

Mission

- Gabriel is a niche company which, in the entire value chain from concept to furniture user, develops, manufactures and sells upholstery fabrics, components, upholstered surfaces and related products and services.
- Gabriel develops its services to be used in fields of application where product features, design and logistics have to meet invariable requirements, and where quality and environmental management must be documented.





 Leading international manufacturers of upholstered furniture, seats and upholstered surfaces.





Gabriel **Since 1851**

Historic milestones



Gabriel og Kjærs Mølle merge to form Gabriel A/S.

1983

ISO 9001 certification.

1991

1984

Gabriel A/S is

stocklisted.

majority shareholding in Gabriel Holding A/S.

buys the

A consortium

of businessmen

1997

1996

2000 2001

Outsourcing of

spinning mill.

Gabriel awarded North Denmark Region's Business Leader Prize.

Record revenue and operating profit for sixth year in a row.

150th anniversary.



awarded the EU Ecolabel environment tabet.

Gabriel Asia Pacific established in China.

World's first

of furniture

fabrics to be

manufacturer

Outsourcing of weaving mill.

2003

UAB Scandye. 2006

Acquires 40% of

the dye works

2008

Production/

outsourcing of dyeworks.

2010

Special prize at Innovation Cup 2010.

First Danish company to gain C2C certification.

Dye works in Aalborg closed down and the activities moved to UAB Scandye.

2011

ZenXit A/S established.

UAB FurnMaster established in Lithuania.

Equity in the dye works **UAB** Scandye increased to 49%.

2012

FurnMaster Sp. z o.o. established in Poland.

2014

Record in revenue - export share exceeds 92%.

2016

1851

Kjærs Mølle is founded.



ISO 14001 certification.

Export share exceeds 50%. 2005

Record year with growth in all markets.



Gabriel A/S takes over the assets of the Finnish furniture fabric manufacturer Sellgren Tekstiili OY. 2009

International

- Gabriel's

by 27%.

revenue falls

Record operating profit.

Winner of Innovation Cup 2007.

2007

No. 2 in Anders Innovation Cup Hedegaard after Lego. Petersen appointed CEO.

financial crisis Jørgen Kjær Jacobsen elected chairman of the board of directors.

> Gabriel Ejendomme A/S established.

2013

Gabriel GmbH established in Bingen, Germany.



Gabriel North America Inc. established in

2015

Michigan, USA Gabriel Sweden AB established in Stockholm,

Sweden.

Gabriel France established in Paris, France.

Record in revenue and profit.











Raw materials

- Gabriel uses pure wool of the finest quality from New Zealand.
- An increasing amount of polyester.

Environmentally correct production

Gabriel Since 1851

Gabriel was the first company in the industry to gain a range of certifications

1980s
Dying procedures
without heavy metals.

1980s
No use of toxic clothes moth impregnation chemicals.

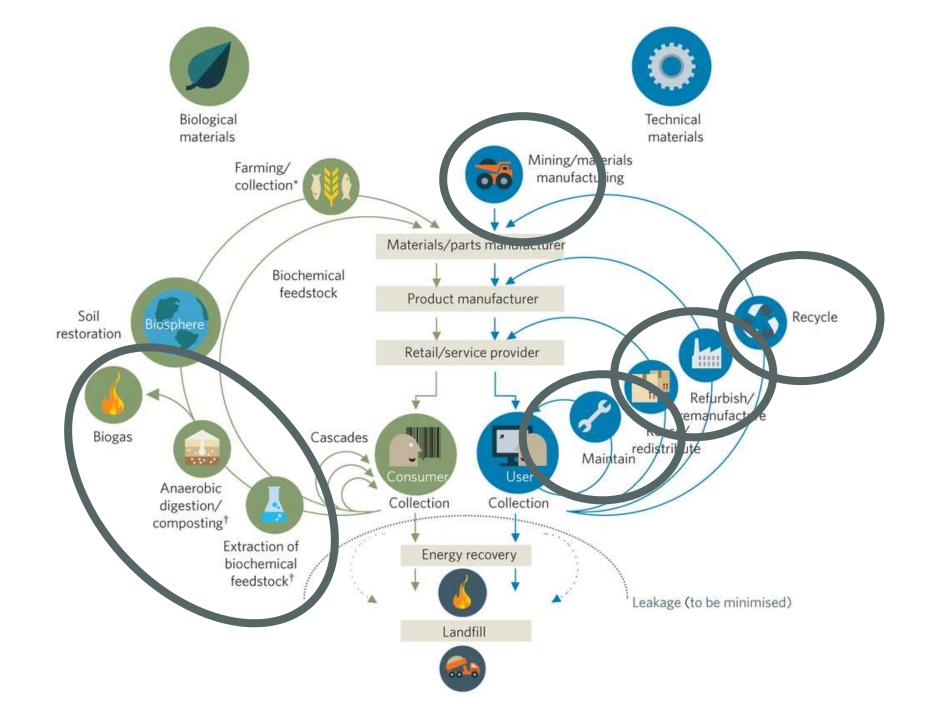
1991 ISO 9001 quality standard. 1996
Environmental
management under
ISO 14001.

2003
First product to carry
the EU Ecolabel.

2006
First product to carry
the Oeko-Tex label.

2010
First product to carry
the Cradle to Cradle
label.

2016 56% of Gabriel's fabrics carry the EU Ecolabel. 2016 95% of Gabriel's fabrics carry the Oeko-Tex label. 2016
12% of Gabriel's
fabrics carry the
Cradle to Cradle
label.





Fra kundens perspektiv

- Flere bevæger sig ud i cirkulære forretningsmodeller:
 - Steelcase: No one needs and office in a landfill™
 - Ahrend: Project ProRail, recycling textile waste
 - Socialt perspektiv flexjobs til personer som ikke kan varetage en almindelig stilling.
- Mulighed for Gabriel:
 - Gøre det nemt for kunden at operere cirkulære forretningsmodeller.
 - Vi polstrer for flere og flere vi kunne også stå for ompolstringer.

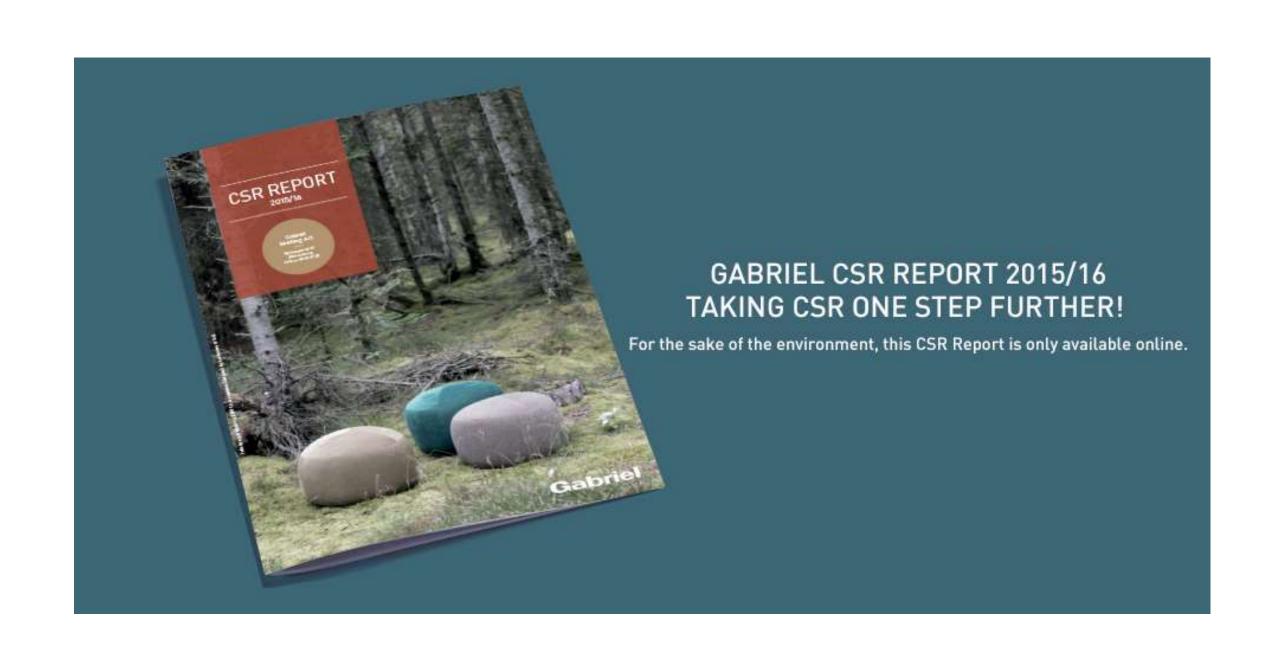


Udfordringer

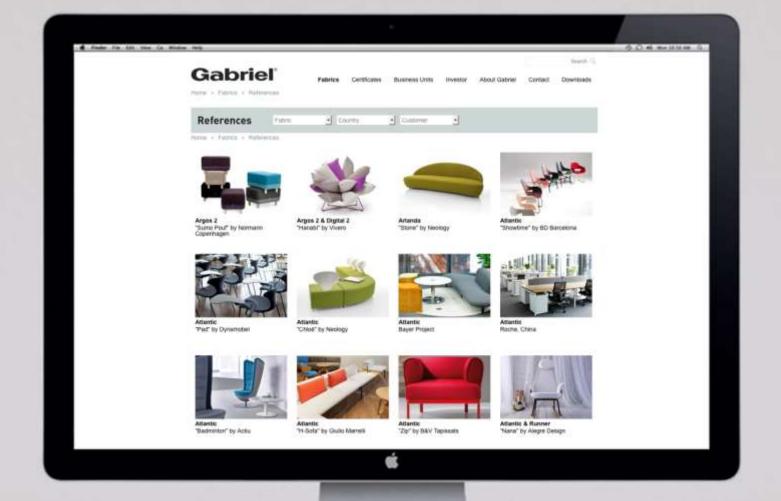
- Gabriel er ikke direkte forbundet med slutkunden.
- Reverse logistic: omkostning = værdi?
- Kvalitetskrav
 - Rene materialestrømme
 - Kende indholdet til mindste detalje
 - Dårlig kvalitet = dårlig miljøprofil
- Finde de rigtige partnere

Muligheder

- Design problematisk kemi ud.
 - Vi kender produkternes indhold til mindste detalje (via produktmærker)
- Stort leverandørnetværk, som også begynder at se muligheder.
- Endnu større kendskab til produkternes liv input produktudvikling



Thank you for your attention!





See our references and enjoy the complete collection of Gabriel fabrics...

www.gabriel.dk