

The open innovation platform for Laundry Industry



La Producción Industrial representa el 17% del PIB en Europa

El 75% de las exportaciones en Europa son Productos Manufacturados

Industria

1 puesto de trabajo de la industria transformadora crea 1 puesto de trabajo en servicios complementarios 32 Millones de personas trabajan en la industria transformadora



80% de las innovaciones surgen del entorn industrial

El 42% de las empresas han establecido mecanismos de corporate Venturing los últimos 6 años

Nueva Industria

El 60% de las unidades de innovación se han creado los últimos 5 años 70% de las grandes empresas han incrementado la inversión en departamentos de innovación



Una empresa diseña y desarrolla mecanismos para identificar y colaborar con nuevas propuestas de valor externas para mejorar su competitividad y rendibilidad

Porqué?

- La innovación avanza a gran velocidad
- Es difícil mantener el ritmo de la demanda del mercat con solo recursos internos
- La innovación va mas allá del I+D interno
- Cierra el gap Tech Transfer Empresa

Girbau is a family business with 55 years history









Girbau is a company of values

Commitment and Honesty

Business Ambition and Personal Proximity

Empathy and Service Vocation











Girbau

PREMIUM PRODUCTS

- Quality
- Reliability
- Profitability







Girbau

performs installations of any type and size





Commercial Laundry Division





Vended Laundry Division





Industrial Laundry Division





Services Division







Girbau has a worldwide sales and service network

15 subsidiaries and branches

Subsidiaries & Branches

Argentina

Australia

Brazil

China

Cuba

Dominican Rep.

France

Germany

Italy

Mexico

Portugal

Spain

United Arab Emirates

United Kingdom

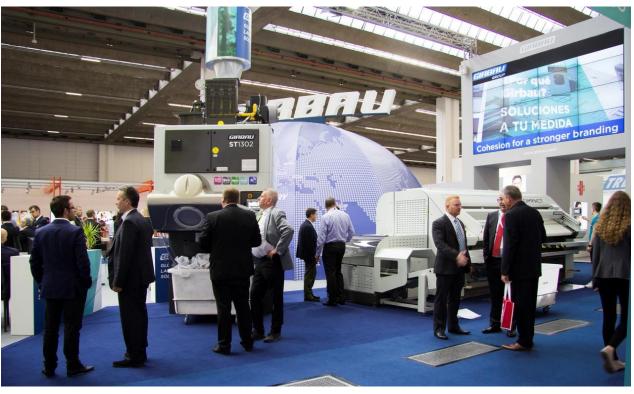
USA





Girbau in the TOP FIVE worldwide companyies in the laundry industry







Girbau is committed with the environment







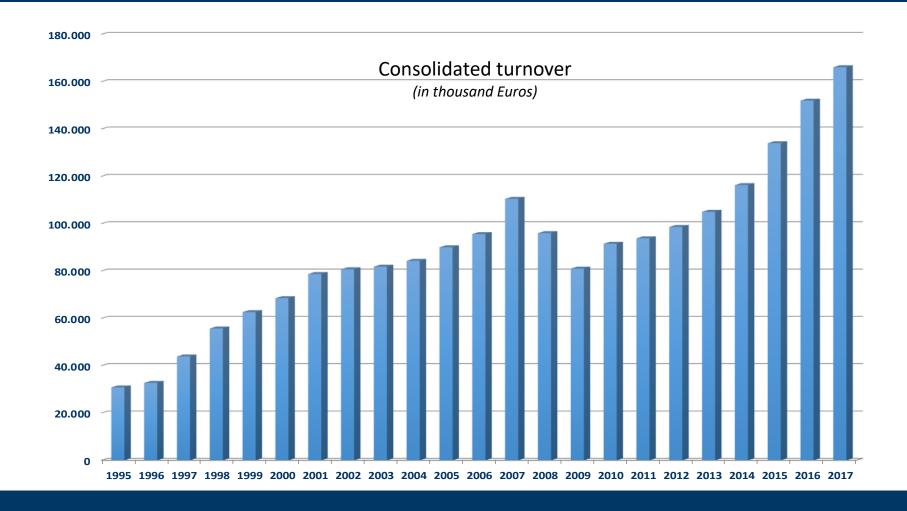
Girbau is a big team

Close to 1,000 employees





Girbau is a growing company





Girbau is looking for new opportunities







The open innovation platform for Laundry Industry

Girbau LAB objective is to bring added value to laundry industry clients based in Innovation.

We want to increase synergies and take advantage of new opportunities of our environment where there are brightest minds and mobility workers available, new knowledge and technologies appear an increasing industry of venture capital and new Startups, much more opportunities to develop external ideas or systems to share and take advantage of internal capacities

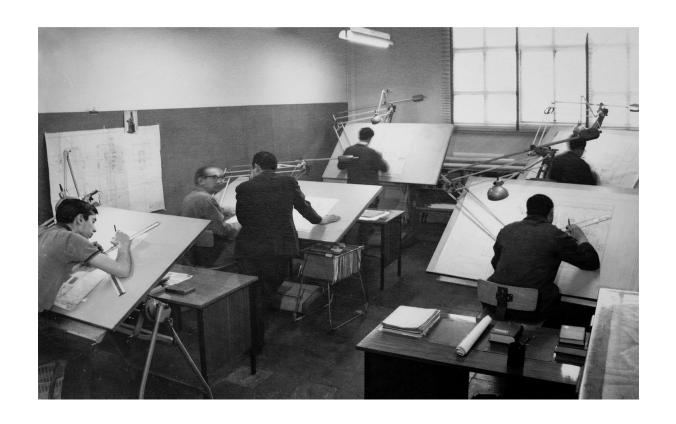


Value Proposition

GIRISIAU LAB

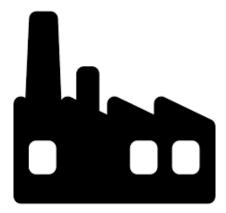
Girbau LAB offers the possibility to translate new knowledge or technologies in real market opportunities.

Based on Girbau's industry capacity as well as commercial penetration in laundry market all over the world, Girbau LAB is a very interesting platform for research in the most advanced fields of knowledge that impact laundry industry, also for demonstration or scaling of technologies and solutions to the market



Value Proposition

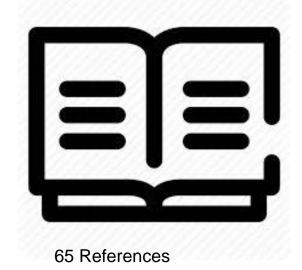




Manufacturing Facilities (Spain, France, China)



15 international commercial subsidiaries and distribution and service network in more than 100 countries





80 R+D Engineers



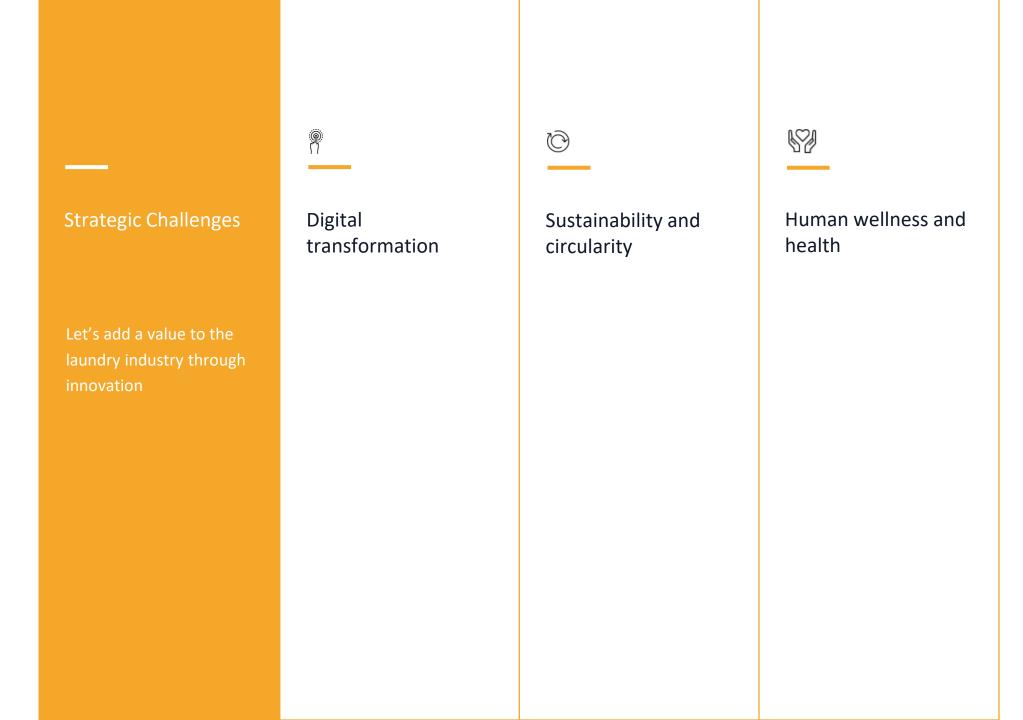
175.000 Solutions installed in the world



Over 25.000Tones of Linen clenead every day



Strategic Challenges



Strategic Challenges

Let's add a value to the laundry industry through innovation





Sustainability and circularity



Human wellness and health





Digitalization helps to improve the efficiency of any manufacturing business and also allows industry to be closer to the final user.

Girbau LAB works in all those technologies that are contributing to digitally transform the industry:

- IoT
- Big Data and Analytics
- --- Artificial Intelligence
- Robotics
- Virtual and Augmented Reality
- **—** 3D Printing
- Cloud computing

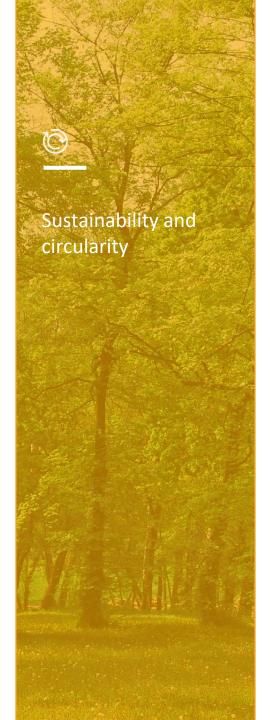




Strategic Challenges

Digital transformation

Let's add a value to the laundry industry through innovation





Human wellness and health





Providing advanced sustainable solutions in the laundry industry and transforming a traditional industry business into a circular paradigm is a clear focus of Girbau LAB's activity.

- Water and energy saving, more efficient products, processes and systems.
- Use and generation of alternative energy sources.
- Treatment and reuse of waste from manufacturing processes.
- New solutions and business models that contribute to more efficient use of laundry equipment and solutions.
- New solutions and business models which promote a collaborative economy where peers share resources and contribute to increased product life spans.



Alternative technologies for the laundry industry to increase sustainability, such as infrared, ultrasounds, artificial vision and others.



Strategic Challenges

Let's add a value to the laundry industry through innovation



Digital transformation



Sustainability and circularity







Girbau LAB will be looking for solutions that contribute to increasing the wellness and health of people.

Focusing on laundry users and workers:

- Personalized solutions that are closer to their needs.
- Safer and more secure working environments.

Focusing on consumer wellness and health:

- Introduction of natural elements and progressive reduction of chemicals during the cleaning process.
- New laundry solutions for new textiles.
- Nanotechnology-based solutions to apply during the cleaning and drying process to provide new wellness and healthy properties for textiles.



Our Ecosytem





Girbau LAB builds an ecosystem composed by all actors who can contribute to transform laundry industry to provide digital, sustainable and healthy solutions.

Girbau LAB works in a completely open and international context, looking for solutions coming from the most advanced innovation environments to apply through out more than 100 different countries of the world where Girbau is currently operating.

Our Ecosytem











Our Ecosytem





















Girbau LAB activities will contribute increase knowledge about laundry industry through talent attraction and to transform existing talent,

- Support to internal entrepreneurship initiatives
- Organization of complementary knowledge and skill teams with external organizations for each project
- Phd or researchers engagement for specific projects
- Support to First Tech Challenge of Lego League to promote STEM among young people from 16 to 20 years old.

Talent Atraction





Doctorats industrials

@dindustrialscat

Segueix

Vols fer #recerca aplicada?
Participa en aquest projecte amb @la_UPC i
l'empresa @GirbauGroup sobre #Química

#Mediambient

#EnginyeriaQuímica

#TractamentAigua / Apunta't al projecte
bit.ly/2W4KZlr

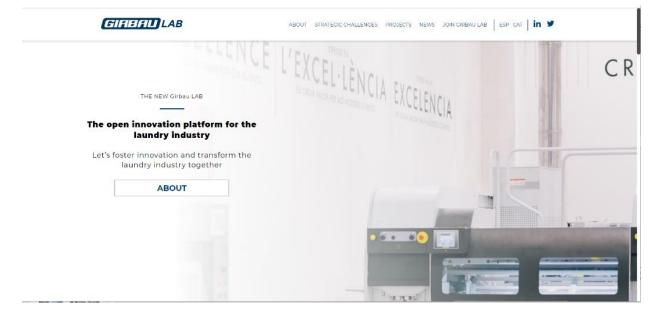


PROJECTE 048/2019

PROJECTE: "ÚS EFICIENT DE RECURSOS DE RENTAT INDUSTRIAL"







http://www.girbaulab.com/







Girbau acelera con una plataforma de innovación

La empresa ficha a Mariona Sanz, exdirectiva de Acció



La compañía de propiedad familiar, factura 166 millones y exporta el 85%

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y exporta el 85%

el meco del pine estratigico o
portugica de metrico del proportio del propor

la innovaci

Girbau factura 166 millones y lanza una plataforma de innovación

Martes 9 octubre 2018 Expansión 5

Expansión. Barcelona

Girbau ha cerrado el ejercicio de 2017 con una facturación de 166 millones de euros, cifra que supone un crecimiento del 9,5% respecto a los 151,6 millones de 2016. La empresa familiar de Vic (Osona) es uno de los líderes mundiales en el sector de la lavandería industrial y cuenta con factoría en Vic, así como en Francia y China, con una plantilla próxima a los mil trabajadores.

El nuevo plan estratégico 2020 lanzado por la empresa confia en el I+D como motor del crecimiento. El reto es que

una invers ¿Y si la ropa no se ensucia? 4% de la fa unos ingre 20 millone años. Para lanzado Gi taforma de ta que pre innovación ción del se ría industri "Con est ganará efic

Mercè Girbau Junyent y Pere Girbau Pous, consejeros delegados de Girbau

bau, consej Para lide el grupo in a Mariona de innovac Quinto fabricante

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permitirá

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el talento",

industrial hacreado

2 d'octubre de 2018 39

Indtech Challenge ha rebut 127 propostes de 'start-ups'

EL 9 NOU

Indtech Challenge, la inici ativa conjunta de Girbau i Seidor, ha rebut un total de 127 propostes per impulsar la innovació al sector industrial totes vingudes de start-ups. La demanda es va fer a finals del juny passat amb l'objectiu de millorar la cadena de valor del sector industrial i el resultat es va donar a conèixer la setmana passada En aquests tres mesos s'han rebut 127 aplicacions procedents de 25 països. La majoria, 38, procedeixen d'Espanya; 18, dels Estats Units; 14, d'Israel, i 11, d'Alemanya, Un terç dels projectes estan vinculats a la tecnologia d'internet de les coses. La intelligència artificial i el big data han estat els altres àmbits tecnològics en els quals hi ha hagut un nombre més gran de projectes presentats. A voltant del 80% dels projectes presentats per aquestes

Algunes d'aquestes propos tes es podran desenvolupar amb acords amb les dues empreses osonenques que ho han impulsat i per tant tindran accés a la capacitat comercial i l'assessorament dels experts i executius de les dues companyies líders en els seus respectius sectors. Pere Girbau, CEO de Girbau, s'ha mostrat molt content per "la rebuda resposta", i Eduard Farga, director general adjunt de Seidor, defineix els projectes "d'un nivell de qualitat important una gran varietat de les propostes rebudes. Segur que en sortiran solucions'

start-ups es troben en la fase

inicial o de creixement





From Ideas to new Business:

iDrivers



Technologies that transform the laundry industry business

Ind Tech Challenge



https://girbaulab.com/idrivers-2018-girbaulab/



Ind Tech Challenge

http://indtechallenge.io/







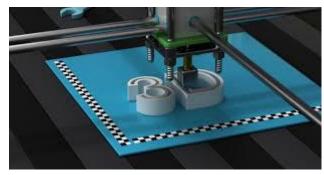














Access to markets



Close to decision makers



International Exposure



- Thousands of current customers
- Growth through our international commercial networks
- Real business approach to marke

- Access to global headquarters
- Direct contact with key decision makers
- •Collaboration with tech and business experts
- •Show off your solution in international events
- •Integrate your solution with SAP ecosystem
- •Presence in +100 countries



Acquire a Premium Client

Partner with Seidor and access thousands of SAP industrial customer

Become a Global Player







Take advantage of Seidor's SAP client installed-base to grow substantially your business



International footprint with presence in +100 countries

Opening date: 26/6/2018

Closing date: 30/9/2018

12 consecutive weeks open call,

Average of 10.5 applications per week

127 Proposals submitted







SEIDOR Y GIRBAU

127 propuestas para el reto de innovación industrial

■Indtech Challenge, la convocatoria de innovación industrial lanzada por la consultora tecnológica Seidor y el fabricante de soluciones de lavanderia Girbau, ha recibido 127 propuestas procedentes de start-ups de 25 países. La mayoría (38) proceden de España, pero también de EE.UU, Israel y Alemania. Las start-ups seleccionadas podrán desarrollar acuerdos de colaboración con Girbau y Seidor. / Redacción

Demo Day at IOT Congress





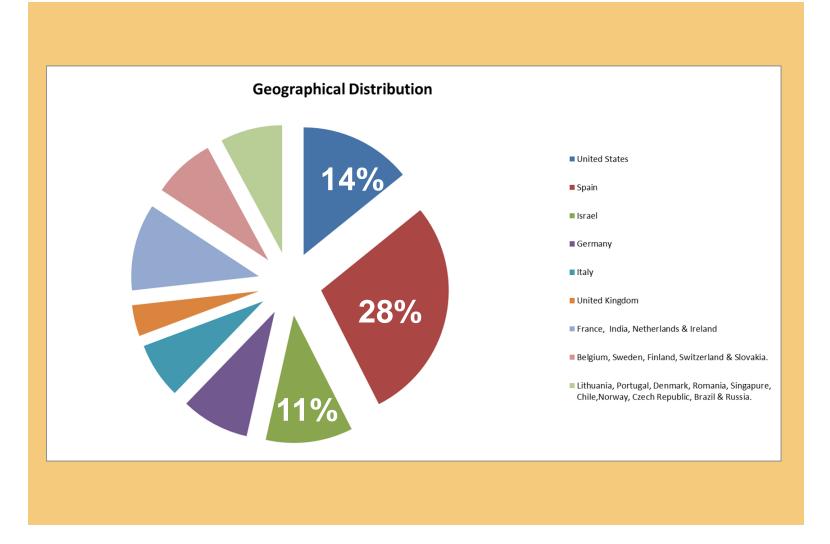




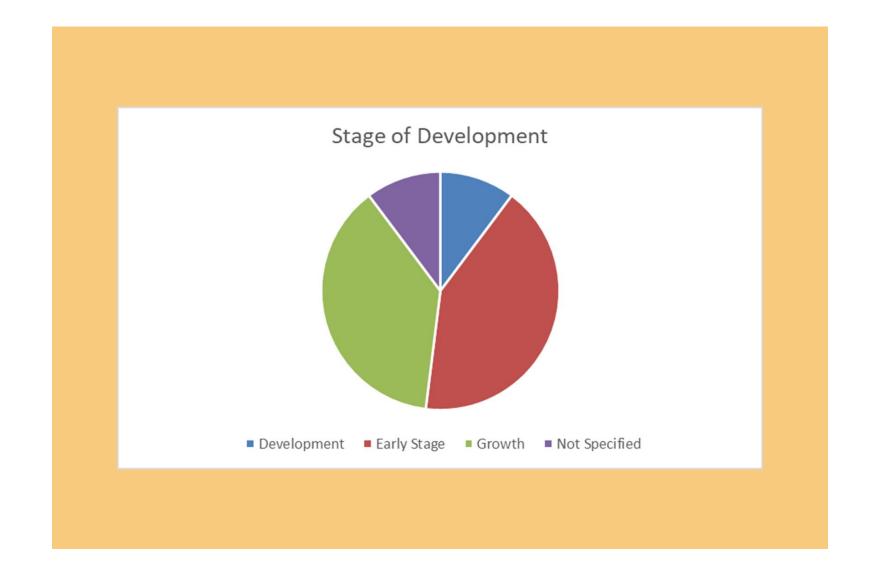




127 applications









1.- First selection of proposals

Criteria:

Potential market or application

Innovation Level

Team

Proposal presentation

2.- Evaluation meeting (Skype or face to face)

- Deep evaluation of the start up including level of development, market real penetration, business model, operational approach, team etc..
- First cooperation proposal of the start up

3.- Internal evaluation at Girbau and Seidor (individually or together)

Criteria: (appart from market potential/level of innovation/team)

Potential internal application

Potential benefits for Girbau or Seidor

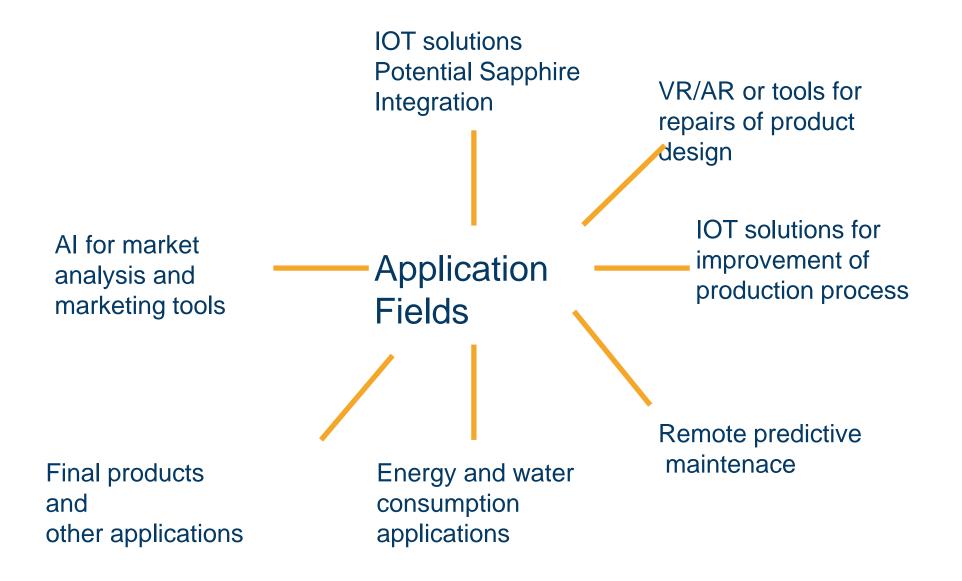
Implementation effort to be done by Girbau/Seidor

Cost of the operation

4.- Final Decision at Girbau

Girbau Innovation Commitee





Orain Technologies SL





SUCCESS STORY!!!

Pilot demonstration

Integration of ORAIN
Hardware and Software solution to facilitate human interaction with Laundry Machines
and digital payment solution.
Started in January 2019









Programa iDrivers 2018

https://www.girbau.com/download/idrivers/ldrivers_jun18.mp4

JAnuary 2019





We want to collect new business ideas to cover Girbau Challenges

Challenge

Ideas

New Business Proposal

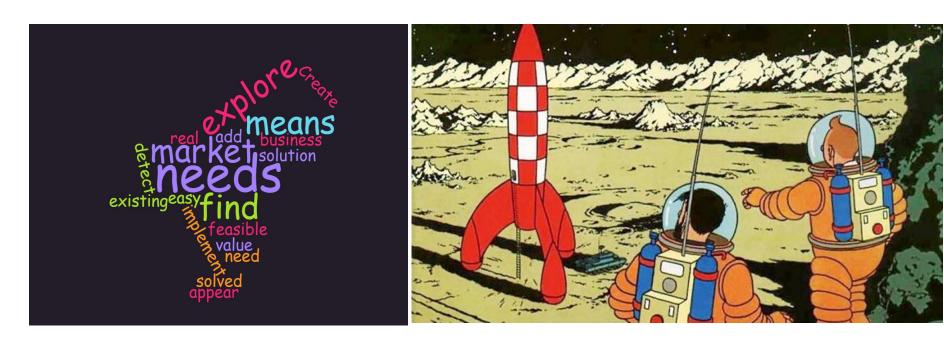




We selected those volunteers who have competences for

International iDrivers Program

Opportunity to bring ideas to Girbau Business Challenges and create a Business proposal







Ideation



Minimum Value Project



Market Demostration

Scale up





Girbau Innovation Committee



Mercè Girbau President and CeO



Pere Girbau CeO



Xavier Marcet Lead to Change President



Mariona Sanz Girbau LAB Director



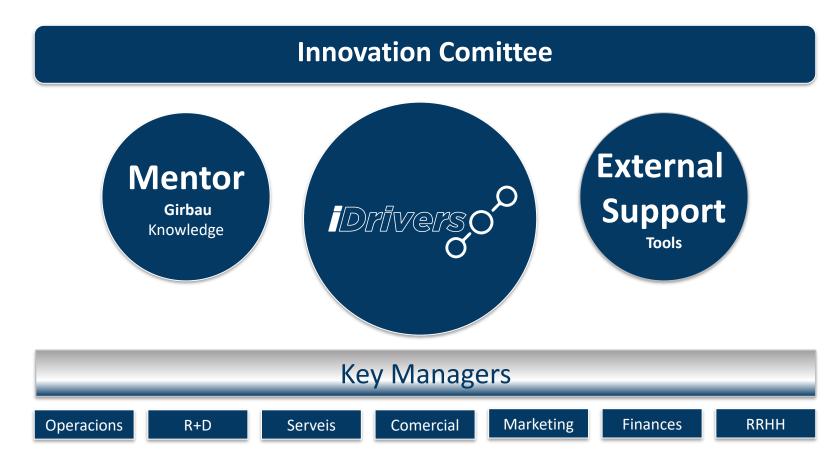


Ideas Selection Criteria:

- Market Pontential
- Innovation Degree
- Simplicity of the idea: comunication, implementation
- Feasibility to be developed by GIRBAU
- Strategical Degree of the idea for GIRBAU
- Impact and tranformation of GIRBAU Business Model













19 candidates



7 IDrivers (2 teams of 2 people, 3 individual iDrivers)



66 ideas launched



5 ideas selected



5 mentors



13 training sessions (4 hour sesions)



2 presentation events

100 hours total dedication per iDriver (includes face to face training sessions, presentations, meetings, interviews etc..)

(4 hours a weeks average dedication during July, Septembre, October, November and December).





















ADN Empren Award



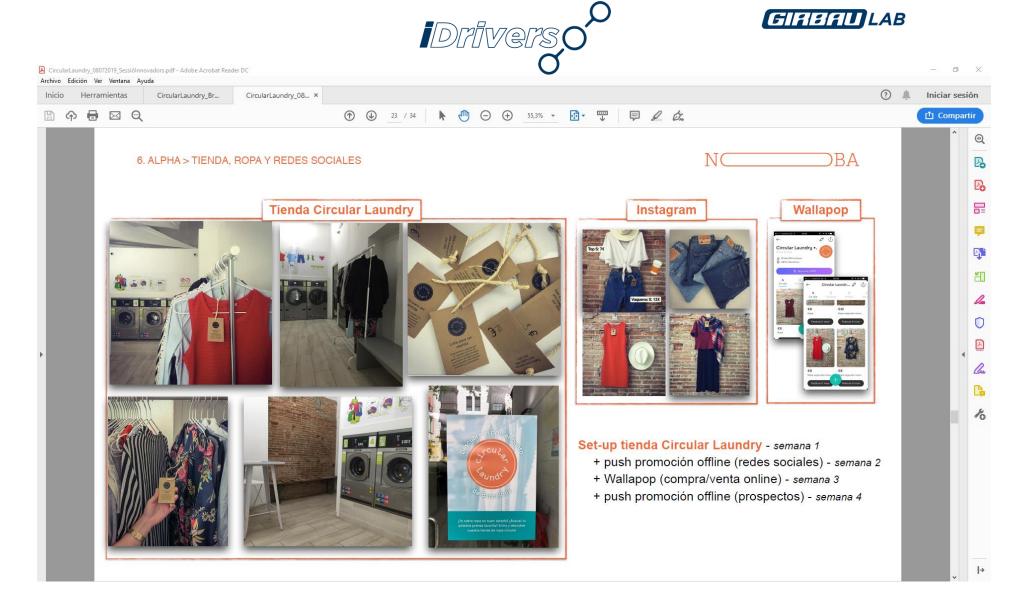






Inici Bases Premiats Inscripcions Patrocinadors Notícies Contacte





Real Proof of Concept in the market







Tens idees per revolucionar el mercat de la bugaderia?

BUSQUEM CANDIDATS PER L'EDICIÓ 2019 DEL PROGRAMA IDRIVERS

Girbau t'ofereix una oportunitat per a fer el teu projecte d'empresa

Per inscriure't contacta amb Mariona Sanz abans del divendres 25 de maig msanz@girbau.com



2019 Edition!!!





8 iDrivers
4 ideas
February 2020 end of the program



9 iDrivers7 ideasDecember 2019 end of the program



KPI 2019

KPI



2018-2019

ECOSYSTEM			PROJECTS		
	2018	July 2019		2018	July 2019
Identified Actors	39	42	New Oportunities	234	73
Start up related actors	9	32			
Technology related actors	9	3	Evaluated Projects	125	24
Corporates	8	7			
Signed Agreements	7	9	Open Projects	12	4



contact:

<u>girbaulab@girbau.com</u>

http://www.girbaulab.com/

Share with us your ideas!!!!