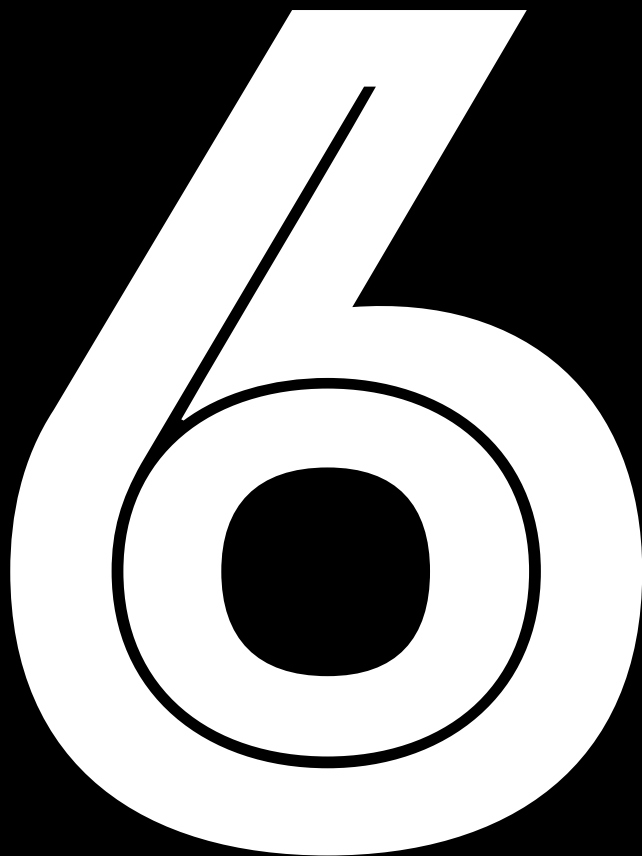




ITALIAN DOORS STORY

**CHANGE
YOUR
PARTNER
MAKE YOUR CHOICE**

VISION GUIDE LINE



THE STRATEGIC REASONS FOR MAKING A CHOICE

WHEN REFERRING TO A COMPLEX MARKET LIKE THE BUILDING INDUSTRY AND YOU NEED TO CHOOSE A PARTNER TO INVOLVE IN THE BUSINESS, IT BECOMES VERY IMPORTANT TO ANALYSE A SERIES OF PARAMETERS THAT MAKE A DIFFERENCE IN TERMS OF QUALITY, ESPECIALLY REGARDING THE END CUSTOMER.

AT GD DORIGO WE ARE WELL AWARE OF THIS PROBLEM, AS WE HAVE GAINED EXPERIENCE OVER THE LAST FORTY YEARS IN SALES RELATIONS THAT HAVE HELPED US TO ACHIEVE OUR CURRENT BUSINESS MODEL, WHICH WE BELIEVE REPRESENTS A POINT OF REFERENCE IN TERMS OF SERVICE TO CONFRONT TO THE COMPETITION WE WILL BE FACING OVER THE NEXT FEW YEARS. WE HAVE TRIED TO MAKE IT EASIER FOR WHOEVER NEEDS TO ANALYSE OUR PROPOSALS TO WORK TOGETHER, BY DRAWING UP 6 POINTS THAT WE THINK ARE ESSENTIAL IN PERSUADING POTENTIAL CUSTOMERS OF THE QUALITY OF THE SERVICE WE OFFER. THE 6 POINTS THAT WE WILL GO INTO DETAIL BELOW ARE: EXPERIENCE, EXPERTISE, DESIGN, BRAND, CUSTOMER SERVICE AND A FOCUS ON INVESTMENTS. THESE REFER TO STRATEGIC ISSUES THAT CAN MOTIVATE A CHOICE AND GUARANTEE STABILITY TO A BUSINESS OVER TIME; ISSUES WITH A STRONG OPERATING PERSPECTIVE THAT CAN BE MEASURED IN THE EVERYDAY WORKING RELATIONSHIP; ISSUES THAT PLACE HUMAN RESOURCES AND THEIR NEEDS AT THE CENTRE OF EVERY PROJECT, CONSOLIDATING THE QUALITY OF THE RELATIONSHIP AND LOYALTY TO THE BRAND.

MAKING A CHOICE IS ALWAYS VERY DIFFICULT, WE KNOW... BUT TOGETHER WE CAN OPEN THE DOORS TO A CONSTRUCTIVE FUTURE AND MUTUAL ADVANTAGE.

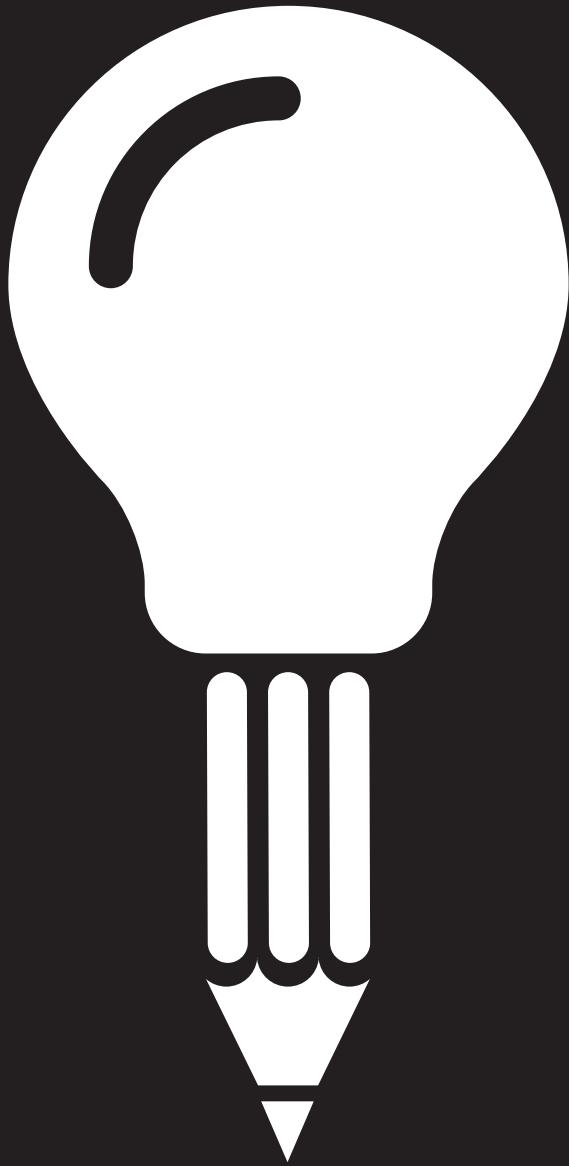




EXPERIENCE

GD DORIGO IS TODAY PRESENTING THE RESULT OF FORTY YEARS OF ON-GOING INVESTMENTS AIMED AT IMPROVING THE MANUFACTURING ENVIRONMENT, WITH SPECIAL ATTENTION TO THE STRUCTURES IN WHICH THE PROCESSING LINES AND MANUFACTURING OF THE FINISHED PRODUCT ARE HOUSED.

EVERY CHOICE WAS IMPLEMENTED WITHIN A LOGIC OF ENGINEERED SERIAL PRODUCTION, POSITIONING THE PRODUCT AT THE CENTRE OF THE COMPANY'S BUSINESS INTERESTS FOR YEARS. A POLICY OF FAVOURING QUALITY THAT HAS PROMOTED THE PROFESSIONAL GROWTH OF THE ENTIRE MANAGEMENT AND PRODUCTION TEAM, AND HAS INCREASED THE "ARSENAL" OF EXPERIENCE THAT HAS COME TO REPRESENT THE COMPANY'S "PASSPORT" TO OPERATE NOT ONLY AT NATIONAL, BUT ALSO INTERNATIONAL LEVEL.



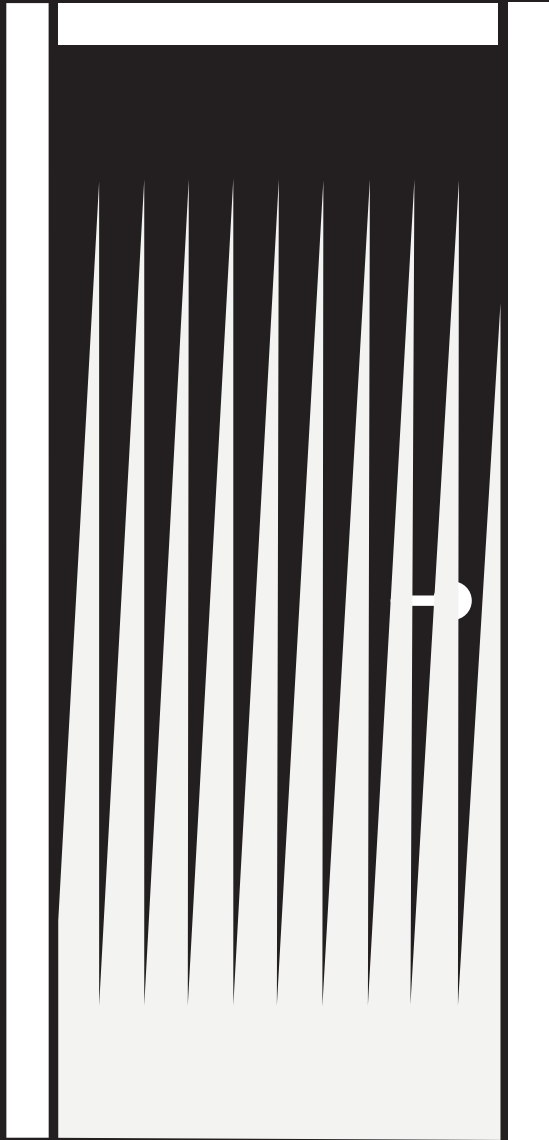
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COMPETENCE

GD DORIGO IS AN ITALIAN MANUFACTURING BUSINESS THAT HAS MANAGED TO EVOLVE ITS EXCEPTIONAL EXPERTISE AND CRAFTSMANSHIP INTO ADVANCED ENGINEERING PROCESSES TO PRODUCE DOORS FOR INTERIOR FURNISHINGS, AND DOORS USING TECHNOLOGIES FOR THE PROFESSIONAL BUILDING SECTOR, LIKE HOSPITALS, HOTELS, SCHOOLS AND OFFICES.

THE HEART BEAT OF THE BUSINESS IS SUPPORTED BY THOSE VALUES TYPICAL OF ITALIAN ENTREPRENEURSHIP, WHICH PROMOTES GROWTH AND DEVELOPMENT, WHILE REMAINING FOCUSED ON ITS PEOPLE; USING THIS AS THE BASIC LEVERAGE TO CONFRONT THE CONTINUAL EVOLUTION OF THE MARKETS WITH A HIGH LEVEL OF PROFESSIONALISM.

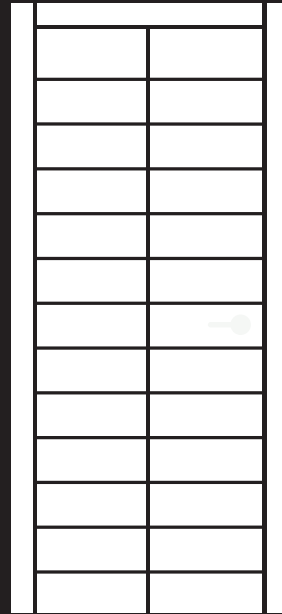
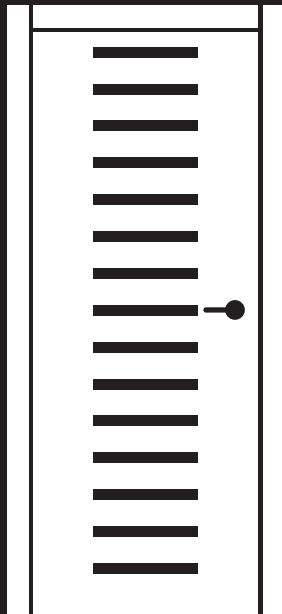
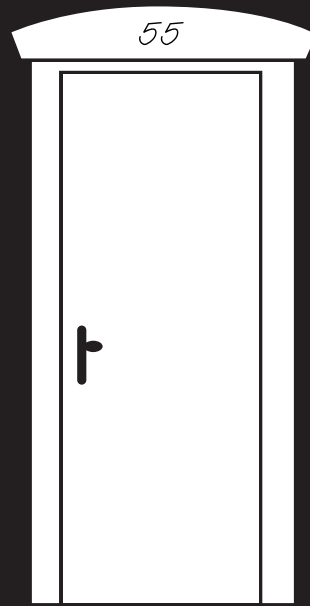
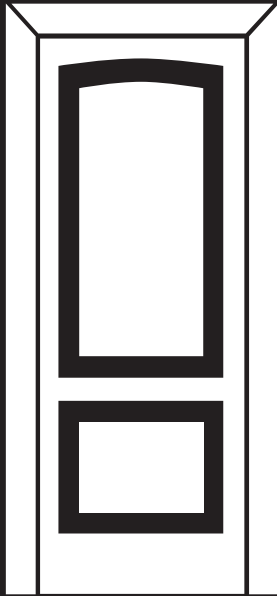
EXPERTISE CONTINUALLY FEEDS OFF INNOVATION THAT IS COMMON TO EVERY BUSINESS PROCESS.



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DESIGN

GD DORIGO HAS MADE DESIGN THE SPOTLIGHT THAT CONTINUALLY LIGHTS THE WAY FOR THE DEVELOPMENT AND STYLE OF ITS PRODUCTS, AS WELL THEIR TECHNOLOGICAL FUNCTIONING. DESIGN HAS ALWAYS BEEN ONE OF THE MAIN STRATEGIC LEVERS AND HAS SUPPORTED THE CREATION OF AN "INTERNAL ATELIER FOR THE MADE IN ITALY LABEL" GIVING SHAPE TO NEW IDEAS AND STIMULATING EXPERIMENTATION IN BUILDING, WHICH IN TURN TRANSFORMS INTO HIGHLY SUCCESSFUL DOORS; LIKE THE ONES ONCE DEVELOPED WITH THE CREATIVE CONTRIBUTION OF LEADING DESIGNERS LIKE GIUGIARO. INTERACTION WITH DESIGNERS OF INTERNATIONAL STANDING HAS CONSOLIDATED THE COMPANY'S LEANING TOWARDS TASTE AND STYLE, WHICH OVER TIME HAVE BECOME THE BASIC CORNERSTONES FOR CONTINUALLY DEVELOPING THE RANGE. TECHNOLOGY AND KNOW-HOW REGARDING MATERIALS COMPLETE THE PICTURE, AND CONFER A FUNDAMENTAL ROLE ON THE LABORATORY WITH THE SUBSEQUENT PRODUCTION IN SERIES.



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BRAND PRODUCTS

AT GD DORIGO, THE FAMILY NAME OF THE ENTREPRENEURS THAT STARTED THE COMPANY ALSO REPRESENTS THE COMPANY BRAND. AN ASPECT THAT OVER TIME HAS CONSOLIDATED THE STATED AND PERCEIVED VALUE OF AN ENTITY THAT KNOWS HOW TO LEAD THE MARKETS. AN IDENTITY THAT HAS BECOME CONSOLIDATED WITH THE USE OF THE BRAND, WHICH CAN BE SEEN ON EVERY PRODUCT AND EVERY ASPECT THAT ACCOMPANIES THE PRODUCT AROUND THE WORLD, CONFIRMING THE VALUE OF THAT SIGN AND PROVIDING A REMINDER OF A NAME THAT HAS BECOME RECOGNISED IN ITS SPECIFIC SECTOR.

SPECIAL ATTENTION IS GIVEN TO THE PRESENTATION OF THE PRODUCT, BOTH IN TERMS OF ITS AESTHETIC AND CREATIVE FEATURES, AS WELL AS ALL THE TECHNICAL ASPECTS THAT SUPPORT PRE AND AFTER SALES SERVICES.

THE COMMUNICATIONS' PACKAGE IS APPLIED TO DIFFERENT INSTRUMENTS, EACH WITH ITS OWN SPECIFIC USAGE, BUT ALWAYS WITH THE OBJECTIVE OF PROVIDING THE CORRECT DISTINCTIVE IMAGE OF THE BUSINESS AND ITS DISTINCTIVE VALUES.



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CUSTOMER SERVICE

AT GD DORIGO, THE CUSTOMER IS THE TRUE LEVER FOR THE COMPANY'S SUCCESS. SUBSTANTIAL INVESTMENTS HAVE BEEN MADE BY THE COMPANY ON THIS ISSUE, WITH THE MANUFACTURING PROCESSES ORGANISED SO AS TO GUARANTEE CERTIFIED QUALITY IN THE ORGANISATION FLOWS AND LOGISTICS AND IN THE TECHNOLOGY AND I.T INFRASTRUCTURE TO ENSURE EFFICIENCY AND CONTROL OF EVERY STEP IN THE INTERNAL AND EXTERNAL WORKINGS OF THE BUSINESS. A GREAT DEAL OF ATTENTION IS ALSO GIVEN TO AFTER-SALES SERVICES, WHICH ARE MANAGED ON-LINE AND OFF-LINE BY QUALIFIED PEOPLE SO AS TO GUARANTEE BOTH SALES AND TECHNICAL FEEDBACK TO THE DISTRIBUTION NETWORK AND THE END CUSTOMER. ON-GOING TRAINING FURTHER ENSURES THAT WHOEVER IS DEALING WITH THE END CUSTOMER IS ALWAYS UPDATED IN RESPECT OF NEW CONSUMPTION MODELS AND SALES OFFERS.





INVESTMENT VISION

AT GD DORIGO, THE TERM "INVESTMENT" REPRESENTS A BASIC ASSET OF THE COMPANY'S MISSION. IN THE FORTY YEARS IT HAS BEEN OPERATING, EVERY RESOURCE ORIGINATING FROM THE COMPANY'S WORK HAS BEEN PROGRESSIVELY RE-INVESTED IN THE BUSINESS, ENHANCING THE ENTREPRENEURIAL SPIRIT THAT MARKS THE GROWTH OF SOLID AND LEADING COMPANIES. INVESTMENTS HAVE PROGRESSIVELY SHIFTED FROM INFRASTRUCTURE AND TECHNOLOGY TO MORE INTANGIBLE ASPECTS, LIKE ORGANISATION AND MANAGEMENT. GD DORIGO TODAY LOOKS TOWARDS THE WORLD AS A NEW FRONTIER WHERE IT CAN EXPRESS THE MANY YEARS OF CONSOLIDATED EXPERIENCE THAT IT HAS GAINED, WITH THE OBJECTIVE OF FINDING QUALIFIED PARTNERS THAT SHARE ITS DEVELOPMENT OBJECTIVES AND CAN PARTICIPATE IN ITS NEW GROWTH PHASE: ITS PHASE OF THE FUTURE!

MAKE YOUR CHOICE



G.D. DORIGO spa

Via G. Pascoli, 23 - 31053 Pieve di Soligo (TV) Italy
phone (+39) 0438 840153 - fax (+39) 0438 82268
info@gd-dorigo.com / www.gd-dorigo.com