macron store



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HISTORY

MACRON

Macron, Italian Company based in Crespellano (BO) is a European leader in the production of active sportswear. Macron operates in three main business areas: -teamwear- apparel and accessories for professional and amateur teams (football, basketball, volleyball, baseball, handball, five a side football, running); -merchandising- official kits, free time apparel and accessories for the supporters of Macron's Sponsored Clubs; -leisurewear- sports inspired apparel for those who want to wear Macron off the field. Macron owes its success to the quality of the products, to the high standard of service and to the ability of best interpreting the athletes' needs.

1971

1974

1981

1991

1994



Macron is founded in Bologna and starts its business as Italian exclusive distributor of baseball equipment for Mac Gregor USA and for other American brands operating in the baseball field.



With the acquisition of Record Sports, workshop specialized in sportswear manufacturing, the production of apparel for baseball, basketball and volleyball is now developed alongside the equipment distribution business. In this period the Company (from '74 to '78 Macron Record Sports) produces also for renowned brands such as Adidas, Nike, Spalding, Reebok, Champion with focus on the manufacturing of the sponsored professional teams' uniforms.



Macron reaches an important milestone celebrating its 10th anniversary. Macron's reputation is growing steadily especially thanks to the manufacturing and direct sales of its own brand, specializing in the production of technical sportswear for both clubs and individual athletes.



Macron starts the industrial production of NBA replicas for the European market on behalf of Champion.



As a result of its significant growth, Macron moves to larger premises in Crespellano, where there is enough room for all its activities under one roof: the conception, design, prototyping and distribution of technical apparel for baseball, basketball, volleyball and football.

HISTORY

2001

2005

2007

2010

2012



Macron's adventure in professional football begins, with its first contract with a top-level professional club, Bologna FC 1909. Since then, the Macron brand has been seen on the official shirts of the best and most renowned teams in the world. The important partnerships signed by Macron have lead to a more advanced technical development of its products, in terms of design and materials.



Macron opens its horizons, and expands throughout the world: first to Europe, then the United States, Canada and the Middle East. Macron products are worn by a growing number of professional and amateur athletes worldwide.



The steady growth of the Company is reflected once again in the need for new space: Macron opens a new office, and expands its range of products to include rugby, handball and five a side football.





The 'Macron Store' project is launched — a unique outlet for the full range of Macron products, from teamwear to leisurewear, from merchandising to accessories. It is the ultimate place to go for professional athletes, amateur enthusiasts, and organizations looking for quality in the technical products. To bring supporters closer to their teams, Macron also opens its Official Online Shop, for online sales of the official merchandise.



Macron is already an internationally recognized brand, renowned for the quality of its products and reliability of its service, and now counts SS Lazio, Aston Villa and Real Betis among professional clubs that it sponsors.

Having reached a leadership position in the teamwear business, Macron has also introduced a collection of "sports-inspired" leisurewear, designed for young, smart and sporty consumers.

MISSION AND OBJECTIVES

OUR PHILOSOPHY: WORK HARD, PLAY HARDER

Passion, creativity, results, fun and lots and lots of hard work: these are the rules that the Macron philosophy and athletes have in common. In short: "work hard, play harder". Macron produces for sport and shares with it all the passion, joy and hard work, because we know how important clothing and accessories are.

The day-to-day challenge for Macron is focused on meeting the needs of those who sweat and toil for their passion, whether they are beginners or professionals. That's why Macron "trains" hard day after day to improve and to always fulfil the requirements of the market.

Sports are a serious business. They play a very important role in everyone's life: MACRON knows this and that is why the company supports every kind of athletic endeavour with ideals that are indispensable, to grow in a world that obeys all the rules. Both on and off the field.

A COMPANY WITH INTERNATIONAL DNA

INTERNATIONAL DNA

Macron, an Italian company with strong international DNA, is now one of Europe's main players combining typical Italian quality and tradition with globalisation and competence: a winning combination right from the start.

A FAST GROWING REALITY

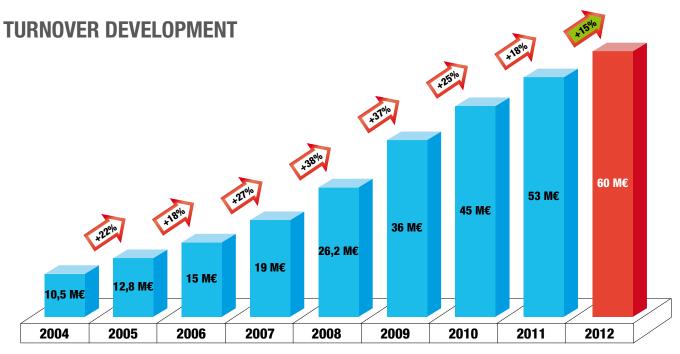
From an initial customer base that was entirely Italian, Macron now distributes about 40% of its products in Italy and the remaining 60% to other European countries: Great Britain, France, Spain, and Portugal as well as other leading foreign markets for a company that is truly European and is continuing to expand its horizons across the ocean.

A NETWORK OF OVER 1,300 STORES

The company supports a number of teams across Europe with its products and services. Today, indeed, more than 10,000 teams wear Macron kits, thanks to a network of over 1,300 multi-brand sales points and 67 Macron Stores.

A STEADY GROWTH





MACRON TEAMS: FOOTBALL



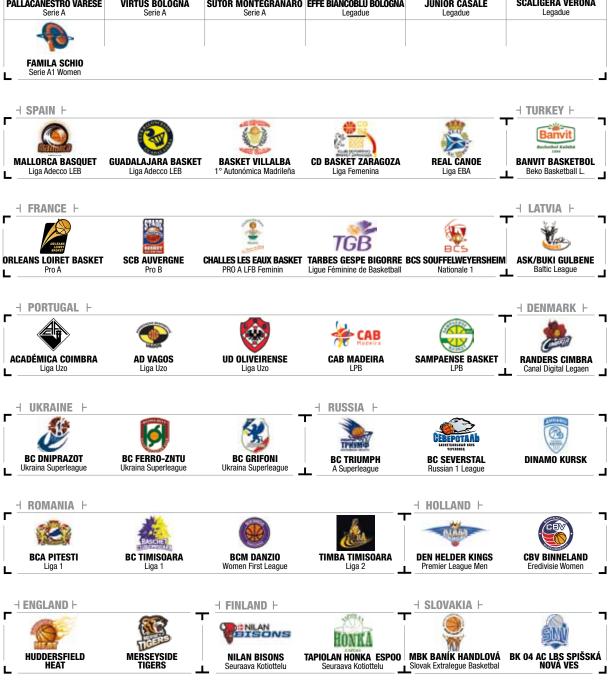
Super League

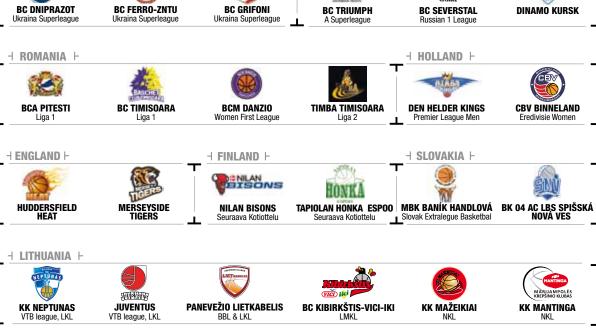
Adeccoligaen

Canadian Soccer League

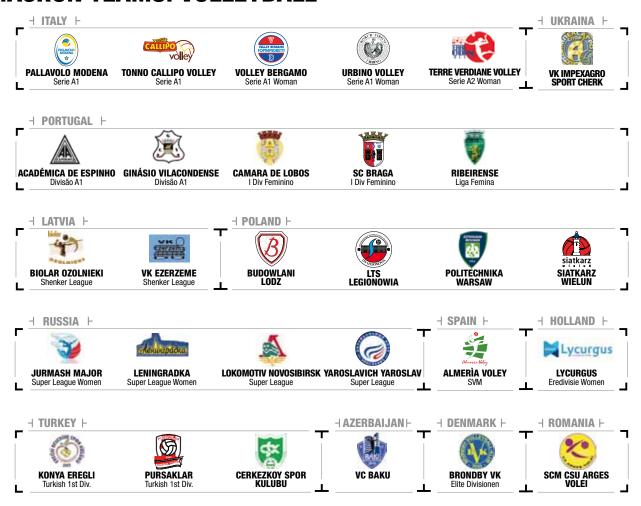
MACRON TEAMS: BASKETBALL



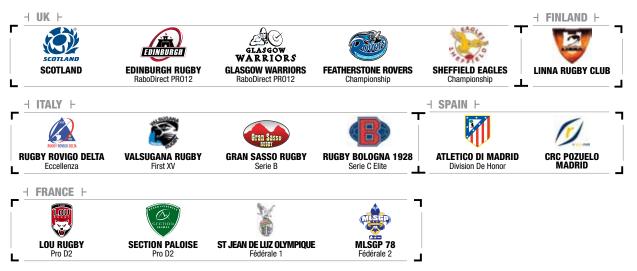




MACRON TEAMS: VOLLEYBALL



MACRON TEAMS: RUGBY



MACRON TEAMS: HANDBALL



MACRON TEAMS: BASEBALL



MACRON TEAMS: FIVE A SIDE FOOTBALL







MACRON STORE PROJECT: THE WINNING FORMULA

The Macron Store project kicked off in 2010.

Today, the single-brand store network extends over Italy, France, the UK, Spain, Portugal, the Netherlands, Finland, Greece, Ireland, Lithuania and Canada.

Macron Stores are retail spaces designed and outfitted by Macron for the sales of their sportswear (teamwear, merchandising and leisurewear) and accessories.

They are aimed at sports teams (association football, rugby, volleyball, basketball, baseball and five-a-side) as well as individual athletes.

Their aim is to become a point of reference for all those who are passionate about sport and who are looking for high-quality, sportswear in their area.

Each Macron Store aims to provide full service to local sports teams, including in-house customisation.

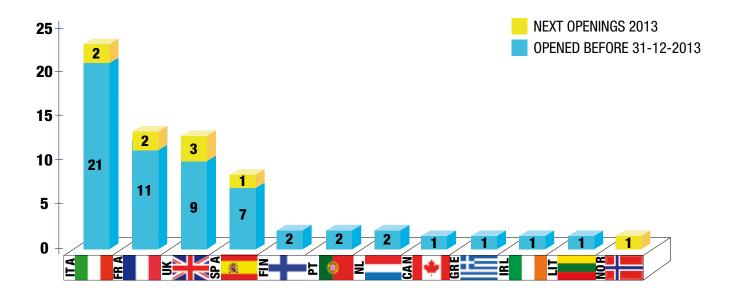
Today Macron Stores have a hospitality area where customers can discuss team requirements. Inside, spacious showrooms enable customers to view samples and verify the offer and quality of Macron products.

MACRON STORE FIGURES

The first Macron Store was officially inaugurated on 17th January 2010.

The network now includes 58 stores, 21 of which are in Italy and 37 in the rest of the world.

There are 9 more Macron Store openings planned for 2013.



MACRON STORE PROJECT: WHY?

- Partnership: the stores aim to create a strong collaborative relationship between Macron and the Partner thanks to shared goals and interests.
- **Communication:** the stores provide area visibility for the Macron brand.
- Teamwear sales: the stores facilitate sales as they provide hands-on experience with all products, at the same time conveying the company's assets and values. In short, the stores provide an improved purchasing experience.
- Merchandising, Accessories and Leisurewear sales: the stores allow sales of Merchandising, Accessories (e.g. sports underwear, goalkeeping gloves, shinpads etc.) and Leisurewear articles.

MACRON STORE ACTIVITIES

MACRON STORE ACTIVITIES INCLUDE:

- Contacting sports clubs and organisations in the relevant territory.
- Presenting Macron teamwear samples.
- Presenting garment customisation.
- Dealing with deliveries of finished product to clubs.
- Dealing with after-sales.
- Retail selling of accessories, merchandising, Macron apparel.

MACRON STORE CHARACTERISTICS

OPERATIONAL

Visible position, easy and convenient to reach for the potential target, convenient for receiving and transforming goods.

FUNCTIONAL

Premises functionally designed for business:

- 1) impact/retail area;
- 2) showroom area for displaying products and making offers;
- 3) laboratory area for customisation/transformation.

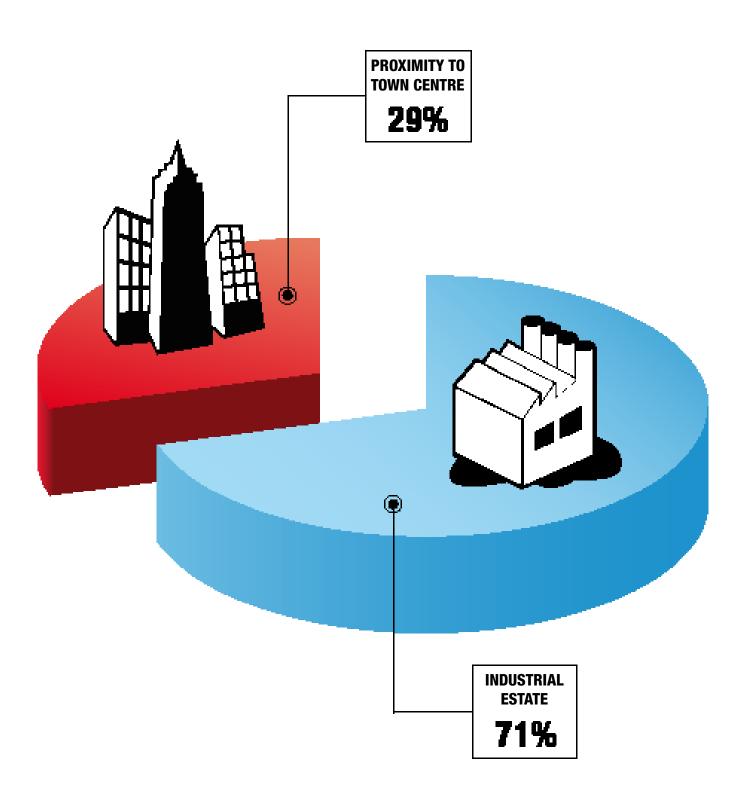
EMOTIONAL

The point of sale must communicate Macron values and reinforce brand perception: hard work, dynamic and growing company, market leadership.

MACRON STORE REQUIREMENTS

- Shopping centres on city outskirts containing stores such as Ikea, Decathlon etc.
- Ground floor.
- Size: at least 150 m2.
- Store area >80 m2.
- Transformation/warehouse area >70 m2.
- Independent car access to transformation/warehouse area.
- Local area easily accessible by car.
- Convenient parking.

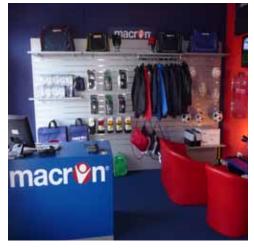
MACRON STORE LOCATION









































WHAT MACRON OFFERS









- Preparation of the project.
- Store layout (project, sign, photographic panels, furniture, etc.)
- Visual merchandising aids.
- Free teamwear samples.
- Exclusive economic and payment terms.
- Exclusive area rights.

macr@n

macron 11

MACRON STORE STAFF

MACRON STORE MANAGER

Responsible for relations with the company and with club clients. Has administrative and managerial as well as sales skills.

SALES PERSON/AGENT

Assists the Macron Store Manager in serving clubs and seeking out new business outside the Store.

SALES ASSISTANT

Looks after retail sales and Store appearance.

CUSTOMISATION ASSISTANT

In charge of receiving and customising goods.

PARTNER PROFILE

The Macron Partner is solely responsible for running and developing the business. The Partner is not simply a sales person but an entrepreneur to all intents and purposes.

THE PARTNER UNDERTAKES TO:

- Purchase and sell only Macron products, in accordance with the product categories present in the catalogue
- Comply with company rules on minimum prices and not making offers to teams who already wear Macron
- Comply with Macron's instructions regarding store image and layout

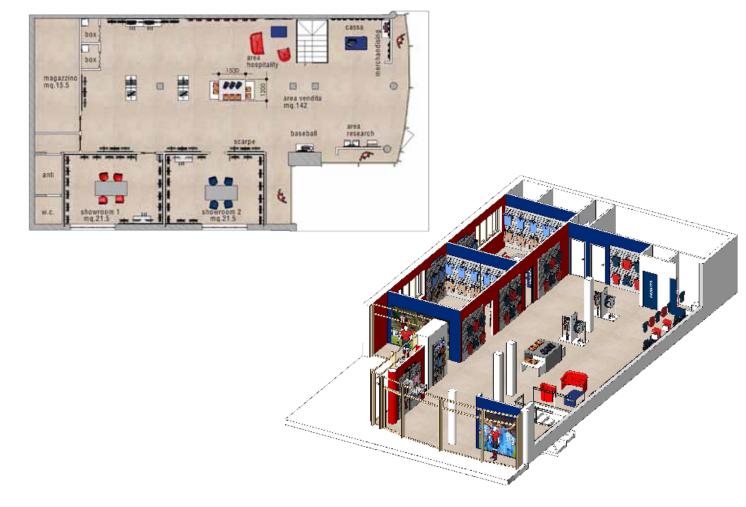
SUPPORTING THE PARTNER

Macron will support Partners for the duration of the activity, providing the following business management support:

- Assistance in finding and selecting premises
- Identifying and approving the point of sale
- Checking technical/economic factors of investment
- Assistance and consultancy with sales through Area Manager
- Activity monitoring
- Help with communication
- (Visibility on Macron corporate website

STORE LAYOUT

- 1. Macron produces a draft project to be shared with the MS manager. Every project is tailor made.
- 2. On approving the project, Macron sends the technical plans and prepares the furniture material for shipment.
- 3. The Partner shall be responsible for the necessary works, as indicated on the technical plans.
- 4. Macron shall be responsible for providing Macron Store furnishings and fittings.
- 5. On receiving the furniture material, the Macron Store manager organises the assembly and final set-up.





MACRON STORE IN THE WORLD

































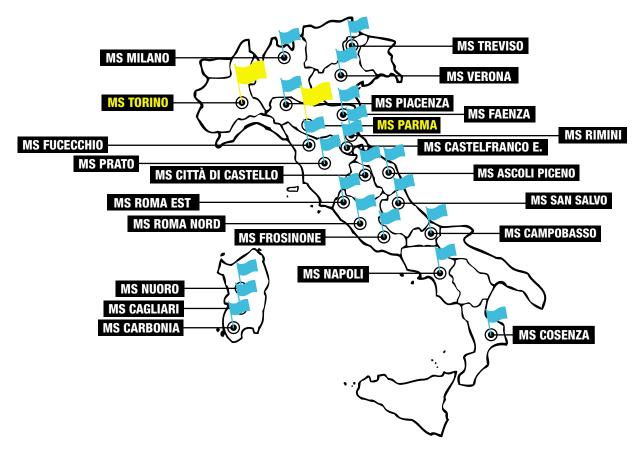








ITALY



ABRUZZO

MS SAN SALVO VIA GIULIO CESARE, 88, 66054, VASTO (CH)

CALABRIA

MS COSENZA VIA MANZONI, 243, 87046, MONTALTO UFFUGO (CS)

CAMPANIA

MS NAPOLI VIA FERRANTE IMPARATO, 385, 80147, NAPOLI (NA)

EMILIA ROMAGNA

MS CASTELFRANCO EMILIA VIA ARCHIMEDE, 2, 41013, CASTELFRANCO EMILIA (MO)
MS FAENZA VIA PROVENTA, 76, 48018, FAENZA (RA)
MS PARMA VIA STRADA MERCATI 10, 43124 PARMA (PR)
MS PIACENZA VIA DELL'ARTIGIANATO, 28, 29100, PIACENZA (PC)
MS RIMINI VIA FLAMINIA 371, 47924 RIVAZZURRA (RM)

LAZIO

MS FROSINONE VIA MARCO TULLIO CICERONE, 160, 03100, FROSINONE (FR)
MS ROMA EST VIA CARLO ARTURO JEMOLO, 153, 00156, ROMA
MS ROMA NORD VIA CAPPELLETTA DELLA GIUSTINIANA 10, 00123 ROMA

LOMBARDIA

MS MILANO VIA SAN FRANCESCO D'ASSISI, 47/R, 20090, OPERA (MI)

MARCHE

MS ASCOLI PICENO VIA PESARO, 14, 63100, ASCOLI PICENO (AP)

MOLISE

MS CAMPOBASSO VIA MAZZINI, 79, 86100, CAMPOBASSO (CB)

PIEMONTE

MS TORINO CORSO TRAPANI, 108, 10141, TORINO (TO)

SARDEGNA

MS CARBONIA VIA MAZZINI, 48, 9013, CARBONIA (CI)
MS CAGLIARI LOCALITÀ SCALA SA PERDA, EX S.S. 131 09028 SESTU (CA)
MS NUORO VIA TRIESTE, 28, 08100, NUORO (NU)

TOSCANA

MS FUCECCHIO VIA A. VOLTA, 8, 50054, FUCECCHIO (FI) MS PRATO VIA REGGIANA, 27, 59100, PRATO (PO)

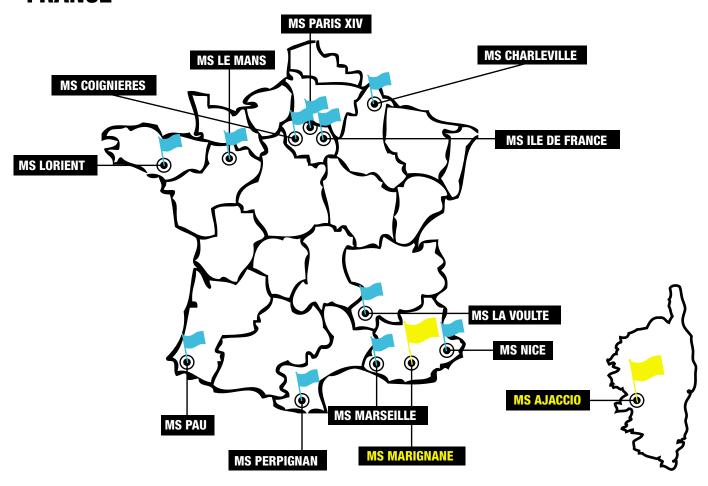
UMBRIA

MS CITTÀ DI CASTELLO VIA BITURGENSE, 5, 06012, REGNANO (PG)

VENETO

MS VERONA PIAZZA DEL GRANO, 6, 37012, BUSSOLENGO (VR)
MS TREVISO STRADA DI NASCIMBEN, 1/B, 31100, TREVISO (TV)

FRANCE



ALPES MARITIMES

MS NICE 1, RUE ALBERT VOISIN, 06300, NICE

ARDÈCHE

MS LA VOULTE 10, AVENUE DU 11 NOVEMBRE, 07800, LA VOULTE SUR RHONE

ARDENNE

MS CHARLEVILLE 13, RUE JULES HUBERT, 08009, CHARLEVILLE MEZIERES

BOUCHES DU RHÔNE

MS MARSEILLE 29, BOULEVARD MARECHAL JUIN, 13004, MARSEILLE
MS MARIGNANE 1, AVENUE DU GENERAL RAUL SAVAN, 13700, MARIGNANE

MORBIHAN

MS LORIENT 2 RUE EDOUARD HERRIOT, 56530, QUEVEN

CORSA

MS AJACCIO 7, RUE MEDITERRANEE - 20090 - AJACCIO

PARIS

MS PARIS XIV 4, RUE NANSOUTY, 75014, PARIS

PYRÉNÉES ATLANTIQUES

MS PAU CHEMINE DE BROUSSE 11, ZA GASTON FEBUS, 64160, MORLAAS BERLANNE

PYRÉNÉES ORIENTALES

MS PERPIGNAN 32, ROUTE DE PERPIGNAN - 66380 PIA

SARTHE

MS LE MANS 85 AV RHIN ET DANUBE, 72000, LE MANS

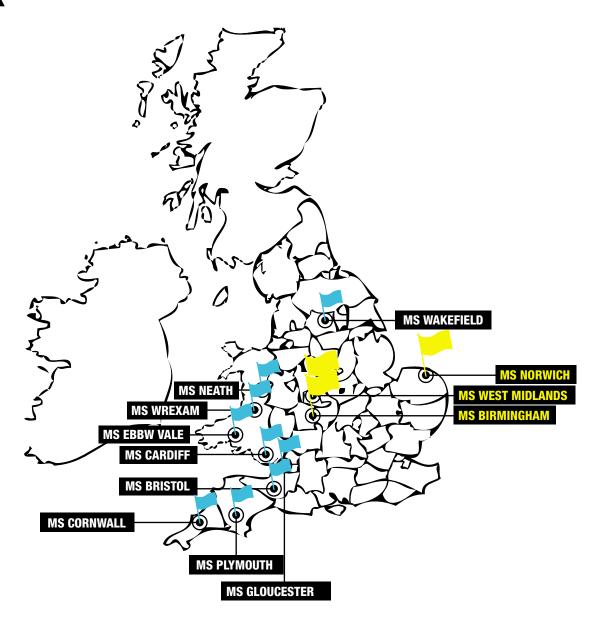
SEINE ET MARNE

MS ILE DE FRANCE R.TE NATIONALE 7, LA FERME FOLIE ORGENOY, 77310, BOISSISE LE ROI

YVELINES

MS COIGNIÈRES 45 ROUTE NATIONALE 10, 78310, COIGNIERES

UK



CORNWALL

MS CORNWALL UNIT 8D ST. COLUMB INDUSTRIAL ESTATE-ST COLUMB TR9 6SFGB NEWQUAY

DEVON

MS PLYMOUTH 1 MOORLAND ROAD, PLYMPTON, PL7 2BH, PLYMOUTH

GLOUCESTERSHIRE

MS GLOUCESTER UNIT B9 ELMBRIDGE COURT, CHELTENHAM ROAD EAST, GL3 1JZ, GLOUCESTER

SOMERSET

MS BRISTOL 511 WELLS ROAD, WHITCHURCH, BS14 9AL, BRISTOL

WALES

MS CARDIFF RIVERSIDE GARAGE, CARDIFF ROAD, TAFFS WELL, CF15 7RF

MS NEATH 63 NEW ROAD, SKEWEN, SA10 6HA, NEATH

MS WREXHAM UNIT E1 BERSHAM PARK, COLLIERY ROAD RHOSTYLLEN, LL14 4EG WREXAM

MS EBBW VALE UNIT 12 BARLEYFIELD INDUSTRIAL ESTATE BARLEYFIELD WAY EBBW VALE GWENT NP23 4LU

WEST MIDLANDS

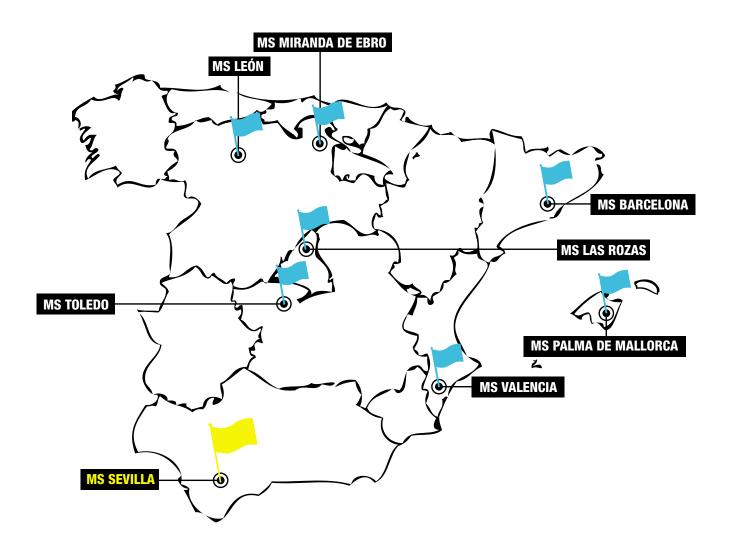
MS WEST MIDLANDS UNIT 65, BROMSGRONE TECHNOLOGY PARK BROMSGROVE, B603 ET, WORCESTERSHIRE

MS BIRMINGHAM 121 NEW JOHN STREET, B64 LD, BIRMINGHAM

WEST YORKSHIRE

MS WAKEFIELD EUROLINK 31, MILDRED SYLVESTER WAY, WF6 1TA, NORMANTON

SPAIN



CASTILLA Y LEÓN

MS LEÓN PASEO DE QUINTANILLA, 8, 24007, LEÓN MS TOLEDO C/ CORPUS CHRISTI, 10, 45005, TOLEDO MS MIRANDA DE EBRO POL. IND. BAYAS PARC R-29 09200 MIRANDA DE EBRO-BURGOS

CATALUÑA

MS BARCELONA FERNANDO PESSOA 27, 08030, BAJO, BARCELLONA

COMUNIDAD VALENCIANA

MS VALENCIA AVDA. DE LA PLATA, 47 BAJO, 46006, VALENCIA

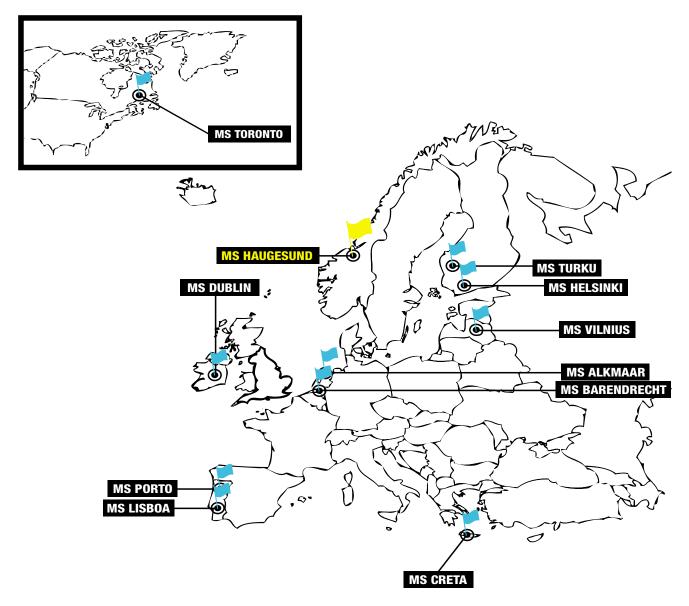
ISLAS BALEARES

MS PALMA DE MALLORCA CALLE JACINTO VERDAGUER, 15, 07003, PALMA DE MALLORCA

MADRID

MS LAS ROZAS C/MONACO N. 30 28232 LAS ROZAS DE MADRID

REST OF EUROPE AND OF THE WORLD



CANADA

MS TORONTO 3611 MAVIS RD UNIT 11, L5C 1T7, MISSISSAGUA

FINLAND

MS HELSINKI HUOLTOKESKUKSENTIE, 04300 TUUSULA MS TURKU KARJAKATU 35, B 2520,TURKU

GREECE

MS CRETA KRIARI AVE, 44, 74100, RETHYMNO

IRELAND

 $\begin{array}{lll} \textbf{MS DUBLIN} \text{ UNIT D11, SANTRY BUSINESS PARK, SANTRY, DUBLIN 9,} \\ \textbf{DUBLIN} \end{array}$

LITHUANIA

MS VILNIUS PAKALNES G3, VILNIUS

NORWAY

MS HAUGESUND STRANGADA 122, 5527 HAUGESUND

HOLLAND

MS ALKMAAR STADIONWEG 1, 1812AZ, ALKMAAR
MS BARELDRECHT BIJDORP-00ST17,2992 LA, BARENDRECHT

PORTUGAL

MS LISBOA RUA FREI LUÍS DE GRANADA, LOTE 13 LOJA 12 A, 1500-680 S.DOMINGOS DE BENFICA LISBOA MS PORTO ESTRADA EXTERIOR DA CIRCUNVALACAO, 12190, 4460-282, SENHORA DA HORA

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macronstore

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