Japanese technology and Italian heart
Alcantara S.p.A.

A Global Partnership between the EU and Japan
Brussels - September 22nd, 2011
Introduction
Alcantara S.p.A. is the company that manufactures and markets covering material under the registered trademark Alcantara®, an innovative product that is the result of a unique technology.

The incredible appeal of Alcantara® stems from a major technological breakthrough, an invention made in 1970 by Japanese scientist Miyoshi Okamoto that remains unrivalled even today and enables the product to remain unique and avant-garde.
Shareholding

Alcantara S.p.A. shareholders are the Japanese Companies Toray Industries Inc. (70% of shares) and Mitsui & Co (30%).

Toray Industries, Inc. is a Japanese company, whose major expertise is “Innovation by Chemistry”. Consolidated net sales is 14 billion euro, number of subsidiaries is 227, number of employees is 38,740. Toray operates globally in the Field of advanced materials, such as carbon fiber, IT related products, water treatment membranes, pharmaceutical and new energy materials.
**Company’s structure**

Production plant and R&D facilities are located in Nera Montoro (Terni), on a surface of 450,000 sqm. Headquarters including administrative, marketing and sales activities is based in Milano.
Applications
Alcantara® can cover any surface and shape, making it precious and resistant over time. Thanks to its versatility, the material is used by the leading international companies in many different application fields.

The most significant for the Company are Automotive, Interior (including Contract and Yachting), Fashion and Accessories.
Tailor made solutions

Alcantara® has developed an highly appreciated expertise in providing tailor made solutions in order to satisfy the needs of the most demanding customers.

In the Automotive sector, maximum comfort for the driver is guaranteed by the characteristics of the material (grip, breath ability, strength, durability).

For Interior, Contract and Marine, Alcantara® offers a selection of materials designed for use in private and public spaces and yachting.

In Fashion and Accessories business Alcantara® means luxury, attention to details and stylistic proposals aligned with the latest fashion trends.
Consumer electronics seems to be the emerging sector. Thanks to its ability to provide design oriented solutions, Alcantara® is the perfect solution for covering consumer electronics with a luxurious touch and feel and long lasting performances.
Sustainability
Sustainability is a key value of Alcantara S.p.A. and a top priority for the Company. The aim is to maintain an economic development that is compatible with social justice and the ecosystems, operating therefore in a context of environmental equilibrium.

We believe in a new perception of luxury, which has to be associated to an ethical vision and respect for the environment.
In 2009 Alcantara became “Carbon Neutral” by reducing and compensating for all CO₂ emissions deriving from the entire Alcantara process, “from the cradle to the gate”.

Alcantara decided to use energy only from renewable sources.

In order to offset its CO₂ emissions Alcantara® has supported green energy projects patronized by the UN in India, Honduras, New Zealand, Turkey, Taiwan and Indonesia.

As of 2009, Alcantara publishes its annual Sustainability Report.

Both Carbon Neutrality and Sustainability Reports are certified by TÜV Italia.
R&D Activities
Alcantara highly benefits from the continuous exchange of information with the R&D and Technological Dept. of Toray Industries in Japan.

This mutual exchange is the key for developing the know-how to provide new products and technical stylistic solutions to our most important customers.
R&D Activities and customized solution

The ability to offer customized solutions is highly appreciated by top clients of automotive and fashion industry in Europe.
Relationship with design world
Since many years Alcantara has developed an extremely rewarding relationship with the excellence of the design community, both top designers and emerging creative avant-gardes.

It seems that this community fully understand the endless potential of the material and its ability to renew itself constantly.
Relationship with design community

Can you Imagine?
Project Alcantara® - MAXXI

FRANCOIS AZAMBOURG
GIULIO CAPPELLINI
LORENZO DAMIANI
MARCEL WANDERS
MASSIMILIANO ADAMI
NIKA ZUPANC
OKI SATO NENDO
PAOLA NAVONE
PATRICK NORGUET
RAW EDGE - YAEL MER E SHAY AKALAY
SATYENDRA PAKHALÉ
Relationship with design community

British Fashion Council

Who is on Next?
In collaboration with Vogue Italia and AltaRoma AltaModa

ALESSIO SPINELLI
ANGELOS BRATISA
AU JOUR LE JOUR
CO|TE
CRISTINA MIRALDI
MARTA FERRI
PAULA CADEMAFORE
RAGAZZE ORNAMENTALI
STELLA JEAN
TO LONG-NAM
THOMAS BLAKK

Interior Collection
Navone - Cappellini
Relationship with Japan
A significant part of our raw materials is imported from Japan. In addition, there is a constant flow of products and samples in both directions between Japan and Europe.

Relationship with Japan
A global brand

Alcantara® brand is under the process of globalization and its core values are getting recognized also outside Europe.

In particular, Alcantara has stimulated the Japanese market and is planning to approach it directly in the near future.
Japanese market is very sensitive to “Made in Italy” and European products, especially luxury brands. Most of our key European customers act on a global basis and have an important presence in Japan.

Free trade will create new value both for European and Japanese industry and will help Alcantara and its customers to better operate in a global market.
Thank you