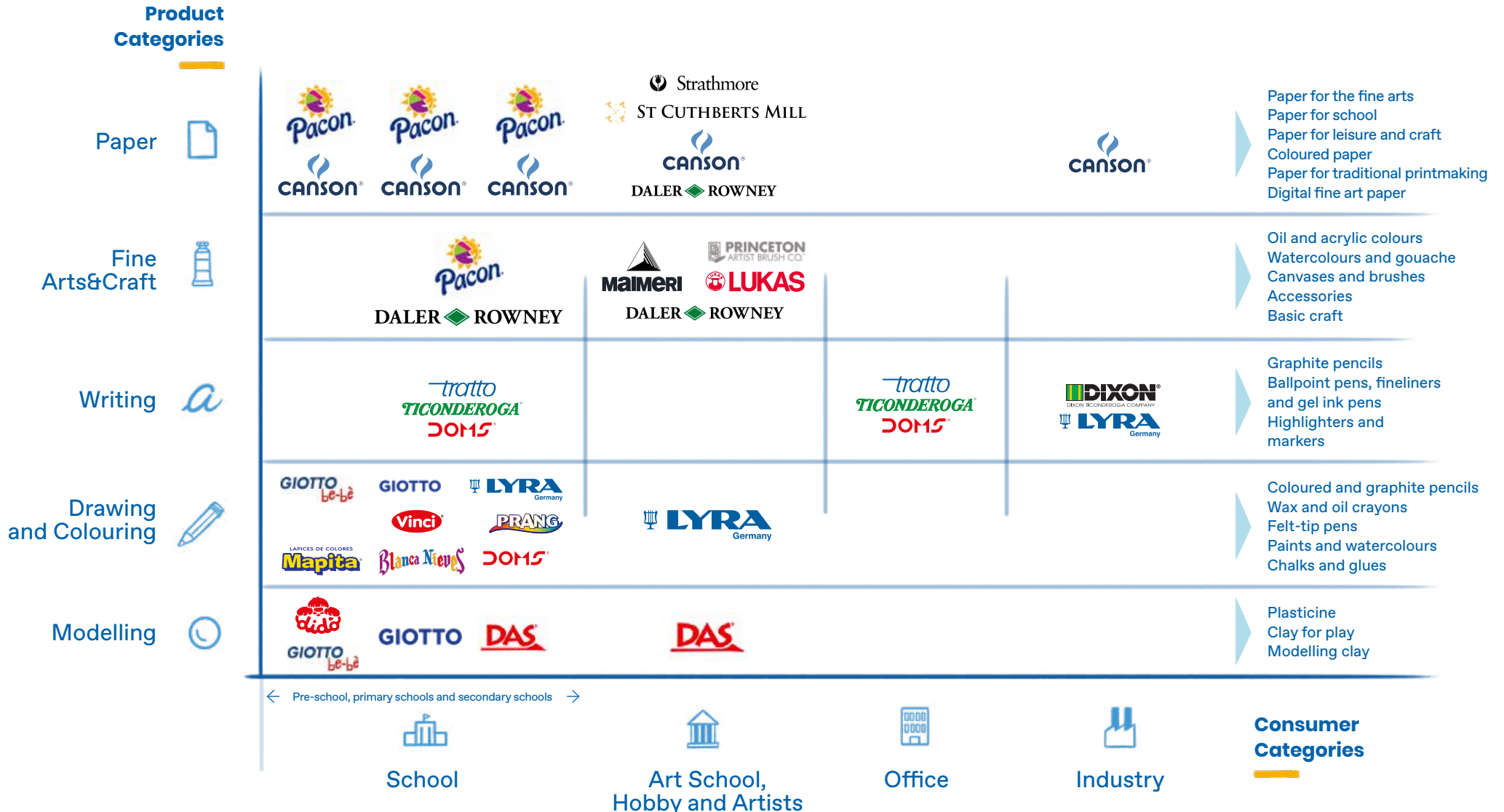


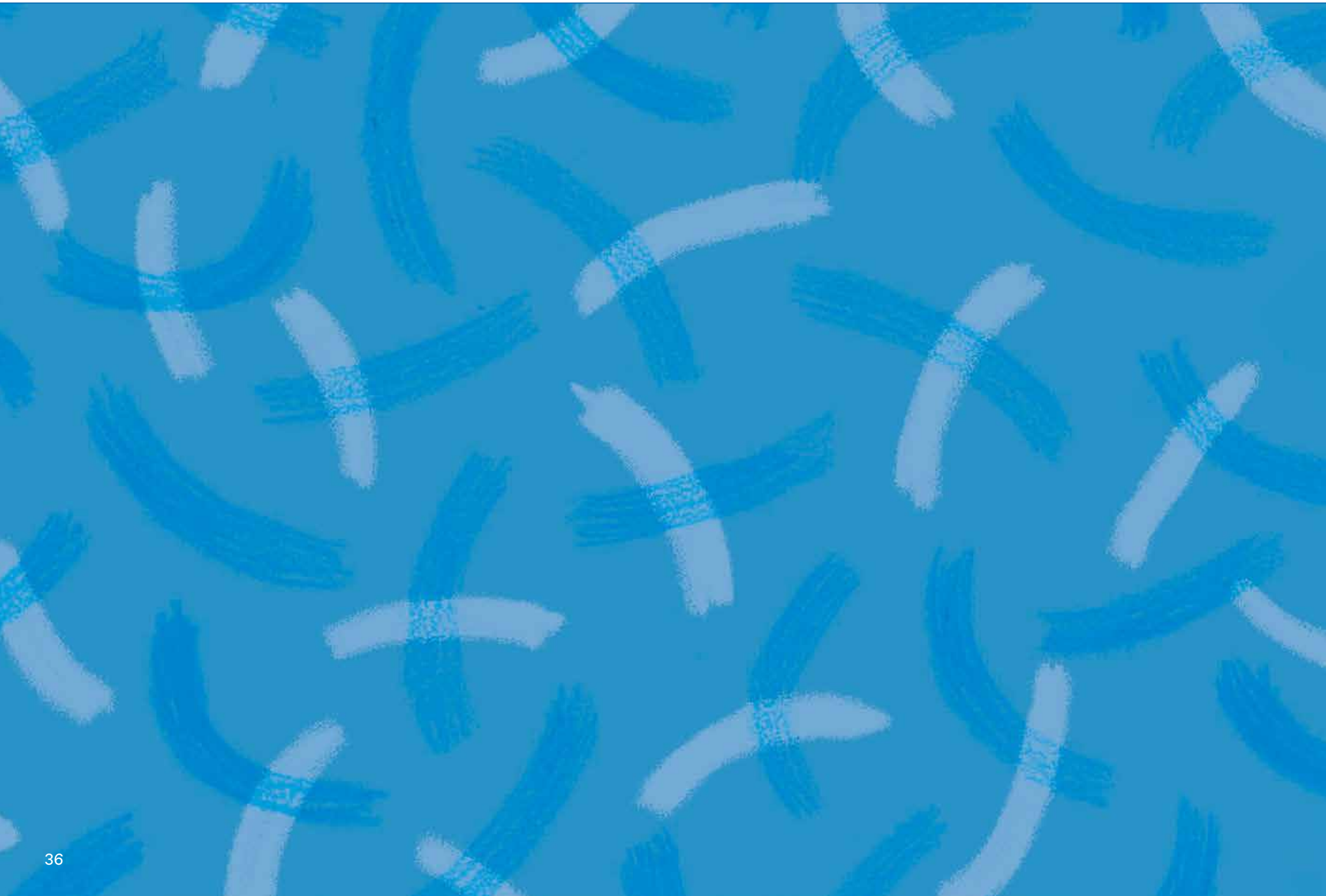
4 mln liters of paint



14,000 mln tonnes of paper

Main group brands and product categories





Brand Portfolio



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

COMPANY



Fabbrica Italiana Lapis ed Affini

Founded in 1920 on June 23rd, 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®. 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.

Product Categories



Consumer Categories



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

DAS

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.



GLOBAL

PONGO

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

didò

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

tratto

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.

Product Categories

- PAPER
- FINE ARTS & CRAFT
- WRITING
- DRAWING AND COLOURING
- MODELLING

Consumer Categories

- SCHOOL
- ART SCHOOL, HOBBY AND ARTISTS
- OFFICE
- INDUSTRY

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

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.



NORTH AMERICA

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

Product Categories

- PAPER
- FINE ARTS & CRAFT
- WRITING
- DRAWING AND COLOURING
- MODELLING

Consumer Categories

- SCHOOL
- ART SCHOOL, HOBBY AND ARTISTS
- OFFICE
- INDUSTRY

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).



MEXICO • CENTRAL AMERICA



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

Product Categories

- PAPER
- FINE ARTS&CRAFT
- WRITING
- DRAWING AND COLOURING
- MODELLING

Consumer Categories

- SCHOOL
- ART SCHOOL, HOBBY AND ARTISTS
- OFFICE
- INDUSTRY

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

COMPANY



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.

Product Categories



Consumer Categories



MAIN BRANDS

Super FERBY®

In the 1990s, the triangular writing and colour pencils took up a special space in the catalogue. The first - now almost legendary pencil in this form - was introduced by LYRA in the early 90s and is called FERBY®. The idea was to develop a triangular pencil with rounded corners, following the natural three-point grip. This was the birth of a success and was awarded a certificate. In total, there are 14 different sets from cardboard box to metal box, neon or pastel-sets. Children, parents, teachers and educators especially appreciate its high-quality soft leads with their bright colours.



FARB-RIESEN® · COLOR-GIANTS®

A study in the 1980s, indicated that toddlers prefer extra thick pencils. According to this, the "9400", previously known as "POSTSTIFT", was expanded by 6 colours and put on the market in a 6pcs and 8pcs case with a childlike design. Also, the design of the pen was switched to Color Giants, as the "thick pins" were then called. Consistent marketing in kindergarten was a great success. And even today, the color giant is the most popular colour pencil in German kindergartens.



groove® Natural Grip

To further improve its reputation as a company recognized for the quality and innovation of its products in 2008 Lyra management realized the need for a true ergonomic benefit on pencils. After observing and interviewing kids and adults in schools, kindergartens and at home Lyra identified the positioning of the fingers as a critical key issue and developed an appealing, playful and self explaining solution, which is easy to manufacture with conventional woodworking technologies: grooves which spiral around the barrel. Children's fingers are always curious and keen on discovering interesting details. So they find their way into the ergonomically correct positioned grooves without any adult advice or supervision. Furthermore, due to the offset even after sharpening the grooves will stay in the correct positioning. Groove received an honourable mention by the Red Dot Design Award 2009 and was declared product of the year by the PBS Industry in 2009.



REMBRANDT · POLYCOLOR

Launched in 1900

With Polycolor, Lyra catered to artists, launching a line still marketed under the same name. The brand is conceived for artistic use requiring bright, vibrant and resistant colours. This line of highly performative pencils is made from the best PEFC certified cedarwood.



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.



333® PROFI

Launched in 1909

This iconic 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.



COMPANY

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.





COMPANY



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 FILA 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.

Product Categories



Consumer Categories



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.



GLOBAL

MaimerBlu

Colori acquerello superiori
SUPERIOR WATERCOLOURS

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

MAIMERI

ACRILICO
MADE IN ITALY
acrylic colours

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

CLASSICO

COLORI A OLIO EXTRAFINI

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.



GLOBAL

COMPANY



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.

Product Categories



Consumer Categories



MAIN BRANDS

Montval

Launched in 1910. Montval is a quality paper originally developed by the artist Gaspard Maillol for art books. Manufactured on a Fourdrinier machine, today the brand offers paper perfect for watercolours as well as gouache or acrylic. Its essential characteristic is the ability to make corrections easily.



GLOBAL

Mi-Teintes®

Launched in 1877. Mi-Teintes is a pulp-dyed colour paper that has won worldwide recognition for its quality. In addition to ISO 9706 standard on permanence, the paper has a guarantee of excellent conservation. It contains cotton, combining mechanical resistance and a sensuous feel. Mi-Teintes boasts the widest range of colours on the market, with 50 light-resistant tones.



GLOBAL

La Pochette

Launched in 1947. The “pochette” format was invented by Canson to meet the needs of art teachers who could not exhibit piles of notebooks. The solution was a paper pack to sell sheets by the dozen. The pochette was also used to preserve them. La Pochette is a famous pack that has resisted the passage of time and trends and is currently used in different Canson lines.



EUROPE • AFRICA

1557

Launched in the 1990s. The brand, Canson 1557, pays homage to the founding year of Canson and has become a great classic favoured amongst past and present professional and amateur artists who appreciate its light grain. Canson 1557 is a rather sophisticated and technical paper with a neutral and subtle surface which is ideal for all kinds of graphite. The drawing paper, sold in sheets or in rolls, is made with mass and surface sizing to give it a remarkably resistant quality.



GLOBAL

"C" à grain®

Launched in 1913. Canson “C” à grain paper is manufactured using only alpha cellulose, and it contains absolutely no lignin which might result in yellowing of the paper over time. A naturally white drawing paper, with no optical brightness additives, acid-free and permanent, “C” à grain meets all the requirements for conservation.



GLOBAL

Vivaldi



Launched in 1995. Iris Vivaldi is a smooth, high quality, acid-free colour paper, especially designed for art and heavy-duty work. It is available in five weights. Due to its high quality, Iris Vivaldi is suitable for multiple drawing techniques as well as for inkjet and laser printing.



GLOBAL

CANSON®
INFINITY

Launched in 2007. The Canson® Infinity fine art and photo range has a superior pedigree with a history that dates back centuries. The fine art, photo papers and canvas present exceptional quality and character combined with stellar printing performance, consistency and value. All the Canson® Infinity papers have a wide colour gamut, deep blacks and excellent image sharpness.



GLOBAL

COMPANY

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 arts, 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



Consumer Categories



MAIN BRANDS

**Launched in the 1960s**

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 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.

**Launched in the 1970s**

FW is a line of iconic pigmented acrylic ink that consists in a range of intermixable colours with a high degree 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 pens. It was christened FW because it was and still is 'Flipping Wonderful'.

**Launched in 1986**

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 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 Daler-Rowney's reputation.

**Launched in the 1980s**

Named after the tiny Dorset village of Canford Magna, Canford is a market leading and comprehensive 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.

**Launched in the 1970s**

The Langton is Daler-Rowney's iconic and long established watercolour paper, traditionally made on a cylinder mould machine. Perfectly sized and acid free, watercolour washes are beautifully rendered and retain an even distribution across the surface of the paper.



COMPANY



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.

Product Categories



Consumer Categories



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



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").



GLOBAL



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.



GLOBAL

COMPANY



ST CUTHBERTS MILL

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 arts.

Product Categories



Consumer Categories



MAIN BRANDS

Bockingford[®]

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.



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.



somerset[®]

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.



COMPANY


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.





COMPANY**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.

Product Categories



Consumer Categories



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 Aqua Elite-synthetic kolinsky sable continue to set the professional standard for artists brushes. All the brushes are manufactured with synthetic, animal-friendly, materials.



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.



Catalyst™

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.



COMPANY



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



Consumer Categories



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.



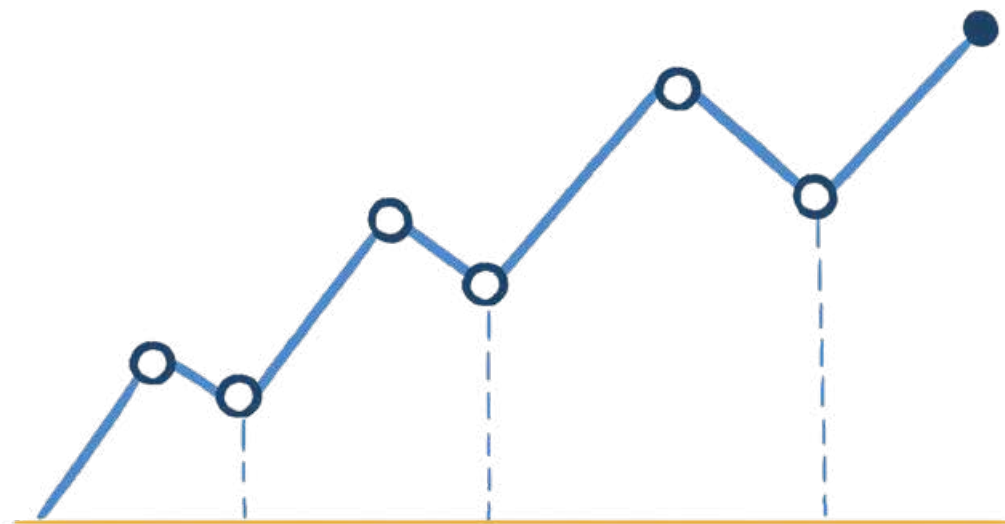
NORTH AMERICA • UK

Corporate Social Responsibility

CSR 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.

Materiality Analysis

Material topics that are relevant to the Group. Indicators were selected from international standards, such as the 2016 GRI Standards to best measure the matters listed in the Decree.



Decree Topic

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

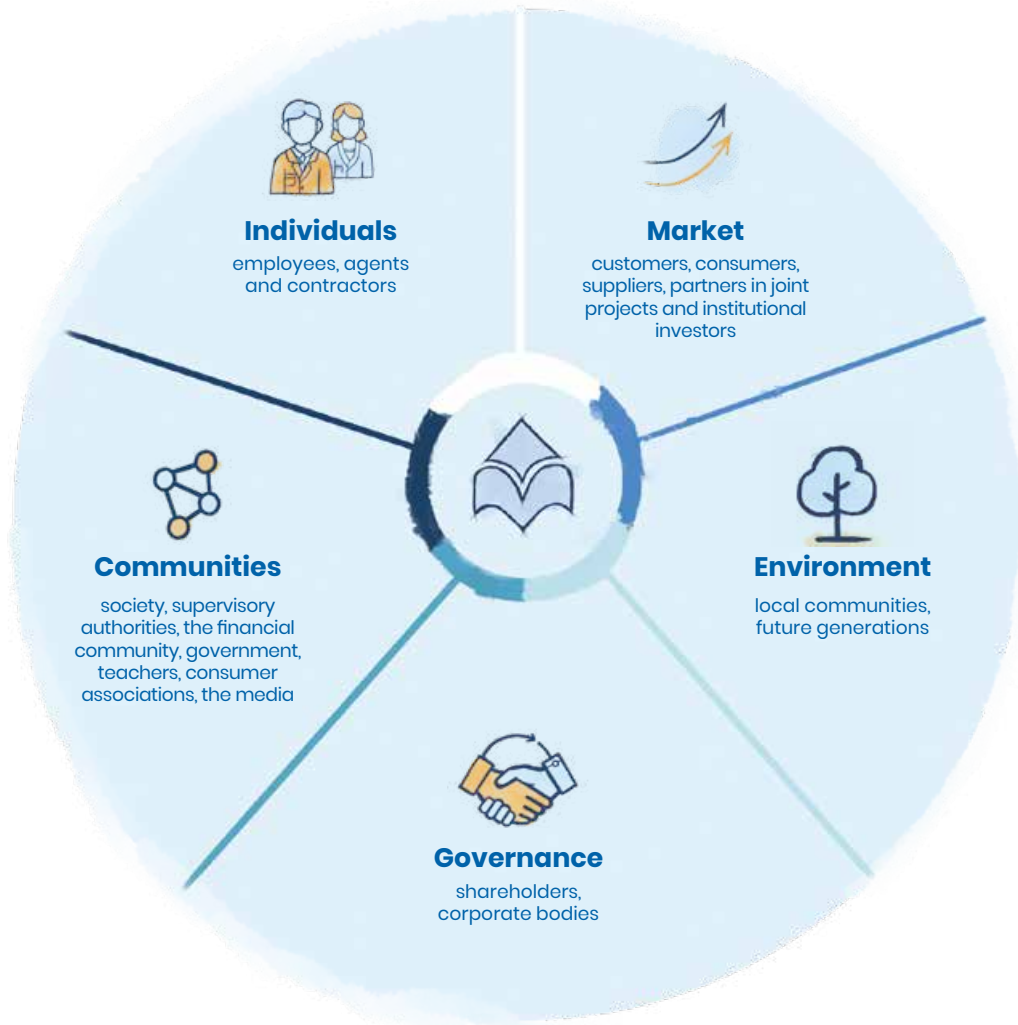
05

Corruption

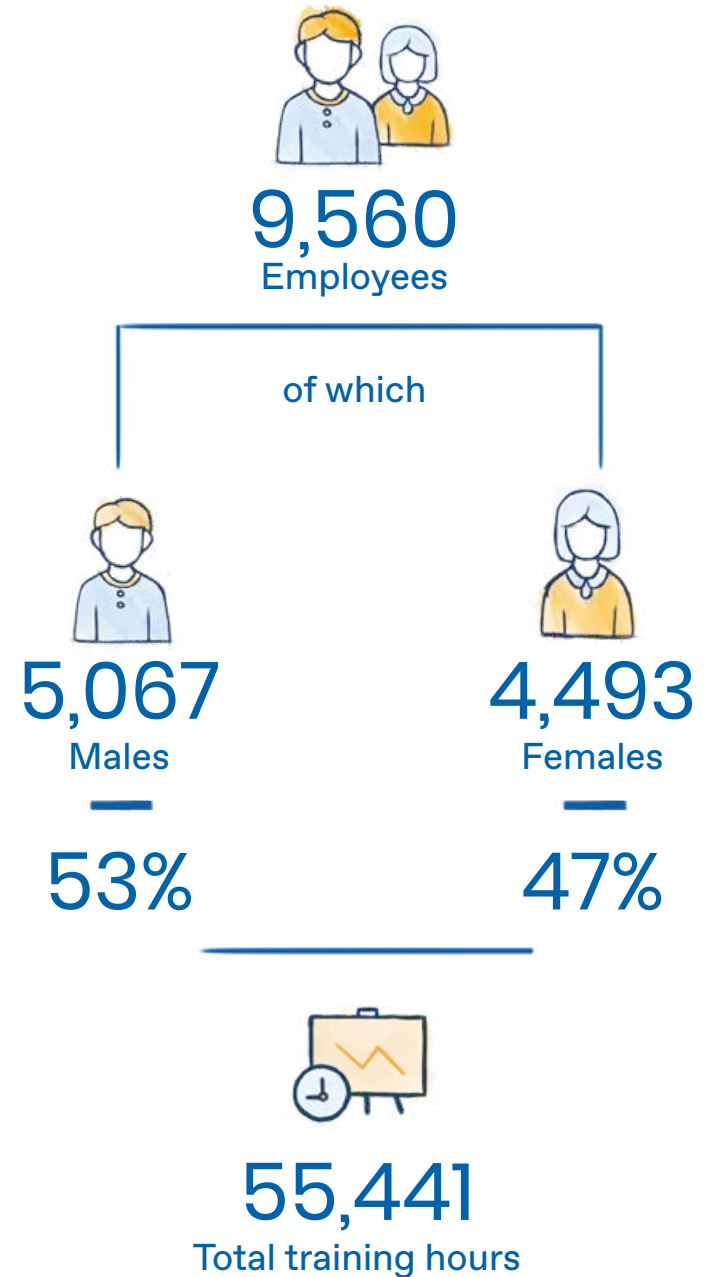
Combating active and passive corruption

Material Topics

Main group Stakeholders



People



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.

For more information please see the document “F.I.L.A. 2018 Consolidated Non-Financial Statements as per Legislative Decree no. 254/2016” published on www.filagroup.com.



Timber and environment

Renewable forest



Investment in a plantation
of approximately 250,000
popular trees.

First cycle of trees expected in 2020, planting at least 5 cycles of timber. The forecast is that the plantation could produce 40% of supplies required for the Chinese factory's production needs, i.e. 15% of F.I.L.A.'s total supply requirements.

Other advantages

01

Reduction of exposure to the
volatility in the cost of raw materials.

02

Improvement of the environmental
sustainability of production processes.

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.



Programme for Endorsement
of Forest Certification schemes
(PEFC®)





03

2018 - Beyond

Key events

Acquisition

The acquisition of Pacon US

F.I.L.A. expands its presence in school and becomes a fine arts & crafts primary player

Spring 2018 marked another important milestone for the Group. In June 2018, F.I.L.A. acquired 100% of the share capital of the US company Pacon from the private equity firm Mason Wells for \$320 mln. Pacon and F.I.L.A. share a similar and complementary heritage and corporate culture boasting a strong track record in M&A and market consolidation.

Advantages for F.I.L.A.

- Broaden its product offering on the US school segment, where most of Pacon's sales are concentrated.
- Expand its positioning in the US fine arts & crafts segment, in particular in paper and brushes, covering all market segments.
- Bring on board the solid management team of Pacon, which is now in charge of all of F.I.L.A.'s North American operations.
- Benefit from synergies stemming from the integration of the two groups, both on the revenue and cost side.

About Pacon



Founded
in 1951



Appleton,
Wisconsin



Leading school,
office and arts
& crafts player
in the US market

Array of brands

01

classroom
and home
papers

02

construction
paper

03

fine arts
papers

04

brushes

05

art and craft



Key events

Investments

A single Group ERP

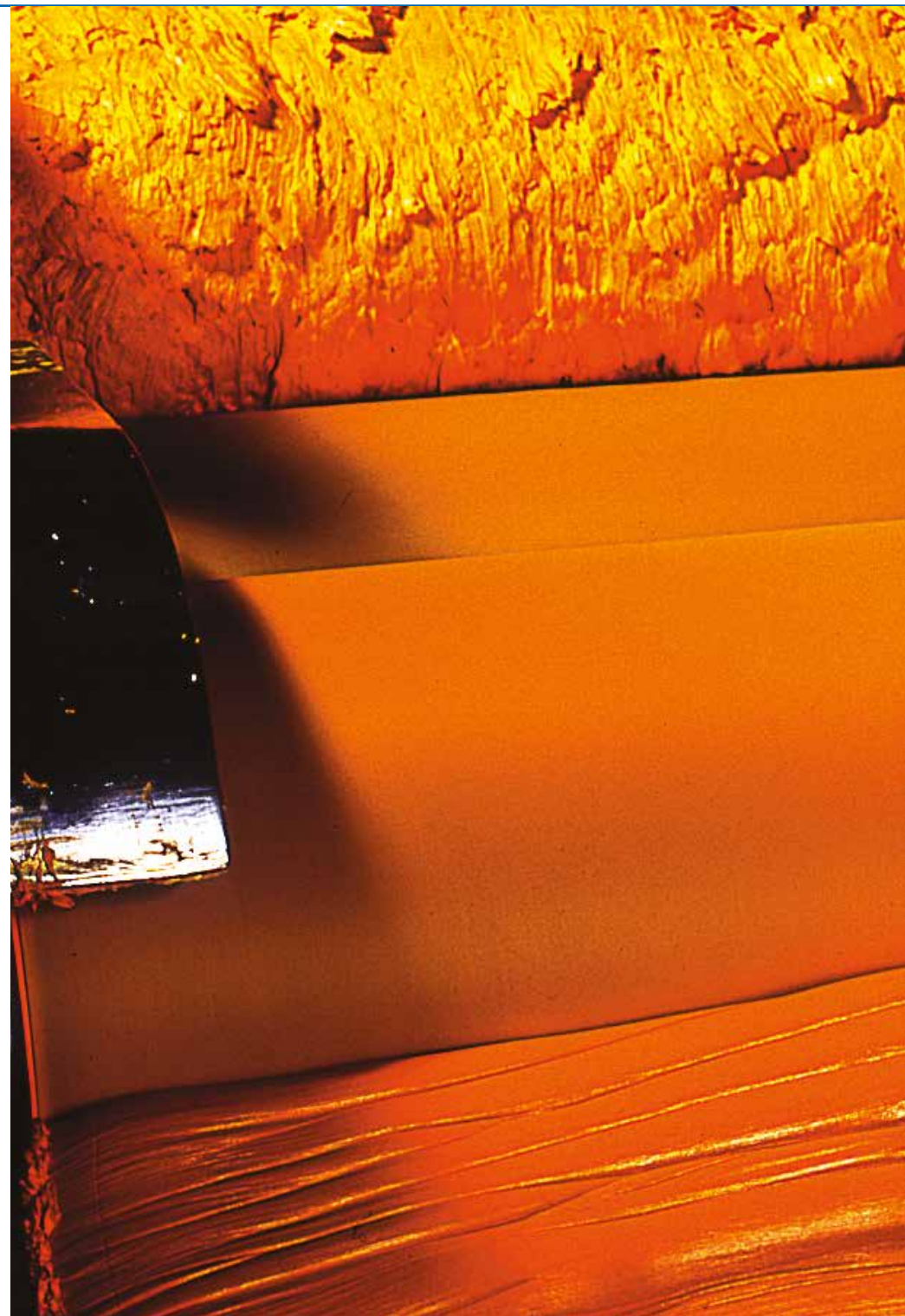
Resource planning software aimed at increasing the efficiency of business processes

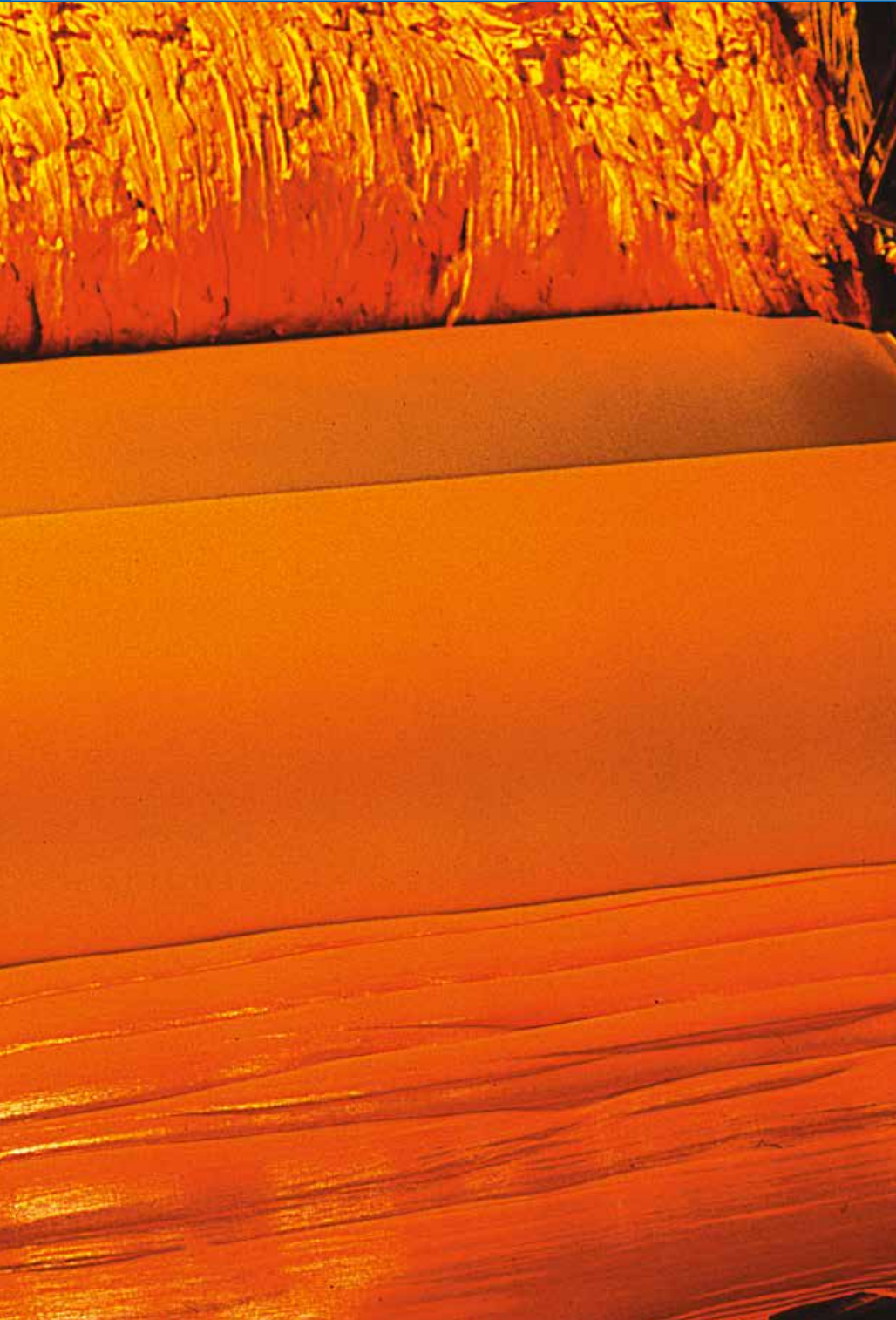
With the aim of:

- 01** enhancing the onboarding of any new companies acquired
- 02** facilitating control of internal growth lines
- 03** 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. The investment envisages the gradual activation of the main Group companies in the SAP environment. Once the implementation of the production companies has been completed, the advisability of extending the scope to include the commercial companies will be assessed.

The main business processes supported by PP (production planning), QM (quality management), MM (material Management), WM (warehouse Management), SD (sales and Distribution), FI (Finance), CO (controlling) are: Planning, Purchasing, Production, Sales, Logistic, Accounting and Control. Management reporting is supported by a dedicated platform such as BW (business warehouse) and BO (Business Object).





The logistics warehouse in Annonay

The creation of a European logistics warehouse to distribute the Group's main brands

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.

The warehouse was started up in August 2018, with products under the Canson, Lyra, Maimeri brands and progressively all the other brands of the F.I.L.A. Group like Daler, Lukas, Saint Cuthberts and Giotto have been entered in the scope for completion of the ramp up at the end of 2018.

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.

What's next?

Concentration of activity in the core businesses

- Increase the Group's sales continuing to expand both geographically as well as by product categories
- Vertical production integration that allows cost and quality control at all stages of the production process

Expansion of existing brands and geographical presence

- Functional and aesthetic innovation of products to meet the ever-changing needs of the market
- Maintenance of the quality standards of the products offered
- Increase in promotional/advertising activities
- Adoption of policies aimed at expanding the distribution share at both absolute and weighted numerical levels
- Compliance with stricter regulation across the different geographical areas

Continue to pursue M&A opportunities and geographical expansion

- Target acquisition of companies with leading brands with global footprint and production in key markets
- Opening, consolidation and growth of branches in strategic countries with high development potential



Constant monitoring of the main distribution channels

- Focus on traditional distribution channels still representing the main source of demand/revenues for the Group
- Expanding presence on e-commerce platforms created and managed by third-parties, including generalist platforms (e.g, Amazon) and platforms created and/or managed directly by customers

Improvement of the efficiency of the production and distribution process

- Implementation of an integrated and common enterprise resource planning system (SAP)
- Investment in R&D in order to identify new materials of the same quality available at lower costs
- Containment of production costs through investments in new technologically advanced machinery
- Achievement of greater efficiency of distribution chain

Control of the supply of raw materials

- Further strengthening of existing relationships with the main suppliers of timber
- Preservation and maintenance of the wood plantations in China, with the goal of keeping production costs under control and ensuring we continue to meet at least part of our wood demand with wood sources from our own renewable forests

04

H1 2019 Results

Disclaimer

This document has been prepared by F.I.L.A. S.p.A. ("F.I.L.A." or the "Company"), for information purposes only, exclusively with the aim of assisting you to understand and assess F.I.L.A.'s activities. Statements contained in this presentation, particularly regarding any possible or assumed future performance of the F.I.L.A. Group, are or may be forward-looking statements based on F.I.L.A.'s current expectations and projections about future events. By their nature, forward-looking statements involve known and unknown risks, uncertainties and other factors that are in some cases beyond F.I.L.A.'s control. These risks, uncertainties and factors may cause F.I.L.A.'s actual results, performance or achievements to differ materially from those expressed or implied by the forward-looking statements (and from past results, performances or achievements). Forward-looking statements are not guarantees of future performance. Consequently, F.I.L.A. and its management can give no assurance regarding the future accuracy of the estimates of future performance set forth in this document or the actual occurrence of the expected developments. The data and information contained in this document are subject to changes and integrations. Although F.I.L.A. reserves the right to make such changes and integrations when it deems necessary or appropriate, F.I.L.A. assumes no affirmative obligation to update, change or integrate this document, except as and to the extent required by law. Any reference to the past performance of the F.I.L.A. Group shall not be taken as an indication of future performance. In addition, this presentation includes certain "Adjusted" financial and operating indicators and non-IFRS measures, which have been adjusted to reflect extraordinary events, non-recurring and/or non-monetary transactions and/or activities that are not directly related to the Group's ordinary business. These measures are not indicative of our historical operating results, nor are they meant to be predictive of future results. These measures are used by F.I.L.A.'s management to monitor the underlying performance of the business and the operations. Since not all companies calculate these measures in an identical manner, F.I.L.A.'s presentation may not be consistent with similar measures used by other companies. Such "Adjusted" information has been included to facilitate the comparison of financial information among different financial periods; however, it should be noted that such information is not recognized as a measure of financial performance or liquidity under IFRS and/or does not constitute an indication of the historical performance of the Company or the Group. Therefore, investors should not place undue reliance on such data and information. The information contained in this document does not constitute or form any part of, and should not be construed as, any offer, invitation or recommendation to purchase, sell or subscribe for any securities in any jurisdiction and neither the issue of the information nor anything contained herein shall form the basis of or be relied upon in connection with, or act as any inducement to enter into, any investment activity. This document does not purport to contain all of the information that may be required to evaluate any investment in the Company or any of its securities and should not be relied upon to form the basis of, or be relied on in connection with, any contract or commitment or investment decision whatsoever. This presentation is intended to present background information on F.I.L.A., its business and the industry in which it operates and is not intended to provide complete disclosure upon which an investment decision could be made. The merit and suitability of investment in F.I.L.A. should be independently evaluated and determined by investors. Analyses in this presentation are not, and do not purport to be, appraisals of the assets, stock or business of F.I.L.A., and do not form any publicity material relating to the securities. Any person considering an investment in F.I.L.A. is advised to obtain independent advice as to the legal, tax, accounting, regulatory, financial, credit and other related advice prior to making an investment.

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

H1 2019 Highlights

FILA H1 2019: Asian growth trend continues and strong recovery in North America and Europe in the second quarter, operations back to efficiency

Core Business Revenues of 350.7mln €, +37.4% compared to H1 2018 Results and +2.4% (-0.5% Net of FX) compared to H1 2018 Proforma Results of which 87.2mln € related to Pacon Group Core Business Sales.

Sales growth in Asia, particularly in India (+23%) and South America (+4%) compared to the previous year, offset by, despite the second quarter strong recovery, the decrease in North America, due to a different seasonality of the school campaign, increasingly concentrated in the second and third quarters, and Europe, in particular Italy and France, mainly related to customers destocking process.

Adjusted EBITDA of 58.2mln €, +31.2% compared to H1 2018 Results, registering a strong improvement in the second quarter, and +1.3% (-2.5% Net of FX) compared to H1 2018 Proforma Results (including 13.3mln € related to Pacon Group EBITDA). Adjustments are related to 6.3mln € of extraordinary income (IFRS 16 first time adoption) partially offset by 4.6mln € of extraordinary costs, mainly related to the reorganization costs.

Adjusted Net Profit of 22.0mln €, +42.0% compared to H1 2018 Results, mainly due to M&A impact.

Net Financial Position at -602.4mln € as at June 30, 2019 (including IFRS 16 negative effect of -80.5mln € and negative Mark to Market Interest Hedging of 10.6 mln €) compared with -452.8mln € as at December 31, 2018. This change is mainly linked to the impact of business seasonality.

H1 2019 Core Business Sales

€ million



Core Business Revenue of 350.7mln €, +37.4% compared to H1 2018 Results

Core Business Sales compared to H1 2018 proforma values: +8.3mln € (+2.4%) and -1.7mln € (-0.5%) net of FX of which:

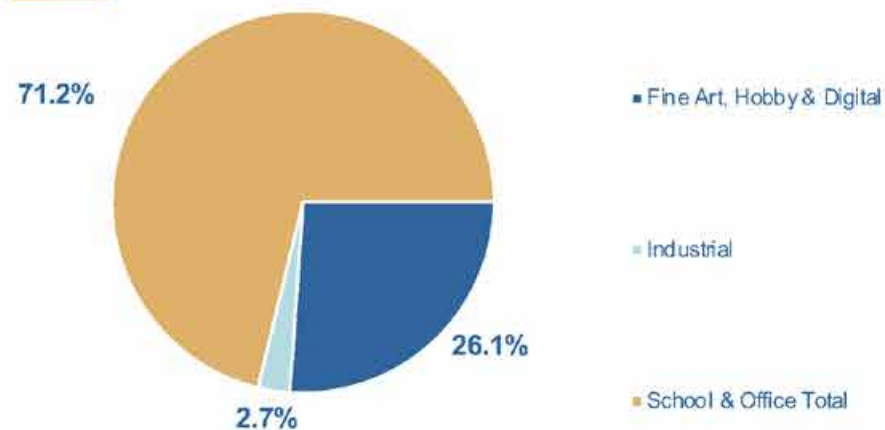
- By Geographic Area: North America -7.3mln € (-4.5%), Europe -2.6mln € (-2.2%) and Other Countries -0.6mln € (-30.9%), partially offset by Asia +7.7mln € (+23%) and Centre & South America +1.1mln € (+4.0%)

- By Product line: Fine Art, Hobby & Digital -4.7mln € (-5.0%), partially offset School & Office +2.3mln € (+0.9%) by Industrial +0.7mln € (+8.0%)

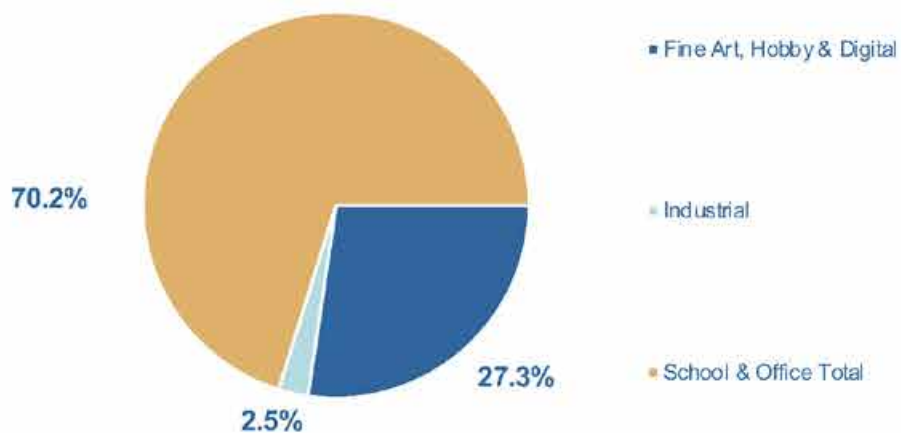
87.2mln € for Pacon Group Core Business Sales of H1 2018 (proforma adjustment)

Sales by product line

H1 2019

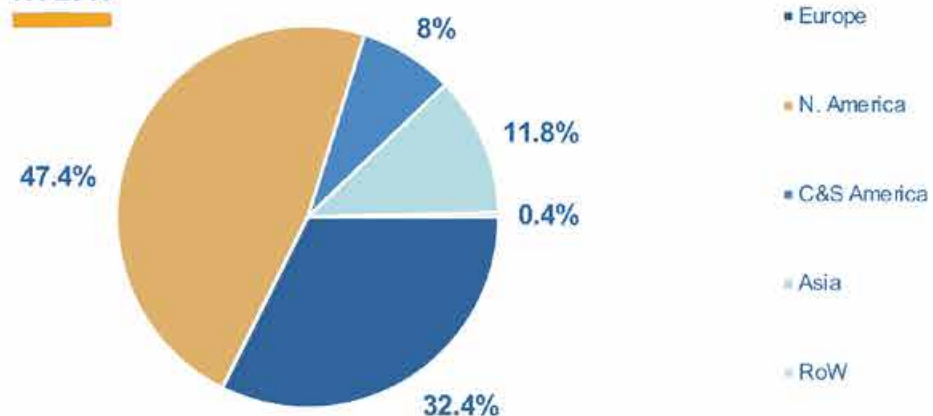


H1 2018

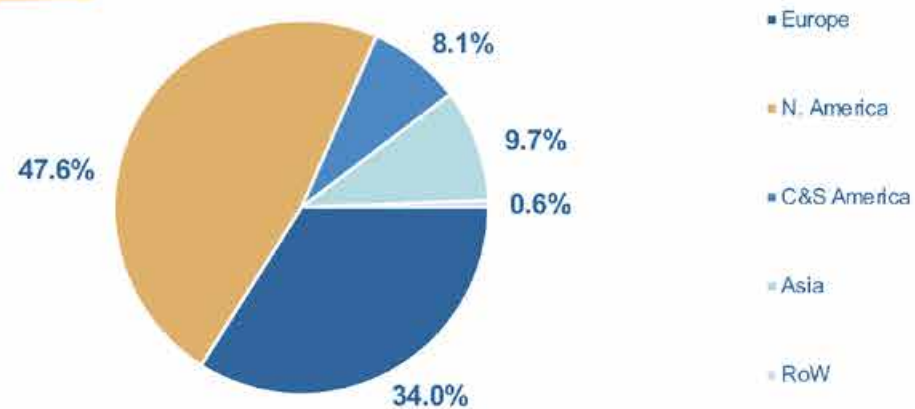


Sales by geographical area

H1 2019



H1 2018



Data in millions of euros; for precise data refer to H1 FILA report

H1 2019 EBITDA

Adjusted EBITDA

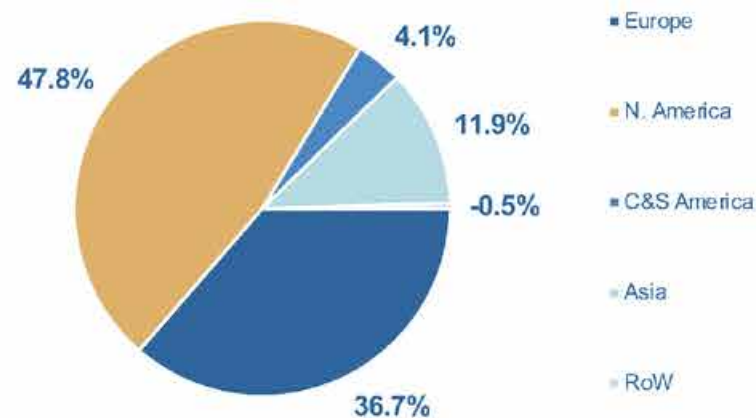
€ million



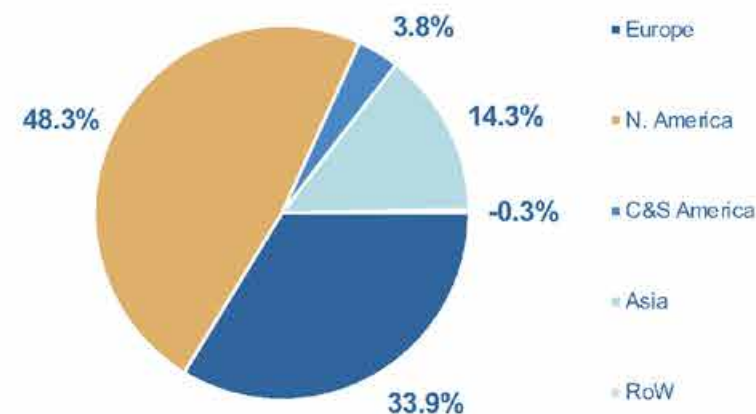
- Adjusted EBITDA of 58.2m€ (+31.2% compared to H1 2018 Results)
- Adjusted EBITDA compared to H1 2018 proforma value: +0.7m€ (+1.3%) and -1.4m€ (-2.5%) net of FX
- 6.3m€ of extraordinary income in H1 2019, related to IFRS 16 first time adoption partially offset by 4.6m€ of extraordinary costs in H1 2019, mainly related to the reorganization costs
- 9.8m€ of extraordinary costs in H1 2018A, mainly related to the Paco Group acquisition, reorganization, stock option costs
- 13.3m€ for Paco Group EBITDA of H1 2018 (proforma adjustment)

Adjusted EBITDA breakdown by geographical area

H1 2018



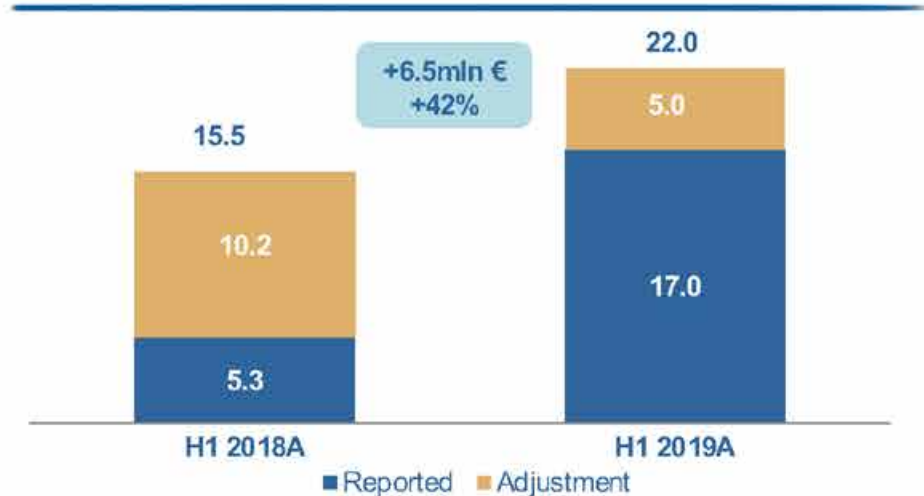
H1 2019



H1 2019 Net Income and Net Financial Position

Adjusted Net income

€ million



- Adjusted Net Profit of Euro 22m€ **+42.0%** compared to H1 2018 Results
- The adjustment of the Group Result in H1 2019 refers to extraordinary operating costs for reorganization and IFRS 16 first time adoption, net of taxes effects
- The adjustment of the Group Result in H1 2018 refers to extraordinary operating costs net of taxes effects

Adjusted Net financial position

€ million



Net debt increase of 149,6m€ mainly due to:

- Extraordinary negative effect for 80.5m€ refers to IFRS 16 adoption
- Negative Mark to Market Hedging of 10.6m€
- Operating CF negative for 30.1m€
- Capex for 7.9m€
- Net financial expenses for 13.1m€
- Dividends paid for 4.3m€
- Negative FX effect of 3.1m€

H1 2019 Income Statement

(€ million)

PROFIT & LOSS - REPORTED	H1 2018A	% on Sales	H1 2019A	% on Sales
Core Business Sales	259.1		350.7	
Other revenues	5.0		3.7	
Total revenues	264.1		354.4	-
Cost for Raw Materials and Supplies net Increase (decrease) inventory	(103.5)	(39.9%)	(158.1)	(45.1%)
Costs for Services and Use of Third-Party Assets	(65.8)	(25.4%)	(61.2)	(17.5%)
Personnel Costs	(54.3)	(20.9%)	(71.4)	(20.3%)
Other Operating Costs	(5.9)	(2.3%)	(3.8)	(1.1%)
Total operating costs	(229.5)	(88.6%)	(294.5)	(84.0%)
EBITDA	34.5	13.3%	59.9	17.1%
Depreciation and Amortization	(9.5)	(3.7%)	(19.5)	(5.6%)
Write-Downs	(1.6)	(0.6%)	(0.8)	(0.2%)
EBIT	23.5	9.1%	39.7	11.3%
Financial income/expenses	(10.0)	(3.8%)	(15.3)	(4.4%)
Income/expenses from associates at equity method	0.1	0.0%	0.1	0.0%
PBT	13.6	5.2%	24.5	7.0%
Taxes	(7.6)	(2.9%)	(6.4)	(1.8%)
Net profit (loss) of continuing operating activities	6.0	2.3%	18.0	5.1%
Net profit (loss) of discontinuing operating activities	-	0.0%	-	0.0%
Total net profit (loss) of the period	6.0	2.3%	18.0	5.1%
Total net profit (loss) attributable to non controlling interests	0.7	0.3%	1.1	0.3%
F.I.L.A. Group's total net profit (loss) of the period	5.3	2.1%	17.0	4.8%

(€ million)

P&L ADJUSTMENTS	H1 2018 ^o	% on Sales	H1 2019 ^o	% on Sales
REPORTED CORE BUSINESS SALES	259.1		350.7	
Total Adjustments	(3.9)			
ADJUSTED CORE BUSINESS SALES	255.2		350.7	
REPORTED EBITDA	34.4	13.3%	59.9	17.1%
Total Adjustments	9.8		(1.7)	
ADJUSTED EBITDA	44.3	17.3%	58.2	16.6%
F.I.L.A. GROUP REPORTED NET PROFIT	5.3	2.1%	17.0	4.8%
Total Adjustments	10.1		5.0	
F.I.L.A. GROUP ADJUSTED NET PROFIT	15.5	6.1%	22.0	6.3%

H1 2019 Balance Sheet

(€ million)

BALANCE SHEET - REPORTED	2018A	H1 2019A
Intangible assets	441.9	437.7
Tangible Assets	104.5	175.8
Financial Fixed Assets	3.6	4.0
Fixed Assets	550.0	617.5
Other Non Current Assets/Liabilities	20.8	20.5
Trade Working Capital	308.5	393.6
Other Current Assets and Liabilities	2.1	(2.0)
Net Working Capital	310.6	391.7
Provisions & Funds	(89.8)	(84.0)
NET CAPITAL EMPLOYED	791.6	945.7
Shareholders equity	(338.8)	(343.3)
Net Financial Position	(452.8)	(602.4)
TOTAL NET SOURCES	(791.6)	(945.7)

H1 2019 Cash Flow Statement

(€ million)

CASH FLOW - REPORTED	H1 2018A	H1 2019A
EBIT	23.5	39.7
Adjustments for non monetary costs	12.9	15.5
Adjustments for taxes	(6.5)	(3.6)
Cash-flow from operating activities before changes in NWC	29.8	51.6
<i>Changes in inventories</i>	<i>(26.6)</i>	<i>(15.5)</i>
<i>Changes in trade receivables & others</i>	<i>(61.6)</i>	<i>(78.2)</i>
<i>Changes in trade payables & others</i>	<i>15.8</i>	<i>14.7</i>
<i>Changes in other current assets/liabilities</i>	<i>(2.1)</i>	<i>(2.8)</i>
Changes in net working capital	(74.6)	(81.7)
Operating cash-flow	(44.7)	(30.1)
Investments in tangible and intangible assets	(10.3)	(7.9)
Other changes	0.8	0.2
Free Cash Flow	(54.2)	(37.9)
Capital increase / reimbursement / dividends	(3.8)	(4.3)
Net financial expenses	(11.4)	(13.1)
Participation acquisition and disposal	(215.2)	-
Adjustment mark to market hedging	-	(10.7)
Adoption IFRS 16	-	(80.5)
Net financial position due to consolidation area changes	(86.7)	-
Effect of FX rate movements	(1.7)	(3.2)
Changes in Net Financial Position	---	---



Investor Relations F.I.L.A.
Stefano De Rosa CFO/IR Officer - Francesca Cocco IR
ir@fila.it - (+39) 02 38105206

