#### INSPIRATION, QUALITY, RESEARCH: AT THE HEART OF OUR EVERY SURFACE.

### COMPANY PRESENTATION

### GALILEO

### TIME IS ON OUR SIDE

Founded in 1988 in Maranello, in the heart of the Italian ceramic district, Galileo s.r.l. specialises in the manufacture and marketing of ceramics, offering a complete range that meets the needs of an increasingly broad and varied target market, Galileo s.r.l. has always championed quality, design, and creativity, from its comprehensive, in-depth knowledge of every stage of the production process thorough to the marketing activities carried out by its extensive, highly specialised marketing network.

Our roots are strong. The company originated as an engineering centre and a centre of excellence in design and consultancy for ceramics machinery, through which Galileo established the sound technical foundations that allowed it to evolve into a modern multifaceted business. Our superlative ceramics, featuring innovative style and technology, make us outstanding partners for your design needs. Our offerings answer the needs of designers and end users anywhere in the world.



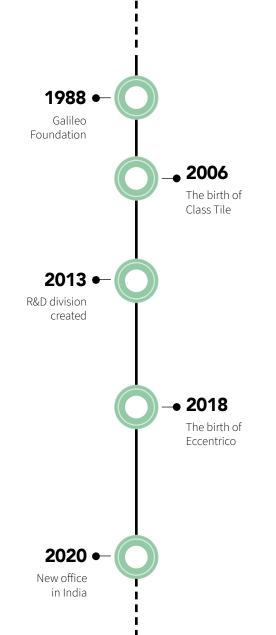
After over 30 years in business, Galileo s.r.l. continues to refresh and renew itself, while remaining faithful to the values that have accompanied it along the way and focussing on innovation, technology, and competitive prices.



# STEP BY STEP

The first proposal by Galileo s.r.l., Class Tile, was created to channel all the tradition and commercial spirit of ceramics, i.e. affordability and quality. The product immediately satisfied customer needs and strengthened its position on the market over time.

Over time, owing to a company philosophy oriented towards innovation in technology and style, Galileo s.r.l. successfully developed and launched a new brand, Eccentrico. The name reflects the company's core values of uniqueness and design, its attention to detail and even greater attention to the manufacturing technologies that accompany the product along its journey, from the drawing board to the creation of textures and finishes.





Galileo S.r.l. also focuses on providing a competitive edge, by concentrating on product research and innovation, service, and efficient manufacturing. The same attention and sensitivity is dedicated to the loyalty of its partners and, therefore, to the creation of a strong team that shares the company's values and philosophy, striving for the company's growth and expansion.



### **CLASS**TILE

In 2006, Galileo s.r.l. created Class Tile, a channel dedicated entirely to the marketing of tiles. The project was geared towards establishing a continuous buying and selling cycle on an international scale - given the company's presence on the Far East markets - which guaranteed good turnover levels. It was in 2013 that Galileo s.r.l. took Class Tile in a new direction. This development arose from a decision to launch an internal research project which would maintain the approach to sales that had always been in the brand's DNA.

So Class Tile grew into a traditional yet forward-thinking brand which manufactures and markets top-end ceramics for floors and walls.

From technical to glazed porcelain stoneware and to sophisticated white-body collections, Class Tile solutions are synonymous with an inseparable pairing of technique and innovation, an example of the finest ceramics made entirely in Italy, with one eye on aesthetics and the other on environmentally sustainable production.

1988 -Galileo Foundation **2006** The birth of Class Tile 2013 • R&D division created • 2018 The birth of Eccentrico 2020 •-New office in India





### The collections



#### DURSTONE

Concrete-inspired tiles to meet contemporary needs, this extremely versatile collection offers extensive design possibilities.



#### RAINSTONE

Ttraces of nature and an aged texture give this collection a simple, authentic feel.



#### **CEMENT IT**

A new vision of concrete brings contemporary trends into homes



#### DISK

Inspired by nature and reinterpreted with a contemporary twist, the versatility of this collection is its ace in its hole.



#### STONEWAY

The strength and beauty of stone, in perfect colour harmony, create a unique atmosphere in any setting.



#### ARCHE' | MY WOOD

The wood-effect porcelain stoneware collections in the 20x120 size for simple, cosy rooms.

### The collections



#### TERRE TOSCANE

Traditional Tuscan terracotta tiles, recreated in a porcelain stoneware version that is ideal for both classic and contemporary styles.



#### CALCAREA

A stone-effect tile with even patterning and a non-slip surface, this line is perfect for paving outdoor areas.



#### PIETRA VENATA

A stone-effect tile with subtle veining, this collection offers endless solutions for floors and walls outdoors.



#### DIVINA

The Divina collection is inspired by the most precious marbles, selected to add value to contemporary design spaces.



#### 6 MM-THICK SLABS

Oversize porcelain stoneware tiles that push back the frontiers of design.



#### OUTDOOR 20 MM

Outdoor paving to enhance and renew any kind of exterior.

### **JCCENTRICO**

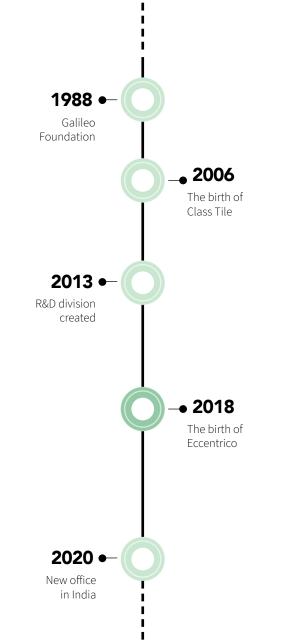
In 2018, Galileo s.r.l. launched Eccentrico on the market. A project whose name says it all, this message is to move away from the mainstream so as to see things from a new perspective, with curiosity and a propensity to innovate. A new and ambitious idea, the collection is designed to offer a stylish high-quality product, with attention to the smallest detail along the entire supply chain.

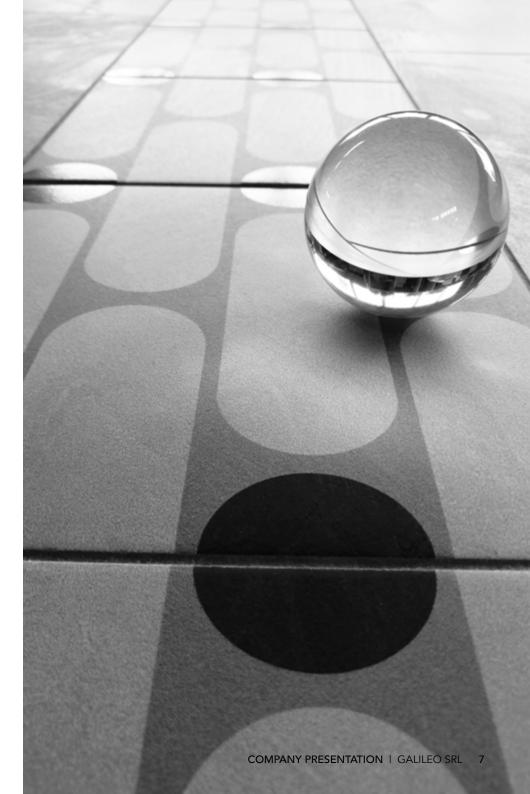
Eccentrico's strength as a brand lies in its gearing towards research and design. Each line is structured and created through the mastery of cutting-edge technology. Focussing constantly on customers' requirements, the ultimate goal is to provide a finished product that stands up to the highest standards, exceeding rather than meeting the expectations of today's markets.

www.eccentri.co

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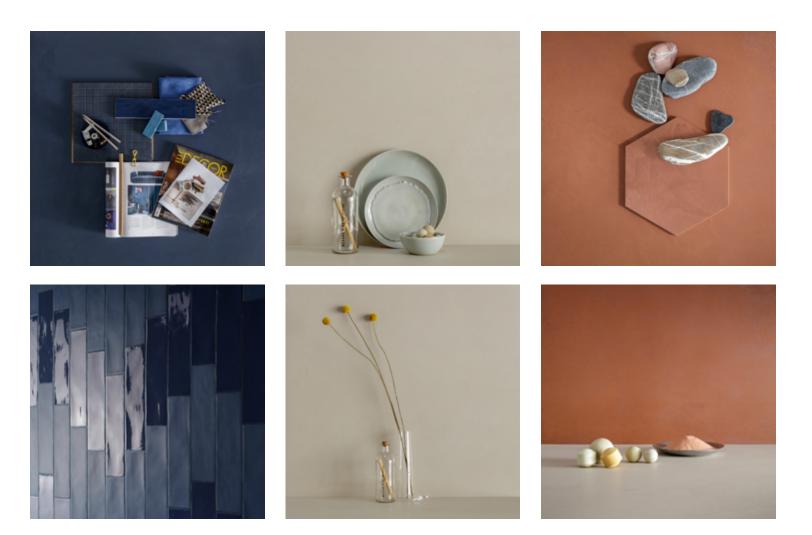
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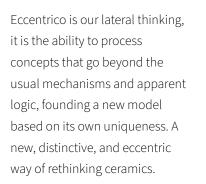




Innovation, research, and creativity, alongside the historical and artistic heritage with which our all-Italian products are infused ... Eccentrico brings together two souls, one ancient and one modern, in a product whose quality and aesthetics make its value indisputable.

Eccentrico is the result of various factors, each one of which is essential to achieve the original goal, a concoction of creativity, style research, technology, and dynamism that has created a brand that captures the customers' desires and brings them to life perfectly. Because, for our customers, these are the most important ingredients, the elements that ensure our products meet their unique requirements and drive us towards improvement.







### The collections

#### **MATERIE** Linea, Quadra & Multiforma.

Designing and building a space means creating beauty, giving life to an ideal place to live, which can adapt to specific needs and individual desires. This is the underlying principle of Materie, i.e. to be a multifaceted, flexible, modular answer to the desire to create designs focussing on texture and colour.



#### **MULTIFORMA**

Multiforma creates an ideal synergy of surfaces, stimulating the senses of touch and sight. The textures of resin are paired with appeal visual qualities.



#### LINEA

Linea is a return to the origins, a rediscovery of the beauty of simplicity, channelling an aesthetic that is always relevant, like any self-respecting classic.



#### QUADRA

Squaring the circle: in its form and concept, Quadra achieves the perfect balance between two apparently contrasting tenets, aesthetics and functionality.



### Le collezioni



#### ROYAL

Royal pays homage to various kinds of stone found in areas of northern Europe. A contemporary version of these materials that features a fusion of the characteristics of stone and concrete.



#### INDUSTRIAL

The concrete inspiration of the Industrial collection is expressed in a light and minimal language: effects that enhance textures and surfaces, offered in impalpable neutral shades, in line with the product concept.



#### BORGOGNA

Minimal elegance and strong textures in a palette of natural tones, these woodeffect tiles create a perfect harmony ideal when paired with the other collections. Natural shades for an utterly realistic finish.



#### RETRÒ

A look at the past from a contemporary perspective. The three neutral background tones blend to form decorative tiles inspired by traditional cement tiles.



# Certifications and licences



#### **ENVIRONMENTAL CERTIFICATIONS**

#### **Green Building Council Italy**

Galileo cultivates a high level of product innovation and technology without losing focus on the environment and people. Galileo s.r.l. is a member of the Green Building Council Italy, which promotes the construction of buildings and other structures which are kind to the environment and protect the health and wellbeing of the people who live and work in them.



#### **PRODUCT CERTIFICATIONS**

#### CE mark

The CE mark offers a guarantee that the material purchased meets all the requirements set out by applicable regulations established by the European Union for the protection and safety of consumers.



#### LICENCES FOR USE

#### NCS licence

As part of its ongoing research focussing on aesthetics and quality, Galileo has decided to use specific tools to complete its product design activities. In line with this, all the Eccentrico collections are indexed using NCS notations.

The Natural Colour System<sup>®®</sup> is an international code that was created to assist with colour choices, to ensure harmony in architectural finishes. The system is a perceptual model which describes colour based on the way people see it. To find out more, visit : www.ncscolour.it

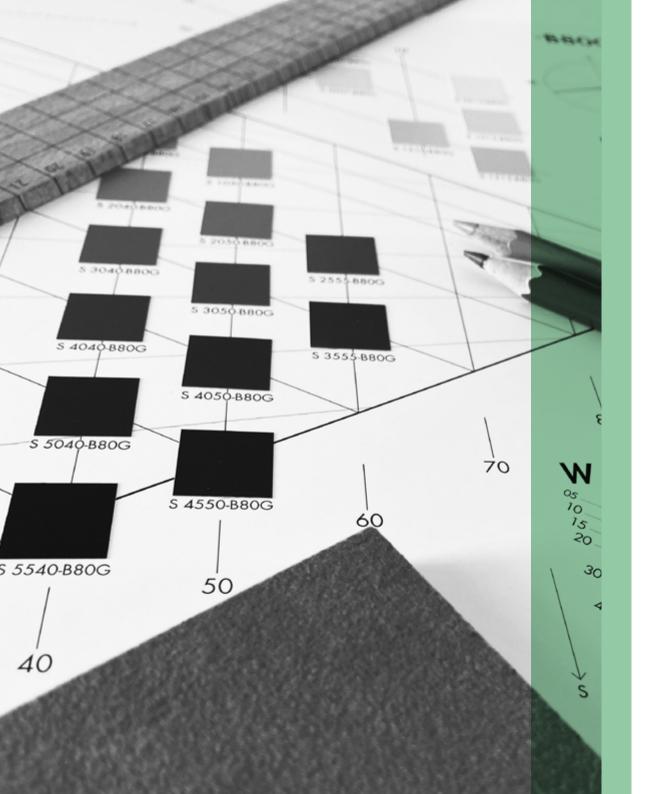




### NATURAL BORN DESIGN PARTNER

Galileo s.r.l. has made the pursuit of quality its philosophy. In its tangible form, quality is perceivable in the end product. It is found in every stage, from conception to implementation and marketing, from research to production, and in the extensive sales network that spreads over Italy and abroad.

The continuous drive towards improving quality has led us to create collections featuring avant-garde design and technology, to satisfy the technical needs of architects and interior designers on the one hand and the tastes of end consumers on the other.



### CLOSE TO YOU

Providing designers with assistance is vital to satisfy the needs expressed by end customers; at Galileo s.r.l., we employ industry professionals, who liaise with design studios, construction companies, and non-business customers. A dedicated channel, which acts as a receptacle for all the incoming information and specific design requests, whenever required, and guarantees specialist advice on our products during any stage of a project.



### RESEARCH AND DEVELOPMENT: FOCUS ON

Our research and development department is one of our strengths: together with the dedicated graphic design and engineering division, a team of internal professionals designs every aspect of every ceramic product offered on the market, from background tiles to sophisticated decorations, from the textures to the unique, innovative designs, thereby guaranteeing the unrivalled quality only Italian products offer.



# MADE WITH LOVE IN GALILEO

The core business of Galileo s.r.l. is ceramics manufacture and marketing. Its products are devised and designed in-house and are produced by a carefully selected workforce, consisting of Italians and international workers, concentrated mainly in Spain and Portugal. Each production facility is designed to ensure the end product delivers the best performance possible. Type, size, finish, colour, and price are drivers behind the selection of our partners: everything is taken into account in order to offer the perfect solution, at better value for money.



### THE WORLD: OUR HOME

The governance of Galileo s.r.l. is all-Italian, with the company's headquarters based in Formigine, in the heart of the world's largest ceramics district; this is also where the commercial premises are located, as well as the main logistics centre and the show facilities.

As advocates of modernity, we have chosen to expand our presence on the global market by establishing a presence in the Far East, setting up an agency office there that will act as a useful, direct channel between Italy and the various countries offering the highest potential for performance in the world.

# THINK LOCAL ACT GLOBAL

Throughout its history, Galileo s.r.l. has significantly increased its business in terms of both the number of markets served and the collections in the range.

In addition to Italy, the key sales markets are also Spain, the Czech Republic, and all of northern Europe, spanning Scandinavia to Germany and the United Kingdom.

The sales strategy embarked on by Galileo s.r.l. soon turned towards opening up to new commercial opportunities all over the globe, even extending as far as the USA, Canada, and Australia. The push towards exports is one of the main features of Galileo s.r.l., which frees the company of its ties with just one market, making it therefore increasingly competitive.





### WE SHOW YOU WHO WE ARE

At Galileo s.r.l. we have an internal sample department dedicated to our customers. This department was created so we could satisfy all their needs, produce standard and custom samples, capture the multiple needs of the target market, and work towards delivering optimal end results.



### WE SHOW YOU WHO WE ARE

At the main headquarters in Formigine, a large dedicated showroom offers 380 m2 of display space, used to display all the Galileo s.r.l. brand products. A place where customers, buyers, and all those we trade with can experience our products first-hand. A multipurpose area and a physical space for us to showcase our know-how and creativity, the area houses an everevolving display for our corporate customers.



### WE CARE FOR LOGISTICS

Our logistics centre aims to provide the best customer service. 11,500 m2 of warehouse space in Formigine and a logistic centre which is fully equipped to process and unload incoming loads mean we are perfectly placed to manage high levels of daily traffic.

At Galileo s.r.l. solid know-how in the ceramics industry, in terms of experience and quality, is backed by innovation in plant engineering. Our innovative processes are constantly geared towards maximum efficiency, which has positive impacts on both products and overall service: our logistics centre is the final element that confirms and contributes to our focus on production efficiency.

# GALILEO IN FIGURES

#### AREA MANAGER



Years in business



m<sup>2</sup> warehousing space in total, including 7,500 m<sup>2</sup> of outdoor space and 4,000 m<sup>2</sup> indoors



employees, including 20 in Italy and 5 abroad



# Thank you!

#### GALILEO S.R.L.

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