




Imagine a company that realizes your dreams



Imagine a company which over the last dozen or so years has developed from a small family business into a multinational corporation. A company which is today the largest roof window manufacturer in Poland and one of the most renowned producers in the world. It all started out in the early nineties in Nowy Sacz.

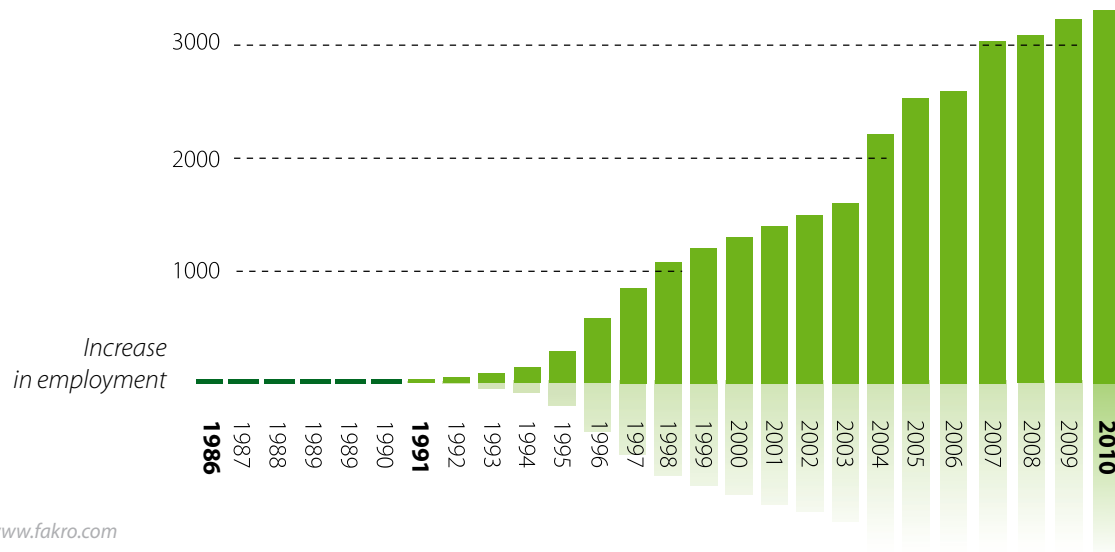
The idea came first and then a few people adopted it. Today, the company's headquarters, thirteen foreign subsidiaries, seven manufacturing companies in Poland and five abroad employ jointly in excess of three thousand people. Imagine the path leading to the company's current status – this path is paved with several years of continuous work on new structural solutions, improving production processes, the selection of only top quality raw materials: - in simple terms, it refers to the time spent perfecting our products so that they meet the expectations of the most demanding customers. The result? Today, every second roof window sold in Poland and every fifth in the world bears the FAKRO logo.

FAKRO





Imagine the real success – imagine FAKRO



World



15%

Production for exportation



70%

Trade partners all over the world

13 distribution companies

12 manufacturing companies

It is important to like your job and I have every reason to enjoy mine. I am extremely satisfied with the fact that we provide employment for over three thousand people working for the companies belonging to FAKRO Group. The present day enterprises are all increasingly alike in terms of products and technology. It is the people who make the real difference. As a global company, we have reasons to be proud. Our innovative products meet our customers' needs.



Ryszard Florek, Founder & CEO of FAKRO



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If a loft apartment, then roof windows can supply plenty of natural light and sunshine. Our products are made specifically to create an exciting environment in the loft. We continuously broaden the range of our products. We surprise people with new and innovative solutions. The FAKRO Company, in addition to the vast array of roof windows, also manufactures access roof lights, roof window accessories (roller blinds, Venetian blinds etc.), skylights, electric operating systems, smoke ventilation systems, solar collectors and loft ladders.

Our products have a reputation for class-leading workmanship, durability and high aesthetic values, confirmed by numerous certificates and awards. We are constantly developing the production process. The relentless quest for the ultimate perfection of our products and state-of-the-art technological solutions which we incorporate in them, would not be possible without the several dozen company constructors. In our own laboratories, we put our products to possibly the most stringent battery of tests. We freeze them, heat them, splash them with water, squeeze them and stretch them to their limits . . . and then freeze and heat them again . . . All these to gain an absolute certainty that the final product is a guarantee of safety and quality. A guarantee that the exciting environment created in the loft is as close to perfection as possible.

FAKRO





Your Loft – A Virtually Perfect World



ROOF WINDOWS



Centre pivot, high pivot, top-hung and pivot, L-shaped combination, wooden or aluminium-clad plastic PVC windows. All in any wood or cladding colour. With toughened, easy to clean, soundproof or stained glass. Your window to the world. You name it...

ROOF WINDOW ACCESSORIES

External and internal – roller blinds, Venetian blinds, pleated blinds, insect screens, when you want them to they



will stop the light, an excess of heat or invasion of pesky flying insects. They will help you to create a unique interior design and an individual ambience in the loft.

AUTOMATIC CONTROL

Control systems for roof windows and their accessories, smoke



ventilation system, rain sensors. All integrated into one control system to make your house super comfortable.

FLAT ROOFING SYSTEM



Modern building with a flat roof is becoming more common view. In this kind of roofs, using special system, we can install roof windows in an easy way. Such solution lets natural light and fresh air inside the room. The window can be operated by remote control.

LIGHT TUNNELS

A small dome in the roof, light transmitting tube and diffuser in the ceiling. It may not seem like much but let us assure you it is! Daylight in



the corridor, bathroom - in the whole house! Even in those places where it seems impossible.

SOLAR COLLECTORS



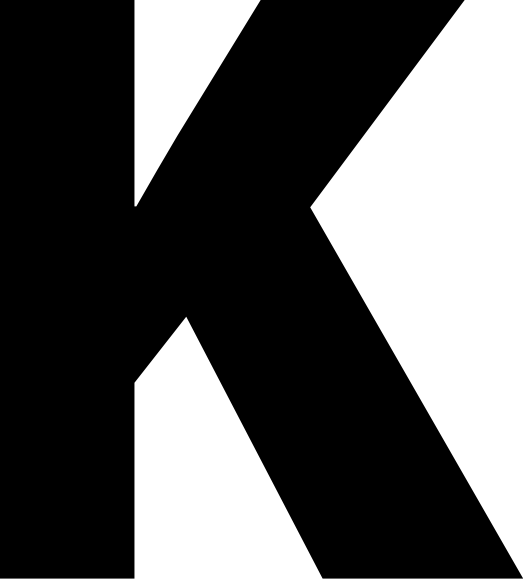
Solar collectors installed as stand-alone units or combined with roof windows. Hot usable water and auxiliary heating for any apartment or house. Clean, renewable and free energy straight from the sun. It is high time we took care of the world we live in . . . and our own pockets as well!

LOFT LADDERS

Wooden or metal, two- or three-section, scissors, fire-rated



or insulated. They save space and ensure access to the unused space in the roof. It is so open-and-shut!

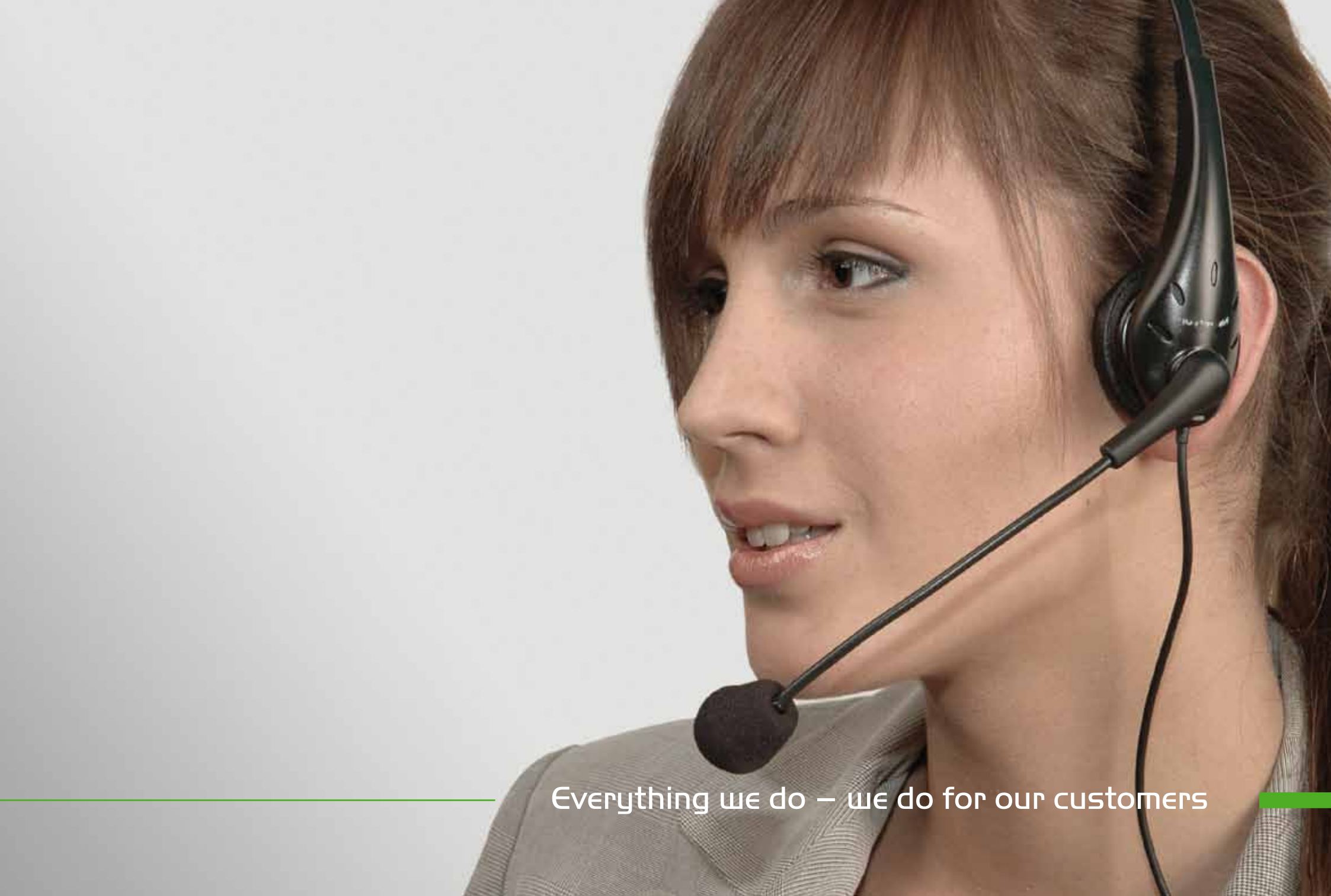


Everything we do – from devising a product until its shipment to the point of sale as a ready-packed unit – we do for our customers

Our concern for the customer is not restricted merely to the product itself. We do our best to make our products quickly and easily available. Hence, we are constantly developing our distribution network and our sales partners can always count on the technical support we provide. We are also continuously raising the standards of our after-sale services. Our service department acts quickly and efficiently. Choosing the right product from such a wide range is definitely not an easy task. Therefore, we set a high premium on the knowledge and competence offered by our dealers

We publish informational articles in the press. We are constantly updating our website. We organise training for dealers, roofers and architects. If it is not enough, you can always call us. We try to make every customer feel most important to us.

FAKRO



Everything we do – we do for our customers



LOGISTICS



Nowadays, even the best product is not enough. It is the time it takes to reach the customer that matters. Swift and efficient distribution lies at the foundation of the company's development. We have always been aware of that. In several dozen lorries hundreds of thousands of miles covered. We deliver our products to every country in Europe, America, Asia and other continents receive our products by sea. Customers are not particularly keen on waiting. We do not let them wait!

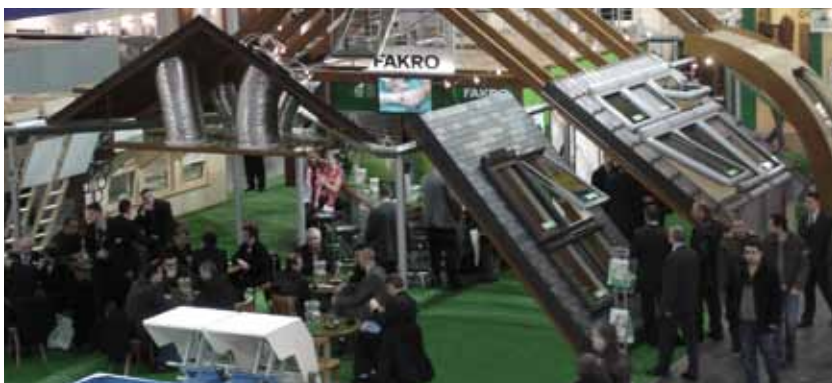
INTERNET

A window is not enough if you wish to transform your attic into truly different world. The light necessary for sustaining life must be harnessed



sometimes. You can achieve just that without leaving your apartment. For the sake of our customers' convenience, we run on-line stores. Here, you can purchase roller blinds, Venetian blinds, awning blinds, insect screens. A multitude of colours, patterns and textures. Just select, click and there you have it!

PROMOTION



We carefully promote our brand in many ways. The FAKRO brand is a promise of durability and reliability. The Batimat Trade Fair in Paris, Mosbuilt in Moscow, BAU in Munich and many others. We regularly present our products at some of the largest exhibition events in the world. Hundreds of square metres of exhibition area, inventively arranged product displays, professional service and a wide selection of promotional materials. Trade shows constitute a great opportunity for launching new products, establishing contacts, promoting the company and also meeting our regular customers. After all, we have been participating in various trade shows for many years now.

TECHNICAL CONSULTANCY

A non-standard roof, original combination, unusual requirements? If our standard solutions fail to meet your requirements and your



questions are multiplying at the speed of light – we are more than happy to help you. We will select and manufacture the right size, shape, type of flashing or specific combination. We will advise you about roofing and proper installation of our products. We will recommend suitable professionals for the job. The main task of our technical consultants is to please you!

TRAINING



The highest product quality and certificates are not enough nowadays. The product must be professionally installed. Three thousand roofers, two thousand dealers, a thousand architects during one year in the FAKRO training centre and hundreds of external training programmes. All these to ensure that our products are always in the hands of professionals.

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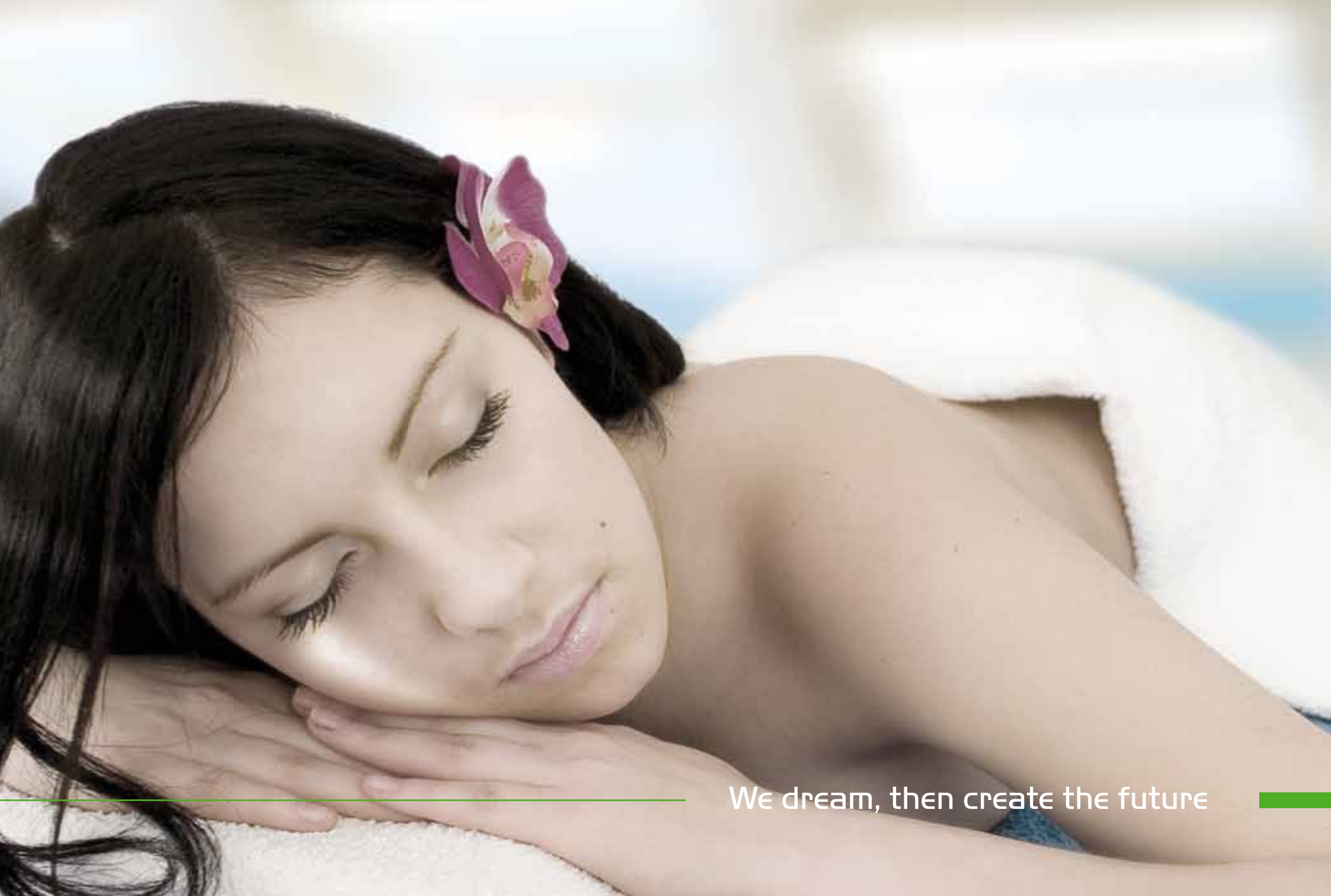
We have dreamt of a company which manufactures high quality products well-known around the world. We are now such a company. A dozen or so years since its establishment, FAKRO is well capable of competing with the largest companies in the sector. We boast twelve manufacturing plants in Poland, Russia, Ukraine and China, we run thirteen distribution companies and keep opening new ones (the USA, England, France, the Netherlands, Spain, Italy, Germany, Austria, Russia, Ukraine, Slovakia, Hungary, China). We co-operate with an extensive network of foreign importers.

We are second largest roof window manufacturer in the world with around 15% share of the global market. 70% of our product is exported. The total area occupied by our production facilities equals ten full-scale football pitches! We are one of the most innovative companies. We file several patent applications a year. We continually increase employment numbers.

Today, there are over three thousand FAKRO employees in the world. The rule is simple – since the very beginning, we have been investing 100% of gained profits. We dream and then create the future ...

FAKRO





We dream, then create the future

RESEARCH & DEVELOPMENT



Our modern research and development centre is the real pride of FAKRO. Thirty constructors ceaselessly working on innovative solutions. Every year we file several patent applications. Today, we export not only roof windows but also the creative ideas of Polish engineers and constructors. Our technical solutions find their final destination in many countries of the world. We set new trends for the development of the global roof window sector.

INNOVATIVE PRODUCTS



We have always emphasised innovations. Our goal is to supply high quality products, meeting customer expectations around the world. Nevertheless, in today's world, high quality is not enough. Hence, we provide our customers with innovative designs. The window with increased resistance to burglary-Secure, window with raised axis of rotation -proSky, window with raised axis of rotation with lower transom - Duet proSky, top hung and pivot window- preSelect, balcony window, arch window, smoke ventilation window equipped with tinted glazing, easy maintenance and obscure glass..... Take your pick! Automatic air inlet supplies the optimal amount of fresh air and ensures energy savings.

INNOVATIVE TECHNOLOGIES



We will make your house an intelligent one; we will add to its usage and comfort, we will take care of your security and help you to conserve energy. FAKRO offers the possibility of exploiting the wireless communication system. If you wish, you can operate our products with the use of a remote control, cell phone or via the Internet from any place on the planet. Our system will also enable you to operate your domestic devices with one remote control.

INNOVATIVE COMPANY

Innovative solutions are not only applied in the product sphere of our activity but also in organisational, marketing and management endeavours undertaken by our company. Today, we are one of the

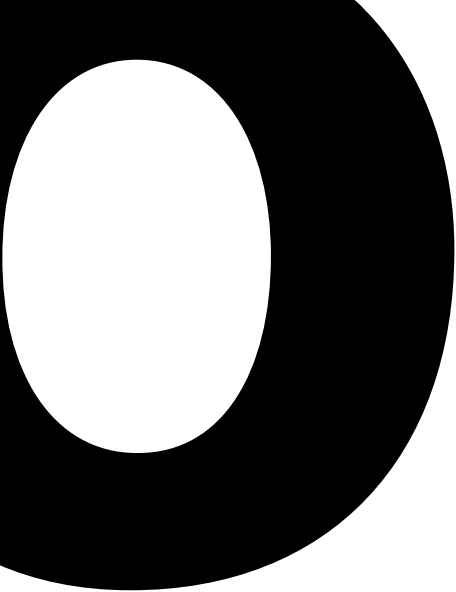


most innovative Polish companies. Annually, many of our solutions are submitted to Patent Office. Our products have been awarded the most prestigious national and foreign awards and the company itself has been honoured with the Innovation Pitch Pipe award (Kamerton Innowacyjności).

INNOVATIVE SOLUTIONS



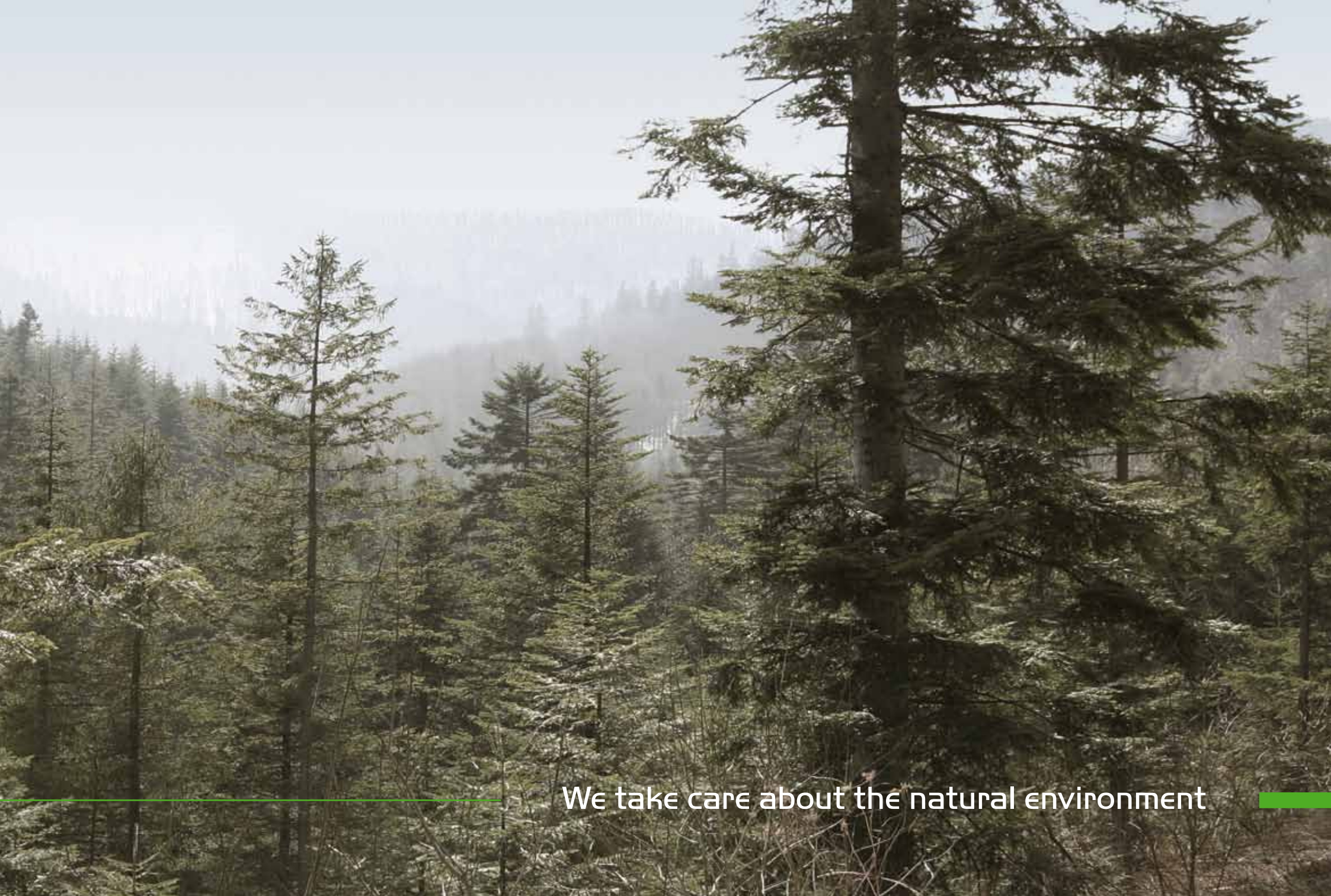
Safety, anti-burglary re-inforcements, durable and functional products ... these are the distinguishing marks in the market. Toughened glass used as standard as well as re-inforced hardware, make our windows safe and more difficult to be forced open by burglars. The automatic air inlet provides the optimum amount of inflowing air and guarantees energy savings. The universal installation system allows easy installation in any roof construction. Your comfort and safety is worth every effort!



What will be the world like in 2050? What will it be like tomorrow? Together, we can make it as good as it can get. This is our responsibility. Placing an emphasis on the company development and increase in employment levels, we cannot forget that the natural environment we live in requires our constant care and dedication. Pinewood which we use to manufacture our roof windows and loft ladders comes from areas of forest which are responsibly managed. Our products have been granted the FSC certificate which is the best proof that we do not remain indifferent as to the source and manner in which we obtain our raw materials. We use eco-friendly lacquers, segregate and recycle our waste. What else? Our headquarters is located in the picturesque Beskid Sadecki region. There is no way to overlook the sheer beauty of this region and exceptional character of its inhabitants. Hence, we actively participate in the development of the Sadeczyzna region supporting various building projects, sponsoring sports teams and numerous cultural events. We promote mountaineering, winter sports and a healthy lifestyle. We are aware that our well-being depends on that.

FAKRO





We take care about the natural environment



WE TAKE CARE ABOUT THE NATURAL ENVIRONMENT



Our roof windows are made from wood which comes from well-managed forests and other controlled sources. "Look for FSC certified products."
 We are responsible; hence we respect the rules of environment protection and local communities.
 The advanced technical solutions incorporated in our roof windows save energy thus helping to conserve the non-renewable resources of our planet. Sheep wool, which FAKRO use, is not only a perfect insulation material. It is also comfortable, sustainable and user-friendly.

CERTIFICATES



In every country where we sell roof windows, FAKRO has been awarded all the relevant quality and safety certificates. Currently FAKRO has 20 certificates which cover not only our products but also our whole production process. FAKRO roof windows are the only ones on the market to have been granted the German TÜV Certificate.

COOPERATION WITH ROOFERS' ASSOCIATIONS



We actively cooperate with The International Federation for the Roofing Trade - IFD. Through training and active participation in the World Championships for young roofers, we help new adepts to develop their skills. Also, we cooperate with the national federations of roofers, such as CCT-CBD in Belgium, ZVDH in Germany, EMSZ in Hungary and Het Dak Hellend in the Netherlands.

By organizing meetings and sport events, we bring together members of organizations from across Europe.

WE SUPPORT SPORTS AND CULTURAL EVENTS



We eagerly sponsor sports, cultural and trade events, local, national and international. We support many sports activities to provide unforgettable experience for competitors. For many years, we have been the Official Sponsor of the Polish National Football Team. We also sponsor one of the leading Polish women's volleyball teams – Muszynianka FAKRO – the multiple champions of Poland, achieving great results also in the international arena.

EMPLOYEES

First and foremost, it is the people who make up every enterprise. Work should not be only the means of

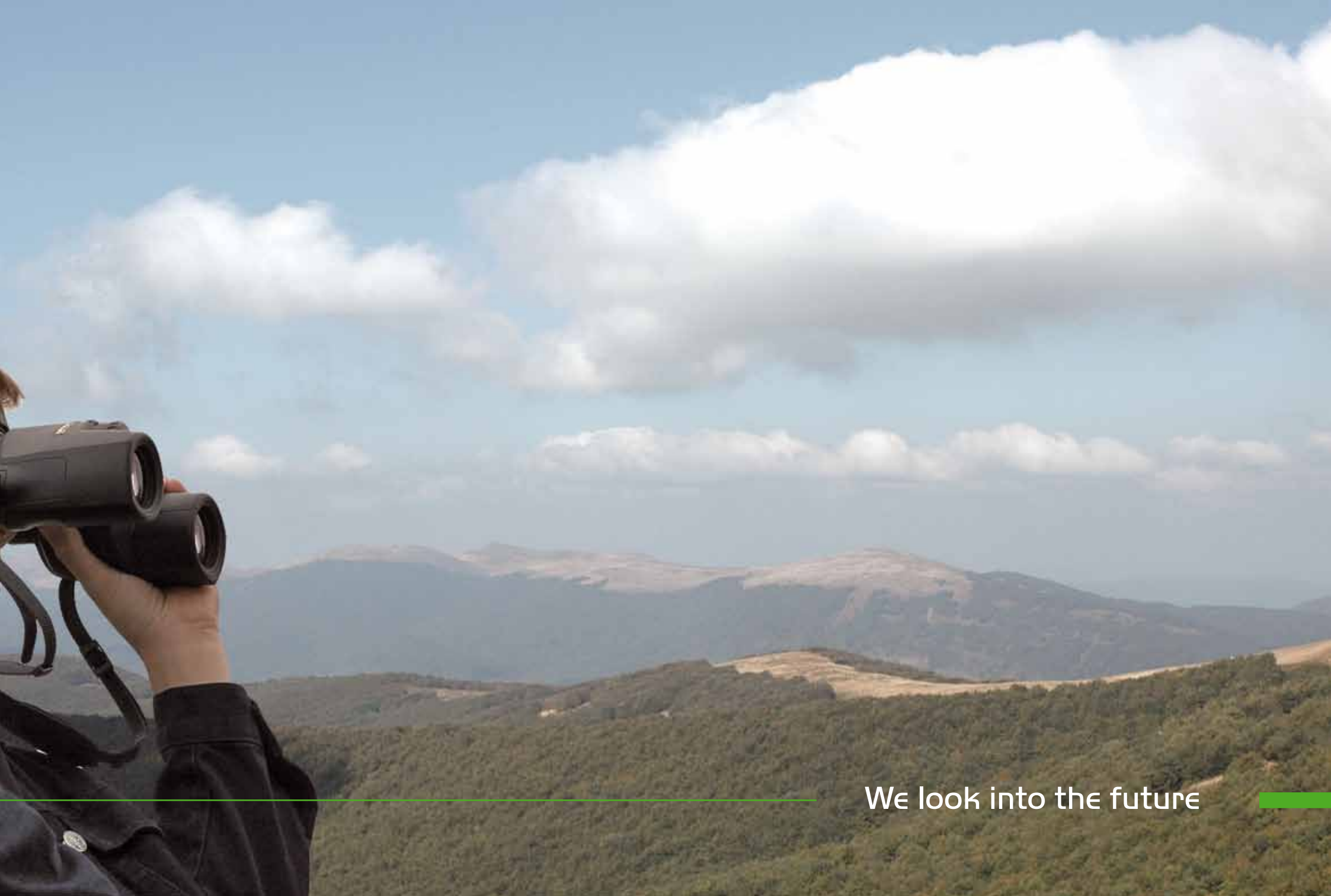


earning one's living. It should bring satisfaction and the possibility of personal development. We strive to make it happen. Our employees are offered internal and external training programmes. Thanks to this, they can gain new knowledge and hone their skills. What is more, we organise integration events for our employees. We are perfectly aware of the fact that good companies are made up of people who are satisfied with their lives.

WE LOOK INTO THE FUTURE

Our areas of interest goes far beyond the roof windows manufacturing. Everything started with windows, but we will not confine ourselves to windows only.





We look into the future

