

**Press Kit**  
**Cosentino Group 2019**

*Inspiring people through innovative spaces*



imagine & anticipate

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## 1. COSENTINO GROUP

**Cosentino Group is a global family-owned company that produces and distributes high value innovative surfaces for architecture and design.**

With the involvement of its customers and partners, this leading company **imagines and anticipates** design solutions that offer value and inspiration to people's lives. This goal is made possible by pioneering brands that are leaders in their respective segments such as Silestone®, Dekton®, Sensa by Cosentino®. Technologically advanced surfaces which allow create unique spaces and designs for the home and public spaces.

The group has based its development on international expansion, an innovative research and development programme, respect for the environment and sustainability, its ongoing corporate commitment to society and the local communities where it operates, training, equality and job security.

The Cosentino Group currently distributes its products and brands in more than 110 countries, from its headquarters in Almeria (Spain). Currently Cosentino is present in 40 countries, with its own assets in 29 of them. The group has eight factories (seven in Almeria (Spain and one in Brazil), one intelligent logistic platform in Spain, and more than 130 commercial and business units throughout the world. More than 90% of Cosentino Group's consolidated turnover comes from international markets, what makes Cosentino the most internationalized Spanish company according to the *Leading Brands of Spain Forum* (FMRE, Ed.2018).

### **Production and distribution facilities**

Cosentino Group has been known from its very beginnings for its continuous reinvestment of resources into assets for production and distribution, and in innovation and technology. The international expansion policy of the group has been based mainly on the establishment of Cosentino Centers, Cosentino City's and commercial subsidiaries with their own assets.

With a total surface area of over two million square metres, the Cosentino Group Industrial Park is the production, administrative and logistical heart from where the group controls and monitors its worldwide distribution system.

In addition to the group's head office, all the major production facilities are located in this park: the three Silestone® plants; a raw materials factory; a special finishes and materials modern factory; and a plant devoted to the creation of millions of physical samples. Moreover, this Almeria industrial park is home to the two Dekton® by Cosentino production lines and a one-of-a-kind, intelligent and fully automated Logistics Center, pioneer in this industry.

The Dekton® by Cosentino factory, opened in early 2013 is equipped with advanced technology for the manufacture of this ultra-compact surface, which was created with the aim of revolutionising the world of architecture and interior design all over the globe, and which initial development took more than 22.000 hours of research. Dekton® production facility covers 70.000m<sup>2</sup> area, and since end of 2017 and within the company's 2016-2019 Investment Plan, Cosentino has opened a second Dekton® production line which has increased the production capacity to 2.000 slabs per day. The technologically advanced and pioneer in its industry Logistics Center, includes also an automated warehouse that can stock up to 300.000 Silestone® and

Dekton® slabs. It also has the capacity of preparing in A-frames for maritime or land transport around 7.000 slabs every 9 hours.

The only factory the Group has outside of its Almeria industrial park in Spain is the granite and natural stone processing factory in Brazil. Cosentino Latina, the group's subsidiary based in the city of Vitoria, operates one of the largest granite factories in Brazil, featuring cutting-edge equipment and technological and environmental processes. With 65.000m<sup>2</sup> facilities, Cosentino Latina has a daily production capacity of over 2.500m<sup>2</sup> of Sensa by Cosentino® slabs. Currently Cosentino's affiliate Cosentino Latina is Brazil's first natural stone exporter.

Referring to Cosentino's own assets, the company counts currently with more than 130 commercial and business units throughout the world. These are divided in nearly 120 Cosentino Centers, 11 Cosentino City, 5 logistic operators and 3 logistic Hubs.

### **Cosentino Center, a unique model**

In the 29 countries where Cosentino Group has established a presence with its own premises, distribution is carried out mainly through innovative comprehensive distribution and service platforms, called Cosentino Centers.

The Cosentino Centers are an example of the company's total commitment to its customers, providing them with exclusive and high quality service. The Centers combine the functions of warehouse, brand and product showroom, and sales network. These facilities are home to a dynamic programme of training courses, specialised according to the different professionals that attend them: stone masons, architects, interior designers and design professionals, and specialist kitchen and bathroom retailers.

Cosentino Group has already nearly 120 Centers throughout the world. In Europe, the group has nearly 50 Cosentino Centers in 17 countries. In North America, Cosentino has expanded its Centers network to up to 43 Centers, 4 of which are in Canada. In addition to these two main regions of activity, Cosentino Centers also are present in the rest of the world. In Latin America the company has Centers in Brazil (7) and Mexico (1). While in the Pacific area the number of Cosentino Centers reaches 7, 6 in Australia and 1 in New Zealand.

In other geographical areas, the company is present through Cosentino City showrooms or through logistic operators. In Asia, the presence is from Singapore, operational center for the whole continent with a Cosentino Center (opened in 2017) and a Cosentino City showroom to a logistic operator located in Japan or a City Associated in Kuala Lumpur. In Africa, Cosentino has in Cape Town and Johannesburg two logistic operators, as well as a Cosentino Center, the first in Africa, located in Johannesburg, which opened early 2018.

In the other countries where the group has a presence, its commercial activity is carried out by means of exclusive agreements with local distributors.

### **Cosentino City, the Cosentino experience in the City**

2013, Cosentino launched a new concept of showroom in the city centre of key cities. This showroom offers architects, interior designers and end consumers the opportunity to see and experience the diverse product range of the company.

The "Cosentino City" is not a conventional store, it is an information and service centre for the professional as well as for the end consumer. This new concept is looking to attract the visitor

through a sensorial experience and the integral service offered by specialized professionals. The visitor will be able to define, create and visualize his project with the IT equipment available in the Cosentino showroom.

The “Cosentino City” is a totally innovative concept, which responding to the needs of the market is taking one step further in the service delivered to the client. The company has today 11 “Cosentino City” showrooms in Sidney, Singapore, New York (Manhattan), San Francisco, Toronto, Montreal, Milan, London, Madrid, Dubai and Miami.

Also in Asia, the company operates through a City Associated in Koala Lumpur (Malaysia).

## 2. INNOVATIVE MATERIALS FOR INTERIOR DESIGN AND ARCHITECTURE

Cosentino Group has its origins in the quarrying, processing and sale of marble from the Sierra de los Filabres mountains in the province of Almeria, Spain, among which the variety "White Macael" is particularly outstanding. **Since 1979, the company's process of expansion and research has led it to apply the latest technology to produce innovative materials and high-value solutions for the world of architecture and design.**

**Many architects and designers have shown their interest for Cosentino materials and developed diverse projects with Cosentino's brands.** Worldwide renowned figures like Campana brothers, Daniel Libeskind, Fermín Vázquez, Xavi Mañosa, Steffen Kehrlé, Form Us With Love, Lázaro Rosa-Violán, Antonio Citterio, Patxi Mangado, Daniel Germani, Monica Forster, or Ron Arad among many others have experimented and worked with Cosentino's innovative materials.

### Current main Cosentino Group brands

#### ***Dekton® by Cosentino***

Dekton® by Cosentino is an ultra-compact surface developed exclusively by the Cosentino Group R&D department. The Dekton®'s worldwide launch was in 2013. It involved 22,000 hours of research. A new and original category of surface, a leader in its field and setting the standard, Dekton® is manufactured by means of Cosentino's exclusive TSP (Technology of Sintered Particles) technology, a manufacturing process that uses an accelerated version of the high pressures and high temperatures processes that nature has applied for thousands of years to produce natural stone.

This new material is highly resistant to scratching and abrasion, it has very low porosity and therefore almost non-existent water absorption and maximum resistance to stains. It has excellent colour stability due to its resistance against UV rays, and it can be used in any climate as it resists heat and thermal shock, even that caused by freezing and thawing. 2016 Dekton® obtained the Environmental Product Declaration (EPD), after analysing the environmental impact of its life cycle.

Dekton® offers decoration in volume, large format slabs, and infinite design possibilities. In addition, the material allows for absolute personalization, becoming the perfect ally of designers and architects. This personalization can be obtained through two different technologies: engraving and inkjet printing.

Dekton® references are divided in eight main collections: Solid Collection, Natural Collection, Tech Collection, Wild Collection, XGloss Solid Collection, XGloss Natural Collection, XGloss Basic Collection and Industrial Collection.

<http://www.dekton.com/>

### ***Silestone® by Cosentino***

Silestone® by Cosentino, world leading brand for quartz surfaces, is a material made of 90% natural quartz. Silestone® surfaces are highly stain, impact and scratch resistant as well as having a low liquid absorption rate. This material also features exclusive bacteriostatic properties for determined colours, numerous guarantees and certifications, and is supplied with the high level of service, quality and responsibility that is common to all Cosentino Group products.

Silestone® is manufactured in over 90 colours, three textures and various formats making it very versatile; it can even be applied in large, joint-free pieces. It is the perfect material for use in a great many applications in kitchens and bathrooms as well as for laboratories, hospitals, hotels, restaurants and other professional uses.

This brand also includes one of Cosentino innovations of the past years. Silestone® Eco Line is manufactured with at least 50% of recycled materials which include postindustrial and postconsumer porcelain, glass, mirrors and vitrified ash. With this product, Cosentino for the first time brought together high-level design and a series of special features and properties with a truly ecological and sustainable component in one decorative surface.

Silestone® Eco Line is is “Cradle to Cradle” certified and in 2011 Cosentino Group obtained an Environmental Product Declaration (EPD®) for the life cycle and carbon footprint of Eco Line, which shows Cosentino’s efficiency in terms of raw material and energy consumption as well as reducing waste generation.

2017, Silestone® has once again shown its leadership in the quartz surface industry, presenting the innovative technology N-Boost. Silestone® N-Boost modifies the surface of the material at a molecular level, thus enhancing further still the excellent technical and aesthetic features of the material. This innovative development, whose patent is owned by Cosentino, facilitates the cleaning and maintenance of Silestone®, achieves a greater intensity of colour and increases the level of surface brightness.

<http://www.silestone.com/>

### ***Sensa by Cosentino®***

Sensa by Cosentino® is Cosentino's brand of protected natural stone. Sensa incorporates an exclusive protection against stains. Sensa by Cosentino® granites and quartzites are subjected to a revolutionary treatment that makes them highly stain resistant. A protective treatment is applied to each slab of Sensa by Cosentino® at Cosentino's modern facilities. This protection comes with a 15-year warranty.

The Sensa exclusive stain protection, called Senguard NK, is applied by means of a chemical bonding process, providing invisible protection that enables the natural stone to breathe. The treatment works by preventing penetration by any type of liquid into the granite, meaning that properties of the stone, such as its colour, quality and finish, remain unaltered for longer and that their result is better.

At the Sensa by Cosentino® comes in a wide range of colours, each with a specific finish, suede, polished or caresse. Sensa by Cosentino® protected natural stone can be combined with any style of decor or project and adds an elegant touch to the kitchens or spaces where it is used.

<http://www.sensabycosentino.com>

### 3. RESEARCH AND DEVELOPMENT

**Through its commitment to and ongoing investment in R&D, Cosentino Group has succeeded in creating technologically advanced products such as Silestone® N-Boost, the Dekton® ultra-compact surface, Sensa by Cosentino® granites, or the recycled and “Cradle to Cradle” certified surface Silestone® Eco Line.**

Cosentino Group applies the most advanced technology available each time to produce innovative surfaces that contribute to the creation of elegant and beautiful spaces for private homes and commercial establishments. These products provide differential advantages to both architects and professionals in the fields of interior design and construction, and to end users.

Cosentino Research & Development S.L., is a company which belongs to Cosentino Group which gathers the R+D activity and which counts with a multidisciplinary research and development team of more than 30 researchers. It also maintains an active collaboration policy with leading outside experts and institutions in the field of design and engineering.

The development of new products is complex and requires a significant investment of time and resources. For this reason, the company's investment in terms of research is approximately 2% of the group's total annual sales. For example, in 2017 the global investment in R+D+i was 22.6 million Euro.

This investment has led to the current leading position of the Silestone® quartz surface, and to the development of new, pioneering materials such as the Dekton® ultra-compact surface, the development of which is the result of an investment of 128 million Euro and 22,000 hours of research.

Cosentino Group has also had a comprehensive R&D management system in place since 2004. Since its inception, this system has evolved steadily, guided by a philosophy of continuous improvement. Several sections have gradually been included to this system, such as the technological observatory, which endeavours to detect new and emerging technologies in the sector; the management of ideas and projects, which allows the company to capture ideas from any source, whether it be universities, customers, suppliers or employees themselves; and the group's own project portfolio management, pursuing the efficient execution of projects.

Within its strategic alliance policy, the company is a member of the Technological Corporation of Andalusia, as one of the leading companies represented on the Foundation Board of the Corporation. Finally, Cosentino has received the support of the Centre for the Development of Industrial Technology (CDTI), organisation which depends from the Spanish Ministry of Economy and Competitiveness.

These alliances are complemented with ongoing collaborations with entities and institutions like the Superior Centre of Scientific Research (CSIC), the Technological Centre of Marble (CTM), the Technological Institute of Ceramic (ITC), the Technological Plastic Institute (AIMPLAS), the Institute of Sciences of Materials of the Valencia University, the Barcelona Autonomía University or the Granada, Malaga, Cadiz and Almeria Universities.

### 4. SUSTAINABILITY AND ENVIRONMENTAL MANAGEMENT

**Since its beginnings, Cosentino Group has maintained sustained growth, which has led to its position at the forefront of the stone industry. Cosentino is committed in its work for sustainable development and the conservation of the environment.**

This growth has always been based on the company's guidelines for environmental respect, risk prevention and control in all industrial processes carried out by the company, from material manufacturing to product distribution. Consequently, Cosentino reinvests a significant proportion of its annual income in the search for pioneering solutions, being one of the companies who invests most in sustainable policies in Spain. Only in 2017 the Group invested 13 million Euro in environmental assets and spent 7.3 million Euro for environmental control and improvement.

The group prepares an Environmental Strategic Plan every year, in which it sets out the lines of action to be taken in this regard. A quarterly follow-up is then made of the different parameters at all group facilities, to which are added the internal audits conducted by qualified personnel and external audits associated with certification processes and legal requirements.

For example: as a result of this commitment, in 2010 the company completed the Life-Cycle Assessment (LCA) for Silestone® Eco Line, the recycled surface by Cosentino Group. This assessment sought to reduce the environmental impact associated with the product, improving efficiency in the consumption of raw material and energy and the reduction of waste.

In 2016, Dekton® obtained the Environmental Product Declaration, a prestigious certification by The International EPD System. Another significant achievement was in 2012, in the framework of the expansion of its industrial park in Almeria, Spain, Cosentino obtained the Integrated Environmental Authorisation, acknowledging the positive environmental assessment granted by the local government authorities.

All measures adopted by the company in this field are directed towards the prevention of environmental risks and improvements to the environmental variables of the local area, through the company's investment in the best available technology. This means that Cosentino is one of the most environmentally friendly Spanish companies.

Overall, the environmental commitment of the company is reflected in the Environmental Management System and is summarised in the following actions:

- Continuous improvement of processes and final products, using the Environment and Quality Management System as a tool.
- Compliance with environmental regulations and the requirements of the market and society.
- Efficient and rational use of resources, and the adoption of the most suitable management systems for the waste produced.
- Adoption of the necessary measures for the prevention of possible soil, air and water pollution.
- Developing employee involvement and awareness about environmental protection and respect.

An outstanding feature of the Environmental Management System, which holds the international certification ISO 14001:2005, renewed in 2017, is the company's active policies for air control and dust and VOC reduction; water management with the achievement of continuous reuse and “zero discharge”; waste management; the reuse of waste as raw material for recycling into new products; and landscape restoration.

## 5. CORPORATE SOCIAL RESPONSIBILITY

**The company's actions in the field of CSR are based on Cosentino Group values: commitment to the health and safety of its employees, to the environment, to society and to equality and diversity among employees and collaborators.**

As a multinational company, since the very beginning Cosentino Group has upheld its commitment to the local communities in which it operates. This social, voluntary and real responsibility is reflected in continued support offered through education, and training in different fields; policies for the encouragement of equality; community support actions; and sponsorship of a wide range of cultural, educational and sports activities worldwide.

### Main CSR milestones

#### ***Cosentino Design Challenge***

This initiative promotes and encourages creativity and talent among students of design and architecture from around the world.

In its last edition, the competition received a total of 333 proposals, 141 for the architecture section and 192 for the design section, this is 48% more than the previous edition. Student proposals arrive from four continents, Europe, America, Asia and Oceania. The first prizes are awarded with 1.000€ each. In addition, special mentions may be awarded in each category.

More than 10 years after its launch, Cosentino Design Challenge continues increasing its network. In Spain Architecture Universities in Madrid, Barcelona, Seville, Zaragoza or Navarra; Artediez Madrid school; Alicante Art School or Madrid universities CEU-San Pablo and Rey Juan Carlos support CDC. Outside Spain, Instituto Europeo di Design Milano (Italy), École Supérieure des Arts modernes (France), American Society of Interior Designers (USA), Universidad Marista (Mexico) or University of Technology Sydney (Australia) also collaborate with Cosentino for bringing CDC competition to their students.

[www.cosentinodesignchallenge.org](http://www.cosentinodesignchallenge.org)

#### ***Eduarda Justo Foundation***

This foundation aims to develop Cosentino Group's immediate social environment and, in particular, to assist in the economic, social, educational and cultural development of the province of Almeria, Spain, with special attention to those with more limited economic resources. The Eduarda Justo Foundation's activities are directed towards identifying local youth with potential to become future leaders, through two main activities:

***Eduarda Justo scholarships:*** International graduate scholarships to enable young people to pursue their studies in the world's leading universities such as MIT, Harvard, Stanford or Columbia. Together with the United World Colleges, two scholarships are offered each year to study the International Baccalaureate in one of this institution's 13 centres around the world.

*“Future Leaders” Seminar:* Intensive training seminar for the purpose of identifying, training and advising university students and young professionals from Almeria with the potential to become future leaders.

The foundation completes its activities with permanent forums and training seminars that are open to the general public.

<http://www.fundacioneduardajusto.es/>

### ***Silestone Institute***

The Silestone Institute is an international platform devoted to the study and awareness of hygiene in kitchens and bathrooms, in both public and private spaces, for the purpose of promoting a healthy lifestyle. Its activity areas focus on kitchens in the home, professional kitchens and other areas related to the food industry or the hospitality sector.

It attempts to give a broader view of the concept of health by focusing on aspects, in addition to food safety, such as choice of materials and furnishings for the kitchen, space distribution, habits, relationships and applied technologies.

The institute’s Advisory Board comprises experts in different areas of food safety, professional cooking, scientific communication, cleaning products, architecture and design, etc., and the studies on offer are open to consumers, professionals and the general public. The Silestone Institute focuses its activities on three main areas: science and technology, society and legislation. In 2014, the Silestone Institute publication “90 cm Above Floor Level” received the Gourmand Award to the best professional book in Spain, and was finalist for the international Gourmand Awards. 2017 Silestone Institute presents “Global Kitchen” an international project to define the future of the domestic kitchen. The objective of this project is to promote a multidisciplinary reflection space to analyse the effects of globalization in the kitchen and identify how this space will evolve in the next 25 years, with the aim to share this knowledge with the kitchen industry and with society in general.

<http://www.silestoneinstitute.com/default.aspx>

Additionally, the company completes its broad CSR-related activity with different collaborations and activities supporting art and culture. Since 2014 Cosentino is a member of the **Patronage of the Ibañez-Cosentino Art Foundation**, which manages the Casa Ibañez de Olula Del Río Museum (Almeria, Spain) and its Almeria art, photography and crafts collection. In addition, since 2015 the company is one of the main sponsors of Granada’s International Music and Dance Festival.

In the culinary sphere, Cosentino collaborates with **Basque Culinary Center** in the Basque Country (Spain), with the event “**The World’s 50 Best Restaurants**”, and with “**Madrid Fusion**”.

For the architecture and design world, Cosentino Group has launched the **magazine “C”** together with the digital knowledge platform **magazeen.com**, and supports diverse institutions as Arquitectura y Sociedad Foundation, Arquitectura Contemporánea Foundation, Architecture Documentation Agency “Scalae”, “I+D+Art”, or FAD (Fomento de las Artes y el Diseño) with its architects and interior designers association ARQUIN-FAD.

## KEY INDICATORS FOR THE GROUP

<b>1</b>	Intelligent Logistic Center in Almeria, Spain
<b>3</b>	Logistic Hubs in (Houston, TX and Norfolk, VA (USA); and in Sidney (Australia)
<b>3</b>	Brands: Dekton®, Silestone®, Sensa by Cosentino®
<b>8</b>	Factories. 7 in the Cosentino Group Industrial Park in Spain and 1 in Vitoria, Brazil
<b>11</b>	Cosentino City: Sidney, Singapore, Manhattan, San Francisco, Toronto, Montreal, Milan, London, Madrid, Dubai, Miami
<b>13</b>	Kitchen and bathroom surfaces production centers. 1 in Spain and 12 in the USA
<b>29</b>	Countries where the group has its own commercial assets
<b>40</b>	Countries where the group has commercial presence
<b>More than 90%</b>	Group revenues derived from international markets
<b>More than 114</b>	Countries where the group's products are sold
<b>More than 130</b>	Commercial and Business Units worldwide
<b>More than 4,400</b>	Employees around the world. More than 2,000 in Spain.
<b>2.3 million m<sup>2</sup></b>	Total area of the Cosentino Group Industrial Park in Almeria, Spain
<b>€ 380 million</b>	Total Volume of Investment planned by Cosentino Group in the period 2016-2019
<b>€ 901 million</b>	2017 Cosentino Group consolidated turnover worldwide