

# NATUZZI

## COMPANY PROFILE

Founded in 1959 by Pasquale Natuzzi, Natuzzi is one of the world's leading players in the production and distribution of design and luxury furniture. With a global retail network of 630 mono-brand stores and about 600 galleries (as of 31.12.2024), Natuzzi distributes its collections worldwide. Natuzzi products are the embodiment of Italian design and craftsmanship, expressing the "Made in Italy" tradition at its best. Natuzzi S.p.A. has been listed on the New York Stock Exchange since May 13, 1993.

### SALES NETWORK

The Natuzzi Group exports to more than 100 countries in 5 continents. Its customer services and entire sales network are managed by the following business units: Italy (Santeramo in Colle, Bari) – USA (High Point, North Carolina) – Switzerland (Zurich) - Spain (Madrid) – United Kingdom (London, England) – Japan (Tokyo) – Singapore (Singapore) – Russia (Moscow) – Brazil (Salvador, Bahia) – China (Shanghai).

### DESIGN

The Natuzzi Group is one of the largest investors in research and development in the furniture industry. Its R&D team focusses on the development of new high-tech structural materials, innovative foams and fibres, and ergonomic automated mechanisms to ensure consumer wellness and harmony. Its products are designed in the Company's Style Centre as well as by internationally acclaimed designers that work with the Group.

### PRODUCTION

Natuzzi represents a unique production reality with its supply chain covering the entire process, from scouting trends to sourcing materials, from manufacturing to customer delivery services, and a large assistance and support network. Production takes place in the Italian hub and in the Natuzzi factories in China, Brazil and Romania. Manufacturing draws upon technological innovation whereby industrial methods are optimized according to the strictest quality parameters. Thanks to more than 65 years of experience in the business, expert craftsmen create the company's products using cutting edge technologies.

### SERVICES

Customers are at the very centre of Natuzzi's activity, a company that listens to them and seeks their satisfaction. Natuzzi's consulting services, store designs, advanced order management systems, in-store communication, dedicated partner support, home delivery services, local currency invoicing, pre and after sales assistance for final customers are all part of its customer orientation. Maximum customer satisfaction is ensured through a meaningful shopping experience, excellent and innovative products and services tailored to meet expectations.

### BRANDS

The Natuzzi company DNA flows into two brands that embody Natuzzi's core values.

**Natuzzi Italia** is rooted in the Mediterranean lifestyle to design harmonious spaces through a collection of made in Italy luxury furniture. Natuzzi Italia's mission is to create Harmony by blending design, functions, materials and colours. Its products are also designed by internationally renowned designers and manufactured in Natuzzi's Italian factories. The Natuzzi Italia collection offers a wide array of exclusive sofas and living room, dining room and bedroom furniture, furnishings and accessories.

**Natuzzi Editions** comprises collections that satisfy any need of versatility thanks to high-quality options and comfort. The brand offers a broad range of innovative sofas with a unique style and absolute comfort. Natuzzi Editions products are entirely "made in Natuzzi" with the Group's overseas plants ensuring quality standards and efficient delivery times: Romania serves EMEA, China the APAC Region, North Carolina North America, and Brazil for South America. Factory proximity to outlet markets is an important competitive advantage for the Group so it is close to its customers and increasingly more sustainable and reliable in its service.

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Alongside Natuzzi Editions is **Divani&Divani by Natuzzi**, the Italian chain of franchising stores specialized in sofas, armchairs and accessories and created in 1990 by the Natuzzi Group. Today's collections comprise bedroom furnishings as well and are characterized by innovation, functionality and comfort.

## DISTRIBUTION

Natuzzi's distribution is organized worldwide through wholesale channels and its mono-brand stores, managed directly by the Group or franchised under the "*Natuzzi Italia*", "*Natuzzi Editions*" and "*Divani&Divani by Natuzzi*" names.

## TURNOVER

€ 328.6 million (as of 31.12.2023).

## EMPLOYEES

3.205 (as of 31.12.2024).

## CERTIFICATIONS

Committed to social responsibility and environmental sustainability since its inception, Natuzzi S.p.A. is ISO 9001 and 14001 certified (Quality and Environment), ISO 45001 certified (Safety in the Workplace) and FSC® Chain of Custody, CoC (FSC-C131540).