

ARMACELL MEDIA KIT

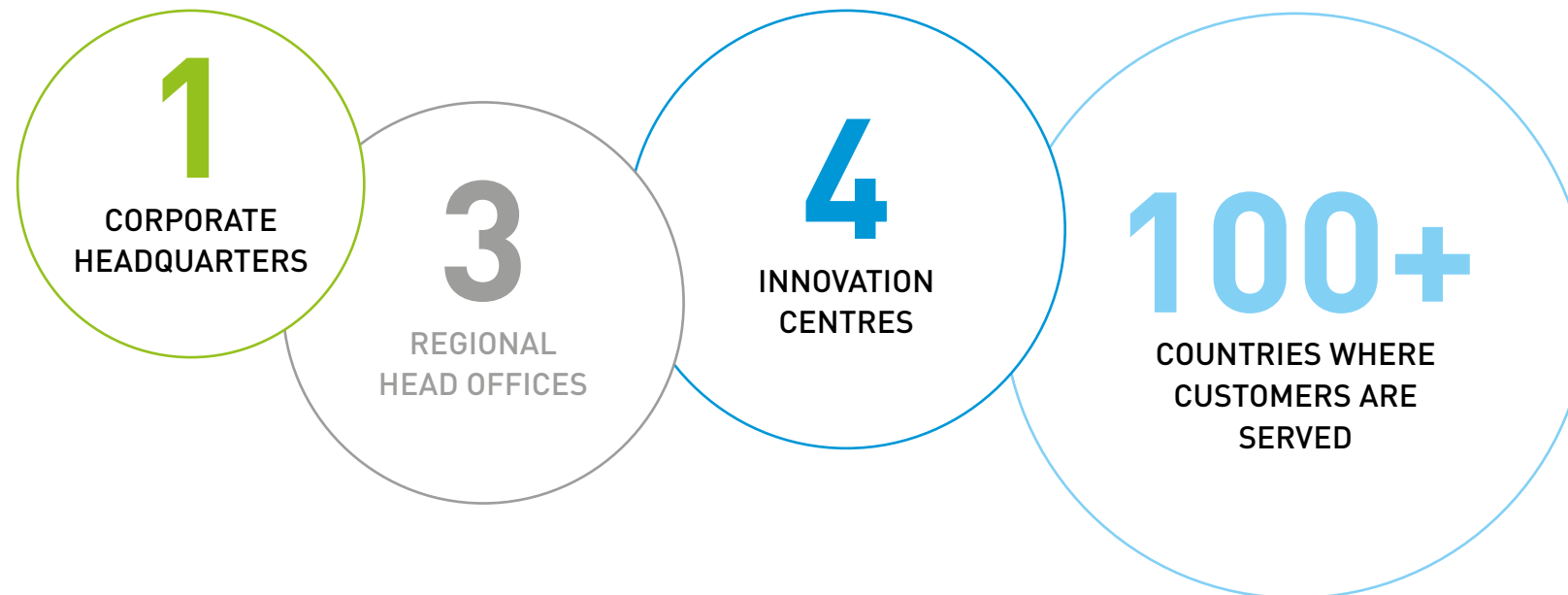


ABOUT US

Ever since Armacell invented flexible elastomeric foams for equipment insulation, we have been developing innovative and safe thermal and mechanical solutions that create sustainable value for our customers and make a difference around the world. As a multi-material, multi-product company, we operate two main businesses: Advanced Insulation and Engineered Foams.

Our focus is on insulation materials that enhance the energy efficiency of technical equipment, high-performance foams for acoustic and lightweight applications, recycled PET products, next-generation aerogel technology and passive fire protection systems.

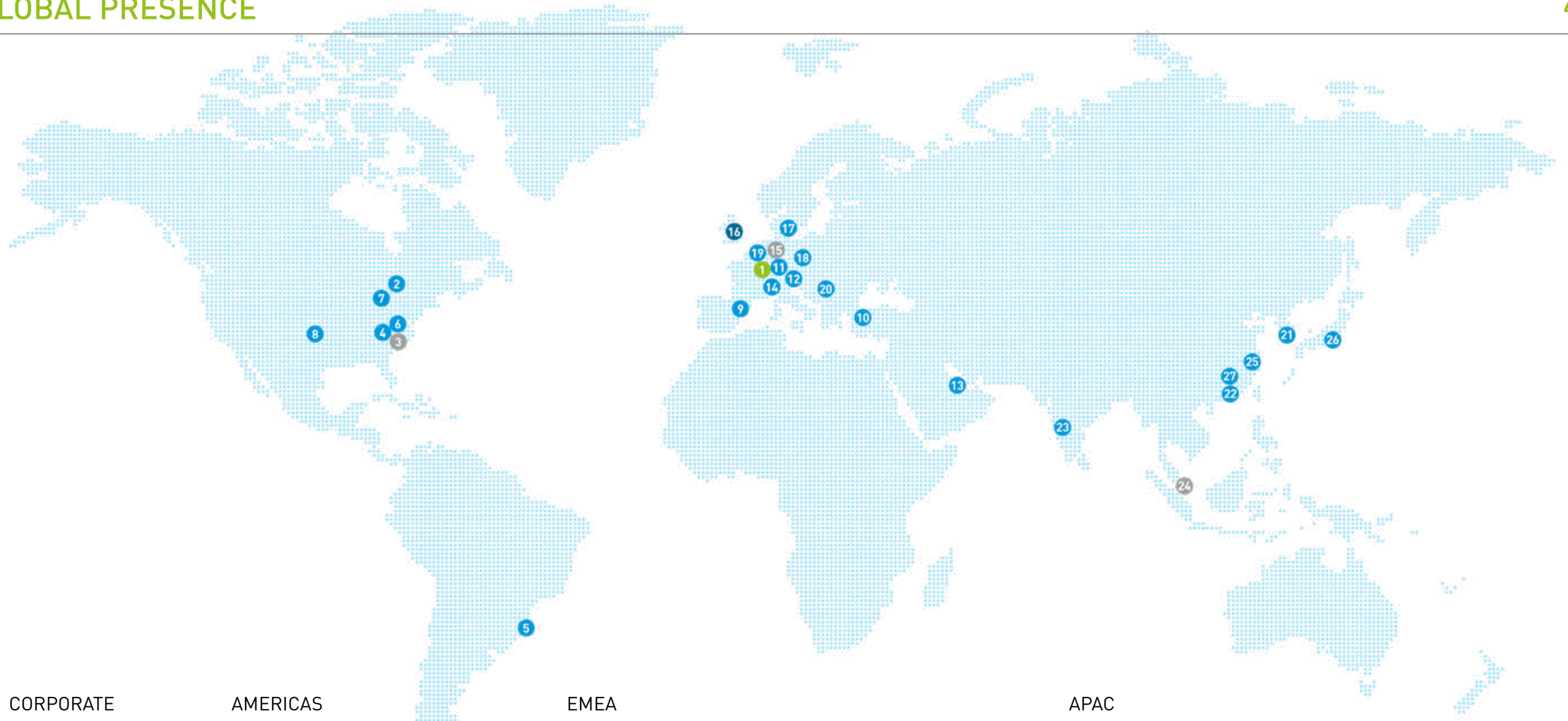
Our vision is to position Armacell as the global leader in providing innovative, technical insulation solutions and components to **save energy and make a difference around the world.**



GLOBAL PRESENCE, LOCAL FOCUS

Armacell is a globally operating company managed from its corporate headquarters in Luxembourg and from regional head offices in Germany, the USA and Singapore. Multiple national teams ensure the appropriate local focus. In countries where Armacell does not have its own facilities, sales offices and distributors extend the Group’s presence to ensure a truly global network. Armacell customises its products locally at 27 manufacturing facilities in 19 countries to guarantee a customer-centric product portfolio. In 2022, the global manufacturing network was extended through the addition of new facilities in Japan, Singapore, Serbia and Austria.

Four product innovation centres spread across the world ensure a steady supply of pioneering innovations to meet customer and market requirements. We operate centres of excellence for flexible elastomeric foams in Münster, Germany and in Mebane (NC), USA, and for polyethylene foam products in Środa Śląska, Poland. The expertise in PET technology is centred in Thimister, Belgium, and the aerogel insulation blankets technology in Cheonan, South Korea. With its regionally diversified production footprint, Armacell has long been a pioneer in exploring new geographies and is particularly focused on expanding into fast growing markets.



CORPORATE

1 LUXEMBOURG - LUX
(Global headquarters)

AMERICAS

- 2 BRAMPTON - CAN
- 3 CHAPEL HILL, NC - USA
- 4 CONOVER, NC - USA
- 5 FLORIANÓPOLIS - BRA
- 6 MEBANE, NC - USA
- 7 SPENCER, WV - USA
- 8 YUKON, OK - USA

EMEA

- 9 BEGUR - ESP
- 10 BURSA - TUR
- 11 FRIESENHOFEN - GER
- 12 GÖDERSDORF - AUT
- 13 HIDD - BHR
- 14 LEINI - ITA
- 15 MÜNSTER - GER
- 16 OLDHAM - GBR
- 17 ØLSTYKKE - DNK
- 18 ŚRODA ŚLĄSKA - POL
- 19 THIMISTER - BEL
- 20 ZRENJANIN - SRB

APAC

- 21 CHEONAN - KOR
- 22 PANYU - CHN
- 23 PUNE - IND
- 24 SINGAPORE - SGP
- 25 SUZHOU - CHN
- 26 TOKYO - JPN
- 27 YINGDE - CHN

● Regional head office
● Manufacturing Facility
● Distribution Centre

PERFORMANCE

ENABLING ENERGY EFFICIENCY FOR EQUIPMENT WORLDWIDE

27 PLANTS IN 19 COUNTRIES

€806m

TOTAL NET SALES

€631m NET SALES ADVANCED INSULATION €175m NET SALES ENGINEERED FOAMS

€121m

ADJUSTED EBITDA

3,390
EMPLOYEES
WORLDWIDE



APAC



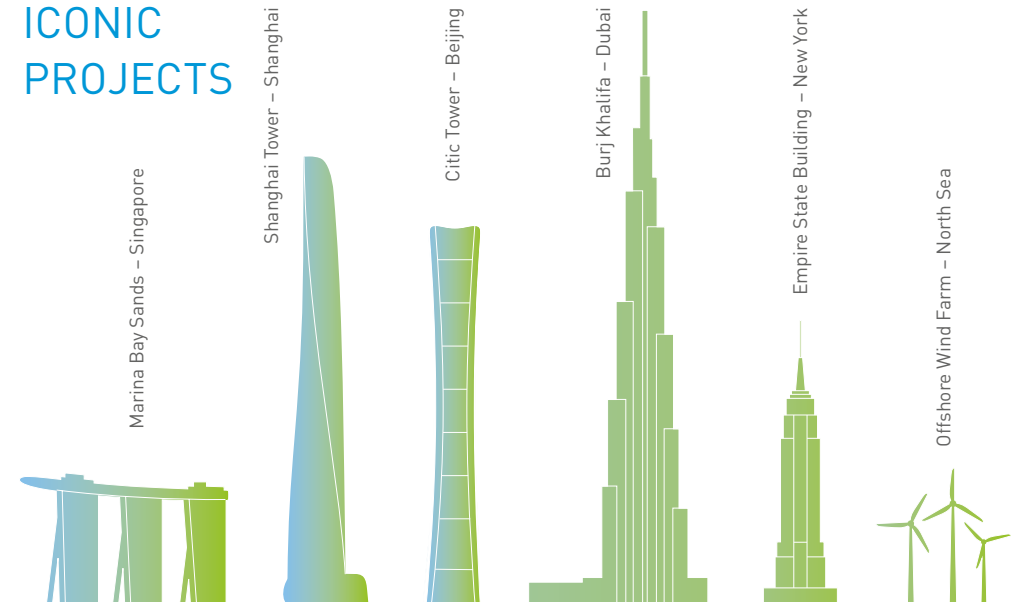
AMERICAS



EMEA

70+
NATIONALITIES

ICONIC PROJECTS

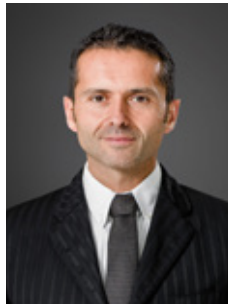


Armacell’s executive team comprises eleven highly experienced international managers representing eight nationalities and a diverse set of skills. Their common purpose is to drive the company’s future growth by fostering innovation, encouraging commitment and promoting entrepreneurship.



Adrian Yeandle
Chief Legal & Compliance Officer

Manages the legal and compliance affairs within the Armacell Group, ensuring that our operations comply with applicable laws and internal regulations.



Roberto Mengoli
Chief Technology Officer

Safeguards and monitors the highest possible quality and safety standards by systematically optimising structures, processes and tools throughout Armacell.



Sophie Ancelin
Chief Human Resources Officer

Fosters the talents of 3,000+ employees to enable Armacell’s global growth and leads all training, talent acquisition and career development activities.



Wim Van Acker
Chief Financial Officer

Develops Armacell’s strategic choices through capital structure optimisation, management of financial resources, taxation and risk, and efficient capital utilisation.



Guillaume Huguen
Chief Strategic Development Officer

Leverages his deep understanding of our industry, implements Armacell’s external growth strategy, and heads corporate communications, innovation and global purchasing.



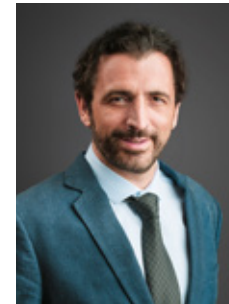
Laurent Musy
Chief Executive Officer

Sets and executes Armacell’s strategy in making the company a truly global leader in advanced material technologies and energy efficiency around the world.



Ciro Ahumada
Vice President AMERICAS

Energises the synergies from multiple acquisitions in North and South America to deliver profitable, high-quality product solutions.



Liam Douglas
Vice President APAC

Strives to strengthen Armacell’s position and set up the Asia Pacific region for additional growth through a wide range of tailored solutions.



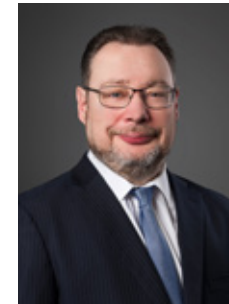
Bart Janssen
Vice President Engineered Foams & Energy

Drives the development of the PET, Component Foams and Energy businesses, with a strong focus on nurturing the sustainability of product lifecycles.



Malte Witt
Vice President EMEA

Grows Armacell’s position and market shares of energy-saving products and solutions in Europe, the Middle East and Africa.



Marc Cangelosi
Chief Marketing Officer

Enables a customer-centric culture and adds value through Armacell’s sales and marketing excellence programmes.



MAKING A DIFFERENCE AROUND THE WORLD

ACCUMULATED EXPERTISE

- FAST KNOW-HOW TRANSFER
- CONTINUOUS RESEARCH & DEVELOPMENT
- CO-ENGINEERING AND TEAMWORK
- HIGHEST QUALITY STANDARDS
- EFFICIENT CUSTOMER TRAINING
- VALUE-ADDED SERVICES

Our technical know-how is based on decades of experience in the flexible insulation market and the multi-disciplined expertise of our highly qualified global workforce. It finds its expression in the broad portfolio of products, services and system solutions we offer in a wide range of fields. The way we work is how we apply our expertise to deliver added value to our customers and end-users all over the world.

BUILDING A SUSTAINABLE FUTURE FOR EVERYONE

The United Nations' 17 Sustainable Development Goals (SDGs) are the blueprint to achieve a better and more sustainable future for everybody. They address global challenges and call on individuals, companies and organisations to play their part in achieving these global goals by 2030.

More information about sustainability is available on our website:
WWW.ARMACELL.COM/SUSTAINABILITY

At Armacell, we are particularly committed to five SDGs that are intrinsically linked to our business.

For more than 15 years, we have also been supporting the United Nations Global Compact (UNGC) initiative and aligning our strategies and operations to its Ten Principles to meet fundamental responsibilities in the areas of human rights, labour, environment and anti-corruption.



SAFE WORKPLACE

A decent job is a safe job. Armacell's Health & Safety Policy and its promotion of a zero-accident mindset help employees to go home from work safe and healthy.



INNOVATIVE TECHNOLOGY

We develop and market innovative products and solutions that conserve energy and enable lightweighting solutions in the automotive, rail and wind energy industries.



PRESERVING RESOURCES

We are committed to delivering sustainable value through low-impact and durable performance products, adopting a responsible use of resources in our sourcing and production.



HIGHER ENERGY EFFICIENCY

By enhancing energy efficiency and lowering CO₂ emissions in a wide range of industries, our products enable a more effective global response to climate change.



LESS PLASTIC POLLUTION

Plastic debris are polluting the world's oceans. Our structured PET foams are made entirely of recycled plastic bottles, which may otherwise have ended up in lakes, rivers or seas.

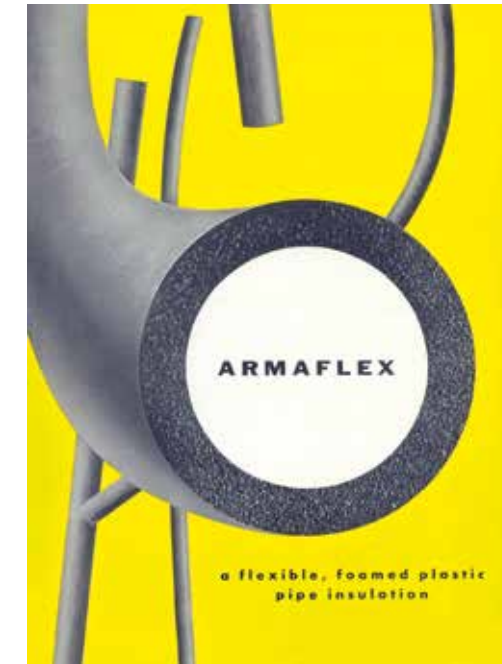
A UNIQUE HERITAGE AND PRODUCT PORTFOLIO

Our high-performance products and solutions are delivering value-enhancing answers that meet the differing demands of residential, commercial, industrial, transport, energy and sports & leisure destination end markets. Answers that are developed in close collaboration with our customers worldwide. The outcome is a diverse portfolio comprising fit-for-purpose products and made-to-measure solutions.



A single pioneering product set the Armacell wheels in motion: **ArmaFlex®**. The invention of the world's first flexible elastomeric foam for equipment insulation by Armstrong, Armacell's predecessor company, was a revolutionary step forward in the insulation industry. The first patent protecting the innovative ArmaFlex technology was published in the United States in 1958 and was followed by many more in subsequent decades. ArmaFlex is also a registered trademark in more than 50 countries worldwide, with the earliest dating back to 1957, and our portfolio of patent families covering various aspects of our product offerings is equally extensive. That is why we pursue a policy of effective patent and trademark management, which includes taking action against any infringements.

Vintage ArmaFlex® poster (1950s USA)



ArmaFlex is manufactured across the Armacell world, customised to local requirements and often combined with other products into hybrid solutions. Only where an insulation product features the ArmaFlex registered trademark from Armacell can you be sure of enjoying the unique ArmaFlex properties.

The world's first flexible insulation material has maintained its market-leading position for nearly 70 years because we invest in enhancing those properties and extending our range of products to cover more and more applications. Our commitment to this ArmaFlex heritage ensures you can trust our entire product portfolio.



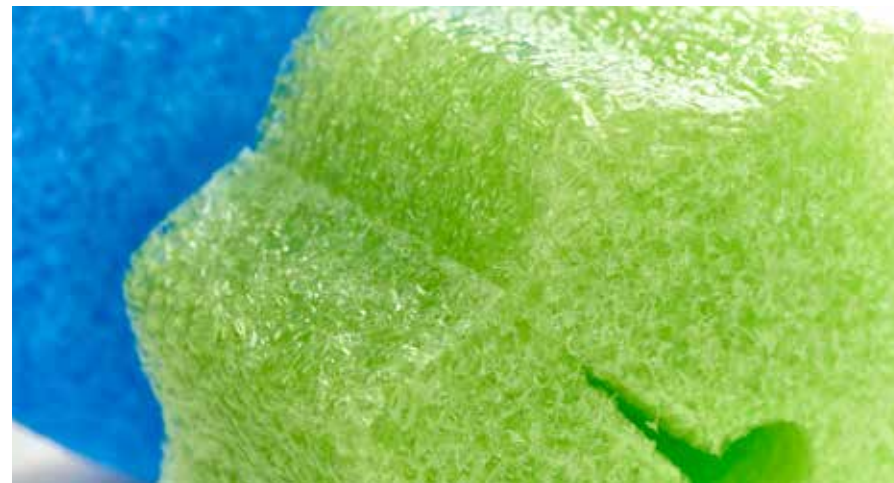


Ever since the invention of **ArmaFlex®**, the world's first flexible elastomeric foam for equipment insulation, we have been expanding our portfolio of thermal, acoustic and mechanical solutions.



Categorised into eleven family brands, they comprise insulation materials for technical equipment, high-performance foams for high-tech and lightweight applications, next-generation aerogel blanket technology, and passive fire protection systems. Our products go 'Beyond Better' to save energy, reduce noise, increase comfort and safety, prevent moisture ingress, thermal losses and corrosion under insulation.

- | | | | | | |
|--|--|---|---|---|--|
| <p>ArmaFlex®
All closed-cell insulation materials based on elastomeric foam</p> | <p>ArmaComfort™
All insulation products for sound attenuation</p> | <p>ArmaFix™
All mounting and fixing solutions</p> | <p>ArmaLight™
All polyethylene-based materials</p> | <p>ArmaProtect™
All fire protection solutions</p> | <p>ArmaWool™
All products based on mineral wool</p> |
| <p>ArmaClad™
All cladding solutions</p> | <p>ArmaComp™
All component foams</p> | <p>ArmaGel®
All products based on aerogel technology</p> | <p>ArmaPET®
All PET-based foams</p> | <p>ArmaSound®
All industrial acoustic solutions (incl. energy)</p> | |



ICONIC ACOUSTIC PERFORMANCE

// **PROJECT:** Mennica Legacy Tower
Location: Warsaw, Poland

// **SOLUTION:** ArmaComfort™ AB Alu Plus was installed to ensure better noise reduction with thinner wall thicknesses and anti-condensation insulation for sewage pipes, ventilation ducts and air-conditioning devices.



A BIG WIN FOR ENERGY SAVINGS

// **PROJECT:** University of Nebraska – Stadium Expansion
Location: Lincoln (NE), USA

// **SOLUTION:** Using AP/ArmaFlex closed-cell insulation was the smart choice for immediate energy savings. ArmaFlex® also comes with **Microban®** antimicrobial protection and is GREENGUARD® Gold Certified to low emission standards.

INSULATING CHINA'S LARGEST REFINERY

// **PROJECT:** Shenghong Refining & Chemical Integration Refinery

Location: Lianyungang City, China

// **SOLUTION:** Armacell provided the insulation for the cold pipes on the pipe racks, installing 15,000 m³ of **ArmaFlex® LT** and **ArmaFlex® LTD** products (including 20,000 tins of 520 adhesive).



INNOVATIVE RECYCLING TECHNOLOGY

// **PROJECT:** The Pulse

Location: Amsterdam, The Netherlands

// **SOLUTION:** ArmaPET® Eco50 and Duplicor® provide the best bio-based, fire-resistant and circular solution in the building industry, replacing conventional materials with recycled materials.



FIRE SAFETY

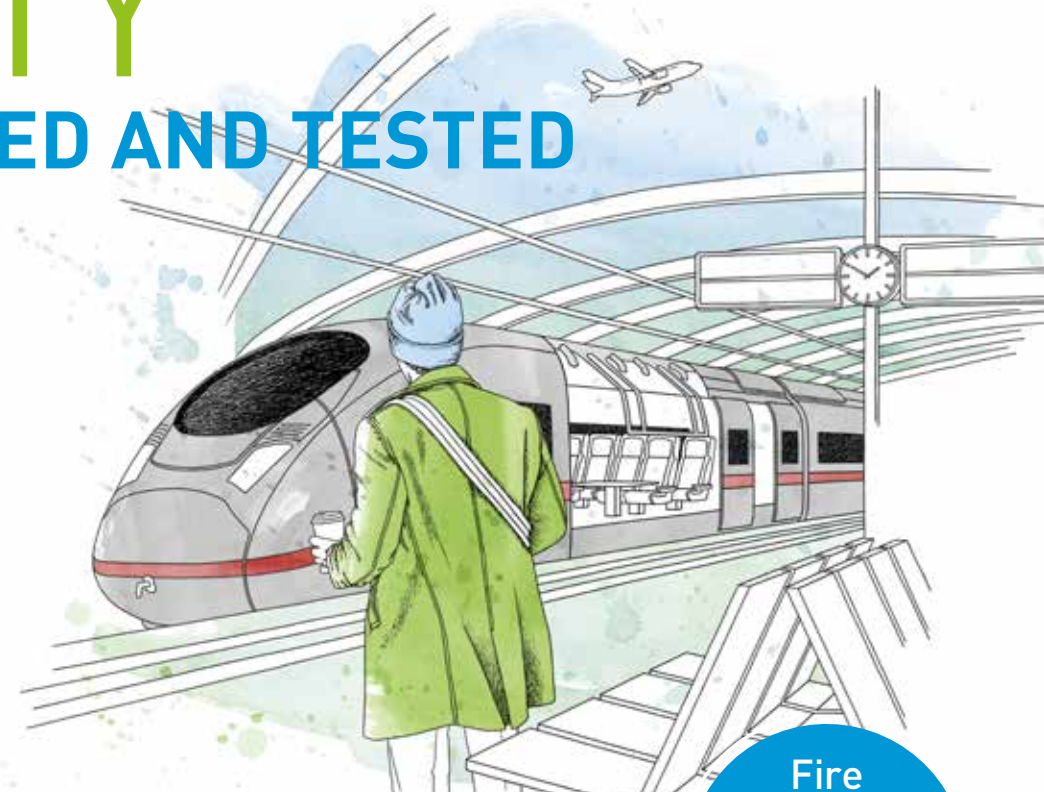
APPROVED AND TESTED

Our passive fire protection (PFP) products provide fire-safe circumstances in the event of a fire emergency

// **Fire compartmentation** – containing a fire within a limited area and keeping escape routes free of smoke – is key to a holistic fire safety approach. Passive fire protection (PFP) systems from our one-stop shop make effective compartmentation possible.

// Our **ArmaProtect™** firestop products comply with global fire safety regulations such as EN13501-2 and UL1479 for fire ratings up to 240 minutes.

// Our **ArmaGel® HTF** is a new generation of aerogel fire protection blanket. A reliable solution for superior thermal insulation, for high-temperature applications up to 650 °C (1200 °F). ASTM C1728 compliant. It provides additional fire protection to reduce the risk of shut-downs. Officially tested up to 120 minutes, compliant with UL 1709. Achieves 90 minutes of fire protection according to jet fire (ISO 22899-1). The ideal solution for applications where both, thermal insulation and fire protection, is required.



Fire ratings up to
240
minutes

THE CHALLENGE

How can you reduce the risk to people and property in the event of a fire and give occupants and emergency responders more time to escape or enter a building?

THE ANSWER

// **ArmaProtect™** firestop products provide fire-safe conditions in an emergency. They minimise the risk of fire and smoke spreading to adjacent fire compartments, thus reducing damage and saving lives.

// The comprehensive **ArmaProtect™** product range comprises intumescent firestop wraps and collars, ablative coated firestop boards, cementitious firestop mortar and firestop sealants.

// In addition to **passive fire protection**, our products and solutions play a key role in improving fire safety in residential, commercial and industrial buildings and transport vehicles such as high-speed trains.



ACOUSTIC COMFORT

REGULATED NOISE

Armacell knows how to control noise – for the comfort of silence

// **Tested and certified** by recognised institutes, our products satisfy – and in many cases exceed – the requirements of the main standards on noise control.

// **ArmaComfort™** acoustic solutions reduce noise through superior sound absorption. **ArmaSound® Industrial Systems** combine thermal insulation with effective acoustic control solutions for energy and industrial applications.

// Though thinner and lighter than conventional systems, **ArmaGel®** aerogel insulation blankets combined with ArmaSound® Industrial Systems provide better acoustic insulation.



THE CHALLENGE

What can be done to reduce excessive noise? It impacts 76% of the world's population, disturbs sleep, affects hearing and lowers productivity. Installing acoustic solutions.

THE ANSWER

// **High-quality** acoustic insulation is needed to tackle the second-biggest environmental factor impacting human health worldwide (after air pollution).

// **Effective acoustic control** solutions protect people from the effects of noise, make more productive work possible and improve the quality of life at home and while travelling.

// It is important to correctly identify the noise sources, understand how they spread and insulate the different types of sound. That is where Armacell's acoustic experts come in – with **technical know-how** and product solutions.

Up to
30 dB less
noise with
ArmaComfort™

DISTRICT HEATING

GREENER ENERGY

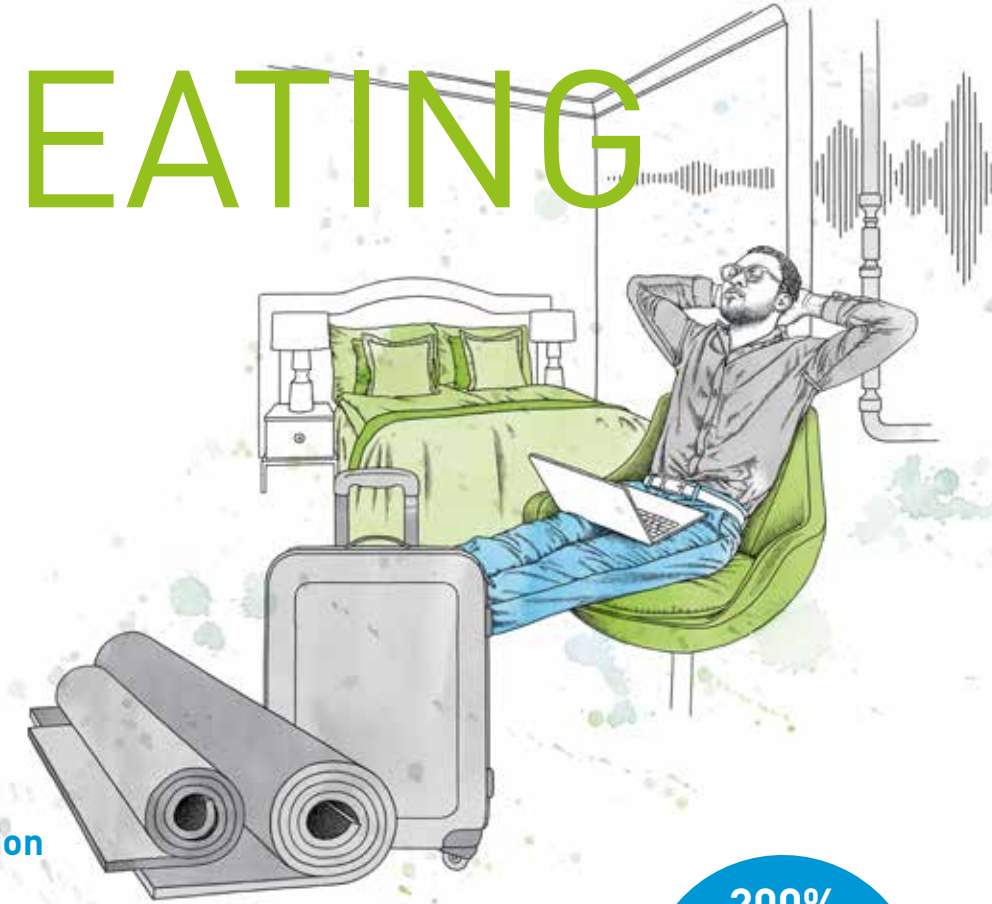
Armacell pre-insulated pipes minimise remote energy losses

// **Our customers** can benefit from both non-flexible pipes connecting the energy source to the substation and flexible pipes connecting the substation to commercial or residential buildings.

// **District energy systems** include highly insulated underground thermal piping networks that transmit steam or hot water to heat and cool multiple buildings and improve their energy efficiency.

// **Pre-insulated pipes** are the technical prerequisite for district heating and cooling networks as well as specific applications such as biogas-fuelled heat and power cogeneration or industrial process pipelines.

Heating/cooling accounts for 50% of EU energy consumption



200%
increase in
installed heat
pumps by
2025

THE CHALLENGE

How can we tackle global warming?
How can we reduce the use of the fossil fuels oil
and gas in heating systems?

THE ANSWER

- // **District heating systems** fuelled, for example, by solar power or biomass are an energy-efficient means of reducing our fossil fuel dependency.
- // The European market for pre-insulated flexible pipes is expected to double its current volume by 2030. **Solar thermal energy and heat pumps** are also an important component of district heating networks.
- // Armacell entered this **fast-expanding sector** in 2022 and stands to become a major player in this market.

10 reasons to work with **Armacell** – global leader in high-performance insulation materials

- 1 Customer-first mindset** Every day across the globe, more than 300 highly skilled sales and customer service employees strive to create sustainable value for our customers and maintain a close collaboration with them. We develop a co-engineering approach to develop solutions that enhance our customers' business. Armacell stands at your side until the very end of your project.
- 2 Solutions-driven company** As a multi-material and multi-product company, we offer an extended product portfolio ranging from thermal insulation and acoustic insulation to passive fire protection and engineered foams. We address the market needs with fit-for-purpose systems and solutions that we co-design with our customers.
- 3 Innovation leader** As the inventor of the market's reference product ArmaFlex in 1954, we constantly bring innovations to the market, hold +300 patents across 50 patent families, and provide solutions addressing global megatrends.
- 4 Undisputed product quality** Armacell stands for no compromises on quality and superior performance. We ensure the highest possible quality and safety standards by systematically optimising our processes thanks to our World-class Armacell Mindset (WAM) programme and hold the most stringent product certifications.
- 5 Dedicated technical support** More than 25 Armacell technical experts support our customers everywhere in the world in pre-sales (specification), on-site assistance and training as well as after-sales assistance.
- 6 Deep environmental commitment** We dedicate our business to optimising energy efficiency for equipment, we commit to protect the natural environment and move towards a circular economy model. We were the first elastomeric insulation manufacturer to introduce third party-verified EPDs.
- 7 Global presence and network** We serve more than 100 countries and address local market specificities through more than 3,300 employees and 27 manufacturing plants.
- 8 Robust multi-destinations expertise** We have multiple references in the healthcare, education, data centre, transportation, energy, industrial, residential and other segments.
- 9 State-of-the-art tools** Through initiatives such as our insulation calculator ArmaWin, our installation videos, our webinars or our customer experience and training centre ArmaLive in Singapore, we support our customers with the best tools to successfully develop their business.
- 10 Strong local presence (to be completed locally)** Production unit, distribution centres, local partnerships, date of establishment, etc.

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At Armacell, your trust means everything to us, so we want to let you know your rights and make it easier for you to understand what information we collect and why we collect it. If you would like to find out about our processing of your data, please visit our [Data Protection Policy](#).

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ABOUT ARMACELL

As the inventor of flexible foam for equipment insulation and a leading provider of engineered foams, Armacell develops innovative and safe thermal and mechanical solutions that create sustainable value for its customers. Armacell's products significantly contribute to global energy efficiency making a difference around the world every day. With more than 3,300 employees and 27 production plants in 19 countries, the company operates two main businesses, Advanced Insulation and Engineered Foams. Armacell focuses on insulation materials for technical equipment, high-performance foams for acoustic and lightweight applications, recycled PET products, next-generation aerogel technology and passive fire protection systems.

For more information, please visit:
www.armacell.com

