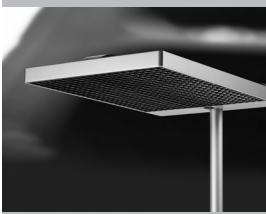
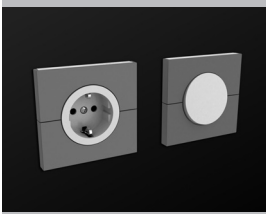


TOBIAS GRAU



In 1984, Tobias Grau started developing interiors, furniture and luminaires for the home and office segments.

At the imm cologne 1987, he presented his first luminaire collection under the **TOBIAS GRAU** brand.

TOBIAS GRAU is internationally known, especially for its premium luminaires for home and office use. The products, which are designed by Tobias Grau and developed all the way to the production stage by an in-house team, are characterized by a symbiosis of design, materials and technology. The products have won numerous design awards. In 2008, the first range of switches was added to the collection.

The firm has its headquarters on the outskirts of Hamburg. This is where development, final assembly, shipping, service and distribution take place. Supported by an extensive shop-in-shop system that reflects the brand identity, the products are sold via approx. 800 specialist dealers for exclusive home and office interiors and lighting in more than 50 countries.

The company also offers consumers in Europe an online shop that incorporates its specialist dealers (www.tobias-grau.com).

The **TOBIAS GRAU PROJECT** division enables planners, architects and building owners to benefit from the company's experience in the field of light and lighting design.

TOBIAS GRAU presents itself to trade visitors and the press at EuroLuce in Milan, Light and Building in Frankfurt and at its own showroom during the imm cologne.

In 2011, **TOBIAS GRAU** generated sales of 17.4 million euros. The company currently employs a staff of 120 under the direction of Franziska Grau and Tobias Grau and operates 6 specialist stores of its own in Berlin, Düsseldorf, Hamburg, Cologne, Stuttgart and Munich.