



**GROUPE
RAGNI**

CORPORATE BROCHURE

2024



Working with you to create a bright and sustainable future



ABOUT US

Since its parent company was founded in 1927, GROUPE RAGNI has established itself as a key player in the public lighting sector. As a designer and integrator of global solutions dedicated to territories, our company offers specialized expertise through various brands, focusing on grid and autonomous solar public lighting, as well as environmental solutions for the efficient management of territorial resources.

Our mission? To facilitate access to the well-being and the safety for women and men, serving communities and respecting life by offering complete and sustainable solutions, materialized by an innovative range of lighting products and smart connected public lighting services.

Our ambition is to make every region safer, more resilient to face climate change, more respectful of the environment and more conducive to the development of all forms of life, without ever compromising the quality and performance of our products.

Our commitment goes beyond simply selling solutions. We work alongside local players, supporting our customers and forging solid, long-term relationships with them.

We know that every region is unique, with its own economic, socio-cultural, political and biological specificities. That's why GROUPE RAGNI offers tailor-made solutions, developed using an eco-design approach, to respect and even strengthen the relationship that each individual, whether human, animal or plant, has with their territory.



GROUPE RAGNI



WELCOME MESSAGE

Welcome to the exciting story of GROUPE RAGNI, a family business now run by the 4th generation. Specialized in the design and manufacture of high quality public lighting products, our path has been paved with happy encounters, bold innovations and unique creations, shaping bespoke luminaires that tell our customers' stories.

Historically based in France, we have developed an ancestral know-how and today we are proud to be recognized as an industrial flagship by BPI France's Club des Excellences.

Over the years, our company has expanded beyond France's borders, taking us to the United States, Africa, Latin America and Germany, exporting the culture of quality that makes us unique. Deeply committed to a CSR (corporate social responsibility) approach, we are working to build a bright future for the next generations by supporting local authorities in their environmental and energy transitions through an innovative and sustainable all-in-one offering. Today, we are working alongside our customers to meet the challenges of the water, mobility, environment, energy and public buildings sectors.

With our six production sites dedicated to their respective markets, we have always made the internalization of our skills an entrepreneurial model. The collaboration that we have established with each of our local partners is part of an objective to control quality and reduce impact. Industrial sovereignty is part of our DNA and, thanks to the diversification of our offering, we can now respond precisely to the nuances of public lighting markets and shape a future where innovation, sustainability and proximity are at the heart of our development policy.

At GROUPE RAGNI, every luminaire we create is an invitation to become part of our history.

Welcome !

Marcel, Jean-Christophe and Stéphane RAGNI

NOS CHIFFRES CLÉS



Founding of the RAGNI family
business, parent company

Turnovers in
2019

56 M€

2020

40 M€

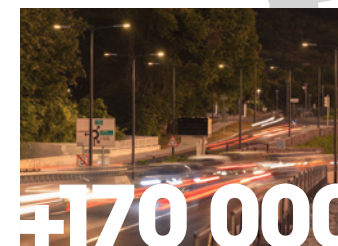
2021

47 M€

2022

58 M€

100 M€
2023



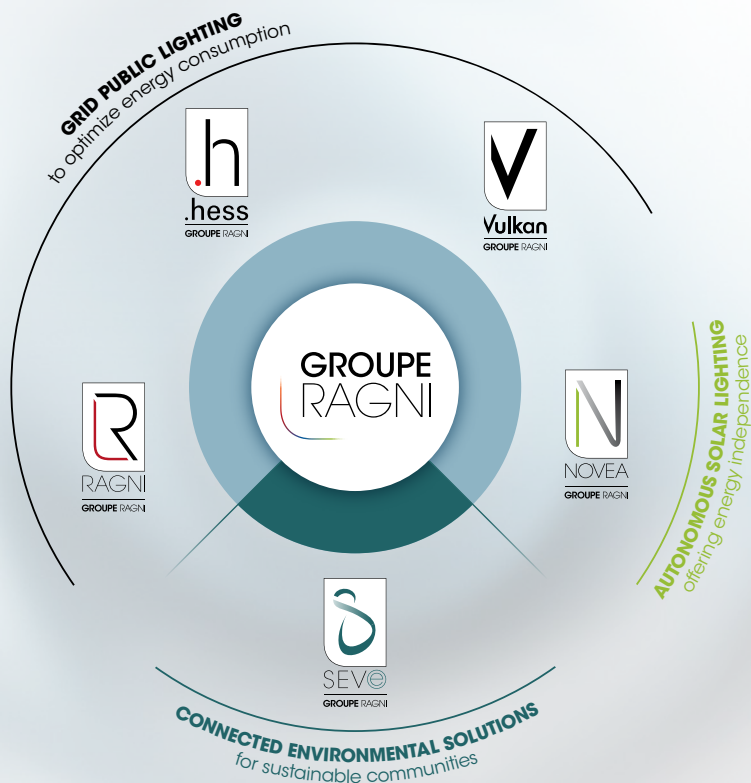
+170 000
lighting points in 2023



+400
direct and indirect
employees

OUR BRANDS

A sustainable approach, thanks to our 5 complementary brands, that goes beyond lighting to help you think differently about your communities.



Our values

-  **PASSION**
-  **AGILITY**
-  **RESPECT**
-  **OPERATIONAL EXCELLENCE**
-  **PROXIMITY**
-  **CREATIVITY**

OUR CHALLENGES

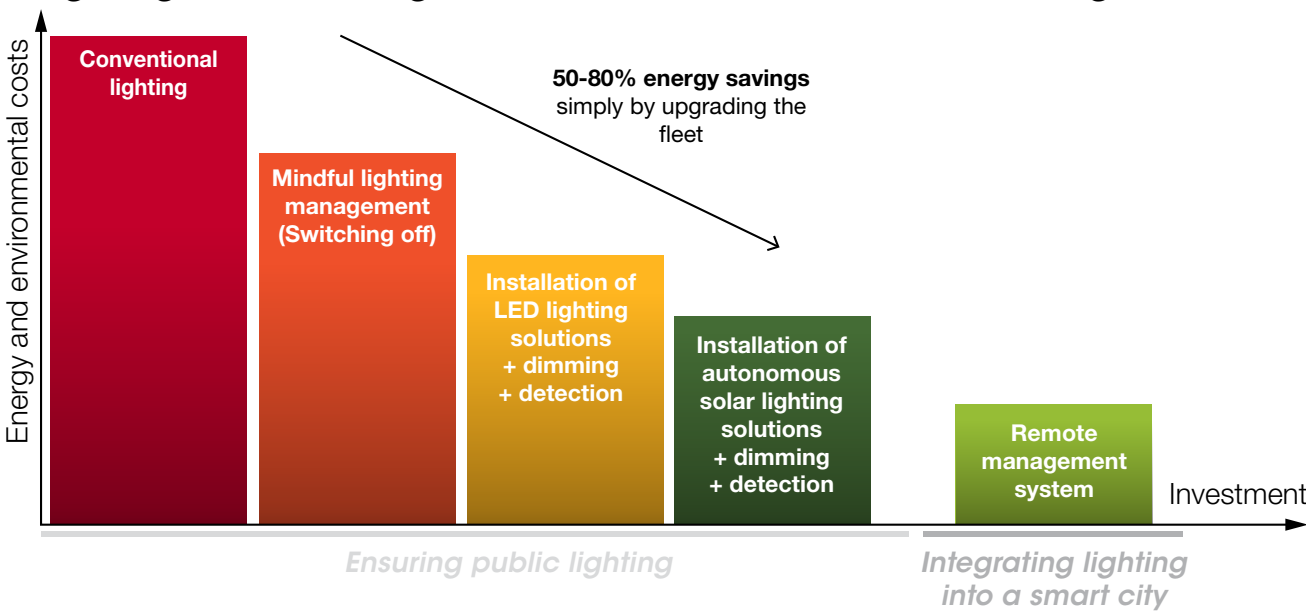
Almost half of the average local authority's electricity bill is spent on public lighting.

At a time when climate change is a major concern, the energy crisis is raging and local authority budgets are shrinking, public lighting is an essential part of the equation. Through practical, sustainable solutions, GROUPE RAGNI is committed to work with local and regional authorities as a key player in the energy and ecological transition, providing better lighting with less energy and optimizing local resources through the use of intelligent technologies.

THE ISSUES TO BE RESOLVED

- 01** High inflation
- 02** Optimization energy-intensive items
- 03** Complex management of all resources leading to additional costs
- 04** Reduction carbon impact
- 05** Increase of the regions' attractiveness
- 06** Biodiversity disruption to be taken into account

Lighting is the starting point for an environmental and energy transition



OUR GOALS

- 01 Reducing electricity bills by supporting local authorities in their public lighting policies**
- 02 Reducing our territories' environmental impact**
- 03 Using smart technologies to enhance community life and optimize local resources**

HOW?

By solarizing

Solar technology is an essential response to this challenge. As experts in this solution for over 15 years, we offer the best performance and longest life on the market.

What are the advantages?



No trenching or cabling costs



No energy bills



0 CO₂ emissions in the use phase



Promoting your environmental approach

Did you know?

The most impactful phase for any public lighting luminaire is its use phase. It is during this phase, which lasts for at least 20 to 25 years, that the effects of lighting on biodiversity, energy consumption and greenhouse gas emissions are observed.

By modernizing

Simply refurbishing obsolete, energy-guzzling equipment to LED technology, coupled with local or remote control management technologies, brings major benefits.



Energy savings of 50% to 80% ^[1]



Immediate reduction of more than 10% in electricity costs for local authorities



Full return on investment in 4-6 years^[2]

The question of lifespan and the costs of operation, maintenance and recycling are fundamental to guarantee the continuity of a high-quality public service and lower bills.

What needs to be taken into account?



Performance of the luminaires

+



Management systems

To achieve this goal, GROUPE RAGNI can extend your existing luminaire's lifespan by replacing outdated sources with state-of-the-art LED technology. This upgrade is not only more cost-effective but also better tailored to prevent light pollution, thereby preserving the night sky, biodiversity, and the well-being of local residents.^[3]

By embellishing

The quality of public infrastructure and the beauty of street furniture contribute to an area's appeal. They encourage communities to reclaim their spaces and act as real catalysts for social links.

What are the advantages?



Reappropriation of spaces by communities



Opening of new shops and services



(Re)creation social links



Promoting your environmental approach

[1] Source: Etude de l'ADEME – Rénover l'éclairage extérieur (Octobre 2021), page 6.

[2] Source: Article Les Echos - Opinion | L'éclairage, chantier prioritaire de la transition écologique (<https://www.lesechos.fr/idees-debats/cercle/opinion-leclairagechantier-%20prioritaire-de-la-transition-ecologique-1771967>)

[3] Source: article En ville, l'éclairage public est un outil de santé - www.lumieresdelaville.net/paroles_urbs/ville-eclairage-public-sante-publique/

SMART CITY

By connecting

To improve the economic and energy efficiency of your street lighting, optimize your resources and manage your public infrastructure, GROUPE RAGNI offers you smart solutions. These include detection devices and remote control management via our platform, enabling you to supervise and monitor your installations without having to move and thereby avoiding any wastage. Thanks to our smart city expertise, we can supervise:



Lighting



Environment



Water



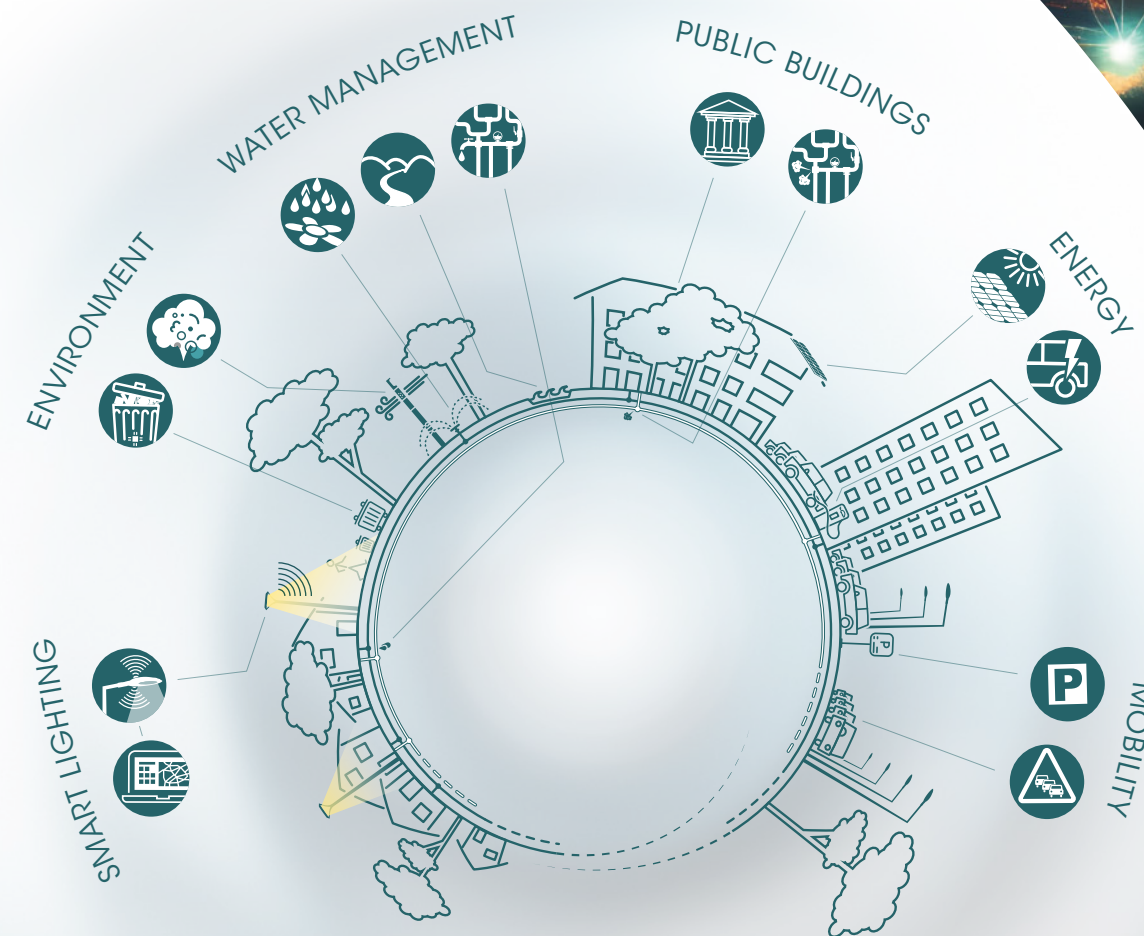
Energy



Mobility



Public buildings



OUR APPROACH

To support you, the GROUPE RAGNI's experts take a holistic approach to your project, studying all its features to offer you the technology and dimensions perfectly suited to your needs.

For bright and sustainable communities



ANALYSIS FROM THE PROFIL

- **Audit** of existing or future lighting and infrastructure
- **Perimeter** of the project and use
- **Integration** of biodiversity in the planification stage



CUSTOMIZED SUPPORT

- **Tailor-made products and technologies** according to your needs
- **Different studies** (Photometric, Energetic, Mechanical) to define the best solution
- **Study** of funding of the project in the planification stage



DESIGN & DEVELOPMENT PRODUCT

- **Ecoconception** some products
- **All in-house skills**
- **R&D**
- **Constant** evolution
- **Custom made** products



MANUFACTURING

- **6 production sites**
 - 4 in France
 - 1 in Germany
 - 1 in the United States



INSTALLATION

- **Installation** tools



EXPLOITATION & MAINTENANCE

- **Long-term local support** through a team present in the field

A WORLDWIDE LOCAL PRESENCE

By actively listening to our customers, teams and partners, and by favouring local approaches, we focus on human proximity and place the development of each country's economy at the heart of our concerns.

Guided by this commitment, GROUPE RAGNI has set up foreign subsidiaries dedicated to their markets and also has exclusive partners in Benin, Gabon and Angola.

Represented in 60 countries, we have a network of 30 distributors.

In mainland France, it is represented by a network of 15 sales agencies.

HESS activities in the United States and Latin America are managed by Experience Brands.

- **Headquarters RAGNI & GROUPE RAGNI**
Paca region, France
- **Headquarters NOVEA**
Angers, France
- **Headquarters SEV®**
Angers, France
- **Headquarters HESS & VULKAN**
Villingen-Schwenningen,
Germany
- 14 French sales offices
- 12 German sales representatives
- 4 production facilities in France
(3 in the PACA region and 1 in Angers)
- 1 production facility in Germany
- 1 production facility in Denver, USA



- **1 subsidiary in the USA**
(Denver, Colorado)
- **1 subsidiary LATAM**
- **2 subsidiaries in Africa**
(Senegal and Ivory Coast)
- **4 liaison offices**
(Benin / Morocco /
Gabon / Angola)
- **30 distributors**
worldwide
- Export department
to over **+60 countries**

GET IN TOUCH

Do you have
a project?



+33(0)4 93 31 05 48



groupe-ragni.com



info@groupe-ragni.com



Ch. du vallon des Vaux, Le Gueirard,
06800 Cagnes-sur-Mer, France

GROUPE RAGNI



GROUPE RAGNI brings together professionals with complementary areas of expertise, ranging from grid and solar autonomous public lighting to connected environmental solutions. As a trusted partner to local authorities seeking to make savings and optimize their resources, we support them in their environmental and energy transition thanks to our unique know-how built on a century of experience combining industrial expertise and a culture of innovation.

Together, we can create...

...a bright and sustainable future.



This brochure uses organic inks and paper from sustainably managed forests.

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