

Svenska Aerogel's customer projects in the UK and Ireland are accelerating remarkably quickly

Over the past few months, several customer projects have accelerated remarkably quickly in the collaboration between Svenska Aerogel and Stort Chemicals. Stort, which is an established player in the British and Irish coatings market, became Svenska Aerogel's distributor in the second half of 2022 and is thus the company's newest distributor. Even though it has only been a short time since the distributor agreement was signed, several potential customers have already reached the product development phase in their business development.

Svenska Aerogel signed the distributor agreement with Stort in order to reach a new geographical area in which the company sees great potential. The collaboration started last autumn after Svenska Aerogel completed training with Stort's sales force. In October 2022, the companies visited their first customers together. Since then, several interesting projects have developed at great speed, with one of the potential customers already ordering a large quantity of sample material for their first production trial.

Iain Coull, Senior Technical Sales and Product Manager at Stort Chemicals, comments on the customer projects:

"The feedback from our potential customers has been very positive indeed. The product samples have shown not only high quality but also excellent performance, above what was expected and had been seen with other manufacturers' material. In fact, after only a few months, we are at factory trial positions with some customers. The speed of these developments is unreal."

According to Stort and Svenska Aerogel, the market is open to new energy-saving technologies.

"The interest in the UK reflects the high interest in Quartzene® that we see in the global and European markets. Recently, this interest was confirmed by the many visitors at the European Coatings Show," Joakim Wanner, Sales Director at Svenska Aerogel, says.

"In the wake of the terrible Grenfell tower disaster, there is great interest in fire protection, and suppliers in the construction market are far more aware of the real risks associated with non-fire rated coatings and insulation," Iain Coull adds.

Both Svenska Aerogel's and Stort's representatives are very pleased with the companies' collaboration. They look forward to a long and successful partnership.

About Stort Chemicals

Family-owned Stort Chemicals, headquartered in Bishop's Stortford, distributes products for several well-known European raw material manufacturers. They have multiple local warehouses and valuable experience of importing to the UK, which has become a challenge for many companies due to Brexit. Stort has 40 years of experience and great technical knowledge.

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About Svenska Aerogel Holding AB (publ)

Svenska Aerogel manufactures and commercializes the mesoporous material Quartzene®. Svenska Aerogel's business concept is to meet the market's need for new materials that are in line with global sustainability objectives. Quartzene® is flexible and can be tailored to different applications to add essential properties to an end product. The company's vision is to be the most valued business partner providing pioneering material solutions for a sustainable world.

Svenska Aerogel Holding AB is listed on Nasdaq First North Growth Market. Certified Adviser is FNCA, info@fnca.se, +46 8-528 003 99.

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