

## **Discover UNILIN**

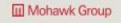
## **About Mohawk**

Mohawk Industries, Inc. is the world's largest flooring company with operations in North & South America, Europe, Russia and Asia.

The group is quoted on the New York stock exchange (NYSE) with a turnover of \$ 9,5 Billion (2017) and employs more than 38,800 employees internationally.



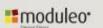




























### History















12 major US soft surface acquisitions were completed

2002

UNILIN
acquisition
established
leading laminate
position and
gave Mohawk a
European
presence

our la floo 2007

Arauco joint venture introduces our laminate flooring in Brazil

2013

Magnum acquisition (engineered wood)

2015

Italian and Polish acquisitions expand European ceramic footprint

1992-2000

Dal-Tile
acquisition
established
leading ceramic
position and
international
manufacturing
operations

2005

Columbia acquisition established base in hardwoods and added manufacturing in Asia (production in US and Asia) 2012

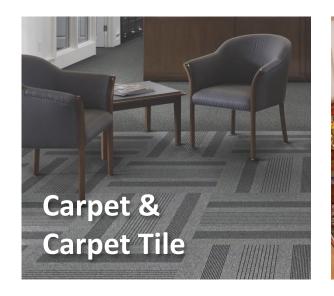
Marazzi (ceramic tile), Pergo (laminate) and Spano (boards) acquisition 2014

IVC (vinyl, laminate, MDF) and Xtratherm (insulation) acquisitions 2017

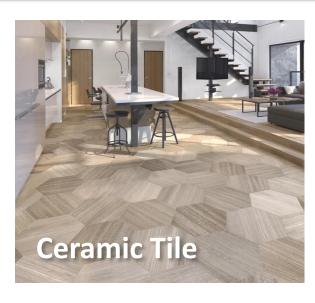
### **Business Segments**

# MOHAWK INDUSTRIES INC. FLOORING REST OF GLOBAL CERAMIC FLOORING NORTH **AMERICA** WORLD

### **Products**





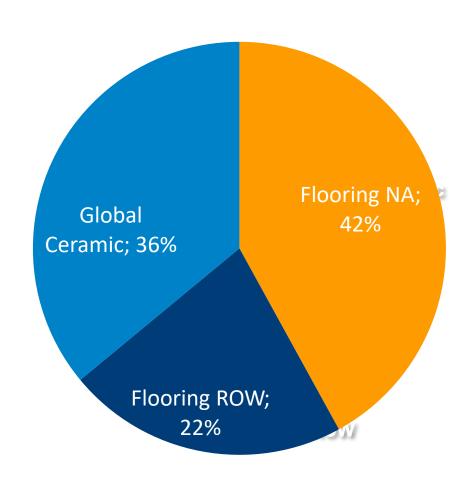








### **Turnover 2017**



### **About UNILIN**

UNILIN produces laminate floors, engineered wood and vinyl, boards, decorative panels, roofing elements and insulation panels.

Since 2005 UNILIN forms part of the American company Mohawk Industries, Inc., which is listed on the New York stock exchange.

Consolidated turnover of the UNILIN Group amounts to € 1,55 billion. The group employs 5.000 people and has 20 production units.





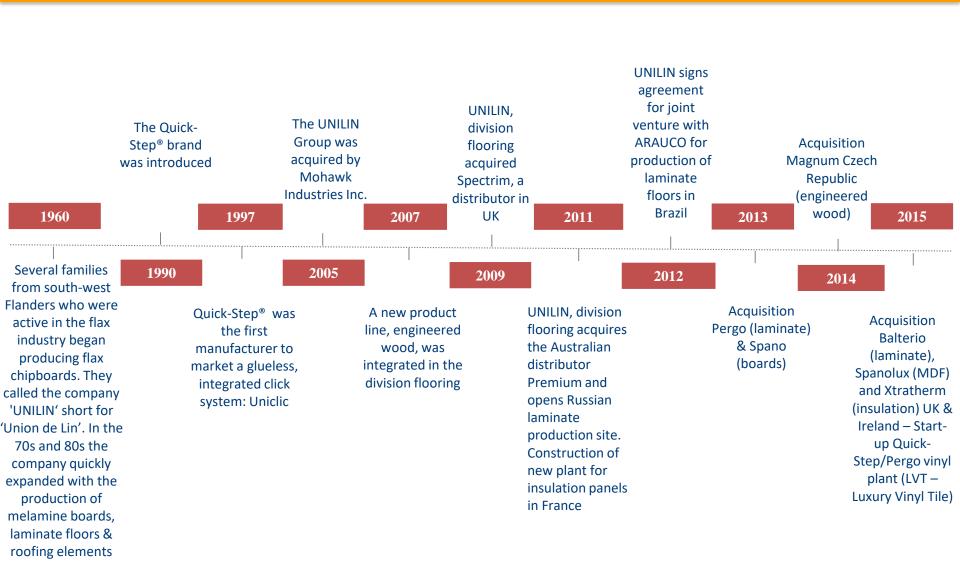








### History



### Organization

#### Three divisions:



**UNILIN, division flooring** 

Production of laminate floors, engineered wood and vinyl.









**UNILIN, division panels** 

Production of boards, MDF, decorative panels and solutions for timber frame construction.



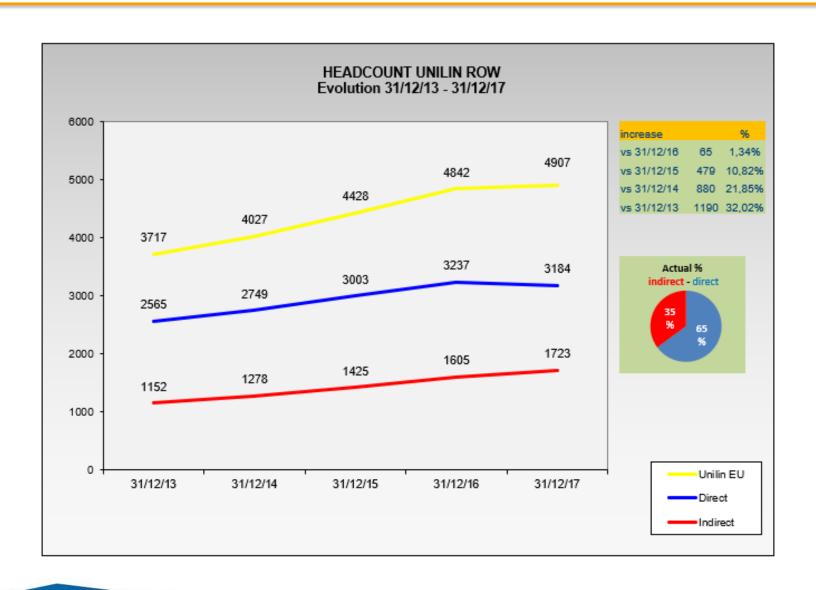
**UNILIN, division insulation** 

Production of roofing elements and PIR-insulation panels.

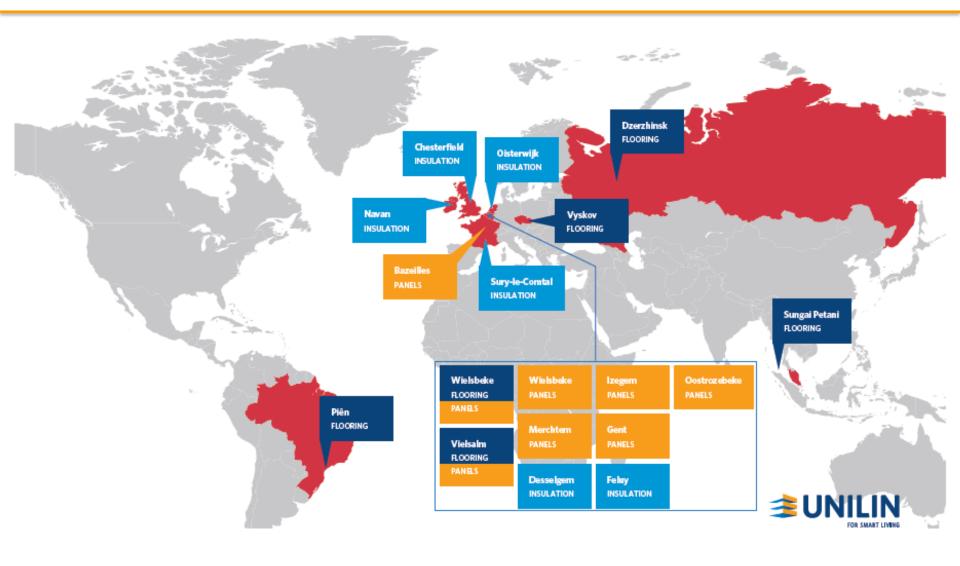
## Production sites Belgium



## Headcount – Evolution (UNILIN ROW)



## Production sites Flooring Rest of World



## Headcount – Geographic spread



HEADCOUNT UNILIN ROW per COUNTRY 31/12/17						
Country	Flooring	Panels	Insulation	Corporate	Total	Procent
Australia	70				70	1,43%
Austria	1				1	0,02%
Belgium	1044	944	263	259	2510	51,15%
Brazil	57				57	1,16%
Czech Republic	226				226	4,61%
China	14			5	19	0,39%
Denmark	5				5	0,10%
Finland	3				3	0,06%
France	38	203	68		309	6,30%
Germany	9	3	6		18	0,37%
India	47				47	0,96%
Ireland			197		197	4,01%
Italy	1		1	1	3	0,06%
Luxembourg				9	9	0,18%
Malaysia	762				762	15,53%
Norway	11				11	0,22%
Poland	15	1			16	0,33%
Romania	1				1	0,02%
Russia	188				188	3,83%
Slovakia	1				1	0,02%
Spain	7				7	0,14%
Sweden	38		1		39	0,79%
The Netherlands	6	1	177		184	3,75%
Turkey	1				1	0,02%
UK	81	2	124		207	4,22%
Ukraine	15				15	0,31%
Vietnam	1				1	0,02%
Total	2642	1154	837	274	4907	100,00%

### **UNILIN** mission

## We create beautiful and convenient quality products for your home

At UNILIN, we see it as our mission to create beautiful and convenient quality products for your home. Products that are smart in every possible way: panels that fit your needs, stylish floors that can be assembled in a fast, clever way and smart solutions for insulating your house. This ambition is clearly expressed in our tagline:

#### FOR SMART LIVING.



### the UNILIN way



#### **Passion**

We all share the same passion for our work and for our company. We have a passion to design the most attractive products for our customers, create the best quality and offer the best service. We get our energy from innovating, installing and maintaining new technology and through continuous optimization of our processes and policies. We challenge the status quo and do more with less.



## Entrepreneurship

Working for UNILIN is like working for your own firm. Together we make up a team of entrepreneurs driven by the will to be successful. Working together is our motto. Everyone helps everyone. Our holistic view on the business enables us to see the effect of our actions across the organization. We maintain responsibility when delegating, stimulate initiative and debate with respect for everyone's contribution. We take reasonable, well thought out risks and adapt to changing conditions. Our decisions prioritize the long term, anticipating the future. Work ethic and entrepreneurial spirit is in our genes: anything is possible as long as we work hard according to a smart plan and invest in people and technology in a well-considered way.

### the UNILIN way



### **Excellence**

We are convinced that we can make every challenge a success. With our heart and soul, we strive for perfection. We promote best practices. No matter what we do and where we do it, only the best is good enough. We constantly question ourselves and challenge why processes exist and discuss alternatives. Our ultimate goal is to achieve excellence in everything we do. We want to have the best organization and want to be the best in every market where we are active. Speed of execution, aggressive cost controls and discipline are of fundamental importance.



### Respect

Respect is the cornerstone of our policy: respect for our employees, customers, suppliers, shareholders and everyone we work with, respect for the environment and respect for a healthy and safe work environment. Employees are provided the rationale for decisions. Time and time again, we look for a perfect balance of economic, social and environmental considerations whilst respecting the values and convictions of different cultures.

## UNILIN, division flooring











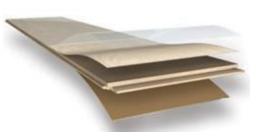
### UNILIN, division flooring

UNILIN, division flooring produces laminate floors, engineered wood and vinyl flooring (Quick-Step, Pergo Balterio). The division also produces and distributes matching accessories.

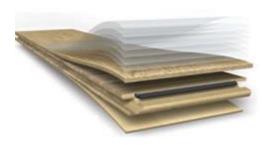
The **laminate department** produces laminate floors (Quick-Step, Pergo and Balterio).

The **wood department** produces engineered wood, with a variety of natural decors.

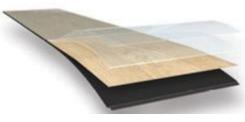
The **vinyl department** produces vinyl flooring: a sturdy and practical multi-layer floor with a printed surface in a variety of colors.



laminate



engineered wood



vinyl

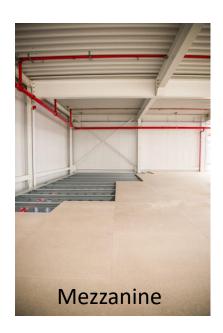






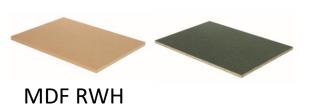
## UNILIN, division panels





Chipboard

**Durelis** 





MDF Prime Fibrabel





### UNILIN, division panels

UNILIN, division panels produces boards, MDF, decorative panels and solutions for timber frame construction.

The new **UNILIN Evola** collection offers an extended range of colours which are ideal for a wide variety of interior projects, without having to sacrifice creativity.

ClicWall is a MDF wall panelling system that provides a highly decorative finish for renovation projects. Thanks to the patented Uniclic technology, the panels click quickly and effortlessly into one another. The final result is a scratch resistant wall system with a washable outer layer for ease of maintenance.







## UNILIN, division insulation















### UNILIN, division insulation

UNILIN, division insulation produces roofing elements and PIR insulation panels.

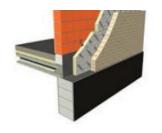
The **roof panels** range consists of self-supporting roofing elements for an airtight and energy efficient pitched roof.

UNILIN also offers **attic insulation elements** (RENOTHERM) with insulation and finishing integrated in one single element.

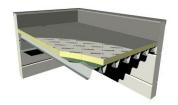
And finally UNILIN also offers a wide range of **insulation boards for roof, wall, floor and attic**.



roofing element



insulation board for wall



insulation board for floor



insulation board for roofs





### For more information

#### **UNILIN**

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