

SAGIST
GROUP
LUXURY FURNITURE
FACTORY

🇬🇧 LONDON
🇺🇸 CALIFORNIA
🇦🇪 DUBAI
🇹🇷 ISTANBUL
🇳🇮 ABUJA
🇨🇩 CONGO
🇱🇾 LIBYA
🇸🇬 SINGAPORE

SAGIST GROUP LUXURY

Sagist

ARCHITECTURE · INTERIORS · FF&E · MANUFACTURING · TURNKEY PROJECTS

HEADQUARTERS & MANUFACTURING COMPLEX · ATAŞEHİR, ISTANBUL

MADE IN TÜRKİYE · DELIVERED WORLDWIDE

We are not a furniture supplier that also draws.
We are a manufacturing group that understands
architecture, materials, engineering, logistics and site —
and takes responsibility for the whole chain.

This dossier sets out what Sagist Group designs, engineers,
manufactures, ships and installs; where we have done it; and on what
commercial terms an international client can engage us. It is written for
the people who carry the risk on a project — owners, developers,
procurement directors, main contractors and the architects who specify.



Global Capability & Reference Dossier

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Every factual statement in this document is drawn from Sagist Group's own published record — the group's project catalogue and reference file, and hotelmobilya.com. Figures that could not be substantiated from those sources have been omitted rather than estimated.

OI

The Company

Founded in Istanbul in 1996. Twenty-nine years of contract manufacturing, more than one thousand international commissions, and a single integrated workflow that runs from architectural coordination to the day the client walks the floor.

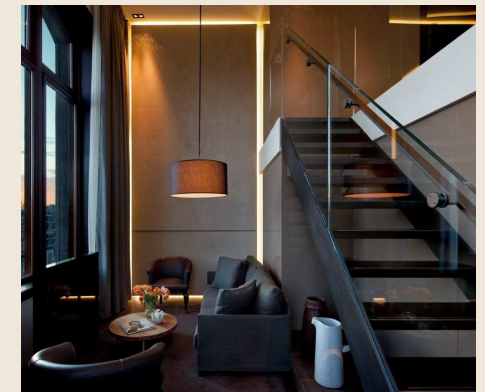


One group. One controlled workflow.

Sagist Group is a vertically integrated luxury manufacturing and turnkey interiors group, founded in Istanbul in 1996 and operating today across twenty-three countries with an export reach of seventy-three. More than one thousand international commissions have been completed under the group's own drawings, in the group's own factories, loaded into containers by the group's own logistics team and installed on site by the group's own crews.

That sequence is the point. International FF&E projects fail at the joints — between the designer and the manufacturer, between the factory and the freight forwarder, between the container and the installer. Sagist Group removes those joints by owning every stage of the chain. **A client signs one contract and holds one party accountable.**

The group manufactures across six divisions — hotel, home, villa, restaurant, office and classic furniture — supported by in-house joinery, upholstery, stone, metal, lighting and textile capability, and by a dedicated classic atelier for hand-carved, gilded and marquetry work that industrial production cannot reach.



Scale, stated conservatively.

1996

FOUNDED

Istanbul, Türkiye — 29 years of contract manufacturing

1,000+

INTERNATIONAL COMMISSIONS

Hotel, hospitality, residential and corporate projects

73

COUNTRIES OF EXPORT

Delivered by tailored container programmes

23

COUNTRIES OF DIRECT OPERATION

Project teams, installation crews and client representatives

200+

PEOPLE

Craftsmen, designers, engineers, project directors, installers

3

MANUFACTURING FACILITIES

20,000 m² of combined production area

300

HOTEL ROOMS PER MONTH

Complete guestroom FF&E output capacity

6

OPERATING DIVISIONS

Hotel · Home · Villa · Restaurant · Office · Classic

Sagist Group does not publish an annual export figure in this document. The group's export volume is significant and measured in hundreds of millions of dollars; a precise number is issued on request, under NDA, to clients conducting formal financial due diligence.

FOUNDING CHAIRMAN & CHIEF EXECUTIVE OFFICER

“We do not subcontract the work that defines us. We make it ourselves, or we do not take the commission.”

METIN DURMAZ · FOUNDING CHAIRMAN & CEO

That principle sets the boundary of the group's scope. Where Sagist Group cannot control the drawing, the material, the finish and the installation, it does not quote. Where it can, it takes the whole scope — and with it, the whole risk.



02

Our Philosophy

Design intent survives only if someone can build it.
Everything in this group is organised around closing the
distance between the drawing and the finished room.



Material intelligence before ornament.

Drawings are promises. An interior scheme is a set of intentions about proportion, material, light and touch. Most of those intentions are lost in translation — in a substituted veneer, a re-engineered joint, a foam density chosen for cost. Our engineering studio exists to hold the intent through production: shop drawings, material specifications and 1:1 detail studies are produced before a single component is cut.

Nothing enters production without a signed sample. Prototypes are built at full size, in the specified materials, with the specified finishes. The client or the design team signs the sample. Only then does the line open. It is the single most effective control we have found against the drift that turns a specified interior into an approximation of one.

Timber is seasoned, not hurried. Stock is dried and conditioned on site over months; for classical work, over years. Veneers are book-matched across an entire room before a panel is cut, so that a wardrobe, a headboard and a desk read as one piece of tree rather than three separate orders. Stone is selected at the quarry, photographed and approved before the masonry contract closes.

Craft where craft is the only answer. Robotic cutting and five-axis routing give repeatability and tolerance. They do not give a gilded console leg. Inside the principal complex a separate classic atelier carries hand carving, gesso, water gilding, marquetry, ormolu casting and eight-way hand-tied upholstery. A single

console leg can take three days to gild properly. That time is scheduled, not squeezed.

The last hundred metres decide the project. A container that arrives complete, in the right sequence, with a crew that knows the drawings, is worth more to a programme than any factory statistic. Loading is done by our own logistics team; installation by our own crews; snagging room by room and floor by floor until the client signs.

Quiet over loud. The group's aesthetic position is restraint — proportion, honest material, well-resolved junctions and finishes that improve with use. Luxury that announces itself dates quickly. Luxury that is built correctly does not.

One partner. Multiple disciplines. One controlled workflow.

On a conventional FF&E package a client coordinates a designer, a manufacturer, a joinery subcontractor, an upholsterer, a stone supplier, a lighting supplier, a freight forwarder, a customs broker and an installation contractor — nine interfaces, nine points of failure and nine parties able to attribute a delay to someone else.

Sagist Group holds all eleven stages below inside one organisation, on one programme, under one project director appointed on day one.

NET EFFECT

One contract. One schedule. One quality standard. One party carrying the consequence of a missed date.

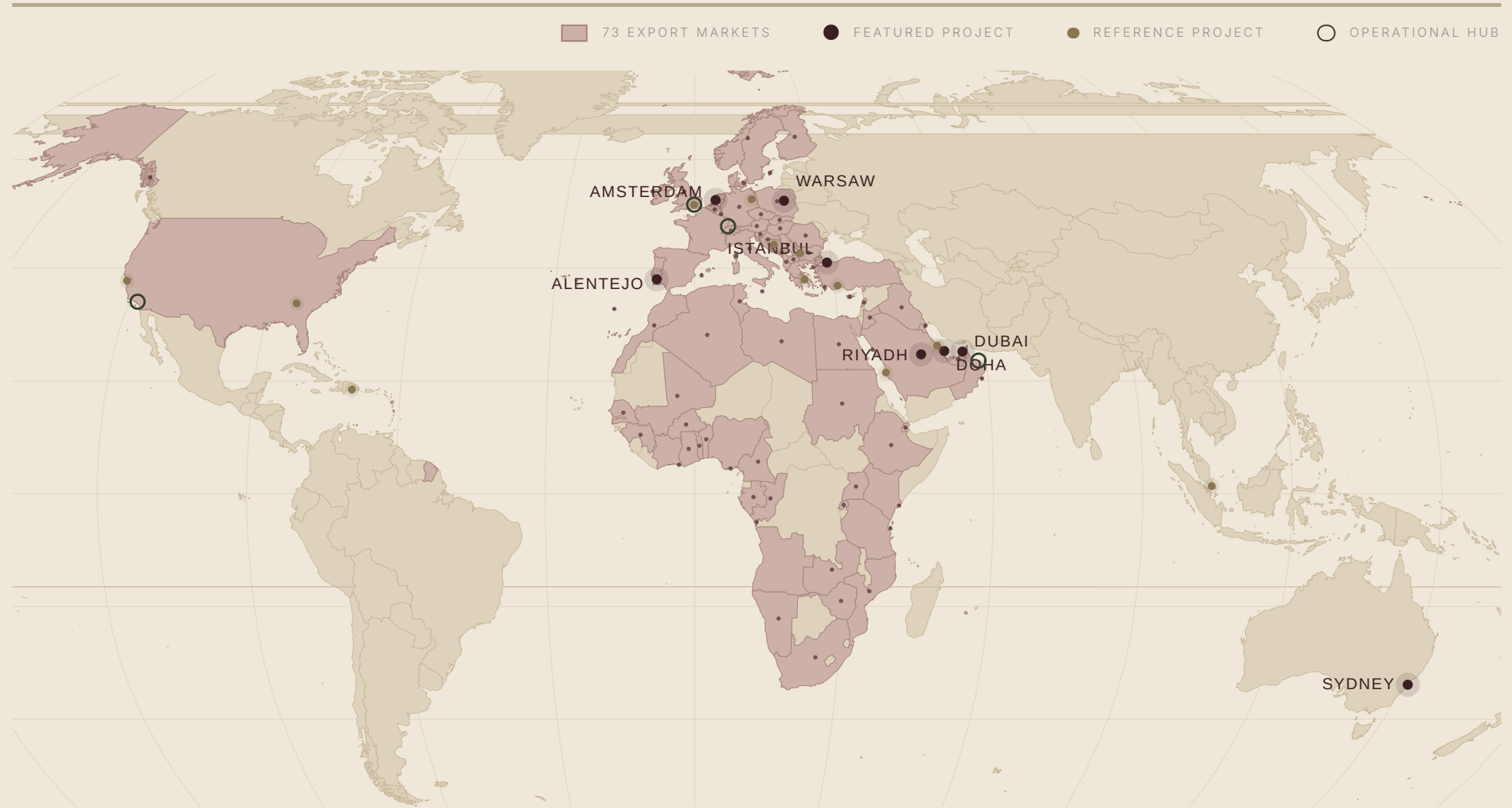
01	ARCHITECTURE	Coordination with the project architect; adaptation of design intent to manufacturable reality.
02	INTERIOR DESIGN	Concept development, scheme options, material and finish strategy, FF&E specification.
03	FF&E DEVELOPMENT	Product development, dimensional adaptation, brand-standard compliance, budget engineering.
04	ENGINEERING	Shop drawings, 1:1 detail studies, material specification, production engineering.
05	PROTOTYPING	Full-size samples in specified materials. No production run opens without a signed sample.
06	MANUFACTURING	Caseloads, upholstery, joinery, stone, metal, lighting and textiles — under one roof.
07	QUALITY CONTROL	In-line inspection plus third-party pre-shipment inspection with photographic report.
08	EXPORT PACKING	Proprietary vacuum-compression packaging engineered for marine and overland transit.
09	LOGISTICS	Container planning and loading, marine and overland freight, documentation, customs.
10	INSTALLATION	Site delivery, assembly and installation by in-house crews; snagging to sign-off.
11	COMPLETION	Commissioning, handover documentation, written warranty and after-sales support.

03 Global Presence

Twenty-three countries of direct operation. Seventy-three countries of export reach. A logistics capability built for projects that are never in the same country as the factory.



Where the work has gone.



Tinted territories are the group's 73 export markets across North America, Europe, the Middle East and Gulf, and Africa. Dots indicate cities named in Sagist Group's own project record; rings indicate group companies, partnerships and distribution offices.

Six regions, one delivery method.

MIDDLE EAST & GULF

United Arab Emirates · Saudi Arabia · Qatar · Oman

The group's deepest market. Guestroom and public-area FF&E, F&B interiors, villa programmes and clinical fit-outs, executed to Gulf civil-defence and brand-standard requirements. Flagship showrooms are being deployed in the UAE and Saudi Arabia.

AFRICA

North and East Africa

Hotel and hospitality supply through tailored container programmes into North and East African markets.

EUROPE & THE BALKANS

Netherlands · Portugal · Poland · Germany · Greece · Bulgaria · Bosnia · Serbia · Romania · France · Italy · Switzerland

Heritage hotel conversions, five-star city hotels and large residential estates, including a forty-villa estate in Sofia. A distribution office in Basel supports Western European clients.

ASIA-PACIFIC

Singapore · Southeast Asia · Australia

Landmark tower work in Singapore and design-led hospitality in Australia, delivered entirely by sea freight against fixed installation windows.

TÜRKIYE

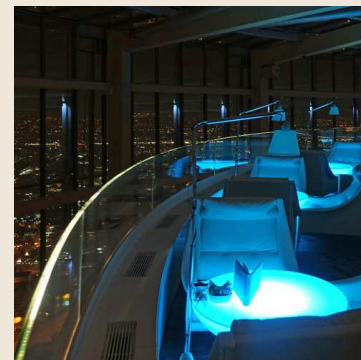
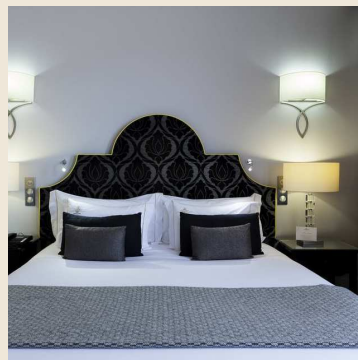
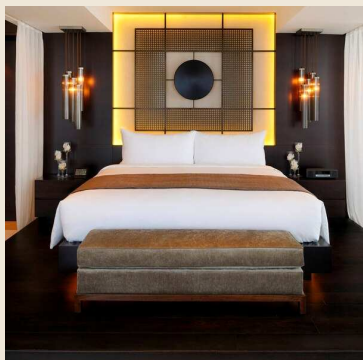
Istanbul · Antalya

Headquarters, engineering studio, three manufacturing facilities and the classic atelier — and a domestic reference base of five-star city, marina and resort hotels.

THE AMERICAS & CARIBBEAN

United States · Caribbean

Airport-hotel programmes in the United States, luxury apartment programmes and private island residences in the Caribbean, supported by a group company in California.



Distance is a logistics problem, not a quality problem. Every market above is served from the same Istanbul production platform, to the same specification, with the same inspection regime — the variable is the container programme, not the standard.

04

Our Capabilities

Design · Engineering · Manufacturing · Coordination ·
Logistics · Installation · After-sales. Seven stages, one
organisation, one accountable party.



From brief to handover, without a hand-off.

I	II	III	IV	V	VI	VII
DESIGN	ENGINEERING	MANUFACTURING	COORDINATION	LOGISTICS	INSTALLATION	AFTER-SALES
Architectural coordination, interior architecture, FF&E development, material strategy and bespoke product design.	Shop drawings, 1:1 detail studies, material specification, production engineering, prototype validation.	Caseloads, upholstery, joinery, kitchens, doors, wall systems, stone, metal, lighting and textiles.	Procurement, production scheduling, documentation, weekly photographic reporting, quality assurance.	Export packing, container planning and loading, marine and overland freight, customs coordination.	Site delivery, assembly, installation by in-house crews, snagging and floor-by-floor sign-off.	Commissioning, handover documentation, written warranty, replacement and maintenance coordination.

Each stage above is staffed inside the group. There is no design partner, no contract manufacturer, no nominated installer. When a specification changes at stage IV, the consequence is absorbed at stages V and VI by the same organisation that made the commitment — which is why a change request is answered with a date rather than a claim.

The commercial consequence for a client is straightforward. Responsibility is not divided, so it cannot be deflected. A single project director is appointed at Letter of Intent and remains the named point of contact through commissioning and into the warranty period.



What sits inside the group.

DESIGN & DEVELOPMENT

- Architectural design coordination
- Interior architecture
- Interior design
- FF&E design and specification
- Bespoke furniture design
- Product development
- Material and finish strategy
- 3D visualisation before manufacturing commitment

TECHNICAL & ENGINEERING

- Production engineering
- Shop drawings
- 1:1 detail studies
- Material specification
- Prototyping and sample programmes
- Brand-standard compliance review
- Dimensional adaptation
- Mock-up rooms

MANUFACTURING

- Casegoods and fitted furniture
- Upholstery and frame shop
- Architectural joinery and millwork
- Kitchen manufacturing
- Door manufacturing
- Wall and panel systems
- Stone fabrication
- Metal fabrication and foundry

DELIVERY

- Procurement and scheduling
- Quality control and inspection
- Project management
- Export packaging
- Container planning and loading
- International freight
- Customs coordination
- Site delivery, installation and after-sales

Capabilities are listed as executed in-house. Where a project requires a scope outside this matrix, it is identified at tender stage rather than absorbed silently.

WHAT THIS REMOVES FROM YOUR PROGRAMME

A designer, a manufacturer, a joinery subcontractor, an upholsterer, a stone supplier, a lighting supplier, a textile supplier, a freight forwarder, a customs broker and an installation contractor — ten separate appointments, ten contracts and ten opportunities for a date to move.

Sagist Group replaces all ten with one.

05 Manufacturing

Three facilities. Twenty thousand square metres. Robotic cutting and five-axis routing on one floor; hand carving, gilding and marquetry on another.





ISTANBUL · PRINCIPAL MANUFACTURING COMPLEX

Production is the argument.

Production is the argument. laser cutting · CNC five-axis routing · beam saws and nesting tables · pressure-veneer presses · automatic edge-banding · climate-controlled finishing

Machines for tolerance. Hands for everything else.

Three manufacturing facilities totalling twenty thousand square metres run the group's production. The layout is organised by process rather than by product, so that a single guestroom package — caseloads, upholstery, stone vanity top, metal trim, decorative lighting and soft furnishing — is produced in parallel and consolidated for one container programme rather than assembled from six separate supply chains.

Automation is used where it earns its place: repeatability, tolerance and volume. Robotic laser cutting holds tolerances to a tenth of a millimetre across a production run of three hundred rooms. What automation cannot do — carve, gild, chase a bronze mount, hand-tie a seat — is done at the bench.

CUTTING & MACHINING

- Robotic laser cutting lines
- CNC five-axis routers
- Beam saws and nesting tables
- CNC boring and dowel insertion

FINISHING

- Climate-controlled spray booths
- High-gloss lacquer programme
- Hand-rubbed oil finishing
- Water gilding and patinated metal

PANEL & VENEER

- Pressure-veneer presses
- Automatic edge-banding lines
- Book-matched veneer lay-up
- Solid-surface and laminate fabrication

STONE & METAL

- Stone cutting, profiling and polishing
- Metal fabrication and welding
- Bronze ormolu foundry
- Plating, patination and powder coating

UPHOLSTERY

- Kiln-dried hardwood frame shop
- Contract foam cutting stations
- Eight-way hand-tied benches
- Cut-and-sew and pattern room

PACKING & DESPATCH

- Proprietary vacuum-compression packing
- Export crating and corner protection
- Room-by-room container marking
- Loading bay and consolidation floor



WHY IT IS ORGANISED BY PROCESS

A guestroom package leaves as one consignment because it was made as one job — not because six suppliers were persuaded to meet the same shipping date.

Capacity is what makes a programme date credible.

300

HOTEL ROOMS

complete guestroom FF&E per month

50,000

CHAIRS

per month

15,000

TABLES

per month

400

SOFA SETS

per month

3,000

BATHROOM CABINETS

per month

3,000

KITCHEN CABINETS

per month

3,000

TELEVISION UNITS

per month

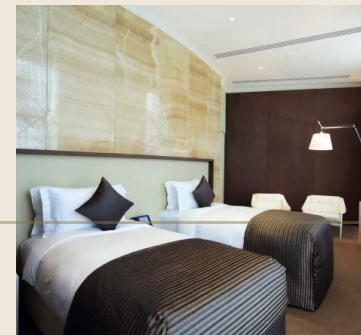
20,000 m²

PRODUCTION AREA

across three facilities

These are standing monthly line capacities, not peak figures achieved once. They allow the group to run several large projects concurrently without one client's programme being funded by another client's delay — the single most common cause of slippage in international contract furniture.

For a 300-key five-star property, the guestroom package is a single month of guestroom line capacity. The critical path is therefore design approval and sample sign-off, not manufacturing — which is why the group front-loads engineering and prototyping and holds the client to a sample date rather than a production date.





THE CLASSIC ATELIER

A separate workshop for work that cannot be industrialised.

Inside the principal manufacturing complex, a dedicated atelier is staffed by master craftsmen working to period technique. It exists because reproduction and restoration work — Louis XV, Louis XVI, Empire, Victorian, Edwardian, Art Deco and Ottoman — cannot be produced on a production line without becoming a pastiche of itself.

TECHNIQUES

- Hand carving and gesso work
- Water gilding to twenty-three carat
- Marquetry and parquetry
- Ormolu casting and chasing
- French polishing
- Eight-way hand-tied upholstery
- Hand-stitched silk damask upholstery

PROGRAMME

- Louis XV bergères, fauteuils and canapés
- Louis XVI armchairs, consoles, secretaires
- Empire and Restoration furniture
- Victorian and Edwardian dining and library
- Art Deco salon, bar and library
- Crystal and ormolu chandeliers and sconces
- Restoration and reproduction commissions

LEAD TIME, STATED HONESTLY

A complete classic interior runs 32 to 52 weeks. A single signature piece runs 14 to 22 weeks. Gilding cannot be accelerated; a console leg takes three days. Programmes are built around that, not against it.

06

Product Portfolio

Six divisions and a complete FF&E ecosystem — from a bed base to a reception front, from a banquet chair to a bronze chandelier.



Hospitality

GUESTROOM & SUITE

- Box-spring and platform bed systems
- Upholstered headboards to brand-standard heights
- Integrated bedside consoles
- Wardrobes and fitted joinery
- Minibar units and pantry joinery
- Desks, dressers and consoles
- Luggage benches and ottomans
- Television units and media walls

FOOD & BEVERAGE

- Banquettes and booth seating
- Dining chairs and armchairs
- Dining and bar tables
- Bar fronts and back bars
- Bar stools and counter seating
- Host stands and service stations

BATHROOM

- Vanity units and counters
- Stone and solid-surface tops
- Mirror units and backlit frames
- Bathroom cabinets and storage
- Bath panels and joinery

BANQUET & CONFERENCE

- Stackable banquet chairs
- Function and folding tables
- Conference tables and seating
- Lecterns and staging furniture
- Trolleys and storage

PUBLIC AREAS

- Lobby and lounge seating
- Reception and concierge desks
- Occasional and cocktail tables
- Bespoke modular seating systems
- Screens, partitions and feature joinery

OUTDOOR

- Loungers and day-beds
- Outdoor dining sets
- Cabanas and pool-edge service stations
- UV-stable and marine-grade programmes

Hotel, resort and boutique programmes are produced as complete room packages — every element in a guestroom, from the bed system to the wardrobe handle, manufactured and finished to one specification and shipped as one consolidated consignment.



Residential & Villa

PRINCIPAL ROOMS

- Principal suite beds and headboards
- Dressing rooms and fitted wardrobes
- Bedroom casegoods and dressers
- Bedside and occasional furniture

STUDY & SPECIALIST

- Studies, libraries and home offices
- Home cinema seating and joinery
- Wine cellars and cellar joinery
- Bar and games-room furniture

LIVING & DINING

- Living and reception seating
- Sofas, armchairs and chaises
- Dining tables and chairs
- Consoles, sideboards and display cabinets
- Media walls and library joinery

BATHROOM & WELLNESS

- Vanity units and stone tops
- Bathroom cabinetry
- Spa and wellness furniture

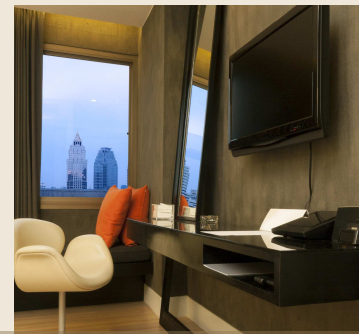
KITCHEN & UTILITY

- Kitchen joinery and islands
- Breakfast rooms and banquettes
- Larder and pantry joinery
- Utility and staff-quarter fit-out

OUTDOOR & TERRACE

- Terrace and poolside furniture
- Pool-house furnishing
- Outdoor dining and lounge programmes

Villa commissions are taken as whole-house scopes: reception rooms, principal suite, dressing rooms, formal and family dining, kitchen and larder, family wings, study and library, staff quarters, plus terraces and pool house. Developer show units are produced as repeatable specification packages. More than 1,000 homes and villas have been completed as full turnkey decoration.



Commercial, Corporate & Specialist Contract

EXECUTIVE

- Executive desks and credenzas
- Executive seating
- Executive storage walls
- Chairman's office and boardroom suites

FRONT OF HOUSE

- Reception desks and lobby joinery
- Waiting and lounge seating
- Brand and signage joinery

MEETING & CONFERENCE

- Boardroom and conference tables, six to forty seats
- Conference and meeting seating
- Video-conference integration joinery
- Training and collaboration furniture

BREAKOUT & HOSPITALITY

- Breakout and café furniture
- Staff restaurant furniture
- Lounge and soft seating

WORKPLACE

- Workstations and open-plan systems
- Task and operator seating
- Storage, pedestals and lockers
- Acoustic screens and desk systems

SPECIALIST CONTRACT

- School and education furniture
- Hospital and clinical furniture
- Cinema and auditorium seating
- Retail fixtures and display joinery

Specialist contract categories — education, clinical, cinema and retail — are part of the group's long-standing manufacturing record and are quoted on the same contract-grade specification and fire-performance basis as hospitality work.

HOW A CORPORATE PACKAGE IS QUOTED

By area schedule rather than by item list — reception, boardroom, executive floor, open plan, breakout — so that a client compares one number against one scope instead of reconciling four supplier quotations.

STANDARDS APPLIED TO WORKPLACE SCOPE

- BIFMA seating performance
- EN 1335 office chair standard
- Contract textiles from 40,000 Martindale
- BS 5852 Crib 5 fire performance
- ADA and EN 17210 accessibility
- Low-VOC finishing systems

PROGRAMME

16 – 22
weeks

Corporate headquarters, from signed contract and approved samples, including reception and boardroom joinery.



A guestroom is forty separate manufacturing decisions.

CASEGOODS · UPHOLSTERY · JOINERY · STONE · METAL · TEXTILES

07

FF&E & Architectural Elements

Where the furniture package stops and the building begins, most FF&E contracts create a gap. The group closes it by manufacturing both sides.



The scope most FF&E suppliers hand back to the contractor.

WALL SYSTEMS

- Decorative and feature wall panels
- Upholstered wall panels
- Timber and veneer panelling
- Acoustic wall systems
- Reinforced and specialist panelling

STONE

- Marble and natural stone fabrication
- Vanity and counter tops
- Stone cladding and inlay
- Hand-carved stone elements

JOINERY & DOORS

- Architectural doors and door sets
- Frames, architraves and skirting
- Built-in furniture and fitted joinery
- Staircase and balustrade joinery

METAL

- Architectural metalwork
- Brass, bronze and stainless elements
- Cast metals and ormolu mounts
- Patinated, plated and powder-coated finishes

CEILINGS & FEATURES

- Decorative ceiling elements
- Cornices and mouldings
- Feature screens and partitions
- Backlit stone and onyx panels

LIGHTING

- Custom decorative pendants
- Wall sconces and floor lamps
- Crystal and ormolu chandeliers
- Integrated and cove lighting joinery

Manufacturing the panelling, the doors and the loose furniture in the same facility means one veneer batch, one finish standard and one shade of lacquer across a room — a match that is effectively unobtainable when the three packages are bought separately.



Everything else that arrives in the same container.

A hotel opening is not delayed by a missing sofa. It is delayed by the four hundred items nobody costed — the drapery that failed a fire test, the carpet that came from another continent, the sconce that did not match the panelling.

The group carries these categories inside the same order, on the same programme, to the same inspection standard.

SOFT FURNISHING

- Custom woven carpets and rugs
- FR-rated drapery and sheers
- Pelmet, tracks and blackout systems
- Bed linens and bed dressing
- Cushions, throws and bed runners

SURFACE & ACOUSTIC

- Contract upholstery fabrics and leathers
- Acoustic fabrics and panel systems
- Decorative surfaces and lacquer finishes
- Wall coverings and applied finishes
- Decorative accessories and styling



08

Services

Thirty-one services, grouped into five stages. Each one executed inside the group and named in the contract, so the scope boundary is explicit before work begins.



The complete service list.

01 — DESIGN

- Architectural design coordination
- Interior architecture
- Interior design
- FF&E design and specification
- Bespoke furniture design
- Product development
- 3D visualisation

02 — ENGINEERING

- Technical engineering
- Shop drawings
- 1:1 detail studies
- Material specification
- Prototyping and sample approval
- Mock-up rooms
- Brand-standard compliance review

03 — MANUFACTURING

- Furniture manufacturing
- Architectural joinery
- Upholstery
- Kitchen manufacturing
- Door manufacturing
- Wall and acoustic systems
- Stone fabrication
- Metal fabrication
- Lighting manufacture
- Textile and soft-furnishing production

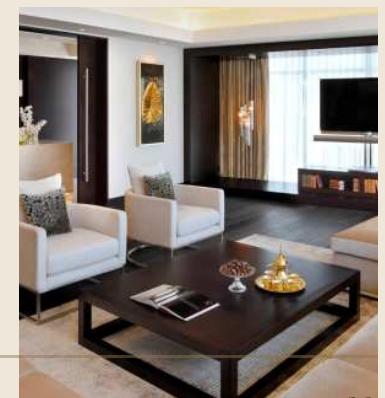
04 — CONTROL & DESPATCH

- Procurement
- Production scheduling
- Quality control
- Third-party pre-shipment inspection
- Export packaging
- Documentation and compliance dossier

05 — DELIVERY & SUPPORT

- Project management
- International logistics
- Customs coordination
- Site delivery
- Installation
- Final inspection and snagging
- After-sales and warranty support

Services are supplied singly or in any combination — see **Delivery Models**, overleaf. OS&E is offered as a procurement advisory service rather than as manufacture, and is identified as such in every quotation.



Six stages. One rule that governs all of them.

01

BRIEF

Scope, room programme, brand standard, budget envelope and programme dates are fixed. A named project director is appointed.

02

DESIGN

Concept, material strategy and FF&E specification are developed and visualised. Shop drawings and detail studies follow approval.

03

SAMPLE

Full-size prototypes are produced in specified materials and finishes. The client signs the sample. No production run opens before this point.

04

MANUFACTURE

Production runs across casegoods, upholstery, joinery, stone, metal, lighting and textiles, with weekly photographic reporting.

05

SHIP

Quality control and third-party pre-shipment inspection, export packing, container planning and loading, documentation and customs coordination.

06

INSTALL

Site delivery in installation sequence, assembly and installation by in-house crews, snagging room by room, commissioning and handover.

THE RULE

No production run opens without a signed sample.

It protects the client from receiving an approximation of what was specified, and it protects the group from producing three hundred rooms of something a design team never truly approved. It is the reason the group's critical path is drawn against sample sign-off rather than against a factory date.

09 Delivery Models

What can Sagist Group take responsibility for? Seven answers, each with an explicit boundary — so a procurement team knows precisely where its own risk begins.



Seven ways to buy from this group.

	MODEL	WHAT IT COVERS	DESIGN AUTHORSHIP	SAGIST GROUP SCOPE
A	Design only	Concept, interior design, FF&E specification and technical documentation, issued for the client to tender elsewhere.	Client	Design and specification
B	Manufacture to client drawings	The client's design team issues drawings; the group engineers, prototypes and manufactures.	Client	Engineering, sampling and production
C	Design & manufacture	Single-source design development and production of the full FF&E package.	Sagist Group	Design through production
D	Ex-Works / FOB supply	Goods manufactured, inspected and packed; collected at the factory or delivered to the port of loading.	Client	Production, packing, export documentation
E	Manufacture & logistics (CIF)	Production plus container planning, loading, marine or overland freight and shipping documentation to the destination port.	Shared	Production through arrival port
F	Manufacture & installation	Production, delivery to site and installation by the group's own crews, with snagging to sign-off.	Sagist Group	Production through installed condition
G	Complete turnkey execution	Design, engineering, manufacture, FF&E, architectural elements, logistics, installation, commissioning and after-sales as one contract.	Sagist Group	Whole chain

Incoterms are agreed contract by contract. Under model E and above, freight risk is carried by the group until containers reach site. OS&E is offered as procurement advisory in every model and is never presented as manufactured scope.

CHOOSING A MODEL

Clients with a strong internal design team and an established forwarder generally take model B or D. Owners opening a property in a market where they have no site presence take F or G, because the value is in not having to manage the last hundred metres from another country.

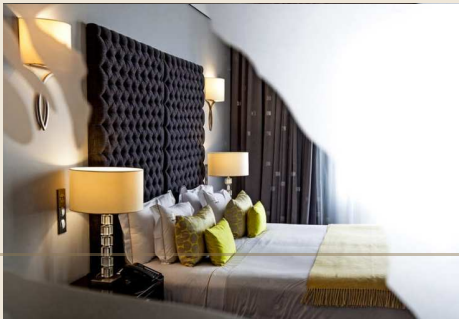


PROGRAMME

Published lead times.

SCOPE	LEAD TIME	BASIS
Hotel FF&E package	20 – 26 weeks	from signed contract and approved samples
Residential interior	20 – 26 weeks	full apartment or house package
Villa, fully specified	22 – 30 weeks	whole-house scope including outdoor
Restaurant, 120 covers	14 – 18 weeks	including bar fronts and joinery
Corporate headquarters	16 – 22 weeks	including reception and boardroom
Classic interior	32 – 52 weeks	atelier work cannot be compressed
Single signature piece	14 – 22 weeks	classic atelier commission
Accelerated programme	14 – 16 weeks	at a 25–35% premium, subject to line availability

Lead times run from signed contract and approved samples, and exclude sea-freight transit, which is quoted separately by destination.



COMMERCIAL TERMS

Payment structure.

40%	AT LETTER OF INTENT
50%	AT PRODUCTION SIGN-OFF, BEFORE SHIPPING
10%	AT DELIVERY AND INSTALLATION COMPLETION

WHAT IS ISSUED WITH EVERY CONTRACT

- Named project director from Letter of Intent
- Signed sample record for every product line
- Weekly photographic production reporting
- Third-party pre-shipment inspection report
- Container manifest and installation sequence
- Written manufacturer's warranty against material and production defects
- Compliance dossier for the specified market

IO Projects

The international reference record, as published by Sagist Group. Projects are listed only where the group has itself put them on record.



Featured references.

COUNTRY	CITY	PROJECT	TYPE	SCOPE	STATUS
Türkiye	Istanbul	Wyndham Grand Istanbul Kalamış Marina Hotel	5-star hotel	Guestrooms, suites, lobby, F&B, public areas	Completed
Qatar	Doha	The Torch Doha	Landmark tower hotel	Guestrooms, suites, ballroom, restaurants, lounges	Completed
Portugal	Alentejo	Alentejo Marmòris Hotel & Spa	5-star hotel & spa	Guestrooms, reception, restaurant, spa	Completed
Australia	Sydney	Ovolo Woolloomooloo	Design hotel, heritage wharf	Guestrooms, lofts, lounges, café, public areas	Completed
—	—	Hyatt	5-star hotel	Guestrooms, suites, restaurant, private dining	Completed
UAE	Dubai	JW Marriott Dubai	5-star hotel	Guestrooms, suites, bars, lounges, all-day dining	Completed
Netherlands	Amsterdam	Conservatorium Hotel	5-star heritage conversion	Suites, duplex suites, boardroom, meeting rooms	Completed
Saudi Arabia	Riyadh	Hilton Riyadh Hotel & Residence	5-star hotel & residence	All-day dining, grand restaurant, lobby lounges	Completed
Poland	Warsaw	Hilton Warsaw Hotel & Convention Centre	5-star hotel & convention	Furniture supply — letter of reference on file	Completed
Bulgaria	Sofia	Sofia Villa Estate	40 luxury villas	Whole-house FF&E programme	Completed
Singapore	Singapore	Landmark tower project	Mixed-use tower	FF&E supply	Completed
Caribbean	—	Luxury apartment programmes	Residential / resort	FF&E supply	Completed
Worldwide	—	Private homes and villas — 1,000+	Residential	Full turnkey decoration	Completed
Gulf	—	Hospital group fit-outs	Clinical / institutional	Specialist clinical fit-out	Completed

Sources: Sagist Group project catalogue and reference file; hotelmobilya.com. Where the group's own record does not state a city, the field is left blank rather than inferred.

EDITORIAL STANDARD

10 — PROJECTS

This matrix lists only projects Sagist Group has itself placed on record in its published catalogue and



Reference list.

PROJECT	LOCATION	TYPE	SCOPE SUPPLIED
Titanic Hotels	Istanbul · Antalya · Berlin	Hotel group, 5-star	All products
Sözbir Hotel	Bosphorus, Istanbul	5-star hotel	All products
Nomads Restaurant	Istanbul · Amsterdam	Restaurant	All furniture
Hartsfield-Jackson Atlanta International Airport Hotel	Atlanta, USA	Airport hotel & duty-free restaurants	All rooms
San Francisco International Airport Hotel	San Francisco, USA	Airport hotel & duty-free restaurants	All rooms
London Gatwick Airport Hotel	London, UK	Airport hotel & duty-free restaurants	Design and all products
Hotel Blanca Resort & Boutique Hotel	Travnik, Bosnia	Resort & boutique hotel	All products
Grand Hotel	Athens, Greece	5-star hotel	All products
Qasr Al Sharq	Jeddah, Saudi Arabia	5-star hotel	Suite rooms
Al-Khozama	Riyadh, Saudi Arabia	5-star hotel	All products
Le Méridien Al Khobar	Al Khobar, Saudi Arabia	5-star hotel	All products
Oasis Residential Resort	Al Khobar, Saudi Arabia	Residential resort hotel	Standard and suite rooms
Oasis Beach Tower Apartments	Dubai Marina, UAE	Serviced apartments	All products
Novotel World Trade Centre	Dubai, UAE	4-star hotel	Lobby, reception, café, restaurant, general furniture
Dubai Palace Villa	Al Tawar, Dubai, UAE	Private villa	All products
Palm Jumeirah Villa GH	Palm Jumeirah, Dubai, UAE	Private villa	All rooms

Reproduced from Sagist Group's own reference file. Scope descriptions are as recorded by the group at the time of supply.

Hotel references.

Five-star and premium completions published by Sagist Group across 22 countries. The group records 169 hotel properties served worldwide.

UNITED STATES

- The St. Regis New York, New York City
- Park Lane New York, New York City

UNITED KINGDOM

- The Peninsula London
- Corinthia London
- Sofitel London St James

FRANCE

- Hôtel Le Royal Monceau Raffles Paris
- Paris j'Adore Hotel & Spa
- Hotel de Nell, Paris

PORTUGAL

- Palmares Signature Apartments, Lagos
- Palmares Beach House Hotel, Lagos
- Pestana Alvor Praia Premium Beach & Golf Resort
- Alentejo Marmòris Hotel & Spa

NETHERLANDS

- Conservatorium Hotel, Amsterdam

TÜRKIYE

- Wyndham Grand Istanbul

UNITED ARAB EMIRATES

- JW Marriott Dubai
- Hyatt Dubai
- One&Only One Za'abeel, Dubai
- SIRO One Za'abeel, Dubai
- Waldorf Astoria Dubai International Financial Centre

SAUDI ARABIA

- Hilton Riyadh Hotel & Residence

QATAR

- The Torch Doha
- Sapphire Plaza Hotel Doha

OMAN

- W Hotel Muscat

SINGAPORE

- Four Seasons Hotel Singapore
- Mandarin Oriental, Singapore

MALAYSIA

- Agile Bukit Bintang Suites TRX, Kuala Lumpur
- Pullman Kuala Lumpur City Centre Hotel & Residences

INDIA

- Four Seasons Hotel Mumbai

AUSTRALIA

- Ovolo Woolloomooloo, Sydney

EGYPT

- Ramses Hilton Hotel & Casino, Cairo
- Pyramids Inn, Cairo

MOROCCO

- Four Seasons Hotel Casablanca
- Hyatt Regency Casablanca
- Radisson Blu Hotel Casablanca City Center

SOUTH AFRICA

- The Table Bay Hotel, Cape Town
- Queen Victoria Hotel by NEWMARK, Cape Town

ALGERIA

- Constantine Marriott Hotel
- Sheraton Club des Pins Resort

MOZAMBIQUE

- Hotel Vip Grand Maputo
- Polana Serena Hotel, Maputo

CÔTE D'IVOIRE

- La Maison Palmier, Abidjan — a Member of Design Hotels

SENEGAL

- Fabuleux Studio Petit Marrakech, Dakar

KENYA

- Glee Hotel Nairobi

Source: hotelmobilya.com. Listing indicates supply by Sagist Group; it is not a claim of a group-level framework agreement with the operator or brand.

BRANDS SERVED

The groups our work has been specified into.

Hyatt

Marriott

Hilton

Sheraton

The Ritz-Carlton

Le Méridien

W Hotels

Wyndham

Radisson

Novotel

Ovolo Hotels

LETTER OF REFERENCE

Hilton Warsaw Hotel & Convention Centre

“Extend my thanks on behalf of our hotel for Sagist Group's quality furniture products, luxury design and for unlimited help.”

SIGNED

Christophe Charolles
Director of Hilton New Projects

PROPERTY

Hilton Warsaw Hotel & Convention Centre
ul. Grzybowska 63, 00-844 Warsaw, Poland

DATED

29 March 2014

STATUS

Original held on file; available to clients on request

Written client references are issued on request for procurement due diligence, subject to the confidentiality terms of the commission concerned. A number of the group's private-client and institutional commissions are held under non-disclosure and are not published in any form.

II

Selected Case Studies

Eight properties from the group's illustrated record. Scope is stated as published; materials and detailing are described as they appear in the completed work.





ISTANBUL · TÜRKİYE

Wyndham Grand Istanbul Kalamış Marina Hotel

CASE STUDY

Wyndham Grand Istanbul Kalamış Marina Hotel

LOCATION

Istanbul · Türkiye

PROJECT TYPE

5-star city and marina hotel

SCOPE ON RECORD

Guestrooms and suites, lobby, lounge and bar, restaurants, buffet and public areas

DELIVERY MODEL

Design and manufacture with installation

KEY ELEMENTS

- Lobby seating and lounge programme
- Bronze screen and feature metalwork
- Guestroom casegoods and upholstered headboards
- Suite salon and living-room furniture
- Restaurant and buffet seating
- Reception and public-area joinery

MATERIALS AND FINISHES

Chevron and herringbone parquet, white and grey marble, chrome and brushed metal, laser-cut metal screens, mirrored and antique-mirror panels, striped silk wallcovering, high-gloss lacquer, velvet and leather upholstery, brass trim, coffered ceilings with cove lighting.

MANUFACTURING NOTE

A city hotel with a marina frontage runs two aesthetic registers at once — a contemporary lobby and a classically detailed suite programme. Producing both in one facility keeps the finish palette consistent across the property rather than reading as two separate procurement rounds.





DOHA · QATAR

The Torch Doha

CASE STUDY

The Torch Doha

LOCATION

Doha · Qatar

PROJECT TYPE

Landmark tower hotel

SCOPE ON RECORD

Guestrooms and suites, ballroom, restaurants, bars, lounges and public areas

DELIVERY MODEL

Design and manufacture with installation

KEY ELEMENTS

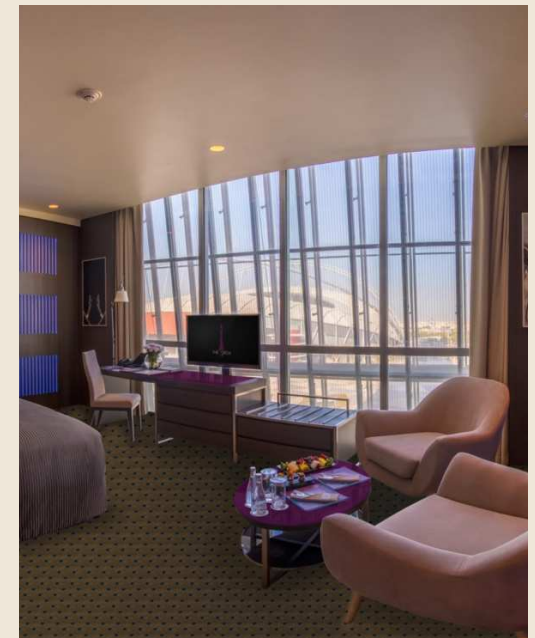
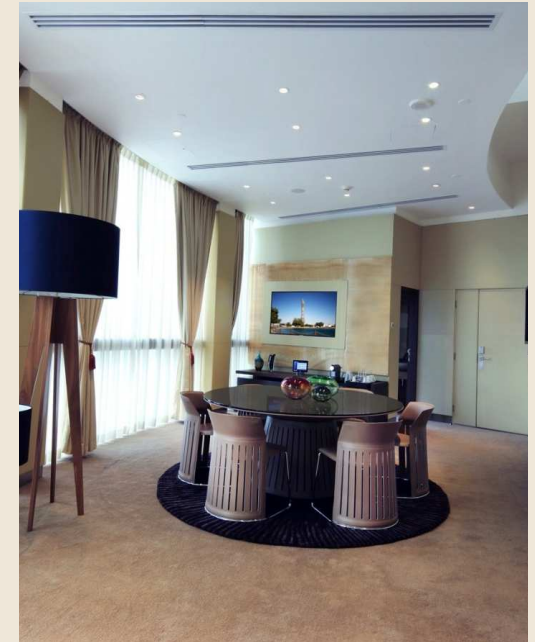
- Ballroom and banquet seating programme
- Atrium restaurant seating and joinery
- Bar and lounge furniture
- Suite living-room and dining furniture
- Guestroom casegoods and upholstery
- Themed lounge and garden-room furniture

MATERIALS AND FINISHES

Patterned axminster carpets, woven rattan, backlit acrylic, dark stained timber, jewel-tone contract fabrics in teal, lime, magenta and orange, gilded and oriental motif work, onyx and travertine wall cladding, walnut veneer, lacquered panels.

MANUFACTURING NOTE

A landmark tower carries a very wide product range across a single opening — banquet stacking chairs and hand-finished suite furniture on the same programme. In-house capacity across casegoods, upholstery, stone and metal allows the whole property to be consolidated into one shipping sequence.



ALENTEJO PORTUGAL

Alentejo Marmòris Hotel & Spa

CASE STUDY

Alentejo Marmòris Hotel & Spa

LOCATION

Alentejo · Portugal

PROJECT TYPE

5-star hotel and spa

SCOPE ON RECORD

Guestrooms, reception, lobby and lounge, restaurant and spa

DELIVERY MODEL

Design and manufacture with installation

KEY ELEMENTS

- Reception and front-desk joinery
- Lobby and lounge seating
- Restaurant seating and dining tables
- Spa furniture and joinery
- Guestroom beds, headboards and casegoods
- Stone wall panelling and inlay flooring

MATERIALS AND FINISHES

Black marquina, statuario, breccia and onyx marble, brass and gilt frames, geometric stone inlay flooring, cream leather upholstery, black damask jacquard, carved timber panels, lacquered bed bases, brushed chrome bedside lighting.

MANUFACTURING NOTE

A stone-led property is a fabrication project as much as a furniture project. Selecting slabs at the quarry, photographing and approving them before the masonry contract closes is what keeps a vein match across a reception front, a spa alcove and a floor pattern.





SYDNEY · AUSTRALIA

Ovolo Woolloomooloo

11 — SELECTED CASE STUDIES

CASE STUDY

Ovolo Woolloomooloo

LOCATION

Sydney · Australia

PROJECT TYPE

Design hotel in a heritage wharf building

SCOPE ON RECORD

Guestrooms and loft suites, lounges, library, café and public areas

DELIVERY MODEL

Manufacture with logistics and installation

KEY ELEMENTS

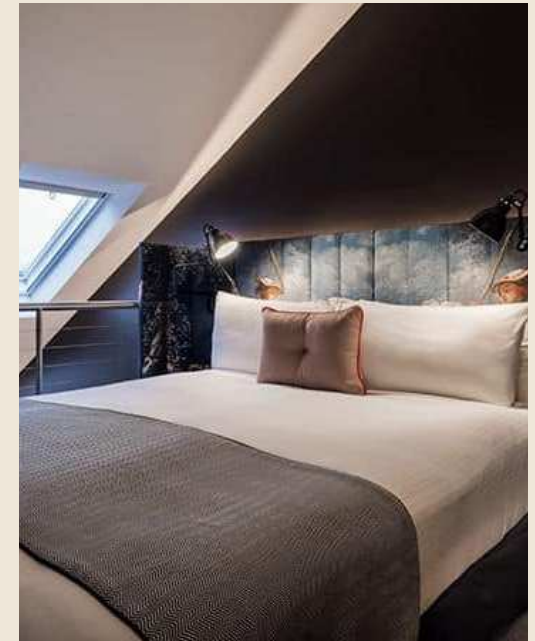
- Loft and attic guestroom furniture
- Library and lounge seating
- Café booth and banquette programme
- Feature lounge and games-room furniture
- Bespoke joinery to irregular heritage geometry
- Colour-blocked upholstery programme

MATERIALS AND FINISHES

Pale timber board lining, corrugated metal, exposed steel structure, saturated carpet tiles, brass, velvet and check upholstery, printed wallpapers, red and lime lacquer joinery, marble tabletops.

MANUFACTURING NOTE

A heritage wharf conversion has almost no repeating dimensions. Work of this kind is engineered room by room from survey rather than from a typical-room drawing, which places the load on the shop-drawing studio rather than on the production line.





WATERFRONT PROPERTY

Hyatt

CASE STUDY

Hyatt

LOCATION

Waterfront property

PROJECT TYPE

5-star hotel

SCOPE ON RECORD

Guestrooms and suites, restaurant, private dining and bar

DELIVERY MODEL

Manufacture with installation

KEY ELEMENTS

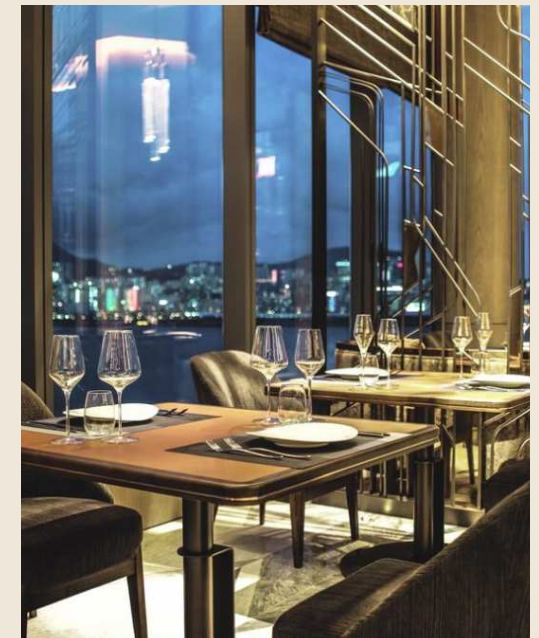
- Restaurant and private-dining seating
- Brass rod screens and metal partitions
- Guestroom casegoods with etched artwork panels
- Suite living-room furniture
- Bathroom vanity units and stone tops
- Minibar and media joinery

MATERIALS AND FINISHES

Light oak and fluted timber, brass and bronze metalwork, white and black marble, terrazzo, perforated bronze mesh, olive and taupe velvet, etched glass map panels, neutral wool carpet, glass partitions.

MANUFACTURING NOTE

Fluted timber, perforated bronze and etched glass in one room is a three-workshop problem. Producing joinery, metalwork and glass panels under one roof is what allows the reveals and shadow gaps between them to be drawn once and held.





DUBAI • UNITED ARAB EMIRATES

JW Marriott Dubai

CASE STUDY

JW Marriott Dubai

LOCATION

Dubai · United Arab Emirates

PROJECT TYPE

5-star hotel

SCOPE ON RECORD

Bars, lounges, all-day dining, guestrooms and suites

DELIVERY MODEL

Manufacture with installation

KEY ELEMENTS

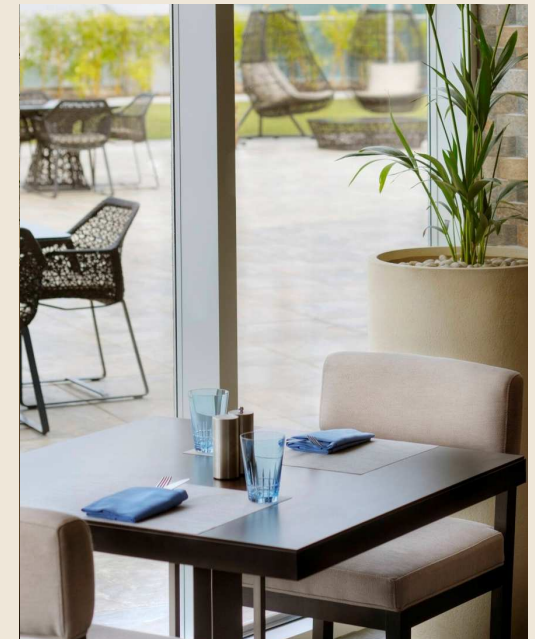
- Themed bar and lounge seating
- Majlis-style low seating and ottoman programme
- All-day dining chairs and tables
- Guestroom headboard walls and casegoods
- Suite living-room and bar joinery
- Decorative screens and lattice work

MATERIALS AND FINISHES

Dark stained and wenge timber, red lacquer, Asian lattice screens, bronze and antique metal, silk and velvet cushions, stone-clad columns, cream leather and linen upholstery, sheer voile drapery, polished stone floors, brass accents.

MANUFACTURING NOTE

Gulf F&E carries civil-defence fire requirements alongside heavy decorative content. Contract-grade foam, Crib 5 tested fabric and FR-rated drapery are specified into the same items that carry the lacquer and lattice work, rather than being substituted at site.



A modern hotel interior featuring a large window on the left with a view of a city at sunset. A dark leather armchair sits near the window. In the center, a dark grey sofa is positioned against a wall with a large, cylindrical pendant lamp hanging above it. A small round table in front of the sofa holds a vase of orange flowers and a book. To the right, a staircase with a glass railing and a dark wooden handrail leads up. A white ceramic pitcher sits on a wooden surface near the stairs. The room is lit with warm, ambient light from the window and the pendant lamp.

AMSTERDAM · NETHERLANDS

Conservatorium Hotel

11 — SELECTED CASE STUDIES

CASE STUDY

Conservatorium Hotel

LOCATION

Amsterdam · Netherlands

PROJECT TYPE

5-star heritage conversion

SCOPE ON RECORD

Suites and duplex suites, boardroom, meeting and event rooms

DELIVERY MODEL

Manufacture with installation

KEY ELEMENTS

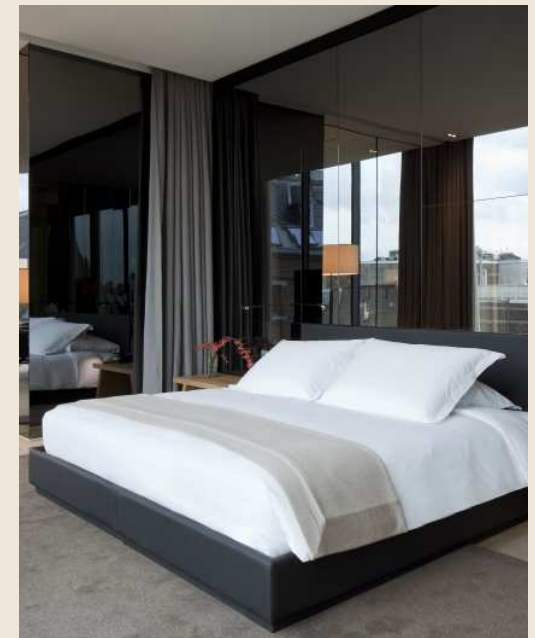
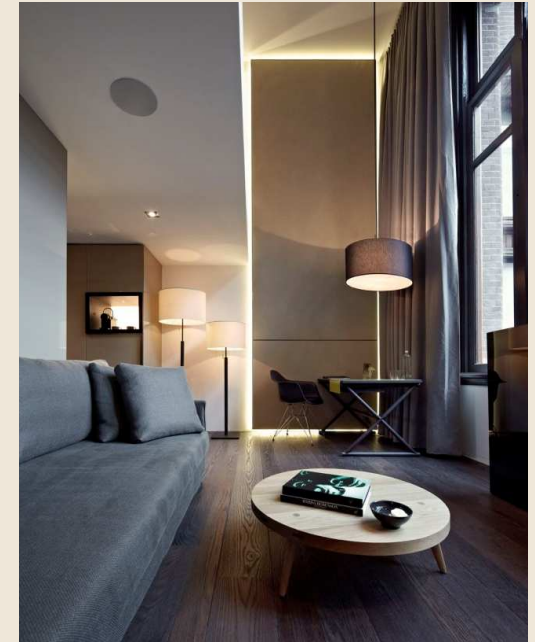
- Duplex and loft suite furniture
- Boardroom table and executive seating
- Meeting and event-room seating
- Bedroom and bathroom joinery
- Bronze mirrored wall panelling
- Occasional and lounge furniture

MATERIALS AND FINISHES

Oak plank flooring, bronze and antique mirror panels, travertine and limestone, grey wool upholstery, tan and black leather, glass and blackened steel balustrades, Persian carpet, linen sheers, exposed white steelwork.

MANUFACTURING NOTE

A protected building sets the tolerances. Furniture is engineered to be carried through existing stairs and openings and assembled in place — a constraint that has to be solved in the shop drawing, months before anything is cut.





RIYADH • SAUDI ARABIA

Hilton Riyadh Hotel & Residence

CASE STUDY

Hilton Riyadh Hotel & Residence

LOCATION

Riyadh · Saudi Arabia

PROJECT TYPE

5-star hotel and residence

SCOPE ON RECORD

All-day dining, grand restaurant, lobby
and lounges

DELIVERY MODEL

Manufacture with installation

KEY ELEMENTS

- Grand restaurant seating programme
- All-day dining and show-kitchen counter seating
- Lobby and lounge armchairs
- Classical lounge seating and casegoods
- Backlit onyx wall panelling
- Decorative chandelier and lantern programme

MATERIALS AND FINISHES

Backlit onyx, amber glass rod chandeliers, red lacquered and upholstered wall panels, brass and gold metalwork, marble fountain surround, patterned axminster carpet, timber veneer, orange leather counter stools.

MANUFACTURING NOTE

Saudi projects are inspected before they leave. Third-party pre-shipment inspection with photographic and video documentation, plus market compliance documentation, is built into the programme rather than arranged after the container is packed.



I2

Hospitality

Hotels, resorts, restaurants and public areas — the group's deepest sector, and the discipline that set its manufacturing standard.



Built for occupancy, not for a photograph.

Contract hospitality furniture is judged three years after opening. A guestroom chair is sat in a thousand times a year; a banquet chair is stacked, dragged and re-stacked; a bar front takes spillage, heat and cleaning chemicals every night.

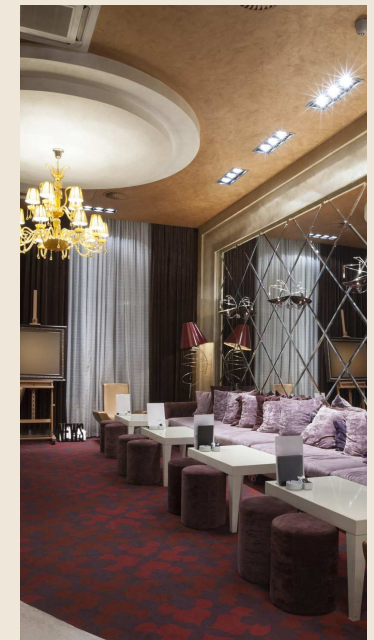
The group specifies to that reality: kiln-dried hardwood frames, high-density combustion-modified foam, contract textiles at a minimum of 40,000 Martindale, Crib 5 and TB 117-2013 fire performance, and finishes chosen for repairability rather than for showroom gloss.

PROPERTY TYPES

- Five-star city and business hotels
- Resorts and beach properties
- Boutique and design hotels
- Heritage conversions
- Serviced apartments and branded residences
- Restaurants, bars and clubs
- Ballrooms, banqueting and conference

GUESTROOM CAPACITY

300 complete guestroom FF&E packages per month — a 300-key property is one month of standing line capacity.



I3 Residential

More than one thousand homes and villas completed as full turnkey decoration — whole-house scopes taken as one contract, from the principal suite to the pool house.



One house, one specification, one delivery.

A private house furnished piece by piece from different suppliers arrives over eighteen months in twenty deliveries, in four shades of oak. The group's residential practice exists to replace that with a single specified package, manufactured together and installed in one mobilisation.

Whole-house scope covers reception rooms, the principal suite, dressing rooms, formal and family dining, kitchen and larder joinery, family wings, study and library, home cinema, wine cellar, staff quarters, terraces and the pool house. Where a developer is furnishing a programme of units, the specification is fixed once as a show-unit package and repeated.

PROGRAMME TYPES

- Private villas and estates
- Apartments and penthouses
- Branded and serviced residences
- Developer show units and repeat packages
- Multi-villa estate programmes

PROGRAMME DATES

- Apartment or house package — 20 to 26 weeks
- Fully specified villa — 22 to 30 weeks
- Classic interior — 32 to 52 weeks
- From signed contract and approved samples

RESIDENTIAL RECORD

1,000+

homes and villas completed as **full turnkey decoration** — design, manufacture, delivery and installation of the entire interior under one contract.

On record: a forty-villa luxury estate in Sofia, Bulgaria; luxury apartment programmes in the Caribbean; private villa commissions in Dubai, including Palm Jumeirah and Al Tawar.



I4

Commercial & Corporate

Headquarters, executive suites and specialist contract environments — schools, clinical facilities, cinemas and retail.



Corporate identity, resolved in joinery.

A headquarters fit-out is the one interior a company's own people, its clients and its investors all read as a statement of how it operates. The reception front, the boardroom table and the executive floor carry that reading; the workstation floor has to carry eight hours a day of use for ten years.

The group manufactures both ends of that range — bespoke reception and boardroom joinery alongside BIFMA and EN 1335 compliant workplace seating and open-plan systems — and documents the whole package to one specification.

ENVIRONMENTS

- Corporate headquarters and executive floors
- Boardrooms and conference suites, six to forty seats
- Open-plan workplace and collaboration space
- Reception, lobby and client-facing areas
- Education and training facilities
- Clinical and hospital environments
- Cinema and auditorium seating
- Retail fixtures and display joinery

PROGRAMME

Corporate headquarters — 16 to 22 weeks from signed contract and approved samples, including reception and boardroom joinery.



I5 Materials & Craft

Material intelligence, craftsmanship, engineering precision and finish quality — the four things a client actually touches.



What the group works in.

TIMBER & VENEER

Kiln-dried hardwoods · FSC-certified timber on request · book-matched veneers in mahogany, satinwood, walnut, rosewood, Macassar ebony, oak and teak · solid carved elements · reclaimed timber

UPHOLSTERY & TEXTILE

Contract leathers and hand-finished hides · silk damask, lampas and aubusson · contract fabrics from 40,000 Martindale · high-density combustion-modified foam · eight-way hand-tied seats

STONE

Marble, onyx, travertine and natural stone · quarry selection and slab approval · vanity and counter tops · cladding, inlay and mosaic · hand-carved elements

SURFACE & FINISH

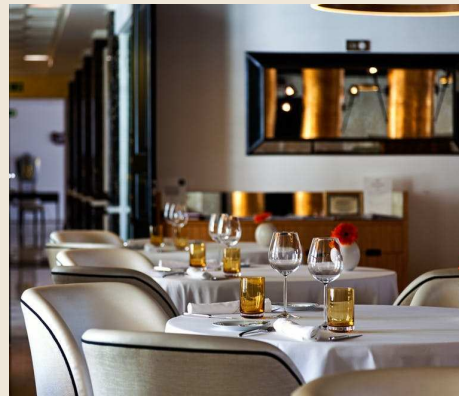
High-gloss lacquer · hand-rubbed oil · French polish · water gilding to 23 carat · gesso · shagreen and parchment · decorative and applied surfaces · low-VOC finishing systems

METAL

Brass, bronze and stainless steel · cast metals and ormolu mounts · architectural metalwork · patinated, plated, brushed and powder-coated finishes

GLASS, CRYSTAL & ACOUSTIC

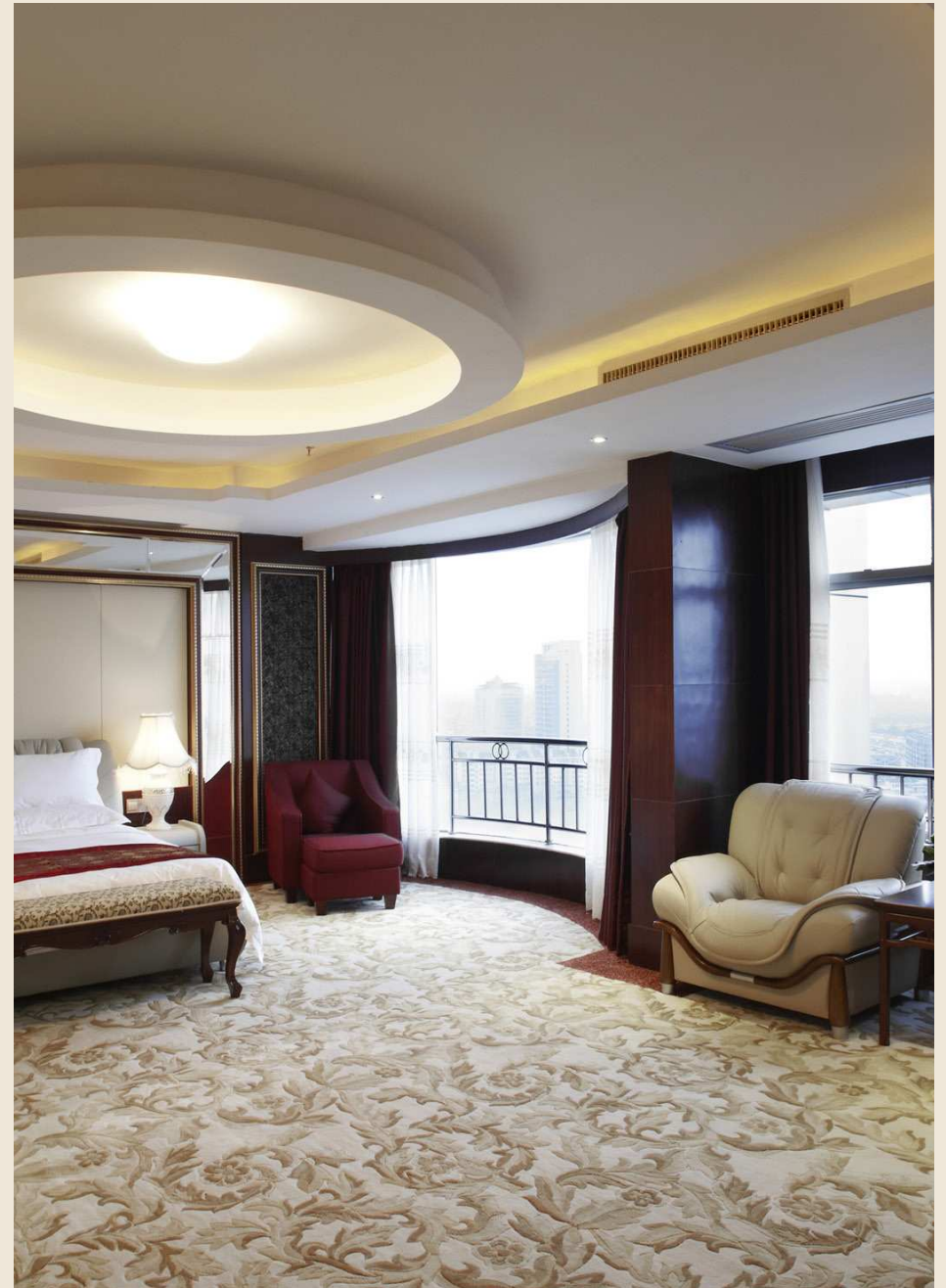
Etched and decorative glass · crystal chandelier and sconce components · backlit stone and onyx · acoustic fabrics and panel systems · composite substrates



Six processes that cannot be bought in.

01	SEASONING	Timber is dried and conditioned on site over months; for classical work, over years.
02	BOOK-MATCHING	Veneers are matched across an entire room before a single panel is cut.
03	HAND CARVING & GESSO	Carved and gesso-prepared elements worked to period technique at the bench.
04	WATER GILDING	Applied to twenty-three carat. A single console leg takes three days.
05	MARQUETRY & ORMOLU	Inlay and marquetry work; bronze mounts cast from period patterns and hand-chased.
06	HAND-TIED UPHOLSTERY	Eight-way hand-tied seats on kiln-dried hardwood frames; hand-stitched silk damask.

These processes are why the group's classic lead times are longer than its contract lead times, and why they are published rather than negotiated. A programme that assumes gilding can be accelerated is a programme that will slip.



I6

Quality & Certifications

Technical credibility, stated precisely. Standards are listed against the scope they apply to — not implied across the whole catalogue.



QUALITY MANAGEMENT

Inspected before it leaves.

Quality control runs in-line through production and again at despatch. Products across the group's projects undergo pre-shipment inspection by **SGS** and by **CIS**, each issuing photographic and video documentation with a written report before containers are sealed.

Weekly photographic production reporting is issued to the design team, the facilities team and corporate procurement throughout the manufacturing stage — so a problem is raised in week nine rather than discovered on site in week twenty-six.

MANAGEMENT SYSTEMS

ISO 9001
ISO 14001

Quality Management · Environmental Management

FIRE PERFORMANCE

- BS 5852 Crib 5
- California TB 117-2013
- FR-rated drapery and soft furnishing
- Regional civil-defence codes, Gulf markets

ACCESSIBILITY

- ADA
- EN 17210
- UAE Universal Design Code

MARKET & CONFORMITY

- CE marking — European Conformity
- Market-specific export compliance documentation
- Compliance dossier issued per commission

THIRD-PARTY INSPECTION

- SGS pre-shipment inspection with photographic report
- CIS pre-shipment inspection with image and video record
- Client or client's agent inspection accommodated on request

SEATING & ERGONOMICS

- BIFMA
- EN 1335
- Contract textiles from 40,000 Martindale
- High-density combustion-modified foam

MARINE & SPECIALIST

- IMO MED for marine applications
- UV-stable and marine-grade outdoor programmes

ENVIRONMENTAL & GREEN BUILDING

- Low-VOC finishing systems
- FSC-certified timber on request
- Documentation support for LEED v4.1, BREEAM, WELL v2 and Estidama Pearl

WARRANTY

- Written manufacturer's warranty against material and production defects
- Calibrated to corporate procurement specification
- Replacement, maintenance and after-sales coordination

Standards are listed against the scope to which they apply. Certification of an individual product line for a specific market is confirmed in writing at quotation stage; no standard in this document should be read as applying automatically to the entire catalogue. Additional management-system and national certifications are held and are evidenced on request.

I7

Logistics & Installation

The group is engineered for projects that are never in the same country as the factory. From packing bay to installed condition, the chain stays in-house.



Twelve steps between the line and the handover.

Most furniture manufacturers stop at step four. From step five onward a client is normally managing a freight forwarder, a customs broker and an installation contractor who have never seen the drawings and have no relationship with the factory.

Sagist Group carries all twelve. Under CIF and turnkey models the group holds freight risk until containers reach site — which is the difference between a supplier and a delivery partner.

SEQUENCE, NOT VOLUME

Containers are loaded to the installation sequence. The crew opens the first container and begins on the first floor — instead of unpacking six containers to find the headboards.

01	PRODUCTION COMPLETE	Items finished, assembled where required and released from the line.
02	QUALITY CONTROL	In-line and final inspection against the signed sample record.
03	PRE-SHIPMENT INSPECTION	Third-party inspection by SGS and CIS with photographic and video report.
04	EXPORT PACKING	Proprietary vacuum-compression packing, crating and corner protection for marine transit.
05	CONTAINER PLANNING	Loading plan built to the installation sequence, room by room and floor by floor.
06	LOADING	Containers loaded by the group's own logistics team, marked and manifested.
07	DOCUMENTATION	Export documentation, certificates of origin, packing lists and compliance dossier.
08	FREIGHT	Marine or overland transport to the destination port or terminal.
09	CUSTOMS	Customs coordination and clearance support at destination.
10	SITE DELIVERY	Delivery to site in installation sequence, against the site's access constraints.
11	INSTALLATION	Assembly and installation by the group's own crews.
12	SNAGGING & HANDOVER	Room-by-room snagging, final inspection, commissioning and client sign-off.

I8

Why Sagist Group

Written for the three people who decide: the procurement director, the architect, and the developer carrying the programme.



Eight reasons this simplifies your project.

SINGLE-SOURCE COORDINATION

One contract replaces a designer, a manufacturer, a joinery subcontractor, an upholsterer, a stone supplier, a lighting supplier, a forwarder, a broker and an installer.

ONE ACCOUNTABLE PARTY

A named project director from Letter of Intent through commissioning and into warranty. Delays cannot be attributed sideways.

CUSTOM MANUFACTURE, NOT CATALOGUE SUBSTITUTION

Products are made to the specification issued. Nothing is silently value-engineered into an equivalent.

SAMPLE-GATED PRODUCTION

No production run opens without a signed sample. What is approved is what ships.

INSPECTION BEFORE DESPATCH

Third-party pre-shipment inspection with photographic and video record, issued before containers are sealed.

DOCUMENTED PROGRAMME

Weekly photographic reporting, container manifests, installation sequence and compliance dossier.

FREIGHT RISK CARRIED

Under CIF and turnkey models, risk sits with the group until containers reach site.

FLEXIBLE ENGAGEMENT

Seven delivery models from design-only to complete turnkey. The scope boundary is explicit in the contract.

THE THIRTY-SECOND VERSION

You buy an installed interior, not a container of furniture. Design, engineering, manufacture, inspection, freight, customs and installation sit inside one organisation, on one programme, against one warranty — and one person answers the phone when a date moves.

We translate design intent into something manufacturable — without editing it.

The risk in specifying a distant manufacturer is not price. It is the quiet substitution — a different veneer, a simplified profile, a foam that changes the sit. Our engineering studio is built to prevent that, and to give a design team the documentation it needs to defend a specification to a client.

WHAT WE PRODUCE FOR YOU

- Shop drawings and 1:1 detail studies
- Material and finish specifications
- Full-size prototypes in specified materials
- Physical material and finish samples
- Mock-up rooms where the programme allows
- 3D visualisation before commitment
- Weekly photographic production record

WHAT WE CAN ADAPT

- Custom dimensions and non-standard geometry
- Bespoke development from sketch
- Material matching to an existing scheme
- Finish development and colour matching
- Brand-standard compliance for operators
- Heritage and period reproduction
- Reverse-engineering of a reference piece

Design authorship stays with you. Under delivery models B, D and E the group manufactures to your drawings and issues no competing design.

Fewer suppliers, fewer interfaces, fewer reasons for a date to move.

- **Scope consolidation.** FF&E, architectural joinery, stone, metal, lighting and soft furnishing bought once, from one party.
- **Schedule control.** Published lead times by scope; standing line capacity of 300 guestrooms per month; the critical path drawn against sample sign-off.
- **Cost control.** Manufacturing at source removes the trading margin between a supplier and a factory; budget engineering is done at specification stage, not by substitution at production stage.
- **Quality consistency.** One veneer batch, one finish standard and one lacquer shade across a property — unobtainable when packages are split.
- **Repeatable specification.** Show-unit packages fixed once and reproduced across a multi-unit programme.
- **Predictable cash profile.** 40% at Letter of Intent, 50% at production sign-off, 10% at installation completion.
- **Reduced supplier fragmentation.** One warranty, one snagging list, one party responsible for closing it.

STATED PLAINLY

Sagist Group does not offer guaranteed savings or guaranteed dates in a brochure. Both are quoted, contracted and carried project by project.

I9

Leadership & Design Philosophy

An architect and a physics engineer running a manufacturing group — a combination that explains most of how this company is organised.



Two disciplines, one method.

Metin Durmaz founded Sagist Group in Istanbul in 1996 and has been its Chairman and Chief Executive since. Born in Istanbul, he trained both as an architect and as a physics engineer at Sichuan University in Chengdu — a dual formation that shows in how the group is built. Design is not treated as a service department that hands work to a factory; it is treated as the first stage of a manufacturing process, with tolerances, material behaviour and assembly sequence considered while the scheme is still being drawn.

Before returning to manufacturing, he served as Deputy General Manager at a Hong Kong investment firm, directing cross-border capital allocation and high-net-worth portfolio operations across Asian and European markets. That period accounts for the group's comfort with international contract structures, letters of credit, multi-market compliance and the financial mechanics of large-scale export.

He signs the group's state, embassy and principal-tier private commissions personally and remains the named point of contact on them. The Chairman's Office answers within two working days.

DISCIPLINES

- Architecture
- Physics engineering
- Luxury furniture manufacturing
- International project finance

FOCUS

- Vertically integrated manufacturing strategy
- Cross-border export logistics
- Embassy and state-level commissions
- Strategic capital partnerships



“We do not subcontract the work that defines us. We make it ourselves, or we do not take the commission.”

METIN DURMAZ

Seven positions the group works from.

Context before style. A hotel in Riyadh, a wharf conversion in Sydney and a villa in Sofia are not three chances to apply the same house aesthetic. The group has no signature look it imposes; it has a signature standard of execution.

Material honesty. Timber that reads as timber, stone that reads as stone, metal that carries the mark of how it was made. Applied finishes that imitate another material are used where the specification calls for them and nowhere else.

Function is the first luxury. A wardrobe door that closes softly after ten thousand cycles, a drawer that runs true

in humidity, a chair that is comfortable at the end of a long dinner. These are engineering outcomes, not decorative ones.

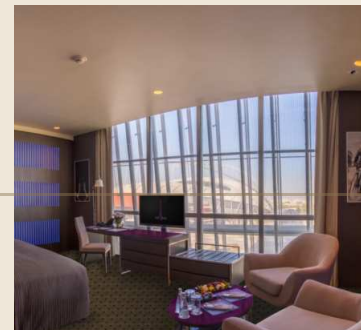
Detail at the junction. Interiors are judged where two materials meet — the reveal, the shadow gap, the mitre, the transition from stone to veneer. Manufacturing both sides of that junction is the only reliable way to control it.

Human experience over specification sheets. Seat height, arm position, the weight of a door, the temperature of a metal handle in a cold lobby. The

group prototypes at full size because these are the things a drawing cannot settle.

Restraint. The group's own position is quiet: proportion, honest material, well-resolved junctions, finishes that improve with use. Where a client's brief calls for ornament, the classic atelier delivers it correctly rather than approximately.

Longevity as the measure. The only meaningful test of a contract interior is how it looks and performs in year seven. Everything above is organised around that single criterion.



Two awards. Both on the record.

2018

Five Star Diamond Award

Best Contract Furniture Factory 2018
The American Academy of Hospitality Sciences

2019

Gold Star — International Arch of Europe

Europe's 2019 Best Contract Furniture Manufacturer
International Arch of Europe

Sagist Group lists only awards it holds and can evidence. Both trophies above are held at the group's Istanbul offices and are photographed in the group's own record. No further recognition is claimed in this document.



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Start a conversation.

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CHAIRMAN'S OFFICE

State, embassy and principal-tier
private commissions.
Response within two working days.

WHAT TO SEND WITH AN ENQUIRY

- Project location and type
- Room programme or schedule of areas
- Brand standard, if applicable
- Design package or reference imagery
- Target budget envelope
- Required delivery model
- Programme dates and site access

Initial enquiries are reviewed within
one working day.

DIRECT



ENQUIRY FORM



WHATSAPP

Send us the room programme. We will send back a scope, a specification, a
lead time and a price — *and the name of the person who will carry it.*

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Sagist

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