



# **GS27**

French specialist in car, motorcycle and bicycle care



GS27, the reference since 1968



Research & Development



Marketing Strategy



Commercial Strategy



Communication Strategy



CSR policy



Training



Conclusion



# GS27, FRENCH SPECIALIST SINCE 1968



French specialist







## THE FRENCH REFERENCE

For more than 55 years

Serge Gaultier the GS27 company

1968

Demonstration of GS27 products at markets and fairs in France

1968 > 1998

First teleshopping shows (M6 Boutique & Téléshopping)

1998

Beginning of the distribution in specialised retail stores (Norauto, Feu Vert)

1998

International development thanks to the scratch remover (US market)

2010

Acquisition by the Winalco group, a French family group driven by a passion for vehicles, brand development and entrepreneurship in general

2010

French leader in the car maintenance products market

Today







## **WINALCO GROUP**

A common passion: automobiles

Winalco is a family group driven since its creation by a **passion** for the automobile.

Specializing in the restoration, maintenance and beautification of all types of vehicles, the group's companies are linked by a common **expertise** combining know-how and innovation to offer their customers high-quality products, made in France.

In 2024, Winalco brings together around fifty employees spread across **4 entities**: GS27, Restom, Abnet and Spheretech.





INNOVATION



**SATISFACTION** 



1968

Pioneer in the world of car, motorcycle and bicycle maintenance products



1993

Specialist in chemistry applied to the restoration of old vehicles



1993

Designer and manufacturer of waterbased cleaning solutions without solvents



1998

Pioneering company in engine pollutant measurement and creator of Ecomaintenance





**GS27** 

## A brand that leads the race

French leader in car maintenance products in volume and value



A range of **high-performance and** innovative products to cover all your car, motorcycle and bicycle cleaning and maintenance needs







An **international scope** thanks to our presence on 5 continents





# FRENCH MADE

**Since 1968** 

# 95%

of our products are **made in France**, a guarantee of **quality** and **traceability** for our customers



Given several factors specific to the chemical industry, GS27 now subcontracts part of the manufacturing of its products with **strict and demanding specifications**, to recognized and reliable partners.



MANUFACTURER 2







Specializing in **fine chemicals** 

This "hybrid" situation between manufacturing and subcontracting gives us **flexibility** and **agility**. In the event of a problem with one of our partners (fire, malfunction of a production tool, etc.), we can transfer manufacturing to other partners quite easily.







# **LOGISTIC TOOL**

Modernity and reactivity









Warehouse based in **Tauxigny** (37)

2.5 linear km of storage on 3000m<sup>2</sup>

**Optimized** order preparation time

**Securing** supplies (anticipation of 4 to 6 months)



Possibility of having logistics flows transit through distributors within the group with proven and convincing experience, according to **your own logistics specificities.** (conditions valid for the French market)







# **OMNICHANNEL PRESENCE**

As close as possible to our customers



Wholesalers





Specialised retail (Car - Moto - Bike)

**Petrol Stations** 





Food Superstores

DIY Stores





E-commerce <u>GS27.com</u>









# RESEARCH & DEVELOPMENT



French specialist







# **ALWAYS INNOVATE**

To reinvent yourself



## **INTEGRATED R&D & LABORATORY**

Ability to develop technical and innovative products internally



## **INNOVATION IN THE GENES**

Titanium Technology, Ceramic, products certified by Ecocert



## **EXPERTISE IN FINE CHEMISTRY**

Regular adaptation of our formulas to follow technological developments



## **DYNAMISM AND INVENTIVENESS**

We work daily to meet the new demands of our customers







## TECHNOLOGICAL EVOLUTION

And continuous improvement









## **PROFESSIONAL RESULTS**

> To offer you products that allow you to obtain results **close to those of a professional**, with ease and at home.



Improve the user experience as with the Shampoo Evolution
 + connection (dilution to the correct dosage on a simple water pipe).

## **ENRICHED FORMULAS**

- > GS27 Shampoos: **19 to 21% active ingredient** compared to 9 to 11% on average (comparative measurement carried out on many competing brands)
- > GS27 Polishes & Glossers: their **solvent formula** allows the product to be applied under high heat and to work for longer without the risk of "swirls" on the bodywork compared to the water-based formulas of many brands (less effective).





## **CHEMISTRY EXPERT**

Integrated into the Winalco chemistry division

> Created in 2023, the Winalco chemistry division **brings together the specific know-how** of each of the group's entities to move forward on future projects and provide technical solutions to subjects requiring multiple knowledge and cross-functional skills. To achieve this, Winalco has an **engineer** specializing in a key field within its 4 entities.



**CHEMISTRY POLE** 



Average development of a new formula

9 TO 12 MONTHS OF RESEARCH



Chemist, specialist in **automotive cosmetic** solutions



Chemist, specialist in the **restoration** of old vehicles



Chemist, specialist in very high quality **detergents** 



Engine engineer, specialist in **engine diagnostics** and cleaning solutions





## **GS27 FORMULATION**

The brand's DNA

## INTERNAL DEVELOPMENT OF OUR FORMULAS

**All our formulas are developed internally**, within our chemistry division. They remain the property of GS27, which then markets them exclusively in its target markets.

## **SAMPLING**

> Before marketing, our products in development are declined in several samples. These samples undergo a series of **rigorous tests** in our washing area to guarantee their performance and their **high level of quality**.

## PROVEN TESTS

Thanks to our latest generation equipment, we carry out **in-depth tests**, aligned with the **highest standards** on the market. For example, they allow us to:

- > ensure that our products perfectly fulfill their function while remaining easy to use;
- assess the level of shine and/or water repellency on our bodywork products (shampoos, polishes, protectors);
- > guarantee the compatibility of a formula on different materials, particularly the most sensitive: Alcantara, suede, leather, carbon, covering, etc.;
- > control the intensity and persistence of our air fresheners.





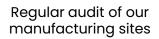


# **QUALITY CONTROLS**

And regular product testing

- All our products meet a **strict performance requirement**. This is assessed in 2 ways to guarantee a high level of excellence: through **comparative tests** with the best products on the market and via **consumer panels** according to the product type.
- > Our products are manufactured according to **ISO 9001 standards**, they comply with the quality procedure linked to this standard: increased requirements in terms of safety, production procedure and quality control.







Thorough control upon receipt of a new product (packaging, label, formulation, quality)



Random check on products in stock



Production records kept for at least 2 years according to the ISO 9001 standard



Traceability ensured with batch numbers







## **REGULATORY WATCH**

Anticipate rather than undergo changes

> Our Research & Development department is also responsible for **anticipating regulatory obligations** in order to always remain compliant on the French market, but also internationally.



National strategy for the reduction, reuse, reemployment and recycling of single-use plastic packaging.



Protect human health and the environment from the potential risks of chemical substances.



Service to reduce the environmental impact of packaging and paper, transforming them into new resources.

Among the 300 references in the GS27 catalog, **none contain carcinogenic, mutagenic or toxic substances (CMR)**. If a regulation changes a component of an existing formula to CMR, it is systematically substituted by a component falling within the scope of the regulation.

2021

2023

Replacement of PFAS in products containing resins (Textile & Leather Waterproofing) before the ban in July 2023

Substitution of morpholine (corrosion inhibitor) in all our aerosols before its transition to CMR substance in 2024

> We are trying to anticipate the entry into force of these new standards at least one year in advance



# 13 MARKETING STRATEGY



French specialist







# **CARE LINES FOR VEHICLES**

Cars, Motorbikes & Bicycles

+ 55

Years of innovation and products expertise

10

Products ranges Cars, Motorbikes & Bicycles + 280

References in the catalog

**95**%

Of our products from French manufacturing

































# **GS27**

## Performance and ease of use





Washing, renovation, polishing, finishing: the GS27 range covers all your car maintenance needs



Ease of use



Quality



Performance



Innovation











For an **optimal use** of the GS27 products







# **GS27 LEISURE**

GS27 expertise at the service of your freedom

























A concise range designed to meet the specific needs of motorhomes, caravans, camper vans, and boats



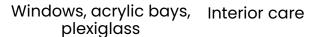
Bodywork, rims,

plastics, hull



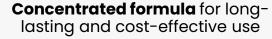














**93% ingredients of natural origin**, safe for sensitive surfaces











# **GS27 DEOCAR**

Fragrances to diffuse without moderation







An attractive variety, generating impulse purchases



Premium quality & perfumes of French origin

Harmless,

without hazard

markings



Original & distinctive products

# French Fragrances





# **GS27 TECHNICS**

Maintain your vehicle and optimize its performance







A specific range of products dedicated to **automotive maintenance** 





Easy to use



Professional results



Reduce consumption



Reduce pollution



Improve performance



Protect the engine





# **GS27 MOTORBIKE**

Shift up a gear with GS27



With 25 references, the Moto GS27 range ensures visibility, shine and performance on the road



Washing, shine and protection



Chain maintenance



Driver Equipment



For an **optimal use** of the GS27 products















# **GS27 BICYLE**

Shift up a gear with GS27



High-performance products suitable for all types of cycles and respectful of materials, even the most fragile



### **ECO-DESIGNED LINE**

Products with low environmental impact composed of between 89 and 99% ingredients of natural origin



#### **PERFORMANCE LINE**

Innovative and technical products, based on high-performance formulas, suitable for all types of bikes



### ACCESSORIES

Accessories limiting the use of plastic in favor of natural materials (wood, bamboo fibers, etc.)



### **HYBRID LINE**

Technical products dedicated to the entire 2-wheel universe (motorcycle & bicycle) to take care of all your equipment





# GS27 PRO

A range dedicated to professionals





## 50 years of research and excellence

to satisfy automotive professionals



Packaging dedicated to the professionals



High-performance formulations



Adapted to new materials

## **Quality and quantity**

for an optimal result on all types of vehicles



Washing



Renovation



Interior maintenance



Technical products





# **GS27 THE ESSENTIALS**

A range accessible to all





A range that stands out for its **simplicity** and **clarity** 







Renovation



Polishing



Interior Maintenance

Studied Performance and price positioning



Non-specialised points of sale



Attractive prices



Optimized packaging





# **NEW PRODUCTS**

Reinvent yourself every day

At GS27, innovation is expressed through the **new markets** it covers (two-wheelers, disinfection, industries, dealerships, professionals, etc.) as well as through its ability to regularly launch **new products**, whether improvements or new features.





**+24** new products

NEW NEW NEW NEW









NEM





































**+16** new products







2023

2024



# **VISUAL IDENTITY**

A complete overhaul combining premium positioning and modernity

LOGO



**GRAPHIC CHARTER** 



BOTTLE







Logo transition to flat design, a graphic design style that uses bright colors and clean lines, eliminating depth, texture and gradient effects.





## Modernization of the graphic charter,

by removing effects that could complicate reading (gradients, shadows, halos) and adding the flat logo. Emphasized emphasis on French manufacturing and removal of the CLASSICS mention in favor of the year GS27 was created: 1968.





with more complex features, combining quality and modernity. The plus, this bottle is made of 50% recycled PET (R-PET). Colors: pearly green, blue and







## **CUSTOMER SATISFACTION**

Customer satisfaction at the heart of our concerns



















> For a premium brand like GS27, **image and reputation are essential**. Customers are not only looking for high-quality products, but above all for an impeccable and **personalized experience**. Customer satisfaction, by guaranteeing a positive experience, helps to reinforce the perception of the brand as synonymous with **excellence** and **added value**.





## **AWARDS**

Received at prestigious automotive aftermarket events



**GS27 PURE - Innovation Award -** Sustainable product of the year

Our Pure range, certified by Ecocert\*, allows consumers to limit their environmental impact, preserve water, reduce dependence on petroleum products while cleaning their vehicle, both outside and inside.









Launched in 2011, the first version of the Pure range was already a pioneer at the time, being voted product of the year just one year after its launch (2012).



## Formation GS27 - Innovation Award - AI & Digitalisation



Our training service is based on cutting-edge platforms where Artificial Intelligence plays a central role.

**Translating our modules into all the languages of the world**: Our system uses AI to modify the language of the trainer, providing a personalized learning experience that is accessible to a global audience. This ability to cross language barriers, without losing the intonation and nuances specific to our trainer, is a major advancement in our sector.

**Accelerate design with AI:** Integrating AI into our design processes enables faster content production and customization at scale. This translates into an increased ability to meet the specific needs of our customers, tailoring training to their unique requirements in record time.



# COMMERCIAL STRATEGY



French specialist







# FRENCH SALES TEAM & BACK-OFFICE

As close as possible to you



CUSTOMER SERVICE
Luisa BAPTISTA



EXPORT MANAGER

Gaëlle **ROBERT** 



- Our export team responds to the requests of our B2B customers, providing them with advice and expertise. During their visits and during trade shows (Automechanika, AAPEX, EICMA, ...), they play a commercial role, ensuring that the **assortment** is in place and that our products are always available to the end customer, both in terms of permanent referencing and seasonal promotions.
- > They also have a mission of **information and training** on the products thanks to the modules that they can present you.
- > These store visits also allow us to carry out **competitive monitoring** and stay abreast of market trends.





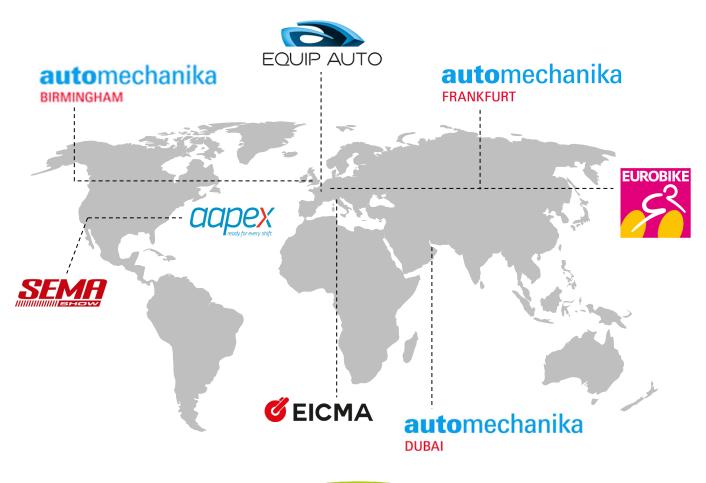
### INTERNATIONAL PRESENCE Spain, Portugal, Italy, Belgium, Netherlands, Sweden, Iceland, Austria, Czech We are trusted by 62 clients Republic, Poland, Slovakia, Slovenia, Greece 📆 Japan srael [ Guadeloupe UAE UAE Mali Saudi Martinique 📆 Taiwan Mexico 🖼 Arabia 🖼 **G** Oman **G**Vietnam Senegal 🖼 Thailand 📻 Djibouti GE INS Singapore Malaysia Ivory Coast Guyana Cameroon Indonesia 🖼 **G** Mayotte New Caledonia GE 186 Madagascar 📻 Mauritius French Polynesia Réunion Chili 🖼 South Africa 50 A (1) **2 CLIENTS 52 CLIENTS 4 CLIENTS** 1 CLIENT **3 CLIENTS** Private Label





# INTERNATIONAL TRADE SHOWS

Prospect and strengthen brand awareness











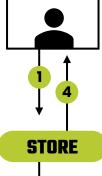
## **AFTER-SALES SERVICE PROCEDURE**

For the professionals and the end-users – Procedure for France



## **DEFECTIVE PRODUCT**

## **PRODUCT UNDER WARRANTY**



Customer > • Return the defective product to the store with **proof of purchase**.

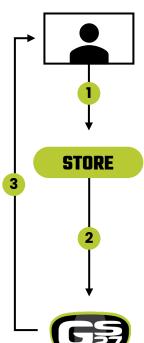
Store > Collection of information and recovery of the defective product. ② The center makes its request for support by email so that it can be studied by GS27 at contact@gs27.com, attaching:

- > Copy of proof of purchase
- > EAN13 barcode
- > Photo of the defective product
- > Batch number of the defective product



GS27 > Study of the file and decisionmaking. 4 If agreed: replacement of the product and sending to the center for delivery to the Customer.

### **PRODUCT OUT OF WARRANTY OR WITHOUT PROOF OF PURCHASE**



Customer > • Return of defective product outside the warranty period or without proof of purchase.

Store > 2 Collection of information and transfer to contact@gs27.com by attaching:

- Details of the complaint: product concerned, EAN13 barcode, problem encountered, date of purchase if known
- > Customer contact details: first and last name, telephone number, email address

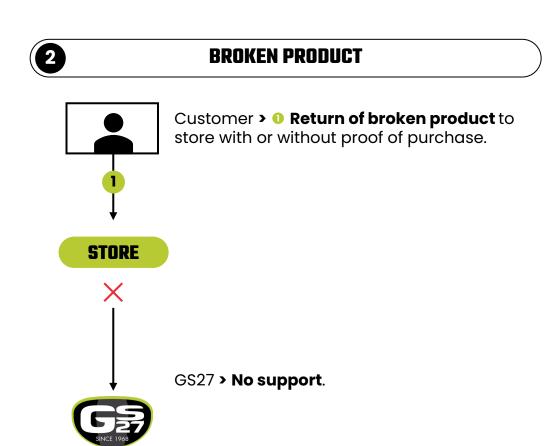
GS27 > 6 **Direct contact** with the Customer to guide them according to their problem.



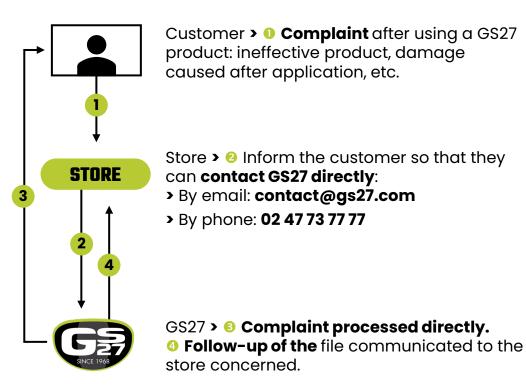


## **AFTER-SALES SERVICE PROCEDURE**

For the professionals and the end-users – Procedure for France







> All our products allow **traceability** (batch number) guaranteeing the **monitoring** of non-conformities (stock verification, analysis of production batches, verification of raw materials used, etc.).



# COMMUNICATION STRATEGY









### **COMMUNICATION STRATEGY**

360° visibility

### **GOALS**

- > Implement multi-range communication supported by an omnichannel presence
- > Develop the notoriety of GS27 through an impactful, ambitious and multi-network communication plan



























### **MEDIA PLAN**

A 360° visibility



**TV CAMPAIGNS** 



**PARTNERSHIPS** 



BLOG



RADIO



TRADE FAIRS



**SOCIAL NETWORKS** 



**PRESS INSERT** 



**INFLUENCER MARKETING** 



**CONTENT CREATION** 



**WEB CAMPAIGNS** 



**BRAND AMBASSADORS** 



**SOCIAL ADS** 



**PRESS RELATIONS** 



**NEWSLETTERS** 



E-REPUTATION



**CLICK HERE TO VIEW THE 2024 MEDIA REVIEW** 



**COMMUNICATION BENCHMARK** 





### **COMMUNICATION BENCHMARK**

Actions carried out in France

ACTIONS	I	COST	CSP cerus 1968	Megulars	Türtle	ARMORALL	SONAX	AbelAuto	ProTech	Vulcanet <sup>.</sup>	NeoClean	SHINE
TV		EEEE	<b>V</b>	X	X	X	X	X	X	<b>V</b>	X	X
Press		€€€	<b>~</b>		X	X	X	X	X		X	X
Website	@	€	<b>/</b>	<b>V</b>	<b>V</b>		<b>V</b>		<b>V</b>	/	/	<b>/</b>
Blog	Ø	€						X	×	X	X	<b>/</b>
BtoC Fairs		EEEE	<b>V</b>	<b>V</b>	X	X	X	X	X	<b>V</b>	<b>V</b>	X
Partnerships		€€€		<b>/</b>		<b>/</b>		X	<b>/</b>	<b>/</b>	<b>/</b>	<b>/</b>
Facebook	•	€	O	O	O	0	0	X	0	)	)	)
Instagram	0	€	0	0	0	0	0	X				)
Tik Tok	<b>①</b>	€	0	O	O	X	0	X	0	X	X	0
Youtube	<b>•</b>	€	0		O	0	X	0	0	0	0	0
Influencers	₩	€€€	<b>V</b>	<b>V</b>	<b>V</b>	X		X	<b>V</b>	<b>V</b>	<b>V</b>	<b>V</b>

USA Social Network

( ) ( ) X Account Status / Weighted Score: Number of Followers + Post Frequency + Post Quality





### A HISTORIC INVESTMENT

For mutual growth

- **Media as strategic pillars:** At GS27, mainstream media has always been at the heart of our strategy, playing a vital role in ensuring our visibility and strengthening our market leadership position. More recently, the web and social networks have naturally found their place in our 360° communication.
- **Benefits for our customers:** Thanks to our historical media expertise, we support our clients throughout the sales lifecycle. This approach maximizes the visibility of products and their sustainable integration in the minds of consumers.
- > Presence on a wide range of media: Being present on a wide range of media allows us to reach a diverse audience and increase our reach, thus strengthening our reputation with all types of consumers..
- **A necessary investment :** Although the media strategy represents a significant cost, it is essential to our success. These significant investments guarantee optimal visibility, both for GS27 and for our partners, promoting mutual growth.

CLICK HERE TO VIEW THE 2024 MEDIA REVIEW

















### CSR POLICY









### **CSR POLICY**

Combining economic, social and environmental performance

### **ENVIRONMENTAL MANAGEMENT PROGRAM**

> Implemented since 2020 to improve the environmental impact of GS27 on 3 main axes :







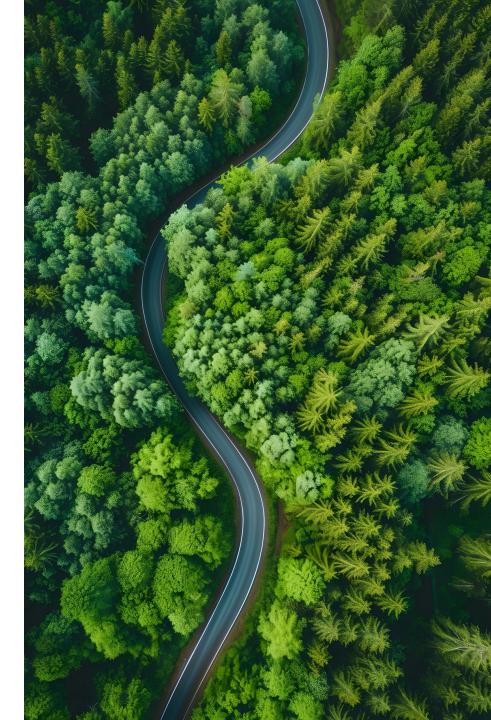
**ENERGY MANAGEMENT** 

Implemented since 2023 in order to include sustainability criteria in the design of our products to minimize their ecological footprint over their entire life cycle.:













### **CSR POLICY**

And in reality?

### 2011 | Launch of the Déocar range

lst brand to offer a complete range of air fresheners without health hazard labeling

### 2023 | End of plastic in our wipes

lst brand to offer wipes made from 100% viscose (natural fibers): available for the maintenance of plastics, leather and windows

### 2024 | Change for bottles in 50% RPET

Gradual switch to bottles made from 50% recycled PET (250, 500 and 750ml sprays and 500ml bottles)















### 2011 | Launch of the Pure range

Certified by Ecocert\*, formulas with up to 100% natural ingredients, plant-based bottles, recycled paper labels, allergen-free fragrance



### 2023 | Ecolabel Certification

We are the only player to offer a bicycle chain lubricant certified by Ecolabel (composed of 89% plant-based ingredients)



Ist A+ certified product on the French market, in the auto maintenance section (low emissions in the passenger compartment)



# TRAINING DEPARTMENT









### **MODULES ADAPTED TO ALL NEEDS**

Boost your skills with GS27

- > GS27 offers **distance** and **face-to-face training**, adapted to the specific needs of client companies. Our professional training aims to strengthen the skills of employees, thus improving productivity, quality of service while boosting the store's turnover..
- Remotely, the MOOC (Massive Open Online Course) allows flexible learning, on a large scale, thanks to our online platform. It offers you rich and varied content to train at your own pace. E-learning training, accessible at any time, thus allows personalized learning, facilitating the **assimilation of knowledge**. The GS27 training includes 4 formats:

### **MICRO LEARNING**

Offers short, focused modules, promoting rapid and effective assimilation of knowledge, even with a busy schedule.

### **RAPID LEARNING**

Allows you to create short and interactive training courses, facilitating the rapid acquisition of key skills and adaptability in business.

### **LE-LEARNING**

Offers short (15 minutes on average), dynamic and accessible sessions, optimizing learning while adapting to tight schedules.

### **FACE-TO-FACE TRAINING**

Promotes direct exchange, human interaction and hands-on learning, strengthening engagement and collaboration.

> Professional training is a strategic investment for companies, contributing to their competitiveness and team loyalty. By offering this training to your employees, you develop their motivation and loyalty.

And at GS27, this service is completely free!



More than 230 training courses offered since the beginning of the year



### CONCLUSION









### WHY CHOOSE GS27?

Our key factors for your success

### **High performance formulas**

> 95% of products made in France,

> Promote local sourcing and French know-how

 Quality components
 Significant proportion of active ingredients, coloring, perfume

### Technological monitoring and R&D

Marketing monitoring and trend analysis
 Regular comparative tests
 Innovation in formulation and packaging

### **Proven effectiveness**

+ 55 years of expertise
1790 positive reviews collected
An average rating of 4.88/5

# SINCE 1968

### Ease of use

- > Products designed for easy and quick application
- > Use for all

### **CSR** commitment

- > Actions aimed at reducing our impact on the environment (Ecocert, Ecolabel, RPET, etc.)
- > CSR approach undertaken within the Group

### **Customer service +**

- > Expertise and responsiveness in the answers provided to the questions asked
- Internalized after-sales service management

### French Made Prestige

→ 360° visibility in the media and on the web to strengthen our brand image

