

YEAR BOOK 2022



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PARTEX MARKING SYSTEMS

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STATEMENT FROM PARTEX CEO

Welcome to Partex year book of 2022, a summary of Partex Markings Systems most important events during the past year

Partex natural position in the electrical market seems more and more ideal as electrification progress as the world trying to move away from fossil solution for its' energy needs. It's a strategic position that we should be able to build on, not least with a strong focus on sustainability in our offer to the market.

In 2022 Partex continued the successful path of the last years. Sales have reached new record level and our position has been strengthening on almost all markets, the exception being Russia. When the war in Ukraine started we quickly came to a conclusion that Russia is not a market where we want or can be active in any way. Since then, we have been forced to release all employees and also communicating to all customers in the Russian market that we can no

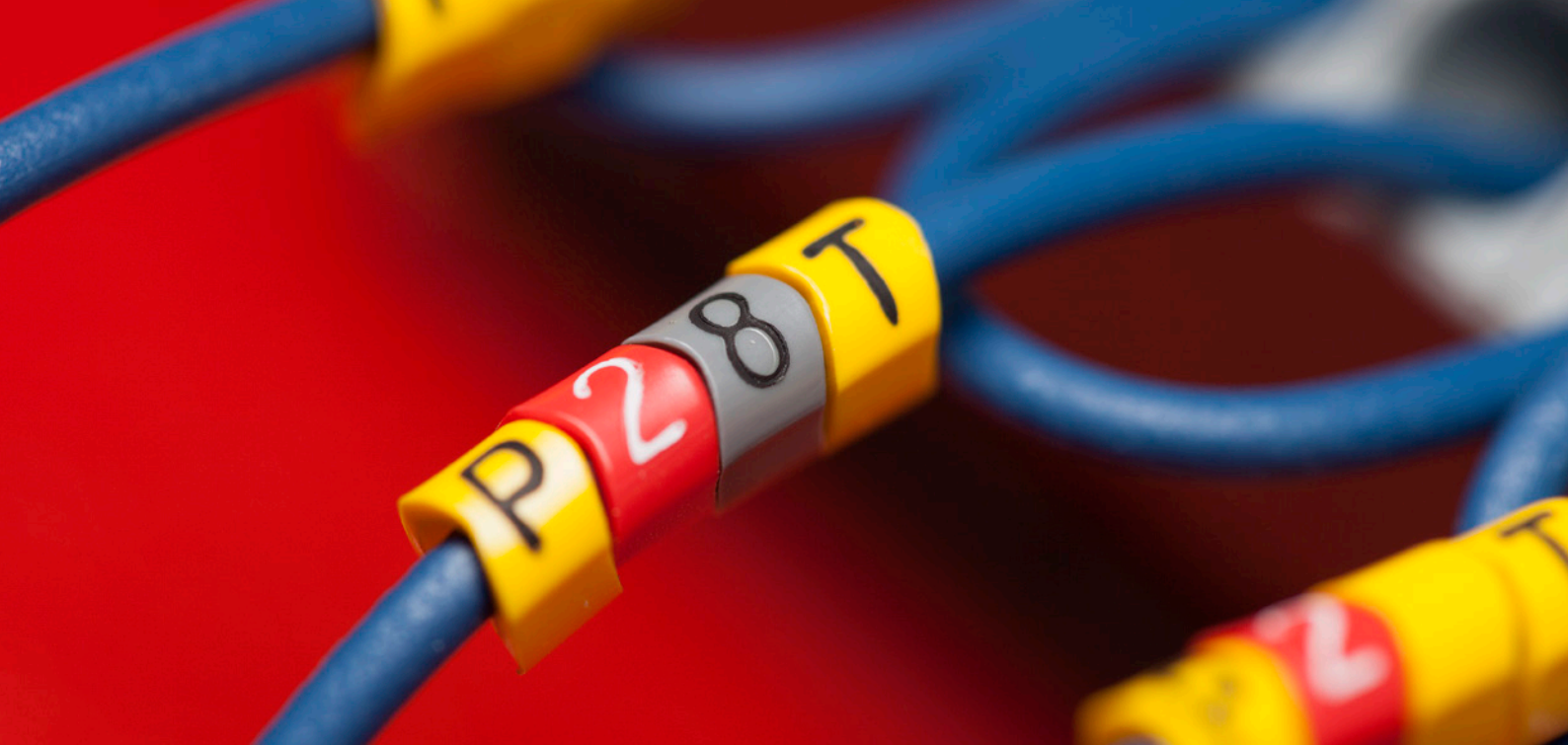
longer supply them with the marking systems they learned to appreciate. Leaving a market in this way comes with many negative emotions but really there were no alternatives.

During the year we have had the Group Strategy reviewed by the Board of Directors. It has resulted in a reinforced focus on the sales process, the Partex brand, the product offer, and a sustainable development. The focus on these areas will be seen throughout the organisation.

2023 will be a festivity year with Partex celebrating its' 75-year anniversary.

Let's make it a memorable one!

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 75 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.



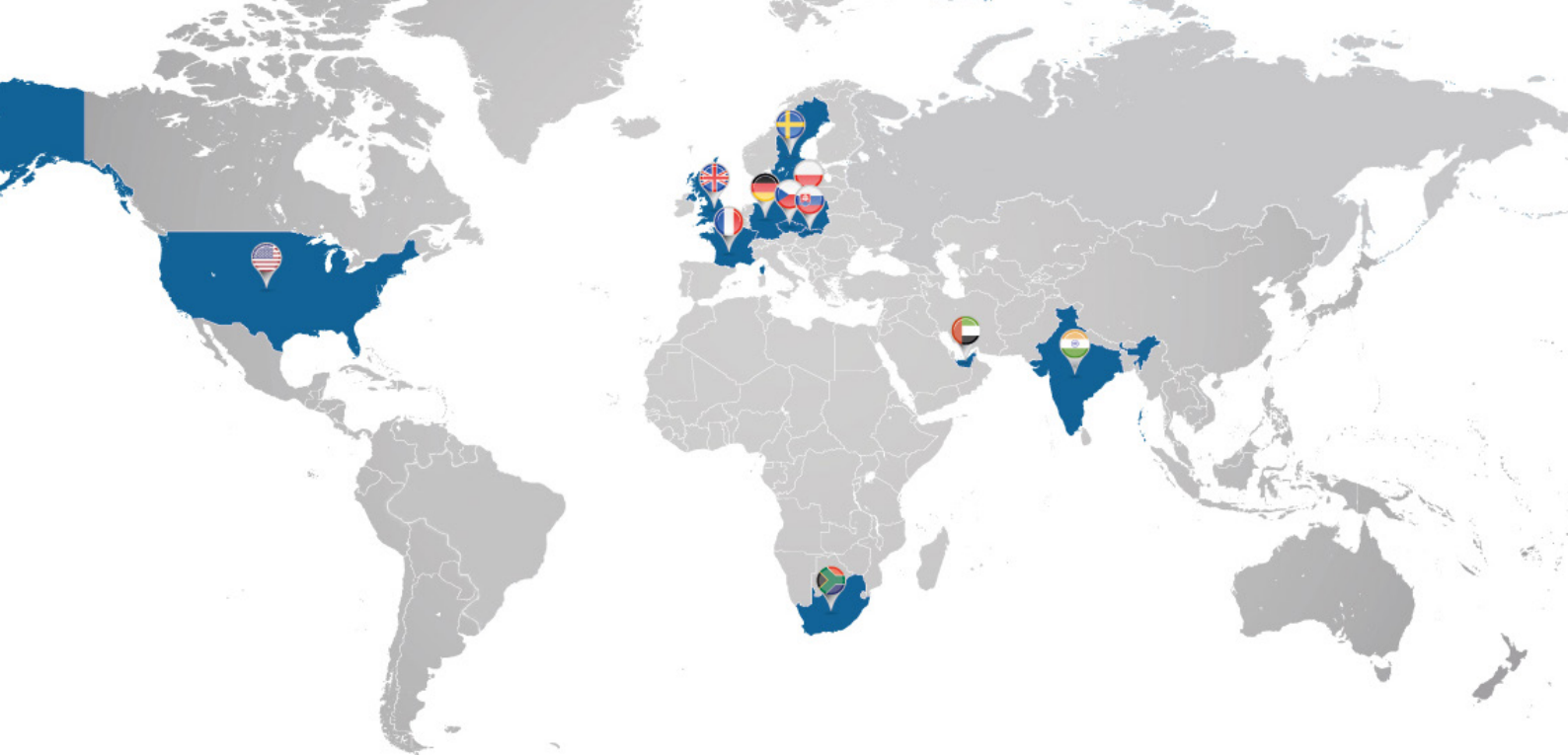
Core values

From the very beginning, the owners built the brand based on basic human values. For 75 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 12 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, 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

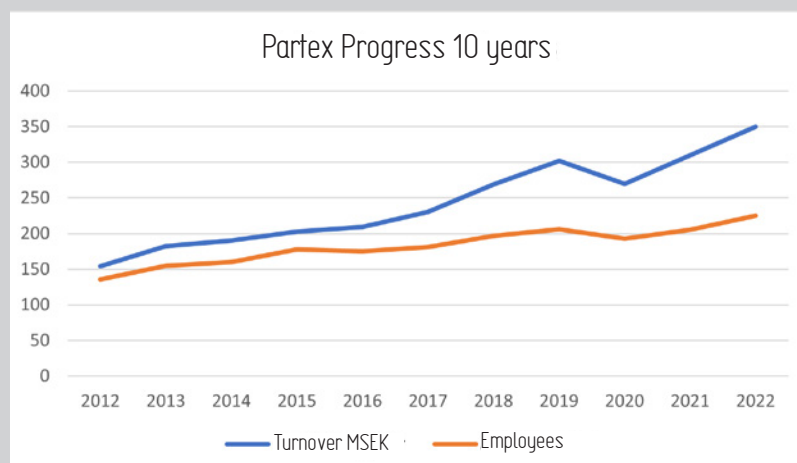
Löf Foundation is a non-profit foundation that wants to contribute to others' development and well-being, both locally and globally. It seeks to promote the care and education of children and young people, and also focus on environmental and social aid activities.

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: 12 companies world wide
- Turnover: 350 MSKR
- Employees: 225
- 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



Martin Erasmus
Partex South Africa



Nigel Thompson
Partex UK



Uwe Michalak
Partex US

PRODUCT PRESENTATION

PPQ CABLE MARKER

PPQ is a flat cable marker for the safe identification of cables and wires. In the last years, the demand has increased significantly as more and more companies have discovered the advantages of this very easy-to-use marker. It is produced in soft, flexible PVC with pre-punched holes for mounting with cable ties on cables.

Its features make it optimal for use in several application areas, for example within solar sector which have high requirements in terms of efficiency and sustainability.

MEET CUSTOMERS NEEDS

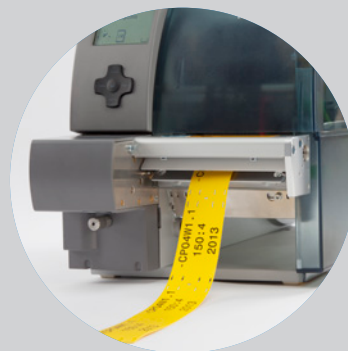
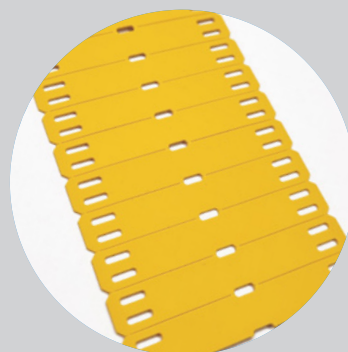
PPQ is available in different sizes and colors to be able to meet customer needs. It is available in a halogen-free version, PPQZ, which meets the European train standard EN 45545-2 class HL3 and fulfill the requirements for use in e.g. subways. Both PPQ and PPQZ are UV resistant.

During 2022 we released a new print format of the PPQ, and it allows a much faster print and savings on ink ribbons.

CUSTOMIZED PRINT

PPQ can be obtained as customized, where you get the marking ready-printed with required print from Partex, alternatively you print the marker on-site with Partex EOS or MK10 printers and the software Promark Creator.

The software is an excellent tool for creating professional markers containing advanced serial numbers, barcodes, QR codes and images.





Andreas Blankenhorn, Managing Director at Partex Germany, together with part of his team at Partex Germany.

ENTREPRENEURIAL SPIRIT OF PARTEX

Partex corporate culture is one with a very strong entrepreneurial spirit, with Swedish roots and values.



Partex core values is a common red line, making sure that the promise of Partex to employees, customers and society is the same.

Mikael Persson,
CEO Partex Group

Even if the company is 75 years old in 2023, the spirit within the company is still very much that of a start-up organisation, says Mikael Persson CEO Partex Group. A central part of this is the delegation process allowing local management to act as entrepreneurs on their market. We try to work from the concept that we act as a Swedish group but a local company. Thanks to this we see high levels of engagement with the people employed in each local Partex company takes a lot of pride in being able to participate in the development. That trust of delegation is key to the success we're enjoying, growing rapidly on each market, Mikael continues with.

The delegation process described above is the main driver behind that we managed to have such a strong entrepreneurial spirit and the atmosphere of a 75 years old start-up company. As a result there can be rather big differences between the individual Partex companies but with our core values of Quality, Long-Term and Closeness we ensure that there is a common red line, making sure that the promise of Partex to employees, customers and society is the same, Mikael concludes with.

GERMAN DIVISION ACT GLOCAL

Partex Germany is one of 12 international divisions within the Partex Group and is a glocal arm to push Partex marking products into the German market, says Andreas Blankenhorn Managing Director Partex Germany. Glocal is to think global and act local. Our global and local aim is always, to give more security to our customers.

The customers love Partex longterm, closeness and quality perspective, appreciate our local presence in their region, the 48 hours delivery service and the highest possible security level with longterm marking products, continues Andreas.

The headoffice in Sweden is responsible for brand awareness, wide range of products and the top-quality of the products. Meanwhile the division Partex Germany is responsible to customize the products as needed in the German market. That means printing and sorting the products in the manner the customer wishes. This magical combination of Partex Sweden and Partex Germany is the fundament of our success, says Andreas. We are today the market leader on the German market in individualising customer prints, series and needs.

I have worked before for French, German and American-global companies. German companies are comparable to Partex: give the most important frame to the divisions, but let the division be strong and flexible with their market knowledge! Andreas concludes with.

DIVISIONS WITHIN PARTEX GROUP

- Partex Czech Republic
- Partex France
- Partex Germany
- Partex India
- Partex Labels
- Partex Middle East
- Partex Nordic
- Partex Poland
- Partex South Africa
- Partex Sweden (production unit)
- Partex UK
- Partex US



171A:1

GW:1

WF:1

X12:1

X10:1



Erik Haglund, Sales Director Partex Group, is very positive about the development within the company's focus segment.

GREEN LIGHT ON FOCUS SEGMENTS

Partex markings are well-represented on the fastest growing sector within the renewable energy market for the moment, the solar sector.



We see a very positive development with strongly growing markets due to the increased electrification that's needed on all levels.

*Erik Haglund,
Sales Director Partex
Group and Managing
Director Partex Nordic*

Erik Haglund, Sales Director within the Partex Group, says that during the past 10 years, Partex has positioned itself as a market leading supplier of marking systems and accessories. This is done by offering complete solutions in the best possible quality for safe industrial marking.

PARTEX STAND STABLE ON THE MARKET

In the coming year, we can see uncertainty due to geopolitical and macroeconomic reasons, says Erik. In the longer term, however, we see a very positive development with strongly growing markets due to the increased electrification that's needed on all levels. There is green light everywhere! says Erik.

With our long-term perspective, our perseverance and strong organization, we will continue to consolidate our position and with a clear strategy, continue to grow in existing markets but also enter new markets. We have a strong brand; we have the capacity, and we are close to the market.

Within the Partex Group we made during 2022 over 11,000 unique customer visits globally, continues Erik. The presence secures our important collaborations and gives us direct information about movements in the market.

FOCUS SEGMENTS

Partex's focus segment are today the energy sector, which includes all renewable energy; sun, wind, water. It also includes electricity generation, connections, and distribution of electricity.

Other focus segments are

- Telecom upgrades within 3G, 4G and 5G.
- Infrastructure projects such as tunnel-construction, larger buildings, railway etc.
- Traction with focus on train-manufacturing but also marine applications

The market that stands out the most right now is the photovoltaic sector, says Erik. Our subsidiary in Poland has brought a lot of knowledge to the Partex Group throughout their work on the Polish photovoltaic market

SOLAR MARKET IN POLAND

Our first contact with photovoltaic sector in Poland dates back to 2015, says Tomasz Cwik, Sales Manager at Partex Poland. At that time, wind farm companies started the first few small projects. The following year brought a real revolution and acceleration of investments. Since 2015, the law has changed few times which had a big impact on the type and size of built installations. For example, in 2021 an average of 300 home solar installations were built daily in Poland. Since 2022, there is a bigger focus on industrial PV installations and big power plants. This brings further requirements in terms of logistics, efficiency and new demands for specific products.

Today, we deliver Partex products to the construction of 200 MW installations in Poland. Such a facility consists of nearly 400 000 panels on an area of 300 ha! says Tomasz.



By 2026 the installed capacity of photovoltaics will be doubled according to SolarPower forecast, says Tomasz Ćwik.



Close cooperation with top players gave us specific knowledge.

*Tomasz Ćwik,
Sales Manager
Partex Poland*

We also keep a close eye on the newest standards when it comes to the photovoltaic sector. Accordingly, we extend our offer with products which comply with those standards, Tomasz continues. Today most popular products are: cable ties with an edge clip, PPQ+ cable markers used for DC cables and power cords, EPL labels for marking construction sectors, sets of vinyl labels which comply with the newest firefighting standard and laminate plates with UV-led print, which serves as a warning sign.

LESSONS LEARNED FROM THE SOLAR MARKET

Today, solar market is a decent part of Partex Poland's total sales, Tomasz says. It would have been hard to imagine before green revolution had started, in the times when most of our sales used to come from conventional constructions, like coal power stations. The energy transition has brought a big change for Polish electrical installation companies, but it has also been a big change of mindset for us.

Photovoltaic power station is a relatively simple construction, but we have managed to learn how to make such projects a source of good sales. We also learned how unpredictable and dependent on external condition the energy sector is, Tomasz says.

WORLD SITUATION DRIVES THE DEVELOPMENT

Russia's invasion of Ukraine has created shock waves in global energy markets, leading to price volatility, supply shortages, security issues and economic uncertainty, Tomasz continues. Higher fossil fuel prices will provide strong reasons to accelerate towards sustainable alternatives.

In 2022, the installed capacity of photovoltaics in the European Union increased by 41.4 GW. Poland's contribution was 4.9 GW, which means an increase of 29% compared to 2021. It gave third place on the podium, right after Germany and Spain.

EXPERTISE IS PARTEX STRENGTH

It all comes from the expertise in the field of marking. Today, except high quality products, I would point out: competent staff, product availability and technical support, Tomasz says. Two years ago, our biggest project was 70 MW in Poland. Last year it was 200 MW. Today we hear about projects 300 or even 500 MW.

This means new requirements in terms of efficiency. Marking hundreds of thousands PV panels must be fast and easy. This challenge gave us an impulse to redesign one of our top product used in solar installations: PPQ cable marker, Tomasz continues. As a result of this improvement, the customer can now print up to 600 cable markers per one minute.

Our cable accessories portfolio was also extended with a new cable tie with an open head lock. It significantly speeds up the process of DC cables mounting.

CUSTOMERS HAVE TRUST IN PARTEX

The competition is chasing us but our mission stays unchanged: maintain and strengthen the position of a leader and expert in the field of identification, delivering top quality products for demanding customers. The segment's players can be confident in doing business with us, Tomasz says.

One of companies that trusted us is ONDE – the biggest company in the renewable energy sector in Poland, a leading contractor of infrastructure for renewable energy, in particular wind farms and solar farms in Poland.

Specialist knowledge, innovative approach, high safety standards and several years of experience in the implementation of projects for industry and energy make ONDE a trusted and reliable partner in the field of renewable energy sources, Tomasz concludes with.



Peter Johansson, Managing Director at Partex Production unit in Sweden, are looking forward to a most interesting 2023.

A SUSTAINABLE COMPANY

Partex are striving to be a more sustainable company. Even before it was commonly prioritized, we made changes to be more environmentally friendly.



*"It all starts with -
Know where you
are at the moment"*

*Peter Johansson
Managing Director
Partex Production unit*

We changed packaging material to cardboard where possible. We have worked together with suppliers to remove chemicals in our material which have, or could have an impact on the environment or could potentially be dangerous to humans. This is a part of our daily work, and we take it for granted, Peter Johansson, Managing Director at Partex Production unit, starts with.

Recently Partex have decided to do even more and increase the effort in the work of having less impact to the environment. Regardless, this work must be conducted in the same way as all other change activities. So, what do we mean by that?

It all starts with "know where you are at the moment," says Peter. We need to investigate what impact we have today. The focus has been our CO2 footprint. We have always had an idea of which products are the most CO2 intensive, but this time we wanted to go from "believing" to "knowing"

CO2 FOOTPRINT

Together with a Swedish University we conducted a study of our processes and products to determine which products and where in the process we made created most of our CO2 footprint, Peter continues.

The first step was to create a map (image 1) of our products and their flow through the production, all the way to the customer. We decided to limit the mapping to products which we produce ourselves. The simple reason for the decision is, they are easier to change if needed.

When knowing the process step of each product we took it one step further by investigating what impact the products had related to; production of the raw material (for example PVC), Electricity used in Partex production, CO2 emissions during production of the raw material, combustion of the Partex products (end of life) and transportation of the products to our customers. The transports were divided into, truck, boat, and flight.

When putting the figures together a clear pattern occurred. There are three main areas where CO2 emissions are the largest. The making of raw material, emission caused when making the Partex products and when combustion the products and finally transportation, where flight transportation stands out.

FOSSIL FREE PVC

The total impact of Partex products, processes and transportation is 1000-ton CO2 per year, Peter says. Material stands for most of the CO2 emissions. Partly during the production of the material and partly when it is burned. As we have informed about earlier, we are developing a fossil free PVC material. The base polymer is still PVC but it is produced using lignocellulosic materials as a feedstock, instead of, fossil based feedstock.

The big difference compared to the existing PVC is that the raw material comes from the forest, where it has been absorbing CO2 from the air. When our products are finally scrapped and burned, we only add the same amount of CO2 to the air and are there-

fore neutral. Today's material creates CO2 both when manufacturing the raw material and when our products are disposed.

That is why the bars in the chart (image 2) are significantly lower when we are simulating the full impact of implementing the new fossil free PVC. As the charts cover all of our products, we still have fossil based products in our portfolio, such as Zerex, reels, bags and stainless steel. This will be our next step...

BIG CHANGE DURING 2023

The Plan is to start implementing the new PVC during 2023. What we always have as a leading star are;

- Producibility

- The material properties must be as good as-, or better than the existing material.
- The quality aspects must be fulfilled.
 - Fire classification
 - Printability
 - Durability

This has been tested and qualified. Also, the supply of the new material is secured.

2023 will be a year where we make a big change for us as a company and the environmental impact of what we produce, Peter concludes with.

Image 1

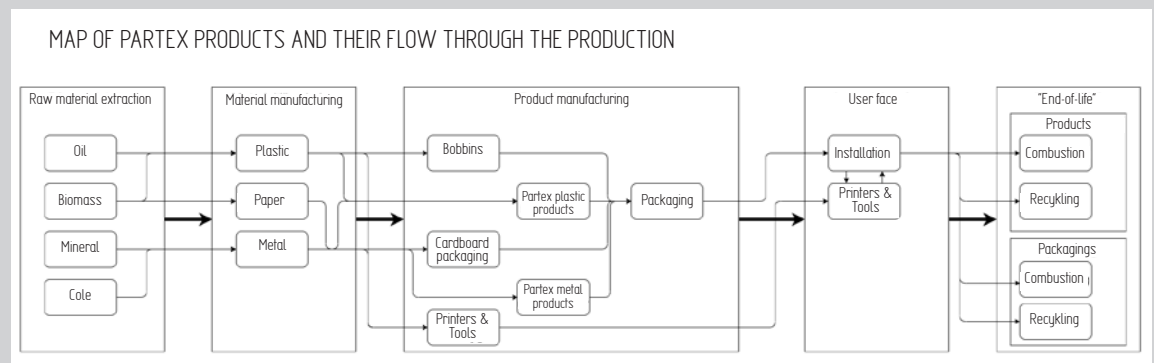
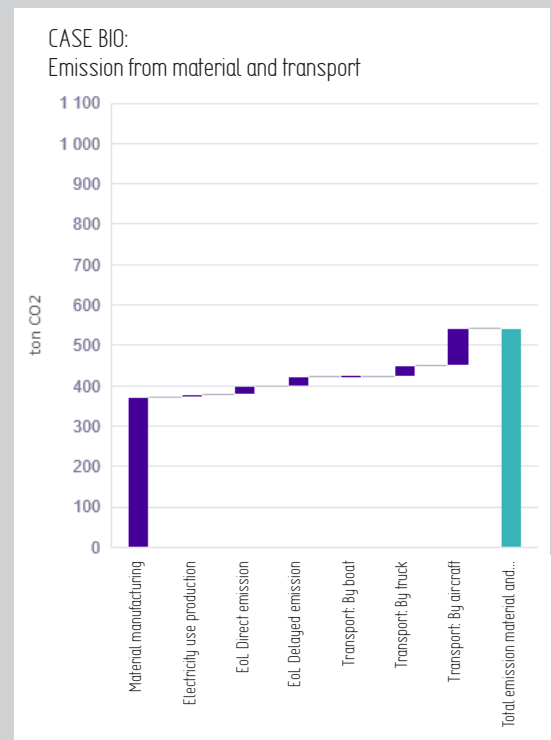
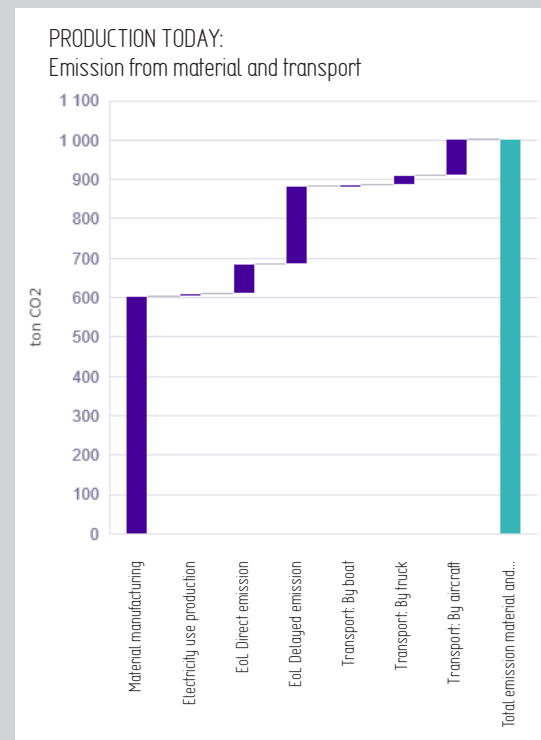


Image 2





Sophie Löf meeting baby Sophie, first born girl at Kenswad Hospital and her mother.

LÖÖF FOUNDATION

Löof 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 Löf
Chairman & Founder
Löof 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.

KENSWED HOSPITAL IN KENYA

Kenswed Hospital is a health and maternity clinic, built in close cooperation with the Zelmerlöv & Björkman Foundation and Reijlers in Ngong Kenya 2019. The aim is to provide accessible and reliable high-quality healthcare for people in need, including safe births in our maternity ward. The hospital had in average 600 patients per month in 2022 and the aim is to increase the monthly intake to 1000 patients.

In February Sophie Löf visited Kenswed Hospital and met many mothers that expressed their gratitude to be able to give birth to their children safely at the maternity ward at the hospital.

- It was very special to meet all the babies as the maternity clinic has been a dream for me during so many years, Sophie says.

During the visit Sophie also met young mothers that participate in the project "Girl's empowerment program". The young mothers live with their babies and a nanny in an apartment complex near Kenswed High School. During the days, the nanny takes care of the babies when the mothers are at school.

In June a one-day medical camp was hosted at Olooshobor Primary School by Kenswed Hospital

and the Kenswed Dental Clinic. In total 428 patients in different ages was seen during the camp and 450 toothbrushes and toothpastes were distributed.

HOME OF HOPE IN NEPAL

There are one million orphans or abandoned children in Nepal - many of them with no hope of going to school and getting an education. Home of Hope is the name of the family home, Löof Foundation built in Ratankot in Nepal 2016 for children in need.

Today 12 children live at the family home, both girls and boys in different ages. Here they get quality education, encouragement and a loving home. They get self-sustaining skills and knowledge meanwhile they grow potatoes, marigold flowers, take care of the chicken house and the greenhouse.

- Hearing about their goals and dreams for the future and seeing the progress of the Home of Hope alumni as they take on their post-school studies, makes us realise how much we take for granted, Sophie says.



The children at the Home of Hope family home are taken care of by housefather Shyam and housemother Asha.



Löof Foundation support in collaboration with Hand in Hand the village Simbumbumbu in Zimbabwe since 2022.



VILLAGE SIMBUMBUMBU IN ZIMBABWE

Löof Foundation support in collaboration with the non-profit organization Hand in Hand the village Simbumbumbu in Zimbabwe during a 2-year period.

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 the society as a whole.

The local community needs knowledge about sustainable agriculture as it is hard hit by: severe drought, extreme poverty and high unemployment. The goals with the project are 20 self-help groups on-site and 200 jobs after Hand in Hand training.

- Löof Foundation has partnered with Hand in Hand to empower the community with cultivation techniques and improved access to water. We have contributed towards the horticultural garden fencing and solar-powered irrigation installation using the sand abstraction method. Establishing seedling and tree nurseries and constructing new toilets, Sophie says.



A women in Simbumbumbu with plants grown in the horticultural garden.

EKUSENI PRIMARY SCHOOL IN SOUTH AFRICA

Löof Foundation support Ekuseni Primary School in Hluhluwe South Africa, through Star for Life since 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 enrolled 1062 students for 2022.

Löof Foundation visited the school in March and handed out pens, notebooks and stuffed animals. They also visited one of the pupils, Melokuhle, and handed out a food package to her family of 9 members. Their monthly income is E90 and they are very poor.



It was great joy when balloons, soap bubbles and stuffed animals was handed out when visiting Ekuseni Primary School in South Africa.

