

## Sales update Svenska Aerogel: Customer projects within new segments transitions from pilot phase to ramp-up

**During the autumn, several customers have made significant progress in their projects and are now advancing towards ramp-up. These customer projects are primarily within new segments, where customers have selected Svenska Aerogel's innovative technology over other solutions. This marks a key milestone as the company's materials and solutions transition from the testing phase to broader implementation, solidifying its position as a strategic partner for a broad array of innovative solutions and applications.**

### **Significant progress for customers in new segments**

Throughout the autumn, multiple customers have achieved major advancements in their respective development projects. One such customer is Outlast® Technologies, a global leader and pioneer in temperature-regulating solutions for the textile industry. Following a successful pilot phase, Outlast® Technologies has submitted a patent application and is set to launch the product in 2025. "We are very happy to have found such an innovative, proactive and reliable partner in Svenska Aerogel for our important joint development project," says Martin Bentz, CEO of Outlast® Technologies GmbH. The product will be launched to the textile market in conjunction with the global textile trade fair Heimtextil in Germany, and at Intersec, the world-leading venue for safety, fire protection, and emergency services in Dubai 2025. Outlast® has already introduced the solution to selected customers ahead of the launch, generating significant interest. "We are very excited to follow the development of this groundbreaking product, and we have high expectations for its market impact," says Tor Einar Norbakk.

Matrix Brands (Matrix), specializes in developing and commercializing global brands within the personal care sector, is also preparing for a product launch in 2025. In mid-November, the parties signed a five-year supply agreement, appointing Svenska Aerogel as the exclusive supplier of its specially developed aerogel material. "The collaboration with the research team, as well as pharmaceutical and healthcare company, has been ongoing for many years. We are very glad that Matrix has now chosen to bring this highly innovative product to market," Tor Einar Norbakk continues. The agreement includes conditions for scaling up production as well as the delivery of the material throughout the contract period. Matrix will cover the costs of necessary production adaptations and expenses related to the pilot production of the material.



### **Successful participation at Holcim's innovation day**

In November, Svenska Aerogel was exclusively invited to participate in Holcim's corporate innovation day, at their innovation hub in Lyon. This invitation is the result of a rigorous selection process conducted by Holcim, a global leader in innovative and sustainable building solutions, in collaboration with the European Innovation Council (EIC), to identify the most innovative start-ups and scale-ups in Europe. During the event, Svenska Aerogel had the opportunity to meet with Holcim's senior management to explore how the company's unique aerogel material can further strengthen Holcim's position as a global leader in sustainable construction solutions. "We are deeply impressed by Holcim's strong drive for innovation and their concrete commitment to the sustainable transformation of the construction industry. Their engagement is truly inspiring, and this meeting provides us with an important opportunity to be part of that development," says Tor Einar Norbakk. "We identified several exciting areas with potential for collaboration and innovative solutions that can contribute to a more climate-smart and sustainable future."

### **Strong outlook for growth and expansion**

Thanks to the unique properties of Svenska Aerogel's material, the company continues to broaden its platform and expand into new segments. With a growing pipeline, there are clear indications that several customers will launch their products and enter the ramp-up phase in 2025. This paves the way for substantial growth opportunities moving forward.

### **For further information, please contact:**

Tor Einar Norbakk, CEO. Telephone: +46 (0)70 616 08 67. E-mail: [toreinar.norbakk@aerogel.se](mailto:toreinar.norbakk@aerogel.se)

### **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.

Gävle, December 18, 2024