Aluminium systems

Company bound to succeed. Aluprof S.A. is perceived as an epitome of a modern and fast-growing company. It is estimated that as many as 7 out of 10 modern buildings being built in Poland incorporate façade systems supplied by Aluprof. It means that there is no architect, developer or contractor today who would not know the Aluprof brand and its high quality. The reputation earned over the years make investors and architects reach for advanced aluminium systems by Aluprof in many projects. Comprehensive cooperation with all market participants results in mutual benefits, while investors obtain unique, functional and cutting-edge designs. The efforts of Aluprof, which apart from its four plants in Poland has ten divisions in Europe and the USA, focus on the export market. It is the area where communication with architects and decision-makers in the construction business as well as business partners has been intensified and extended. In that, Aluprof relies fully on in-house competencies: 'The essence of our competencies is our extensive expertise in manufacturing aluminium systems, independent and flexible production and tailored solutions'.

See the whole film

The most prestigious projects with Aluprof systems in 2018

- Gdańsk: DEO Plaza, Non-Invasive Medicine Centre
- Kraków: Farmina, Moon Office, O3 Business Campus – Building C, Podium Park – Building A, Wadowicka 3 – Building A
- Wrocław: Diamentinum Office Building, City Forum, River Point I and II
- Rzeszów: Logistics Centre of the Rzeszów University of Technology

Projects pending

- Warsaw: Mint Legacy Tower
- Szczecin: Posejdon Building

Record sales in 2018

PLN 1 292 million

Sales

(growth by 14% y/y)

PLN 481 million

Exports

Exports (growth by 7% y/y)

Exports account for

37%

of the ASS total sales

Investments in innovative solutions

In order to cope with the growing market requirements with regard to production and logistics servicing of customers, Aluprof commenced a project consisting in extension of warehouse and production space in Bielsko-Biała, for the second vertical paint shop line to be commissioned in 2019.

Centrum Badań i Innowacji

Further, high activity of Aluprof on the European and US markets, and a growing demand for research, tests and certificates influenced a decision on constructing a modern Research and Innovation Centre [CBi] planned to be opened in the second half of 2019. The CBi will be furnished with complete new chambers for making tightness tests and a laboratory furnace for fire resistance testing. It is going to be the first accredited laboratory of an aluminium systems manufacturer in Poland and the second such laboratory in Europe.

Roller shutters, doors, insect screens

A large part of sales generated by Aluprof is related to roller shutters, doors and insect screens manufactured at the Opole plant. The share of Aluprof in that part of the domestic market is **close to 70%**, and thanks to effective marketing actions, the brand enjoys a growing recognition among individual investors. Particular attention is paid to innovativeness in designing solutions. The **SKB STYROTERM top-mounted roller-shutter system**, developed and implemented in 2018, may serve as an example, as following the tests carried out by the German IFT ROSENHEIM Institute the very good thermal characteristics the box were confirmed, which put the solution at the top of the market.

Strong export sales

Currently, export sales account for **37% of the ASS revenue**. The double-digit sales growth rate was possible due to consistent efforts on the particular markets, a growing number of customers satisfied with the collaboration, gradual expansion of the product range both as regards architectural systems and roller-shutter systems, as well as offering finished products tailored to meet individual customer requirements on the respective markets. The highest sales growth was recorded on the export markets of the Netherlands, the UK, Hungary, Romania, but also the Czech Republic and Slovakia, the company has gained a dominating market share.

Aluprof on other markets

The British Isles

Aluprof UK recorded another year of high sales growth both in the segment of façade systems and garage roller shutters. Very good technical solutions, fast lead time and professional pre- and post-sales service are the main factors contributing to gaining new customers confidence, and translated into further major and interesting projects. The most important projects include:

- Brighton: Circus Street
- Manchester: Outwood Wharf
- London: Lots Road
- Dublin: Dublin Landings
- A prestigious Racecourse in Curragh, Ireland

RSQ
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USA
SARE
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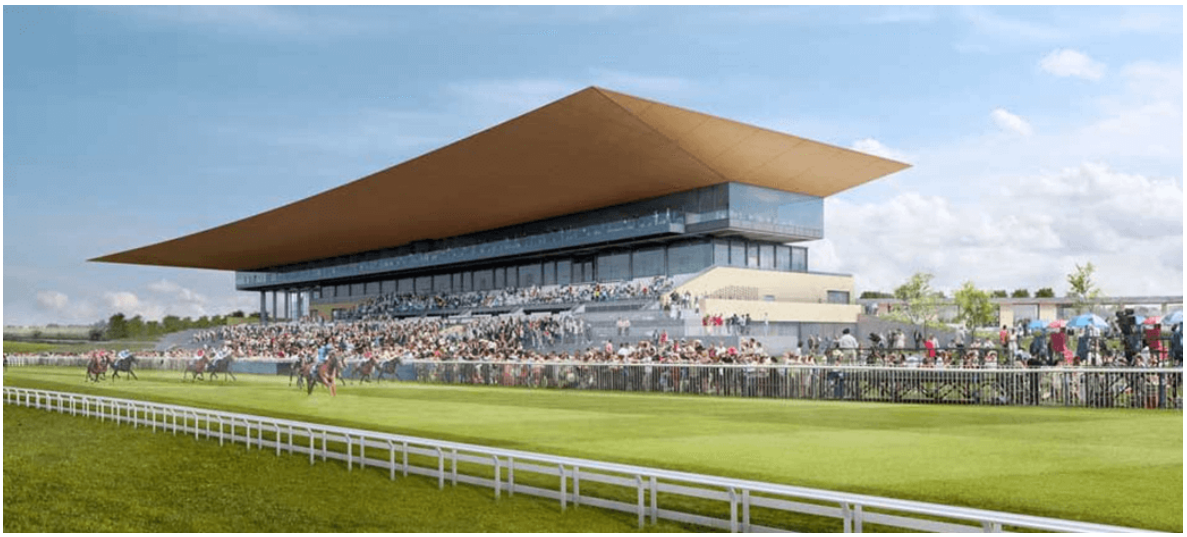

The USA

For several years now, Aluprof has achieved spectacular success not only in Poland and Europe but also on the US market (17 facilities are already being built overseas using Aluprof aluminium systems), and the credentials from that market (the United States have the largest number of buildings in the world exceeding 100 meters – over 2,000 skyscrapers) are very important from the point of view of the company's further activities on export markets around the world. The Goleszów plant has been manufacturing a segment-based façade designed particularly for 125 Greenwich Building at Lower Manhattan, New York.

The Benelux – Polycose Trade Fair

Within brand building and sales network extension in the Benelux, in January 2018 Aluprof presented its products in the largest trade fair in Belgium – Polyclose 2018 – the most important exposition event of the local construction sector. At the stand solutions prepared particularly for the specific needs of the Belgian and Dutch markets were presented, including MB-70B, MB-86B, and MB-77HSB window and door systems, approved by the Belgian UBAtc Institute, and a specially designed option of SKT OPTOTERM top-mounted roller-shutter systems adjusted for assembly on the French and Belgian markets.

‘Aluprof Systems Building of the Year 2018’

Other achievements are also a proof of the brand strength. September watched the final of the third edition of the in-house competition entitled ‘Aluprof Systems Building of the Year 2018’. **Over 170 buildings erected with the use of Aluprof aluminium systems in Poland and abroad between 2016 and 2018** were entered in the competition. The celebrations of the final gala were attended by many outstanding architects, developers and contractors, and the awarded buildings represent the idea of modern urban space and complete city landscape. The Company was the originator and

organiser of the ‘Architecture of the Future – What Do Building Say About Us’ competition directed to the construction and architectural sector specialists.

Aluprof a top brand

Innovative solutions and systems, extensive portfolio of projects, and engagement in the sector development translate not only to the financial success of the Company.

TOP MARKA

The 11th RESEARCH by the 'Press' Journal and PRESS-SERVICE Media Monitoring

The Company was awarded the titles of the 'Golden Construction Brand of 2018' and the 'Golden Champion of the Year 2018 – Market Leader in Joinery' in the segment of aluminium and roller-shutter systems. Moreover, the Aluprof brand was also listed in the 'Top Brand 2018' ranking covering 500 brands in 50 sectors, occupying the 8th position among construction business companies. In 2018 Aluprof was listed among 500 largest companies of the Republic of Poland and entered in the list of 100 best employers, as well as in the ranking of the Major Polish Ambassadors announced by the Wprost weekly.

New university course – 'Aluminium Structures in the Construction Business'

The experience and achievements of the Company are frequently used in science. In October 2018 a new university course under the name 'Aluminium Structures in the Construction Business' was opened. It is a joint project of the Bielsko-Biała University and the Company, and the first such speciality course at the Polish higher education institutions. The actions focus not only on the education of the future specialists who may join the Company but also on building a positive image of the Aluprof brand among

future architects and engineers.