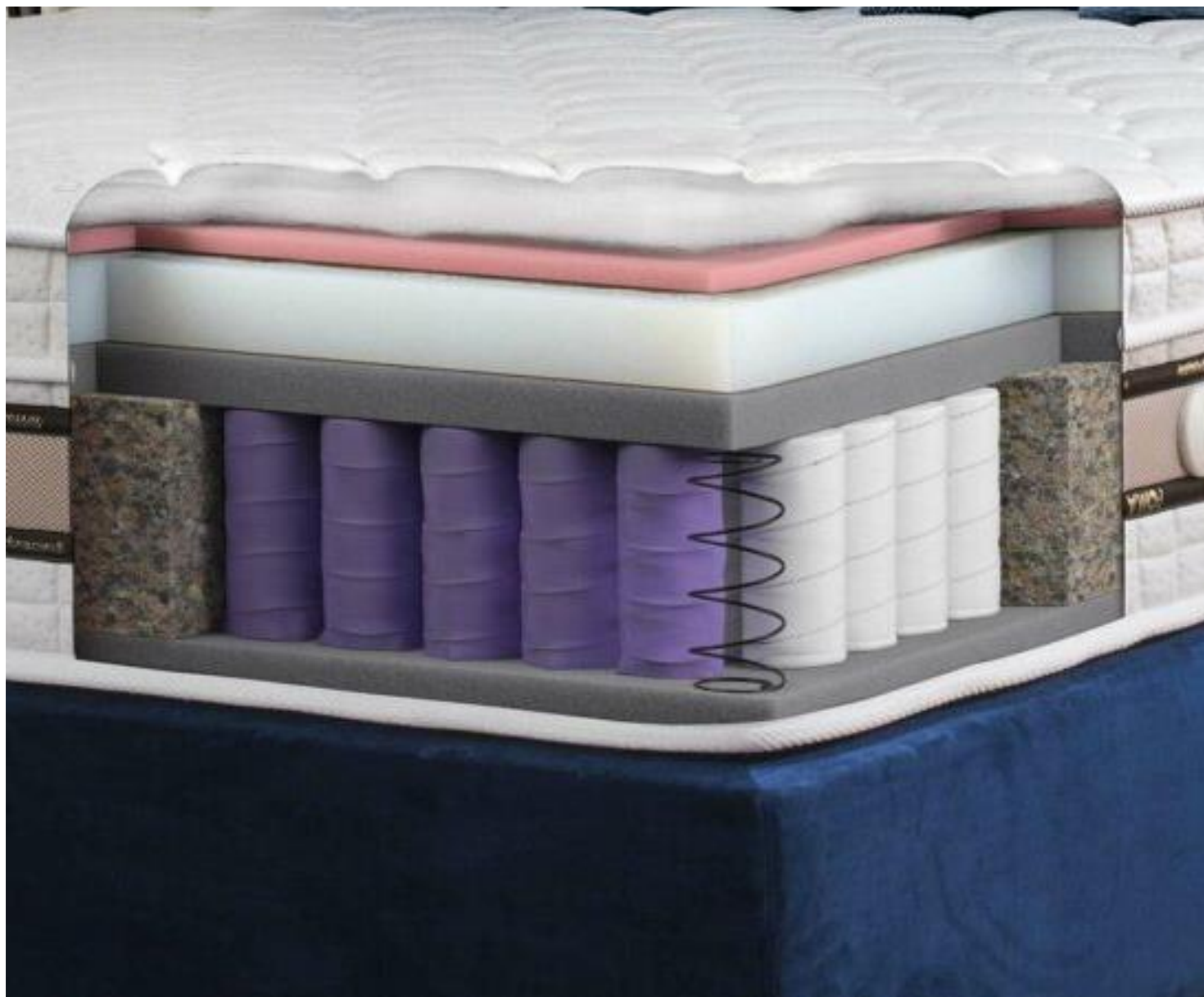


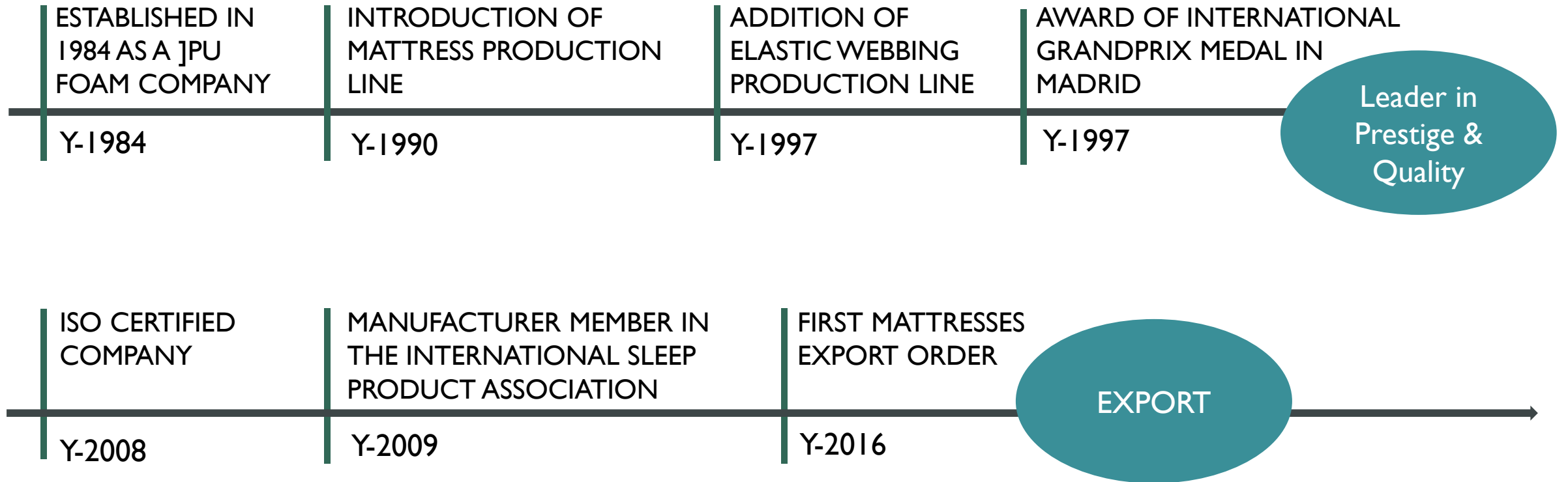


FOMACO SAL

WE ARE COMMITTED TO
CUSTOMER SATISFACTION



HISTORICAL OVERVIEW



HISTORICAL OVERVIEW

INSTALLATION OF MODERN LAB
FOR FOAM AND MATTRESSES
QUALITY CONTROL

Y-2017

INSTALLATION OF A FULLY
COMPUTERIZED EUROPEAN
FOAM PRODUCTION MACHINE

Y-2018

APPROVED SUPPLIER
TO THE ICRC

Y-2019

VISUAL TOUR

PU FOAM



STANDARD RESILIENCE
FOAM



HIGH RESILIENCE FOAM



MEMORY FOAM

MATTRESSES



HYBRID ORTHOPEDIC LATEX
FOAM / POCKET SPRING



HYBRID ORTHOPEDIC
MEMORY FOAM/POCKET
SPRING



HYBRID PU FOAM / POCKET
SPRING

MATTRESSES (CONT'D)

FOAM CORE
MATTRESSES



BONNELL SPRING CORE
MATTRESSES



ELASTIC WEBBINGS

TWO STRIPES



THREE STRIPES



MANAGING THE CRISIS

Challenges

- Power cuts
- Soaring energy prices
- Worldwide increase in raw material prices

Opportunities

- Dropping Labor Costs by up to 70%
- A good portion of raw materials are sourced locally
- Rising shipping costs from China → An opportunity for exporting to Africa and Europe for much less.

Operational Strategy

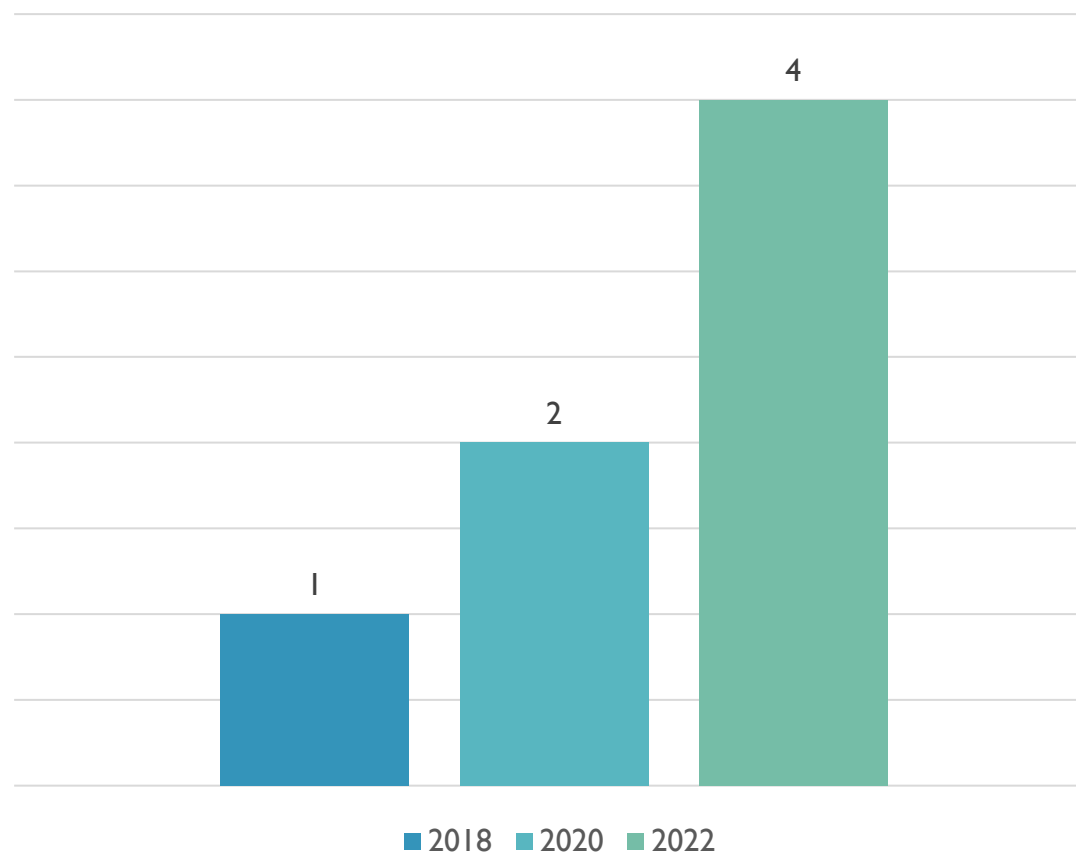
- Introduced a compression machine that would triple container capacity when exporting
- Going solar to where up to 75% is saved → Now resilient to energy price hikes which impacts a good portion of the cost structure.

Sales Strategy

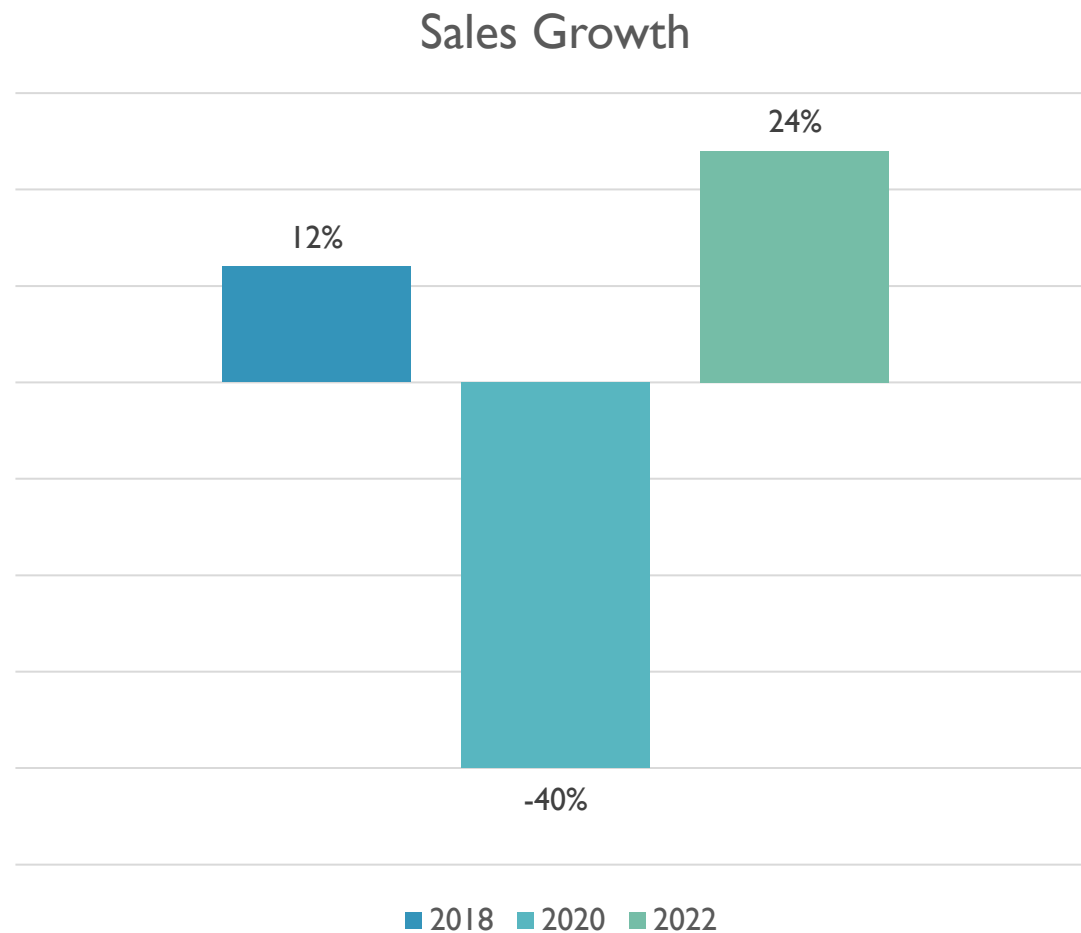
- Turned to exports **during** the crisis [Never exported before].
- Reaping higher market share locally because of higher quality and better variety

PERFORMANCE INDICATORS: 2018 - 2022

Count of Export Markets



PERFORMANCE DURING CRISIS



EXPORT READINESS

Certifications

- ISO 9001
- ISO 22000

Operational Flexibility

- Multi-functional team
- Ample spaces – A 30,000 sqm factory
- Constantly developing technical team attending most international fairs and keeping abreast with world developments in this regard

Product Range Readiness

- Because of space availability, all categories of foam and mattress types can be produced and are produced. We carry the full range.

TARGET MARKETS



1. Africa
2. Europe
3. Canada

TARGET MARKETS



CONNECT WITH US



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