

YEAR BOOK 2021



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LÖÖF FOUNDATION

PARTEX MARKING SYSTEMS

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STATEMENT FROM PARTEX CEO

Welcome to Partex year book of 2021, a summary of Partex Markings Systems most important events during the past year



A successful year is the result from our long term approach to the business we do.

*Mikael Persson,
CEO Partex Group*

And so, 2021 has come to an end. It's been a strange year with our markets still, to a large extent, impacted by covid restrictions but at the same time doing very well in terms of incoming orders. Whatever was lost in 2020 has been more than recovered and we find ourselves in a position where we can summarize a year of record sales levels. Who could have thought that in January 2021?

There has been no shortage of challenges to navigate through though.

Sourcing raw material prices, as well as price increases on sourced products at a level unheard of in previous years has to some extent been the story of this year. Of course, it is a situation that is shared by the industry as whole and has had to be accepted at most levels. We must stay on our toes following the price development, not to lose out when prices increase, but equally important, not to lose out when prices start to drop again. On the other hand, turbulent pricing may present opportunities to win market share. We have seen especially Partex UK doing very well in capitalizing on the opportunities given.

Material shortages have been a frequently reported in media throughout the year. Being a family business with a long-term perspective as one of our core values we have always seen good stock levels as an asset, not as a problem.

Largely thanks to this and the focus from our material planners and purchasers we have managed to stay away from any serious implications.

In this difficult situation our excellent team of co-workers have been able to bring back the sales volumes to the level before the pandemic and even showing growth compared to 2019 on almost every market. Despite the problems described above and with higher sick absences than normal, our skilled co-workers around the Group have managed all challenges as we moved from one good month to another.

Things do look very positive as we enter 2022. We have been able to keep our teams intact, sales volumes have returned and grown. I think we will see the company moving on from strength to strength in the coming years. Hopefully 2022 will be a year when we can welcome many new co-workers and customers as our growth continues.

A handwritten signature in blue ink, reading "Mikael Persson".

Mikael Persson, CEO Partex Group



ABOUT PARTEX

ParTex leads the world in industrial marking systems. We manufacture products for the identification of wires, cables, pipes and components.



I want to be perceived as a responsible and committed owner who fosters the well-being and development of the ParTex companies and personnel.

*Sophie Lööf,
ParTex owner*

From the individual electrician to the world's largest companies, our unique marking systems contribute towards increased efficiency and higher safety levels.

ParTex is a family owned company going back three generations. We have over 70 years of experience in the field of marking. This experience, combined with state of the art production capabilities, enables us to offer the perfect solutions for today's demanding identification requirements.

Our continuous forward development in materials and advanced production techniques ensures that we will be equally well placed to offer solutions for tomorrow's requirements.

ParTex owner statement

Owning family-run companies brings me joy, pride and a sense of purpose, says ParTex owner Sophie Lööf. With our heart in Gullspång, Sweden, we want to be a global player that invests in new customers and markets.

We strive to take a long-term approach and aim to hand down a healthy enterprise to the next generation. High quality and professionalism permeates in everything we do.



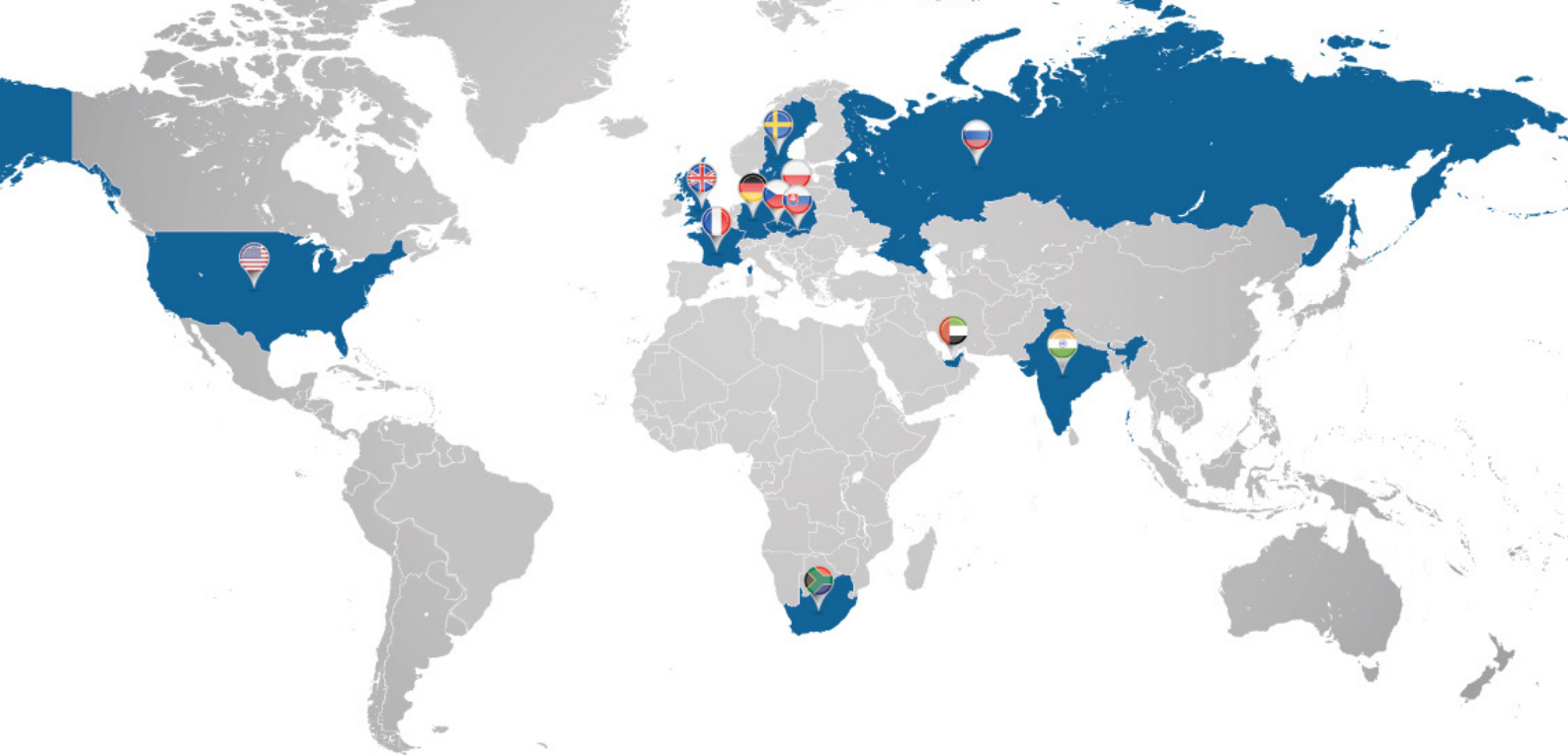
Core values

From the very beginning, the owners built the brand based on basic human values. For over 70 years, countless employees have found that good relationships, mutual trust, and reliable quality - these are what give the company and its people strength.

Our objectives are

- **QUALITY:** The highest, most-reliable quality of products and services.
- **LONG-TERM:** Long-term relations with Employees and Trade Partners
- **CLOSENESS:** Loyal, trust-based relationships with Employees and Trade Partners.

All ParTex branches, cooperating teams from different parts of the world, create one reliable brand. And the differences between us enrich us. They build bridges and open new doors.



Partex representation in the world

The Partex group consists of 14 companies around the world and its owner is Nordfas Invest. The core business within the group is to offer safe marking systems to the market. The group is represented in Czech Republic, France, Germany, India, Middle East, Poland, Russia, South Africa, Sweden, USA and UK.

Partex also has a strong distributor network connected to it, and is represented in about 70 countries. Our cooperation with the distributors is close and in long-term, based on trust.

Thanks to the work according to Partex core values, the broad product range and the strong representation, Partex stands strong in the market.

CSR - Corporate Social Responsibility

Partex Marking Systems business model means that we strive to be close to our suppliers, customers and markets. We take social responsibility and contribute to the continuous development of the communities where we live and work.

This gives us the ability to better anticipate and take advantage of fast changing societal expectations and relationships, driving the development of new markets, and create conditions for growth.

Löf Foundation

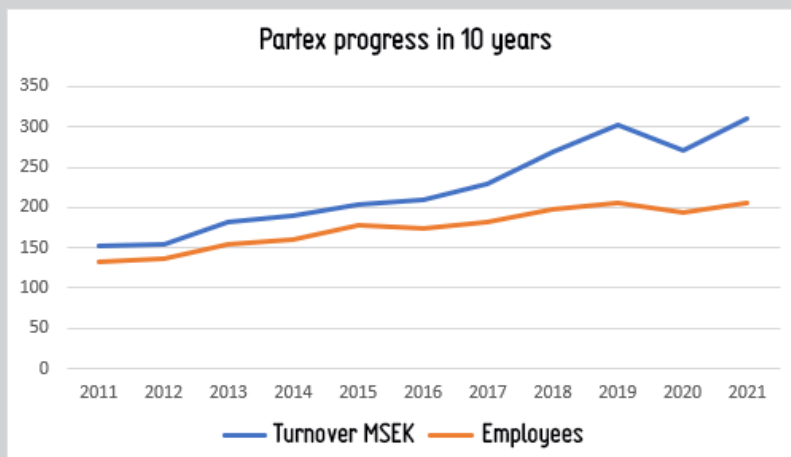
Löf Foundation is a non-profit foundation that wants to contribute to others' development and well-being, both locally and globally. It seeks to promote the care and education of children and young people, and also focus on environmental and social aid activities.

Löf Foundation is managed and represented by a board which is based in Gullspång.

<http://looffoundation.org/>

FACTS IN SHORT

- Founded 1947
- 100% family owned
- Head office: Gullspång, Sweden.
- Partex Group: 14 companies world wide
- Turnover: 300 MSKR
- Employees: 200
- Certifications: ISO9001, ISO14001, IRIS
- REACH, RoHS



MANAGEMENT PARTEX GROUP



Mikael Persson
Partex Group



Petra Řádková
Partex Czech Republic



Pascal Vaillant
Partex France



Andreas Blankenhorn
Partex Germany



Magesh Ramadoss
Partex India



Christopher Cwik
Partex Labels



Matthew Symonds
Partex Middle East



Erik Haglund
Partex Nordic



Dariusz Ćwik
Partex Poland



Peter Johansson
Partex Production Unit



Sergey Ungol
Partex Russia



Martin Erasmus
Partex South Africa



Nigel Thompson
Partex UK

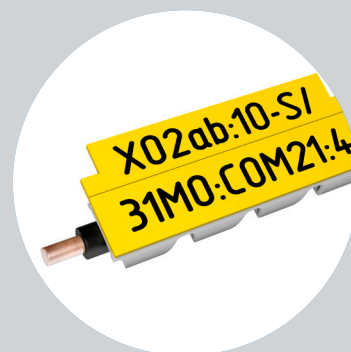


Craig Mitchell
Partex US

NEW PRODUCTS 2021

PCT - open wire marker

Open wire marker ready to print on thermal transfer printers. A unique structure of the marker makes it really flexible and easy to mount even on bent cables. Enables fast snap installation onto already connected wires. Print: Thermal transfer



ACM - cable marker

ACM is the quickest, most cost-effective and easiest way to make cable markers. Incredibly strong, non-tear, Polyester material. Accurate, laser-cut, perforations make it easy to remove printed labels. Print: Office printer (laser)



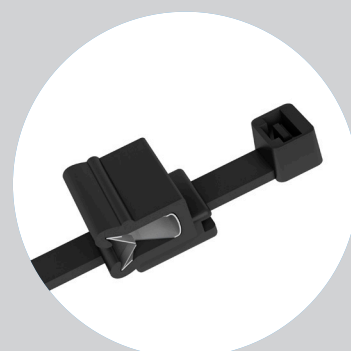
PLTC - component marker

A soft and flexible universal tape, for indoor and outdoor use. Excellent resistance to moisture, alcohols and oil. Print the continuous tape in requested length. Removable / non-removable tape. Print: Thermal transfer



EDGE CLIP CABLE TIE

Two-piece component consisting of a cable tie and an edge clip for fixing at the edges. These are ideal for use where holes are not acceptable or where due to temperature problems adhesives will fail.





Damian Sadowski, Marek Witkowski, Michał Kruk and Oliwia Potwardowska is the team behind Promark Creator.

PRESENTATION: PARTEX IT TEAM

This is the team behind Partex software Promark Creator, that has become a great success on the market.



This industry is a fast paced environment – to stay on the wave you have to expand your knowledge all the time.

*Damian Sadowski,
IT manager*

Currently the IT team consists of four members: Marek, Michał, Oliwia and me, says Damian Sadowski. We are a pack of skilled software engineers and I'm the lead of the department and the head of Partex IT products.

Our team is really cross-functional and it happens that engineers change their seats depending on the current tasks. We cultivate an open culture where each of us has a real impact on the final product. Everyone's ideas and point of view are heard.

What is really great that despite of a small team we have been able to adapt the enterprise class software engineering techniques, such as: agile working methodologies, static code analysis, code reviews, DevOps practices, and many others.

WHAT IS THE AIM OF THE DEPARTMENT

The aim sounds simple - "improve the marking process for the Partex customers"

However under the hood of this big phrase there are many smaller goals that combines into this:

- Do not cut corners – always maintain the highest technical quality of the software.
- Maintain well software stability and quality.
- Maintain a good user experience.
- Deliver the change and features often with the Continuous Integration/Continuous Delivery techniques.

- Research the market - try to deliver best in class solutions for the customers and be one step ahead before our competitors!

WHAT IS THE TEAM WORKING WITH

We are now working to develop a top-class online creator for plates and markers. This will be a redesigned successor of the current MarkOnline platform, offering a simplicity of use and great design features in one product.

It's goal is to give extensive development features to the customer and simplify the back-office order processing.

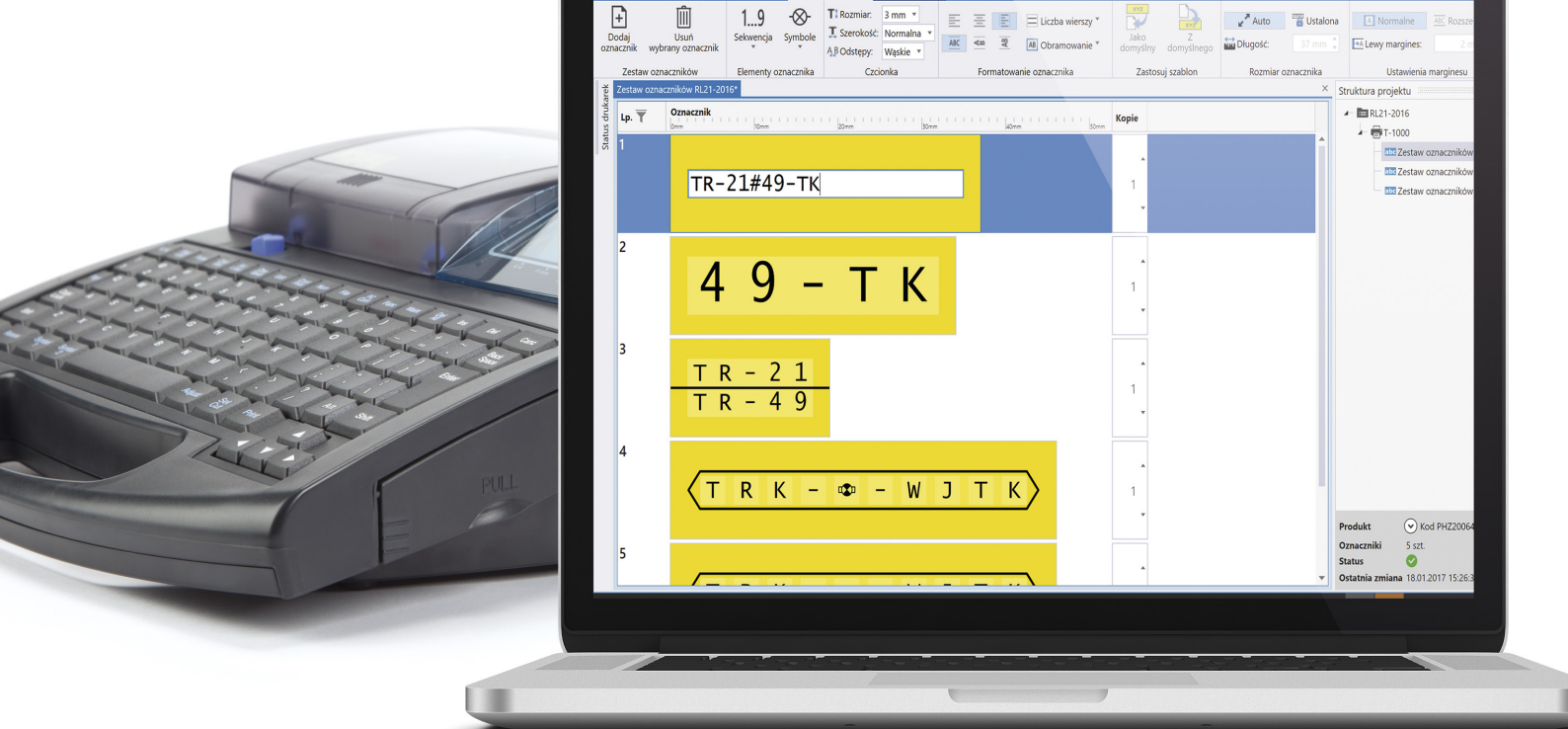
The future roadmap for our projects is also very exciting. In 2022 Partex will debut a new portable printer, that will utilize a Bluetooth connectivity.

Our mission is to deliver a mobile application that will expand the Promark Creator ecosystem, allowing to print your Promark projects on-site without the need for computer access.

WHAT DO YOU LIKE MOST ABOUT YOUR WORK

I like to feel that my work has a real impact on the daily work of our clients. The exciting thing in the software engineering is you are always learning.

This industry is a fast paced environment – to stay on the wave you have to expand your knowledge all the time.



TELL US ABOUT PROMARK CREATOR

Promark Creator is a dedicated application for the design and production of markers. The background for creating this app was to simplify and improve on-site markers printing for the Partex customers.

Program easily enables the user to design even the most complex and elaborate description. Promark Creator is extremely helpful both for users of the Promark and CAB family of printers, as well those who prefer to order ready printed and sorted markers direct to site.

WHY HAS IT BECOME SUCH A SUCCESS?

I think the main factor behind the success is a perfect balance of the ease of use and rich program features.

The program works same well for users inexperienced with marking technologies as for professional users printing thousands of markers. Using Promark Creator it's really easy to get started with your marking journey. From the other side if you need advanced functions like a nested sequences or a good integration with the external data sources, it's all there.

Important point is that this software is constantly evolving, new features are introduced and user experience is being improved.

WHAT ABOUT THE DEVELOPEMENT WORK

In a small team like ours, every team member has to be an architect, developer and the QA. But above all we are a team, so we are helping each others with crunching the tough problems and making a hard decisions.

However the development is just one puzzle of the success, in my opinion a good design is much more important.

We are very self-demanding in terms of the user experience. Sometimes there are situations when we are developing a feature and we find that the initial solution is not optimal for the end user. In that cases we often decide to roll-back the changes and start from a whiteboard.

WHAT FOR THE FUTURE

The future of Promark Creator is very exciting. In the short-term we will add a new portable T-2000 printer support. Also a mobile Android/iOS Promark application is on the horizon. In a longer term the Promark Creator from a standalone app will become an integral part of a larger Partex apps ecosystem.

The roadmap for the future has many great features planned including supplying a dedicated cloud storage for the customer marking projects or a support for printing PFC markers on the ISO cards.

XK[®]
PROMARK
CREATOR

Promark Creator is an excellent tool for designing and production management of markers for identification.

Printers: CAB (EOS/MK10) and Promark.

More information at promark.partex.nu



Daniel Vogt, Marvin Friese and Tim Kayser at Partex Germany are doing their best at the new gym.

INVESTMENTS FOR THE FUTURE

Being a family business with long-term perspective as maybe the most important of our core values it is natural to see sustainability as a key ingredient in anything we do.



All financial covid support Partex have received from different governments is reinvested into the company.

*Mikael Persson,
CEO Partex Group*

Partex is a family-owned company going back three generations and more than 70 years. When the corona pandemic hit the world in 2020 it had a quick and obvious impact on us. Our focus from that first days was to take us through the pandemic without compromising on our long-term commitments to our co-workers, our customers, or the society.

As it was becoming clear that our markets, after the first impact, recaptured in a reasonable way our owner, Mrs Sophie Lööf, made it known that whatever financial covid support we had received from the different governments should be reinvested into the company, in ways that would benefit the future of the company as well as the employees and the environment.

AUTOMATION

The investment rate in the company's manufacturing company in Gullspång has been boosted with a focus on various forms of automations. These investments will first and foremost improve the work environment, but it will also lead to improved quality as it gives less sources for manual mistakes within the production process.

SOCIAL AREAS

To give back to the co-workers doing their part of sacrifices during the pandemic, we wanted to invest in improved social areas. A gym for our staff in Germany has been completed and according to the reports coming out of Aichelberg, it is very appreciated.

We are also having improvement of the social areas in Partex Sweden and Partex UK being under process and looking to be completed during 2022.

ENVIRONMENT

Caring about the environment is natural for a company like Partex. Any company with a long-term approach will have sustainability as a given component in its' approach.

During the year we have seen investments being done to seriously reduce the energy consumption in Partex Germany, and in Partex Poland we invest in solar cells that will make us self sufficient on electricity for the years to come.



Peter Johansson just unpacking the latest investments at the production unit in Gullspång, Sweden.





Mika Tolonen, Leif Ståhlberg and Siles Prims at ParTEX R&D department in Sweden discussing materials.

LOOKING FOR NEW MATERIALS

ParTEX is looking for more environment friendlier materials for our products, and thereby create a more sustainable business for the future.



We are creating a sustainable business for generations to come – both economically and environmentally.

Peter Johansson
Managing Director
ParTEX Production unit

I don't think that anyone have avoided the ongoing debate on climate change, says Peter Johansson. Neither has ParTEX, as a company or the board, as executive decision makers. Therefore, we are investigating the possibilities of using environmental friendlier material in our products.

HIGLY PRIORITIZES INCENTIVE

As this is a highly prioritized incentive, there are government funding supporting activities like this to be applied for in Sweden. ParTEX have applied and been granted money to be used for consultants supporting the project. The project started in September 2020 and has been divided into 9 different steps. Starting with "freedom to operate" where patents and IP related to ours or similar products were investigated. When we had a green light, we went on to the next step and the next step

CHALMERS TECHNICAL UNIVERSITY

One of the most difficult tasks has been the search for materials that fulfil our requirements regarding quality, ability to produce in existing machines and ability to use our different printing methods. Here we have had external help from Chalmers Technical University in Gothenburg. Antal Boldizar, Professor at the division of Engineering Materials, Department of Industrial and materials science, and his team of doctoral students made a market analysis and came up with several potential materials.

We have extruded several of these materials. Some materials were not passing the extrusion qualification and others failed during printing tests.

We have been in direct contact with raw material manufacturers and as we have tested materials and seen which characteristics is impacting what, they have made special compounds to nail down a material that corresponds to our requirements.

TWO MAIN TRACKS

During the project two main tracks have turned out to be the way forward. One is to look at an alternative to our existing Zerex material, with a partly fossil free base. The other one is a 95% fossil free PVC.

At ParTEX side we have done test runs with very positive results so far. The next step in the process is to make quality test such as flammability, smoke, and UV-durability. We need to make sure that we have a finished product with the same, or better, specifications compared to the conventional PVC products.

It is a great journey, initiated by the board, that we are creating now. Caring for our business does not only mean sell more, add products, and develop processes. It does also mean that we are creating a sustainable business for generations to come – both economically and environmentally.





Sophie Lööf with a group of happy pupils at Ekuseni Primary School in South Africa.

LÖÖF FOUNDATION

Lööf Foundation is a philanthropic, non-profit foundation that wants to contribute to others' development and well-being, both locally and globally.



I am passionate about helping others and being able to give back fills my life with meaning and happiness.

*Sophie Lööf
Chairman & Founder
Lööf Foundation*

The foundation works to promote, care for, and educate children and young people. It also undertakes environmental, conservation, and social relief work. A part of Partex profits go directly to the activities of the Foundation to support the company's social responsibility efforts.

HOME OF HOPE

Home of Hope is the name of the family home, Lööf Foundation has built for children in need in Nepal in 2016. Today 14 children live at the family home, both girls and boys in different ages.

Each of the children have their individual goals and dreams that they are working hard towards. We have built a chicken house and greenhouse beside Home of Hope to give the children a sustainable source of food. At the same time it teaches them the skills and knowledge they need to know on how to properly care for animals and grow food, so that they may be self-sufficient in the future.

Lately they have been growing potatoes in a little larger scale. Now also they trying with marigold flowers.

KENSWED HOSPITAL

Kenswed Hospital is a health and maternity clinic, built in close cooperation with the Zelmertlöv & Björkman Foundation and Reijlers in Kenya 2019. We offer general health care to the public and in particular we are working with giving safe care for both mothers and babies when giving birth.

Since the opening, the number of visitors has increased significantly and the number of babies born at the hospital is now 130 babies. Today we can also offer ambulance transports to the hospital and for emergency transports to bigger hospitals when needed.

Dentist Camp

Kenswed Hospital has educated 760 pupils at Kibiko Primary School in Kenya on the importance of taking care of their teeth. Also we gave them toothbrush, toothpaste and information material to take to their parents at home.



A new born baby at Kenswed Hospital in Kenya.



The children at Home of Hope in Nepal harvest their own potatoes, as a step towards self-sufficiency.

Girls empowerment program

Kenswed Hospital has also focused on identifying girls from vulnerable backgrounds, enrol them into the program, identifying which support they need to be a part of the program.

The following activities were the main focus for the past six month: Help young pregnant girls so they could continue school, housing & food, nanny support, home work support and psychological support.

LÖÖF FOUNDATION 2022

Ekuseni Primary School, South Africa

Löof Foundation will support Ekuseni Primary School in Hluhluwe South Africa, through Star for Life with start from 1st January, 2022. Star for Life's educational program is today available in 120 schools in southern Africa.

Ekuseni primary school, was founded in 1939 and has today 974 students and 24 teachers.

Village Simbumbumbu, Zimbabwe

Löof foundation has previously supported the village Panapuram in India, over a two year period, in collaboration with the non-profit organization Hand-in-Hand. With good experience from the collaboration Löof Foundation will now support the village Simbumbumbu in Zimbabwe.

Hand-in-Hands mission is to work for the economic and social empowerment of the poorest and most vulnerable communities. Learning women and youth about entrepreneurship and life skills has showed to have positive effects for whole families and for society as a whole.



Pupils of Kibiko Primary School in Kenya, got education in how to care for their teeth.



Gladys Sopiato is taking part of the Girls Empowerment program. She is leaving her child with her mother, who also has a small child almost in the same age hers, so as Gladys can go to school every morning.

