



DREAM AND INNOVATE with courage, always

ARNEG: A SUCCESS BUILT
with passion year after year



arneg[®]

1963 • 2023



Our early days

How does Arneg celebrate a prestigious milestone like its 60th anniversary? As we've always done from the start: with a smile, determination, commitment and a view to the future. Our roots are strong, our branches thriving, and our vital sap flows

today as it did the first day. Our story deserves to be told not only for its success, but for the talent and value of the people involved and for its connection with the local area: these shine through and become an example and best practice for the whole industry in our

country. The sector is **refrigerated displays**, which Arneg explores in their many forms - refrigerated showcases and display cabinets, hot deli counters, vertical and semi-vertical multi-deck refrigerated units, open and closed islands, horizontal wall uni-

ts, refrigerated systems, roll-in units and back counter units - so as to adapt to every retail requirement. The common thread, which the market recognises and customers seek, is **customisation**: Arneg honours and promotes the identity of each business. Challenging? No, stimulating; it's an integral part of knowing 'how to dream', a skill so dear to our founders (as we'll see below).

FINCO AND MARZARO, A GOLDEN PARTNERSHIP

It's the early 1960s and the Veneto region is the dynamic and productive driver of the economic boom.

Luigi Finco is the owner of Officine Facco (which produces coops for laying hens); **Roberto Marzaro** is his neighbour and 10 years his junior. They are both young and enterprising. After graduating high school, Marzaro joins the company.

As is often the case, even the best laid plans can face setbacks: due to a government campaign condemning chickens' poor diet, poultry consumption comes to a standstill and Facco's workers find themselves short of work. This prompts the idea to build **wire shelving** for stores using the material used to make the coops. As a result, the subsequent upturn in the poultry industry finds the company already



THE OWNERS
Seated from the left: Roberto Marzaro and Luigi Finco, the founding partners. Standing from the left: Daniele Marzaro, Stefano Marzaro, Filippo Marzaro, Filippo Finco, Alessandro Finco

RELATIONSHIPS BASED ON TRUST

Arneg's expansion immediately involves the whole town of Busiago Vecchia (Campo San Martino, PD), home of the two founders. Everyone – from the first employees, to the parish priest, to their families – is confident that this company has growth potential. The atmosphere in the company has always been like a family: **mutual trust, ongoing communication, an honest relationship with the owners**. A united team, focused on its goals.

A product line from the 1960s



One of the first fitted out stores



ady active on two fronts. The two branches continue independently and in 1963 Arneg, or **ARredamento NEGozi**, is born. Immediately, refrigeration systems and wooden counters are added to shelves.

A CONCEPT OF THE FUTURE TO BE BUILT WITH DEDICATION

Things move quickly at Arneg: first a rented space, then a plot of land with a new warehouse. The workshop gradually starts to resemble a real factory. Compared to others, the resources are fewer, but there are elements here that cannot be found elsewhere: **courage, confidence, and a will to create, to move forward**.



Craftsmanship and mass production for maximum customisation for customers

To make history, people would say today. And indeed this is what happens. What has remained unchanged, from those early years to today, is Finco and Marzaro's vision, which is remarkably modern: *"Nothing is certain and definitive; everything is variable, rebuildable, reinventable. You need to know how to dream. To dream with imagination, innovation, and a will to create something new. You need the courage to take risks.*

To dare to follow your dreams, even those that seem impossible. You need ethics and respect for nature and people to keep improving the quality of life. You need common sense to do all this and create a better future". Year after year, product after product, these words remain the guiding thread of Arneg's expansion. This is complemented by the Code of Ethics, guided by the principles of **"Integrity, Confidentiality, Collaboration, Sustainability, and Respect"**.



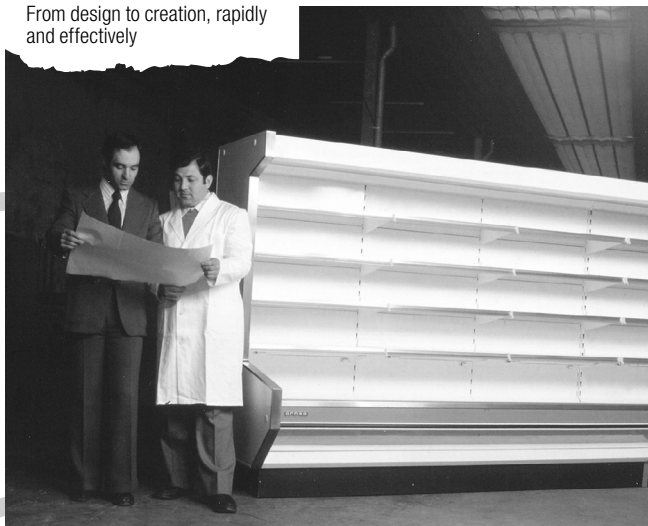
The first Arneg brand

The era of organised distribution

Luigi Finco visiting the United States in 1965



From design to creation, rapidly and effectively



For years, Arneg refrigerated displays remain popular with and are used in small shops. With time, however, and the rise of 'distribution' — which rapidly became 'large' — the production of small cabinets with built-in compressors is no longer enough: it becomes necessary to devise large units with remote compressors for medium and large spaces. Unlike its competitors, Arneg enters the large-scale retail trade with its distinctive element: customisation. **First comes the international market, then the Italian one.**

The company builds its reputation by acting strategically and proactively. Arneg people know the needs of customers and respond with **tailor-made solutions**, with a production speed that appeals to the fast-moving large-scale

distribution.

The orders received by the sales agents travelling around Europe are brought back to Italy, where they are processed and fulfilled. This is possible through an **ongoing conversation and consultation with customers**, who often become friends. A shared vision that ensures that objectives are reliably achieved. That's what makes the difference, even today.

RIDING THE WAVE OF INTERNATIONALISATION FROM THE START

How can steady, reliable growth be achieved? In the 1970s, the owners of Arneg answered this question unlike any other: **by looking abroad.** It doesn't matter if payment procedures in Italy are cumbersome; abroad they're not, so Finco and Marzaro start with Portugal, where the first Arneg production plant is opened.

This marked **inclination towards internationalisation**, expressly desired by the founders, has led Arneg to market-leading numbers, with **branches in Europe, America, Asia, Africa and Oceania.**

3.380

people

130.000

refrigerated displays produced

The Arneg Group

BRANDS

Arneg comprises **several brands that together cover the entire process of setting up a sales outlet.** This spirit is reflected in the diverse responses to the needs of customers all over the world..

Arneg's Italian branch



14

business and service companies

21

production plants

6

representative offices

(2022 financial data)

arneg

Arneg

Environmentally friendly refrigerated displays and central refrigeration units. Turnkey projects ranging from design to shopfitting, including assistance and energy saving consultation.

www.arneg.com

INTRAC

Intrac

Leading shopfitting brand for retail outlets of all sizes and product sectors. The offer ranges from **commercial shelving and checkout counters** to customised furniture for large-scale retailers and fast food outlets, for specialised food and non-food stores.

www.intrac.it

incold

Incold

It covers the **cold storage and insulated door** sector with the most cutting-edge and eco-friendly technological systems. The company's experts design and create modular cold rooms, industrial isothermal panels, high-speed and sectional doors.

www.incold.com

OSCARTIELLE

Oscartielle

It specialises in the production of **refrigerated displays with built-in motor.** It offers a wide range of customised solutions and the ability to innovatively interpret market needs (i.e. locker design, short and long-term rental service)..

www.oscartielle.it

FRIGOTECNICA Internazionale

Frigo Tecnica Internazionale

It designs and builds **integrated systems** for the production and distribution of cold air in cold rooms, warehouses, distribution centres and other processing applications **in the food industry.**

www.frigotecnica.com

Customer service: the three founding values

THE CONSTANT PURSUIT OF INNOVATION

The first to purchase Arneg's rockwool-insulated refrigerated displays was a food shop in Friuli in the 1970s. Roberto Marzaro cites it as an example of an 'enlightened case'.

Even then, Arneg was already identifying businesses that:

- wanted to go beyond traditional systems of sale/proposal to the end customer;
- understood that the market is subject to change

and were ready to innovate, and it applied its winning and distinctive strategies:

- a willingness to dialogue;
- a business relationship based on mutual trust, family spirit, and listening.

These are ethical values that we still believe in and uphold in 2023.

Only through relationships based on mutual trust has Arneg been able to build **lasting and mutually satisfying partnerships with customers**. Together we create projects, together we respond to market demands and grow. Together we work with a view to the future and to the market, which changes, transforms and demands high performance.

Interior of the Julius Meinl store in Vienna



To ensure this continuous attention, the company shares with its collaborators three values that it considers non-negotiable; they were valid 60 years ago and are still valid today.

CRAFTSMANSHIP

This means quality, attention to detail, and caring relationships. Know-how is handed down from generation to generation, carried on by professionals

who are dedicated to listening to the customer. This results in products that combine customisation with the potential of technology, defining the trends of the future.

SHARING

A global perspective stems from capitalising on the synergies between the Group's various companies and a wealth of knowledge and ideas, shared through our vast production and distribution network across every continent. Sharing experiences, talents and identities, but also similarities and differences, with a view to growing together: this is what "teamwork" means at Arneg.

INNOVATION

The company believes in the power of research and continuous progress. Customers' needs are listened to and our international network shares new perspectives, anticipating and riding the wave of market trends.

The courage to innovate



The exterior of the Technology Hub

The heart of the innovation cultivated at Arneg is the **Research and Development Department**: this is where ideas are born and then translated into solutions for the market, and where we foster relationships **with universities and international research centres**.

In close collaboration with customers, products are, quite literally, invented; behind them are the guarantee and reliability of a solid company.

THE TECHNOLOGY HUB

Since the end of last year, Arneg can boast a **new Technology Hub**, a state-of-the-art research centre in terms of both equipment and energy sustainability, designed by a team of architects from the Politecnico di Milano. The new

complex consists of two buildings: a historic, early 1900s palazzo (a Fine Arts heritage site) devoted to offices and to the metrology laboratory, and a state-of-the-art facility with **35% more testing capacity** that houses **7 test rooms** and **11 data acquisition stations**.

The building boasts reduced energy consumption, partial energy autonomy and a sy-

stem for recovering the energy produced by the test cycles, in the interests of sustainability.



The entrance to a Technology Hub test room

"SUSTAINABILITY: OUR GUIDING STAR"

Everyone at Arneg is proud of this concept: there can be no positive innovation without sustainability, and **"Every day is a good day to support the environment"**. Since the early 2000s, the company has been working on reducing the environmental impact of its production activities and optimising consumption. Our achievements include:

- Environmental certification **ISO 14001** since 2007, followed by **ISO 50001** energy certification
- **Reduction of 68% of the kg of CO2** equivalent for the production of a refrigerated display
- Refrigerated displays are made of **96% recyclable material**
- **46% reduction in plant energy consumption** per unit produced



ARNEG ANNIVERSARY

1963 • 2023

THE WHOLE GROUP AT EUROSHOP 2023



Arneg was in the spotlight at the latest edition of Euroshop. The trade show, one of the most important in the world for the retail sector, was the perfect time to bring together representatives of all the Group's companies on the occasion of its 60th anniversary, and to meet customers from all over the world.

The Group's winning team reaffirmed their passion for their work and for Arneg's philosophy, and shared and embodied a word that has made our history: **Respect**.

Wherever Arneg operates, this term refers to the shared values, ethical lifestyle, and the commitment to practicing this idea every day to grow responsibly.

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INTRAC
DESIGN & DISPLAY

OSCARTIELLE